



ALBANIAN PAVILION

EXHIBITORS

AplusA Dusseldorf, Germany

04 - 07 November 2025

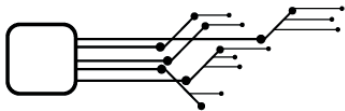


INTERNATIONAL TRADE FAIR AND CONGRESS

FOR SAFETY AND HEALTH AT WORK

4-7 NOV 2025 DÜSSELDORF, GERMANY







ALBANIAN INVESTMENT DEVELOPMENT AGENCY

The Albanian Investment Development Agency (AIDA) is the national body that promotes investment, export growth, and innovation. For manufacturing companies— from workwear/PPE and textiles to food processing, wood, metal, plastics, and electronics—AIDA acts as a one-stop partner that helps firms upgrade capabilities, access markets, and scale sustainably.

What AIDA does for manufacturers

Investment & expansion support: Guidance on site selection, permits, incentives, and local supplier linkages for new plants or capacity expansions.

Export promotion: Country pavilions at key trade fairs, B2B matchmaking, buyer missions, and tailored market intelligence to open EU and regional sales channels.

Supplier development: Firm-level diagnostics, productivity and quality improvements, and help to meet buyer requirements on delivery, documentation, and traceability.

Standards & compliance: Orientation and grant support obtaining ISO, BSCI/SMETA, OEKO-TEX®, HACCP/IFS/BRC and sector-specific norms; signposting to accredited bodies and programs that co-finance audits and certification.

Skills & technology upgrade: Links to training providers, universities, and donor programs for technical skills, digitalization systems.

Clustering & value chains: Support to create or strengthen clusters (e.g., apparel/workwear, furniture, agro-processing), build joint services (shared testing, prototyping), and promote “Made in Albania” branding.

Finance & incentives navigation: Information on grants, soft loans, and state aid where applicable; introductions to banks, development financiers, and guarantee schemes.

Green transition & ESG: Practical guidance on energy efficiency, solar adoption, waste reduction/circularity, and compliance with evolving EU requirements (e.g., DPP/CSRD value-chain expectations).

Why it matters

- Faster market entry and buyer onboarding
- Higher productivity and first-time-right quality
- Stronger credibility through recognized standards
- Lower operating costs via efficiency and green measures

Who AIDA serves

- Established exporters scaling up capacity
- New entrants preparing for EU market access
- Foreign investors seeking reliable local partners
- Industrial parks, clusters, and BSOs building shared services

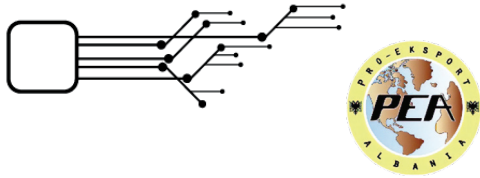
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ProEksport Albania is a BSO that boosts the international competitiveness of Albania's textile, apparel, and workwear/PPE manufacturers by linking them with European buyers and upgrading export capabilities.

For companies

- B2B matchmaking: Curated buyer leads, sampling support, and follow-up.
- Trade fairs & missions: Shared stands, meeting agendas, and post-event tracking.
- Export readiness & compliance: Practical orientation on QA/AQL, documentation, labelling; signposting to ISO, BSCI/SMETA, OEKO-TEX® bodies.
- Market insights & upskilling: Briefs on demand/price points and referrals for CAD/CAM, costing, order management.

For buyers

- Sourcing gateway: Shortlists of vetted factories (woven/knit, denim, workwear, hi-vis, embroidery/printing/washing).
- On-the-ground coordination: Sample routing, factory visits, consolidated communication.
- Risk reduction: Transparent supplier data and alignment to buyer SOPs.

Focus products

- Workwear/PPE & uniforms: hi-vis, HORECA, healthcare, school, security.
- Apparel & textiles: trousers, jackets, denim/chino, vests, knit basics, textile bags, home textiles.

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SIPPO — Swiss Import Promotion Programme

SIPPO is a Swiss government programme (funded by SECO) that helps export-oriented SMEs in partner countries access advanced markets (EU, EFTA, UK, etc.). It does this indirectly by strengthening Business Support Organisations (BSOs)—investment & export agencies, chambers, sector associations—so they can deliver better, lasting services to companies.

