



TEXTILE INDUSTRY IN FEDERATION OF BOSNIA AND HERZEGOVINA

**Chamber of Economy of the Federation of
Bosnia and Herzegovina**

**Jasmina Zejnilagić, Secretary of the Association for textile and
leather processing industry**



History of the textile sector:

- It is known that in the textile and leather manufacturing industry in Bosnia and Herzegovina we have the experience, tradition, knowledge and skills.
- Number of employees in the territory of Bosnia and Herzegovina, in the '90s was cca : 85,000 workers.
- In that time we had a complete production cycle: from the production and processing of raw materials to production of the finished product.
- The ratio of production of domestic brands and classic Contract work (lohn business) ranged 70-30%.



Today:

- In the Federation of Bosnia and Herzegovina we have:
- 524 registered companies
- A large number of subjects is not active, but there is:
- 108 registered companies in the area of textiles and clothing with 10 and more employees,
- In the field of footwear production registered 47 companies with 10 or more employees,
- In the area of leather processing and production of leather products registered 13 enterprises with 10 and more employees
- Number of employees: 21,921, mostly female labor force, with a large proportion of personal work
- Textile and leather manufacturing industry is import-dependent in terms of imports of raw materials.
- 90% of production is based on the Lohn jobs

We export:

The structure of products is very wide, from light and heavy clothing, sporting goods, upholstery, machines, protective equipment, uniforms, medical programs, to home textiles. The mostly export products:



**FOOTWEAR
and
PARTS OF
FOOTWEAR**



**KNITTED SWEATERS,
KNITTED GARMENT**



**SUITS, JACKETS,
TROUSERS, SKIRTS**



UNDERWEAR



SHIRTS



Leather- rawhide



UPHOLSTERY



SOCKS

Some of our companies that manufacture their own products, but also work in lohn business :

- **BFM Ltd Travnik**
- **KOTEKS Ltd Tešanj**
- **BELLISSIMA Ltd Sarajevo**
- **GRANOFF Ltd Sarajevo**
- **NAPREDAK Joint stock Tešanj**
- **ALMA RAS Ltd Olovo**
- **KLJUČ Joint stock Sarajevo**
- **DESS HTZ Konfekcija Ltd Sarajevo**

BFM Ltd

BFM Ltd. Travnik was established in 1990. Its starting production programme was production of leather footwear and accessories.

Today, BFM Ltd. represents a company specialized in production of leather footwear.

BFM is 100% private owned company that exports 100% of its products. BFM's business policy is to continuously educate employees (expert and specialized education) and to acquaint them with new technologies for production of leather footwear and industrial novelties.

BFM realizes this goal in close long term cooperation with educational institutions. Our expert team is made of 3 engineers and 5 bachelors of economics (B.Ec.), who are all professionally qualified for business tasks which they are performing.

BFM Ltd. activities are divided into following segments:

-production of footwear,

-repair and maintenance of machines and production of tools and knives for leather tailoring.

For several years BFM Ltd. is present at foreign market with renowned products and

brands that are actual in last five years. At the moment, we are producing products for our foreign partner MEPHISTO that represents one of the best companies for production of high fashion footwear and which is ranked at first place by its capital and by its production volume in Europe. MEPHISTO products are not only present in Europe but also in USA and Canada recording sale of its products in millions.

Due to the market expansion BFM achieved excellent results and became MEPHISTO's Number 1. producer of footwear. In line with market expansion, BFM Ltd. developed and expanded its production capacity.

EBB-SLIM has launched a new project production of back and front cap and internal insoles – for shoemakers known as (lub, cap, insoles brandsola and gelenk) which are an important component of footwear.



KOTEKS Ltd

Koteks Ltd. Tešanj is a leading company for buy-out and processing of leather in Bosnia and Herzegovina and the Region. It is one of the leading companies in leather industry not only at the territory of Bosnia and Herzegovina but wider.

Koteks Ltd. buys-out raw and salt lamb and sheep leather; goat and kid leather; calf, beef and cow leather. After finishing leather processing, Koteks Ltd. tailors leather clothing for men and women, leather accessories and footwear.

In modern production-business facilities Koteks Ltd. employs young and ambitious personnel who with their excellent performance satisfy highest demands not only of domestic but also of foreign buyers.

We are especially proud of the fact that in Koteks Ltd. we conduct our own professional training and education.

Koteks Ltd. produces high quality products such are: products made of raw leather, leather and textile clothing, fashion and working clothing and footwear, personal protective working clothing and leather accessories.



BELLISSIMA

- **Bellissima is the first exclusive BH fashion brand which rightly enjoys the reputation of one of the best and fastest growing fashion brands in the regional market. The main activity is designing, production, retail and wholesale of men's and women's fashion garments.**
- **The main goal of our bussines is to offer maximun of price ratio and quality, taking into consideration fashion needs and desires of the market, but also to leave the stamp of indigenousness and originality with each new collection.**
- **Except design on which we pay great attention by engaging remarkable team of fashion designers each time, emphasis is placed on the choice and quality of the material which has miscellaneous colors and naturalness so completing the experience every time you put on an outfit.**
- **Bellissima team consists of young, educated and ambitious people whose primary aim is to create stronger, more powerful and better Bosnian company which has already won the market of Croatia, Serbia, Montenegro, Kosovo, very soon Albanian market, and other European countries.**



