

Textile and Clothing

Industry in LATVIA



Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia  **LIAA**

Latvia in Facts

International memberships:	EU and NATO since 2004, WTO since 1998
Capital:	Rīga
Other major cities:	Daugavpils, Liepāja, Jelgava, Jūrmala, Ventspils
Population (as of 1st January, 2010):	2.2 million
Area:	64 559 km ²
Language:	Latvian (official), Russian, English and German are also widely spoken
Currency:	1 'Lats' (LVL) = 100 'santims'
Exchange rate:	1 LVL = 1.42 EUR (fixed rate as of January 1, 2005) 1 LVL = 1.88 USD (average in 2010)
GDP in current prices (2009):	EUR 18.615 billion
GDP per capita (2009):	EUR 8 256
Accumulated FDI (2009):	EUR 8.073 billion
Accumulated FDI per capita (2009):	EUR 3 590

Source: Central Statistical Bureau of Latvia, Bank of Latvia

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The textile and clothing sector has been one of the cornerstones of Latvian industry, also having deep roots in our culture. Latvia was once one of the biggest manufacturers of flax in the world. These textile traditions have developed over time and today we see a sector that is well-equipped with the latest technologies and knowhow.

Latvia has in fact become a place where many well-known European, Russian and global brands are placing their production for smaller orders that need fast turnaround or that give preference to environmentally sound production. High quality and service-mindedness stand out as the key reasons for doing business in Latvia.

The textile sector grew rapidly in the years 2000-2006 with output stabilising until the global crisis in 2008 affected the sector even more than others. However, it has also been the first to recover, to regain its competitiveness and resume growth.

It should be noted that Latvia also holds a position as a major lingerie-manufacturing centre in eastern Europe with more than 50 producers being located in coastline city Liepaja alone. I am obliged to mention that only France possesses a higher concentration of lingerie companies.

Traditional knowledge and new technological skills are now actively being explored in the high-potential natural-fibres segment where Latvia has a competitive advantage on the basis of our history, culture and mindset.

This catalogue presents information on the most important companies operating in the sector. I am confident it will be of great value for creating new business connections with potential suppliers, distributors, designers and companies seeking production facilities in the EU. The Investment and Development Agency of Latvia (LIAA) will be glad to assist you in locating appropriate partners and establishing mutually beneficial relationships.

A handwritten signature in black ink, appearing to read 'A. Ozols'.

Andris Ozols
Director

Investment and Development Agency of Latvia

Textile and Clothing Industry in Latvia

For centuries, the textile and clothing sector has been one of the most important in the Latvian economy. It has very culturally significant roots, mostly associated with natural materials, high quality and a true-to-nature lifestyle and values. For centuries, textile products were also important export commodities in the context of the Hanseatic League and beyond.

In the last century, Latvia was one of the most reputed flax exporters with almost 40 000 ha of land being devoted to the cultivation of this plant. Flax was the second most important income source in Latvia after timber. Latvian flax and hemp were associated with the highest standards of the time, as innovative and thorough control methods were used for ensuring the highest quality of these fibres.

Linen is still an integral part of the Latvian textile industry, mostly contributing to niche products such as linen ropes or linen for technical use. Hemp is also regaining its status through the introduction of new insulating and other technical textile materials.

THE SECTOR AT A GLANCE

While home textiles from linen, such as tablecloths and curtains are very popular among the local population, the most exclusive linen items such as accessories and shawls are being highly appreciated by international brands who have been introducing these items into their collections for many years.

Today, the textile sector is an important part of Latvian industry and combines the best of traditional knowhow with industrial and technological knowledge. This expertise has led to the creation of high value-added products such as silver and amber threads and other innovative technologies – to mention just one: seamless knitwear products.

Around 13 thousand people are employed in almost 750 Latvian textile companies and the industry is highly export-oriented, particularly the lingerie segment.

The main textile industry sub-sectors are lingerie manufacturing, sewing, weaving, technical textile manufacturing and artisan textile production.

The industry is dominated by sewing companies acting as outsourced production for EU brands. This is convenient as production and delivery times are short and technical capabilities are advanced – starting from embroidery, ending with laser cutting and waterproof-garment production. These sewing companies provide customized services, including pattern and other design services.

However, there are also a number of local small and medium companies who are working on their own jersey, knitwear and other material collections, bringing forward the idea of natural and ecological clothing.

Similar philosophies and attitudes towards living can be found in the numerous workshops of home textile companies – from small to large. Latvia's home textile manufacturers are also frequent participants in international home decoration fairs.

Latvian designers are gaining more international recognition by active participation in prestigious competitions all over the world – from Paris to Tokyo as well as by attending numerous design-clothing trade fairs.

Another integral part of textile production in Latvia is lingerie manufacturing. This is a very characteristic feature, especially in the seaside city Liepaja which alone hosts more than 50 manufacturers. Liepaja can thus provide the entire supply chain for companies involved in the lingerie trade. It should also be mentioned that the concentration of lingerie manufacturer's is considerable and in Europe only France has a higher concentration.

Technical textile development is largely connected to the new applications of natural fibres such as hemp and flax, thus following global trends directed at sustainability.

There are two associations uniting Latvian textile producers: the Latvian Textile and Light Industry Association and the Association of Latvian Lingerie Manufacturers.

The industry is also supported by several education institutions: the Riga School of Arts and Crafts, Latvian Academy of Arts and the Textiles Faculty of Riga Technical University, as well as the Light Industry Technical School and other vocational education institutions.

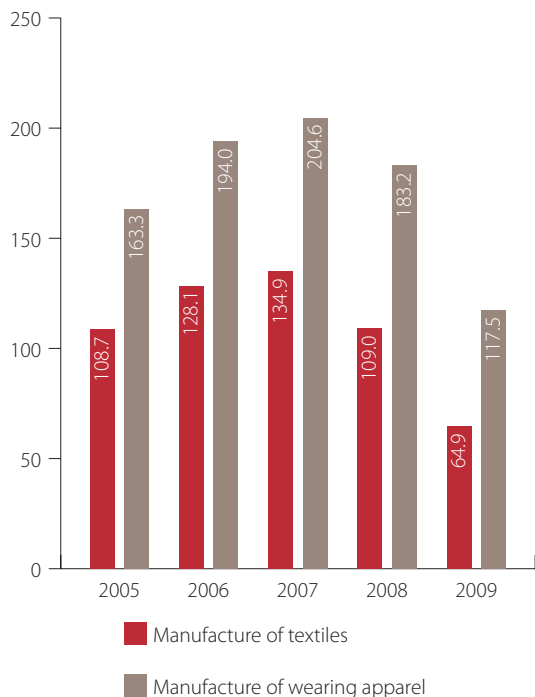
Cooperation opportunities:

- Numerous Latvian companies are seeking partners for sub-contracting activities in the sewing sub-sector.
- Lingerie manufacturers are looking for distribution partners, sales representatives and agents.
- All companies are open to cooperation and will welcome your enquiries.

TEXTILE INDUSTRY STATISTICS

The sector has seen significant growth since the beginning of the new millennium, except in 2008 and 2009 when, similarly to the rest of the world, there was a downturn. However, while the sector was the first to suffer from the crisis, it has also been the first one to recover. In 2008, the industry exported 85% of total production whereas in 2009 exports increased to 88% of total output.

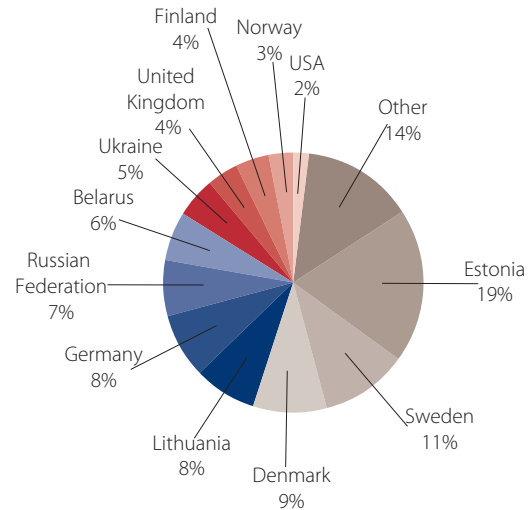
Latvian textile and garment sector output (million EUR)



Source: Central Statistical Bureau of Latvia

The main export markets for textile products are the Baltic countries, Scandinavia, Germany and Russia.

Exports of textiles by country, 2009 (%)

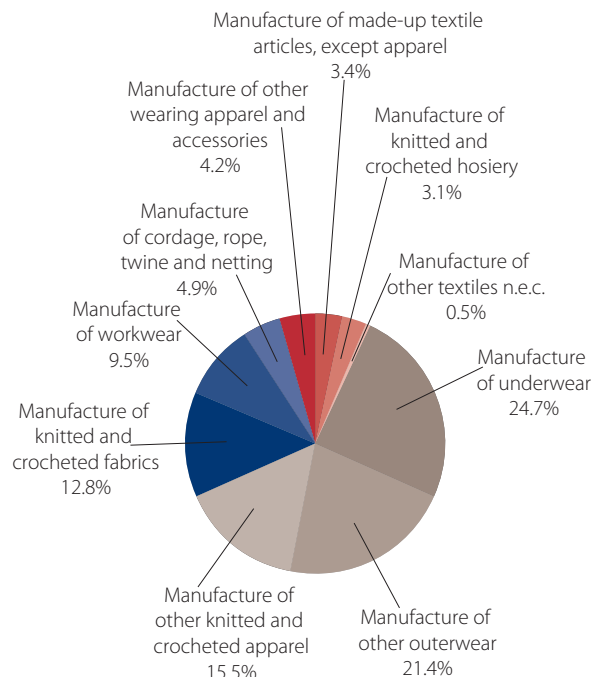


Source: Central Statistical Bureau of Latvia

Analysis of the textile export structure shows that clothing exports are mostly directed to Scandinavia, Estonia, Germany and Russia. Smaller but increasing amounts are exported to Great Britain, Finland, Ireland, Switzerland, the Netherlands and Norway.

