



# **KLOPMAN** INTERNATIONAL

QUALITY THAT WORKS





WHO WE ARE

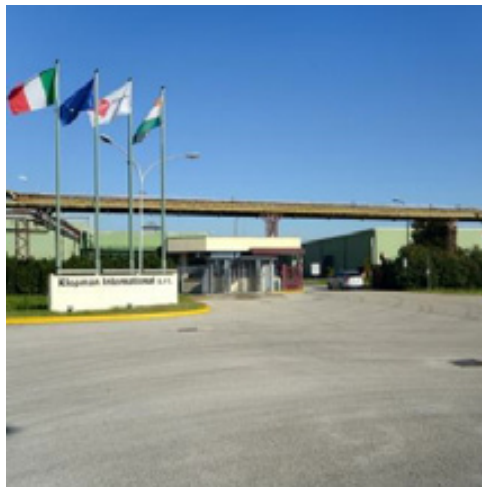
A HISTORY LONG NEARLY 50 YEARS

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- Klopman International is Europe's largest manufacturer of polyester/cotton and cotton fabrics for the image Workwear, Protectivewear and Corporatewear markets (and non-clothing fabrics).
  - The company is the **market leader in the European workwear market**
  - More than **400 employees** in Europe
  - In 2016 Klopman achieved **€120 million** in net sales.
  - Klopman International produces **40 million meters** of fabric annually
  - Its fabrics are sold and distributed in **64 countries** throughout Western & Eastern Europe, North Africa, India, Middle East, Australia and Far East.



## KLOPMAN INTERNATIONAL VISION & GOALS

“To be the best solution provider for the image Workwear, Protectivewear and Corporatewear sectors through the reliable, consistent and high quality supply of a broad mix of industrially launderable fabrics, combined with outstanding product innovation and service.”



Global supply capabilities from fully controlled manufacturing bases in Europe and the Far East



A 'one-stop-shop' facility committed to quality



A customer-driven organisation



OUR PRODUCTION STRENGTH  
KNOW-HOW & INNOVATION

## OUR PRODUCTION PLANT FROSINONE (ITALY)

**Total area** 400.000 m<sup>2</sup> (80 soccer fields), indoor  
70.000 m<sup>2</sup> (750 apartments)

Power plant **production of electricity** 4 MW =  
60% of production total need

**Biological waste water treatment** 50.000  
m<sup>3</sup>/week

Greige manufacturing + dyeing and finishing  
carried out at Frosinone plant (Italy)





## OUR JOINT VENTURE JAKARTA (INDONESIA)



### Joint Venture

Signed in 2012 between Argo Manunggal Textile (AMT) & Klopman International

### Capacity

15 million metres

### Certificates

Oeko-Tex Std 100 class II, ISO 9001, ISO 14001 (in progress)



## OUR JOINT VENTURE

### OUR PARTNER: THE ARGO MANUNGGA GROUP



**The Argo Manunggal Group is one of Indonesia's largest manufacturing companies in Indonesia**

A business with a global vision and worldwide distribution:

- Employs 32,000 people
- 30 factories throughout Indonesia
- Sales in excess of US\$720 million per annum
- About 50% of production is exported

The textile division is the core of the Group. The other group divisions are Steel, Poultry, Property, joint ventures and financial services



## OUR JOINT VENTURE JAKARTA (INDONESIA)

### OBJECTIVES:

#### TO SERVE

new markets outside Europe more efficiently

Indonesia is a strategic position to serve the whole of South Asia efficiently.  
KAI – Klopman Argo International offers customers based in the area the possibility to buy **European quality on their doorstep.**

#### TO SUPPORT

European customers with garment manufacturing in Asia

Every garment manufacturer in South Asia can count on the European expertise and quality offered with significant cost savings on logistics.

#### TO OFFER

the best European Quality & Consistency

Klopman attention to client and excellence in product making is handed over exactly the same in KAI: **the same raw materials, the same processes, the same quality controls.**



## OUR JOINT VENTURE JAKARTA (INDONESIA)

The KAI facility in Jakarta guarantees the same processes, and therefore the same product, of the Italian plant of Frosinone. This is possible thanks to: the local replica of machinery, people's training and constant control operated.

Up graded bleaching  
facility



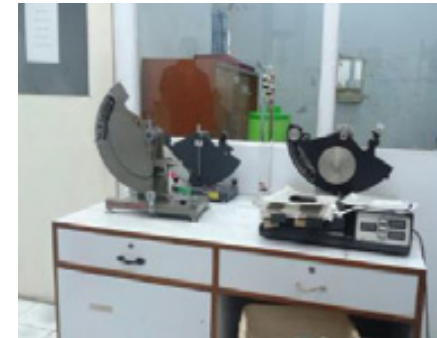
Up graded dyeing



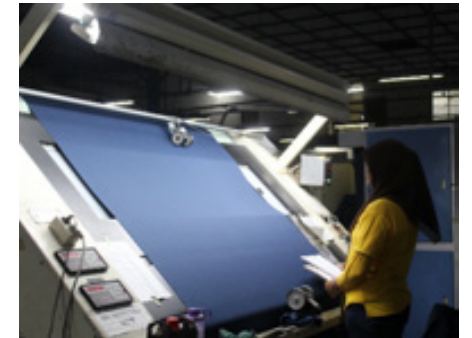
Upgraded finishing  
range



Well equipped  
Laboratory



Quality Control



## OUR JOINT VENTURE JAKARTA (INDONESIA)

### THE ONLY PRODUCER TO OFFER THE SAME PRODUCTS IN TWO DIFFERENT SIDES OF THE WORLD

Klopman produces in Indonesia exactly the same styles that secured the company success in the Europeans marketplace.

