

Chimont

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NEWSLETTER FROM THE FUTURE OF TANNING

Italy-Mexico United by innovation

The success
of Made in Italy
arrives in Mexico

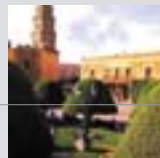
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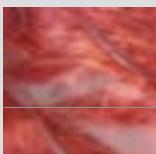


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focus On

Novelty or innovation?

In a mature market such as the current one, what are businesses looking for: novelty or innovation? The answer is clear: innovation, because not everything that is new is necessarily innovative, but all innovation always brings advantages. The global market, characterised by stiff competition, sees more and more businesses emerging that undertake research or make use of innovative instruments and methods, genuinely capable of improving the business's performance and generate profits. In the sector of chemistry for the tanning industry, Italy is without a doubt a leader in research, and ChimontGroup has always undertaken Applied Research in order to create products and processes that are truly innovative. In the global market it is innovation (real innovation, the kind that improves work and adds value) that pushes the envelope and unites business that are the most evolved. But innovation in itself is not enough if there is not a reciprocal desire to collaborate in order to reach common objectives. The presence of ChimontGroup in the most important world markets, and from today in Mexico as well, testifies to our commitment in this direction. Welcome to **LeatherZone**.

Remo Petroselli
ChimontGroup
general manager

Extrema makes work easy

Know-how and products you
can trust for “extreme” retanning.

Providing concrete responses to market demands is part of ChimontGroup’s mission.

So is collaborating with their clients to achieve important goals.

Extrema, the new retanning technique for wet blue hides, is the result of our knowledge being placed at the service of our clients, and was developed to achieve a precise result.

The project

The research project was born of the requirement of some tanneries to modify their retanning processes in order to respect some important work parameters:

- a drastic reduction in time required to accomplish the work, counting the time for retanning from the moment in which the hides are loaded into the drums to the moment when they are taken out;
- no use of pre-mixed compounds but exclusive use of unitary compounds;
- fewer additions of chemical products to the drum by the operator;
- a reduction in the total quantity of water used;
- repeatability of the process and the results

obtained;

- manufacture of various articles using the same chemical components;
- maintenance of standards of quality in the articles in production.

The objectives

It is clear that the tanneries’ objectives are many and, in particular, that they want to achieve the following results:

- increase of the productive capacity while maintaining the drums they have (process simplification);
- increase of the power of contracting with suppliers of chemical products;
- reduction and optimisation the stock of chemical products in the warehouse (improved management of procurement and warehousing);
- sure knowledge of the processing chemicals and thus the possibility to change suppliers;
- reduction of the possibility of human error in weighing the products (greater guarantee of the repeatability of the process);
- savings in the costs of acquiring water and of

purification;

- reduction of the costs of salvaging hides that by accident are not realised according to a predetermined standard;
- guarantee of a flexible and adaptable process to meet the changing demands of the market (an obvious condition in order to take advantage of the benefits described above).

The result

In order to reach objectives that are ambitious as these, it is essential to have lots of know-how about processes and a range of chemical products that you can depend on, that are compatible with each other, and that don’t contain any hidden surprises, even when used in extreme conditions (this is why we’ve named this process **Extrema**). Further, these products must confer on the leather different kinds of characteristics so that, by modifying their proportions of use, it is possible to realise any kind of article required.

ChimontGroup selected a limited range of retanners, auxiliaries, and stuffings with high-level characteristics, and working on the process by means of a series of systematic trials, was able to realise the base model in the laboratory. Successively the process was optimised with a “pilot tannery”, and today, it has been successfully confirmed in various industrial productions. ChimontGroup achieved the required results through retanning with the following characteristics:

- 210 minutes total work time;
- 6 products used in the single process (excluding basic salts, formic acid and anilines): 2 auxiliaries, 2 retanners, and 2 stuffings;
- no usage of a compound;

- 5 additions of chemical products effected, including the colorants;
- 300% of shaved weight total water used in the process;
- 200% of shaved weight total water for washing;
- repeatability confirmed by several months of industrial applications;
- physical tests, the aspect and the grain of the leather produced with the **Extrema** process passed the quality control of all the tanneries that used it;
- soft, smooth nappa, drummed nappa, box, abraded and vegetable tanned leathers are the articles realised and produced by the **Extrema** process;
- 12 chemical products to be kept in stock in order to obtain all these articles: 3 auxiliaries, 5 retanners, and 4 stuffings.

