
saitis

fashion industry



COMPANY PRESENTATION

LOCATION

The company SAITIS DOO (BSCI Certified) is located in Macedonia, in the city of Bitola and its premises are situated on 15km from the Greek border and 150km from the City of Skopje.

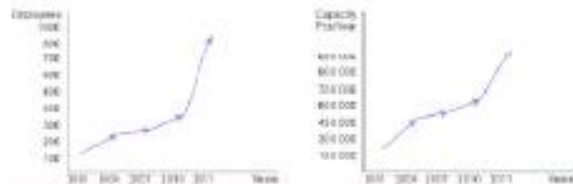


SUCCESS ALONG CONTINUOUS DEVELOPMENT



UP TO 6.000.000 € OF OWN CAPITAL INVESTED IN 18 MONTHS
 IN THE MIDDLE OF WORLD ECONOMY CRISES.

The strategy decision to invest in new modern buildings and technological equipment was taken after long experience and market analysis. Saitis has in its portfolio the biggest European fashion groups, whom has developed a close collaboration with. Capacity grew up to 1.000. 000 pcs/year and the number of employees in the factory went up to 850 plus outsourcing partners.



Last year's growth in numbers

PRODUCTION UNDER SUPERVISION OF FASHION DESIGNERS



making with the growth of production, the design development team consisted of designers, 2 fabric suppliers, 4 pattern makers, 20 accessories makers are all at your disposal for your collection. You can all with company's fashion designers in the showroom and come to with a collection of new styles to make samples. Customer can get and accompany production on the whole process, all Saitis departments can be involved: assembly, finishing, washing, finishing effects, embroidery and printing. Smart retail can give significant advice input to your collection.

SAITIS IS A FAMILY RUN BUSINESS

Saitis is in the hands of the second generation who has inherited the tradition, the experience and standards of the first generation. With the ambition and hard work they managed to expand and build a new modern factory in 2010 and second one in 2011, investing over 6 million euros in factory's premises, just according to all international standards.

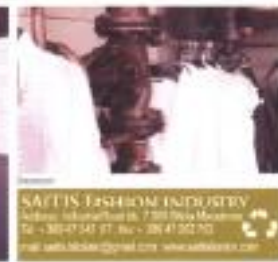


For the past 33 years our main business is to provide full customer's requirements by providing professional service and high quality of manufacture. Our strengths are qualified staff, modern technological equipment, guaranteed short period of production in high quality. We understand the necessity of having all possible services on site, therefore in Saitis we developed extra departments: air laundry, embroidery, printing etc. are the words of the two CEOs: Miroslav and Theodorica Saitis.

ALTERNATIVE LUXURIOUS FACTORY

The inspiration for the form of the new facilities in Biala has been taken from industrial design. The premises are built from recycled materials, collected from old factories and the reinvented into stylish design in a sublime mix of old and new. In the interior as much as possible natural light has been used. All the factory has good ventilation and air-conditioning. The philosophy is to be different, healthy and "green".

"THE EMPLOYEES come with enthusiasm in the stylish working environment. Their creativity is supported and developed"



COMPANY PROFILE

Capacity per year: up to 1.300.000 pcs.

Number of employees: 850

Surface of factory: 7000sq

Key customers markets: Europe, especially Germany, UK

Products: 80% women's wear, 20% men's wear

Providing services: C&M and FOB

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FASHION DESIGN DEPARTMENT

The fashion design department has as part of the team: designers, pattern makers and fabric suppliers. All the above are highly-qualified multi-lingual professionals. The team develops customers' proto-types, collections and full-samples for representatives.



SAMPLING DEPARTMENT

The sampling department machines are in close collaboration with the pattern-makers and designers in order to first test solution to make garments. The sampling department is apart from production. All samples except for production samples are made here, collections are developed here and the machinists are multi-skilled.



QUALITY CONTROL

There is an in-house control final quality control. The motto is to prevent from having as much as possible return garments at final control.



PRODUCTION

Saitis is specialized in the manufacture of woven shirts, blouses, dresses, skirts, as well as jersey wear and denim shirts, and is capable of making all kinds of quality demands without putting in question the quality. There are 12 lines in the factory. Out-sourcing is also available with the collaboration of other smaller factories in Macedonia that are specialized in other types of garments. The production area are equipped with special computerized machines, such as: MP, big-cap multi-needle machines, smock machines, pleating machines, air-bulk machines, etc.



PATTERN MAKING AND CUTTING

Gerber system is used to develop patterns following the measurement charts alternatives sent by customers, in order to make proto-complex and grading. Patterns can be sent in the following formats: pdf, techs, pic, assyof design, seayer marker etc. In these process are involved 2 professional patterners and 1 cutter plotter that can also make patterns in thick paper carbon.