#### Locally produced styles:

- Indestructible
- SBM
- Milan
- Bari
- Bandmaster
- Crossover





# OUR HISTORY

‘A FABRIC YOU CAN LEAN ON’



## OUR HISTORY

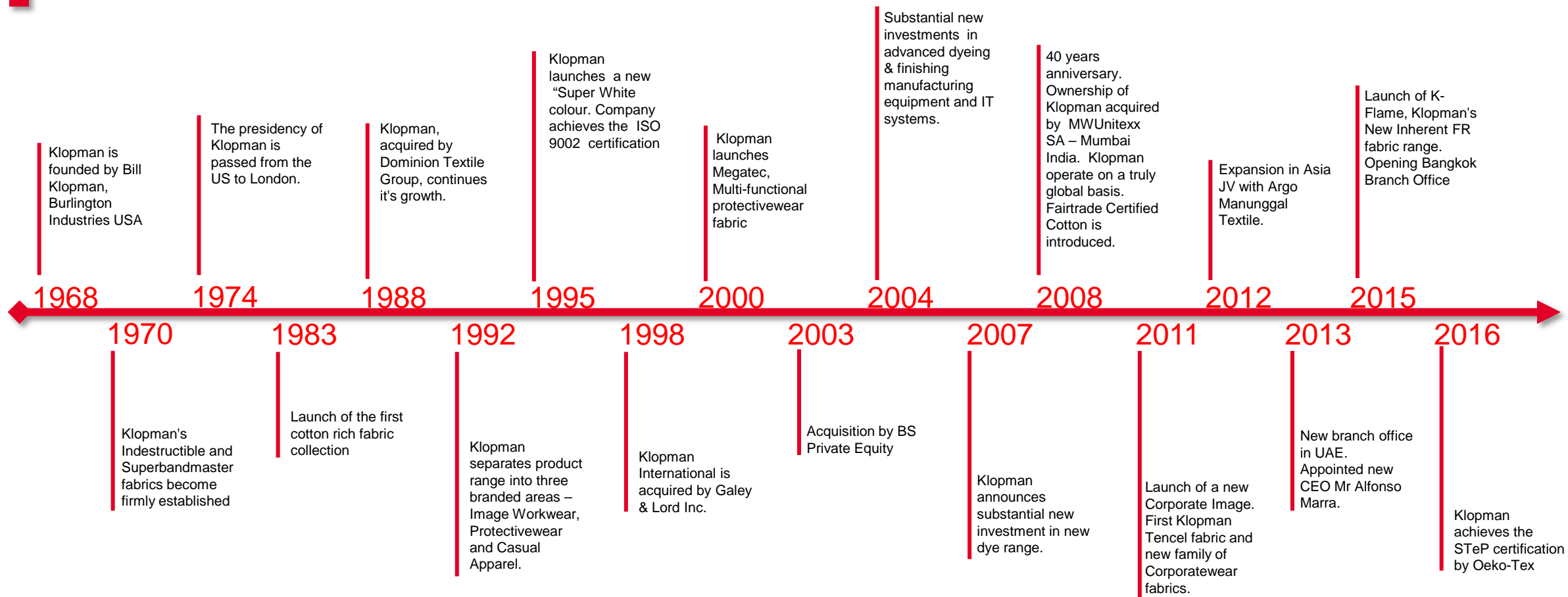
„A FABRIC YOU CAN LEAN ON“

In the late 1960's, American textile manufacturer **Bill Klopman**, in conjunction with DuPont, pioneered the development of the world's first polyester-blended fabric for industrially washed workwear. After extensive trials, the optimum performance fabric was achieved – using a **blend of 65% polyester/35% cotton**, the most important blend which is still in use today.

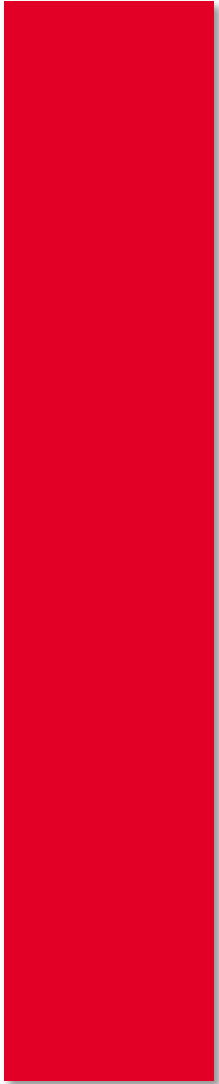
Acclaimed as a huge success by the US Laundry Association, **Bill Klopman then set his sights on Europe**. Market research proved positive and proposals were made to several European governments for the construction of a high-tech manufacturing plant. A site was located in Frosinone, Italy and this became the manufacturing base for Klopman's presence in Europe...



