



FORT UNION

Dressing the Successful

RAYMOND CHAN shares how his company has empowered Hong Kong's business individuals through bespoke apparel solutions.

Fort Union Founder Raymond Chan has been in the garment and textile industry for over 40 years. Specializing in corporate wear design and production, he has been participating in a number of large uniform projects for banks and airline companies.

Based in Hong Kong, Fort Union has been providing one-stop corporate wear solutions to a wide range of industries for over 20 years, including airlines, banks, hotels, hospitals, theme parks, department stores, property management groups and brand retail stores. The company designs, manufactures and supplies a variety of apparel products including corporate attire, work wear, tailor-made suits, and casual clothing under its own brands. It is one of the largest corporate wear management companies serving Hong Kong, China and Asia-Pacific markets.

Look No Further

"In the last 20 years, one-stop uniform management solutions have become more and more essential, as an organization's image has become even more important, especially for some large local and international enterprises in Hong Kong," says Raymond. "We continue to increase our market share in the local uniform market with high quality products and professional services."

Fort Union owns and operates a modern, fully equipped factory in Mainland China, instrumental in meeting customer demands. "With years of experience in custom-made corporate wear production, we assist our clients in selecting the most appropriate corporate apparel, confident that we can provide high quality garments as well as the best one-stop uniform services. Our competitive advantage lies in offering greater value, by means of lower prices and better service, and bringing the highest levels of quality



**Fort Union Founder and Director
Raymond Chan.**

and professionalism."

The company has collaborated with Klopman®, a leading manufacturer of polyester/cotton and cotton fabrics for the work wear market in Europe. "We are the only company in Hong Kong and China authorized to design, create and supply uniform garments made in Klopman® international's fabrics."

Fort Union's One-Stop Uniform Management Solution is a distinguishing factor in the industry. Its suite of services spans custom design, tailoring and alterations, storage and distribution, and account management.

"Our design team works closely with clients for every project to produce a corporate wear solution that best represents and enhances an organization's brand and image. We specialize in providing alterations to standard sizes with experienced staff carrying out measurements and fittings. We also provide regular and flexible on-site support and logistics management for clients in local areas," he says.

"On-time dispatch is essential. Our internal systems enable us to hold stock for local and international distribution. Our experience in warehousing and global transportation gives us flexibility and control over all aspects of distribution and delivery services. All clients have a designated team to handle enquiries on details such as delivery schedules and

order status. Account managers work with clients for the support of urgent orders, individual cutting and alterations."

Made-To-Order

Fort Union has subsequently evolved into a high-end fashion, vertically integrated apparel company, distributing originally designed corporate and casual apparel for local consumers under its own trademarks. Apart from its signature labels, namely Fort Union Corporate® and Fort Union Tailor®, the company also established Provizta®, a work-clothing brand supplying high-performance garments for industrial safety purposes. In recognition of the safety requirements for workers, particularly in hazardous environments, Provizta® products are designed to offer multiple levels of protection by employing Klopman® protective wear fabrics fit with flame retardant, anti-static, high visibility, chemical repellent, and water and oil protection qualities.

"We continue to explore ways to improve and maintain the high quality standard for all our products and services, while building and maintaining long-term relationships with a number of parties, including some famous designers and institutions in fashion, garment and fabric industries," says Raymond. "Our commitment to professional services has won us continued business over the past 20 years. It's our goal to provide innovative and stylish duty wear solutions, while maintaining comfort, quality, and practicality in all designs." ■

For additional information please visit www.fortunion.com.hk

Fort Union

Union of Goods and Services