

Marketing Study on Apparel Market In Germany



▪ **Introduction**

Germany is considered to be one of the most important markets in terms of production or consumption especially for the Technical Textiles, and one of the top five markets in the European Union in terms of consumption, as these five markets account for 73% of the total spent on apparel.

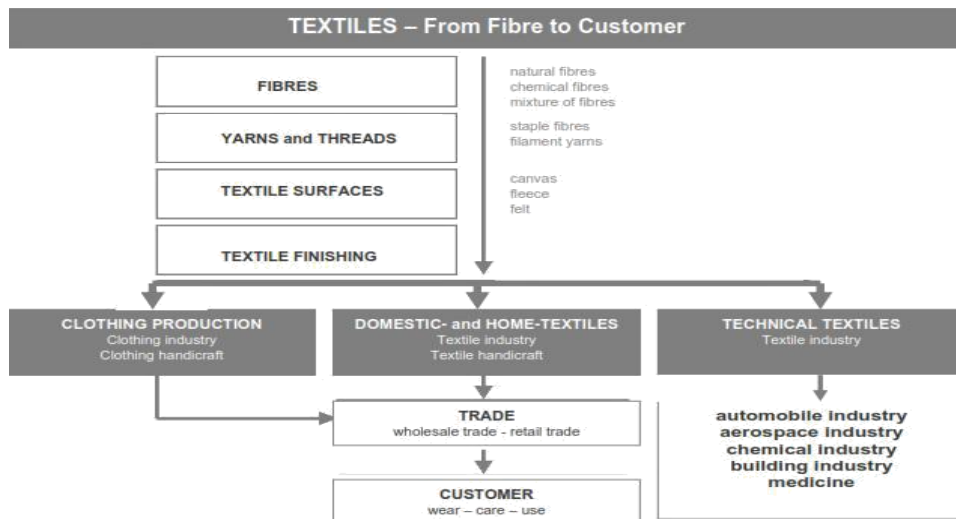
Germany is occupying the second place after the United Kingdom with sales of 63.8 billion Euros in 2017. Italy is also followed by Germany, then France and Spain.

The most important markets for apparel in the European Union and the sales rate are as follows:

	Country	Apparel Sales (In billion Euros)
1	United Kingdom	84.1
2	Germany	63.8
3	Italy	53.2
4	France	37.0
5	Spain	21.9

Source: Euro monitors European Country Reports 2016/2017

This is an illustrative sketch of the production stages from yarn to textiles to manufacturing to end consumer:



Over view on the economy of Germany with a review of the most important geographical, economic and demographic indicators

The following table shows the most important geographical, economic and demographic indicators of Germany:

Geographical Indicators	
Indicator	Value
Land Area	357,022 Km ²
Location	Located in Western and Central Europe, with Denmark bordering to the north, Poland and the Czech Republic to the east. Germany is also bordered by the North Sea and, at the north-northeast, by the Baltic Sea.
Economical Indicators	
Indicator	Value
GDP	\$ 3.677 Trillion (2017)
Annual growth of GDP (%)	2.2% (2017)
GDP by Sector (2017)	Agriculture 0.6%, Industry 30.5%, and Services 68.9%
Inflation rate	1.6% (2017)
Unemployment rate	4.2% (2017)
Total Exports	\$1.450 Trillion (2017)
Main Exported Commodities	Motor vehicles, machinery, chemicals, computer and electronic products, electrical equipment, pharmaceuticals, metals, transport equipment, foodstuffs, textiles, rubber and plastic products
Exports - Partners	US 8.9%, France 8.4%, UK 7.1%, Netherlands 6.5%, China 6.4%, Italy 5.1%, Austria 5%, Poland 4.5%, and Switzerland 4.2% (2016)
Total Imports	\$1.173 Trillion (2017)
Main Imported Commodities	Machinery, data processing equipment, vehicles, chemicals, oil and gas, metals, electric equipment, pharmaceuticals, foodstuffs, agricultural products
Imports - Partners	Netherlands 13.3%, China 7.3%, France 7.3%, Belgium 6.1%, Italy 5.5%, Poland 5.2%, Czech Republic 4.7%, US 4.6%, Switzerland 4.4%, Austria 4.4%, UK 4.1% (2016)

