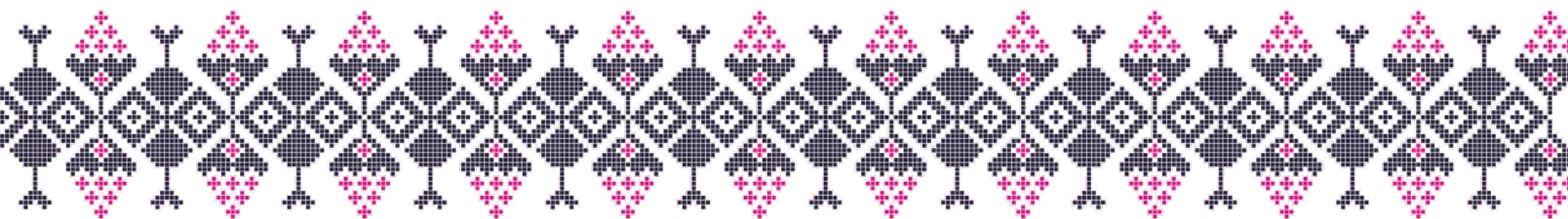




ROMANIA

Romanian trade mission in The People's Republic of China

Guangzhou, Hai'an, Shanghai
31.10-08.11.2018



ATCOM Dâmbovița SCM

ATCOM SCM Craiova

SCM Colin Daily

SCM Muncă și Artă

Confex Societate Cooperativă

SCM Îmbrăcămintea

Moda Sârguința SCM

Progresul SCM



NATIONAL UNION OF HANDICRAFT AND PRODUCTION CO-OPERATIVES OF ROMANIA - U C E C O M

• **UCECOM - structure and statutory role**

The National Union of Handicraft and Production Co-operatives – UCECOM was established in 1951 and reorganized in 2006 (under the Law on organization and functioning of co-operatives).

Presently, UCECOM includes as direct or indirect associates more than 460 co-operative entities, respectively handicraft co-operative societies (producers and service providers) and county unions and associations of handicraft and production co-operative societies, totalling about 11,500 people.

Over 99% of handicraft co-operative societies are classified as SMEs.

UCECOM has had permanently a role of representation, at national and international level, of the handicraft and production co-operatives sector. UCECOM has “the scope of representation and promotion of economic, social and cultural interests of co-operators and associated members in dealing with public administration, state, other individuals and/or legal entities, public or private, with similar international bodies, and to support and promote the co-operative principles”.

• **The offer of handicraft co-operatives (production and services)**

The handicraft and production co-operative sector’s activities are carried out in almost all urban centers of the country, in more than 2,000 units (production, services, commercial).

The main activities are:

- production of industrial and consumer goods, meaning all types of garments and textiles (including sports, military uniforms, working and protective clothing);
- knitwear (especially for women);
- furniture and wooden items (including furniture for garden and for hotels);

- footwear and leather goods;
- a diverse range of folk art and craftsmanship, made of wood, textiles, ceramics, leather;
- metal products and other articles and items;
- a wide range of services for the population and economic operators (body care and human aesthetics, maintenance and repairs of motor vehicles, clothing and footwear on order, home appliances repairs, electronics, optics, jewellery, construction, industrial services, etc.).

• **Economic and financial indicators of the sector (2017)**

- total income: more than 100 million Euros;
- deliveries to EU Market and exports: about 20 million Euros (10 recipient countries - UK, Italy, Germany, etc.).

• **Associations at country level:** National Association of Exporters and Importers of Romania (ANEIR), Chamber of Commerce and Industry of Romania (CCIR).

• **Associations at international level:** International Co-operative Alliance (ICA), COOPERATIVES EUROPE, International Organization of Industrial, Artisanal and Service Producers’ Co-operatives (CICOPA), European Confederation of Workers’ Co-operatives, Social Co-operatives and Social and Participative Enterprises (CECOP), non-profit association “Balkan Bureau of Middle Class”.

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ATCOM DAMBOVITA SCM

amprenta traditiei

ATCOM Dambovită SCM is part of the National Union of Cooperatives Trades – UCECOM, which was founded in 1951, was reorganized in 2006 (under Law no. 1 / 2005 on the organization and functioning of cooperatives), with the permanent, from the beginning until currently, role of organization of representative of handicraft cooperatives, nationally and internationally.

ATCOM Dambovită SCM is representative for this system in Dambovită county. In cooperation with other cooperatives that are part of the Association of Cooperative UNION COUNTY ARTS & CRAFTS Dambovită – UJCM Dambovită, the company has a roster of specific products, which mainly refers to traditional Romanian costumes etc.