## OUR HISTORY TIMELINE



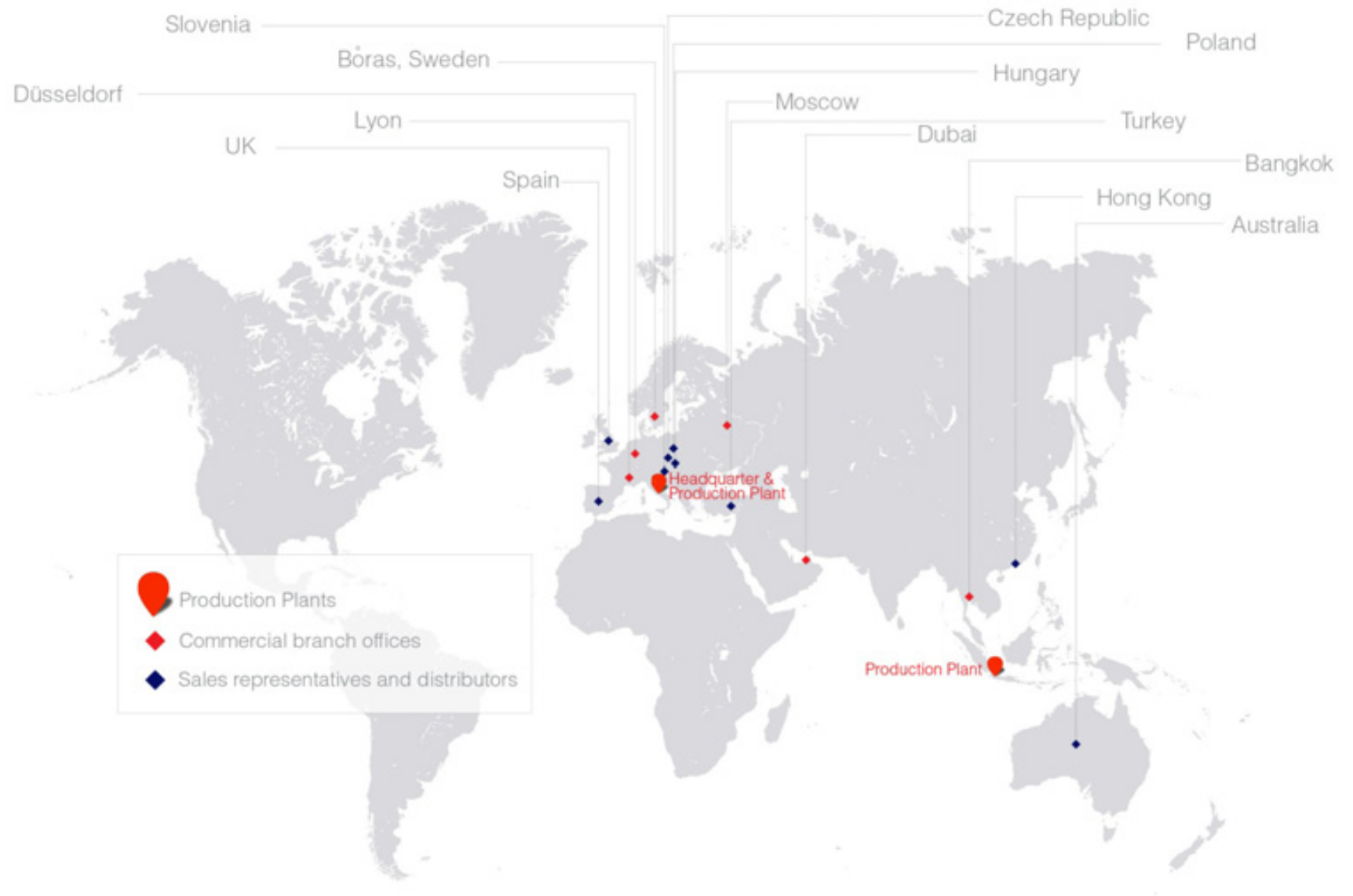




OUR WORLDWIDE PRESENCE  
DELIVERING QUALITY

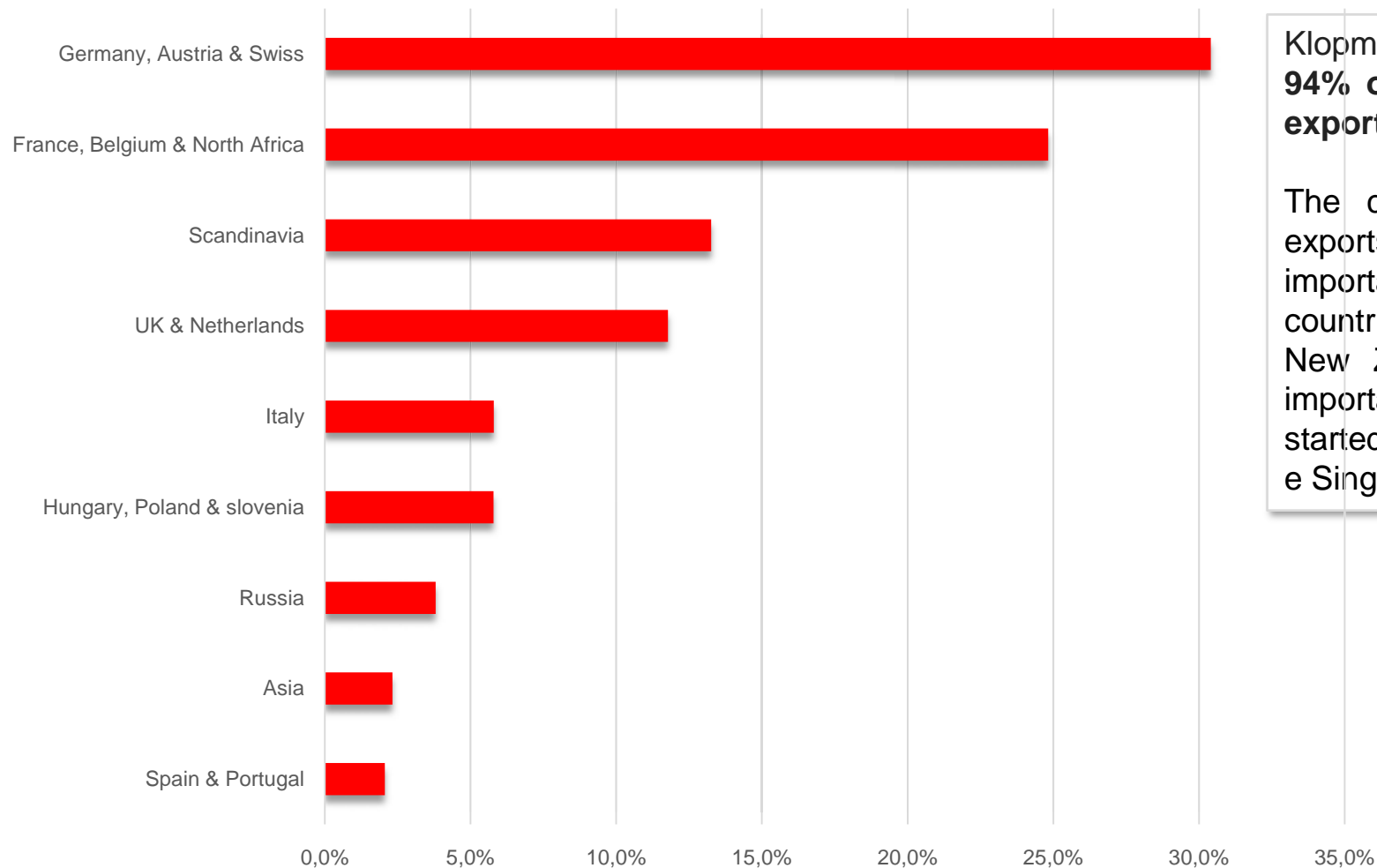
## OUR WORLDWIDE PRESENCE STRUCTURE

Klopman International has two production plants based in Italy and Indonesia, starting place of all the know-how and skills that make the company competitive in the marketplace. It has commercial branch offices in **Düsseldorf, Lyon, Moscow, Borås** (Sweden), **Dubai** and **Bangkok** and sales organizations in the **United Kingdom, Spain, Poland, Hong Kong, Slovenia, Czech Republic, Hungary, Turkey** and **Australia**. Its vast network of sales representatives, agents and distributors in Europe and the rest of the world are only part of the secret of the company's continuous growth.



## OUR WORLDWIDE PRESENCE

### % IN METERS SOLD (DATA 2016)



Klopman International realizes **94% of its annual turnover in exports.**

