

# NEWS SPINNING World

Textile news and trends by **Prosino** Borgosesia Rings

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# we KEEP the WORLD SPINNING

Dear Readers,

we have published the second issue of **Spinning World** encouraged by the large number of positive comments received about the first issue, regarding the general layout, the quality of the contents and the initiative we have taken in a sector that suffers from a lack of news.

We had to run a second reprint to satisfy all the requests we encountered.

In order to make our magazine even more international, we produced two supplementary versions in Turkish and in Portuguese: it is our aim, in fact, to have more direct contact with our readers through a magazine written in their own native language.

From this edition, **Spinning World** will be available in 6 languages: Italian, English, Spanish, Portuguese, Mandarin Chinese and Turkish

We will continue our journey among the protagonists of the textile world to bring you their experiences and opinions and share some original points of view with you about a highly complex and globalised sector in which we all feel the need for continuous updates and the sharing of information.

We continue to focus on examples of excellence from among products that are **Made in Italy**: this time we will tell you the story of **Reda**, a synonym for quality fabrics used in men's suits, through the words of **Francesco Botto Poala**, general manager of a company which can

boast a full production cycle, from sheep rearing to the finished garment. Our next article takes a close look at the acrylic spinning district of Gaziantep, in Turkey, through an interview with the owner of **Çemen Tekstil**, **Kamil Cetinkaya**, in which we ask for his opinion on this market sector.

The space devoted to textile machine manufacturers, which represent a source of pride and satisfaction for our company, is devoted in this issue at the **Reyes Group**, world leader for glass fibre ring twisters with the **Verdol** brand name. The Chairman of the company, **Christophe Reyes**, will talk to us about these machines that have become so important in the industrial supply chain of high-tech devices such as tablets, smartphones and PCs.

We also present two technical articles dedicated respectively to the useful life of T-flange spinning rings and to news about the sintered ring segment.

We would like this section to be a place that encourages ideas and thinking about the practical issues that all spinning mills are forced to address on a daily basis. So please send us your comments and suggestions to [info@prosino.com](mailto:info@prosino.com). We will keep them in mind for future issues of **Spinning World**.

*Pietro Prosino*

CEO Prosino s.r.l. / Borgosesia Rings



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# FROM SHEEP TO SHOP

## THE BUSINESS HISTORY OF REDA, A PASSION FOR WOOL SINCE 1865

In the second round of meetings with examples of Italian excellence in the field of textiles, we steer a path towards Biella, the leading district in the world for the production of wool fabrics for clothes. Our appointment here is with Francesco Botto Poala, general manager and representative of the fourth generation of the family in charge of this historic company.

### *What does it mean for Reda today to be carrying on a business tradition that has been active since 1865?*

It is undoubtedly a great responsibility driven forward by a similarly great passion and strong bonds with the Biella district. My cousins and I represent the fourth generation of the family in charge of the company and we share a deep respect and gratitude towards the community in these valleys and for the rich heritage of craft skill preserved here; for this reason we hold a sincere debt of honour towards our 365 employees. In the light of this, our priority, both as a family and a company, is to safeguard expertise, traditional textile craftsmanship, production and jobs.

### *What have been the factors of your success, in the past and present?*

I believe that the key to our success can be summed up in our consistency, our determination and our passion, as well as in our ability to re-examine our choices and to welcome new input and suggestions for improvement. The words "Change is inevitable" found on the facade to our worsted mill bears witness to our company policy and philosophy. I believe that innovation sometimes means making important choices that break with the past, as in the case of our latest project Rewoolution, a range of technical sportswear which benefits from the natural qualities of wool (Editor's note: see inset).

### *Since its foundation, the company has been run without interruption by the heirs of the same family - a significant business heritage which is often envied abroad. What kind of organisation do you have to succeed in combining tradition with entrepreneurship?*

The utmost care and clarity is needed in the division of roles and responsibilities, with people suited to the role they cover. This means we must forget about personal interests and bias and place the good of the company first.

All the members of the family are prepared to take on senior management positions and to assist the company on its way towards increasingly complex scenarios. All of us have undertaken long



Francesco Botto Poala

periods of theoretical and practical training. I personally spent many years on our farms in New Zealand (33,000 hectares of land where 30,000 sheep from selected merino breeds are farmed) to learn all the secrets about wool.

### *What is your opinion on the crisis that has hit the textile district around Biella?*

The district remains one of the protagonists in the textile industry worldwide, even if the shock we have had to overcome has been great. Boundaries do not exist any more and the perception of time and space has changed: everything happens so quickly and distances have been eliminated. I think that the really crucial point about the district around Biella, with so many changes going on at the same time, has been the generational change, with the arrival of a new generation, ready to directly address the issues related to globalisation and capable of evolving and overcoming old cultural barriers.