Other significant parts of the textile export structure are underwear, workwear and knitted and crocheted apparel.

Exports by sub-sector, 2009 (%)



Source: Central Statistical Bureau of Latvia

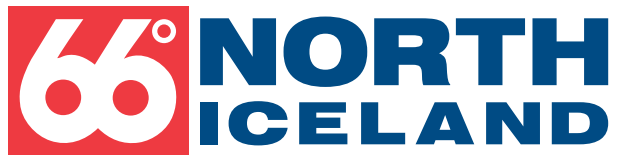
When analysing textile import structure in 2008 and 2009, historic trends are seen to prevail: Latvia's largest textile import partner is Poland, followed by Lithuania, Germany and Italy. However, in 2009, the sector experienced a sharp downturn in terms of imported goods. Textile imports relate mostly to the import of raw materials or fabrics later used in local production.

Garment imports are mostly from Sweden, Italy, Denmark and Germany. The most significant textile imports were outerwear, underwear, workwear, also knitted and crocheted apparel and fabrics.

The sector has seen significant investment in technologies and equipment, especially in the period 2000-2007. Textile and garment companies continuously update and replace their equipment in order to be productive, cost-efficient and thereby competitive. FDI stock at end of 2009 in the textile industry reached EUR 15.9 million.

Major Product Lines

No	Company	Preparation and spinning of textile fibres	Weaving of textiles	Finishing of textiles	Manufacture of knitted and crocheted fabrics	Manufacture of made-up textile articles, except apparel	Manufacture of carpets and rugs	Manufacture of cordage, rope, twine and netting	Manufacture of non-wovens and articles made from non-wovens, except apparel
1	66 NORTH BALTIC								
2	AMERI								
3	ARGAUMI								
4	ARS TELA								
5	AURORA BALTIKA								
6	BALTIKS EAST								
7	BOGEMA LINGERIE								
8	DESTRA-LABEL								
9	EK AUCE								
10	GRĀCIJA-RIM								
11	HYPNOSIS FASHION								
12	LARELINI								
13	LAUMA FABRICS								
14	LAUMA LINGERIE								
15	LENTA								
16	LIMBAŽU TĪNE								
17	LOKIS								
18	LOLA DIZAINS								
19	MAGIJA LINGERIE								
20	MEŽROZE								
21	NEMO								
22	NEW ROSME								
23	NIKOL DJUMON								
24	PINGONS								
25	PRO FASHION								
26	RADOŠĀ DARBNĪCA "LM"								
27	REGĪNA N								
28	RITA								
29	ROKSA								
30	STEFIL								
31	TĪNES								
32	TONUS ELAST								
33	TOPDESIGN BALTĪKUM								
34	VALMIERAS STIKLA ŠĶĪEDRA								
35	V.I.P.A								
36	V.O.V.A.								



66 NORTH BALTIC

Legal form: Ltd
Address: Lielā iela 77, Saldus, LV-3801, Latvia
Phone: +371 63881247
Fax: +371 63881156
E-mail: baltic@66north.lv
Website: www.66north.lv

Chairman of the Board: Mr Gunnar Halldor Eyjolfsson
Contact: Ms Silva Landmane
Position of the contact person: General Manager
Languages spoken: Latvian, English, Russian
Number of employees: 155
Founded in: 1999

Turnover in 2008: EUR 3 907 863
Turnover in 2009: EUR 2 945 079
Exports volume 2008: EUR 3 805 752
Exports volume 2009: EUR 2 900 777
Main markets: Scandinavia, Germany, Iceland

Business profile: - Garments made from *Polartec* fabrics.
- Water- and windproof garments, also from PVC fabrics.
- Workwear.

Seeking cooperation in: More sales in EU and also in Russia.





AMERI

Legal form: Ltd
Address: Rūpniecības iela 32B, Rīga, LV-1045, Latvia
Phone: +371 67204411, +371 29276821
Fax: +371 67886556
E-mail: info@ameri.lv
Website: www.ameri.lv

Chairwoman of the Board: Ms Ginta Amerika
Contact: Ms Ginta Amerika
Position of the contact person: Chairwoman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 9
Founded in: 2006

Turnover in 2008: EUR 51 248
Turnover in 2009: EUR 79 329
Exports volume 2009: EUR 71 855
Main markets: Germany, Norway, Japan

Business profile: *Ameri* provides its customers with high-value products through original design and the use of environmentally friendly materials.

Divisions:

- Fashionable knitwear: sweaters, jackets, suits, dresses, coats, etc.
- Uniforms: sweaters, vests, hats, etc.
- Accessories: aiguillettes, scarves, etc.
- Home textiles: table cloths, pillows, curtains, etc.

Seeking cooperation in: We offer our new export partners both products from *Ameri* collections and products developed to customers' own designs.



ArGaumi

HANDMADE

ARGAUMI

Legal form: Ltd
Address: Domes iela 3, Līvāni, LV-5316, Latvia
Phone: +371 29443621
Fax: +371 65307816
E-mail: info@argaumi.lv
Website: www.argaumi.lv

Chairwoman of the Board: Ms Rainelda Rubīne-Litauniece
Contact: Ms Marika Rudzīte-Griķe
Position of the contact person: Project Manager
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 2010
Main markets: Latvia

Business profile: *ArGaumi* (in English: In Good Taste) was established in January 2010 as a result of the owner's hobby evolving into a business. The company works in the field of home textiles and arts & crafts, mainly working by hand in developing its items. *ArGaumi* offers neat, practical and innovative home textiles often purchased as gifts by people with good taste. The main product groups are:

- kitchen towels: unusual designs in the form of miniature dresses thus called *dressy towels*, cotton, single- and double-sided, attracting buyers by their colourful harmony
- aprons: cotton, linen and decorative fabrics, combining ornamental and practical functions well
- onion bags: for keeping onions longer as well as decorating kitchens

- tablecloths with embroidery: for daily use, but also for special occasions, including Teflon-coated cotton fabrics (water- and stain-resistant)
- bedspreads: cotton-linen, attractive and reversible
- chiffon-wool scarves: capriciousness and warmth in an attractive combination
- rucksacks and linen bags with embroidery and felt decorations: for comfort, beauty, elegance and a daily festive feeling
- painted silk scarves and ties: for individual style and special chic, also
- natural leather belts

All *ArGaumi* products combine artistic values with true functionality – they are not only attractive and tasteful, but also practical. To continue to meet our customers' needs, the company is continuously searching for new solutions, e.g. cotton fabrics with Teflon for aprons and tablecloths. Production quantities are increasing gradually as new and more efficient technologies and equipment are found and combined with handcrafted work. Sewing equipment: BROTHER, BERNINA. Felting equipment: own design. Future prospects include further expansion of equipment and production volumes, increasing employee numbers and entering new markets.

Seeking cooperation in: ArGaumi is interested in finding cooperation partners, distributors and customers in the Baltic Sea region and other European countries.





ARS TELA

INDIVIDUALLY DESIGNED TEXTILES

HAND-MADE WITH CARE

ARS TELA

Legal form: Ltd

Address: Antonijas iela 20B, Rīga, LV-1010, Latvia

Phone: +371 67334545

Fax: +371 67299929

E-mail: arstela@arstela.lv

Website: www.arstela.lv

Chairwoman: Ms Alvida Kauliņa

Contact: Ms Alvida Kauliņa

Position of the contact person: Managing Director

Languages spoken: Latvian, English, Lithuanian, Russian

Number of employees: 20

Founded in: 2004

Turnover in 2008: EUR 80 000

Turnover in 2009: EUR 90 000

Exports volume 2008: EUR 10 000

Exports volume 2009: EUR 30 000

Main markets: Italy, Germany, Malta, Russia, Japan

Business profile: *Ars Tela* produces premium-quality, individually designed linen (and linen in combination with other fibres) textiles on traditional looms:

- home textiles: table cloths, runners, napkins and serviettes. Bed linen and bedspreads, cushions, bathrobes and body sheets, curtains & blinds, aprons and towels, plaids and throws.
- accessories for men and women : shawls and scarves, ties, brooches.
- books and diaries: textile fabric, bound in leather.
- tailored women's garments.
- fabrics made of linen and linen in combination with natural and non-natural fibres for garments and upholstery.

Seeking cooperation in: *Ars Tela* is looking for partners, dealers, distributors and manufacturers, architects and interior designers who offer premium-quality products, interested in placing small orders for design and outstanding product lines, exceptional pieces produced on hand-looms. *Ars Tela* can offer ready-made product lines, as well as create exceptional designs for individual orders.





