



German furniture manufacturer is looking for new suppliers: European based sewing shops for heavy textiles



Summary

Profile type

Business request

Company's country

Germany

POD reference

BRDE20230926016

Profile status

PUBLISHED

Type of partnership

Supplier agreement

Targeted countries

- **Denmark**
- **Greece**
- **Lithuania**
- **Italy**
- **Estonia**
- **Romania**
- **Latvia**
- **Spain**
- **Poland**
- **Portugal**
- **Slovenia**
- **Czechia**
- **Croatia**
- **Slovakia**
- **Bulgaria**
- **Hungary**
- **Sweden**
- **Serbia**
- **Albania**
- **Kosovo**
- **Bosnia and Herzegovina**
- **North Macedonia**

Contact Person

Term of validity

Last update

[Alice MOROSINI](#)

18 Oct 2023

18 Oct 2023

17 Oct 2024

General Information

Short summary

A German furniture manufacturer is looking for new European suppliers. The company offers a cooperation under a supplier agreement to sewing shops (ideally with experience in the furniture industry) with the following vertical range of manufacture: cutting of fabrics and sewing of covers(laminating optional) of textiles. The potential supplier should have experience in processing "heavy" fabrics (300+ gr/sqm).

Full description

A German furniture manufacturer specialised in the development, manufacturing and distribution of high-quality furniture for the sectors Home, Office and Public is looking for suppliers. The suppliers are sewing shops for heavy fabrics (300+ gr/sqm) which operate in countries in Europa. The German company offers a partnership under a supplier agreement. The detailed requirements (general requirements, machinery & equipment, vertical range of manufacture, terms and condition, administration and supply chain setups) which the suppliers should meet, are listed under the section "technical specification and expertise sought".

Advantages and innovations

The German furniture manufacturer offers a collaboration and supply of one of the market leaders in the furniture industry.

Technical specification or expertise sought

vertical range of manufacture:

- experience in processing "heavy" fabrics (300+ gr/sqm)
- Sewing shop (ideally with experience in the furniture industry) with the following vertical range of manufacture: cutting of fabrics , sewing of covers(laminating optional) of textiles
- Well trained staff in the field of cutting, sewing & quality assurance

Machinery & Equipment: The following equipment is required:

- Fabric cutter for cutting fabrics to size
- Sewing machines: Triple feed sewing machines
- Ventilation system of the production buildings
- Optional: possibility of laminating
- Optional: leather processing

General requirements:

- communication in English (written and spoken!) or German, different contact persons (production, quality, management)
 - defined response times
 - open price structure (open book calculation)
 - sample production
 - competitive delivery times
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- disclosure of major customers
- Software Assyst should be available
- clean and well air-conditioned production facilities
- Yearly Quantities: 500 – 50.000 pcs (Varies on the model)
- Optional requirements: references in the furniture industry; own procurement of primary materials (fabrics, sewing thread, zippers, clothing parts, ...)

Geographical/political specifications:

- European supplier with politically uncritical system/head of state
- fair wage structures, social benefits from the state, obligatory for the employer, secured jobs for the employees
- Company that understands and lives CSR

Administration:

- An administration to process our forecast and orders and deliver on time must be in place

Terms & Conditions

- Pricing: Incoterm may be discussed ; 14 days 3% or 30 days net

Supply chain setup:

- Optional: The supplier should be able to procure and finance the input materials and the inserts himself according to our forecast

Stage of development**Already on the market****IPR Status****No IPR applied****Sustainable Development goals****• Not relevant**

Partner Sought

Expected role of the partner

The German company is looking for new suppliers.

The suppliers are sewing shops based in Europa (ideally with experience in the furniture industry) with the following vertical range of manufacture: cutting of fabrics and sewing of covers(laminating optional) of textiles.

The future partners should be interested in a longterm partnership. A supplier agreement is the form of a partnership which is strived for.

Type of partnership**Supplier agreement****Type and size of the partner****• SME 50 - 249****• SME 11-49**

Dissemination

Technology keywords

Market keywords

- **07004005 - Furnishing and Furniture**
- **07004003 - Home furnishing and housewares**
- **09004003 - Textiles (synthetic and natural)**
- **09004002 - Office furniture and other professional furnishings**

Targeted countries

- Denmark
- Greece
- Lithuania
- Italy
- Estonia
- Romania
- Latvia
- Spain
- Poland
- Portugal
- Slovenia
- Czechia
- Croatia
- Slovakia
- Bulgaria
- Hungary
- Sweden
- Serbia
- Albania
- Kosovo
- Bosnia and Herzegovina
- North Macedonia

Sector groups involved