

# TAPPING INTO GLOBAL MARKETS WITH DISTINCTIVE CRAFT

## 特殊工藝 | 享譽國際

Having collaborated with various international fashion brands, Man Ka Knitting is one of the leading garment manufacturers in Macao.

曾與不少國際服裝品牌合作，萬嘉針織是澳門最具規模的服裝製造商之一。

People may hardly understand the effort and time devoted to make a great garment. Specialising in manufacturing and exporting knitwear, Man Ka Knitting has 25 years' intensive experience in producing distinctive garments using different types of skills. Having collaborated with international fashion brands, Man Ka is one of the leading Macao garment manufacturers with around 200 people working in the factory. The city has less than 20 large factories nowadays, but Man Ka is capable of bucking the market trend with its excellent reputation throughout the industry.

### Exquisite craftsmanship creates delicate garments

Fashion consumers may not really know much about the garment industry, sometimes it requires at least 10 steps for the manufacturing process,

件精巧細緻成衣的面世，花了多少手工和心思，絕非一般人所能體會。專營針織成衣製造及出口的萬嘉針織迄今已有二十五年歷史，對各類製作技巧瞭如指掌，讓每件服裝更顯特色。曾參與不少國際品牌服裝製作的萬嘉針織擁有近二百位員工的廠房，是澳門最具規模的工廠之一，現時於澳門擁有如此實力及規模，已不超過十間，萬嘉能夠乘風破浪，除了擁有雄厚的實力外，長久以來建立的優良商譽亦是致勝之道。

### 精湛製作 服裝細節精巧

許多消費者未必對服裝製造這個行業有深入瞭解，但原來每件成衣的製作少則有十多個步驟，多則有超過百項之工序！萬嘉針織會根據設計師的方案把半成品加入適當的工藝作處理，令成衣製作達至特殊效果：如以人手把合適的珠花、珠片、蕾絲或銅釘等做成手工釘珠，或是把成衣加入漂染處理，亦有將成衣加入染色洗水處理；還可將成衣加繁染效果處理，甚至造成遇熱變色、產生螢光效果、甚至帶有香味等等工藝。製作方法

other times it can take more than a hundred to make one garment! Based on the drawing given by designers, Man Ka undertakes various technical treatments for semi-finished products. Special effects are often used, for example, adopting fabric-dyeing effects, or using pearl head-ornaments, sequins, lace and rivets for beaded embroidery. Some customers may also consider the dyeing and washing effect, tie-dyeing effect, heat-activated colour-changing for fluorescent effect and even a perfumed effect. Since there are variations for different parts of the garment production process, technical workers must have vast and specialist knowledge for each step based on the properties and features of the knitwear (such as fibre composition). Despite the increased market transparency and stiff competition in the new era of information technology, Man Ka is capable of bringing ideal designs to customers by capitalising on its extensive experience in fashion design and creation.

千變萬化，每項製作工序都要根據針織布的質料纖維等各項結構特徵作出調整，所需要的專業知識極為豐富。現今科技資訊發達，消費市場透明度高、競爭力大，萬嘉製衣廠以豐富的經驗參與客戶的成衣設計和構思，為客戶將理想中的設計變為成品。

**費盡心思 妥善完成每個項目**

隨著時代變遷，加工技術亦更新換代，萬嘉針織在漂染、織布、刺繡、釘珠、印花及電腦印花等技巧上均有非常出色的表現。在二十多年的歷程中，萬嘉針織始終堅持“要做到最好”的理念，甚至不惜工本亦要盡量滿足客戶的要求。負責人鄭先生表示，曾有客戶委託於背心邊沿位置沿領邊及袖口全部釘上閃石，但依據鄭先生的經驗，以人手釘製並不可行，因此特別赴韓國親身尋找當時最新型號的超聲波貼石機，經過重重波折後，終於特別改裝訂造八部機器，讓鄭先生不但能如期交付貨品，貼石更非常出色，做出超乎水準的效果！

**延續發展 期待自家品牌的誕生**

多年來，萬嘉針織一直以女裝針織成衣製造為主要業務，雖然經歷了多次環球經濟的起伏，萬嘉針織依然

**Opening page:** A piece of garment produced by Man Ka.  
**This page:** Man Ka's garment production line.  
**Opposite page:** A variety of attires offered by Man Ka.  
**開頁：**萬嘉製造的外衣。  
**本頁：**萬嘉製衣生產線。  
**對頁：**萬嘉製造的不同服飾。



“Despite the fact that it may involve high potential cost, Man Ka tries to meet customers’ request at all times. 即使不惜工本，萬嘉亦要盡量滿足客戶的要求。”

**Full devotion to complete each step**

With the evolution in garment-processing technology, Man Ka delivers remarkable processing techniques ranging from dyeing, weaving, stitching, beading, printing and computer-printing, since the company insists on: “doing its best to get the work done”, it always tries to meet customers’ requests despite the fact that they it may involve potentially high costs. Mr Cheng of Man Ka said there was once a special request for a custom-made tank top: the client wanted to add glittering stones along the collar and sleeves but he realised that based on his experience hand stitching would not work. Therefore, he decided to fly to South Korea to look for the latest model of ultrasonic stitching machine. It was a time he had to overcome many difficulties and he managed to order eight specific machines to work on that design, so as to fulfil the order on time and the finished products were an excellent example of top-quality techniques together with outstanding customer service.

在澳門製造業上擁有重要地位，與其在特殊工藝上不斷進取的理念有莫大關係。萬嘉針織更計劃打造自家品牌，希望憑著多年的經驗開拓更廣闊的出路。從來沒原地踏步的萬嘉針織更表示，為了將工藝傳承下去，無論是大小訂單，只要有信心完成，即使數量不足也會全力做好！相信將來能傳承的不單只是這門製作工藝，還有這種拼搏精神，如此而成就更多的澳門成功企業。



**Continuous development and anticipate developing its own brand**

Man Ka’s key main business has always been women’s knitwear, despite economic fluctuations, the company has successfully retained its market leadership in Macao’s manufacturing industry, it’s mainly due to its focus on the development of specialists. Additionally, the company also plans developing develop its own brands and capitalise on its extensive experience for further expansion. Man Ka is never satisfied about maintaining the status quo and it is determined to finish all products perfectly regardless of the quantity of the order. Last but not least, Man Ka is also keen on passing its knowledge and expertise to the next generation, as well as becoming another Macao success story.

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