AURORA BALTIKA

Legal form: Ltd
Address: Ikšķiles iela 4-1, Ogre, LV-5001, Latvia
Phone: +371 65012419
Fax: +371 65012499
E-mail: aurorabaltika@mono.lv
Website: www.aurora-baltika.com

Member of the Board: Ms Tatjana Solovjova
Contact: Ms Olga Siliņa
Position of the contact person: Export Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 284
Founded in: 1947

Turnover in 2008 EUR 5 063 887
Turnover in 2009 EUR 4 264 371
Exports volume 2008 EUR 3 544 721
Exports volume 2009 EUR 2 985 060
Main markets: Finland, Sweden, Germany, Russia

Business profile: Founded in 1947, *Aurora Baltika* manufactures a wide range of hosiery for men, ladies and children and offers an extensive choice of goods for every season, for everyday wear and special occasions. We focus on family needs. We can offer socks and hosiery products for each family member no matter the age or requirement.

Aurora Baltika produces pantyhose, tights, leggings, stockings, knee-highs, socks and foot slippers for ladies, socks and knee-socks for men, tights, leggings, knee-highs and socks for children.

Our annual capacity amounts to 30 million pairs. We make goods from high-quality yarns: cotton, organic cotton, silk, bamboo, modal, viscose, crabyon, wool, cashmere, angora, polyamide, microfibre, coolmax, etc. Twice a year, we develop our seasonal collection, but we also meet special needs of our customers efficiently, welcoming the use of their own designs and labels.

Seeking cooperation in: We are looking for customers who are interested in large quantities of polyamide goods, as well as various socks. We can produce up to 2.5 million pairs per month. Production lead time: 4-6 weeks.



BALTIKS EAST

BALTIKS EAST

Legal form: Ltd
Address: Zilupes iela 111, Rēzekne, LV-4603, Latvia
Phone: +371 64607287
Fax: +371 64607288
E-mail: latlin@apollo.lv
Website: www.baltikseast.lv

Chairman of the Board: Mr Valērijs Šindlers
Contact: Ms Žanna Petrova
Position of the contact person: Assistant to Managing Director
Languages spoken: Latvian, English, Russian
Number of employees: 84
Founded in: 1998

Turnover in 2008: EUR 1 539 216
Turnover in 2009: EUR 1 802 016
Exports volume 2008: EUR 1 479 479
Exports volume 2009: EUR 1 745 373
Main markets: France, Belgium, Germany, USA

Business profile: Linen yarn, ropes, cottonised fibre, flax seeds.

Seeking cooperation in: New customers for our products in European markets.





BOGEMA LINGERIE

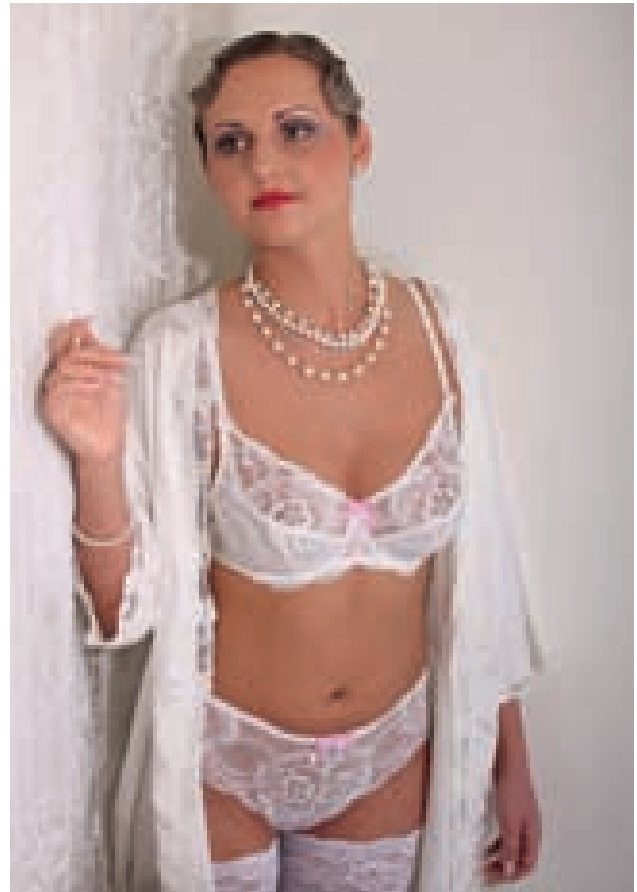
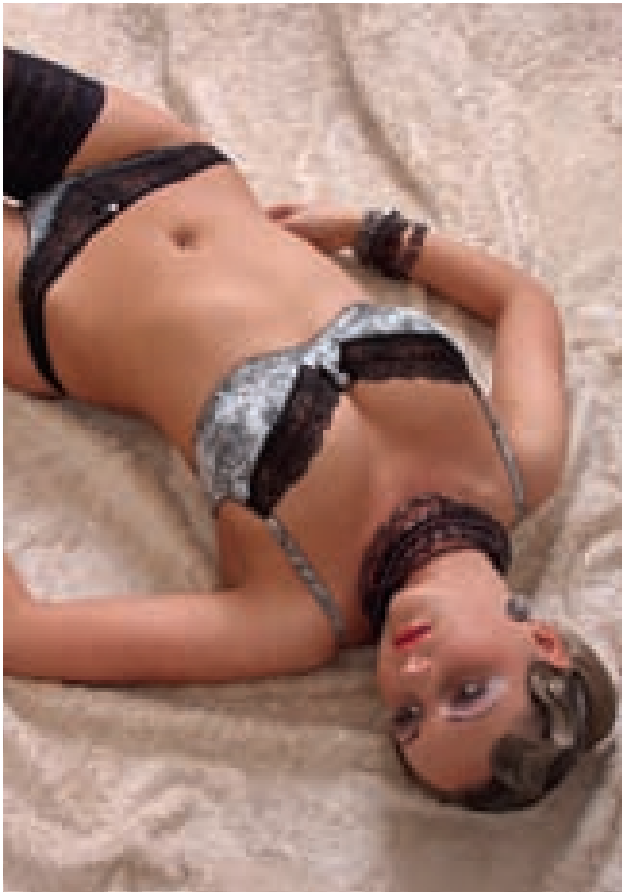
Legal form: Ltd
Address: Namdaru iela 6A, Liepāja, LV-3405, Latvia
Phone: +371 28851504
E-mail: bogemalv@gmail.com

Member of the Board: Ms Ludmila Bogurdoviča
Contact: Ms Svetlana Gaile
Position of the contact person: Chief Executive
Languages spoken: Latvian, English, Russian
Number of employees: 16
Founded in: 2010

Business profile: the creation and development of our designs based on a philosophy of quality and comfort, expressed in the perfect fit of our large-size bras. Experience with lingerie for nursing mothers and figure-correction models. Cup sizes up to A to J.

Seeking cooperation in: Design and fit creation in collaboration with German and British brands. Experience in producing natural silk sleepwear.

Certificates in use: Certificate of conformity issued in the Russian Federation





DESTRA-LABEL

Legal form: Ltd

Address: Kārliši, Alsviķu pag., Alūksnes nov., LV-4333, Latvia

Phone: +371 26663553, +371 29157714

E-mail: info@destra.lv

Websites: www.destra.lv, www.defonte.com

Director: Mr Alvis Bukovskis

Contact: Mr Alvis Bukovskis

Position of the contact person: Director

Languages spoken: Latvian, English, Russian

Number of employees: 10

Founded in: 2001

Turnover in 2008: EUR 147 911

Turnover in 2009: EUR 203 598

Exports volume 2008: EUR 123 000

Exports volume 2009: EUR 170 500

Main markets: Estonia, Finland, Sweden, Germany, Denmark, Italy, France, UK, Ukraine, Georgia

Business profile: The company offers:

- Embroidery services. We embroider on any type of fabric or clothing component. Our clients include H&M, Clarks, Hugo Boss, Sepaala, Daineze, Barbour, Pierre Cardin, Dier Partner and Aria.
- Manufacture of woven labels.
- Manufacture of logos.
- Embroidery threads.

Seeking cooperation in: We are looking for trade opportunities in Azerbaijan and in the Russian Federation.



EK AUCE

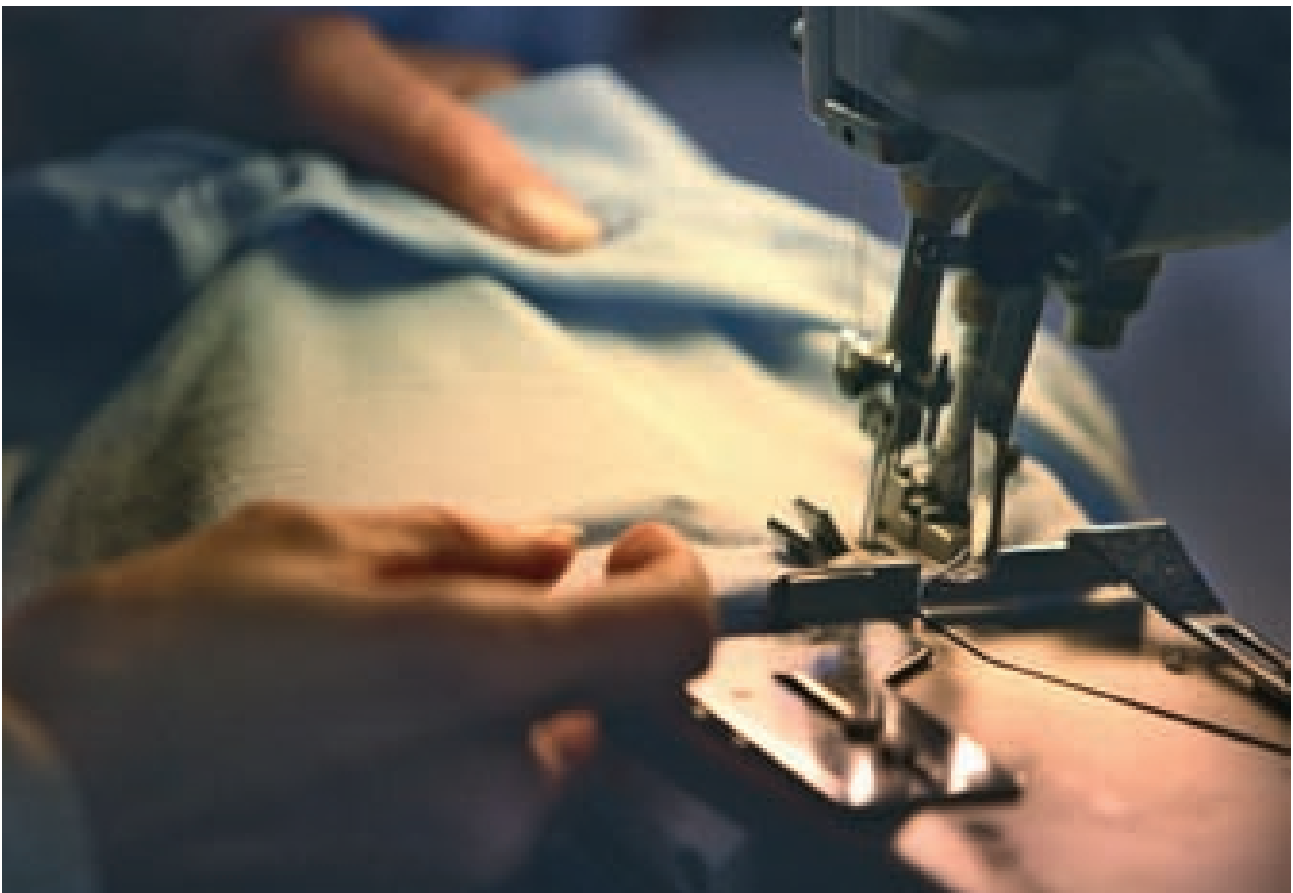
Legal form: Ltd
Address: Miera iela 27, Auce, LV-3708, Latvia
Phone: +371 63745232
Fax: +371 63781716
E-mail: aija@ekauce.lv

Member of the Board: Ms Aija Vežuka
Contact: Ms Aija Vežuka
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 145
Founded in: 1992

Turnover in 2008: EUR 2 570 000
Turnover in 2009: EUR 1 710 000
Exports volume 2008: EUR 2 560 000
Exports volume 2009: EUR 1 670 000
Main markets: European countries, Japan, Canada, USA

Business profile: Textiles: knitted underwear, t-shirts, jackets, tops, pants and other special sportswear, knitted accessories for adults and children, waterproof garments and special wear for fishermen, udder supports for cows, etc.

Seeking cooperation in: We are looking for textile companies interested in our sewing services.



Grācija Rim

GRĀCIJA-RIM

Legal form: Ltd, industrial traders
Address: Strazdu iela 3, Liepāja, LV-3405, Latvia
Phone: +371 63488903
Fax: +371 63487095
E-mail: gracija@gracija-rim.com
Website: www.gracija-rim.com

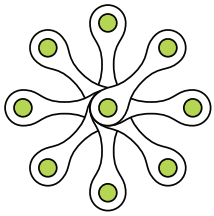
Member of the Board: Mr Vladimirs Razgoņajevs
Contact: Ms Marina Hadaroviča
Position of the contact person: Assistant to the President
Languages spoken: English, Russian
Number of employees: 48
Founded in: 1994

Turnover in 2008: EUR 819 596
Turnover in 2009: EUR 537 144
Exports volume 2008: EUR 783 287
Exports volume 2009: EUR 515 539
Main markets: Russia

Business profile: *Grācija-RIM* is a European manufacturer of high-quality corsetry with successful experience since 1994. Our products are aimed at sophisticated buyers who follow fashion and feel confident in any situation. As well as quality and comfort, elegance and a delicate sense of fashion are also inherent in our products. Amongst our advantages, we can emphasize factors such as frequent introduction of new collections and the large amount of hand-crafted details in the finishing and decoration of our products. The textiles, elastic lace, embroidery, elastic bands and strapping we use in the manufacturing process are exclusively from the best European manufacturers. All these factors allow us to assert that the products we offer to our customers, in terms of quality and the materials used, meet all the criteria associated with luxury.

Seeking cooperation in: Wholesalers, retail chains, retailers.





hypnosis

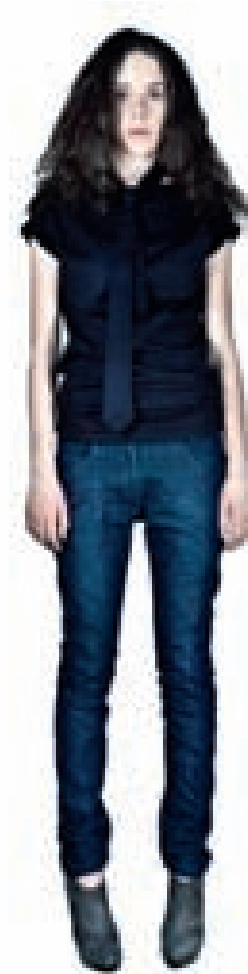
HYPNOSIS FASHION

Legal form: Ltd
Address: Stabu iela 17, Riga, LV-1011, Latvia
Phone: +371 27859785
Fax: +371 29271779
E-mail: info@hypnosisfashion.lv
Website: www.hypnosisfashion.lv

Chairwoman of the Board: Ms Agnese Narņicka
Contact: Ms Agnese Narņicka
Position of the contact person: Chairwoman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 2009
Main markets: Latvia, Germany, Japan

Business profile: *Hypnosis Fashion* specializes in fashion design. Our lead designer Agnese Narņicka is one of the brightest and most talented stylists in the Baltics. *Hypnosis Fashion* regularly presents new collections which stand out in the market. Special premium denim trousers, original cut t-shirts. The *Hypnosis* design process is centred around innovative design and construction methods. There are absolutely no limits to the creativity of *Hypnosis*. Quality is assured by cooperation with large and experienced companies using hi-tech sewing equipment and professional staff. *Hypnosis Fashion* stands for great design and exceptional quality.

Seeking cooperation in: *Hypnosis Fashion* is looking for all kinds of cooperation. We are really looking forward to broadening our network of buyers, retailers, boutiques, and agents. We offer real flexibility in order sizes and delivery schedules.





LARELINI

Legal form: Ltd
Address: Lapskalna iela 18, Jelgava, LV-3001, Latvia
Phone: +371 63023934
Fax: +371 63026988
E-mail: larelini@apollo.lv
Website: www.larelini.lv

Chairman of the Board: Mr Valērijs Lukašenoks
Contact: Mr Valērijs Lukašenoks
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 150
Founded in: 1996

Turnover in 2008: EUR 1 000 000
Turnover in 2009: EUR 700 000
Exports volume 2008: EUR 800 000
Exports volume 2009: EUR 560 000
Main markets: EU

Business profile: Linen yarn, linen and linen-cotton fabrics.
Finished products such as blankets, pillowcases, sheets,
table cloths, towels, napkins, etc.

Seeking cooperation in: New business contacts with
companies interested in our linen products.





LAUMA FABRICS

Legal form: Ltd
Address: Ziemeļu iela 19, Liepāja, LV-3405, Latvia
Phone: +371 63447302
Fax: +371 63486214
E-mail: fabrics@laumafabrics.com
Website: www.laumafabrics.com

Chairman of the Board: Mr Nigel Page
Contact: Mr Edijs Egliņš
Position of the contact person: Manager, Sales and Marketing Department
Languages spoken: Latvian, English, Russian
Number of employees: 515
Founded in: 2005

Turnover in 2008: EUR 31 347 670
Turnover in 2009: EUR 22 943 294
Exports volume 2008: EUR 23 406 432
Exports volume 2009: EUR 18 716 195
Main markets: Lithuania, Poland, France, Germany, UK, Belarus, Russia, Ukraine, etc.

Business profile: *Lauma Fabrics* is one of the leading manufacturers of elastic and rigid laces, elastic wrap-knit and rigid wrap-knit fabrics, embroidery and ribbons in Europe. We possess several advantages, such as many years of experience working with both Eastern and Western markets, as well as a strong management team having both Western and Eastern European experience in textile production. The company offers a wide range of competitive and high-quality textile materials, moulding services, as well as medical products – belts and bandages.

Seeking cooperation in: As in main product description – textile materials, moulding services and medical products to all potential partners. Product export opportunities.

Certificates in use: ISO 9001, ISO 14001, Öko-Tex Standard 100



LAUMA[®]
lingerie

LAUMA LINGERIE

Legal form: JSC
Address: Ziemeļu iela 19, Liepāja, LV-3405, Latvia
Phone: +371 63410200
Fax: +371 63410201
E-mail: info@laumalingerie.com
Website: www.laumalingerie.com

Chairwoman of the Board: Ms Linda Matisone
Contact: Ms Svetlana Feldmane
Position of the contact person: Sales Director
Languages spoken: Latvian, English, Russian
Number of employees: 270
Founded in: 2005

Turnover in 2008: EUR 8 644 702
Turnover in 2009: EUR 3 856 989
Exports volume 2008: EUR 7 802 272
Main markets: Latvia, Lithuania, Estonia, Russia, Ukraine,
Belarus, Kazakhstan

Business profile: Joint Stock Company *Lauma Lingerie* is the largest producer of ladies' lingerie in the Baltic States. The company produces lingerie under two brand names: *Lauma Lingerie* and *Laumelle Lingerie*. The main goals of the company are to create, produce and sell lingerie collections, as well as the promotion of our brands in target markets. Our lingerie collections are designed for two seasons: Spring/Summer and Autumn/Winter. As a result of our long-term experience and manufacturing traditions, our lingerie collections are offered in particularly wide size ranges starting from 70A up to 120 E F G H.