How it works

- Capacity development for BSOs: strategy, service design, quality management, monitoring, and staff coaching.
- Market access services: trade fair participation, buyer missions, B2B matchmaking, market intelligence, and compliance orientation—delivered by BSOs, with SIPPO's guidance.
- Systemic approach: focus on building sustainable, institutional capabilities instead of one-off firm subsidies.

In Albania

SIPPO works with BSOs such as AIDA, NTA, and sector associations to:

- upgrade export readiness and compliance/certification guidance;
- professionalize trade-fair/B2B services in target sectors (e.g., value-added textiles/workwear, sustainable tourism, natural ingredients);
- embed monitoring & learning so services scale and endure beyond the programme.

Who benefits

- BSOs (stronger services, partnerships, and credibility)
- SMEs (faster buyer onboarding, clearer requirements, and market connections)
- Donors & policymakers (evidence-based, sustainable export promotion)

ALBANIA'S WORKWEAR SECTOR — FAST, FLEXIBLE, AND FUTURE-READY

Albania has a concentrated base of SMEs and mid-size manufacturers specializing in workwear, uniforms, and light PPE (hi-vis, horeca, healthcare, school, security). Companies combine EU-facing service discipline with short decision lines, making them ideal partners for fast, repeatable orders and private-label programs.

Core capabilities

- End-to-end CMT/CM/FOB: pattern adaptation, grading, sampling, cutting, sewing, QA, packing.
- Value-add options: embroidery, printing, reflective tapes, branding, labelling, size sets.
- Materials sourcing: regional fabrics/trim, OEKO-TEX® options on request; buyer-specified inputs.
- Operational reliability: in-line and final AQL checks, documentation aligned with EU buyer SOPs.

Why source in Albania (buyer benefits)

- Speed to market: Near-EU location (Durrës port, fast road links) enables short lead times and quick repeats.
- Supplier agility: Medium MOQs and flexible change management across SKUs/seasons.
- Total landed cost control: Competitive manufacturing with lower logistics risk vs. long-haul supply chains.

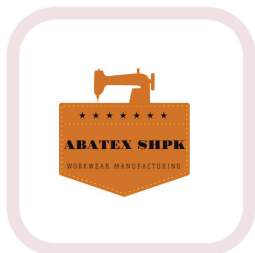
- Traceable, direct communication: English/Italian/German-speaking teams and transparent shop-floor coordination.
- Regulatory comfort: Familiarity with EU norms on labelling, documentation, and product stewardship.

Sustainability, circularity, and green energy

- Nearshoring = lower freight footprint: Shorter routes reduce transport emissions and volatility.
- Renewables on site: Many factories deploy solar PV to cut grid intensity and stabilize energy costs.
- Materials & process choices: OEKO-TEX®-aligned inputs on demand; growing uptake of recycled fibers where specs allow.
- Waste minimization: Pattern nesting, cutting-room optimization, and fabric segregation improve yield; several firms partner locally for textile scrap collection or repurposing.
- Compliance culture: Increasing adoption of ISO 9001, ISO 14001, ISO 45001, BSCI/SMETA—supporting buyer ESG requirements.
- Circular mindset in design: Durable construction, reparability (replaceable components), and clear care labels extend garment life cycles.

If you need reliable, quick-turn, ESG-aligned production for uniforms and workwear, Albania offers a compelling near-EU alternative—combining speed, flexibility, and greener operations with a growing culture of certification and continuous improvement.





ABATEX SHPK

Albanian apparel manufacturer focused on workwear, providing cutting, sewing, ironing, quality control, and packing services. The company serves EU brands with reliable lead times, consistent workmanship, and transparent communication throughout production. Abatex is strengthening process discipline and investing in skills to support repeat orders and long-term partnerships.

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Product categories: Workwear (trousers, jackets, vests, aprons) plus casual & fashion garments under CM/CMT models. The team can work from tech packs or counter-samples and supports trims/labelling and simple embellishments per client specification.