Demographical Indicators	
Indicator	Value
Population	82,695,000 (2017)
Population growth rate	0.4%(2017)
Source: 1. The World FactBook https://www.cia.gov/library/publications/the-world-factbook/geos/gm.html 2. UNdata http://data.un.org/en/iso/de.html 3. World Bank Group https://data.worldbank.org	

Overview on Apparel Market in Germany in terms of Production Volume - Consumption - Imports

First: Production

- The textile and the apparel industry in Germany has deteriorated since 1970 due to several factors including globalization, the end of quotas and the elimination of trade restrictions on textiles and apparel by the end of 2005 (ending quotas), which led to a more competitive environment and low production in Germany.
 To overcome this competition in the German market, the German textile and apparel industry began to expand its exports to new markets outside the European Union. The German textile industry has succeeded in strengthening its position in global markets in several areas such as Technical Textiles.
- The total German production of apparel amounted to \$ 15.4 billion in 2016. The local industry is mostly small and medium-sized enterprises.
- The Production cost in Germany or Europe is considered to be expensive compared to the other countries especially the developing countries, so many large companies outside of Germany are produced through the outsourcing.

Second: Consumption

- Total consumption of apparel in Germany was about \$ 68.6 billion in 2017, and the consumption per capita per year was about \$ 831. Studies indicate that the expenditure of women on apparel and textiles is higher than men. While women's total expenditure was about \$ 27.9 billion in 2017, men's total expenditure was about \$ 16.5 billion, in addition to \$ 12.3 billion on women's and men's underwear.

- German consumer is very sensitive to the price and the quality factor. The consumer makes the purchase decision after comparing the price in a number of channels, such as: Online Shopping Stores and the Trademark outlet. But at the end, German consumer prefers more the online shopping.
- Today the trend in the apparel market in Germany is the concept of "Fast – Fashion", which means the constant and rapid change in terms of fashion, colors and designs.
- At the same time, there is another trend toward sustainable ecology as part of the general trend towards environmental conservation, called "Slow Fashion products", as well as production under the so-called "Fair trade".

Third: Imports

According to the Federal Ministry for Economic Affairs and Energy in Germany, Germany is the largest importer for apparel in the European Union after USA. Their total import in 2017 was about \$ 38 billion, increased by 6% compared to \$ 36 billion in 2016.

The following items are the most important items imported by Germany from the world in terms of value:

1. HS Code 6110 (Pullovers): The total value of imports of this item amounted to 4.7 billion \$US in 2017, increased by 8% compared to the previous year. China is the top exporter of this item to the German market, amounted to 1.5 billion \$US.
2. HS Code 6203 (Men's suites and trousers): The total value of imports of this item amounted to 4.7 billion \$US in 2017, increased by 3% compared to the previous year. Bangladesh is the top exporter of this item to the German market, amounted to 999 million \$US.
3. HS Code 6204 (Women's dresses, trousers and skirts): The total value of imports of this item amounted to 4.2 billion \$US in 2017, increased by 4% compared to the previous year. China is the first exporter of this item to the German market, amounted to one billion \$US.
4. HS Code 6109 (T-shirts): The total value of imports of this item amounted to 4.2 billion \$US in 2017, increased by 6% compared to the previous year. Bangladesh is the first exporter of this item to the German market, amounted to 1.1 billion \$US.
5. HS Code 6104 (Dresses – Trousers): Two-way imports of this item amounted to 2.6 billion \$US in 2017, increased by 10% compared to 2016. China is the first exporter of this item to the German market, amounted to 607 million \$US.