Extrema: greater security, lower costs, greater flexibility, increase in productive capacity, and maintenance of standards of quality. All this is ChimontGroup: innovation that simplifies work and creates value.



Vegetalised Easy (and beautiful)

The effective solution to natural defects in leather.

The fashion system is increasingly demanding leather realised with natural vegetable tanning. These articles possess a particular fullness, a round and full-bodied hand, warm and natural to the touch, but the characteristic that distinguishes it above all is the transparency and brilliance of the colours it is possible to obtain on the surface. An item made with leather tanned with vegetable extracts tends to improve its appearance over time, while maintaining its original characteristics.

Laborious vegetable tanning

The high quality of this kind of product naturally implies a high price tag as well, and so items made with vegetable tanned leathers are often imitated beginning with wet blue skins. By means of the formulation used for retanning, and inserting appropriate quantities of vegetable retanning agents, it is possible to obtain leathers that have characteristics similar to those obtained exclusively through the use of natural tanning with extracts. A factor that is common to this kind of item, whether it is realised with total vegetable tanning or beginning with wet blue skins, is that the refinishing phase has to be carried out as transparently as possible. The most suitable refinishes have to be very simple,

and so should be realised exclusively through the use of anilines, waxes, oils, and very little casein. However, while this assures transparency and depth of surface, it also makes evident all the defects of the leather, since the colorants and oils tend to make them darker than the overall colour of the leather.

Open scratches, scars, insect bites, blind grain, etc., are all darkened, and the leather looked beautiful before refinishing now appears unpresentable.

An old problem

Those who use vegetable tanning know this characteristic of leather quite well, and promote natural defects in the leather as testimony to authenticity and as distinctive marks of this kind of tanning. While the user might appreciate this, he tries in any case to have as few defects as possible in his finished products. For the tanner, this is an old problem: perfect skins are rare and very costly; those with the lowest prices also have the most defects, especially wet blues which, depending on their provenance, can be a real disaster. Refinishing techniques can work miracles in hiding defects (with base solutions that are very waxy and contain small quantities of pigment), but with these operations the original transparency of the leather tends to be lost.

How is it possible then to minimise the defects and maintain the desired transparency of the article?

Advanced research

The laboratory technicians of ChimontGroup Advanced Technology have studied this subject in great depth, and so we have been able to identify a process and product that contribute to a solution to the problem. Analyses of leathers have shown that a defective part possesses a different capacity for absorption than a part without defects, and so the defective parts absorb more of the refinishing products, with the result that the defect stands out. What then is the solution to the problem, given that it is not possible to use depths of refinishing to equalise the absorption?

The solution

Simple: make it so that the defective surface has a capacity for absorption that is analogous to the non-defective part, intervening exclusively during the retanning process! We have identified a particular pigment which, used in drums during the dyeing phase, attaches itself mainly to the parts of the leather that have a surface structure that is more open, thus

diminishing its capacity to absorb. In this way we are able to improve the uniformity of absorption because the defective part, and only that part, becomes more closed. Leathers so treated can be refinished with anilines or with oils and waxes without the natural defects of the leather and blind grain being increased like before. The imperfections are thus greatly diminished, but the biggest difference is that these appear to blend in much more with the overall colour, rather than appearing darker.

The tanner continues to use the anilines that he would normally use for the dyeing, but reducing the quantity by 30%. The pigments of the **Dermont Fluid** series should be mixed with each other to obtain the usual tone that is obtained with anilines; the quantity to be used varies according to the thickness of the leather and the number of defects present (to give an idea we can apply from 1.5% to 3% of **Dermont Fluid** series pigments on shaved weight. This innovative process to manufacture vegetable tanned articles, already thoroughly tested in industrial production, is tangible proof of ChimontGroup's ability to find answers that are definitive and easy to apply to specific problems in the tanning sector.



Natural defects in leather.



Leather that is vegetable tanning using ChimontGroup's innovative process.

Nothing can substitute leather!

By Dott. José Antonio Hernández Rosales - General Director of CICUR

There is no doubt, coming to León, Guanajuato, means visiting the national capital of footwear. This title was earned many years ago by industrials and entrepreneurs who, in spite of the risks and obstacles, invested in this sector: capital, education, qualification, time and effort. The powerful industry, pilaster of the city's economy, accounts for 52% of national production, which reaches 240 million pairs. I say many years, not to mention centuries, since this really is the time span that has to be taken into account in the history of this great industry. In any case, little mention is made of the tanning industry, but this accounts for 72% of national production. Few are aware that here between 45 and 75 thousand calf hides a day are processed, not taking into account other kinds, that is, sheep, goat, pig, exotic kinds, and recently, chinchilla.

Industries that supply the footwear industry are never mentioned, although, encompassed within 35 kilometre radius, this comprises all the other industries that supply materials, machinery, components, accessories, equipment, tools, spare parts and services which, added to the companies of leather and footwear, make up more than 50% of the city's GNP. Not to mention the benefits for employment in our city, in as much as through all these activities many jobs are created and sustained. In short, we are tanners, suppliers and manufacturers of footwear. But how did we get to this point? Where does the story begin? Well, we can learn from the book *Lo abito a León* (I live in León) that we started out as weavers of mantles (reboceros). In 1872 there were 634 textile workshops for mantles, while there were only 17 tanneries, three of which worked with varnish. Today there are 300 tanneries registered with the Chamber for the Tanning Industry of the State of Guanajuato (CICUR), and more than 400, if you count those not registered. We were weavers, and also milliners, but already by the colonial period (although if we were

never a colony, but rather a viceroyalty) [qui manca qualcosa nell'originale...]. We were also ranchers with livestock. This meant that we had to use all parts of the livestock: the meat for human consumption, the fat for soap, and the hides to facilitate work in the fields and the mines.

Each district became distinguished by what it produced. In the Arriba district (distretto di León) there were tanners and shoemakers; in the Coecilla (another district of León) blacksmiths, shoemakers and weavers of mantles; in San Miguel and San Juan de God (district of León), many worked in the weaving of mantels and in the obrajería, as wool weaving was called. These have all disappeared, or according to some, emigrated to San Luis Potosí and San Miguel de Allende.

At the time, the geographic position of León meant that minerals had to be carried from where they were extracted by wagons and mule trains: Zacatecas, San Luis Potosí and here Guanajuato the mines of Comanja, la Luz Pozos and those of the capital had to be transported to where they could be exported, in this case Veracruz, passing through Querétaro and Mexico. This required the tanning of leather for the covers, saddles and reins, and all kinds

of cords, belts, whips, chaps and boots called chaparreras, etc. For this reason there were many corambrerías, workshops for leather working, from the Latin corium, leather (that is, the historical precedent of today's tanneries). Obviously, the way of tanning was rudimentary, very primitive; they used vegetable and animal tanners and required many days' labour, in contrast to the present day, where the work takes hours. Chemical tanners were used for the first time by the workers of the "El Búfalo" tannery, founded in 1917. Other tanneries that modernised at that same time were "Tenería Francesa" in Gordoa e la "Hormiga" in Lavalle.

The footwear industry in the last century

The tanneries had to look for new markets, which, fortunately, they found in the oil industry, which required footwear for workers. The exportation began mainly to the United States, since production there had come to a halt due to the first World War. According to recent statistics, the US continues to be our largest buyer: 90% of exports go there.

In fact, we were the suppliers to soldiers in both World Wars, giving a great impetus to the production of footwear. Still resorting to manufacture by hand, already by the end of the nineteenth century machines were used for sewing and weaving. From 1914, components for shoes were joined by Singer machines. Then other machines were added to sew the soles using the Welt system (before this was done by hand), and frames were used to finish the footwear. Later the large footwear manufacturer Calzado Canadá introduced the process

of assembly line production, copied from the automotive industry. Small manufacturers began to proliferate in León starting in the second decade of the twentieth century. The family organisation of the worker (this was the birth of the zorritas, children or relatives of the workers who were raised at the foot of the machines, learning the trade as they grew) permitted hard work but little capital investment, giving rise to what is known today as picas. In any case, later a few visionaries invested in some manufacturing firms, transforming them into companies that were merely industrial, like those of the present day. Now high technology has invaded the industry. There are computerised machines for sewing, embroidering and weaving and other machines, such as those for injection cutting that even have robotic parts.

Successively, in a vertical process of integration, arose factories for forms, soles, heels, foot straps, insoles, glues, etc. At this point, as we said, there is not a single element used by the footwear manufacturing industry that is not produced in the city.