LAUNDRY



Company Saitis has paid special attention to this facility in the last years and subsequently renovated those are 83 employees working in two shifts reaching the capacity of 500 pieces per day. The laundry program are follows all up-cleaning fabric needs, and effects such as cold pigment dyeing and all other kinds of industrial washes with special attention to garment typing.

The following documents are part of the facility:

- 2 lines equipped with 100 units of 7 channels programs, also develop new washes and effects;
 - Production with 17 washing machines, 7 bundle driers and other useful machines;
 - Quality control in laboratories of measurements, is keeping records of the single washing process and use of biological chemicals;
 - Storage and drying department;
 - Garment protection, hoodlans on every garments is made and a special control all works on the possible of high temperature to avoid it;
 - Planning on fabric in view of the washing up to 1m of width of printing on these garments is available.
- The laundry has with very trained employees.



EMBROIDERY

There are on-site 160 automatic machine spans and H-Feng (works in DST format) with big capacity for fat and equin embroidery. With our software for embroidery applications BOS 3 and Tejma, we can develop embroidery based on sketch, photo (jpeg) format or other according to client's request.



"WE ENSURE SAFE WORKING CONDITIONS FOR ALL OUR EMPLOYEES"



PRINTING

There is on-site screenprinting unit up to 8 colours, using different types of printing colours (plastisol, water colours, full colour (ecothear)). Screens are developed based on clients demands. Clients send sketches or pictures and the team does the rest. Saitis collaborates with digital and retinal printers to offer full services to clients and to be in pace with time.

LOGISTICS (IMPORT-EXPORT)



The long presence on the foreign markets has given Saitis learn the know-how of the international import-export laws and documents preparation. There is multi-lingual team with excellent knowledge of the following languages: English, German, Greek and Italian. The company has allocated warehouse guarantee for doing export-import. The products are exported to Germany, Holland, UK, Italy, Austria and Greece. There are 4 mid-size trucks and 2 vans as logistical support to the company, but they collaborate as well with major transporters according to customers' demands.



RESUME

- The company was **established** in 2004 as manufacturer of upper clothes. This year 70% of our production is woven and 30% is jersey;
- The **buildings** were completed in 2012;
- It has 2 **production** unit buildings, one of 4500m² and the other of 1500m². Apart from the production units on site are one Master **apartment** of 150m² and 3 more apartments each 45m², there is also a **restaurant** building and a **laundry**;
- The two production units were fully equipped with new **machinery** 2-4 years ago. List of the machines is following in the next slides with full details;
- There is currently machinery for 600 employees;
- **Laundry-dyeing** facility has daily capacity of 2000pcs in dyeing or washing;
- **Embroidery room** has 3 machines with 36 automatic heads;
- **Placement print department** with possibility up to 6 colour prints