The countries where Klopman exports its products are 62, with important growths in far away countries like Oceania (+30% in New Zealand in 2015). New important businesses where started in Estonia, Laos, Tunisia e Singapore.





OUR CUSTOMER SERVICE  
COMMITTED TO CLIENTS



## OUR CUSTOMER SERVICE COMMITTED TO CLIENTS

Klopman is committed to offer the best possible levels of service.

The quality of its products is achieved through an extensive and truly pan-European network of dedicated and strategically located sales representatives, agents and customer service personnel.

Our customer support, in several languages, can assist clients in all activities pre- and after- sales.

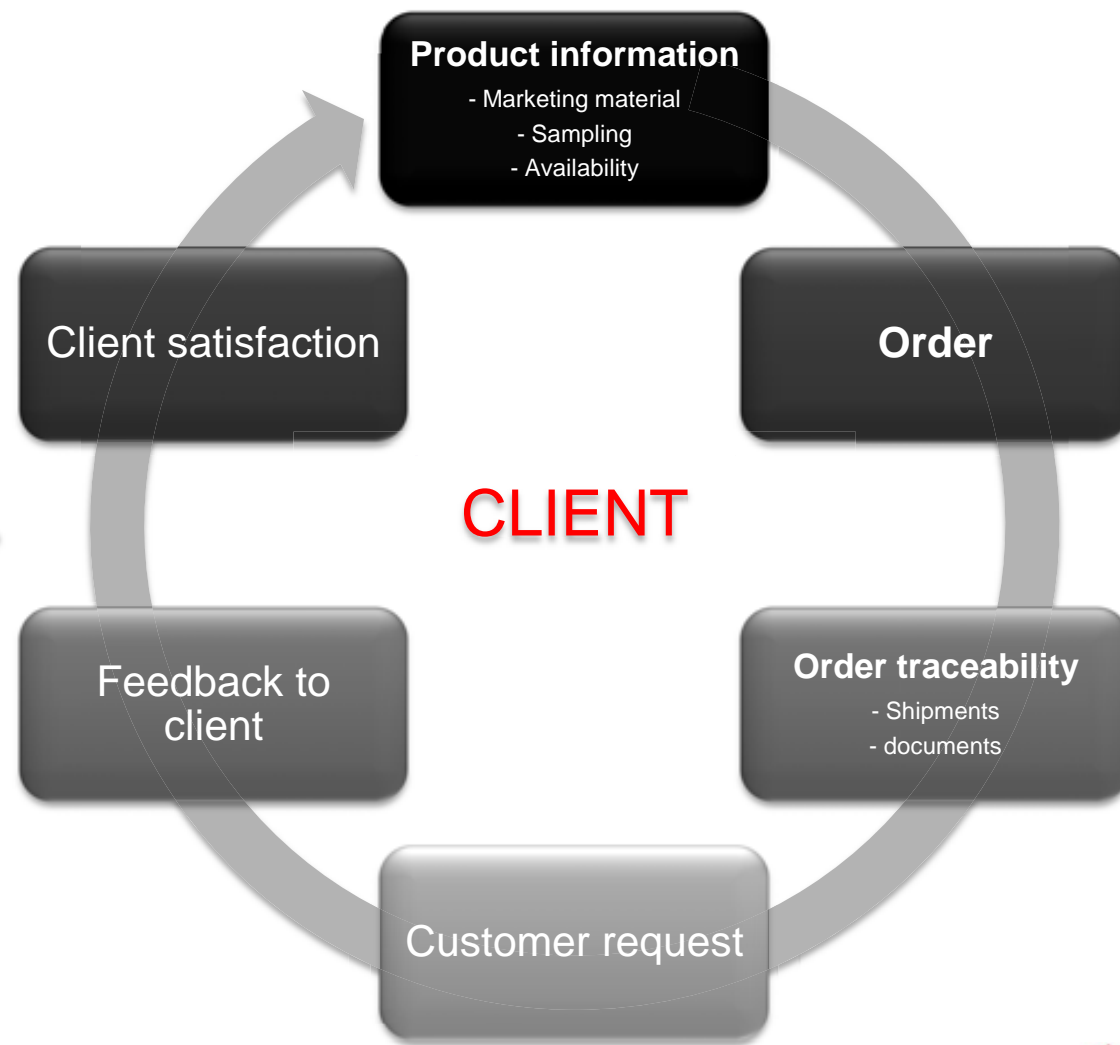
**Klopman offers expertise and assistance to laundries for best processing practice of products thru dedicated visits .**



