

INTERNATIONAL TECHNOLOGY

Made in Italy
for

VIETNAM

MACHINES, ACCESSORIES AND COMPONENTS FOR FOOTWEAR AND LEATHER GOODS



► MARKETS

市场
Turnover up
营业额在增长

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时事
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to win
AVANTIUM: 携手共赢

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the spotlight
站在技术的前沿

► MATERIALS

物料
LUMINE - Born from
Forestali and Morel skill
combination
Forestali和Morel两者合力打
造LUMINE系列

► TECHNOLOGY

技术工艺
The latest proposals
in the cutting area
裁断领域的最新产品

► TECHNOLOGY

技术工艺
The latest
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ABITALIA Inc
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www.abitaliainc.it - info@abitaliainc.it



IDEAL TAPE Co
1400 Middlesex Street,
Lowell, MA 01851
Ph. 800-284-3325 - Fax. 978-458-0302
www.abitape.com



AMERICAN BILTRITE FAR EAST Inc.
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summary



Rivista di tecnologia, materiali, componenti del settore calzature e pelletteria



FRONT COVER

ABITALIA Inc

Via Breda, 11/B Zona Ind. A
62012 Civitanova Marche (MC)
Tel. +39 0733 801086
Fax. +39 0733 897637
info@abitaliainc.it
abitaliainc.it



BACK COVER

Luigi Carnevali s.a.s.

Via Veneto, 6 - 20090
Buccinasco (MI) - Italy
Ph. +39 02 4886733
Fax +39 02 48867342
carnevali@carnevali.it
www.carnevali.it

Editor: Carlo Leoni

Editorial director: Carlo Leoni

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Via Leonardo da Vinci, 43

Phone +39 02 48400645 - Fax +39 02 4454324

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The Italian footwear industry in the first half of 2022

Turnover up

In the first half of 2022, the Made in Italy footwear sector recorded a significant recovery in terms of production and turnover. However, the rise in the price of raw materials first, and then that of power, has drastically reduced this recovery economic benefits.

Domestic consumption and exports also grew, but the positive trend in cross-border sales was held back by the Ukrainian-Russian conflict (-30% in value in the two markets, with -46% since the start of the war) and confinements imposed by the Chinese government. Sales to North American markets and the main EU countries recorded a growth as well.

Figures and comments in the report of 'Confindustria Moda per Assocalzaturifici'

In the first half of 2022, the Italian footwear sector recorded a 14.5% growth in turnover; in 2021, the final balance recorded +18.7%. In the first 5 months of

this year, exports increased by 24% in value and 15% in quantity. A performance that made it possible to exceed the 2019 trend in volume (+2.4%) too. Among the destinations, a good result was recorded for the European Union (+23% in value), driven by France and Germany (the first two foreign outlets, in volume, for Italian operators); USA and Canada recorded an even more significant growth (around +65% in value); Far East recorded an overall positive percentage (+15%), except China, which recorded a sharp slowdown in the two-month period of April-May (-25% in quantity); excellent result for the United Arab Emirates, while the United Kingdom, after the post-Brexit setback, restarted. Exports to Russia and Ukraine collapsed due to the outbreak of the war, with serious consequences for some production districts which mainly export to these markets. The sector trade balance was +2.18 billion euro (+14.5% compared to January-May 2021).

前景 市场

2022年上半年意大利制鞋行业 营业额在增长

在2022年前6个月的时间里，“意大利制造”鞋类产品行业在产量和营业额方面均出现明显复苏。然而，原材料和能源价格的上涨严重降低了这一复苏带来的经济效益。

国内消费和出口也出现增长，但跨境销售的积极趋势因乌克兰-俄罗斯冲突（对这两个市场的销售额减少30%，而自战争开始以来减少已46%）和中国政府对新型冠状病毒疫情采取的封控防疫措施而减缓。对北美市场和主要欧盟国家市场的销售仍然录入增长。意大利时装工业联盟为意大利制鞋协会提供的数字和意见

意大利制鞋行业在2022年前6个月的营业额录入

14.5%的增长：2021年的最终营业额显示18.7%的增长。今年前5个月，出口在销售额方面增长24%，在数量方面增长15%。这一表现使得甚至在数量上（+2.4%）超过2019年的出口趋势。在出口目的地国家市场中，受到法国和德国市场（对意大利运营商来说这是在数量上排名前两位的市场）的拖动，欧盟表现良好（销售额增长23%）；美国和加拿大市场的增长更加强劲（出口额增长65%）；远东市场表现积极，总计出口额增长15%，但中国市场在4月和5月这两个月期间急剧放缓（数量减少25%）。阿联酋市场表现非常好，英国在经历了脱欧后的挫折之后重新开始。由于战争的爆发，对俄罗斯和乌克兰市场的出口崩溃，对一些主要出口这两个市场的产

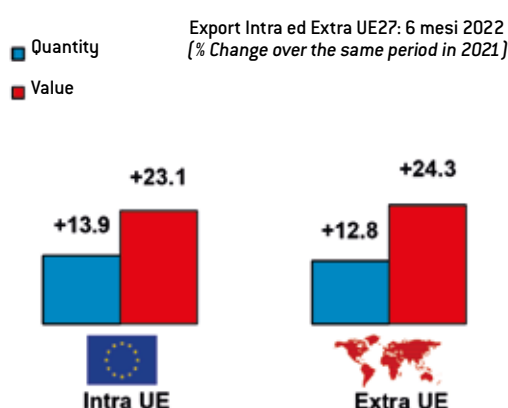
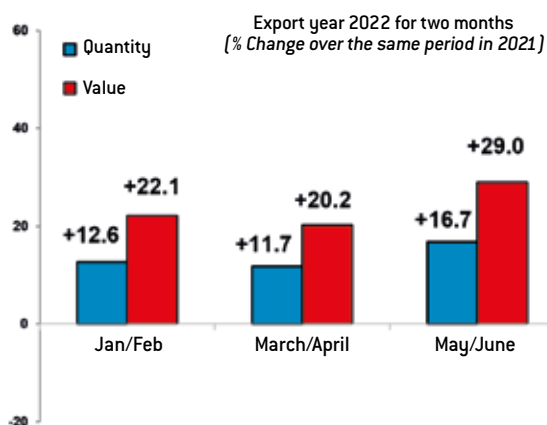
EXPORT ITALIAN FOOTWARE trend in the first 6 months of 2022 compared to the same period 2021 and 2019 (pre-Covid) – Analysis by geographic areas of destination

	January – June 2022			Change% 22/21			Change% 22/19		
	Value (Millions Euro)	Quantity (000 pairs)	A.P. Euro	Value	Quantity	A.P.	Value	Quantity	A.P.
EU 27 (post Brexit)	2,703.22	70,096	38.57	+23.1	+13.9	+8.1	+25.2	+7.3	+16.7
Other European Countries	1,312.65	14,278	91.94	+11.8	+7.3	+4.1	+4.1	-14.9	+22.2
Eastern Europe and CIS *	156.50	3,469	45.11	-18.0	-10.2	-8.8	-21.8	-24.3	+3.2
Northern Africa	13.57	652	20.83	-7.9	-13.1	+5.9	-16.9	-33.2	+24.4
Other African countries	25.84	961	26.90	+7.8	-28.2	+50.1	+18.0	+3.9	+13.6
North America	845.00	12,812	65.95	+65.0	+31.8	+25.2	+49.8	+36.3	+9.9
Central-South America	73.42	936	78.48	+63.5	+39.2	+17.4	+28.5	+6.3	+20.9
Middle East	195.90	2,542	77.06	+57.2	+33.8	+17.4	+41.7	+13.3	+25.0
Other Asian countries	695.13	4,603	151.02	+19.4	+11.3	+7.3	+11.0	-11.4	+23.3
Oceania	35.86	561	63.96	+13.7	+14.5	-0.7	+6.8	+5.0	+1.7
Different	2.15	11	191.55	+187.4	+132.2	+23.8	+3.6	-9.2	+14.1
TOT. EXPORT	6,059.26	110,920	54.63	+23.8	+13.5	+9.0	+19.3	+3.8	+14.9

of which:

*CIS	133.94	2,197	60.97	-21.9	-19.4	-3.2	-26.1	-35.3	+14.1
TOTAL EXTRA-UE27	3,356.04	40,824	82.21	+24.3	+12.8	+10.1	+14.9	-1.7	+16.8

Export analysis 2022 by two months & Intra-Extra UE27 detail



Source: Processing
Centro Studi Confindustria
Moda on ISTAT data

区造成了严重的后果。该行业的进出口贸易差额是顺差21.8亿欧元（较2021年1月至5月增长14.5%）。

就意大利国内市场而言，继续逼近三年前的（并不令人满意的）水平：前6个月家庭采购额增加18.2%，采购数量增加14%。较2021年1月至6月相比，所有类别的商品均显示出积极信号：经典男鞋和女鞋的数量与金额均增长20%；童鞋、青少年鞋类增长高于10%（接近新冠病毒大流行前的水平）。运动鞋和运动休闲鞋在数量上增长13%（唯一超过2019年数据的鞋类）；增长较弱的是拖鞋类（略高于7%），但足以将其恢复到接近三年

前的水平。在经历了2020年大流行期间的井喷式增长和2021年的放缓后，今年前6个月的线上销售进一步缩减（数量减少8.9%，金额减少4.4%），但与2019年上半年相比较仍然明显高出（数量增加24%）。

企业的重新启动对劳工世界来说是有力的，它见证了就业人数的增长：意大利工业联盟提供的数据显示，至今年6月底较2021年最终数量增加了1062名雇员（+1.5%），但不足以弥补去年的人员损失。在最近6年的时间里，该行业的劳动力减少了6400人。公司死亡率正在上升，今年上半年共有95家鞋厂关闭。

The domestic market kept getting closer to the (unsatisfactory) levels of the previous three years: +18.2% in value and +14% in quantity for household purchases in the first 6 months. All product items showed a positive sign compared to the period January-June 2021; a recovery of around +20%, both in quantity and in value, for classic men and women's footwear; above 10% for children/teenager's shoes (close to pre-pandemic levels). The sports and sneakers sector grew by 13% in volume (the only one above 2019's data); a weaker growth for slippers (just over +7%), but sufficient to bring it back to the levels of three years ago. In the first half of this year – after the boom recorded in 2020 during the pandemic and

the slowdown in 2021 – online sales suffered a further reduction (-8.9% in volume and -4.4% in value) remaining, though, decidedly above (+24% in quantity) compared to the first half of 2019.

The restart of businesses has favoured the labour market, with a growth in term of employment: according to Confindustria data, at the end of June there was a positive balance of 1,062 employees compared to the final balance of 2021 (+1.5%), insufficient however to recover the losses of last year. Over the past 6 years, the workforce in the sector has fallen by 6,400. Company mortality is on the rise, recording as many as 95 shoe factories closed-down in the first half of the year.

IMPORT ITALIAN FOOTWEARE trend in the first 6 months of 2022 compared to the same period 2021 and 2019 (pre-Covid) – Analysis by geographical areas of origin

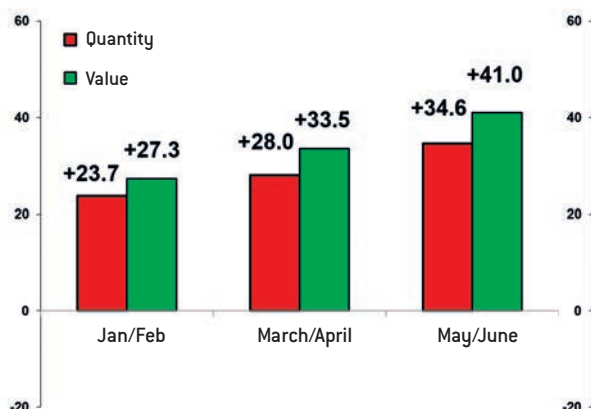
	January – June 2022			Change% 22/21			Change% 22/19		
	Value (Millions Euro)	Quantity (000 pairs)	A.P. Euro	Value	Quantity	A.P.	Value	Quantity	A.P.
EU 27 (post Brexit)	1.796.04	66,269	27.10	+32.7	+27.1	+4.4	+25.4	+12.9	+11.1
Other European Countries	117.42	4,343	27.04	-4.9	+54.7	-38.6	+0.2	+18.7	-15.6
Eastern Europe and CIS *	197.88	15,892	12.45	+4.5	+11.3	-6.1	-16.5	-10.8	-6.3
Northern Africa	92.90	5,176	17.95	+25.7	+21.6	+3.3	+8.8	+0.9	+7.8
Other African countries	0.65	46	14.17	-25.7	+35.2	-45.0	+201.6	+186.1	+5.4
North America	5.77	46	125.40	-14.2	-17.3	+3.7	-21.7	-49.1	+53.8
Central-South America	10.70	1,125	9.51	+52.6	+24.8	+22.2	+32.7	+15.4	+15.0
Middle East	6.12	43	140.69	+9.6	+8.9	+0.6	+11.2	+40.5	-20.9
Other Asian countries	1.111.61	103,528	10.74	+50.6	+31.8	+14.2	+43.7	+8.2	+32.9
Oceania	1.69	8	222.76	+84.6	+24.4	+48.4	+858.9	-33.4	+1.3339.8
Different	3.91	20	198.42	+210.8	+191.0	+6.8	+234.3	+162.6	+27.3
TOT. EXPORT	3,344.69	196,495	17.02	+33.7	+28.4	+4.2	+25.4	+7.9	+16.2

of which:

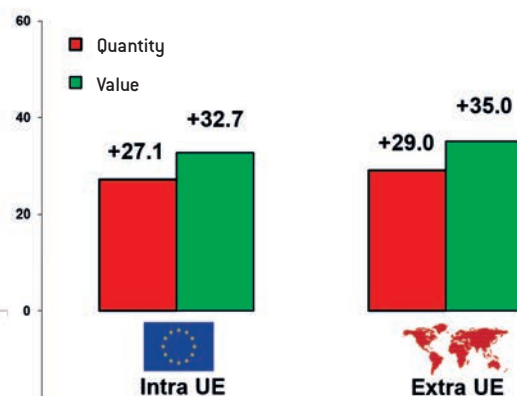
TOTAL EXTRA-UE27	1,548.65	130,226	11.89	+35.0	+29.0	+4.6	+25.4	+5.5	+18.8
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Import analysis 2022 by two months & Intra-Extra UE27 detail

Import year 2022 for two months
[% Change over the same period in 2021]



Intra and Extra UE27 imports: 6 months 2022
[% Change over the same period in 2021]

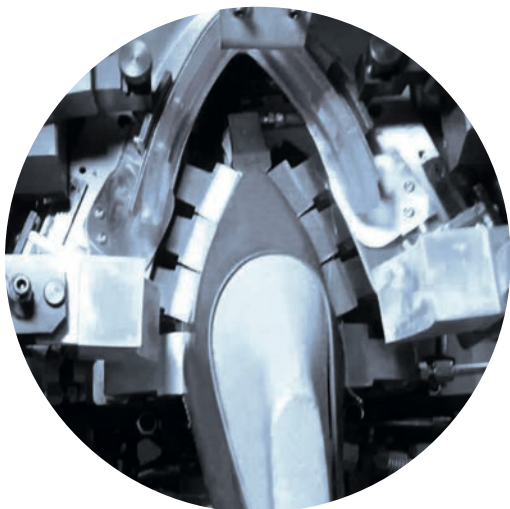


Source: Processing
Centro Studi Confindustria
Moda on ISTAT data

ATOM MB & CERIM merge into a single industrial entity

AVANTIUM

– Together to win



avantium
A CERIM AND ATOM COMPANY

ATOM MB and CERIM are sharing skills, know-how, and market knowledge to give life to a new entrepreneurial and industrial venture, AVANTIUM. This is a company owned by ATOM and CERIM with a 50% share both, which brings together the industrial contents of Cerim and MB (Molina e Bianchi, which was acquired by the ATOM group in 2016).

These two-brand union will result in a know-how synthesis of both companies that have contributed to writing the history of the footwear sector assembly techniques.

Such synergy aims to optimize customer services and strengthen the presence of the brands on in-

ternational markets. Anna Mercalli, President of Cerim, commented on this choice by saying - "We have decided to respond to the future challenges with a union of strengths and intentions that will enable us to face the world international footwear market with an even wider and more competitive offer. And, above all, we have chosen to protect human resources, our true asset".

AVANTIUM also conveys the desire to consolidate the roots in the Vigevano area, to which ATOM and CERIM have always been linked.

"This operation enabled us to create an added value to our history and our experience in the mechanical sector. However, our goals are multiple," said Giovanni Gaia, President of the ATOM Group, "including the desire to optimize production and generally to guarantee international distributors a wider and certainly excellent offer".

前景
时事

ATOM MB与CERIM两家公司合二为一

AVANTIUM：携手共赢

ATOM MB和CERIM分享各自的经验、专业知识和市场认知，为一个新的工业和商业项目注入活力：AVANTIUM诞生了，这是一家由ATOM和CERIM公司各自拥有50%产权的公司，它将整合CERIM和MB公司双方的一切产业内容（Molina e Bianchi公司于2016年被ATOM集团收购）。

这两家品牌的联合将为制鞋行业中为鞋鞋技术发展做出了贡献的那些公司所拥有的专业知识注入新的活力。

这一协同作用旨在优化对客户的服务以及加强两个品牌在国际市场上的影响力。

Cerim公司总裁Anna Mercalli女士评论这一选

择时说：“我们决定以联合双方的力量和想法来应对未来的挑战，这将使我们能够以更加齐全和更具竞争力的报价在国际鞋类市场上展示自己。另外，首先我们选择了保护所拥有的人力资源，这是我们真正的财产。”

AVANTIUM公司也代表了巩固维杰瓦诺地区根基的愿望，ATOM和CERIM一直与该地区联系在一起。

“通过这次合并行动我们希望为我们在机械领域中的历史和经验创造一个附加值。无论如何，我们的目标是多方面的。”ATOM集团总裁Giovanni Gaia先生表示。“在这些目标中，我们还有一个愿望就是优化生产和在总体上为国际经销商保证一个更加齐全并且肯定是优异的报价。”



Lineapelle 100 – More than 73% of visitors came from abroad

An exhibition looking ahead

Featuring a good trend and registering substantial figures, Lineapelle 100 proved to be the main international fair dedicated to the universe of footwear, leather goods, and the overall luxury fashion industry. During this three-day event (20 to 22 September, 2022), the best in terms of leather, materials, components and accessories were showcased by the most representative companies of the various sectors.

The fair featured 1,134 exhibitors and a large number of visitors from 109 countries. In particular, an important growth in operators from the United States, India, Mexico, Turkey, and the main European markets, from France to the United Kingdom, from Portugal to Spain, was recorded. Quite interesting appeared a general lowering of the visitors' age: younger, motivated and, above all, competent

buyers and professionals. This is an important sign that underlines the innovative products displayed at this event.

"It has been a beautiful, lively fair, with plenty of contents and perspectives," commented Fulvia Bacchi, CEO of LINEAPELLE, "with pavilions attended – from the very beginning – by a crowd of interested, convinced operators, coming, as in the past, from all over the world, and exhibitors who have shown us all their satisfaction for the LINEAPELLE 100's positive outcome."

"It has been a reassuring outcome for the entire supply chain," reiterates Gianni Russo, President of LINEAPELLE, "especially because the situation in which we operate creates enormous concerns and challenges, starting with the exponential increases in power costs, which are beyond the operators'

前景 展览

Lineapelle 100: 超过73%的参观者来自海外 一个展望未来的国际展会

作为一个致力于鞋类产品、皮革制品和奢侈品时尚行业的首要国际展会，第100届Lineapelle的良好效果得到证实，这也要归功于记录到的数字。在为期三天的展览活动中（2022年9月20-22号），各个行业最具有代表性的公司在这里展示了各自最上乘的皮料、材料、组件和配饰。

本届展会迎来了1134家参展公司和来自109个国家人数众多的参观者。根据记录到的数据，特别是来自美国、印度、墨西哥、土耳其和主要欧洲市场的的运营商，从法国到英国、从葡萄牙到西班牙，都出现重要的增长。非常有趣的一个普遍现象是参观者的平均年龄出现明显降低：买家和工现场作人员更加年轻、更有动力，

并且首先是更加具有竞争力。这是一个重要的信号，它强调了在这次国际展会中展示的产品的事时性。

“这是一届精彩、活跃以及充满内容和观点的展会。” LINEAPELLE首席执行官Fulvia Bacchi女士评论说。“从开馆的那一时刻起展厅里就挤满了运营商和参展商，前者对此活动非常感兴趣且深信不疑，同过去一样，他们来自世界各地，而后者则向我们表示他们对LINEAPELLE 100的积极成果深感满意。”

“对整个供应链来说这是一个令人放心的结果。” LINEAPELLE总裁Gianni Russo先生重申到。“首先是我们的经营环境产生了巨大的担忧和问题，从能源成本的爆炸式增长开始，而这超出了我们运营者的控制

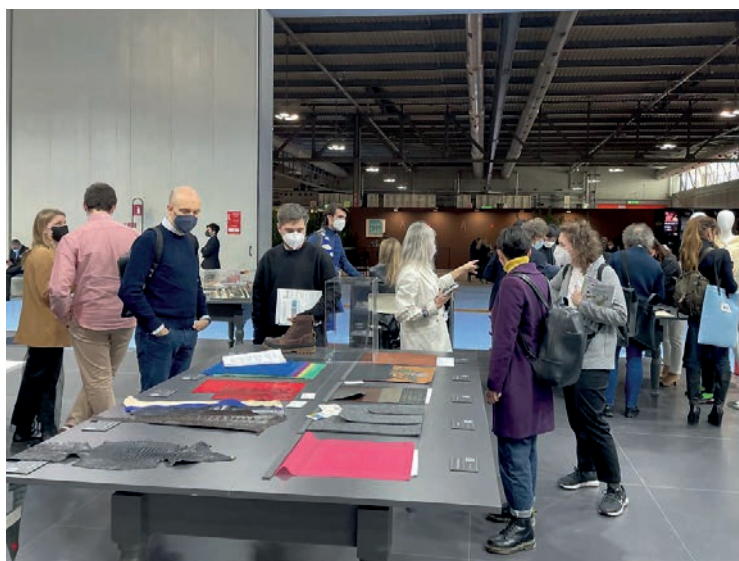
control. LINEAPELLE 100, however, highlighted the great vitality of the whole sector, placing itself as the moment of effective restart “.

The many projects chosen by LINEAPELLE to celebrate its hundredth edition have been quite successful.

The ‘Trend Areas’ with their ‘Mondi Possibili’ (“Possible Worlds”, reference mood of the autumn/winter 2023/24 trends) celebrated a return to brightness and luminous finishes, getting also into a new dimension: the virtual and interactive one of the Metaverse.

An event promoted by UNIC - Concerie Italiane, The Beauty of the Italian Tanning Industry, debuted at LINEAPELLE. This is a project that aims to tell the historical and innovative circular excellence of Italian leather with a new narrative dimension. The Green Theater talks explored the sustainability topic and the sensory suggestions of the Leathaverse conceptual garden from various points of view. Worth mentioning are also the works exhibited in the LINEAPELLE Art space and the space reserved for the results of training projects conducted in collaboration with London College of Fashion - UAL, IUAV - Università di Venezia, Università degli Studi della Campania – Luigi Vanvitelli, and Tokyo Leather Fair. Excellent feedback also for the third edition of Mipel Lab, the Italian leather goods outsourcing hub of excellence organized by Assopellettieri, in synergy with LINEAPELLE. “We are very satisfied with

the results of this 3-day event which, in addition to the declared goal of doing business, allowed the 13 attending companies to network, discuss the needs of the sector and bring out new initiatives – beyond the immersive reality just presented – that will soon help Mipel Lab to evolve,” declares Franco Gabbrielli, President of Assopellettieri. “I appreciate this high-profile partnership with LINEAPELLE, a partnership that has always had a common goal of creating a system and giving voice to the Made in Italy excellence “.



范围。但是LINEAPELLE 100凸显了整个领域的强大活力，将自身定位为一个有效重启的时刻。”

LINEAPELLE为庆祝其100周岁生日而选择举办的许多项目引起了人们极大的兴趣。

Trend Area(趋势区域)及其Mondi Possibili(可能的世界, 2023/2024秋冬季流行趋势参考)庆祝了光亮和闪耀饰面的回归, 同时让自己沉浸在一个新的维度: 那个虚拟和互动的元宇宙。

由UNIC(意大利皮革协会)推动的The Beauty of the Italian Tanning Industry展览(意大利制革工业之美)在LINEAPELLE国际展上首次登台亮相, 它旨在以一个新的叙事维度来讲述历史和意大利皮革卓越循环的创新。“绿色剧场”的讲座从不同的角度深入讨论了可持续性发展的主题和Leathaverse概念花园的感官建议。另外值得一提的是在LINEAPELLE Art空间(艺术

空间)展出的作品以及为与伦敦时装学院UAL、威尼斯大学IUAV、坎帕尼亚研究大学Luigi Vanvitelli和东京皮革展合作开展的培训项目成果而预留的空间。

第三届Mipel Lab也获得了出色的信息反馈, 这是由Assopellettieri(意大利皮具协会)与LINEAPELLE同期组办的意大利皮具制品之卓越外包中心。“我们对这次为期3天的活动的结果非常满意, 除了宣布的开展业务的目标外, 这次活动还让参加的13家公司建立了网络、面对该行业的需求并提出了新举措, 此外还有刚才介绍的那些崭露头角的公司, 在不久的将来它们也将为Mipel Lab的发展做出贡献。”Assopellettieri协会主席Franco Gabbrielli先生表示。“此外我也要为LINEAPELLE国际展的这种高水平的合作伙伴关系表示感谢, 我们的共同目标是创建一个系统并为“意大利制造”的卓越表现发声。”

APLF Dubai (30th March – 1st April, 2022)

A winning choice



In the shadow of Dubai's Burj Khalifa, APLF, with its 460 exhibitors spread over a 20,000 square meter area, achieved a success that was predictable, but not taken for granted. After two years of forced absence from the international exhibition stage due to the Covid-19 pandemic, as well as the consequent strict restrictions of Hong Kong and all mainland China, the traditional appointment with APLF, Materials+ and Fashion Access – which has moved temporarily to Dubai – has seen plenty of operators from all over the world, eager to return to normal, although one can hardly speak of normality starting from March 2020. The tanning industry, whose presence was significantly high, has felt the decline in operators from China and some areas of the Far-East. An already known situation which was obviously taken into account. APLF Dubai, howev-

er, along with many Western operators, has seen a good number of buyers from Pakistan, India, and Iran. An important area of made in Italy technology, producers of materials and components, and finished products added to the offer panorama, which, as already mentioned, had a significant presence in the international tanning industry. The fair in numbers is summarized with the presence of exhibitors from 35

countries and about 6,000 visitors representing 88 countries. The next edition of APLF will be held in March 2023, but in the meantime the outcome of APLF ASEAN – which will be held in Bangkok from 19 to 21 October this year – has to be seen.