B **BELLISSIMA**

GRANOFF

- Granoff Ltd. offers range of modern, elegant and fine suits, not only for special and important occasions, but also for everyday wear, which requires freshness and freedom of movement in communication with the environment.
- Granoff Ltd. is a company specialized in men's fashion. The suits of this brand are designed for cosmopolites, people who enjoy classics, but also keep up with the latest fashion trends.
- With a free and innovative design, all collections are made of high quality materials, in accordance with all ISO standards of renowned Italian companies: Marzotto, Loro Piana, Tessilstrona, Reda, Merinka, Ermenegildo Zegna, who are suppliers of materials for designers such as: Boss, G.F.F. Valentino, Missoni, Marlboro Classic, Armani, Kenzo...
- For people with an eye for detail, who have the ability to recognize quality and have confidence to wear clothes that emphasize their individuality.
- According to high interest and demand for Granoff products, we opened three exclusive retail stores in Sarajevo in the BBI Center, Titova Street and Avaz Business Center, then two stores in Mostar, one store in Zenica, Tuzla and Banja Luka.
- We were the first company to open a „Su misura“ salon, where custom tailored suits, shirts and ties are produced. The quality of our products is highly recognized, so today we have clients worldwide, in Los Angeles California, London, Milan, Madrid, Kuala Lumpur...
- Granoff Ltd. employs young designers and experts from fashion world thought by top Italian fashion creators with whom our company closely cooperates.



NAPREDAK

- Napredak Tešanj was founded in 1956 by joining two handicrafts. The production facility of 6,500 m² with various collections of men's and women's wear which includes production of winter coats, trench coats, jackets, blazers, suits and other clothing items, is located in Tešanj.
- Today, Napredak employs 330 highly skilled workers, who work in EU standardised working conditions.
- The activities of Napredak are final processing, or so called "lohn" activities, and production of our own collection.
- Confirmation of our success and quality are Napredak's customers, which cooperate with Napredak for years, such as: Pierre Cardin, Carl Gross, Jupiter, s' Oliver, Schneiders, Baldessarini, Burberry, Luisa Cerano, Seinbock..



ALMA RAS

- **ALMA RAS started its business in Olovo eighteen years ago. It was symbolically founded on International Women's Day and has since become renowned as indispensable for those enjoying high quality fine underwear and nightwear. Over the years, ALMA RAS has showed continuous growth and development - from a small family business to one of the most well-known brands in BiH, with a widespread wholesale distribution network and its own retail stores throughout BiH. In 2014, ALMA RAS expanded its business to Serbia by opening its first store in Belgrade, while its export network, apart from Montenegro, Macedonia and Norway, has reached as far as South Korea. Increasing demand also requires additional production capacities, so in 2014, apart from the existing facilities in Olovo, Vareš and Srebrenica, another one emerged in Visoko.**
- **One of our key business policies is taking care of our staff and making both our staff and our customers satisfied. ALMA RAS created its position solely based on exceptional quality and a recognizable image, by selecting the best high-quality natural materials, as well as by keeping up with world fashion trends adjusted to suit the needs of domestic market. WOMAN has always been the main source of inspiration for our creative team. Situations in which women find themselves every day—a woman waking up and having a cup of coffee in her favourite pyjamas or getting ready for work or going out, wearing irresistible and comfortable underwear to underline her femininity—this is what inspires the creation of comfortable garments made of the finest materials, because sometimes your appearance reflects what you wear and feel directly on your skin. Exquisite tailoring applied to a traditional form is combined with casual, new and modern ways of thinking.**



Ključ join-stock factory

Company KLJUČ dd Sarajevo was founded in 1896. In its tradition of over 120 years of experience in producing all kinds of men's, women's and children's socks and tights, offering extremely high-quality product portfolio the company has become well-known brand, both in the former Yugoslavia and in the world.

Calzedonia, Falke, Hugo Boss, Benetton, Vignoni, Intersocks, Pierre Cardin, Kunert, Ewers are some of the famous names of the largest European companies that Factory KLJUČ has produced their products.

The company is located in the center of Sarajevo, capital city of Bosnia and Herzegovina, and has the most modern machinery, skilled labor force, excellent reputation and quality.

Depending on the item the current capacity of the company is 3 to 5 million pairs annually.

Today, bosnian company “Factory of socks KLJUČ dd Sarajevo” is interested in finding partners for joint investment with aim to expansion its production and placement of products on the international market.



DESS HTZ Ltd

New small company "DESS HTZ " is a company that performs the activity of vocational rehabilitation, training and employment of persons with disabilities.

The production and service process, we employ over 70% of people with disabilities.

We currently have 18 employees, of which 13 persons with disabilities. Help of Fund for vocational rehabilitation and employment of Persons with disabilities is of great importance, and that their current and future customers, who buy their products, are the key to the further development of the company.

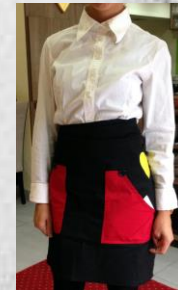
It is important to bear in mind that "DESS HTZ KONFEKCIJA» Ltd.

Not locally oriented company, but that its activity Can be performed on the territory of Bosnia and Herzegovina and beyond.

Uniforms for medical program and working



Uniforms for Hotels and Catering



School uniforms





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