Our intentions of cooperation on the Chinese market consist in the promotion of our traditional Romanian products for export.



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ATCOM Co-operative Society – Craiova

ATCOM SCM Craiova is a cooperative society established in 2001 that produces knitted and crocheted articles as well as garments for women.

Our creations are generally small series or unique products, for the domestic market, executed under our own brand.

We prefer to use natural materials: viscose, silk, cotton, wool, flax.

The products under our brand („ATCOM”) have been presented at different domestic and foreign trade fairs, such as:

- Germany: Munich and Dusseldorf;
- Portugal: Lisbon;
- England: Manchester;
- Italy: Turin.

Also, our company has been present at a fashion show organized at the Romanian Embassy in Paris – Soirée de mode Roumaine à Paris.

Regarding the participation in the trade mission in China, our company is interested to find potential collaborations, to promote our products and identify raw material suppliers for the products we execute under our brand.



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SCM Colin Daily

SCM Colin Daily is a cooperative established in 1955 as a Romanian private capital group propriety.

Activity:

Sweets producer,

Producer of food ingredients.

Assortments:

- drops with fruit juice and various flavors;
- candies with cream: milk, amandine, mint and chocolate, sour cherry and whipped cream;
- original flavored dragees – „C.I.P”: „Corrective. Hygienic. Perfumed”;
- original flavored tablets – „Mentosan”;
- dragees with raisins or peanuts;
- sherbet – crème fondant with rose, strawberry, cherries flavors;
- food flavors: rum, vanilla, almond, lemon, orange, pistachio;
- desert ornaments: mini-dragees for decorating donuts, cookies, ice cream, whipped cream;
- food additives: sodium bicarbonate, powdered sugar, powdered sugar with vanilla flavor, brown powdered sugar, starch, gelatin, coconut, food dyes, lemon salt, food preservative, ammonia, dumpling mix, pizza mix, pickles additives.

Our company ensures the highest quality and food safety standards.

SCM Colin Daily sells its products under the „Daily” brand in Romania, Europe, Canada.

Our company has several brands/trademarks: „Daily”, „C.I.P”, „Mentosan”, „Biluță”.

With existing personnel and endowments, our company can promptly take suggestions and proposals to execute new products, similar in form and content to existing ones.

In this trade mission we have the following objectives:

- the promotion of our company brands: „Daily”, „C.I.P”, „Mentosan”, „Biluță”;
- export of own products under our brands: „Daily”, „C.I.P”, „Mentosan”, „Biluță”;
- import own raw materials from China;
- market research in China.



MENTOSAN



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Confex is located in Buzau County, 100 km from Bucharest.

We operate with 2 factories, one in Buzau, the other in Râmnicu Sărat, with a total of 400 employees, proportionally allocated to the two factories.

We produce about 150.000 pieces every month: women's blouses, women's dresses, women's skirts, women's trousers, women's jackets, women's coats, children's dresses, baby bibs, children's trousers, men's suit jackets, men's coats and men's jackets.

The company produces garments for retailers in England and Italy such as: Tesco, Next, Top Shop, Moonson, Miss Selfridge, Lipsy, Wallis, Sainsbury, Debenhams, Max Mara, Benetton, Emilio Pucci, Roberto Cavalli etc.

Lasting business collaboration with these partners has led to a continuing concern for improving product quality, working conditions for employees, and environmental protection.

We are interested in prospecting the China garments market, researching business environment, identifying suppliers and promoting products.

Confex is a member of SEDEX-The association of manufacturers and traders operating on the European Union market.

We mention that for the last 5 years we ranked first in the Top Professionals in the county and 1st place in the country in the UCCECOM ranking.



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Contact person: Vergilică Rușan - President

Îmbrăcămintea Co-operative Society

„Îmbrăcămintea” Co-operative Society was established in 1951 and developed through the years, bringing in ever more qualified personnel and having several units for clients. Our company is member of the Professional Association of the Manufacturers of Garments and Knitwear from the Handicraft and Production Co-operation in Romania and the International Co-operative Alliance. Having over 65 years of experience on such a dynamic market as fashion industry, we produce bespoke garments, tailored for each clients' dimensions, enjoy success on the domestic market and look forward to extend our business abroad.

We are specialized in executing garments – tailor made, for the general public, special apparel and clothes for performances.

Our company produces a wide range of items: tuxedos, costumes, pants, skirts, dresses for special occasions, ballet dresses, tops, protective and working apparel, priests' vestments.