Today the tanneries continue to be the suppliers of all elements for the production of consumer goods that are representative of the city of León: the chain of leather supply-footwear manufactures, into which have been incorporated the producers of clothing in leather, leather goods, automobile interiors and furniture, industrial gloves and leather products for industrial safety and sporting goods. All of those elements that require this material for their own production, under the motto:

Nothing can substitute leather!



In the photo, from the left, León, a tannery and the President of Cicur Jose Ma. Padilla Ramirez (the second from the left).



ChimontGroup Mexico Destination leather

The success chemistry of Made in Italy arrives in Mexico.

ChimontGroup's journey in search of new markets takes it across the ocean and all the way to Mexico. The decision to open a branch of the business in this country was born of the aspiration to play a major role in the evolutionary process of Mexico's tanning sector, which in recent years, thanks to globalisation and to the internationalisation of markets, has undergone significant growth. In fact, for some time now many countries, including the United States and China, have chosen Mexico to supply leather. The requirements on the part of clients who are increasingly attentive to the details that make a difference have created a demand for constant improvements in quality and the design of worked leathers in order to remain competitive in the global market. For this reason, ChimontGroup has decided to become a solid, expert partner in facing the commercial and technical challenges posed to businesses who want to follow this new route. The aim of ChimontGroup Mexico is to furnish to Mexican tanners products of the highest

quality and innovative technology that protect the environment and permit a reduction of production costs in the wet phase as well as in the refinishing phase, achieving the following objectives:

- reduction in processing times;
- reduction in water consumption;
- reduction of the number of chemical components in the formulas;
- improvement of the characteristics of the finished article.

To this end, ChimontGroup has many products to offer:

- **J Line**, the exclusive technology of tanning polymers for the wet phase that permit the manufacture of soft leather without loosening the grain;
- **Chimotan**, the synthetic tanners with a low content of free phenols;
- **Chimoil FL**, the special reactive stuffing that permits lubrication while filling the leather at the same time;

- the new esterified oils that permit the manufacture of articles with a low specific weight.

On the side of refinishing:

- the newest water-based polyurethanes of the **W-Thane** series, that permit the manufacture of articles in patent leather that is extremely soft and light;
- **Serie K**, the latest range of tried and proven cationics, which permits manufacture of high-range articles with a natural appearance;
- the new non-flammable colorants that permit the creation of "fashion effects" without compromising the ecological aspects;
- the new line of waxes and oils in the **Waximont** series that results in fashion effects that are up-to-the-minute.

All of these products will be available in the area both within a nationalised deposit and in warehouses in a duty-free zone. The headquarters are situated in a strategic area of the city of León Gto, where 80% of the tanneries are located. It will be managed by Mexican administrative and technical personnel who are highly specialised and have many years' experience.

The technicians of ChimontGroup Mexico are trained in Italy in the laboratories of the main headquarters. Italian technicians, expert in both the drum and the refinishing phases, will frequently visit all clients in the role of supervisors in order to provide continual assistance and advice. Additionally, for the tanneries that become part of the client base, ChimontGroup will place at complete disposition their Italian laboratories for advanced and applied research, both for the training states and for professional development. In order to achieve greater visibility, ChimontGroup will participate in the most important national trade fairs and will furnish information about and previews of all the upcoming fashion trends.

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Cubasa, the Mexico that makes fashion

A conversation with Pascual Hernández Padilla.

The Curtiembres Banchi of the Hernández family is a point of reference for the tanning industry. The Cubasa brand, for which the tannery is best known, is synonymous with quality, technology and style.

We asked Pascual Hernández Padilla to tell us how Cubasa came about.

“The company “Curtiembres Banchi S.A. de C.V.” is the result of the efforts of our current general director, Mr. Pascual Hernández and his father, Don Pascual Hernández Alcalá, and was first started in 1961, with the name of Curtidos del Bajío S.A. de C.V.”

As things currently stand, is the business managed by its owners?

“The company was born and remains a family business, under the guidance of Mr. Pascual Hernández as general director. For some time now his children have participated in the management as well: Fabián Hernández as director of sales; Guillermo Hernández as director of production; and Gerardo Hernández. There is additional participation of some important collaborators, experts in the main productive functions, who have worked here for many years and who form an excellent team, permitting us to be present in the

marketplace for 46 years and to satisfy our clients without missing a beat.”

What is Cubasa’s mission?