前景 展览

APLF迪拜亚太皮革及材料国际展（2022年3月30号-4月1号）

一个成功的选择

在迪拜哈利法塔的高大身影下，凭借其分布在20000平方米的展览面积上的460家参展商，APLF亚太皮革及材料国际展取得了已经预见但并非理所当然的成功。由于新冠病毒大流行的开始以及随之而来的香港乃至整个中国的严格限制，在被迫退出国际展览舞台两年后，与亚太皮革及材料国际展APLF Materials+和Fashion Access的传统相会地点暂时移至迪拜，这届展会挤满了来自世界各地的运营商，他们渴望恢复正常，关于我们可以说的恢复正常是从2020年3月开始。显然，参展商数量众多的制革行业感受到来自中国和某些远东地区的业内人士人数的减少。一种这是能

够预见的情况，但是却不得不接受。不管怎样，除了许多西方运营商到访迪拜APLF亚太皮革及材料国际展，还有不少来自巴基斯坦、印度和伊朗的买家到访。如前所述，该展会在国际制革行业中占有重要地位，纵观全景，加入其中的还有一片由材料和组部件生产商以及成品生产商组成的重要的“意大利制造”技术展区。据展会数据统计，共有来自35个国家的参展商和来自88个国家的约6000名参观者。下一届APLF已经确定于2023年3月举办，但与此同时，我们期待着看到将于今年10月19日至21日在曼谷举办的APLF ASEAN展会的成果。



APLF LEATHER

13 - 15 MAR 2023
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Simac Tanning Tech 2022 – foregone success

Technology under the spotlight

Simac Tanning Tech 2022 (September 14/16) has closed its last edition recording general satisfaction of exhibitors and visitors.

This was an extraordinary exhibition, which was beneficial to the Italian and foreign mechanical sector, and proved its international leadership in the mechanical sector for the footwear, leather goods and tannery sectors (many of the showcased technologies are also suitable for use in the automotive and furniture sectors). This success was already in the air, however, both for the number of registrations of Italian and foreign operators, who confirmed their interest in visiting the fair, and the participation of



the exhibitors who had booked the exhibition spaces: 280 companies spread over an area of 13,000 square meters. A significant presence, despite a pandemic for which, even today, some governments have not completely dropped their reservations, for instance China. The offer panorama shown through Simac Tanning Tech highlighted once again that the international manufacturers' trend, with the Italian industry in the lead, is to accelerate in the search for sustainable solutions in line with the contents of Industry 4.0. Research and innovation, sustainability and environment, safety and the world of work were the common thread that featured this three-day event. This was also possible thanks to the networking moments created through the daily appointment, Assomac Talks and the various in-person debates, in which researchers, university professors, and fashion industry experts faced each other.



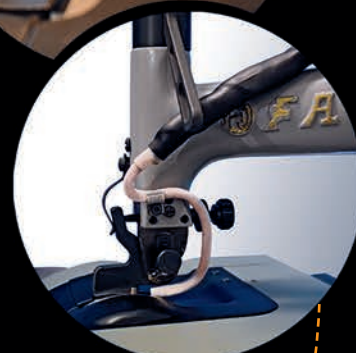
前景 展览

2022年Simac Tanning Tech宣告成功 站在技术的前沿

2022年Simac Tanning Tech国际展会（9月14号至16号）已落下帷幕，对本届展会的举办，参展商和参观者普遍表示满意。

这是一场顶级水平的国际展会，对意大利及外国机械行业起到了良好的作用，并在需要的时候证实了在于鞋类产品、皮具和制皮行业的机械技术的国际领导地位（展示的技术中有许多也适用于汽车和家具行业）。其实这一成功的迹象在开馆之前就已经显露出来，无论是确认有兴趣参观展会的意大利及外国运营商的注册数量还是预定了展位空间的参展商的参与：280家公司分布在13000平方米的面积上。

这一现象具有重大意义，尽管至今一些政府还没有完全解除他们的封控措施，一个例子当然是中国。通过Simac Tanning Tech国际展会展示的报价全景图再一次强调，以意大利工业为首的国际制造商的趋势是加快寻找符合工业4.0内容的可持续解决方案。研究和创新、可持续性发展和环境、安全和工作世界是伴随展会三天活动的主导线。之所以能够实现也得益于通过Assomac Talks每日约会创建的社交时刻以及时尚行业的研究人员、大学教授和专家参与的众多场辩论。



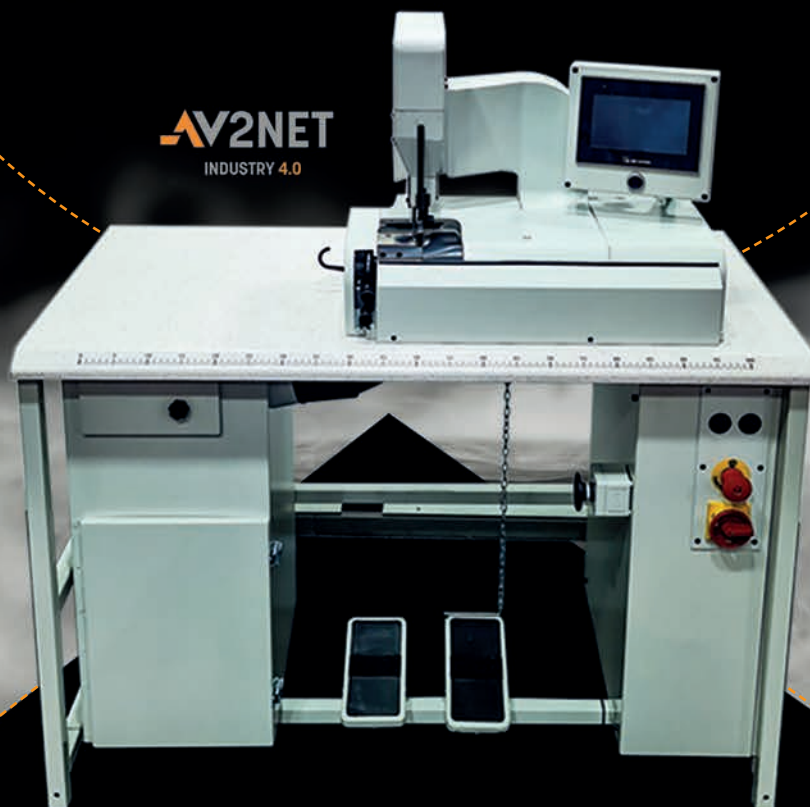
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Industrie Chimiche Forestali launches a new line of biodegradable fabrics

LUMINE - Born from Forestali and Morel skill combination



Confirming its care to the environment, the ICF Group, among its latest offerings, has introduced LUMINE, a new line of impregnated fabrics made with biodegradable raw materials and processed with Wave-Tech technology. This product complies with the requirements of the EN 13432: 2000 Annex A.2.2.2 / AC: 2005 standard which guarantees a percentage of material biodegradability above 90%.

The Company has also launched in-depth studies aimed at obtaining the OK-Biobased certification - synonymous of independent guarantee and high-quality renewability of the raw materials used in the manufacture of the product; and the Standard 100 certification by OEKO-TEX to ensure that textile products and their accessories do not contain or release - according to specific standard limits - substances dangerous to human health.

Guido Cami, President and CEO of Industrie Chimiche Forestali SpA, has declared: "The launch of this new line of biodegradable fabrics, created by exploiting also the skills of Morel, the recently acquired company, proves our commitment towards a lower environmental impact and sustainable innovation, essential factors in which our company believes".



前景
物料

INDUSTRIE CHIMICHE FORESTALI集团 推出一条新的可生物降解织物系列

Forestali和Morel两者合力打造LUMINE系列

在集团推出的最新产品中有LUMINE系列，这款新的防水织物（采用可生物降解原材料制作并使用Wave-Tech技术加工而成）证实了ICF集团对环境保护的关注。事实上，该产品符合EN 13432:2000 Annex A.2.2.2/AC:2005标准的要求，保证了材料的生物降解性百分比高于90%。

除此之外，公司还进行了旨在获取OK-Biobased认证的深入研究，该认证是保证独立和采用高品质可再生性原材料制作产品的代名词，同时也对通过Standard 100 by OEKO-TEX标准认证进行深入研究，以确保在

该标准规定的最低范围内织物产品以及其配件不包含或者不释放对人体健康有危害的物质。

Industrie Chimiche Forestali SpA集团总裁兼首席执行官Guido Cami先生宣布说：“这条新的可生物降解织物的面世也是借助了最近刚被集团收购的Morel公司的力量，它证实了我们对减少环境影响、可持续性创新所做的努力，这也是公司坚信不疑的基本因素。”

Innovative low-impact products

CT Point keeps following its sustainability and digitalization path by allocating substantial resources of its investments to this goal.

After calculating, in collaboration with Quantis, its Corporate Footprint and having committed itself with the Science Based Target Initiative to reduce its greenhouse footprint by 50% by 2030 – for Scope 1, 2, and 3 in line with the scenario of keeping temperatures below 1.5°C –

the Abruzzo-based company continues on its concrete, environmental and social responsibility path by joining the 4sustainability roadmap, i.e. Process Factory's sustainable fashion brand.

Starting from January 2022, the company took a further step forward, in line with its mission, using in its production plants certified green energy derived from 100% renewable sources only.

This transition will enable CT Point to reduce its emissions by 70% for Scope1 and 2.

The company's concrete commitment towards a more sustainable future is also to be seen into its ever-ex-



panding product range, of both low-impact twisted and braided yarns in 100% recycled polyester, GRS certified, such as the EcoGreen line, (sewing threads and high tenacity polyester braids, which are produced recycling post-consumer plastic waste), or the PFC FREE (Perfluorocarbons) line in the waterproof version, both in the polyester and polyamide yarns, and solvent-free version in the Bonding line, both in the single-ply and three-ply yarn.

Furthermore, the company is also committed to the very Industry 4.0 digital transition.



CT Point朝着一个可持续发展和数字化的未来前进

低环境影响的新产品

CT Point公司沿着可持续性发展和数字化的道路继续前行,并将自身投资中的重要资源投入用于实现该目标。

通过接受4sustainability的认证,这是一个用于认证时尚及奢侈品供应链的可持续性表现的系统和品牌认证,这家位于阿布鲁佐的公司在其环境和社会责任的具体道路继续前行。事实上,该公司与QUANTIS这家专业研究“绿色经济”并为企业提供咨询的国际公司开展合作,计算了自身的碳排放量,积极响应“科学碳目标倡议”(Science Based Target initiative),承诺在2030年之内将按范围1、2和3排放的温室气体排放量减少50%,实现温度升高低于1.5摄氏度这一目标。

为了完成其使命,公司进一步向前迈进,从2022年1月份起在自己的工业厂房内只使用来自100%可再生资

源的经过认证的绿色能源。由于这一转变,CT Point公司将能够将按照范围1和范围2标准将自身的排放量减少70%。

该公司对一个更加可持续发展的未来所做出的具体承诺也转化为对其产品范围的不断扩展,包括对环境影响低的加捻和交织纱线,采用100%再生涤纶,通过GRS标准认证,正如EcoGreen系列(缝纫纱线和高韧性涤纶编织物,使用回收的消费过的塑料废料生产),或是防水版中的PFC FREE(全氟化碳)系列,无论是涤纶纱线还是聚酰胺纱线,此外还有Bonding系列中的Solvent free(无溶剂),包括单股和三股纱线。

除此之外,这家阿布鲁佐公司正致力于工业4.0的数字化转型。

ABITALIA strengthens its green image

From tapes to customized reinforcement fabrics

the standards set by clients which are mainly the most representative brands of fashion and luxury in particular. Among the most innovative products recently introduced by the Marche-based company, the new line of one-side adhesive tapes and the double-sided ones are noteworthy.