6. HS Code 6202 (Women's Coats - Jackets): The value of imports of this item amounted to 1.9 billion \$US in 2017, increased by 9% compared to 2016. China is the first exporter of this item to the German market, amounted to 1.1 billion \$US.
7. HS Code 6206 (Blouse): The value of imports of this item amounted to a billion \$US in 2017, increased by 7% compared to the previous year. China is the first exporter of this item to the German market, amounted to 1 million \$US.
8. HS Code 6201 (Men's Coats - Jackets): The value of imports of this item amounted to 1.1 billion \$US in 2017, increased by 8% compared to the previous year. China is the first exporter of this item to the German market, amounted to 328 million \$US.

The following table shows the apparel imports in Germany from the world during 2015-2017 according to the HS Code of each product, as well as the most important exporter countries.

Apparel imports in Germany from the world during 2015-2017

Unit : US Dollar thousand

Product code	Product label	Germany's imports from world			Germany's imports from Egypt			Egypt's Market Share(%)		
		Value in 2015	Value in 2016	Value in 2017	Value in 2015	Value in 2016	Value in 2017	Value in 2015	Value in 2016	Value in 2017
	RMG	34,916,554	35,867,532	38,162,219	107,322	102,439	103,304	0.31%	0.29%	0.27%
'61	Articles of apparel and clothing accessories, knitted or crocheted	17,133,079	17,591,968	18,983,749	69,387	63,861	56,440	0.40%	0.36%	0.30%
'62	accessories, not knitted or crocheted	17,205,291	17,666,557	18,507,208	37,885	38,470	46,749	0.22%	0.22%	0.25%
'65	Headgear and parts thereof	578,184	609,007	671,262	50	108	115	0.01%	0.02%	0.02%

Unit : US Dollar thousand

Code	Product label	Imported value in 2015	Imported value in 2016	Imported value in 2017
Total 61		16,778,609	17,031,136	18,381,800
'6110	Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted (excluding ...	4,312,432	4,400,061	4,772,635
'6109	T-shirts, singlets and other vests, knitted or crocheted	4,072,912	4,009,775	4,250,945
'6104	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, ...	2,306,104	2,383,213	2,616,726
'6115	Pantyhose, tights, stockings, socks and other hosiery, incl. graduated compression hosiery ...	1,030,118	1,018,630	1,082,834
'6114	Special garments for professional, sporting or other purposes, n.e.s., knitted or crocheted	650,013	730,844	867,190
'6108	Women's or girls' slips, petticoats, briefs, panties, nightdresses, pyjamas, négligés, bathrobes, ...	715,147	733,231	766,158
'6105	Men's or boys' shirts, knitted or crocheted (excluding nightshirts, T-shirts, singlets and ...	570,305	548,218	595,669
'6102	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	494,433	496,961	542,125
'6111	Babies' garments and clothing accessories, knitted or crocheted (excluding hats)	419,818	447,065	495,201
'6107	Men's or boys' underpants, briefs, nightshirts, pyjamas, bathrobes, dressing gowns and similar ...	402,730	443,703	457,195
'6106	Women's or girls' blouses, shirts and shirt-blouses, knitted or crocheted (excluding T-shirts ...	418,719	429,096	435,522
'6112	Track-suits, ski-suits and swimwear, knitted or crocheted	347,363	353,360	388,842
'6116	Gloves, mittens and mitts, knitted or crocheted (excluding for babies)	327,788	327,495	372,308
'6103	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ...	272,199	290,711	320,606
'6101	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	185,258	187,922	190,024
'6117	Made-up clothing accessories, knitted or crocheted; knitted or crocheted parts of garments ...	172,826	164,714	161,061

