

Partnering Opportunity

Profile status : Published

Business Offer

German company seeks distributors for sustainable textiles and working clothes for hospitals and care homes

Summary

A small German company offers medical workwear (scrubs, lab coats, trousers, polo shirts) made from environmentally friendly fibers and fabric. A transparent value chain guarantees sustainability and safety. Distribution partners or commercial agencies are sought.

Details

Description

Healthy and sustainable textiles and work clothes contribute to the well-being of staff while at the same time reducing the global CO2 emissions.

A German company offers textiles and working clothes made from natural fibres and with sustainable dyes for staff in hospitals and care homes. The clothes contain 97% natural fibres, i.e., cotton and cellulose. These natural fibres increase the wearing comfort and optimise the body temperature balance on the one hand. On the other hand the clothes washing process is shortened and no microplastics are released into the environment.

The company's product portfolio includes:

- Lab coats
- Scrubs
- Trousers with and without zipper
- Polo shirts

The customer may choose a colour for the products. Individual design requirements can be implemented.

The German company values the planet and the workers along their supply chain. Thus they avoid synthetic fibre, pesticides, gene manipulation and other chemicals.

The materials used are sourced and processed in India in compliance with fair trade certification. Within the schemes training programmes to qualify young women are implemented. In order to be sustainable 92% of the process water in the weaving mills is recycled. Furthermore solar energy is used to power the production process.

Distribution partners or commercial agents who believe in fair trade and sustainability are sought. It would be ideal if the partner had good contacts to the target group as well as to laundries, that rent out working clothing.

Advantages and innovations

The German company works with specialised and certified production sites that guarantee sustainability and transparency throughout the value chain. The German company has a fair trade certification.

The products offer the following advantages:

- Reduction of ecological footprint through focus on natural fibres
- Health protection for staff in medical facilities and for the workers along the value chain
- Innovative textiles and workwear support the skin with moisture and at the same time protect the body from bacteria.
- Water saving in laundries due to faster washing and drying
- No microplastics are released into the water or air in the washing process.

Network Contact

Issuing Partner

ZENIT ZENTRUM FÜR INNOVATION UND TECHNIK IN NORDRHEIN-WESTFALEN GMBH

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2017

Turnover

<1M

Already Engaged in Trans-National Cooperation

No

Certifications Standards

SA 8000

Languages Spoken

English
German

Client Country

Germany

Partner Sought

Type and Role of Partner Sought

Distribution partners or commercial agents are sought. Ideally the partners should have good contacts to hospitals, care homes and laundries.

A distribution partner could be a company with complementary products or other fair trade products in their portfolio. They should not be offering competitor's hospital clothing.

Contacts to hospitals, care homes and laundries are of advantage. However commercial agents could also be new to this area of activity and target group if they are enthusiastic about green and fair production and products and keen to engage in the business.

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement