



Company Profile / September 2020

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 registered office is in Rome, Via A.Salandra 18.

- **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 nephew Matteo 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 more than 30 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. All over the globe, human dignity and the environment are key.**

Up to 80% of our production is exported to Europe, Canada and Russia. The remaining 20% is destined to the Italian market.

The Company purchases, especially 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 partners and suppliers.

Marchetto Pellami has longstanding collaborations with production partners which use innovative and low environmental impact technologies, like a purifier plant equipped with cutting edge microfiltering membranes which are able to regenerate completely the water that has been used during the production phases.

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.

Marchetto Pellami invested in a cogenerator, powered by renewable sources, which is able to provide all the energy, electricity as well as thermal energy, required by our industrial premises.

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; to leather for footwear: aniline with various thicknesses, high quality calfskin grain leathers.

- **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 is certified UNI EN ISO 9001:2005 (IAF 05) Quality Management System.

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 by 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".