'6113	Garments, knitted or crocheted, rubberised or impregnated, coated or covered with plastics ...	80,444	66,137	66,759
Total 62		16,817,166	17,042,239	17,809,342
'6203	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ...	4,337,212	4,559,085	4,717,946
'6204	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, ...	4,047,728	4,098,614	4,274,133
'6202	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	1,770,883	1,824,555	1,991,508
'6206	Women's or girls' blouses, shirts and shirt-blouses (excluding knitted or crocheted and vests)	1,400,384	1,413,648	1,509,332
'6201	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, incl. ski jackets, windcheaters, ...	1,042,927	1,088,464	1,172,881
'6205	Men's or boys' shirts (excluding knitted or crocheted, nightshirts, singlets and other vests)	1,177,786	1,103,450	1,078,201
'6212	Brassieres, girdles, corsets, braces, suspenders, garters and similar articles and parts thereof, ...	756,762	789,505	865,249
'6210	Garments made up of felt or nonwovens, whether or not impregnated, coated, covered or laminated; ...	805,728	729,571	786,869
'6211	Tracksuits, ski suits, swimwear and other garments, n.e.s. (excluding knitted or crocheted)	582,822	596,543	595,654
'6214	Shawls, scarves, mufflers, mantillas, veils and similar articles (excluding knitted or crocheted)	341,908	325,913	289,073
'6209	Babies' garments and clothing accessories of textile materials (excluding knitted or crocheted ...	166,119	158,268	159,739
'6208	Women's or girls' singlets and other vests, slips, petticoats, briefs, panties, nightdresses, ...	96,127	89,640	95,041
'6207	Men's or boys' singlets and other vests, underpants, briefs, nightshirts, pyjamas, bathrobes, ...	84,471	72,951	74,236
'6216	Gloves, mittens and mitts, of all types of textile materials (excluding knitted or crocheted ...	71,146	64,639	73,999
'6217	Made-up clothing accessories and parts of garments or clothing accessories, of all types of ...	71,899	69,795	73,428
'6215	Ties, bow ties and cravats of textile materials (excluding knitted or crocheted)	55,858	49,673	43,785
'6213	Handkerchiefs, of which no side exceeds 60 cm (excluding knitted or crocheted)	7,406	7,925	8,268

Unit : US Dollar thousand

Exporters	Imported value in 2015	Imported value in 2016	Imported value in 2017
World	34,916,554	35,867,532	38,162,219
China	9,616,416	9,148,470	9,728,257
Bangladesh	4,796,061	5,107,968	5,664,398
Turkey	3,605,566	3,671,623	3,816,520
Italy	1,575,254	1,664,427	1,884,036
India	1,425,645	1,500,998	1,646,780
Viet Nam	1,154,970	1,212,619	1,332,749
Cambodia	1,001,436	1,131,193	1,327,453
Netherlands	1,621,103	1,431,486	1,161,053
Pakistan	747,858	857,400	1,003,354
Poland	650,755	829,600	721,067
Indonesia	674,960	667,434	698,269
Romania	629,967	653,193	682,258
France	626,182	615,829	680,973
United Kingdom	628,571	651,381	657,322
Bulgaria	511,883	585,085	604,242
Myanmar	172,100	281,663	520,630
Tunisia	411,639	429,778	459,327
Portugal	357,914	389,830	420,010
Czech Republic	265,380	548,407	386,678
Macedonia	368,050	359,835	370,805
Morocco	328,635	348,483	357,906
Sri Lanka	276,591	281,546	339,383
Denmark	243,038	249,856	307,434
Austria	254,322	257,826	273,826
Ukraine	191,025	202,019	229,692
Belgium	220,998	211,974	226,603
Hungary	158,471	162,750	177,599
Spain	149,568	166,324	173,656
Slovakia	163,270	168,617	155,181
Thailand	160,834	141,174	139,172
Serbia	92,230	104,888	121,617
Bosnia and Herzegovina	98,589	104,700	119,698
Croatia	101,357	109,303	112,864
Switzerland	126,277	111,231	108,615
Greece	130,020	109,219	108,328
Egypt	107,322	102,439	103,304

Egyptian Exports for apparel to the German Market:

- The total amount of the Egyptian exports for apparel to the German market amounted to 103 million \$US in 2017, increased by 1.1% compared to 102 million \$US in 2016.