Seeking cooperation in: Looking for potential customers and co-operation partners in wholesale and retail for the *Lauma Lingerie* and *Laumelle Lingerie* brands, and under private labels.

Certificates in use: Öko-Tex Standard 100





LENTA

Legal form: Ltd
Address: Jelgavas iela 68/72, Riga, LV-1004, Latvia
Phone: +371 67614431
Fax: +371 67860205
E-mail: lenta@lenta12.lv
Website: www.lenta12.lv

Chairwoman of the Board: Ms Sarmīte Grigorjeva-Kuzņecova
Contact: Mr Juris Peļāvins
Position of the contact person: Commercial Director
Languages spoken: Latvian, English, Russian
Number of employees: 85
Founded in: 1880

Turnover in 2008: EUR 1 198 570
Turnover in 2009: EUR 868 700
Exports volume 2008: EUR 552 790
Exports volume 2009: EUR 529 180
Main markets: EU, Russia, Ukraine, Belarus

Business profile: Ribbon, card, braid linen laces, cotton laces.

Seeking cooperation in: We are looking for new cooperation partners from France and Italy.





Limbažu Tīne

Legal form: Ltd
Address: Pļavu iela 4, Limbaži, LV-4001, Latvia
Phone: +371 64022528
Fax: +371 64022527
E-mail: limbazutine@apollo.lv
Website: www.limbazutine.lv

Chairman of the Board: Mr Jānis Krasovskis
Contact: Mr Jānis Krasovskis
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 34
Founded in: 1992

Turnover in 2008: EUR 399 318
Turnover in 2009: EUR 297 176
Exports volume 2008: EUR 65 300
Exports volume 2009: EUR 68 800
Main markets: Latvia, Estonia, Sweden, Germany, Norway, Canada

Business profile: The company produces woollen yarn, decorative bedspreads, woollen plaids and blankets, linen table-cloths, napkins and towels. Produced from New Zealand wool and Latvian linen threads.

Seeking cooperation in: We are looking for new markets and trading partners.



ORHIDEJA

LOKIS

Legal form: Ltd
Address: Krūmu iela 27, Liepāja, LV-3405, Latvia
Phone: +371 63425116
Fax: +371 63442001
E-mail: orhideja@apollo.lv
Website: www.orhideja.net

Member of the Board: Mr Andrejs Prijma
Contact: Mr Andrejs Prijma
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 95
Founded in: 1995

Turnover in 2008: EUR 1 541 000
Turnover in 2009: EUR 972 000
Exports volume 2008: EUR 1 488 000
Exports volume 2009: EUR 926 000
Main markets: Russia

Business profile: Manufacture of lingerie.

Seeking cooperation in: Wholesalers, retail chains, retailers, distribution agents.

Certificates in use: Fedex





LOLA DIZAINS

Legal form: Ltd

Address: Jelgavas iela 47, Rīga, LV-1004, Latvia

Phone: +371 67613419, +371 67617606

Fax: +371 67617606

E-mail: info@loladizains.lv

Websites: www.loladesign.lv, www.loladizains.lv

Chairman of the Board: Mr Aleksandrs Juženko

Contact: Ms Liga Eidmane

Position of the contact person: Assistant to Director

Languages spoken: Latvian, English, Russian

Number of employees: 47

Founded in: 1999

Turnover in 2008: EUR 1 506 186

Turnover in 2009: EUR 675 262

Exports volume 2008: EUR 226 386

Exports volume 2009: EUR 131 626

Main markets: Latvia, Lithuania, Estonia

Business profile: Manufactured garments: overalls, coveralls; jackets; trousers, jeans/denim, shorts; safety workwear for electricians, fire-fighters, welders; robes, kitchen wear; classical shirts; sportswear, outerwear; fleece garments (sweatshirts, cardigans; vests); technical underwear; fashion clothes; souvenirs; polo shirts, T-shirts and other knitwear garments; caps, gloves, scarves.

Manufacture of safety workwear (increased work and health risk conditions) for: electricians (according to EN 61482-1-2:2007 class2), metal workers and welders (EN ISO 11611), heat protective clothing (EN ISO 11612), fire-fighters (EN 469:1996-01), high visibility garments (EN 471). Services: design.

Seeking cooperation in: Thanks to our experience, excellent work and reliable long-term relationship with customers, *Lola Dizains* is growing. We seek new markets and customers. We offer to manufacture: workwear, sportswear and knitwear; safety workwear for increased work & health risk conditions; fashion clothes for retail chains.



Магija

женское нижнее белье
www.magija.lv

MAGIJA LINGERIE

Legal form: Ltd
Address: Strazdu iela 3, Liepāja, LV-3405, Latvia
Phone: +371 26017830
Fax: +371 63423847
E-mail: magijalv@navigator.lv
Website: www.magija.lv

Member of the Board: Ms Anna Razgoņajeva
Contact: Ms Anna Razgoņajeva
Position of the contact person: Member of the Board
Languages spoken: Latvian, German, French, Russian
Number of employees: 18
Founded in: 2010
Main markets: EU, Russia

Business profile: *Magija Lingerie* is a modern European company manufacturing women's lingerie. We create models for different age and size groups. Our advantage is our dynamism allowing us to react flexibly to lingerie industry trends.

Seeking cooperation in: We are looking for new customers in the EU and the Russian Federation.

Certificates in use: Certificate of conformity issued in the Russian Federation (POCC LV.T 46. H00782)





MEŽROZE

Legal form: Ltd
Address: Brīvības iela 403A, Rīga, LV-1024, Latvia
Phone: +371 67524140
Fax: +371 67521400
E-mail: textile@mezroze.lv
Website: www.mezroze.lv

Chairman of the Board: Mr Artūrs Kārlis Dreimanis
Contact: Ms Natālija Dubčaka
Position of the contact person: Head of the Marketing Department
Languages spoken: Latvian, English, Russian
Number of employees: 116
Founded in: 1993

Main markets: Lithuania, Estonia, Finland, Sweden, Norway, Denmark, Germany, Austria, Switzerland

Business profile: Production and sales of bleached, dyed, printed, coated; cotton, linen and other mixed fabrics, production and sales of bed linen, curtains, blinds, kitchen and other home textile items: Weight of fabrics 75-350g/m². Width printed – up to 160 cm, Width dyed – 160-280cm.

Seeking cooperation in: Expansion of product range and sales markets through direct and intermediary contacts.

Certificates in use: Öko-Tex Standard 100



NEMO

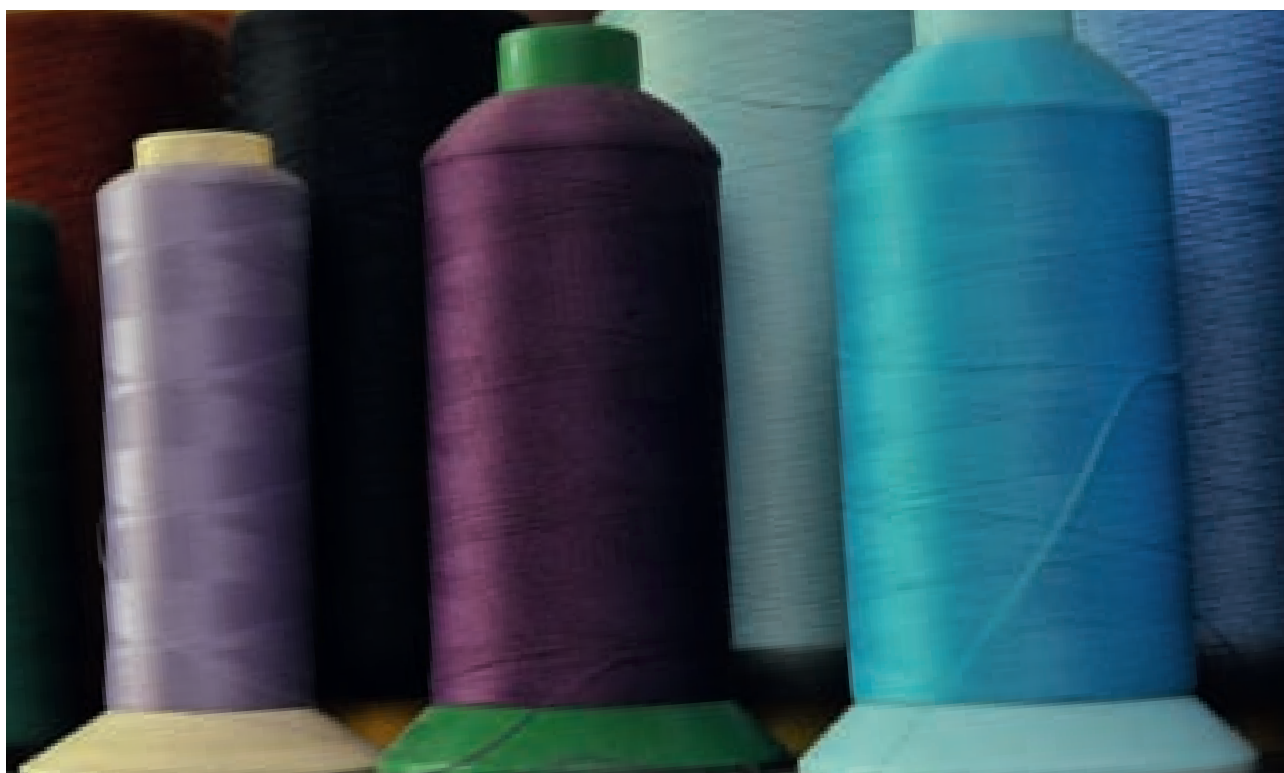
Legal form: Ltd
Address: Sporta iela 8, Krāslava, LV-5601, Latvia
Phone: +371 65681180
Fax: +371 65681196
E-mail: nemo@kraslava.apollo.lv