The first one is produced using materials, such as cotton, nylon (light or heavy), nylon-cotton mix, polyester (light or high-tenacity), paper (crepe or smooth), glass wool, and non-woven fabrics in various types of fibres. The double-sided adhesive tapes, on the other hand, are made of traditional non-woven fabric, polyester, and PVC. The adhesives used for the tapes are hot-melt, water-based ones, simple or modified acrylics, natural or synthetic rubber latex.

In recent years, the range of reinforcement fabrics - ranging now from Jersey to very light cotton fabrics, to teaseled and nylon items.

The line of nylon fabrics also includes tear-resistant materials. The reinforcement fabrics can be customized with logos or designs, they can be coated on one side or both, in the adhesive version and in the thermo-adhesive one.



The key principles of Abitalia - a company specializing in the production of tapes, fabrics and reinforcement pre-cut items for the leather, graphics, and all the other sectors in which those kinds of products are used - have always been the care of the environment and the consistent search for the highest quality standards of its products. Having started the process to get environmental sustainability certification, Abitalia keeps developing new products that comply with

前景 物料

ABITALIA强化自身的“绿色”形象

从条带到织物的个性化增强物

关注环境可持续性发展和不断寻求产品的最高质量标准始终是 Abitalia公司秉持的主要信念，这家公司专业生产条带、织物和预切类型的增强材料，其材料的使用者为皮革行业、印刷行业以及所有需要使用这些产品的行业。在启动获取环境可持续性认证的流程后，Abitalia 公司沿着开发符合其客户所需标准的各种新产品的道路继续前行，公司的客户主要由最具代表性的时尚品牌尤其是奢侈品品牌组成。在这家位于马尔凯大区的公司最新推出的最具创新性的产品系列中，有新的单面胶带系列和双面胶带系列。

第一种使用了以下材料生产：棉、尼龙（轻型和重型）、尼龙混纺棉、聚酯（轻型或高韧性）、纸（褶皱或

光滑）、玻璃棉和不同类别纤维材质的无纺布。而双面胶带则由传统的无纺布、聚酯和PVC制成。用来使胶带具有粘合性的粘合剂是：热熔胶、水性胶、简单或改性丙烯酸以及天然或合成橡胶胶乳。

在近些年的时间里，公司对加强用织物系列的范围也进行了扩展，从平针织物到非常轻盈的棉布，甚至是纱布和尼龙制品。

使用尼龙材料制成的织物系列还包括抗撕裂材料。这些加强用织物可以按商标或各种不同风格的设计进行个性化生产，可以只进行单面上胶或双面上胶，胶水类型不仅可以为粘合剂也可以为热熔胶。

Bamboo cane may be a possibility

Environmental sustainability runs on a fixed path that needs to meet various objectives. Among these, research is certainly in the first position and a commitment that Luigi Carnevali - a company specialized in the production of reinforcement materials for the footwear and leather goods sector - has always embraced.

The company's latest proposals include new product lines in which the green aspect prevails, where recycled fibres and eco-compatible glues are used. A next-generation microfibre product, very soft, pleasant to the touch, and easily workable is also included in these sustainable items. Luigi Carnevali, however, consistently keeps searching for innova-

tive products and its offerings cover the most disparate solutions; a close collaboration with suppliers and customers, in fact, enables the company to test new natural fibres, including those obtained from Bamboo cane. A reference point for the domestic and international markets, Luigi Carnevali is committed to environmental sustainability on all fronts, i.e., the selection of raw materials, suppliers' back-office, their production cycle and logistics aspect.

Suppliers must be relatively close to their operational headquarters, guarantee the traceability of raw materials and ensure production times that allow, among the many aspects considered, the actual reduction of the environmental impact. Luigi Carnevali provides the documents that certify its commitment, making available to their customer the results of laboratory tests and all the certifications necessary to prove the quality and compliance with the various international standards.



Luigi Carnevali, 我们行业的一个参照点

竹藤也可是一个机会

环境的可持续性在必须遵守各种目标的强制性道路上发展。

在这些目标当中排在最前面的当然是研发。这是多年来Luigi Carnevali始终遵守的承诺，这家企业专业生产用于制鞋和皮具行业的加强材料。

在企业最新的产品中还有绿色环保占主导地位的新产品线，这要归功于再生纤维和生态兼容胶水的使用。在可持续性的产品中，还有最新一代的超细纤维，非常柔软、触感舒适并且易于加工。然而，Luigi Carnevali公司继续坚持不懈地研发创新产品，其产品可为客户提供各种不同的解决方案：得益于同供应商和

客户之间的密切合作，事实上，一些新的天然纤维正在测试中，这其中还包括从竹藤中获取的纤维。

作为国内和国际市场的参照点，公司致力在各个方面对环境可持续性发展进行努力：原材料的选择、供应商的后台管理系统、供应商的生产周期以及物流方面。

供应商必须离他们的运营总部相对较近，保必须证原材料的可追溯性并确保生产时间在被考虑到的许多方面能够真正减少对环境的影响。Carnevali 公司提供关于该承诺的文件材料，为客户提供实验室测试结果和所有必要的认证，以确认产品的质量以及符合各种国际标准。

PRODOTTI ALFA relies on research

Corium® A next-generation material

The latest line of materials introduced by PRODOTTI ALFA fea-

ture the Corium® brand. This is bonded leather that delivers unique characteristics both in terms of style and technical features: elasticity, tear resistance, consistency, durability, and limited processing waste.

Furthermore, Corium® is 'Global Recycled Standard' certified and belongs with full rights to the range of sustainable materials.

Today, everyone is involved in the environmental sustainability, from the consumer to the producer; in particular, the first feeling the urge to contribute on this issue are the most renowned companies.

Careful interpreter of their needs, PRODOTTI ALFA is the best interlocutor of those who work and produce in different sectors: leather goods, footwear, bookbinding, furniture, and clothing.

The company conquered this role thanks to con-

sistent investments in new products development and close collaboration with businesses, always seeking for new materials.

In 2015, in order to meet companies' needs, PRODOTTI ALFA introduced Corium®, a material that combines high technical performance with the simplicity of processing, typical of classic leather; like this, in fact, it can be subjected to different finishes (cutting, stitching, edge coloring, surface retouching) and printing. Among the novelties of the company there are also new finishes and technical features concerning both the traditional line and the Corium® brand line - stain-resistant treatment, velvety hand, high resistance to friction, full and saturated colors.



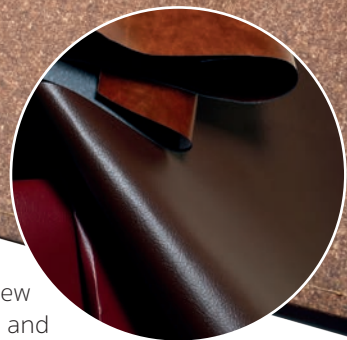
The new line



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前景 物料

PRODOTTI ALFA公司致力于研寻

最新一代材料Corium®

PRODOTTI ALFA公司推出的最新材料产品系列标志有CORIUM®商标。这是一种最新一代的再生硬皮，保证了外观和技术方面的独有特征：弹性、抗撕裂性、一致性、耐用性以及加工过程中减少废料的产生。

除此之外，CORIUM®已通过全球回收标准认证，因此完全适合可持续性材料的使用范围。

今天环境可持续性发展涉及到从消费者到生产者中的每一个人：尤其是那些最知名的公司，它们最先感受到应该在这一话题上做出自己的贡献。

PRODOTTI ALFA公司仔细理解了它们的需求，是在各个领域工作和生产的人的特权对话者：皮革制品、鞋类制品、装订、家具和包装。

这一角色的获取得益于对新产品开发的持续投资以及一直在寻找新材料的各家公司的紧密合作。

正是为了回应这些公司的需求，PRODOTTI ALFA在2015年推出了CORIUM®这一产品系列，这种材料在具备高技术性能的同时还兼具了典型的传统皮料加工的简易性：事实上，正如它一样，可以进行不同的后处理（裁断、缝纫、边沿着色和表面的修饰）和印刷。该公司的众多新产品中还包括新的后处理效果和技术特征，无论是对传统系列还是Corium®品牌系列：防污渍处理、天鹅绒手感、高抗摩擦力以及饱满且饱和的色彩。

TecnoGi – An inborn commitment to the environment

Biorel, Talyn, and Relion: the champions of sustainability

Foreground
MATERIALS

TecnoGi, a leading company in the production of materials for toe puffs, counters, and fabrics for the reinforcement of footwear and leather goods items, continues to develop new products, while keeping high its care for the environment.

Tecnosoft, a next-generation, eco-friendly toe puff material, is among the company's latest products, along with a new line of Guper fabrics, made with DOTS technology (an adhesive dot-distribution process) and TAG adhesives, developed by the R&D division of TecnoGi.

On the sustainability front, the eco-friendly Biorel, Talyn, and Relion materials for toe puffs and counters that anticipated market needs, should be mentioned. A biodegradable and compostable material, BIOREL 72G/61, was recently introduced in the BIOREL line.

This is a material realised with a pure, impurity-free (including the processing additives and the wax used in spinning) cotton cloth.

TecnoGi boasts an in-born commitment to the environment, which not only concerns the products, but the whole industrial process. The gradually-made investments, in fact, start from the photovoltaic system installed about ten years ago (it was recently enhanced and covers, with about 400 kw generated, more than 30% of the company's power needs), and the closed-circuit cooling system. The water-based product usage, both in the impregnation and gluing process, significantly reduces the VOC pollution. When it comes to 'sustainability', another mandatory step is the use of recycled material, which stands out for its Global Recycle Standard (GRS) certification.

On this front, TecnoGi is committed to the processing and reuse of waste material.



TecnoGi: 对环境的承诺刻印在它的基因里

Biorel、Talyn和Relion，可持续性发展的榜样

在生产用于鞋类产品前套及后套的材料和用于鞋具及皮具增强的织物领域里，TecnoGi公司是领军者，它不断地开发新产品，并始终对环境问题保持高度的关注。

在公司研发出的最新产品中，有Tecnosoft这款材料，这是用于制作鞋具前套的最新一代材料，具有极高的“绿色”特征，是Guper织物的一个新系列，采用DOTS技术（点式上胶工艺）和TAG粘合剂制作，由TecnoGi公司的研发部门开发成功。

在可持续性发展方面，我们应该提到的首要产品是用于制作鞋具前套及后套的Biorel、Talyn和Relion这三款材料。BIOREL系列是一种可生物降解以及可堆肥的材料，最新这个系列里新增加了BIOREL 72G/61这一

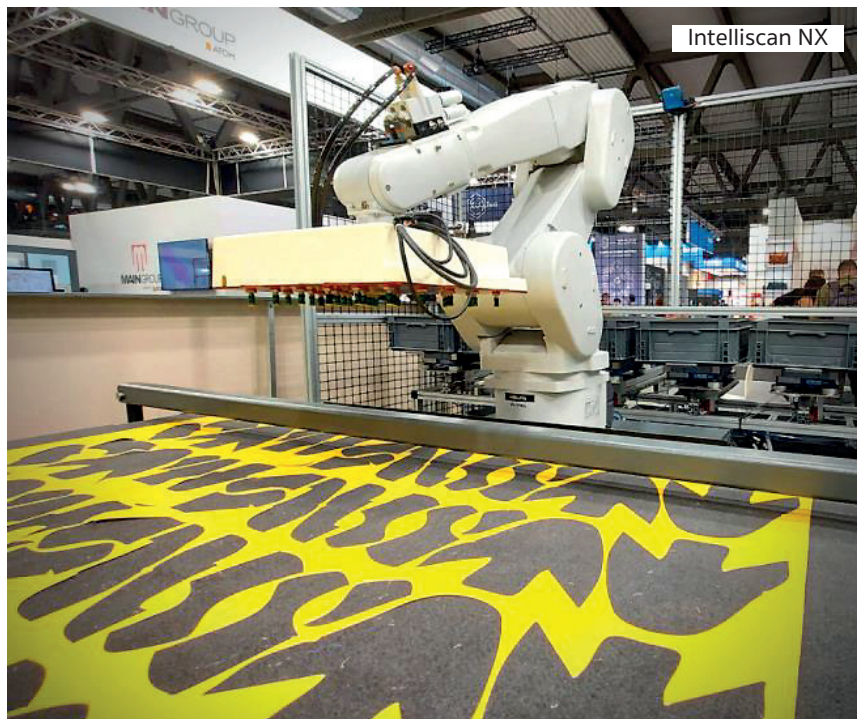
款，它采用一种纯棉的布料制作，不含任何杂质，包括那些作为加工用途的添加剂和用于纺纱的蜡。

TecnoGi公司对环境的承诺刻印在它的基因里，不仅仅是涉及到产品，还涉及到整个工业流程。多年来公司逐步进行的投资实际上是从大约十年前安装太阳能发电系统（最近对系统进行升级后可生产400千瓦的电量，超过了自身用电需求量的30%）和闭路冷却系统开始。在我们谈论“可持续性”的时候，另一个强制性步骤是使用可回收材料，该材料以其具备的GRS认证（全球回收标准）而著称。

在这方面，Tecnogi公司致力于废余材料的处理和再利用

ATOM keeps going along the innovation path

The latest proposals in the cutting area



tion, with the aim of creating increasingly efficient and interconnected systems. In this logic, precisely fits the new robotic unloading system, which allows a faster and more efficient cut-piece collection, which can be organized according to the criteria set each time (for example, the pieces can be sorted by size or type), in order to streamline and speed-up the subsequent shoe assembly operations. In addition, the suction cup technology ensures that the collected piece is not damaged.