## OUR CUSTOMER SERVICE THE PROCESS



The client is truly for us  
the centre of all activities.







OUR PRODUCTS  
SIMPLY THE BEST-IN-CLASS



## OUR PRODUCTS

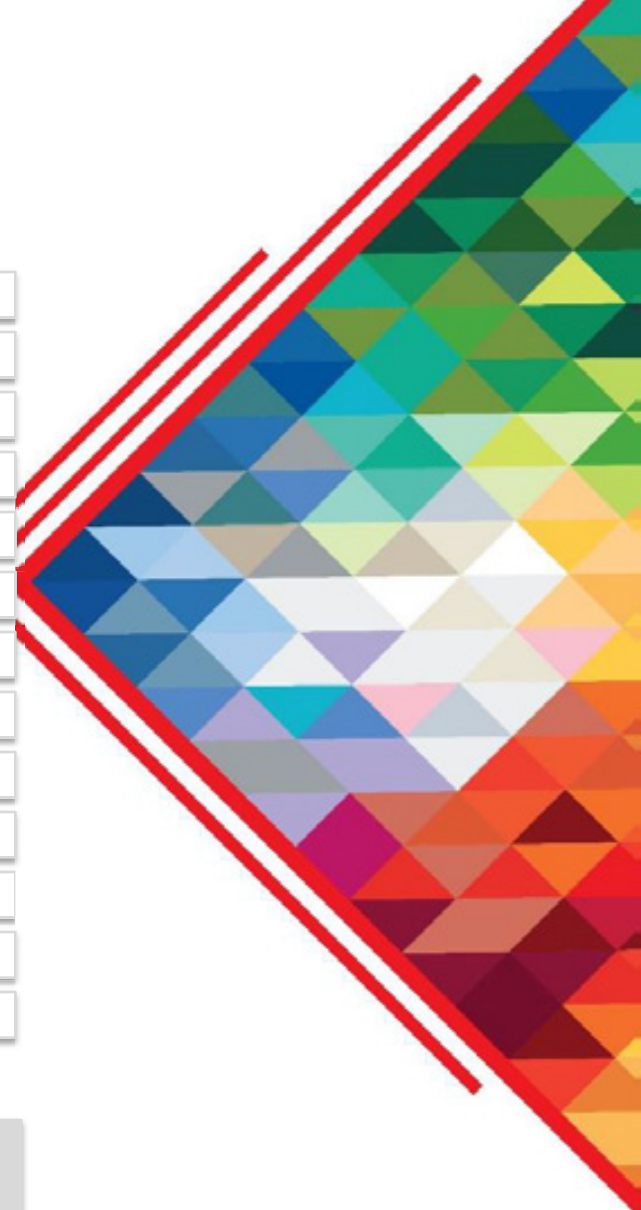
### THE FAMILY OF FABRICS

Three family of products, **Workwear**, **Protectivewear** and **Corporatewear**, for an extremely wide selection of fabric solutions:

- 65% Polyester + 35% cotton (with different finishes: crease resistant, DuraClean, Comfort+, etc)
- Cotton rich products
- Fabrics with Organic Fairtrade Certified Cotton and Recycled Polyester
- Nylon/cotton
- TENCEL®/polyester
- Cordura fabrics
- Rain proof EPIC® fabrics
- Treated or **Inherent** Flame Retardant fabrics
- High Visibility
- Laminates for foul weather protection
- Barrier Fabrics
- Multi-functional (antistatic, chemical repellent, welding protection, etc)
- With special finishing like: antimicrobial, water and/or oil repellent (*Hydrofoil*), mosquito stop, etc.