“To devise quality products, with particular attention to innovation and the cutting edge of fashion, making use the best technology available for leather processing in order to achieve this end, thus giving the client an excellent product in terms of quality, style and service.”

What is the target clientele for Cubasa?

“We have a mixed group of clients in the sector of leather goods/footwear, and particularly, producers of fashion footwear, accessories in leather, handbags, and various articles that are innovative in their use of leather.”

What is your relationship with foreign markets, and especially with Italy?

“In our business we have worked with many different countries, such as the United States, China, Japan, Costa Rica, Canada, and India. Currently we have a commercial relationship with the first three of these countries. With

Italy, for the moment, we acquire only first-class materials, but we are aware of the great importance of this country in the design of footwear, and we seriously intend to look for a sales representative in Italy so that we can enter into this very important market.”

What are the reasons for your success that have made you one of the 10 most important qualified tanneries in Mexico?

“With hard work and innovation we always try to be on the cutting edge in terms of fashion, technology and the training of our technicians. Our commitment to production day after day and the constant attention to the panorama of footwear fashion worldwide, to accessories, and to articles that are innovative in their use of leather, which can be understood only by travelling to the principle world markets, provide us with the foundations for being able to provide our clients with the latest innovation in leather, fully satisfying their requirements.”

For more information, visit <http://www.cubasa.com.mx>



In the photo, from left, Gerardo Hernández Nieto, Fabián Hernández Nieto, Pascual Hernández Padilla y Guillermo Hernández Nieto. On this page, some photos of the tannery.

Research conference

Researchers in the field of tanning from all over Italy met in Milan. The guest of honour was Secretary Nicolais, who acknowledged the excellent results achieved by businesses and warned: you must reach a critical mass.

by Andrea Guolo © **MdP La Conceria**

“Your companies have been able to interpret changes for the best: among other indicators, this is evident from an analysis of the results you’ve achieved.” With these words **Luigi Nicolais**, professor at the University of Naples and Minister for Innovation and Public Administration, recognized the efforts that the tanneries had made in order to maintain international leadership, scientifically as well as in other aspects. The Minister was the guest of honour at the first Consultation on the status of research at the headquarters of the Unic. Exponents from seven universities presented the results of their studies and their possible applications; representatives of professional associations, officials of cities of tanneries, and unions were also present. Conducting the meeting was Valeria De Rosa, journalist with Radio 24 – Il Sole 24 Ore.

The Minister’s presentation

Nicolais likened the market to a race between a dog and a fox. The dog represents competition without rules, counterfeiting, and in general, all that falls into the category of foul play. In contrast, the fox represents the desire to compete in spite of the difference in costs, with the help of only their skills and without protection of instruments such as patents, which by themselves are no longer sufficient to safeguard creative works. Nicolais used this metaphor to characterise Italian tanneries as the “fox”. “I came here

today because I am familiar with the activities that I am in charge of, and I know that your companies have chosen to compete based on quality, in the attempt to conjoin tradition and innovation”, said Nicolais. “Today we are faced with a system in evolution and a market that demands a notable capacity to interact with the world of research. The so-called mature sectors must do this, if they want to return to the avant-garde: this is an important challenge and Italy cannot remain outside”. He exhorted the companies to reach a critical mass and rise above individualism, because “small is no longer fine” if it doesn’t permit undertaking significant innovative processes. The public administration itself, he continued, must be able to overcome its own limits in order to appear to companies as a trustworthy intermediary. “Unfortunately, there no longer exists in the public sector an intermediary who is attentive and trustworthy like the one you entrepreneurs measure yourselves against measure each day: the market. We are trying to remedy this and make a transparent system of evaluation. For this reason we are setting certain deadlines, trying at the same time to cut the costs of politics. We are here to ask you to innovate, but we are aware that we must be the first ones to do that.” He then discussed the Testing Station in Naples, which Nicolais knows well, in part because he is Neopolitan, and in part because he participates in research there. The tanners



In the photo, the panel of speakers with Graziano Balducci, Valeria De Rosa (moderator), Lorenzo Mosconi, Luigi Nicolais e Salvatore Mercogliano.

had asked that it be closed, after having funding it for years without having obtained the results they needed. Finally the government was asked to transform it into a company with shares that were cooperative and obligatory, in agreement with businesses, unions and auditors of tanning districts. Regarding this, Nicolais said, “I don’t have new information, but I want you to know that changes are underway: in this regard I am very involved with the Minister Bersani. I believe that there is, between the world of academic research and that of business, the necessity of creating a kind of translator, someone who is able to maintain this function of integration of fields of knowledge. Fine, according to me the Stations are most suitable in this sense”.