The most important HS Code of Egyptian Exports for apparel to the German Market:

- HS Code 6203 (Men's suits and trousers): The largest percentage of Egyptian exports to the German market was 31.8%, valued at \$ 33 million, increased by 18% compared to the previous year.
- HS Code 6109 (T-shirts): Comes at the second place in terms of value of exports to the German market by 20 million \$US decreased by 22%.
- HS Code 6110 (Pullovers): Comes at the third place in terms of value of exports to the German market by 14 million \$US increased by 8%.

HS Code of Egyptian Exports for apparel to the German Market:

Product code	Product label	Germany's imports from Egypt	Egypt's exports to world	Germany's imports from world
		Value in 2017	Value in 2017	Value in 2017
Total 62		46,749	679,226	16,896,421
'6203	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ...	32,890	331,853	4,717,946
'6204	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts, divided skirts, trousers, ...	12,720	110,030	4,274,133
'6205	Men's or boys' shirts (excluding knitted or crocheted, nightshirts, singlets and other vests)	312	52,708	1,078,201
'6201	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, including jackets, windcheaters, ...	205	34	1,172,881
'6202	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, including ski jackets, windcheaters, ...	202	2,188	1,991,508
'6211	Tracksuits, ski suits, swimwear and other garments, n.e.s. (excluding knitted or crocheted)	186	147,165	595,654
'6209	Babies' garments and clothing accessories of textile materials (excluding knitted or crocheted ...)	64	4,891	159,739
'6207	Men's or boys' singlets and other vests, underpants, briefs, nightshirts, pyjamas, bathrobes, ...	39	15,569	74,236
'6214	Shawls, scarves, mufflers, mantillas, veils and similar articles (excluding knitted or crocheted)	38	3,863	289,073
'6217	Made-up clothing accessories and parts of garments or clothing accessories, of all types of ...	36	498	73,428
'6208	Women's or girls' singlets and other vests, slips, petticoats, briefs, panties, nightdresses, ...	22	3,841	95,041
'6212	Brassieres, girdles, corsets, braces, suspenders, garters and similar articles and parts thereof, ...	19	749	865,249
'6206	Women's or girls' blouses, shirts and shirt-blouses (excluding knitted or crocheted and vests)	16	5,837	1,509,332
Total 61		56,441	465,941	18,381,800
'6109	T-shirts, singlets and other vests, knitted or crocheted	20,310	309,236	4,250,945

'6110	Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted (excluding ...	14,114	378	4,772,635
'6107	Men's or boys' underpants, briefs, nightshirts, pyjamas, bathro dressing gowns and similar ...	5,567	16,968	457,195
'6105	Men's or boys' shirts, knitted or crocheted (excluding nightshirt T-shirts, singlets and ...	4,705	866	595,669
'6104	Women's or girls' suits, ensembles, jackets, blazers, dresses, ski divided skirts, trousers, ...	4,614	12,242	2,616,726
'6111	Babies' garments and clothing accessories, knitted or crocheted (excluding hats)	2,251	10,067	495,201
'6108	Women's or girls' slips, petticoats, briefs, panties, nightdresses, pyjamas, négligés, bathrobes, ...	1,268	2,285	766,158
'6103	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib a brace overalls, breeches ...	1,028	28,421	320,606
'6101	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, incl jackets, windcheaters, ...	928	240	190,024
'6106	Women's or girls' blouses, shirts and shirt-blouses, knitted or crocheted (excluding T-shirts ...	686	7,786	435,522
'6112	Track-suits, ski-suits and swimwear, knitted or crocheted	398	37	388,842
'6102	Women's or girls' overcoats, car coats, capes, cloaks, anoraks, i ski jackets, windcheaters, ...	225	328	542,125
'6114	Special garments for professional, sporting or other purposes, n.e.s., knitted or crocheted	169	73,375	867,190
'6115	Pantyhose, tights, stockings, socks and other hosiery, incl. graduated compression hosiery ...	74	3,524	1,082,834
'6113	Garments, knitted or crocheted, rubberised or impregnated, coated or covered with plastics ...	73	41	66,759
'6117	Made-up clothing accessories, knitted or crocheted; knitted or crocheted parts of garments ...	30	147	161,061
'6116	Gloves, mittens and mitts, knitted or crocheted (excluding for babies)	1	-	372,308