A new scanner device, Intelliscan NX, is also among the latest proposals introduced by the Vigevano-based company in 2022. This scanner – when combined with proper machinery and nesting software – allows for total automation of the cutting phase. A linear camera ensures high scanning quality over a working area of 1700 mm, which, however, has no length limits thanks to a powered belt. Moreover, a second belt allows the automatic repositioning of the scanned leather in the loading area, so that a single operator will be required. Among the proposals for

Digitization, automation, sustainability – these are the keywords at the core of ATOM's solutions introduced at Simac Tanning Tech 2022. The company's offering looks at all stages of footwear and leather goods produc-

2022, ATOM also introduced the latest version of its CAD/CAM software, SHOEMASTER, combining all the design, engineering, and footwear production control tools in a single platform.



前景 技术工艺

ATOM继续的创新道路上前行 裁断领域的最新产品

数字化、自动化和可持续性：这些是ATOM集团在2022年Simac Tanning Tech国际展会上展示的方案解决中心的关键词汇。该方案着眼于鞋类产品和皮件产品生产的所有阶段，旨在创建愈加高效和互联的一套系统。正是在这个逻辑下新的机器人卸载系统被载入，它可以更快速和更高效地收集被裁断的物件，能够一次又一次地根据不同的设置标准进行安排（例如，物件可以按照尺寸或者类型来划分），这简化并加快了鞋具后续的植帮操作。除此之外，采用的吸盘技术还确保了收集到的物件不会被损坏。

这家位于维杰瓦诺的公司在2022年推出的新产品中还有一款新的Intelliscan NX智能扫描仪，它与自己的

机械和套料软件相结合，可以实现裁断阶段的完全自动化。线性摄像机保证了在1700毫米的有效工作区域里扫描的极高质量，而且由于采用了电机带动的传送带，因而不受长度限制。除此之外，使用第二条传送带还能够能够在进料区域里对被扫描的物料进行自动重新定位，从而将这项工作所需要的劳动力减少到仅使用一名操作人员。在2022年的新产品中，ATOM还展示了最新版本 SHOEMASTER，这一款CAD/CAM软件将用于鞋类产品设计、工程和生产控制的所有工具结合在唯一的平台上。



FULLY RECYCLABLE PRODUCTS



PRODUCTS WITH HIGH CONTENT OF RECYCLED MATERIAL



GRS CERTIFIED PRODUCTS



BIODEGRADABLE PRODUCTS

**GREEN
SUSTAINABLE
PRODUCTS**
SUITABLE
FOR ANY
PRODUCTION
NEED



PRODUCTS MADE BY RENEWABLE SOURCES



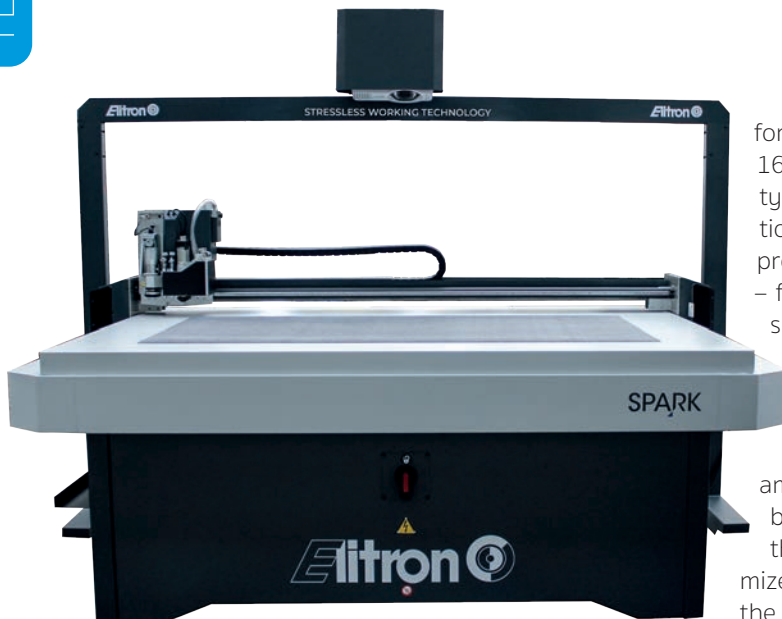
**Toe-puff and counter materials for shoes.
Reinforcement materials.**

Tecnogi S.p.A. - Via del Vallo 7 - 28071 Borgolavezzaro (NO) - Tel: 0321 88821 - Fax: 0321 885333
www.tecnogi.com



Two important novelties by Elitron

Spark F – compact, fast and accurate



formats – 800 x 1600mm fixed top, and 1900 x 1600mm conveyor top, suitable for accurate prototype and production work cutting. The multi-function 5-tool cutting head and the intelligent video projection system

– for immediate prototyping – make this compact system a very flexible machine, therefore suitable for different production needs.

Elitron's software

The Visio offline nesting bench was also among the latest showcased proposals. Powered by the company's proprietary Opera Software, the automatic nesting process enables to optimize production times and hide yield, minimizing the scraps. A number of Vision technical features make this possible – the hide surface will be converted into a high-precision digital file, while the LED light illuminates the entire hide in order to ease the quality area recognition. The Elitron Digital Infrared (EDI) pen, supplied with the system, enables also the operator to categorize holes or flaws without marking the hide at all.

A continuous monitoring of the screen is no longer necessary, as digital marks on the material are clearly visible and intelligently coloured, and the markings will be directly encoded on the hide, for the sake of ergonomics and time-saving.



The new line of cutting machines by Elitron was launched at the international technology fair Simac Tanning Tech 2022. Customers and operators were particularly attracted by the Spark F multi-cut system and the Visio offline nesting bench.

A multipurpose cutting system

Spark is available in two



前景 技术工艺

来自Elitron的两个重要新产品

Spark F: 紧凑、快速和精准

Elitron品牌的新裁断机系列将2022年Simac Tanning Tech.国际展会作为它进入市场的跳板。吸引客户及行业运营者注意的是它的多功能裁断系统Spark F和用于离线状态下进行皮料嵌套的Visio工作台。

一套多功能裁断系统

Spark有两种型体可供选择，一种是规格为800x1600毫米的固定加工台或者是一种规格为1900x1600毫米的传送加工台，是用于产品雏形及批量加工精准裁断的理想选择。配置5个刀具的多功能裁断头和一个智能视频投影系统（用于即时雏形制作）有助于这套紧凑的系统成为一台非常灵活的机器，因而适用于不同的生产需求。

Elitron软件

在最新推出的产品中还有Visio排料工作台。

- 用于离线状态下的自动物料排列流程。得益于采用了公司拥有产权的Opera软件，自动嵌套加工材料流程可优化生产时间和皮料的利用率，最大程度地减少废料的产生。能实现这一点是因为Visio具备了一系列的技术特征：皮料的表面被转换成一个高精度的数字文件，与此同时LED照明灯照亮整个皮料表面以利于辨别皮料的高品质区域。除此之外，设备中配送的Elitron红外线数字笔允许操作人员对孔洞或缺陷进行分类，而无需在皮料上进行任何标记。

不再需要持续地检查屏幕（在智能模式下数字标记在材料上清晰可见并呈现颜色），标记直接在皮料上被编写成号码，这节省了生产时间并且符合人体工程学。



 **TECNOGI PLAST** a brand of **TECNOGI**

INNOVATIVE TECHNICAL SOLUTIONS FOR LEATHER GOODS



TALYN® Worldwide registered trademark
100% RECYCLABLE

TECNOGI S.p.A.
28071 Borgolavezzaro (NO) - Italy · Via Del Vallo 7
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Fratelli Alberti – An ever-growing factory, keeping the tradition values unchanged

Plenty of innovative offerings



duction while keeping the quality standard, which is already among the best on the market. Secondly, the tradition that has represented Italian excellence for over 75 years is the other reason that makes the company a protagonist on the international market, for all the leather-using sectors. “We offer our customers our expertise to help them obtain seamless skiving, splitting, and couplings, proposing ourselves not as simple machine builders but – thanks to a constant collaboration relationship – as partners,” claim the young representatives of the company. Among these is Giacomo Capra, who added “Our work passion enabled us to be known all over the world and still drives us to keep on going with the same enthusiasm, ensuring the utmost care towards our employees, the environment, and energy efficiency. Every day, we aim to improve our products, image, relationships with customers, and our market share, as well.”

Fratelli Alberti keeps being a benchmark among the manufacturers operating in the leather industry. Firstly, this is certainly due to the quality of the built technologies, among which the most advanced models of leather skiving and splitting machines – in the various working scenarios – and the line of laminating ones, stand out. The bell blades – for the production of which a new Numerical Control Center will soon come into operation – add to these machines; the objective is to increase pro-

The next-generation proposals

At Simac Tanning Tech 2022, Fratelli Alberti – continuing its innovation process – has introduced a new line of laminating machines, which are the 4.0 versions of the famous COMBI ones.

Technical and structural updates also concern the FAV line of splitters, which has been extended with the 4.0 generation models.

Furthermore, a new workbench installed on the

前景

技术工艺

Fratelli Alberti: 一家保持传统价值不变且持续革新的企业

众多的最新一代技术产品

Fratelli Alberti公司仍然是皮革行业生产厂商的一个参考点。第一个原因当然是其所生产的技术设备的质量，其中最先进的机器是在不同的加工阶段使用的削皮机、片皮机以及贴合机系列。除了这些机器外，还有罩型刀具，为了生产这些刀具，一家新的数控中心将很会投入使用：目标是提高产量并保持质量标准，而它已经是市场上最高的质量标准之一。对于使用皮革的各个行业而言，使它成为国际市场主角的第二个原因是在超越75年的时间里，它始终代表着意大利的卓越品质这一传统。

“我们向客户们提供我们的技能，帮助他们获得完美的削皮、片皮和贴合，通过持续不断的合作关系，我

们不再是以简单的机器制造商身份而是以合作伙伴的身份为客户服务。”公司的年轻销售代表们如此说道，正在这些年轻人的手中公司得以传承。

在这些销售人员中包括贾科莫·卡普拉，他补充说：“工作风格使我们被全世界认知，它推动我们一如既往地以同样的热情继续前进，确保对我们的合作者、环境和能源功效给予最大的关注。每一天我们都在致力于改善产品、形象、与客户的关系以及我们的市场份额。”

最新一代的产品

沿着创新的道路前行，Fratelli Alberti公司在2022年Simac Tanning Tech国际展会上展示了一条新的贴



next-generation skiving machines made its debut at Simac – the scrap accumulation issue has been solved for good, thanks to the particular engine efficiency, which enhances the suction capacity of the machine. Also, the workbench features a security guard which guarantees a better operator's protection against the moving mechanical parts.



合机系列: 这就是著名的COMBI系列的工业4.0版本。技术和结构的更新还涉及到FAV片皮机系列, 增加了一些型号的4.0升级版本, 使该系列得以扩展。

除此之外, 在Simca展会上还有一个安装在最新一代削皮机上的工作台首次亮相: 得益于电机的特殊效率, 吸尘器的吸力得到增强, 从而彻底解决了残余废料堆积的问题。工作台上安装的机器部件运动防护罩也为操作人员的安全提供了进一步的保障。

Since 1969...

Courage, Reliability in work, Respect of rules and Curiosity for innovation

Respect for colleagues, for suppliers and for Customers

The awareness that a cohesive team works better for itself and for the company

Respect towards Customers to build a long-term partnership

Never stop dreaming, letting dreams come true

Enrico and Rita founded Lamebo on these values and...

...this will be our belief forever!

Gabriella



Technology Showcase 2022

The latest

The very latest product technologies that stand out for innovation, production flexibility and simplicity.