Other contributions

Lorenzo Mosconi, President of Unic, opened the consultancy sessions by underlining how the tanning sector runs counter to tendency with regards to research. “With the ‘Lisbon strategy’, begun seven years ago, the States committed themselves to spending up to 3% of the GNP.

In reality, Italy has spent 1.1%, and Europe 1.85%. It has been a failure”. Tanning research has gone forward on three levels: innovations in style and products, adaptation and improvement of productive cycles (which by itself accounts for about 15% of invoices), and the inception of great, revolutionary strategic objectives. **Paolo Netti**, professor of Crib in Naples, presented a study on the innovative biotechnological experimentation for the tanning sector (Dermagenesis) with materials analogous to and alternative to natural leather. Homogeneous samples of leather were obtained but they are not yet sufficiently resistant: the object is a material with characteristics that can be engineered. **Alfredo Cassano**, professor at the University of Calabria, illustrated the results that are possible from membrane technology; these are technologies for treatment of processing wastes, which dramatically reduce pollution and permit recycling and a reduction of consumption. **Claudia Riccardi**, of the University of Milan Bicocca, summarised the situation of plasma technology, explaining the potentials

of superficial applications to leather. Plasma can also be used to eliminate or dissociate toxic molecules such as solvents. **Cosimo Carfagna**, Director of the Institute of Chemistry and Polymer Technology in Naples, examined the effect of the grafting of microcapsules, already used in sectors such as building and space exploration, on the thermoregulation of leather in situations of sudden changes in temperature. **Claudio Baffi**, of the Catholic University of Piacenza, presented a study of the recovery of sub-products of the tanning cycle for use in agriculture: the limited presence of chromium in the edible parts of the plants can be of benefit for the human diet. **Isabella De Iorio** of the University of Naples has been studying a new system of wet treatment of leather that has a low environmental impact as well as a limited consumption of water, carried out by equipment that substitute drum (continuous tanning). **Rosa Lanzetta**, University of Naples, discussed the use of polysaccharides to stabilise the leather and to treat processing water: these completely biodegradable substances can separate the metals from the water in order to recycle them. Representatives of governing bodies were present as well. The region of Lombardy was represented by **Giulia Rota**, manager of the sector of innovation, who emphasised the importance of the Metadistrict project in terms of synergy of research and collaboration between regions and associations. The cities that are centres for tanning activities were represented by the mayor of Santa Croce sull'Arno, **Oswaldo Ciaponi**, who focussed attention on companies' improvement in the quality and technology used in production, and expressed his hopes for rapid reform of the Testing Station. Confindustria was represented by **Fulvio D'Alvia**, in charge of development in manufacturing sectors, who said that tanneries were the pride of Italian industries, and that not everyone was capable of involving seven universities in research. He then asked for administrative simplification for tanneries which certify environmental protection, because their voluntary efforts should be acknowledged. **Leonardo**

Soana, Director of Anci (the footwear association), expressed his appreciation of the efforts made for this conference and said that he hoped for the development of a synergy between the tanneries and the footwear manufacturers, beginning with the laboratories and product testing. Assomac, the association of manufacturers of equipment for production of footwear, leather, and tanneries, was represented by **Andrea Favazzi**. Other talks were given by **Gustavo Quijano**, general secretary of Cotance (the European association for the tanning industry), **Bernardo Finco** (entrepreneur and President of the Testing Station of Naples), **Graziano Balducci** (entrepreneur and President of Conciaricerca), **Michele De Maio** (entrepreneur and board member of the Testing Station), and **Domenico Castiello**, director of Poteco. Finally, the efforts of the tanners in research was applauded by the trade union. **Giancarlo Straini**, National Secretary of Filcem-Cgil, had words of appreciation for the farsightedness and the strategic skills of the entrepreneurs in this field. "While others are building Chinese boxes, here we export to China". In closing, Straini made reference to advances in the management of the Testing Station, which is currently not in use. "Let the budget surplus be used immediately so that work can begin, both in Naples and in the bases present in the districts".



In the photo, the audience hall of the Conference on Research in the field of tanning

Successful Cationics

The versatile line that improves leather.