LIST OF MACHINERY IN SAITIS

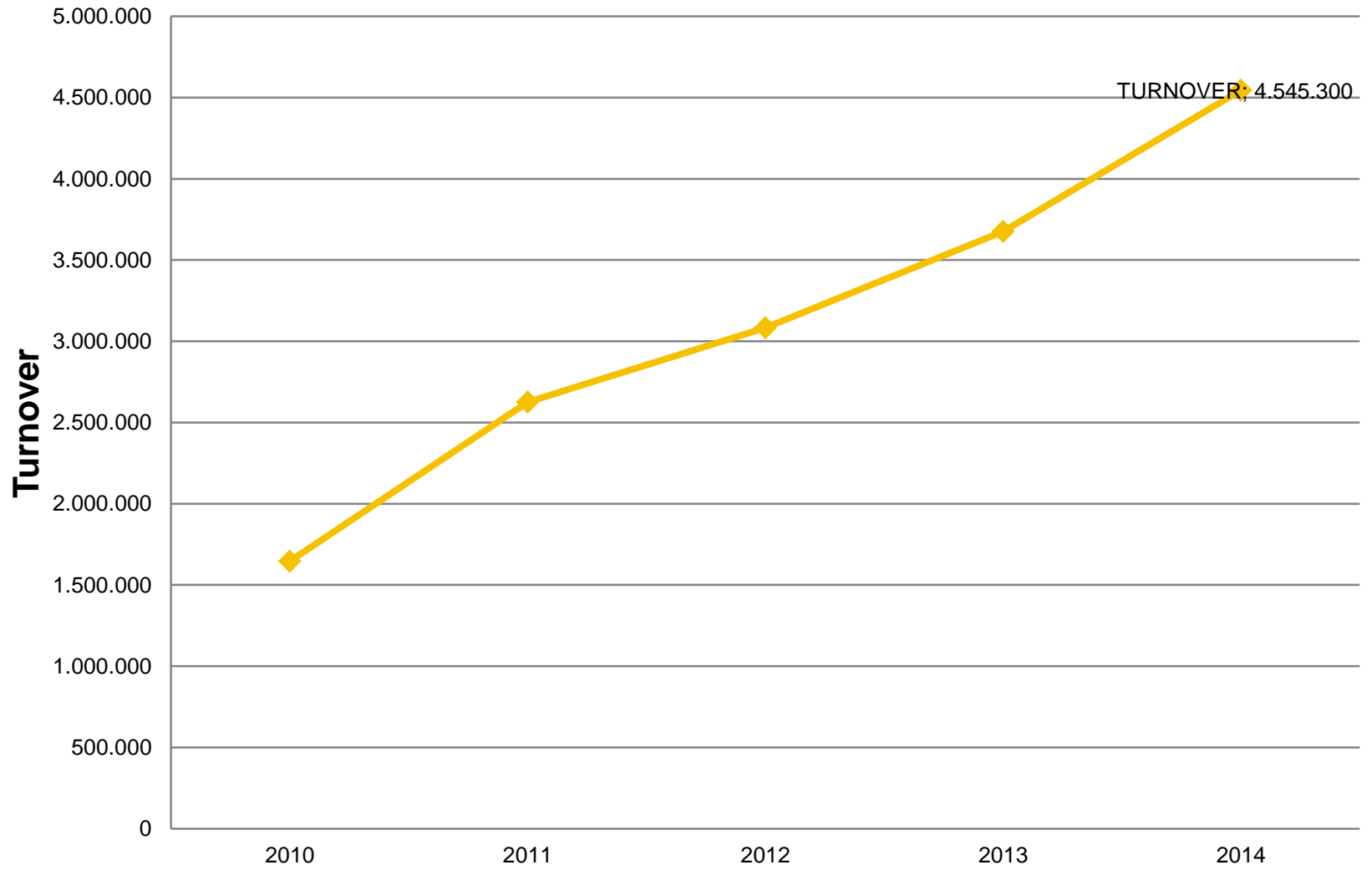
CUTTING DEPARTMENT LIST	
<i>Machine type</i>	<i>Pcs</i>
Stand cutter	8
Hand cutter	3
Button hole machine	4
Sticker press	2
PRODUCTION HALL LIST	
<i>Machine type</i>	<i>Pcs</i>
Automatic single stitch sewing machine	235
Bartacking machine	3
Blind stitch Machine	2
Button stitching machine	11
Buttonhole sewing machine	6
Double needle sewing machine	11
Elastic stitch sewing machine	3
Flatlock sewing machine	8
Overlock sewing machine	85
Snap Attaching Machine	3
Zigzag stitch sewing machine	1
PRINTING DEPARTMENT LIST	
<i>Machine type</i>	<i>Pcs</i>
Film colander machine	1
Tunnel kiln	1
Printing machine	1
Drying machine	1
Drying machine	1
LAUNDRY LIST	
<i>Machine type</i>	<i>Pcs</i>
Kiln	1
Washing machine	7
Spinner	4
Drying machine	10
EMBROIDERING DEPARTMENT LIST	
<i>Machine type</i>	<i>Pcs</i>
Embroidery machine	3
IRONING DEPARTMENT LIST	
<i>Machine type</i>	<i>Pcs</i>
Iron	98
Strass presses	2

Economic characteristics

- Zero credit lines
- Increasing turnover
- Projection for 2015 turnover 5.200.000 euros
- First trimester turnover is 1.691.235 euros
- Audit accounting results with positive outcome

SAITIS					
YEAR	2010	2011	2012	2013	2014
TURNOVER	1.645.735	2.625.954	3.082.985	3.676.650	4.545.300

SAITIS



CUSTOMERS

- **CASUAL STYLES COMPANIES**

1. Pepe Jeans (ES)
2. Zara (ES)
3. Uniform (IT)
4. Staff & Co. Jeans (GR)
5. BSB (GR)

- **SMART STYLES COMPANIES**

1. Gerry Weber Group (DE)
2. S.Oliver Group (DE)
3. Fracomina (IT)

Key Characteristics

- 1. New equipment building**
- 2. Fast fashion service**
- 3. Woman's and Men's clothes manufacture**
- 4. Design and Merchandise department**
- 5. Strong clients portfolio**
- 6. Skilled workers**
- 7. Flexible contracts with workers**
- 8. European location**

CONTACT

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