Member of the Board: Ms Ņina Kižlo
Contact: Mr Viktors Moisejs, Ms Olga Saričeva
Position of the contact person: Member of the Board,
Purchasing Manager
Languages spoken: Latvian, English, Russian
Number of employees: 285
Founded in: 1994

Turnover in 2008: EUR 2 017 328
Turnover in 2009: EUR 1 880 162
Exports volume 2008: EUR 1 843 150
Exports volume 2009: EUR 1 641 332
Main markets: Denmark, Finland

Business profile: The company produces women's and girls' overcoats, mackintoshes, jackets, trousers, ensembles, dresses, skirts, blouses and waistcoats. Production capacity is 20,000 items per month. *Nemo's* basic advantages are high quality and the option to produce in small quantities. The company plans to acquire new equipment and to completely automate manufacturing.

Seeking cooperation in: We are interested in orders from distributors for the mass-production of women's outdoor clothing. We are looking for sellers of the raw materials needed to manufacture women's outdoor clothing.



NEW ROSME

Legal form: Ltd
Address: Hanzas iela 18, Riga, LV-1045, Latvia
Phone: +371 67559005
Fax: +371 67830314
E-mail: sales@rosme.lv
Website: www.rosme.lv

Member of the Board: Mr Edgars Štelmahers
Contact: Ms Iveta Mozgunova
Position of the contact person: Sales Specialist
Languages spoken: Latvian, English, Russian
Number of employees: 350
Founded in: 1952

Turnover in 2008: EUR 11 287 702
Turnover in 2009: EUR 7 267 380
Exports volume 2008: EUR 10 814 860
Exports volume 2009: EUR 6 760 707
Main markets: Latvia, Lithuania, Estonia, Finland, Germany, Sweden, Czech Republic, UK, Russia, Ukraine, Belarus, Israel

Business profile: *New Rosme* is one of the leading corsetry production companies in the Baltic market. The history of *Rosme* dates back to 1952. In 1963 the enterprise joined the *Rīgas apģērbs* group. In 1991, it again became independent and began co-operation with Swedish group *Swegmark Invest*. In 1993, *Swegmark Invest* bought out *Rosme* which now operates under the *New Rosme* name as a member of the said group. Investment in state-of-the-art machinery has made possible the production of hundred thousands of garments monthly and 2,000,000 units a year, using the latest technological advances. The utmost attention is paid to the production of high-quality lingerie. The company has received many awards for its high quality products at different exhibitions. The usage of lace and other materials from western suppliers makes our garments particularly attractive. *Rosme* produces lingerie (*Rosme* brand), swimwear (*Rosme* brand), nightwear (*Rosme* brand) and lingerie for young girls (*Chic.are.No* brand).

Seeking cooperation in: We are looking for new partners; wholesalers, shops, distribution agents, performing contract work for the production of linen.

Certificates in use: Certificate of conformity issued in the Russian Federation





NIKOL DJUMON

Legal form: Ltd
Address: Ziemeļu iela 19, Liepāja, LV-3405, Latvia
Phone: +371 63485832
Fax: +371 63485831
E-mail: info@nikoldjumon.lv
Website: www.nikoldjumon.lv

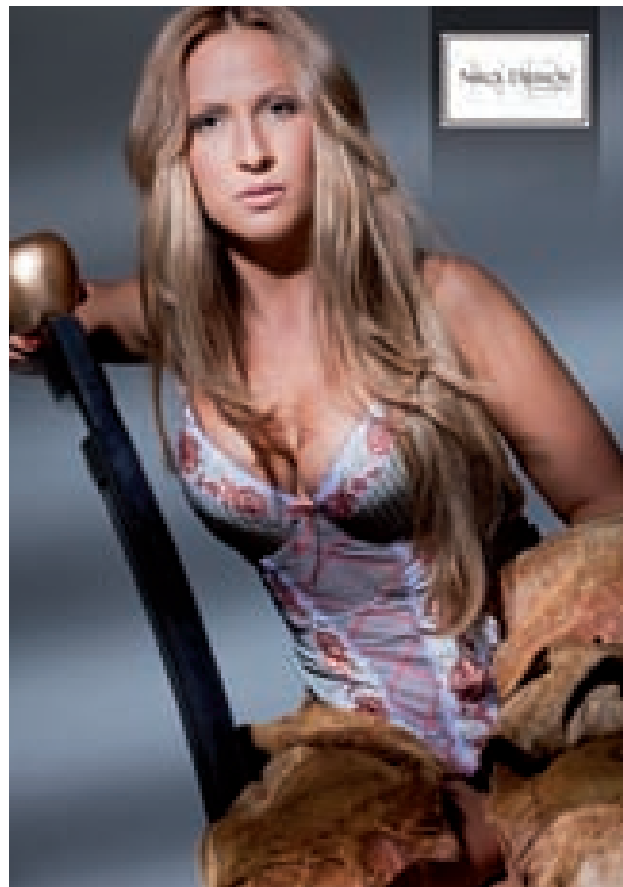
Chairman of the Board: Mr Nikolajs Birjukovs
Contact: Mr Aleksejs Tarans
Position of the contact person: Export Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 40
Founded in: 2004

Turnover in 2008: EUR 425 000
Turnover in 2009: EUR 285 000
Exports volume 2008: EUR 410 000
Exports volume 2009: EUR 270 000
Main markets: European countries, Russia, USA

Business profile: We produce lingerie – brassieres, briefs, strings, corsets, t-shirts. Products with the *Nikol Djumon*® trademark are an embodiment of audacious design ideas based on hot fashion trends.

Seeking cooperation in: We are looking for partners for cooperation: wholesalers, retail chains, distribution agents.

Certificates in use: Certificate of conformity issued in the Russian Federation (ГОСТ ЛТ46)





PINGONS

Legal form: Ltd
Address: Lāčplēša iela 87B, Rīga, LV-1011, Latvia
Phone: +371 67286551
Fax: +371 67504278
E-mail: riga@pingons.net
Website: www.pingons.net

Member of the Board: Mr Vladimirs Beketovs
Contact: Mr Vladimirs Beketovs
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 95
Founded in: 1995

Turnover in 2008: EUR 3 385 000
Turnover in 2009: EUR 1 800 000
Exports volume 2008: EUR 1 125 000
Exports volume 2009: EUR 430 000
Main markets: Latvia, Lithuania, Estonia, Russia

Business profile: Since being established in 1995, our company has blossomed into the undisputed market leader in the field of private-label hosiery. Special attention is devoted to the quality of products. It begins with supervising in-coming raw materials, controlling all production phases and checking each sock before packaging.

Pingons are continually developing new products, using new yarn types and new manufacturing processes which allow us to produce fine gauge stripes, classic plains, ribs, heavy gauge links/link-stitch designs. Our products are of high quality and at the best prices.

Seeking cooperation in: The company plans to increase its exports, improve technologies, develop new products of high quality, improve design and optimise work processes to decrease costs.





PRO FASHION

Legal form: Ltd
Address: K. Barona iela 119, Riga, LV-1012, Latvia
Phone: +371 67299420, +371 26806451
Fax: +371 67314210
E-mail: profashion@inbox.lv
Website: www.profashion.lv

Chairman of the Board: Mr Sergejs Sokolovs
Contact: Mr Sergejs Sokolovs
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 25
Founded in: 2009

Turnover in 2009: EUR 1 417
Main markets: Latvia

Business profile: Uniform clothes, school uniforms, workwear, other clothing.

Seeking cooperation in: We are ready to fulfil orders on sewing different kinds of uniform clothes, workwear, and any other sewed products. Our staff has more than 15 years of experience working in the sewing industry with both Latvian and foreign customers.





RADOŠĀ DARBNĪCA "LM"

(CREATIVE STUDIO LM)

Legal form: Ltd

Address: Izstāžu komplekss Rāmava, Valdlauči, Ķekavas nov., LV-1076, Latvia

Phone: +371 67226313

Fax: +371 67223748

E-mail: lm@ml.lv

Website: www.lm-linen.com

Chairwoman of the Board: Ms Rūta Jankaite

Contact: Ms Rūta Jankaite

Position of the contact person: Chairwoman of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 20

Founded in: 1992

Turnover in 2008: EUR 188 000

Turnover in 2009: EUR 157 000

Exports volume 2008: EUR 96 000

Exports volume 2009: EUR 94 200

Main markets: Latvia, Germany, Italy, Spain, UK, Japan, USA

Business profile: We specialize in high-quality hand-woven goods made only from natural materials. There is huge variety in our production – we offer table cloths, napkins, table runners, curtains, towels, scarves, bags, cushion-covers, bedspreads etc. The articles we offer are mainly made of linen in different colours, including natural grey and bleached flax. All our products are suitable for the most exclusive entertaining. Fabrics are designed in the subtlest of tones to enhance traditional and ultra-modern interiors for an individual lifestyle. Sizes: rolls can be around 15- 20 m, depending on design; maximum width 170-180 cm, customers can choose a size to suit their needs.

