

Who counts the right numbers  
choose Marzoli Vouk.

192 SPINDLES  
480 NIPS  
360 DEGREES  
156 YEARS

ONLY  
MARZOLI  
VOUK



MARZOLI  
VOUK

Nova

Blow Room  
Machines

Cards

Draw  
Frames

Lap  
winders

Combers

Roving  
frames

Ring  
spinning  
frames

Let's make some calculations: new comber CM600N at **480** nips/min, new roving frame FTSDN available in length up to **192** spindles, **360°** range of machines that covers the complete spinning process, **156** years of history. Now, the sum is done, only Marzoli Vouk can make these numbers. That's why skilled masters choose us as trustful partner. [www.marzoli.it](http://www.marzoli.it)



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World

News from the world of spinning solution

#3

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▶ **Marzoli at ITMA 2007**

THE 15<sup>TH</sup> INTERNATIONAL TEXTILE MACHINERY EXHIBITION (ITMA) WAS HELD SEPTEMBER 13 – 20, 2007 IN MUNICH, GERMANY, AND ABOUT 1,000 MEMBERS OF THE TEXTILE INDUSTRY, FROM MORE THAN 30 COUNTRIES, VISITED THE MARZOLI BOOTH.

Marzoli presented the latest developments and innovations of textile spinning technology to its visitors and partners in a 300-square meter booth. Engineer Mario Bianchetti stated: "For Marzoli, ITMA 2007 here in Munich is generating great results and satisfaction. Marzoli

has presented itself as an international organization and it should be emphasized that not only the quantity, but also the interest expressed by the visitors has been exceptional. In addition, the customers have shown special attention and have welcomed with approval the recent agreement between Marzoli and Truetzschler."



Heinrich Truetzschler, Director of Truetzschler GmbH & Co. KG Textilmachinenfabrik and President of the ITMA committee declared: "ITMA is the leading exposition for the textile machinery industry. Among the visitors coming from all over the world, we have been able to greet first-rate members of the trade who are met only on rare occasion. Everything was carried out perfectly."



The countries that represented the largest number of attendees, after Italy, were, in order: India, Turkey, Central America, South America, Russia and Federations, and Egypt. An especially strong interest was shown from Central and South American countries. Brazil represented 6.1 % of the visitors. Argentina had more than 5.2% and Mexico with 4.3%. In total, the ITMA 2007 visitors

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travelling from these areas were 155 individuals. Likewise, numerous were the visitors from the Middle East, especially from Syria (4%), Iran (5%), Pakistan (5.7%). About 10% of the visitors came from the Far East. Across the eight days of the exhibition, Marzoli welcomed over 800 foreign visitors, 80% of the total.



### ► The Indian market at ITMA 2007

IN THE LAST 6-7 YEARS THIS MARKET HAS EXPERIENCED A STRONG EXPANSION AND IS DESTINED FOR CONTINUAL GROWTH IN THE PRODUCTION OF COTTON IN THE ACQUISITION OF HIGH TECHNOLOGY OF SPINNING EQUIPMENT OVER THE NEXT DECADE.

In India yarn production is carried out by large industrial groups, such as Raymond Group, Spentex Industries Limited, and Pvs Textile Pvt. Limited, which operates thousands of spindles providing assurance for continuity and quality for both short and long term investments.

During the exposition we received a great amount of interest for the technological improvements made to all machines exhibited, but in particular for the new comber CM600N. There were numerous requests for quotation of complete production lines.

We expect sales growth, especially for combing equipment over the next year.

In recent years, Marzoli has grown stronger in this market by training local Indian service engineers for the after-sale customer service. Nevertheless, the service centers will be expanded with new technical and commercial resources that will provide service to present and future clients. In this respect, we wish to inform all industry personnel that Marzoli has activated four (4) sales and service centers to cover the Indian territories as follows:

- Eastern Engineering based in

Mumbai and Delhi staffed with six (6) sales people, four (4) technicians, and spare parts service.