The development and permanent improvement of the total quality management give an extra degree of trust in our company's products and services.

Our clients prefer quality, long lasting and superior portability products.

We execute and deliver products in accordance with SR EN ISO 9001/2001 standard, NCAGE code for companies producing special apparel identified for the National Defense Ministry – uniforms for women and men, overcoats, cloaks, gala uniforms for all categories of high protocol, girdle and bow tie that offer elegance to the attire.

We are interested in exporting women's and men's garments.

We are permanently in search of raw materials suppliers, domestic or foreign.



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Main field of activity: Code CAEN 1413 – Manufacture of clothing goods (exclusively underwear)

At present, the technical and manufacturing staff is qualified and proficient in manufacturing complex products of high quality.

The activity takes place in two ways:

- as provision of industrial services which implies executing orders using customers' materials;
- as integral industrial production which supposes to create, design, execute the products with the company's resources at customers request.

The range of manufactured products is comprised of:

- goods for children: trousers, dresses, skirts, shirts, blouson-style jackets, jackets, coats, t-shirts
- goods for women: blouses, dresses, skirts, sport jackets, parkas and suiting trousers, suits, jackets
- goods for men: classic and sport trousers, jeans, sport jackets, parkas
- haberdashery goods: classic and sport peaked caps, caps, women hats
- goods for work equipment: security jumpsuits, winter suits, work undergarment, robes, suits for doctors, chiefs, officers, staff security

The achieved production is fully contracted and intended to customers in the country and within the European Community. The company has implemented and maintains a system of quality management according to ISO 9001: 2001 for the design and manufacturing activity of textile ready-made clothes.

Objectives for the trade mission in China:

- promotion of the products executed under our brand, finding Chinese commercial partners

for creating a distribution network in China (export from Romania);

- market research in the field of Chinese fashion and the possibility to adapt our collections according to the Chinese clients' demands;
- information gathering about fashion fairs and expos in China for a future possible presence at professional trade shows;
- finding suppliers of equipment for the textile industry in order to create a new technological line and replace/supplement the existing one.



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About us

Founded in 1952, our society has a long tradition in garments field.

Expertise

We manufacture a wide range of garments, small series and also bespoke tailoring: men's and women's clothing, military and civilian uniforms, overalls, sports clothing, various textile articles and clothing accessories.

We succeed in maintaining our market position by:

üproviding quality products and services, as well as rigorous processes

ücompetence of staff -

üfacilities

Our clients

Experience in the field, adequate technical equipment and qualified personnel allow us to create quality products and services at competitive prices, which recommend our company as a serious and reliable partner.

In this respect, long-term collaborations with prestigious public institutions stand witness: Ministry of National Defense, Ministry of the Interior, Protection and Guard Service, General Directorate of Customs, Metrorex – subway company in Bucharest, General Directorate of Prisons, Romanian Aviation Academy, private security and protection companies, cultural institutions, media companies, and also companies from other countries such as Russia, Italy, France, Holland, Austria. In 2006 our company has received the code of NATO trader NCAE OOBUL. So, we may become a supplier of military clothing for the member countries of NATO.

An important segment of our client portfolio is the population, with a wide range of bespoke tailoring, but also clothing repairs in our 8 specialized units in Bucharest.

Our objectives in this trade mission

We are interested to meet potential local partners, experienced companies, for market prospecting and collaboration in garments field. We are looking for final customers and also distributors that could sell our products, raw material suppliers and, if possible, workforce.



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Progresul SCM

Progresul SCM was established in 1949 and is operating in textiles field, in its own premises.

We produce: military uniforms (police, army, gendarmerie, etc.), school uniforms and blouses, pants, skirts, shirts for women and men. We strictly respect contractual deadlines, especially those regarding delivery terms and product quality for domestic and foreign beneficiaries.

The company has highly qualified personnel (workers, technicians, engineers) and is endowed with high end equipment.

Our company has implemented the quality management certification SR EN ISO 9001:2008 / ISO 9001/2008.

We can execute any model solicited by the beneficiary.

The products' variety, technical endowment and qualification of the staff assures us that we can promptly respond to all demands with maximum quality.

In relation to Chinese companies we are interested in:

- a) Chinese companies that can distribute / buy our products;
- b) Chinese companies to collaborate with in executing the products that we have contracted with the army, police, gendarmerie, schools, etc.;
- c) buying raw materials and auxiliaries necessary for executing the products we have contracted with domestic and foreign beneficiaries.



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**NATIONAL UNION OF HANDICRAFT AND PRODUCTION
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