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Owner of Fashion Company MILANO and
Chairman of Textile Trade Association -
Textile Cluster of the Republic of Macedonia

It is an honor and a pleasure for me to be an introducer of the Textile Industry section and to talk about the development and the potentials of one of the leading branches of the Macedonian economy - the textile industry.

About 600 firms which have 40,000 workers, i.e. 27% of the overall number of employees in the Macedonian industry, deal with this industrial branch. Textile industry participates with 12.45% in the overall gross domestic product (GDP) and with 27% in the Macedonian export. Textile industry spatially covers the entire territory of the Republic of Macedonia with a significant immersion in Eastern Macedonia.

Textile industry in Macedonia is a sector with a long tradition and experience and even greater future with its opening towards European and global trading system. The production of textile in Macedonia is completely adjusted to the market conditions set by the Western European countries and USA. This means that it meets the strict quality standards, delivery deadlines, as well as the complete logistics required by the foreign partners.

Most of the firms in the textile industry in Macedonia are organized as small and medium-sized enterprises with an overall number of employees from 30 to 500. This fact is positive because enormous flexibility regarding the alteration of the range of products, production of small series, short period of delivery of final product, which often presents a key factor for successful cooperation with foreign partners and surviving the pressure of the competition and the market forces.

The equipment of the companies is relatively satisfying with a totally closed technical-technological process. The latest achievements in the sphere of technology and production techniques are constantly followed and the same are introduced in the production process in order to increase the quality and the productiveness of the same.

Today, the textile industry is facing a strong competition on the domestic and foreign market, so the firms which paid special attention to modernization of the technology and the production have an enormous perspective and their survival is not uncertain. It is very significant for Macedonia that it owns secondary resources tightly connected to the textile industry such as capacities for sewing, printing, washing, and painting of final products. Without these capacities, the functioning of a modern textile industry cannot be imagined.

In a period of globalization, as well as of increased competition from the countries from the East in the sphere of the textile industry and production of clothes, it is a challenge for the Macedonian textile industry to survive on the current, as well as to conquer new markets. The strategic planning of production and distribution of the Macedonian textile products was created for that purpose. Having a clear, creative, ambitious vision, maintaining the quality, realistic plans and ideas supported by the rich experience are just a part of the road towards stable development of the textile industry.

In order to harmonize the realization of the ideas and goals, Textile Trade Association - Textile Cluster, which is a non-profitable organization and which represent Macedonian companies from the textile industry, is working in the Republic of Macedonia. The primary objective of acting is making a better communication between the members of the Association in function of creating favorable conditions for development of the textile industry in Macedonia. Textile Trade Association - Textile Cluster is opened for all companies which think that, apart the application of the "finalization" system (Lon), they can also focus on creating their own brand. All these changes have a positive influence on the further development of the Macedonian textile industry and conquering new markets.

According to everything said, we can conclude that Macedonia was and still is an attractive business destination for all foreign companies from the field of the textile industry.

Vlado Netkov

A handwritten signature in black ink, appearing to read 'V. Netkov', written in a cursive style.