

Fran International (Private) Limited

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COMPANY PROFILE

INTRODUCTION:

Fran International (Private) Limited was started by Mr. & Mrs. Nariman K. Irani in 1973, as a trading and buying house serving markets in Japan, USA, Europe, the Sub Continent and the Middle East. In 1973 when it was appointed by R.H. Macy & Co. Inc., USA, it became the first Buying Agency established in Pakistan.

Presently it offers a unique combination of essential services to market, promote, and facilitate the exports of Pakistani home textiles and garments to their Principals, which include sourcing suppliers, arranging meetings, communicating between Buyer/Supplier, negotiating orders, and controlling Buyer's specification, quality and delivery dates.

Since inception, Fran International (Pvt) Limited has been a Member of the Karachi Chamber of Commerce and Industry, and currently its Directors and executives are members of the Pakistan France Business Alliance, Pakistan German Business Forum, Pakistan Japan Business Forum and South Asian Association for Regional Cooperation.

HISTORY:

Fran International (Pvt) Limited was incorporated on January 12, 1973. It has functioned as a Commercial Importer and Exporter and Buying Agent in Pakistan.

Fran International with its professional teams has served mail order/catalogue houses, department stores, retail outlets importers and exporters in USA, Europe and Japan.

MISSION & VISION STATEMENT:

Our Mission: Is to give our buyers the best service and exceed their expectations. Our goal is to achieve best results: production as per Buyer's specifications, competitive prices and timely deliveries.

Our Vision: Through the best business practices, observing high personal and corporate standards of morality, integrity and judgment we look forward to continue evolving and growing as a Company.

1. GENERAL RESPONSIBILITIES :

- a. Arranging Buyers' visits and accompanying them to suppliers' factories while in Pakistan. Alternately, Fran International coordinates with the Buyers/suppliers for meetings at Buyer's Head Office or in convenient locations such as Dubai, Dhaka etc.
- b. Sourcing the best products at the most competitive prices as per the Buyers requirements.
- c. Correspondence with Principal and suppliers to ensure smooth communications.
- d. Development and Order Sampling.
- e. Follow-up of production and for timely deliveries of the orders.
- f. Informing the Buyers about the market trends in Pakistan.
- g. Exclusively computerized system of purchase and follow up of materials, Order and Production Follow up, Production Audits analyzed to ensure accuracy and avoid eleventh hour surprises.
- h. Professional Service.

2. SUPPLIER SOURCING:

Fran offers its services to their foreign Principals, representing them as their Buying Agent in Pakistan. Fran works with Pakistani suppliers who are from major industrial groups with vertical setups, well equipped, having a strong financial base, located in Karachi, Lahore, Faisalabad and Multan; these suppliers are selected through our vigorous evaluation process. We constantly assess the manufacturing and management capabilities of suppliers by evaluation of plant, machinery and equipment, as well as labor skills, social compliance, financial strength and management style of the company.

While sourcing a supplier, Fran International gives priority to their past performance, market reputation, evaluation of their facilities, staff and social compliance standards.

We have developed a wide base of competent supplier, based on their reliability and performance, thus strengthening our position to negotiate on our customers' behalf.

Certifications held by our Suppliers:

✓ ISO – 9001 : 2008



✓ SA – 8000 : 2008



✓ WRAP



✓ SEDEX



✓ REACH



✓ OEKOTEX



✓ GOTS



✓ OE – 100 EXCHANGE



✓ OE – BLENDED



3. QUALITY CONTROL / POLICY:

‘Attention to Details’ and ‘No Surprises’ is our forte when it comes to quality control. Our Quality Assurance Inspectors visit the manufacturing sites at various stages of production to ensure that Quality and specifications conform to our Buyers’ orders and mutually agreed standards. When the goods are finally ready, a Final Inspection (according to buyer AQL standard) is conducted by our QA team.

To serve our buyers and give more comprehensive services we have installed a laboratory for in-house testing in which we conduct tests according to ISO & buyer testing specification for Shrinkage, Torque, Color fastness on different fibers, crocking, shade variations etc....

Fran International has special software programmes to control all stages of the orders, which results in delivery of quality products as per Buyer’s specifications.

4. SOCIAL COMPLIANCE:

As per Buyers' requirement, Fran International audits its Suppliers' facilities to ensure they pass their Social Compliance policy which includes:-

- a. Health and safety procedures.
- b. Zero tolerance for child labor/ prison labor/ forced labor.
- c. Provision of required standards for working, eating and sanitation facilities.
- d. Minimum wages as per the country's norms.
- e. Working hours to conform to country's labor laws.
- f. Provision of adequate fire safety equipment duly serviced and updated.
- g. Training of employees to handle firefighting equipment in case of emergencies.

5. LOGISTIC SUPPORT:

Our experienced logistics department works diligently and communicates with the Buyers Import Department and their forwarding agents for timely shipments which includes checking / tracking shipping documents, freight consolidation, and coordination of information between all the parties involved. This cooperation results in reducing unnecessary delays and demurrage charges.

Fran International issues Inspection Certificates to enable supplier to negotiate documents with their Bankers (if required by the Buyer and stated in the payment terms / Letter of Credit).

6. CLIENTS:

Through the decades, Fran international has been a representative of the following major mail order houses, department stores and retailers as their Buying Agent in Pakistan:

R.H. Macy & Co. Inc. USA,
Montgomery Ward USA,
McCrorry Stores USA,
Kaufhof / Kaufhalle Germany,
Gemex Switzerland,
La Rinacente / Upim Italy,
El Corte Ingles / Hipercor Spain,
Venca Spain,
3 Suisses France,
Anne de Solene France,

Kiabi France,
Quelle France,
Boftex U.K.,
Daiso Japan,
Dan Shoji Japan,
Japan Impex Japan,
Mitsukoshi Japan

7. COMMUNITY SERVICE:

Fran has always been conscious of its Social Responsibility to the less fortunate around us. Over the years, donations in cash and kind have been given to orphanages, health and educational institutions and for relief to victims of natural disasters etc. Named below are some of the organizations that received our support:

Aga Khan University Hospital – Patient Welfare
Alliance Française Karachi – SOS Children’s Village, Quetta
Al-Mehrab Tibbi Imdad – Hospice for the terminally ill
Al Umeed – facility for rehabilitation of special children
Bait ul Sakoon – Hospice for the terminally ill
Consulate General of the Republic of China – Earthquake Relief
Edhi Trust – Support of the poor and needy
Family Education Services Foundation – Schools for the Deaf
German Speaking Women’s Club – Support of worthy causes and charities
Omar Asghar Khan Development Foundation – Earthquake and Flood Relief
Parsi General Hospital – Patient Welfare
Rashid Memorial Welfare Organization – Flood Relief
The Inner Wheel Club of Karachi – Support of worthy causes and charities
The Rotary Club of Karachi Charitable Trust – Support of worthy causes and charities

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