E-mail [mumbai@eastern-engineering.com](mailto:mumbai@eastern-engineering.com); website [www.eastern-engineering.com](http://www.eastern-engineering.com); Jeevan Udyog, 278, Dr. D.N. Road, Mumbai.

- ERGO G2 based in Chennai and Coimbatore staffed with three (3) sales people, six (6) technicians and spare parts service. E-mail [info@ergog2.com](mailto:info@ergog2.com); website [www.ergog2.com](http://www.ergog2.com); Y-9 (New No. 77) 5<sup>th</sup> Main Road, Anna Nagar, Chennai.

### ► South America

The Latin American countries that have the greatest potential for expansion of spinning technologies are Argentina, Brazil, and Mexico.

Representatives of companies such as Kaltex, Zagis (Mexico), Canatiba, Coteminas, Santista/Tavex, Vicunha (Brazil), Tipoint S.A.T.I.C., TN & Platex (Argentina), visited the Marzoli booth confirming both their

interest in Marzoli's technologies for their future installations and their confidence in Marzoli's ability to guarantee technical and technological service over time.



### ► Russia and Uzbekistan

During the last 5-6 years the **Russian market** is showing evidence of strong growth. Confirmation of that growth comes from its presence at the exposition and from the several requests for quotation.

The main interest is for complete production lines of cotton and special yarns such as linen. Also, we received considerable interest from **Uzbekistan**. This country is a very large producer of cotton and in the last few years, it's investing in the local production of yarn. In recent months we have received many

requests for quotation of complete Marzoli spinning lines. Therefore, Marzoli will soon open an agency with the task to fulfill this country's technical and commercial needs. Marzoli is also entering the markets in **Tajikistan** and **Kazakhstan**.

### ► Far East

During the last few years the trade patrons from this area have demonstrated an increased tendency to participate at industry expositions held closer to their countries, such as Dhaka International Textile Garment, (Dhaka-Bangladesh January 21-24, 2008), Textile Asia 2008 (Karachi-Pakistan March 1-4, 2008)

CAITME Central Asian International Textile Machinery Exhibition (Tashkent-Uzbekistan April 16-18, 2008), ITMA ASIA 2008 (Shanghai-China July 27-31, 2008), ITME INDIA (Bangalore-India November 15-22, 2008).

We should point out that the approximately 100 visitors from this area have voiced their interest in complete spinning lines and have found in Marzoli a potential partner capable of satisfying their technological and after-sale requirements. In this area Marzoli has enhanced its service structure by adding:

- Two (2) technicians in Pakistan
- Two (2) technicians in Indonesia
- Two (2) technicians in China



### ► Marzoli at "Junior Excellence 2007"

FOR MANY YEARS MARZOLI HAS TEAMED UP WITH ITALIAN AND INTERNATIONAL UNIVERSITIES TO FOSTER THE SEARCH, EDUCATION, AND DEVELOPMENT OF NEW YOUNG TALENT. THIS YEAR MARZOLI, ALONG WITH SOME OF THE MOST IMPORTANT DOMESTIC AND INTERNATIONAL ORGANIZATIONS, HAS DECIDED TO BECOME INVOLVED WITH THE **JUNIOR EXCELLENCE PROGRAM ORGANIZED BY JEME BOCCONI**.

Junior Excellence is a program aimed at providing the students of Università Bocconi with opportunities to work on real-life "business cases" to be evaluated and studied with the cooperation of the sponsoring companies. This program includes two workdays, during which the Human Resource and Marketing Managers have the opportunity to become acquainted with the students by watching them at work and by working with them directly. At the same time, the sponsor

company provides a formative education opportunity to the students who will become tomorrow's managers and customers. Junior Excellence 2007 has taken

place November 23 - 24, 2007 with nineteen (19) different companies from the banking, consulting, non-profit and educational areas.