Markets: Poland, Italy, Germany, and the Czech Republic with 100% export to the EU. The company is accustomed to EU buyer requirements on documentation and delivery, supporting consolidation with freight partners and client-appointed forwarders.

Certifications: BSCI and OEKO-TEX® aligned materials on request. Internal QA checkpoints are applied at each operation, with final inspection and metal-detect (if requested) to align with buyer AQL practices.

N.D ALBANIA SH.P.K

Tirana-based manufacturer (since 2014) focused on workwear and protective clothing for EU markets. The company operates an integrated QHSE system and emphasizes consistent performance on fit, durability, and compliance with buyer standards. N.D Albania is used to structured buyer audits and can adapt documentation to client templates.

Product categories: Workwear and protective apparel, including trousers, jackets, vests, and industry-specific uniforms. Services cover pattern adaptation, size grading, labelling, and final packing in line with customer routing guides.

Markets: Germany and Italy with 100% export to the EU. The team supports consolidated weekly/bi-weekly dispatches and coordinates with buyer-appointed forwarders for efficient deliveries.

Certifications: ISO 9001:2015; ISO 14001:2025; ISO 45001:2018. The company maintains process controls across cutting, sewing, and finishing; final inspection reports can be shared with buyers as part of standard QA.



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Vertically capable garment maker offering in-house denim washing/finishing, cutting, embroidery, and sublimation printing. With a 200+ person workforce, the company delivers consistent quality for pants, jackets, and vests while managing seasonal complexity and multiple SKUs. Its integrated finishing gives buyers flexibility for product differentiation and faster response times.

Product categories: Men's & women's woven/knit garments with emphasis on bottoms and outerwear (pants, denim/chino, jackets, vests). The factory supports private label, branding, and embellishment programs, and can adapt to style updates mid-season when feasible.

Markets: Romania, Germany, and Italy with 100% export to the EU. Blue Sky is experienced with EU logistics routines, carton labelling, and buyer-specific packing standards, and can coordinate shipments in collaboration with client forwarders.

Certifications: BSCI, ISO, and Fair Wear participation. The company follows documented SOPs and in-line inspections, with final AQL aligned to buyer policy and records available upon request.

MAXBRAND

Full-package (FOB) producer specializing in professional uniforms for HORECA, healthcare, education, security, and construction. Maxbrand offers model development, branding (logos, patches), and coordinated collections, helping buyers unify workwear lines across departments and roles. The company's own label—MAXBRAND—reflects standard fits and hard-wearing fabrics for daily-use environments.

Product categories: Workwear/uniforms (medical scrubs, lab coats, chef wear, hi-vis vests/jackets, school uniforms). The team supports fabric/trim sourcing per client spec and offers size sets, fit adjustments, and repeat orders with stable quality.

Markets: France, Germany, and the Netherlands with growing EU exposure. Maxbrand is familiar with EU norms for workwear durability and care labelling, enabling smooth onboarding for new clients and distributor networks.

Certifications: — (certifications not specified by the company). Production follows documented quality steps and buyer-aligned measurement specs; wash/usage guidance can be customized on care labels and product inserts.



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MARLOTEX SHPK

Established in 2005 in Berat, Marlotex operates from two modern buildings (~8,000 m²) with a 140+ person team. The company produces home textiles, workwear, tote/textile bags, and technical textiles, combining disciplined manufacturing with customer service geared to long-term EU relationships. Investments in clean energy (incl. solar PV) and efficient layouts support stable lead times.

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Product categories: Home textiles (table linen, kitchen/home accessories), workwear (trousers, jackets, aprons), tote/textile bags, and technical textile items. Marlotex supports private label and can co-develop product specs, packaging, and branding elements.

Markets: France and Italy (~95% export to EU) with references that include well-known EU buyers. The company coordinates shipments with client logistics partners and can manage multi-style orders while keeping consistent quality.

Certifications: ISO 9001; BSCI; SMETA; AEO/OEA (Authorized Economic Operator). Quality is monitored through in-line and end-line checks; documentation and traceable batch control are maintained to align with buyer requirements.





invest in Albania



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