Seeking cooperation in: Wholesalers, retailers, designers.





REGINA N

Legal form: Ltd
Address: O. Kalpaka iela 68/70, Liepāja, LV-3417, Latvia
Phone: +371 63487216
Fax: +371 63487216
E-mail: reginan@apollo.lv
Website: www.regina-n.lv

Member of the Board: Ms Anna Noskova
Contact: Ms Marija Matvejeva
Position of the contact person: Secretary
Languages spoken: Latvian, English, Russian
Number of employees: 45
Founded in: 1997

Turnover in 2008: EUR 608 155
Turnover in 2009: EUR 491 367
Exports volume 2008: EUR 511 755
Exports volume 2009: EUR 443 426
Main markets: Lithuania, Estonia, Russia

Business profile: Manufacturer of ladies' lingerie and corsetry items.

Seeking cooperation in: Bringing in of new clients and suppliers, creation of new jobs.

Certificates in use: Certificate of conformity issued in the Russian Federation



Rita

RITA

Legal form: JSC
Address: Valentīna iela 3/5, Rīga, LV-1046, Latvia
Phone: +371 67611540
Fax: +371 67619146
E-mail: rits@latnet.lv
Website: www.rita.lv

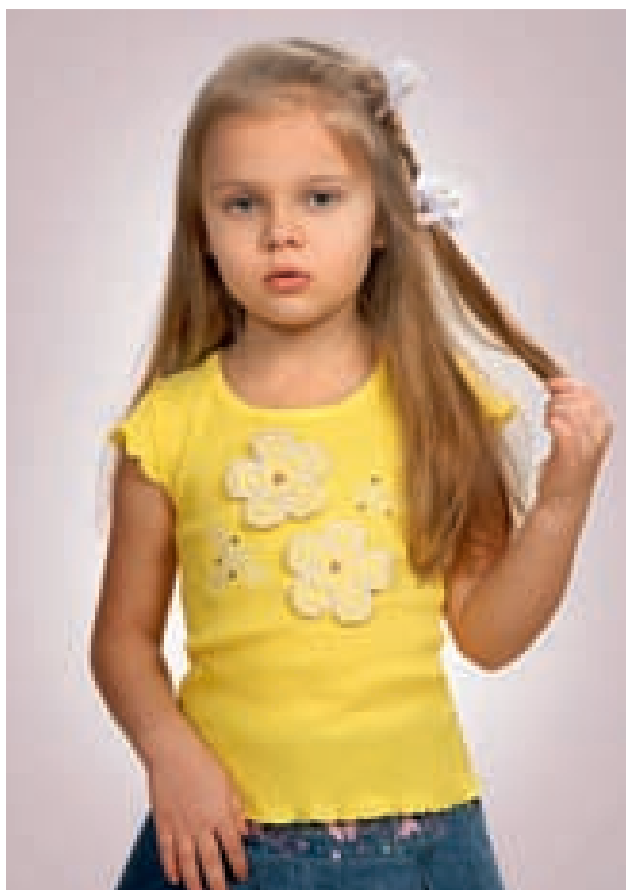
Chairman of the Board: Mr Vladimirs Sazonovs
Contact: Ms Tamāra Sazonova
Position of the contact person: Technical Director
Languages spoken: Latvian, English, Russian
Number of employees: 320
Founded in: 1924

Turnover in 2008: EUR 5 124 318
Turnover in 2009: EUR 6 159 612
Exports volume 2008: EUR 4 422 180
Exports volume 2009: EUR 5 729 076
Main markets: EU, Russia, UAE, China, Japan, USA, Canada

Business profile: Children's, young people's, ladies' and men's knitwear from cotton, cotton with Lycra, viscose and polyester.

Seeking cooperation in: We are looking for new markets and buyers.

Certificates in use: ISO 9001





ROKSA

Legal form: Ltd
Address: Krūmu iela 5, Liepāja, LV-3405, Latvia
Phone: +371 63441187
Fax: +371 63441187
E-mail: roksa@roksa.lv
Website: www.roksa.lv

Chairman of the Board: Mr Aleksandrs Rokočijs
Contact: Mr Aleksandrs Rokočijs
Position of the contact person: Chairman of the Board
Languages spoken: Russian
Number of employees: 35
Founded in: 1997

Turnover in 2008: EUR 276 743
Turnover in 2009: EUR 197 985
Exports volume 2008: EUR 213 178
Exports volume 2009: EUR 144 766
Main markets: Russia

Business profile: *Roksa* lingerie is created for both confident, contemporary, fashion-conscious women and for women of good taste tending to refinement with the ability to contemplate elegance. All *Roksa* collections are unique because materials of the best quality and maximum fantasy are used in manufacturing and as a result exquisite lingerie possessing beauty and charm is created.

Seeking cooperation in: We are looking for new customers in the European Union and the CIS.

Certificates in use: Certificate of conformity issued in the Russian Federation (POCC. LV. ЛТ.46.H00836)



Stefi L[®]

STEFIL

Legal form: Ltd

Address: Krūmu iela 5, Liepāja, LV-3405, Latvia

Phone: +371 63486060

Fax: +371 63486060

E-mail: stef_sve@navigator.lv

Website: www.stefi-l.com

Chairwoman of the Board: Ms Svetlana Sokolova

Contact: Ms Svetlana Sokolova

Position of the contact person: Chairwoman of the Board

Languages spoken: Russian

Number of employees: 70

Founded in: 1996

Turnover in 2008: EUR 1 835 523

Turnover in 2009: EUR 1 244 034

Exports volume 2008: EUR 1 819 769

Exports volume 2009: EUR 1 238 315

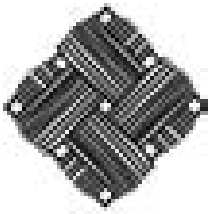
Main markets: Russia

Business profile: *Stefi L* is a European manufacturer of corsetry. *Stefi L* lingerie embodies beauty, style and quality. Traditionally we work in two directions: we design classic lingerie and fashion collections. Our factory is equipped with high-quality sewing equipment from Japanese company *Juki*. German company's *Assist* computer equipment and software was acquired for our design office, which enabled us to speed up our modelling and design processes remarkably.

Seeking cooperation in: We are looking for new trading opportunities in Russia.

Certificates in use: Certificate of conformity issued in the Russian Federation (№ПОСС LV/JT.33.B05994)





TINES

TINES

Legal form: Ltd
Address: Amatu iela 5, Rīga, LV-1050, Latvia
Phone: +371 67211009
Fax: +371 67211008
E-mail: info@tines.lv
Website: www.tines.lv

Chairwoman of the Board: Ms Ināra Vizma
Contact: Mr Toms Vizma
Position of the contact person: Operational Director
Languages spoken: Latvian, English, Russian
Number of employees: 45
Founded in: 1993

Turnover in 2008: EUR 84 280
Turnover in 2009: EUR 68 200
Exports volume 2008: EUR 47 600
Exports volume 2009: EUR 58 800
Main markets: Sweden, the Netherlands, Japan, Norway,
USA

Business profile: *Tines* offers hand-crafted knitwear: mittens, gloves, socks, hats, scarves, sweaters and cardigans. We use only natural materials: wool and linen. In addition to our traditional Latvian designs and ethnographic reproductions, we can meet your individual needs and make products according to your designs. All our knitted goods are hand-crafted and correspond to the highest standards. They are known not only in Latvia, but also in Sweden, Norway, Germany, Iceland, Japan, Russia and the USA.

Seeking cooperation in: We are looking for sales agents, wholesale representatives and boutique owners who are interested in offering our exclusive knitted goods to their customers. We can fulfil the desires of your most elegant and discriminating customers.

Certificates in use: Partner in *Master of Linen*





®

TONUS ELAST

TONUS ELAST

Legal form: Ltd
Address: Pilskalni, Nīcas pag., Nīcas nov., LV-3473, Latvia
Phone: +371 63431547, +371 63434482
Fax: +371 63431280
E-mail: info@tonus.lv
Website: www.tonus.lv

Chairman of the Board: Mr Aleksandrs Čēčotkins
Contact: Ms Irēna Cepleniece
Position of the contact person: Business Development and Sales Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 129
Founded in: 1995

Turnover in 2008: EUR 5 448 788
Turnover in 2009: EUR 4 111 017
Exports volume 2008: EUR 4 659 161
Exports volume 2009: EUR 3 652 331
Main markets: Latvia, Lithuania, Estonia, Russia, Ukraine, Kazakhstan

Business profile: Medical bandages and dressings, medical belts, posture correctors and fixers, elastic medical products for woman (pre-natal and post-natal briefs, belts, bras), neoprene products for medicine and sport, medical elastic compression hosiery.

Seeking cooperation in: Lingerie retail chains; pharmacy chains; distribution agents; wholesalers; producers of equipment for lingerie manufacturing; producers of materials for lingerie manufacturing.