ChimontGroup presents, now in the Mexican tanning market as well, a complete line of cationic products, the result of in-depth study, the effectiveness of which has been confirmed by years of experience. This line of successful products was purposely created to be used in versatile ways and in function of the requirements determined by the particular leather used. As is well known, cationic products have an enhanced capacity to make the leather uniform, leaving it lighter during the retanning phase. Cationics regulate surface absorption, leaving the leather soft, natural and velvety to the touch. Cationic mixtures, because of their increased capacity for filling, are recommended above all for leather with blind grain or superficial scratches. These characteristics make cationic products ideal for the Mexican market, where the major part of tanneries use local leather or American parker, which often has defects such as healed scratches, insect bites, and problems arising from unsuitable storing.

The line of ChimontGroup cationics includes:
La linea dei Cationici ChimontGroup comprende:

- > the pigments of the series **K Pigment**
- > anilines of the series **AK Color**
- > casein **K Top 85, K Glosstop**
- > waxes **KWax26, Waxymont438, Waxymont440**
- > resins **Acrymont K77, WThane K/D, WThane**

K/F, WThane A/32

> **compound CO K 60**

> **tactile modifiers Sil HL, Modifin 700N/1**

> **penetrant Thinner AK**

WThane A/32, with its amphoteric charge, deserves special attention. It is a fine, light polyurethane resin of medium shine with a dryness of 20%, that can be used in bases that can be roll coated or resin toppings, both in the anionic and the cationic phase. Given the softness of its film, leathers treated with **WThane A/32** are will be very natural, without excessively loading the grain, with good tactile quality, in accordance with fashion trends that dictate flowing, comfortable lines. Particularly suitable for ground leathers of low quality, **CO K 60** is a polyurethane acrylic compound with good covering capacity, low stickiness and excellent printability. With their cationic line, ChimontGroup offers a series of innovative and easy to use products that markedly improve the quality of the leather and lend naturalness to the refinishing films as demanded by the market.



Looking At DasComar



Rollkim Universal Soft

Research and new technologies for finishing of quality

DasComar has built its know-how during 25 years of work within the industrial district of Santa Croce sull'Arno. They begun by making qualified overhauling and by giving assistance in supplying spare parts for the tannery machinery and then they specialized in the plan and production of finishing machines. DasComar is ever since committed to the research for new technological solutions in order to facilitate the customer's job and to finished products quality improvement by also offering an excellent customer service. Today the main activity of DasComar is the development of technologies and roller finishing machines:

- Roller coating machines, suitable for low thickness leather too;
- Tipping/printing machines, able to carry up to 12 rolls at the same time;
- Machines for the application of film transfers of every kind;
- Automatic loaders and machines for the processing of sole leather.

To complete its production, DasComar supplies a punctual and qualified assistance, spare parts and second-hand overhauled and granted machines.

In the picture, Rollkim Universal Soft (reverse roller coating machines, suitable for garment leather too). For more info about DasComar's production and technical details, please contact our offices.



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in the World

China / **ACLE, CIFF and Moda Shanghai**

More than 3 months before the fairs, the exhibition area where ACLE, CIFF and Moda Shanghai will be held has already exceeded the overall figure for the previous year. Organised by APLF Limited and China Leather Industry Association (CLIA), All China Leather Fair (ACLE), China International Footwear Fair (CIFF) and Moda Shanghai will be held from 5 - 7 September 2007 at the Shanghai New International Expo Centre, Pudong, Shanghai.

"We have seen a triple increase in the technology sector, e.g. CAD CAM Systems, followed by a 59% increase in the synthetic / natural material sector, and a 35% increase in the hide & skins sectors," said Perrine Ardouin, Senior Event Manager, APLF Limited. - In the technology sector, we have leading players like Lectra (France), Gerber (USA), TÜV (Germany) and a new-comer to our exhibition - Takatori, a leading Japanese company specializing in auto cutting systems."

For the processed chemical and dyes sector, it is to-date the largest section of the International Halls, occupying 41% of exhibition area, followed by the semi-finished and finished leather sector.

The participation of group pavilions remains buoyant and their continuous support will ensure the fairs live up to their "international" character. Pavilions from Australia, Brazil, France, Germany, India, Italy, Korea, Mexico, Pakistan, Spain, Taiwan, Thailand, Turkey and the US will all be represented this year. "ACLE celebrates its 10th exhibition this year and we are extremely proud to be China's flagship event and most important gathering for the leather industry - Ms Ardouin said. - The trend we are seeing is in sync with industry reports. 60% of the world's luxury brands are expected to move their production bases to China by 2009."

