

Client AJ Business Statement v1.0

Client AJ

1. Executive Summary

The Client AJ facilities were visited on a fact finding basis on 10th July 2006. The facilities, which are wholly family owned, are large and well laid out. Cleanliness and the working environment are generally very good with several areas recently refurbished and plans in place to update the few small areas still in need. There was evidence of an on-going investment across each of the 5 facilities.

The capabilities of the company are suited to the production of export quality products to the middle and upper bands of the high street and mail order segments; whether boutique, chain or department store.

Manufacturing is flexible with capacity in place for large and varied orders covering a range of colours and styles at any one time.

Client AJ have on-going investment and cost reduction programmes. Processes are transparent, offer a consistent product and the client will not reduce quality to access a lower cost market. Prospective customers in the lower end of the market would require simpler design specification and higher volumes.

BBCL recommend Client AJ as a reliable supplier with the flexibility, wherewithall and drive to become a business partner as well as a straight forward supplier.

Client AJ, , Haryana, India

Chairman: YYYYYYY

- Min Order quantities vary by product and design and are stated with quotations
 - Rugs: Large room to small bath mats
 - Bed covers, cushion covers
 - Napkins, tea towels: plain, patterned, silk screen print
- Manufacture to customer or in-house design
- Orders supported by LoC
- Delivery FoB in Mumbai, India
- Example delivery time is 40 days ex-works to Felixstowe, England.

Mark Brady
Managing Director
Bajwa Consulting Ltd
8th September 2006

Client AJ

Site inspection by BBCL 10th July 2006

1. The Organisation

- Client AJ are a large Home Textiles manufacturer, based in Haryana.
- The company is privately owned and run
- Manufacturing takes place in 4 well laid out and modernised facilities, with a 5th site for inspection, packaging and despatch.
- Client AJ are financially secure as all 5 factory sites are wholly owned and Client AJ is part of a wider group
- Client AJ are a recognised "Star Export House"*

2. Products

- Client AJ produce a range of home textiles:
 - Reception room rugs
 - Cushion covers
 - Table Cloths, table settings & napkins, tea towels
 - Bed covers, pillow cases
 - Bath rugs, bath & WC mats
- Rugs and mats are available with linen, jute or rubber backing
- All coverings available with a woven pattern or silk screen print
- Client AJ are happy to produce other items to order, within the same sector.

3. Capabilities

3.1 Design

- Client AJ have a strong in-house design team, located at the head office.
- Investment in machinery, design hardware and software allows for a quick turn round time for samples and subsequent iterations.
- The team have detailed experience of:
 - Close weave rugs - plain & patterned
 - Open loop matting - plain & patterned
 - Complex, multi-colour screen printing
 - Embroidered finish

* Star Export Houses are government recognised as having a track record of exports attaining both quality and volume.

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3.2 Production

Client AJ have invested significantly in machinery and have the capabilities to dye, weave, print and finish to customer design or to supply designs from their in-house team.

- Dyes are available in a variety of colours. Vat dyeing is undertaken in facility #2, which has recently been re-furnished. The drying area is automated and well ventilated with rigorous inspection regimes.
 - All dyes are handled according to Indian legislative requirements.
- Client AJ recently invested >\$1m in an automated weaving machine.
 - This allows patterns to be programmed further reducing sample time.
 - Production rates have improved (up-time>85% inc scheduled maintenance)
 - Quality has improved on both the finished product and the air quality due to less airborne fibres being produced
 - It is worth noting that Client AJ removed 8 staff from the operation & inspection requirements on the weaving machine. ALL these staff were re-trained and are now employed in higher added value work
- The screen printing area is a large open plan area, again well lit and ventilated
 - All screen printing is done by hand as the owners prefer the finished quality
- Quality control is tight with staff well trained to spot defects and interrupt production as required.
- Volumes are flexible with the ability to up volumes within a short lead time and can cope with high runs on a 24/7 basis

3.3 Quality Control & packaging

- Inspection occurs at all stages with facility#5 dedicated to inspection packing and despatch.
- Training is comprehensive and set up for continuous improvement
- Packing is to customer specification and packed on pallets for container consolidation
- Bar coding, labelling & branding are to customer specification
- Supply chain integration is also to customer specification
- Funds are available for any logistics management/support required

3. Supply & Shipping Basis

- All designs are supplied Free on Board (FoB) under Letter of Credit (LoC).
- Shipping to Felixstowe takes 40 days from factory despatch.
 - Other European ports are used at a similar timescale

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- Min Order quantities vary by product

4. Summary

Client AJ is a well run, well funded and successful organisation. The owners are experienced across a range of businesses; all of which are profitable with sufficient funds for any investment required to meet changing market demands.

Processes and facilities have been modernised and Client AJ are a prime example of the new Indian business model. Operations are professional and forward looking. Both key senior managers are well travelled and have a sound understanding of the requirements and expectations of prospective clients. BBCL have no hesitation in recommending Client AJ as business partners.

For further information, please contact: enquiries@bajwa-brady.com
For further information on BBCL please visit www.bajwa-brady.com

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