



PROJECT FOSTEX Deliverable

D.1.1. Methodology pack/ The Industrial Survey



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Dear Participant

On behalf of FOSTEX Project, we would like to thank you for participation in completing this survey, which aims at understanding your needs and problems so that we can propose a capacity building plan that can meets your needs.

FOSTEX project is an Erasmus Plus project that aims to fill the gap in the area of specialized services for the textile sector, with the establishment two textile centers in Universities of Jordan (2) and the upgrade of two textile centers in Morocco (2). Through totally new and upgraded services such as a) quality testing, b) certification of products, c) training, d) informative seminars on fashion trends, e) on new ways of organization of production, f) on funding opportunities, g) the organization of trade missions, h) support of participation in exhibitions I) promote entrepreneurship and integration of refugees into the textile sector. Ultimately, the goal is to foster the university-industry collaboration to support the development of innovations in the textile sector in Morocco and Jordan to generate an ecosystem of advanced textile materials. Those centers will become a valuable ally for the textile sector for its further development.

The project also aims to reinforce the link between University research and the textile sector that will foster innovation and the manufacturing of high added value products.

The project complies with the recent national industrial policy for the years (2017 – 2021) that aims to develop competitiveness of Jordanian industries in the area of production cost, quality, certification, export and innovation in addition to linkage between the industrial sector and Universities and research sector in order to establish partnership between the two sectors, encourage applied research and technology transfer.

Your participation will help the consortium better understand your needs and problems so that we can propose solutions and provide the needed training.



Industrial Sector Survey

First Part/ General Information

1. Company Name:

2. Company Location:

3. The Year of Establishment:

4. Company type:

- ☐ production
- ☐ trading/commerce
- ☐ both
- ☐ outsourced services
- ☐ none of the above (please determine):



5. The industrial sub-sector of your company:

(you can choose more than one):

- ☐ Clothes production
- ☐ Fabric production
- ☐ Textile production
- ☐ Knitwear production
- ☐ trade in one of the above (please determine):
- ☐ none of the above (please determine):

6. How would you classify the company according to the number of its employees?

- ☐ Very Small (less than 10)
- ☐ Small (10 to 49 employees)
- ☐ Medium (50 to 249 employees)
- ☐ Large (more than 250 employees)

7. Company exporting to the total sales?

- ☐ zero
- ☐ more than 5% and less than 20 % of sales
- ☐ 25% to 50% of sales
- ☐ 51% to 75% of sales
- ☐ More than 75%

Second Part/Competitive and Domestic Sales and Export



1. Comment on the impact for each of the following factors on your competition and sales in the local market:

Factor	Strong (high)	Well Observed (moderate)	weak	No impact	Can't be determined
Exemption of imports from several countries from customs duties as a result of free-trade agreements with these countries					
High production costs, which lead to the difficulty of price competition with imported products					
The huge amount of imported products, which are lower quality than the national products, and affecting the price based competitiveness					
The strong competition with higher quality of imported products (fiber quality, textiles, pigments, etc.)					
The strong competitiveness and the inability to compete the innovative modern designs and modern fashions of the imported products.					
Other factors (please determine):					

2. Comment on the effect of each one of the following factors on your company exports and the ability to export for international

Factor	Strong (high)	Well Observed (moderate)	weak	No impact	Can't be determined
The products prices and costs					
The products quality					
The products designs and the compatibility with modern fashions					
The available information about the					



export opportunities and market channels (export)					
Promotion and marketing tools (participation in exhibitions, trade delegations, direct contacts with importers, etc.)					
The deals with specific categories of exporting markets (Arabian markets, etc.)					
The existence of free trade agreements linking Jordan with some target countries to export them					



3. Comment on the level of importance in order to improve the competitiveness in the local and international markets:

Factor	Strong (high)	Well Observed (moderate)	weak	No impact	Can't be determined
Protection of the local market production by imposing customs duties on the imported clothing.					
Improving the skills of the local labor					
Improving the skills of the local production supervisors					
Improving the skills of the local designers					
Simplifying the laws of recruiting the workers from abroad					
Improving the productivity and reduce the waste and costs of production and marketing processes					
Facilitating and improve the lending programs					
Obtaining international quality and conformity certificate					
Using the updated modern technology and machines					
Manufacturing the added values products in terms of distinctive and innovative designs, quality of fabrics, accessories and materials used					
Manufacturing added values products in terms of using high quality and new textiles (advanced textiles)s					
Promoting the networks with the importers of the exporting markets.					
Other (please add).....					