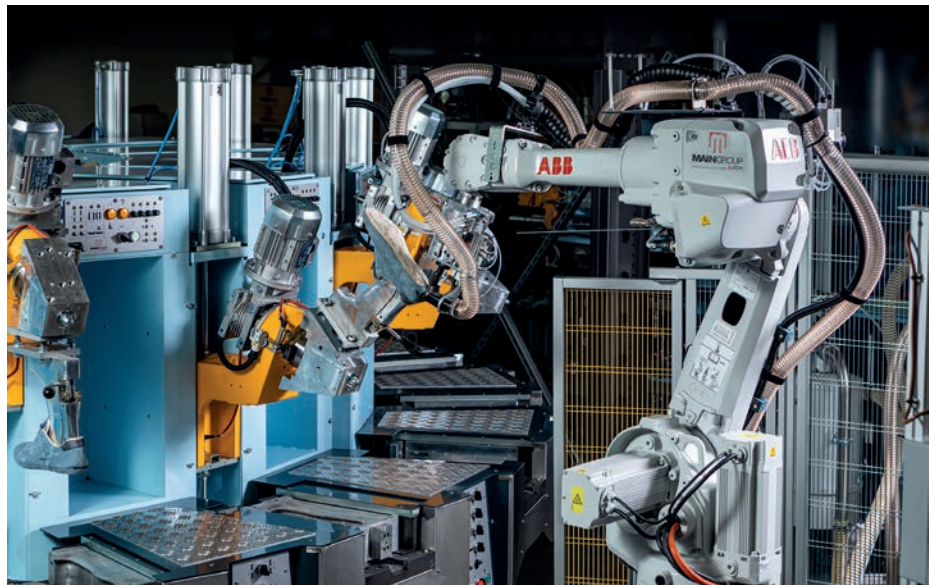
MAIN GROUP TECHNOLOGIES

In the perspective of an increasingly sustainable and eco-friendly production, Main Group introduces at Simac 2022 a new technology that enables all types of recovered materials to be efficiently reintroduced in the production cycle.

With a new peripheral system, which adds to Main Group machines, it is possible to recover all the production waste that could not be reintroduced into the process until now, and had to be thrown away; a waste of material affecting both the environment and the bottom line - given the increase in costs and the increasing raw material shortage.

The new Main Group's technology has made it possible to recover and reuse materials such as Eva, rubber or polyurethane, adding a strategic asset to the market dedicated to footwear machinery.

The research and development of tools for the automation of pro-



duction, which can improve the process efficiency and the finished good quality, also continues.

Recently, in fact, Main Group has developed a new carding island with automatic tool change system, which allows to automatically select up to 6 different tools based on the upper to be processed. Also new is the silicone

island, which allows a significant improvement in the distribution of the release agent; this can be combined with an electrostatic gun, delivering 15% to 20% savings in materials and fewer emissions in the working environment, for greater operators' health protection.



前景 技术工艺

2022年科技导报

最新产品

在科技领域里最新提案的特征是创新、生产灵活性和理简便。

MAIN GROUP TECHNOLOGIES

为了实现日益可持续性和环保的生产, Main Group集团在2022年Simac国际展览会上展示了一项新的技术, 该技术能够采用完全有效的方式将所有类型的回收材料重新引入生产周期。

通过与Main Group的机器相连接的一套新外围系统, 可以回收所有的生产废料, 迄今为止这些废料无法被重新用到生产流程中而不得不被丢弃, 考虑到成本的增加和原材料的日益稀缺, 无论是从环境的角度

还是从经济的角度来看, 这种材料的浪费都造成了不良影响。

新的 Main Group 技术使回收和再利用如Eva、橡胶或聚氨酯等材料成为可能, 为鞋类机械市场内部增添了一项战略资产。

除此之外, 用于自动化生产的工具的研究和开发也在继续, 它们能够提高生产效率和成品质量。

事实上, 最Main Group集团开发出了一款新的带有自动更换工具系统的环岛式灌注机, 它能够根据要加工的鞋帮, 通过自动化的方式选择多达 6 种不同的工具。硅胶岛也是新研发的, 它可以显著改善脱模剂的



CIUCANI MOCASSINO MACHINERY

The company based in the Marche region has launched a new system for making glue-free shoes; the result is an extremely flexible, comfortable, sustainable shoe produced with lower labor and machinery costs.

The glue-free sneaker production project involves the construction of a 5-operator work island with a throughput of 230/250 pairs in 8 hours.

The island consists of two CIUCANI sewing machines, one to sew the upper to the insole and the other to sew the sole; an ARP (a puff-curling machine which crimps the upper) and other machines normally used in shoe factories. The two sewing phases enable to avoid using glues, and all the related processing phases. According to laboratory tests,

after 80,000 flexes, the sole did not show any alterations.

A similar work island setting exists for the production of Goodyear footwear; thanks to the project carried out by CIUCANI, the use of glue and nails is reduced to a minimum, that is to the welt and the application of the heel – the time saved and the ease of execution are remarkable.

The glue-free assembly performed with the work islands designed by CIUCANI MOCASSINO MACHINERY makes the footwear extremely flexible and comfortable. The savings in terms of machinery, time and personnel are equally remarkable.

The shoe is made with a reduced environmental impact – an eco-sustainable product, which supports the ever-increasing environmental awareness of consumers and big brands.



分布：它可以与静电喷枪结合使用，可确保节省15%至20%的材料并减少工作环境中的排放，从而更好地保护操作人员的健康。

CIUCANI MOCASSINO机械厂

这家马尔凯企业推出一套无需使用胶水的制鞋新系统：成果就是一种极度柔软、舒适且环保的鞋子，而且生产使用的机器和人工成本也更低。

生产不使用胶水的运动休闲鞋具这个项目预计使用小岛式加工模式，仅需5名操作人员，8小时产能为230/250双鞋。

小岛式生产线的组成为两台CIUCANI针车，用于将

鞋帮面缝制在中底上和缝制大底，一台APR机器（对鞋帮面进行定型）和其它一些所有制鞋厂常规使用的机器。缝制的两个阶段以及与之相关联的所有加工阶段可避免使用胶水。根据实验室进行的测试，在经过80000次弯曲后大底未出现任何变化。

一条相似设置的小岛式生产线预计用于Goodyear鞋具的制作：得益于CIUCANI公司实现的项目，胶水和鞋钉的使用被减少到最小，就是说在沿条和鞋跟的装配上：加工时间的节省加上操作的简便，效果非常显著。

由CIUCANI MOCASSINO 机械厂设计的小岛式无胶组装鞋具方案使鞋具变得极度柔软和舒适，同样



GILARDI

The company based in Vigevano has developed a machine, whose main features are processing simplicity, use versatility, and an excellent quality/price ratio. The new machine, GL-14-P, is a press for plating, die-cutting and printing both hide and leather, and synthetic materials.

The machine is equipped with a cart to automatically move the piece-holder table for plating (folding opening); the upper surface heating temperature is adjustable, as well as the desired pressure and working time. The processing parameters, i.e. degrees and pressing time, are displayed on the control panel, while a pressure gauge shows the power (Newton/m2). The folding



opening of the working table can be stopped and switched-off with a simple operator's intervention. The folding opening hold enables the machine to automatically perform die-cutting and printing jobs – tasks managed by the operator using two buttons.

TECHNICAL DATA

Automatic entry and exit of the piece-holder cart.
Work table size - 400 × 500 mm.
Pression power adjustable up to 100 t.
Open table distance 80 mm.
Electronically controlled safety bars.



前景 技术工艺

在机械使用、加工时间和人工方面的节省也是相当显著的。

这种制鞋方式对环境造成的污染也得以减少：这一款环保的产品顺应了来自消费者和国际大牌日益增长的环境保护要求。

GILARDI

这家位于维杰瓦诺市的机械厂开发出了一种机器，其主要特点是加工简单、用途广泛以及出色的质量/价格比。这款新生成的机器型号为GL-14-P，是一台冲压机，可用于真皮、硬皮以及合成材料的电镀、模切和印刷。

该机器配备了滑动装置，用于需电镀的工件架台（折叠式打开）的自动移动：加热工作台上层表面的温度可进行调节，所需的压力和加工时间也可进行调节。加工数值、压力的度数和时间在控制面板上显示，而功率

（牛顿/平方米）则在压力表上显示。操作人员可采取简单的干预进行修改或中断工作台的折叠式打开。

暂停工作台面的折叠式打开可使机器自动执行模切和印刷这两项作业：由于装置了两个按钮，操作人员可对此两项作业进行管理。

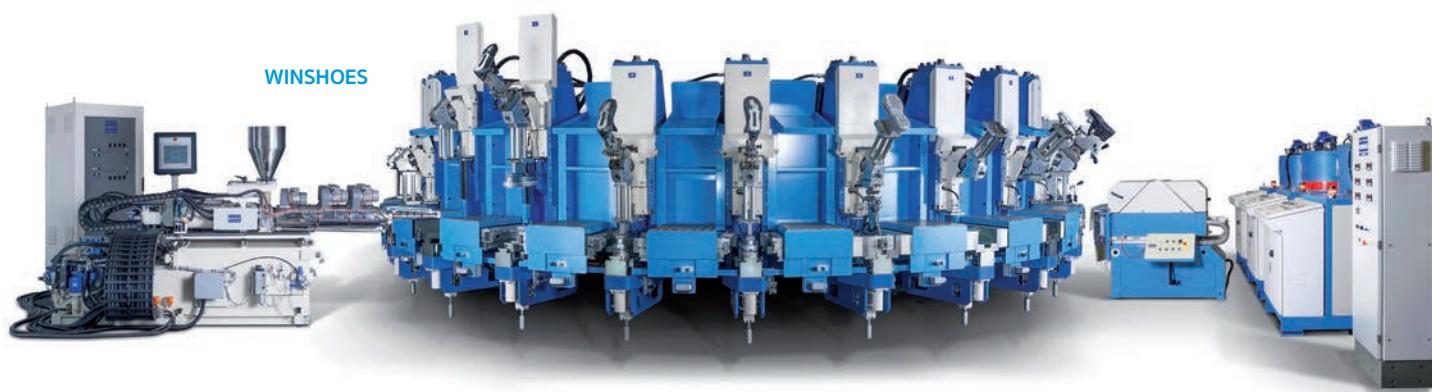
WINTECH

Among the many technologies proposed by the Venetian company, a first floor should be dedicated to the “Winshoes” line, direct polyurethane injection systems which features innovative technical solutions. A patented mould-holder that – thanks to an original closing system and electronically-controlled casting unit – enables to create very thin TPU soles. Also, the innovative ring support, while automatically compensating the mould differences, enables the optimal closing over the upper. In particular, the “open space” opening

system facilitates and simplifies all the operations on the rotary machine. Moreover, this patented system makes it easier to perform the silicon application operations and all the interventions in the mould area (insert application, in addition to mould changing, cleaning and adjustment) to the benefit of the finished product quality and production times. Among the strengths of the Winshoes system is the electronics; carefully realised and more decisive to the operation of the machine, it ensures excellent operational flexibility. Critical for the simplification of work and pro-

duction flexibility is the custom software developed by Wintech. The Winshoes system is designed to improve coordination with all the rotary machine peripherals units – from injectors to automated movements. The interchangeability of the work units ensures continuity and simplifies the system management, while reducing downtime.

Among the most current proposals of the company there are also the WLX and BORADUE models. The **WLX** line has been designed for the production of boots in thermoplastic materials: these are machines that combine high pro-



技术特征:

工件架台装置自动进出。

工作台面尺寸400x500毫米。

压力功率可调节至100吨。

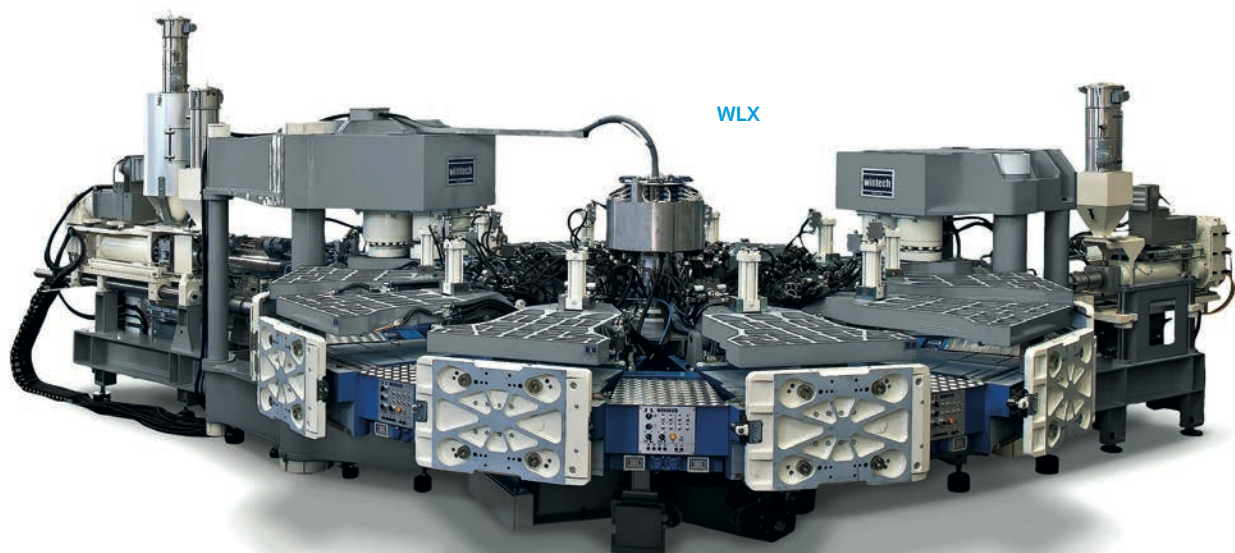
打开的平面之间距离为80毫米。

保护闸采用电子控制。

WINTECH

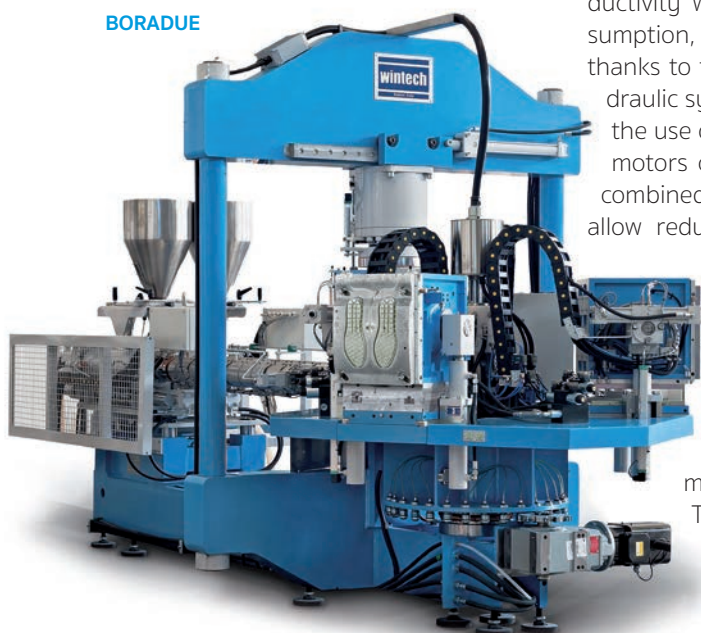
在这家威内托企业的所有技术设备中, 首先要提到的是“Winshoes”系列, 这是采用PU直接灌注的设备, 具备革新技术解决方案的特征。采用一个原创闭合系统和电子控制式的灌注工位, 获专利的模具座可加工厚度极薄的TPU材料大底。此外, 革新的环形支撑系

统自动补偿模具的差异, 保证了在鞋帮上的完美闭合, 不过, 首要的是“开放空间”张开系统, 方便且简化了转盘机上的所有操作。获专利的“开放空间”张开系统有助于灌注的操作以及在模具的同一空间里进行的所有工作(放入插件、更换、清洁和模具调整), 因而成品的质量和生产时间极具优势。在Winshoes的各个强项中绝对有电子部分: 精心管理, 在机器的运行中更具决定性, 保证了一个卓越的操作灵活性。由Wintech研发的个性化软件对工作的简化和生产的自身灵活性至关重要。Winshoes被设计旨在提高与转盘机上所有外围工位的协调: 从灌注头到自动化的运动。工位的可互换性保证了操作的连续性, 并简化了对设备的管理, 显著减少无效时间。



WLX

BORADUE



ductivity with lower energy consumption, a result made possible thanks to the new electrical / hydraulic systems adopted. In fact, the use of variable speed servomotors controlled by inverters, combined with other solutions, allow reducing the energy consumption by 60%.

The **BORADUE** machine is a 3-station rotary machine designed for the production of two-color soles in thermoplastic materials.

The particular flexibility of the machine is mainly due to the

possibility of choosing between two different production cycles, i.e. the most suitable one for the type of material to be injected, and the density of the material itself – either PVC or TR in the compact/compact or compact/expanded versions. The options are the strengths that make BORADUE a highly productive, flexible, efficient, and energy-saving machine: automatic moving injectors; automatic injection assembly raising system; sole extractors; and especially an extra-cooling cycle that enables a production 80% higher than the traditional static machines.



前景 技术工艺

通过这台设备, Wintech巩固了它在“鞋具直接注底”领域的地位。

在公司最新推出的机器中, 还有 WLX 和 BORADUE 这两款。WLX 系列机器专门为生产热塑性材质的靴子而设计: 得益于采用了新的电子/液压系统, 这些机器集合了高生产率与低能源消耗的特征。

事实上, 使用由变频器控制的变速伺服马达加上采用的其它解决方案, 可以将能源消耗降低 60%。

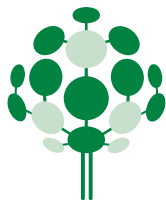
BORADUE 是一台配置三个工位的旋转式机器, 专为生产热塑性材质的双色大底而设计。

这款机器的特殊灵活性首先在于可以在两种不同的生产周期之间进行选择, 也就是说这是最适合灌注类

型材料及需要考虑灌注密度的一款机器: 紧凑型/紧凑型或紧凑型/膨胀型中的 PVC 或 TR 材料。使 BORADUE 成为高产能、非常灵活、高效且低材料和能源消耗的选用配置有以下这些: 自动移动灌注机、灌注头自动升降系统、鞋底提取器和一套冷却循环系统, 与其它设备相比较可将产量提高 80%。

GTO

这是一家专业生产移印机器的企业, 用于对各种不同类型物品进行个性化印刷处理, 在这些物品当中还包括鞋具 (从帮面到大底和鞋跟), 公司在近几年来持续在技术演变发展的道路上前行。在这些机器型号中还包含 Tampolamina 这一款, 于 2021 年在 Tampolamina



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GTO

The company specializing in the production of pad printing machines for the customization of different kind of items, including footwear (upper - sole - heel), keeps evolving and upgrading its machine portfolio introduced in recent years. Among the models, Tampolamina – which was originally introduced in 2021 as

Tampolamina Maxi Hug version – is included. This is a machine designed for the decoration of surfaces of different nature and shape. In addition to gold and silver effects, the item customization provides the ability to (continuously) apply many types of transfers. The patented Tampolamina Maxi Hug machine by GTO is a model that stands out for its

simple operation, including the configuration of the different settings, and the accuracy of the work, made possible by a series of technical features, including the pad which automatically changes its angle depending on the product being processed. Furthermore, the worktop rotation (0° through 180°) helps to increase productivity and the quality of the finished work.



前景 技术工艺

Maxi Hug系列中推出。这台机器被研发用于装饰不同性质和形状的物体表面。对于物品的个性化装饰，除了金色和银色效果外，还能够连续性地在此差异最大的类型之间进行转换。该机器获得专利保护，正如GTO公司生产的大多数机器一样，Tampolamina Max Hug这款机器与众不同之处在于易于管理，包括设置不同的运行参数，以及通过机器所具备的一系列的技术特征实现加工的精准度，其中就包括移印头的技术特征，根据正在加工的产品特点，它能自动变换其角度。除此之外，机器工作台面的旋转（从0至180°）也有助于提高产量和产品最终效果的质量。

COSMOPOL

这家位于维杰瓦诺市的企业推出了两款体现企业理念的新机器：最大程度地简化工作、配备必须的即真正用得上的组件以及完美的性价比。

这两款中的第一款机器型号是TROPIC H20，这是一条用于活化水性胶粘剂的通道式设备，使用的材料和组装流程均体现了环境可持续性发展的理念。这款器的主要特征是：

1. 组合式系统，胶水通过热空气流进行挥发，模块结构；通道中红外线灯光直接对胶水进行加湿和进一步挥发；使用红外线灯光和感应器对胶水进行活化，可在



TROPIC H2O

COSMOPOL

Recently, the Vigevano-based company has introduced three new machines that reflect its philosophy, i.e. greatest work simplification, supply of the necessary – therefore, actually used – components, and excellent value for money rate.

The first machine is the TROPIC H2O model, a water-based glue evaporation and reactivation tunnel built with materials and an assembly process bent on sustainability. The main features of this machine are:

1. Combined modular heated air flow evaporation system; dehumidification and further evaporation with infrared lamps directly in the tunnel. Using infrared lamps and sensors for reactivation allows working at different temperatures between shoe and sole, speeding up production times.
2. Fully recyclable, anodized aluminum bearing structure assembled without using welding gas, to avoid harmful fumes emission.
3. Steel parts treated with water-based detergents only and painted with an electrostatic system, without using synthetic thinners.
4. The design was also aimed at reducing energy consumption. This was achieved thanks to the continuous reuse of heated air.
5. Energy-saving electrical and electronic components; digital panel to monitor energy consumption. In addition, careful planning enabled to reduce electrical cables, and consequently copper and plastic.
6. The ability to store up to 100 work programs and to connect the machine to the corporate network allows remote management and to classify this model as 4.0 technology.

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The second proposal is the REV H2O model features a rotating plate reactivator for water-based glues distributed on the sole and bottom of the lasted shoe (or boot); evaporation and reactivation

take place simultaneously in a single operation at different temperatures.

The REV H2O model features two infrared sensors which allow working at low temperatures (avoiding alterations of the products) and having a real working temperature control, on sole and shoe. The machine cycle can be manual or semi-automatic. A digital panel allows performing the various parameter settings and storing up to 20 different working programs.



REV H2O

鞋体与大底之间使用不同的温度进行加工，从而缩短生产所需时间。

2. 主体结构采用阳极化处理的铝制作，可全部回收利用，组装无需使用焊接气体，避免将有害烟气排入空气中。
3. 钢质部件特别之处在于仅用水性清洁剂处理，通过静电系统油漆，无需使用合成稀释剂。
4. 该设计还旨在减少能源消耗，这要归功于不间断重复利用热空气这种方式。
5. 采用的电子和电动组件能源消耗低，并能通过数字控制面板进行监控。此外，还有一处细心的设计是可减少电源线的使用量，从而也减少了铜与塑料的消耗。
6. 可储存多达100种加工程序，并能将机器连入公司的

网络，从而进行远程管理。这些功能使这台机器被归类为工业4.0技术。

第二款机器是REV H2O，这是一台配置了旋转支撑的活化机，用于对水性胶进行活化。这台机器用于加工处理大底和已完成楦帮的鞋（或靴子）底部：采用不同的温度，蒸汽加湿和胶水活化两个步骤仅在一次操作中同时完成。REV H2O这台机器可在低温下工作（以避免加工的物料发生变形），由于使用了两个红外线感应器，还可以控制大底和鞋具上真实的加工温度。机器的运行周期可人工控制或半自动化控制。通过数字控制面板可设置不同的加工参数，并可记忆20种不同的加工程序。

Technology Showcase 2022

COMEC

Comec is a company specializing in the construction of technologies for moulding counters, soles, and insoles in different materials and provides a line of machines for the optimization of the various processes. Let's start with the **SPM/15** moulding machine featuring a set of templates (adjustable side and rear stops), which eases the positioning of the in-

SPM/15



ST/18



sole on the conveyor belt, while the accuracy of the piece positioning inside the moulds is ensured by the operation of a set of brushless motors. Thanks to the ability of adjusting the moulding run speed, the SPM/15 is suitable for both large productions and sample ones. Another essential model for the production of assembly insoles is the **ST/18**, an electro-mechanical machine for automatically skiving fibre board or other material-heel seats. The production cycle is programmed and controlled by an easy-to-use touchscreen, making the opera-

tor's task easier. Thanks to powerful and reliable hardware, all parameters entered are stored. A vertical loader device ensures the ongoing piece feeding.

The **A/3ES** model is an automatic, electronically-controlled machine to shape thermoplastic material counters. A touchscreen panel makes the job programming easier, while the powerful and reliable hardware enables to store all the entered data. A set of brushless motors ensure the monitoring of the piece position on three axes. The material is heated through

前景 技术工艺

COMEC

COMEC是一家专门从事机器设备生产的企业，这些机器用于对不同材料制成的鞋具后套、大底和中底进行定型。公司为客户提供了一系列的机器用于优化不同的生产工艺。

让我们从SPM/15这款定型机开始，得益于挡板（可调节的侧挡板和后挡板）的使用，有利于中底在传送带上的定位，与此同时待加工物件在模具内部的精准定位通过无刷电机的工作得以保证。

由于可以调节冲压行程的速度，SPM/15定型机既可用于大批量的生产，也可用于样品的制作。另一台用于中底组装的重要机器是ST/18，这是一台电子-机械管理的机器，用于在纤维板或其它材料制成的后跟上自

动进行刮削。配置触摸屏控制板，用于编写加工程序和控制生产周期，简化了操作员的工作。配置的硬件强大而且可靠，可储存所有设置的数据。机器装配立式进料器，确保了待加工物件的连续进料。

A/3ES是一台通过电子控制的自动化机器，用于对热塑材料制成的后套进行定型。配置的触摸屏控制板方便进行加工程序的编写，与此同时配置的硬件强大而且可靠，可储存所有设置的数据。机器使用无刷电机，可在三条轴上控制待加工物件的位置。

材料通过红外线灯进行加热，并通过PID系统不间断地控制温度。一套功能非常强大的制冷系统确保了模

infrared lamps and the temperature is constantly monitored by a PID controller. The cooling of the mould is ensured by a very powerful refrigeration unit. Among the features of the A/3ES model, the quiet operation of the work cycle also stands out.



