



10.11.2014 № 3947

WHOM IT MAY CONCERN

*Subject: OUTERWEAR OUTSOURCING IN BELARUS*

Dear Sirs,

We are pleased to introduce ELEMA – a garment factory, founded in 1930 and located in Minsk, Belarus – the largest manufacturer of woven outerwear in the former Soviet Union and in the newly established Eurasian Economic Union (between Russia, Kazakhstan, Belarus and Armenia) with a common market of 170 mln people.

ELEMA is specialized in manufacturing of outdoor coats and jackets, women's suits and ensembles under its own brand, as well as in outsourcing for European customers, such as GERRY WEBER (Germany), MARKS&SPENCER and SHANI (UK), LENER CORDIER (France), etc.

ELEMA is offering unique advantages for outsourcing, including:

- ✓ Production capacity – 3 000 pcs per day, including a small-scale manufacturing and fast model allocation process (see ELEMA Profile and Services for Outsourcing attached)
- ✓ Exceptional relation between a high product quality and low prices (low-cost labor/utilities)
- ✓ High flexibility and readiness to adopt the demands of each individual customer
- ✓ Proximity to the EU market and fast short transportation, full logistic support.

ELEMA quality management system is certified according to ISO 9001-2009.

We would greatly appreciate if you could inform us of your interest to outsource your products with ELEMA or develop any other kinds of commercial and industrial partnership in a politically stable country like Belarus.

We are at your disposal for any clarification you may require, and we thank you for the opportunity to be of assistance to your company.

In the meantime, remaining sincerely yours

Alexander Trizonov  
Director  
ELEMA

**Coats & Jackets. Women's Suits & Ensembles. More**

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## ELEMA PROFILE & SERVICES FOR OUTSOURCING

ELEMA factory manufacture specialization – sewing of female coats, jackets, skirts, trousers, dresses, and also men's coats, jackets and raincoats – from woollen, half-woollen, mixed (cloak) and costume fabrics.

Number of ELEMA factory seamstresses – 635 persons, including 95% of highly skilled (4-6 categories). Training of personnel is regularly provided.

ELEMA is one of the most technically equipped and advanced factories of the woven outerwear industry in Belarus, constantly works on improvement of manufacturing process and carries out a renovation of manufacturing equipment enabling to reach a high level of production quality.

ELEMA factory has a long-term experience in outsourcing both completely from materials of customers and partially from its own raw material.

Quality inspection of incoming raw material (option).

Manufacturing process at ELEMA factory features as follows:

- ✓ Highly developed technical streams with inside thermal treatment
- ✓ The Preparation workshop is equipped with SHELTON rejection-measuring machines, as well as the process of estimation of fabrics by markers is computerised
- ✓ The Cutting workshop is equipped with Automatic cutting-out complexes (GERBER, LECTRA) of high accuracy and output are installed
- ✓ The Sewing workshops are equipped with a modern sewing equipment and equipment for steaming; quilting, buttonhole, button machines; units for setting of press studs, machines for blind padding, etc. of the following producers: PFAFF, RIMOLDI, STROBEL, DÜRKOPP, AMF, YUKI, PEGASSUS, VEIT, SUSSMAN, TEST and HOFFMAN, etc.
- ✓ It is provided an inter-operational 3-step quality control at all stages of technical streams, as well as control of finished products
- ✓ Warehouses are located in the factory site.

Making products by means of outsourcing, ELEMA factory is annually checked both by clients and independent specialised organisations on compliance with the requirements of the standards on technology and quality, requirements of “a policy of broken needles”, as well as the social rights of employees and job safety.

ELEMA Quality Management System is certified according to ISO 9001-2009.



Work has been done by ELEMA factory to break up technological streams enabling to manufacture products for clients in small lots, as well as to restructure manufacture from one assortment to another on a mobile basis.

The client is provided with a possibility to design products with the help of ELEMA Internal Design Centre and at ELEMA Experimental shop – design development, rationing, layout of scales are made by ASSYST equipment (option).

The client is provided with a full set of logistical operations and customs procedures.

A customs warehouse operates in the territory of ELEMA factory.

The client is provided with an office for personnel allocation (option).

Full scope of services for a visa support, allocation and interpreter services in English, German and Italian languages.

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