**Third Part/ The collaboration with universities, and scientific research centers**

Note: This part only in case you already have collaboration with the academic and scientific sectors.

1) How Many times you collaborate with the academic/scientific research sectors?

- ☐ once
- ☐ few times
- ☐ usually

2) The funding resource for the collaborative projects are:

- ☐ self-funding
- ☐ national
- ☐ international
- ☐ other (please specify):

3) The field are of the collaboration:

- ☐ design and new fashions
- ☐ improving the existing products
- ☐ enhancing the production technologies
- ☐ production management and increasing the productivity (decreasing the costs and wastes)
- ☐ training for the workers
- ☐ applied graduation projects/ teaching materials for the student on their studies
- ☐ scientific consolations
- ☐ applied scientific research
- ☐ others (please specify):

4) Is/was the collaboration successful:



☐ Yes ☐ No

5) If no, why?

- ☐ Insufficient contact
- ☐ Lack in funding
- ☐ Different priorities
- ☐ The needed outcomes were not achieved
- ☐ Lack in knowledge and experience in the related fields
- ☐ Lack in knowledge for students
- ☐ Other (please specify):



Part Four

Different Questions

1) Have you been involved in any of the following activity the last 5 years in order to improve your business (you can choose more than one):

- ☐ Technical consultations
- ☐ Management consultations
- ☐ Financial consultations
- ☐ Training of workers
- ☐ Production of new products
- ☐ Improving the used production technologies
- ☐ Using advance textile among the products
- ☐ Searching for the needs of the aboard markets for exporting
- ☐ Improving the production management systems
- ☐ Improving the information systems
- ☐ Other (please Specify):

2) The quality assurance systems your company has (you can choose more than one):

- ☐ ISO9001
- ☐ ISO 14001
- ☐ The Jordanian Quality Certificate
- ☐ International conformity, Quality (please specify):



☐ The company has no quality certificate

3) Which of the followings your company obey and apply (you can choose more than one):

- ☐ The properties and measurement of the used textiles
- ☐ The properties and measurement of the used fabric
- ☐ The properties and measurement of the used accessories, raw materials, etc.
- ☐ The laws of labor
- ☐ The laws of the safety and health during work
- ☐ The laws of the environments

4) What are the number of the laboratory tests for any of the material during the production

process (raw materials, during production, final products)

- ☐ never
- ☐ once a year (please specify the kind of the tests):
- ☐ specific kind of tests for once (please specify the kind of the tests):.....
- ☐ usually during the year (please specify the kind of the tests):

5) What are the fields you need to be trained in (you can choose more than one):

- ☐ Planning and management
- ☐ The Human resources
- ☐ The production management
- ☐ Management of the store
- ☐ Improving the productivity and decreasing the waste
- ☐ Improving the production process
- ☐ Supply chain



- ☐ Financial Issues
- ☐ International marketing and business development
- ☐ International fashions
- ☐ Fashion design
- ☐ Textile design
- ☐ Using the smart technologies in design (computers, machines, etc.)
- ☐ The laboratory chemical and physical tests on clothes
- ☐ The laboratory chemical and physical tests on textile
- ☐ The international and conformity certificates
- ☐ Innovation and new products
- ☐ Innovation on the production process in all steps
- ☐ Smart textile
- ☐ Advance textile
- ☐ Sustainability and business development
- ☐ Others (Please specify):

6) What are the physical and chemical tests needed to classify the products and raw material quality and hazardous?

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5) Please add any additional comment, suggestions, etc.:

Name:	
Position:	
Company Name:	
Phone number:	
Fax:	
Email:	
Date	
Signature	