Certificates in use: ISO 9001, CE



TOPDESIGN BALTIKUM

Legal form: Ltd

Address: Kengaraga iela 1, Rīga, LV-1063, Latvia

Phone: +371 67813821

Fax: +371 67813819

E-mail: anna@topdesign.lv

Website: www.topdesign.lv

Chairman of the Board: Mr Goča Tutberidze

Contact: Ms Anna Alabaševa

Position of the contact person: Project Manager

Languages spoken: Latvian, English, Russian

Number of employees: 55

Founded in: 2003

Turnover in 2008: EUR 864 500

Turnover in 2009: EUR 850 000

Exports volume 2008: EUR 846 400

Exports volume 2009: EUR 831 600

Main markets: Latvia, Russia, Ukraine; sub-contracting – Denmark

Business profile: *Topdesign Baltikum* is a Latvian textile enterprise established on the basis of a Danish-Latvian joint venture. Several years' experience fulfilling Danish,

English and German orders for brands such as Burberry, Tesco, Next, Etam, Brax, Bugatti, etc. attest to our abilities in textile manufacturing. The *Topdesign Baltikum* product range includes ladies' jumpers, tops, blouses, dresses, suits and skirts. Garments are made for any age group in sizes from S to XXL and suitable for both casual and festive occasions. The styles are produced from a variety of heavy and light knitwear. Viscose is the main material preferred by *Topdesign*. We use materials supplied from France, Italy, Austria and Turkey.

Seeking cooperation in:

- Subcontracting: designs and materials are fully delivered by the customer and we undertake complete manufacturing projects;
- Delivery of ready garments: customers only provide design specifications, but we supply all materials and the complete manufacturing cycle;
- Supply of our own *Topdesign* products to retailers and wholesalers.

Certificates in use: The company was approved as a manufacturer of Tesco and Burberry garments. Conformity certificate for Russian state standards.





VALMIERAS STIKLA ŠĶIEDRA

Legal form: JSC
Address: Cempu iela 13, Valmiera, LV-4201, Latvia
Phone: +371 64202216
Fax: +371 64281216
E-mail: glassfibre@vss.lv
Website: www.vss.lv

Chairman of the Board: Mr Andris Oskars Brutāns
Contact: Ms Inita Martinsone
Position of the contact person: Marketing Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 780
Founded in: 1963

Turnover in 2008: EUR 54 000 000
Turnover in 2009: EUR 43 000 000
Exports volume 2008: EUR 52 000 000
Exports volume 2009: EUR 41 000 000
Main markets: EU, CIS, North America including Canada

Business profile: *Valmieras stikla šķiedra* is the only enterprise in the Baltic States producing glass fibre and is one of the largest enterprises in the chemical and textile industries of the Baltic States. *Valmieras stikla šķiedra* was

founded in 1963. Through investment in developing new technologies, we remain a skilled and reliable European and global partner. Producing and offering various glass fibre products – E glass yarns, textured rovings, fabrics, nettings, non-wovens; high silica-glass fibre fabrics, nettings, non-wovens for:

- automotive industry;
- construction;
- shipbuilding;
- electronics;
- aerospace;
- household appliances;
- medical appliances;
- chemical industry.

Valmieras stikla šķiedra exports more than 95% of its production.

Seeking cooperation in: - European and Middle East markets,
- Technical and thermal insulation markets,
- House renovation market.

Certificates in use: ISO 9001, Responsible Care





V.I.P.A

Legal form: Ltd
Address: Flotes iela 16, Liepāja, LV-3405, Latvia
Phone: +371 63428714
Fax: +371 63428718
E-mail: info@vip-a.eu
Website: www.vip-a.eu

Member of the Board: Ms Aida Haidarova
Contact: Ms Aida Haidarova
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 30
Founded in: 2006

Turnover in 2008: EUR 358 040
Turnover in 2009: EUR 267 379
Exports volume 2008: EUR 315 352
Exports volume 2009: EUR 219 159
Main markets: Latvia, Lithuania, Estonia, UK, other EU countries, Russia, Ukraine, Australia

Business profile: Lingerie, corsetry, tops, bodices, robes, chemises, swimsuits, boleros, leggings, stockings.

Seeking cooperation in: Sales representatives, sales agents.

Certificates in use: Certificate of conformity issued in the Russian Federation (POCC LV.AI.36.B53345, POCC LV.AI.36.B53344)





V.O.V.A.

V.O.V.A.

Legal form: Ltd

Address: Koku iela 10, Liepāja, LV-3405, Latvia

Phone: +371 63441059

Fax: +371 63442781

E-mail: vova.v@apollo.lv

Website: www.vova.lv

Chairman of the Board: Mr Vladimirs Zozuļa

Contact: Ms Tatjana Zalcmane

Position of the contact person: Executive Sales Manager

Languages spoken: Latvian, English, Russian

Number of employees: 325

Founded in: 1991

Turnover in 2008: EUR 7 024 996

Turnover in 2009: EUR 4 111 000

Exports volume 2008: EUR 5 996 570

Exports volume 2009: EUR 3 407 869

Main markets: Latvia, Lithuania, Estonia, other European countries, Russia, Ukraine; 25 countries in total

Business profile: Production of ladies' lingerie: we handle the entire production cycle, from design ideas, design development to final production and shipping to our customers. V.O.V.A. is recognised as one of the largest ladies' apparel manufacturers in the Baltic States and is pleased to offer contract-manufacturing services or sales of our collections: classical or fashion of great quality. The skills we can offer to potential customers are:

- Competent and skilled labour force;
- Experience in working with international companies and global export;
- Well-developed infrastructure and geographic location;
- Short delivery times.

Our capacity is 120 000 items per month. We can also offer flexible production terms: lead times from 8 to 12 weeks, small minimum production runs of 1000 pieces per colour and 100% quality checks on manufactured goods.

Seeking cooperation in: Wholesalers; cooperation with other sewing companies to offer capacity, development; agents.



Useful Addresses

Vieglās rūpniecības uzņēmumu asociācija
Association of Textile and Clothing Industry
Contact: Mr Guntis Strazds
Address: Elizabetes iela 2-420, Rīga, LV-1010, Latvia
Phone: +371 67039745
Fax: +371 67039745
E-mail: info@vrua.lv
Website: www.vrua.lv

Latvijas Mākslas akadēmijas Modes mākslas katedra
Art Academy of Latvia, Department of Fashion Design
Contact: Prof. Aigars Bikše
Address: Kalpaka bulvāris 13, Rīga, LV-1867, Latvia
Phone: +371 67324090
Fax: +371 67228963
E-mail: aigars@bikse.lv
Website: www.lma.lv

Latvijas veļas ražotāju asociācija
Association of Latvian Lingerie Manufacturers
Contact: Mr Juris Hadarovičs
Address: Krūmu iela 5, Liepāja, LV-3405, Latvia
Phone: +371 63447103
Fax: +371 63447237
E-mail: latvera@latvera.lv
Website: www.latvera.lv

Rīgas Amatniecības vidusskola
Riga School of Arts and Crafts
Address: Jūrmalas gatve 90, Rīga, LV-1029, Latvia
Phone: +371 67427220, +371 67426922
Fax: +371 67418715
E-mail: rav@rav.lv
Website: www.rav.lv

Rīgas Tehniskā universitāte, Tekstilmateriālu tehnoloģiju un dizaina institūts
Riga Technical University, Textiles Technology and Design Institute
Contact: Prof. Dr.sc.ing. Ausma Viļumsone
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Fax: +371 67089349
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Rīgas Dizaina un mākslas vidusskola
Design and Art School of Riga
Address: K. Valdemāra iela 139, Rīga, LV-1013, Latvia
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Fax: +371 67360823
E-mail: rdmv@ml.lv
Website: www.rdmv.lv

Promotion of Entrepreneurship, Investment and Foreign Trade



Investment and Development Agency of Latvia
Address: Pērses iela 2, Rīga, LV-1442, Latvia
Phone: +371 67039499, Fax: +371 67039401
E-mail: liao@liaa.gov.lv
Websites: www.liao.gov.lv, www.exim.lv

The mission of the Investment and Development Agency of Latvia (LIAA) is to promote growth of the economy of Latvia. Accordingly, the objective of LIAA is to promote business development by facilitating increased foreign investment, while elevating the competitiveness of Latvian entrepreneurs in both domestic and foreign markets.

Having more than 17 years experience in the attraction of foreign direct investment to Latvia and the promotion of foreign trade, the Agency has worked continually to improve the business environment and provide services appropriate to the needs of business.

Following Latvia's accession to the EU in 2004 the Agency needed to adopt new methods and tools, including the effective utilisation of resources from EU Structural funds. Today LIAA offers an integrated solution – it supports companies in Latvia trading internationally as well as overseas businesses seeking partners or locations in Latvia and administers state support programmes for entrepreneurs co-financed from EU Structural funds.

To ensure high quality communications with customers the Agency has representative offices in London (UK), Berlin (Germany), Warsaw (Poland), Stockholm (Sweden), Paris (France), The Hague (the Netherlands), Oslo (Norway), Copenhagen (Denmark), Moscow (Russia) and Tokyo (Japan).

An ability to anticipate the rapidly changing needs of businesses and markets by offering new services characterises the Agency's own competitiveness, built on the knowledge and competencies of our experienced specialists. LIAA pays close attention to the quality of performance, comparing it with world best practices, and subsequently introducing new services and solutions for our customers.

In recognition of LIAA's competitive and high quality services, the Agency was recently named one of the top 10 performing national Investment Promotion Intermediaries (IPI's) in the world according to the Global Investment Promotion Benchmarking published by the World Bank. LIAA finished 7th in the fierce competition of 213 investment promotion agencies.

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