A/3ES

ATOM

The new FlashCut Master 2185 cutting system is one of the most versatile and innovative of the entire Atom range: in fact, it can cut both leather and synthetic materials, as well as being equipped with VRX technology for recognizing printed and logoed materials. The double gripper system, of which the removable mobile one allows the optimal cutting of multilayer materials, while the automatic cutting height adjustment system allows less wear of

the cutting belt. Its flexibility makes it ideal for various industrial applications, including footwear, leather goods, furniture, and automotive.



具的冷却。在A/3ES所具备的特征中，还有一项突出的优点是这款机器在运行中非常安静。

ATOM

新的裁断设备FlashCut Master 2185是整个Atom系列中最通用和最具创新性的设备之一：事实上，它不仅能够裁断皮革还能裁断合成材料，此外还配备了VRX技术用于识别带印刷图案和标志的材料。

设备采用了双夹爪系统，通过其中可移动的那只夹爪可实现多层材料的最佳裁断，与此同时采用的自动调节裁断高度系统可减少毯面的磨损。这款裁断机的灵活性使其非常适合用于各种工业领域，其中包括鞋类产品、皮革制品、家具和汽车的生产领域。

News in brief / companies countries

BASICNET – DOUBLE-DIGIT GROWTH IN TURNOVER FOR THE FIRST 9 MONTHS

The Italian group, which owns the Kappa, Robe di Kappa, K-Way, Superga, Briko, and Sebago brands, closed the first nine months of 2022 with a consolidated turnover of 282.6 million eu-ro (+30.3% compared to the same period of the previous year). This result includes royalties of 53.7 million euro (+34.0%) from businesses and manufacturing licensees and 228.2 million eu-ro (+29.4 percent) direct sales.

EBITDA rose by 31.4% to 44.1 million euro, while EBIT improved by 37.3% to 33.3 million eu-ro. By investing 33.4 million euro, the group also acquired 100% of K-Way France share capital and invested further 7.8 million euro in the real estate sector.

Excellent sales were recorded in Asia and Oceania, which accounted for 8.5% of aggregate sales, with growth of 64.2%; the Middle East and Africa, which grew by 49%; and the Americas, which grew overall by 34.8%. Good performance for Europe as well (accounting for about 64.1% of aggregate sales), which saw sales grow, in the 9 months, by 17.0%.



ZEGNA – TURNOVER UP BY 27%

In the first nine months of the fiscal year, the group's turnover exceeded one billion euro, re-cording growth of 27.5% compared to the same period of 2021. Revenues amounted to 357 million euro, against +16.3% in the second quarter and +25.4% in the first.

Sales were driven by Middle East and United States, supported by the brilliant trend of Greater China.

The product lines featuring above-average performances were the items branded Zegna, Tex-tile, and Third-Party; the revenues from the sale of these items amounted to 289 million euro (+27.2%). Excellent performance for the Thom Browne brand as well, registering a turnover of 69 million euro in the three-month period, up by 29.5% annually. Overall, in the first nine months, the Zegna Group's revenues reached 1.09 billion euro.



新闻花絮

Basicnet集团：前9个月营业额增长两位数

这家旗下拥有Kappa、Robe di Kappa、K-Way、Superga、Briko和Sebago 品牌的意大利集团在2022年前9个月的时间里实现了2.826亿欧元的综合营业额（较去年同期营业额相比增长了30.3%）。这一结果包括了来自销售和生产许可证的使用费收入5370万欧元（+34.0%）和集团直营销售的收入2.282亿欧元（+29.4%）。

EBITDA（息税折旧及摊销前利润）上升了31.4%达到4410万欧元，EBIT（息税前利润）增加了37.3%达到3330万欧元。除此之外，集团还斥资3340万欧元收购了K-Way France公司100%的股权，并在房地产行业进行了780万欧元的投资。集团在亚洲和大洋洲的销售业绩显著提升，占据总销售额8.5%的份额，增长率为64.2%。在中东地区和非洲市场，销售增长49%，而在美洲的整体销售则增长了34.8个百分点。集团在欧洲市场的销售也良好（约占总销售额的64.1%），在前9个月的时间里增长了17.0%。

Zegna：营业额增长27%

在本财政年的前9个月里，集团的营业额超过了10亿欧元，较2021年同期相比增长了27.5%。集团收益实现3.57亿欧元，而第二季度增长率为16.3%，第一季度则增长25.4%。

获取此番业绩主要是由中东和美国市场带动销售，大中华地区的耀眼趋势也加入其中。

销售业绩高于平均水平的产品线是Zegna、Textile和第三方品牌的产品：集团从这些产品销售中获取的收益实现2.89亿欧元（+27.2%）。Thom Browne这一品牌的产品销售业绩也非常出色，在3个月的时间里实现6900万欧元的销售额，年度增长29.5%。总体而言，Zegna集团在本财政年前9个月的时间里营业额达到10.9亿欧元。集团的参考市场是大中华地区，在此地区的营业额实现1.16亿欧元（本季度增长3%）：整个亚太地区市场的营业额加上一共是1.53亿欧元（+13.7%）。EMEA地区（欧洲、中东和非洲三地区）本季度

The reference markets are Greater China where the turnover was 116 million euro (+3% in the quarter); overall, the Asia-Pacific region recorded a turnover of 153 million euro (+13.7%). In the quarter, the EMEA region collected a +42.8%, while Middle East was dynamic and the United States and Europe were in constant growth.

FERRAGAMO – REVENUES UP 20.3%

The Florentine “maison” recorded revenues of 630 million euro, up 20.3% compared to the 524 million in the first half of 2021. Both sales channels featured a plus sign, with retail at +16.5% and wholesale +40.9%. The gross margin for the first half was 453 million euro, up 25.4%. EBITDA went from 144 to 180 million euros, with a percentage incidence on revenues of 28.5% (compared to 27.5% in the first half of 2021). Net profit for the period, including third-parties results, amounted to 62 million euro, up by 85.2 percent. The Group's net profit amounted to 62 million euro, compared to 31 million euro in the first half of 2021. Finally, by 30 June 2022, the company recorded a positive adjusted net financial position of 309 million euro (compared to 205 million euro in the same period of 2021). Considering the effect of IFRS 16 accounting standards, the net financial position is negative for 290 million euro. According to a brand's press release, all the main product categories recorded “a significant increase in turnover compared to the first half of 2021,



with footwear and leather goods accounting for 87% of total net sales for the half year.”

Ferragamo is committed to decisively landing on the Net soon; in fact, an agreement was recently signed with the luxury fashion e-commerce platform Farfetch. This collaboration will enable the brand to speed-up its digital innovation and leverage all the potential offered by the Farfetch platform.

MANOLO BLAHNIK – A RECORD 2021

Manolo Blahnik's 2021 is proving to be a “record” year. The footwear brand had anticipated that the fiscal year would close with “the best turnover ever”, and the forecasts proved right. In fact, revenues at 31 December, 2021 amounted to 69.9 million euro (+65%),

营业额增长了42.8%,中东地区市场充满活力,与此同时美国和欧洲市场则在持续增长。

Ferragamo: 收益增长20.3%

这家位于佛罗伦萨品牌的营收录入6.30亿欧元,与2021年上半年的收入5.24亿欧元相比增长了20.3%。无论零售还是批发,两条销售渠道均出现增长,其中零售增长16.5%,而批发则增长40.9%。上半年的毛利实现4.53亿欧元,增长了25.4个百分点。集团EBITDA(息税折旧及摊销前利润)从1.44亿欧元增长到1.80亿欧元,占营收份额的28.5个百分点(而2021年上半年增长百分比为27.5)。包含来自第三方的营收,同一期间净利润为6200万欧元,增长了85.2个百分点。归属集团的净利润为6200万欧元,而在2021年上半年集团的净利润为3100万欧元。最终,截止到2022年6月30日,集团录得调整后净财务状况为3.09亿欧元(而前一年同期为2.05亿欧元)。包括IFRS 16财务规定的结果,净财务

状况为负2.90亿欧元。品牌方发布的一份新闻稿称,所有主要的产品类别“与2021年上半年相比较,营业额出现显著增长,其中鞋类产品和皮具类产品占据整个上半年净销售份额的87个百分点”。对于未来的销售, Ferragamo决心果断地入驻网络,事实上,最近集团刚与时尚奢侈品电子商务平台 Farfetch签订了一项进驻协议。双方这一项合作将使品牌充分利用Farfetch电商平台提供的所有潜力,在数字创新方面得以加速发展。

Manolo Blahnik: 一个创纪录的2021年

Manolo Blahnik品牌的2021年被确认为“创纪录”的一年。该鞋具品牌曾经预计本财政年将以“有史以来最佳的营业额”结束,而这一预测并未失约。事实上,截止于2021年12月31日的营收为6.99亿欧元(增长65%),而2020年的总营收为4230万欧元,与此同时2021年利润实现650万欧元(2020年利润赤字470万欧元)。

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against 42.3 million euro reached in 2020, while profits amounted to 6.5 million euro (in 2020, the figure was negative: -4.7 million euro.)

The company recorded a 47% increase in sales, despite multiple store lockdowns in various brand's strategic markets, including Asia and Europe. The positive trend in Manolo Blahnik's turnover was also due to the excellent performance of e-commerce, which recorded triple-digit growth over the year. In 2021, the firm celebrated its 50th anniversary by inaugurating its own virtual museum, "a new way of walking", which tells the story of the luxury footwear brand through the brand's archives.

Furthermore, in the twelve months, Manolo Blahnik has signed two successful collaborations with Birkenstock and consolidated his presence in the United States, with new headquarters and a boutique in Madison Avenue, New York, and a second store in East Hampton.

INDITEX WITHDRAWS FROM RUSSIA

After ceasing its activities in the country last March in the aftermath of the outbreak of the conflict with Ukraine, the Spanish low-cost fashion giant is probably planning to rely on one of its current partners in other markets.

The news comes from Europa Press, which, in turn, reports it from the local news bulletin Kommrsant, according to which the Massimo Dutti, Oysho and Zara Home brands will close their doors in Russia, while Zara and the other Inditex family's brands would remain operational, changing their name, though, to starting in 2023.

At the outbreak of the war, over six months ago, Inditex had closed 502 stores in Russia, in addition to the online channel, the group's second market with over nine thousand employees and an 8.5% share of EBIT. In particular, the number of stores by the Zara brand would be 86. The choice of Inditex follows that already made by the competitor Mango, which has sold its stores in Russia to local partners.

Meanwhile, the fast fashion giant has closed its first half of fiscal year 2022 with revenues of 14.8 billion euro, up 24.5% on an annual basis, with profits that have risen to +41% in the half year, reaching an amount of 1.8 billion euro.



新闻花絮

尽管该品牌在包括亚洲和欧洲在内的各个战略市场上多次上演关闭门店一幕，但该公司的销售额仍然出现47%的增长。Manolo Blahnik 品牌营业额的积极趋势也得益于在电子商务方面的亮眼表现，它在全年实现了惊人的三位数的增长。2021年，该公司开设了自己的虚拟博物馆“一种新的步行方式”为成立50周年进行庆祝。通过品牌的各种档案向人们讲述这家奢侈鞋具品牌的故事。此外，在12个月的时间里，Manolo Blahnik 与 Birkenstock 品牌完成了两次幸运的合作，并通过在纽约麦迪逊大道的一个新总部和一家精品店以及在东汉普顿的第二家门店巩固了其在美国的影响力。

Inditex退出俄罗斯市场

在俄罗斯与乌克兰冲突爆发后，今年3月份这家西班牙低成本时尚巨头中断了其在俄国市场的经营活动，目前它可能正在计划依靠其当前在其它市场的合作伙伴中的一员来进行经营。

该消息来自Europa Press报刊，其消息来源是地方新闻简报Kommrsant，据该消息称，在俄罗斯，Massimo Dutti、Oysho和Zara Home这三家品牌都将关闭，而Zara和其它Inditex家族的品牌可能将保持营业，但将从2023年起更改名称。

自俄乌战争爆发以来，在6个多月前Inditex集团已经关闭了其在俄罗斯的502个销售点，除了线上销售渠道之外，集团在这里拥有的员工数量超过9000名，其营业额占EBIT（息税前利润）的8.5%，是集团的第二大市场。特别是Zara品牌的门店，可能有86家。Inditex做的选择是步竞争对手Mango之后尘，后者已将其在俄罗斯的所有门店出售给当地的合作伙伴。

与此同时，这家西班牙快时尚巨头在2022财政年上半年的营收实现了148亿欧元，年度增长达到24.5%，在上半年利润实现快速增长，增长率为41%，达到18亿欧元。

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