**Together with the widest colour range and the availability to work on customer based projects**



## OUR PRODUCTS

THE BEST OPTIONS IN TERMS OF:

Comfort	Skin friendliness (certified to Oeko-Tex® Standard 100)
	Optimized fabric/fiber blend
	Good air permeability/ breathability
	Quick drying
	Innovative fabric options: natural flex,
	soft touch, thermophysiological, etc.
Image	Extremely high color performance: consistency and continuity
	Wash-and-wear (crease recovery factor)
	Flexibility to adapt to the most demanding garment designs
Durability	Very good shrinkage performance even after repeated industrial launderings
	Extremely good pilling performance after repeated washing
	Color fastness
	Tear performance
	Light fastness (prevents color fading)



## OUR PRODUCTS THE WORKWEAR LINE

### WORKWEAR FABRICS

Klopman is Europe's only manufacturer dedicated solely to the production of fabrics for workwear and imagewear.

**Over 40 million working Europeans wear garments made in Klopman fabrics.**

Klopman works closely with Europe's largest garment manufacturers and rental laundries: a unique position that ensure the company to monitor trends and analyze feedback from wearer trials and end-users.

Universally recognized for the quality, performance, durability, consistency and color retention of their fabrics, Klopman also has a well-deserved reputation for innovation **and has been responsible for many of the most exciting developments in the world of workwear fabrics.**





## OUR PRODUCTS

### THE PROTECTIVEWARE LINE

## PROTECTIVEWEAR FABRICS

Keeping people safe in hazardous working situations, in accordance to client's needs and local weather conditions is Klopman's mission in the Protectivewear sector.

Klopman can today offer a complete range of Protectivewear products that covers all the following:

- Inherent Flame Retardant fabrics
- Treated Flame Retardant fabrics
- Multi-functional (antistatic, chemical repellent, welding protection, etc)
- High Visibility
- Laminates for foul weather protection
- Barrier Fabrics
- With special finishing like: antimicrobial, water and/or oil repellent (*Hydrofoil*), mosquito stop, etc.



## OUR PRODUCTS

### THE NEW FLAME RETARDANT INHERENT FABRICS

## PROTECTIVEWEAR FABRICS

K-Flame is Klopman's new range of **inherent Flame Retardant fabrics** conceived to offer resistance to heat, flame and welding also supplying antistatic and electric arc protection. A very high level of safety is guaranteed to workers thanks to intrinsic material characteristics giving the highest perception of comfort to the wearer.

K-Flame fabrics secure high protection to numerous end uses applications, such as:

Petrochemical and refinery industry | Offshore (oil and gas platforms) | Petrol stations | Welding industry | Chemical industry | Transport of hazardous goods | Energy and power | Glass and ceramic industry | Mining industry | Utilities | Railway | Maintenance work



## OUR PRODUCTS

### THE CORPORATEWEAR LINE

## CORPORATEWEAR FABRICS

**SECURITYWEAR FABRICS:** offer fantastic durability, comfort and freedom of movement, making the wearer feel confident, assured and safe in a tough environment.

**CAREERWEAR FABRICS:** guarantee easy care combined with comfort and freedom of movement.

**CASUAL WORKFASHION FABRICS:** places the spotlight firmly on authenticity, offering a wide variety of different possibilities for innovative designs.

**DENIM:** the professional alternative to traditional cotton denim, offering a choice of intense colors and excellent performance after repeated washing.



# OUR QUALITY SYSTEM

## QUALITY THAT WORKS





## OUR QUALITY SYSTEM

### QUALITY THAT WORKS

#### KLOPMAN FABRICS ARE WORLD-RENOWNED FOR THEIR CONSISTENT QUALITY.

This is due to a combination of the **dedication and expertise** of the people who work at Klopman and substantial **on-going investment in a wide range of systems and technologies** specifically designed to ensure that the highest standards are maintained at all times.



strict quality control procedures at all stages of the manufacturing process - from the selection of fibers, through to spinning, weaving, dyeing and finishing.

Dedicated raw material and greige sourcing from high quality suppliers

State-of-the-art dyeing and finishing technology to ensure absolute color consistency

Prior to final dispatch, once again all finished fabric is thoroughly checked for quality including manual shade control in relation to both Klopman's own specifications and those of the customer.

#### Audits availability to check:

- Security
- Environment
- Process

## OUR QUALITY SYSTEM

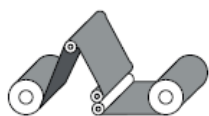
### QUALITY THAT WORKS

Our quality control system involves the whole production process:

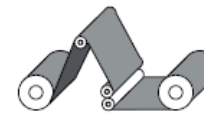
**The whole process is traceable in every production step.**

The final inspection ensure the highest standard control in the industry through an extreme care and evaluation of homogeneity of colours and performances before shipment.

#### Greige inspection



Greige fabric is electronically and visually inspected for quality classification

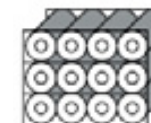


#### Process control

Production: process control all along the production lines

#### Final inspection

Fabric is inspected for quality grading, laboratory testing and shade control



Fabric rolls are grouped by shade and organized on pallets according to customers' needs



Shipment



# OUR CORPORATE SOCIAL RESPONSIBILITY



## OUR CORPORATE SOCIAL RESPONSABILITY THE COMMITMENT

We believe that a responsible approach to business contributes to our commercial success in the marketplace.

Responsible business practice is about making money in a way that minimizes negative impact and maximizes the positive benefits of our business on people and the planet.