Italy / **Vito Artioli is ANCI new president**

Vito Artioli has been appointed new president of ANCI, the Association of Italian Footwear Manufacturers, for the biennium 2007/2009. The appointment arrived at the end of the members' general meeting, held last June 1 at Fondazione Edison, which elected the new Board of Directors and

chose the president.

The newly elected President had already occupied the position of Deputy Vice President in ANCI and will work with four newly-elected Vice Presidents: Franco Ballin (Calzaturificio Ballin F. & C. - Fiesso D'Artico, Venezia), Andrea Brotini (Pakerson - Cerreto Guidi, Florence), Lino Fornari (Fornari - Civitanova Marche, Macerata) and Angelo Giannini (Angelo Giannini - Monte Urano, Ascoli Piceno).

Giuseppe Piazzolla (Calzaturificio Pezzol - Barletta, Bari) was elected Treasurer.

Footwear model maker and designer, with a master in business management obtained in the United States, Vito Artioli grew in his family's business.

At present, Vito Artioli is sole administrator of a few joint-stock companies in the footwear, real estate, hotel and health sectors and of the "Information Technology Srl" Holding.

He occupied the position of President for Varese Chamber of Commerce. He chaired the Foreign Centre of Lombardy's Chambers of Commerce and various other institutions. He chairs the Consortium for the Diffusion of Footwear Fashion and the Consortium of High Fashion Italian Footwear.

Italy / **Graziano Balducci is Unic new president**

Graziano Balducci is the new president of Unic, the National Union of the Tanning Industry.

He got a diploma as qualified technician in tanning chemistry at Baldracco Institute in Turin and achieved a specialisation at the Business Management School of Bocconi University in Milan.

He is currently managing director of tannery Conceria Antiba Spa, his family business, and president of Antiba.com

In the years before he was president of tannery Conceria Enos srl until 1999 and partner of Gruppo Conciario Arno since 1972.

He has several institutional offices.

From 1992 to 1994 Graziano Balducci was president of AICC, the Association of Leather Chemists, councillor of the Research Institute of Leather and Tanning Material in Naples from 1996 to 2000, UNIC

councillor, president and councillor of Consorzio SGS Spa of Santa Croce sull'Arno Leather District from 1992 to 1994 and from 2000 to 2006, councillor of Consorzio Depuratore (the common treatment plant) in Castelfranco di Sotto from 1981 to 2000, councillor of Ecoespanso from 1998 to 2000, councillor of Centro Servizi, in particular co-ordinator of the Commission for the establishment of Po.Te.Co.

At present he is Councillor of Lineapelle Spa, president of Conciaricerca Italia Srl since 1997, treasurer of AICC, president of Recupero Cromo and FIG councillor.

Italy / **Giorgio Cannara is president of Italian leathers goods manufacturers again**

For the third consecutive time Giorgio Cannara has been confirmed president of the Association of Italian leathers goods manufacturers (AIMPES).

An even bigger satisfaction considering that, in the history of Aimpes, this is the first time a mandate is confirmed for three consecutive times.

Cannara will continue to guide Mipel The Bagshow, the sector's international exhibition that takes place twice a year in Milan.

Re-election took place last May 26 in Riccione with a clear majority, more than 90% of voters, confirming members' absolute trust in the "outgoing president", in his guide and program, the continuity of action of which has been positively evaluated and broadly shared.

The program presented by Cannara at 2007 elections includes the strengthening of Aimpes role under a dual profile: the institutional profile, as privileged point of reference of subjects and public institutions on national and international level, and the internal profile, intended as strengthening and development of the strategy put in place in the previous mandate, with specific reference to the quality of services to the member companies, to constant monitoring of their problems and perfection of suitable and specific supports.

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September 5/7 2007

No matter what the field of application is, ChimontGroup is able to provide products and solutions that add value to your leather. Thanks to assiduous research and long years of experience, ChimontGroup creates chemical products and innovative processes for every phase of tanning, retanning, and finishing, genuinely capable of augmenting the competitiveness of the tanning industry. Simplicity of use, a lower quantity of products, low environmental impact, better quality leather, greater economic advantages. **ChimontGroup: real innovation that creates value.**

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