



Company Profile / January 2014

Leather. The family aptitude

Founded in 1988 in Arzignano, in the province of Vicenza, Marchetto Pellami S.p.A is today a point of reference in the field of tanning, producing and selling top quality leathers around the globe. Initially called *Marchetto Danilo & C. S.a.s.*, the company has acquired its final business name in 1990, first as a limited liability company, and later, in 2001, as a joint-stock company.

The head office is located in via Quinta Strada n. 19/21 in Arzignano. The production unit is based in Vestenanova, in the North East of Verona, bordering with the municipality of Chiampo, in via Caduti del Lavoro. The registered office is in Rome in Piazza Ennio 11.

- **Our history**

Created from the brilliance of a specific business idea, the company was founded in 1988 by Danilo Marchetto, who is still running it. In his early twenties, Danilo Marchetto wanted to create a brand of reference in the field of fine leather directed to global brands in the furniture and footwear industry.

Today, after more than a quarter of a century of business, Danilo is supported by his family in managing the company: his daughters Agata and Valeria, his brother Marco and his sister Lucia hold various positions with different responsibilities. The family-assisted management has always meant the opportunity to transmit precious skills easily, thereby becoming the Company's essential and indisputable strong point, because of the capacity to combine innovation and youthfulness, with the reality of years of experience.

In this way, the company is going through a rapid and virtuous transformation, indispensable in a dynamic market like the current one. It employs 35 persons, with a female quota of 40 percent and a very low staff turnover. The responsibilities are clearly outlined by the Company organizational chart and training programs aim at increasing the professional skills of the staff. The common vision and the determination of a cohesive and motivated group, lead to a well capitalised solid Company which, in the last few years, has seen double digit growth.

Work experience and tradition are transmitted from generation to generation, in a territory where the knowledge of tanning techniques is already widespread,



creating an industry capable of producing top quality hides. For the customers, this means first of all the guarantee of a constant quality level.

A major focus is given to the R&D division to discover innovative technical solutions for minimising the company's environmental footprint.

- **Market. From South America all over the globe, human dignity and the environment are key**

Up to 80% of our production is exported to Europe, USA, Canada and Russia. The remaining 20% is sent for top quality Italian footwear.

The Company purchases, especially in markets in South America, raw hides from suppliers who follow the business code of conduct, which requires stringent standards on matters regarding persons and environmental safety. The code of conduct governs the entire production chain, and is shared, first of all, with suppliers.

In the factory at Vestenanova, located near a protected area, the technology for reduction of environmental impact is at the maximum levels: thanks to major new investments, the Company's treatment plant is equipped with the latest microfiltration membranes, capable of completely regenerating the water used for the processes.

In the Company's factories all necessary measures have been taken to limit primary energy consumption. This has led, in the last few years, to a reduction in the use of energy, which greatly improves the environment.

Reduction, reuse and recycling are the key words in the daily management of resources.

- **The products range. And the beauty**

Only an activity which is passed on from father to son, which respects and carries on the tradition of a territory that has achieved maximum levels in tanning techniques, can lead to the production of excellent quality hides. There is real craftsmanship skill: just one look at the technicians of Marchetto Pellami is enough to understand the value, the features and the yield of the raw hide, to understand whether the product is soft and beautiful enough to be transformed into an absolutely elegant product, be it furnishing or footwear.

The biggest brands in fashion and furnishing have for many years been customers of this Company where top quality leather is a family *aptitude*.

The leather items produced range from grain leathers for furnishings: aniline, natural and polished grain leathers with 0.9 to 2.5+ thickness; to grain leathers for footwear: aniline with various thicknesses, very thick tumbled leather, 8/12 feet high quality calfskin grain leathers. In the split leathers sector, split leathers are produced for sofa backs, for complete sofas, and bycast leather for leather goods.

- **Constant quality, checked at every step**

The quality of the products is guaranteed by a system that involves the traceability of each and every hide, control of each step of the process with prompt and constant checks.

Marchetto Pellami "What does quality mean to us? The hides must be beautiful, as regards appearance as well as feel, with the correct softness and thickness requested but the customer. They are treated with safe products, using production systems that respect the environment and human health. Our products can satisfy the needs of our customers".

- **Genuine customisation**

Marchetto Pellami "We make samples to promptly satisfy our customers' requirements. We do so rapidly, with each supply accompanied by tests that ensure aspects the most important of which is safety for human health, in addition to reaction to light, resistance to tear, heat and fire and to all those products that are difficult to clean. We provide our customers with these and many other tests, to help them in selling their products from a point of view of transparency for consumers".