At Klopman we remain committed to improving the ways in which we manage and communicate our social and environmental impact.





## OUR CORPORATE SOCIAL RESPONSABILITY THE ENVIRONMENT

Klopman never forgets that we all have a **responsibility to protect the environment**:

- **All liquid by-products used in the manufacturing process are neutralized** before discharge into an on-site effluent treatment plant and wherever possible water is recycled to reduce wastage.
- **Air extraction systems** throughout the plant ensure that the air expelled is **constantly filtered and purified** to ensure that no potentially harmful substances are released into the outside environment.
- **The cotton fibres chosen by Klopman are of a high quality of whiteness** there is a reduced need for processing to achieve finished fabrics with exceptional whiteness.



## OUR CORPORATE SOCIAL RESPONSABILITY

### ENERGY SAVING

Klopman produces a major part of needed electricity through cogeneration. This utilizes the otherwise wasted steam from our manufacturing process, and is a highly efficient means of generating heat and electrical power at the same time from the same energy source.

Production of electricity	=> 4 MW = 60% of our total need
Steam	=> 50 tons/h at 70 atm
Biological waste water treatment	=> 45,000m <sup>3</sup> /week

#### **DIRECTIVE 2003/87/EC**

This scheme sets the limits of greenhouse gas emissions for companies operating in the EC. Klopman is not only compliant with this, but is actually performing far more effectively than required:

- Emission limit set for Klopman for CO<sub>2</sub> is around 43,833 tonnes/year
- Emissions produced in 2015 were less than 33,500 tonnes/year

## OUR CORPORATE SOCIAL RESPONSABILITY CERTIFICATIONS ACHIEVED BY KLOPMAN



Standard based on a number of quality management principles including a strong customer focus, the motivation and implication of top management, the process approach and continual improvement.



Maps out a framework that a company or organization can follow to set up an effective environmental management system.



Provides proof that an organization identifies and controls its health and safety risks, reducing the potential for accidents safeguards legislation compliance improves overall performance.



Standard that regulates and controls the use of harmful substances in textile production. Approval under the Standard ensures fabric poses no risk to human health and will provide skin friendly clothing.



STeP certification standard is to help production facilities to measure and improve sustainability, environmental performance, social responsibility, health and safety performance.



The aim of REACH is to obtain complete control of the substances present on the European market, to improve the protection of human health and the environment and to ensure better cooperation between companies involved in the production chain.



The purchase of a product made with Fairtrade Certified Cotton enables the improvement of working and living conditions of cotton producers in developing countries and encourages environmental protection.



Better Cotton exists to make global cotton production better for the people who produce it, for the environment it grows in, and for the sector's future.

## OUR CORPORATE SOCIAL RESPONSABILITY

### STeP – Sustainable Textile Production



Level 3

Klopman has recently achieved the prestigious STeP certification released by the International Oeko-Tex® Association representing a new standard system to measure manufacturing performances in terms of environmental performance, occupational safety and social working conditions along the entire textile chain. The certification system analyses the facility performances in terms of:

- Environmental performance
- Workers' health and safety
- Social responsibility
- Chemical products and their use
- Environmental management

**Klopman has achieved Level 3 in all the above.**



## OUR CORPORATE SOCIAL RESPONSIBILITY FAIRTRADE COTTON



- The certification is based on international standards validated by FLO-Cert (Fairtrade Labelling Organization).
- Klopman's range of fabrics made with Fairtrade Certified Cotton offers the high level of quality and performance customers expect from Klopman. In addition purchasers can be sure that they are actively contributing towards a sustainable livelihood for cotton producers in the developing world by helping to ensure they receive a fair price for their product.