The German Exports for apparel:

- Although Germany is the largest importer of apparel in the European Union, it is also occupies an advanced position in exports, valued at 21 billion \$US in 2017, compared to 17 billion \$US in 2016.
- It is worth noting that a large proportion of the total German imports of apparel are being re-exported to other countries, mostly in the European Union, which explains this increase in the total exports of apparel in Germany.
- A large number of distinctive German brands with a high reputation and popularity in a number of countries around the world, especially the EU, are the main of the German exports of apparel, which occupies 75% of the total German exports.

The most important distribution channels:

- 1- Wholesaler (who import directly from the importer and responsible for internal distribution operations, the wholesaler usually exports the imported goods to the chain stores).
- 2- The Apparel companies in Germany that carry out the manufacturing operations outside Germany (Out Sourcing system). In-country operations are just for designing and marketing. In recent years, there has been some kind of cooperation between these factories and chain stores, some of them agree to open direct selling outlets bearing the trademark of some these companies.
- 3- Agents (They are intermediaries between manufacturers (both in and outside Germany) and retail chains. Most agents deal with well-known trademarks "Brands").
- 4- Retail Chains (It is the biggest and most important distribution channel in the German market and occupy the biggest place in the Retail German market like: C&A, Galeria Kaufhof, and Karstadt. Also a large number of specialized international retail chains such as H&M and ZARA have been joined. Procurement strategies in retail chains, especially large ones, are characterized by a lack of reliance on intermediaries and agents. It completed directly through a network of procurement sources identified by the Procurement Department, which is concentrated in a number of apparel factories concentrated in relatively cheap countries for labor costs such as Morocco , Turkey, India, China, Bangladesh ... and others. In examining the retail market in Germany in the apparel sector, as well as the remarkable activity of the major chains, It may also notice that there is a significant turnover in non-food divisions in non-specialized retailers such as large hypermarket chains like: LIDL - ALDI - Metro.

Also referred to as "Textile Discounters", which is one of the most important types and forms of specialized retailers in the apparel sector, which follows different selling and distribution strategies that are based mainly on geographical spread through a vast network of small branches, where the product is cheap, low and medium quality, these strings like: KIK - Adler - Takko - Ernstings Family

Export requirements for the German market:

1- The most important European legislations for textiles and apparel

<http://ec.europa.eu/growth/sectors/fashion/textiles-clothing/legislation/>

2- Export requirements for EU market

▪ **Product Safety:**

It comes from the concept that any product marketed in the EU must be safe for use and the "General Product Safety Directive" is applied if there is no specific rule. There is a rule that regulates the safety of children's clothing until the age of 14 years, especially up to the age of 7 years with the focus on the risk of suffocation.

For more information, please visit the following link:

<http://trade.ec.europa.eu/tradehelp/trade-regime-and-general-product-safety>

▪ **Labeling:**

It has to contain:

- The quality of the yarn or the textile used in the manufacture of the finished product as well as the percentage of the spinning to the total weight of the finished product.
- It has to be written according to the imported country (Germany language).
- Instructions for washing methods and product care must be included in the product.
- Information of the origin country.
- The size.
- Any additional information if the product contributes to environmental protection (Eco-Labels).

For more information, please visit the following link:

<http://trade.ec.europa.eu/tradehelp/labelling-and-packaging>

▪ **Used Chemicals:**

It is an important requirement in EU countries to pass REACHES (The Regulation on Registration, Evaluation, Authorization and Restriction of Chemicals Regulation (EC) No 1907/2006).