## OUR CORPORATE SOCIAL RESPONSABILITY

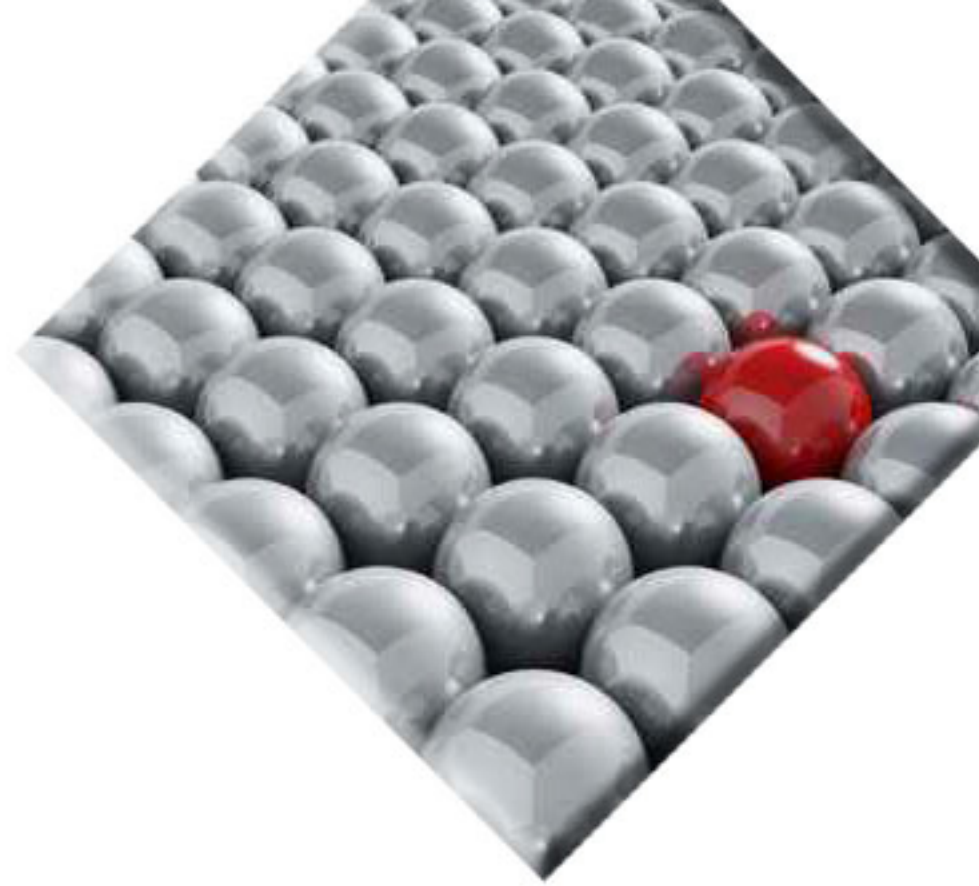
### BCI – Better Cotton Initiative



Klopman is now member of the Better Cotton Initiative (BCI) to help farmers to grow cotton in a way that reduces stress on the local environment and improves the livelihoods and welfare of farming communities.

**Better for the Environment:** better farming practices lead to less pesticide and fertilizer use, less water use, healthier soil and the conservation of natural habitats.

**Better for the People:** healthy and safe farming practices, implementing decent working conditions in line with the International Labour Organization (ILO) conventions.



**WHY KLOPMAN**  
QUALITY THAT WORKS

## WHY KLOPMAN

### QUALITY MAKES THE DIFFERENCE

#### **EXPERTISE & CREDIBILITY**

Over 40 years of experience in the production of polyester/cotton blends fabrics and a key partner to garment manufacturers, end users and rental laundries

#### **COMMITMENT TO ADVANCED TECHNOLOGY**

continuous investment into state-of-the-art technology and fabric innovation, based on the knowledge of market needs & trends

#### **VERSATILITY & FITNESS-FOR-PURPOSE**

extensive choice of high performance fabrics, specialised finishes and colours, designed for a wide range of workwear, protectivewear and corporatewear applications

#### **QUALITY CONTROL**

highest quality management standards, including ISO 9001:2008 accreditation with fast track EN verification available on-site

#### **CONSISTENCY & CONTINUITY**

integrated manufacturing and quality control from fiber to finishing, for guaranteed continuity and consistency of quality and performance



## WHY KLOPMAN

### QUALITY MAKES THE DIFFERENCE

#### CSR - CORPORATE SOCIAL RESPONSABILITY

BS EN ISO 14001:2004, BS  
OHSAS 18001:2007 & Step  
certification - all fabrics  
certified to Oeko-Tex®  
Standard 100 - fabrics with  
Fairtrade® or BCI certified  
cotton and recycled  
polyester - CSR program  
and code of conduct

#### LOGISTICS

dedicated international  
distribution network

#### SERVICE

sales, technical  
service, customer service  
and marketing support – all  
totally committed to  
providing fast and efficient  
service

#### ALL-ROUND PERFORMANCE

outstanding quality and long  
term durability for  
exceptional wearer comfort  
and safety



## OUR PARTNERS

### WORLDWIDE RECOGNIZED BRANDS



CORDURA® - a registered trademark of INVISTA, for extremely durable fabric solutions



LYCRA® T400® fibre from INVISTA - a special fibre providing stretch and recovery along with moisture management properties



TENCEL® - a registered trademark of LENZING for a new generation of Lyocell fibres



FR flame retardant PROBAN® finish - a registered trademark of Solvay. Klopman is a registered, long-established PROBAN® licensee



KERMEL®, an inherently flame resistant fibre and a registered trademark of KERMEL® S.A.S.



Nega-Stat® – an anti-static filament and registered trademark of Barnet, offering efficient electrostatic dissipation for earthed and unearthed garments



The brand is a trademark of SANITIZED AG, Switzerland, and a globally recognized sign of quality for antimicrobial hygiene function and material protection



DuPont TEFLON® Shield + fabric protector offering excellent repellency to both water and oil based stains, to keep fabrics and garments looking new for longer



EPIC® by Nextec, a unique patented technology adding ultimate weather protection to a wide range of woven fabrics, which is now available on a selection of Klopman fabrics as a result of our cooperation with PT. Argo Manunggal Textile / EPIC Technology International.



The first olefin-based stretch fiber that delivers thermal stability up to 220°C, resistance to harsh chemicals and unique tensile response and stretch behavior



**COTTON RICH**  
BY KLOPMAN

**POLY COTTON**  
BY KLOPMAN

**STRETCH**

**RECYCLED PES**

**TENCEL® POLYESTER**

**K-Flame**

**CONFIDENCE IN TEXTILES**  
Tested for harmful substances according to EN 1831-1:2005 and EN 1831-2:2005

**BARRIER**

**CORPORATE WEAR**

**SECURITYWEAR**

**EARTHMADE**

**ANTI-STATIC**

**PROTECTIVEWEAR**

**CAREERWEAR**

**CASUAL WORKFASHION**

**FLAME RETARDANT**

**HIGH VISIBILITY**

**DENIM**

**MULTI FUNCTIONAL**

**KLOPMAN**  
INTERNATIONAL

QUALITY THAT WORKS