These regulations are to track the quantity and the quality of the chemicals that have entered into the final product from the agricultural stage to the dyeing and other manufacturing stages where chemicals are introduced into the product.

Some types of dyes (Azo dyes) are prohibited in manufacturing the apparels in Germany. Also prohibits some types of chemicals like: Flame Retardants, as well as Organotin Compounds, Perfluorooctane sulphonate and formaldehyde.

For additional information on chemicals that are prohibited in clothing, please visit the following link:

<http://trade.ec.europa.eu/tradehelp/chemical-products>

- **CITES Agreement (Convention on International Trade in Endangered Species):**
It is applying on the products manufactured from animals and wild plants.

- **Requirements for intellectual property rights:**

It is very important to ensure that intellectual property rights are not infringed, especially on product design, trademark or used images.

For further information on intellectual property rights in the EU, please visit the following link:

https://ec.europa.eu/growth/industry/intellectual-property_en

- **Additional Requirements:**

Some requirements are not legally binding but may be required like: CSR, Working environment, Fair Wages.

3- Tariffs

Under the Egyptian-European Partnership Agreement, Egyptian industrial merchandise is exempted from the customs tariff, except 19% VAT, which is borne by the final consumer of the commodity.

The most important business groups in the apparel sector

Association of the German Textile and Fashion Industries

Gesamtverband der deutschen Textil- und Modeindustrie e. V.

(Gesamtverband textil+mode)

Reinhardtstr. 14 - 16

10117 Berlin

Tel. +49 30 726220-0

Fax +49 30 726220-44

E-Mail: info@textil-mode.de

www.textil-mode.de

Trade Association for Textile and Readymade Garments - BTE

A Lyskirchen 14

50676 Köln

Tel.: 0221/921509-0

Fax: 0221/921509-10

E-Mail: info@bte.de

<http://www.bte.de/>

The most important specialized exhibitions

- ISPO Exhibition
Hold every year in Munich city and specializes in sportswear. The next round will be hold on 3-6 February, 2019.
www.ispo.com
- Berlin Fashion Show (will be hold from 3-7 July 2018).
<https://www.fashion-week-berlin.com/>

List of German Importers for apparel

Jebsen & Jessen (GmbH & Co.) KG
Kehrwieder 11
20457 Hamburg
Tele: +49 40 3014001
Fax: +49 40 327091
<http://www.jebsen-jessen.de>
jj@jebsen-jessen.de
Contact: Mr. Michael Schwaegerl

DELTEX Handelsgesellschaft mbH
Tarpn 40 Geb10A
22419 Hamburg
Tele: +49 40 5353390
Fax: +49 40 53533999
<http://www.deltex-online.de>
info@deltex-online.de
Contact: Mr. Phillipp Preugschat
Email: Phillipp.Preugschat@deltex.de

Heinrich Obermeyer GmbH & Co. KG
Immenstädter Straße 6 - 8
87534 Oberstaufen
Tele: +49 8386 9160
Fax: +49 8386 9162800
<http://www.blueseven.com>
contact@blueseven.com

Beysun Textilvertriebs GmbH
Juliushof 3

12051 Berlin
Tele: +49 30 63225060
Fax: +49 30 632250610
<http://www.beysun.de>
vertrieb@beysun.de
Contact: Mr. Güney

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Shirtlabor® GmbH
Münstermannweg 16
D-48153 Münster
Tel: +49 (0) 251 / 91 95 93 – 0
Fax: +49 (0) 251 / 91 95 93 – 10
E-Mail: mail@shirtlabor.de
www.cititex.de
CEO: René Klostermann

BORN GmbH
Knitwear for Fashion & Engineering
Poststraße 4
37351 Dingelstädt
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Stickerei Kraus
Pfarrer-Lukas-Straße 40
D-93413 Cham
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