### *Talking about foreign markets, which countries are you strongest in? What is most appreciated about your product? What types of fabrics are in greatest demand?*

Our export quota represents 85% of our turnover and we are among the leading producers of classical and innovative fabrics for men with a high-tech content. Our prime market is Germany, followed by Japan and China. Our customers acknowledge our extremely high quality and the availability of a wide range of treatments and finishings.

### *Technological innovation at the service of product improvements. What is your take on this? How important is it for you to renew your production machinery?*

Reda allocates 10-12% of its annual turnover to new technological investments. We always choose the best technology available in the market and keep a close eye on the developments in textile machinery. With the expert advice of our technical staff, we frequently contribute towards testing and improvement programmes of new machines that manufacturers place on the market.





## FROM SHEEP TO SHOP

***In your ZINSEK spinning frames you use rings made by Prosino Borgosesia Rings. What are the advantages of this product that make you choose Prosino?***

We have always opted for Prosino rings because we need a stable and reliable supplier. Prosino has always demonstrated an ability to listen to the needs of yarn producers and develop high quality rings that meet their requirements; it has established profitable cooperative relations with spinning frames producers and yarn and textile producers. It is also a supplier that is historically part of the Biella textile district and encouraging the development of examples of Italian excellence is a definite plus for us.

***You are well known for having very strict quality controls for your fabrics. Can you explain to us how this works and what it guarantees?***

Our quality control procedure works on various levels: there is an on-line control, which takes place during production phases and an off-line control that involves re-test phases in the laboratory. The added value of quality today is knowing how to anticipate issues, with a clear idea of the objectives to achieve right from the start.



I am proud to say that we are the only textile company in the world that was awarded the EMAS (*Eco Management and Audit Scheme*) certification, a European Union initiative aimed at monitoring and improving the environmental performance of a company. We earned the award for having adopted state-of-the-art production processes, which are also environmentally-friendly.

***Your company chose to control the entire production chain, from sheep farming to textile production - an option that is not available to all producers. What are the advantages of this procedure?***

We opted for a vertically organised production from the farming of selected merino sheep to the sale of the finished fabric: this *modus operandi* is very important for us because it helps us to appreciate the whole production process from raw materials through the various processing phases. Knowing the product to perfection helps us to improve it. We have also opted to keep all the processing phases in Italy: from the greasy wool treatment up to the finished textile, all processes are performed inside our own facilities. I believe it is an example of Italian production that is worth being proudly promoted and exported.







## REWOOLUTION

**Rewoolution** is the latest Reda project - a range of technical sportswear in pure Merino wool, conceived from a combination between the great Italian textile tradition and the most innovative production technology, capable of enhancing the natural properties of wool.

For those who love sports in contact with nature, **Rewoolution** provides an innovative system of technical clothing in extremely light and pure merino wool, a natural, high-performance collection which overturns the classic concept of wool. It is a 100% natural, biodegradable fibre created through the ongoing technological progress made by the great Italian textile tradition.

**Rewoolution** garments are the ideal choice for guaranteeing optimum comfort while performing any outdoor sports activity in any season. A choice that is highly respectful of people, who are increasingly particular about what they wear, and also of the environment: these garments are in line with the green policy of a company which has succeeded in bringing together the great Italian textile tradition and technological innovation, creating a totally natural product which performs much better than synthetic ones.

The result is a lighter, anti-bacterial product which prevents odours and itchiness: a revolution in clothing which is the ultimate expression of Italian products at their most authentic.

**Rewoolution** follows the development of its wools from their origin and manages the entire supply chain in all production phases. Thanks to the voluntary textile traceability certification, consumers have full knowledge about where the garments they are wearing actually come from. The process starts in New Zealand and then the wool follows a path of production quality which is performed entirely within the REDA facility in Biella. This absolute transparency becomes a symbol of the company's all-round experience. And it's all **"Made in Italy"**.







# FROM TRADITIONAL TEXTILES TO HIGH-TECH THE PRODUCTION OF GLASS FIBRES UNVEILED BY THE LEADER IN RING TWISTERS



*The French group Reyes, leader in the production of ring twisters for glass fibres, is a symbol of the development of the textile machinery industry from traditional yarn for clothes and furniture to high-tech applications.*

*Thanks to their lightness and resistance, glass fibres are fundamental components in the electronic industry. You can find them in electrical circuits for tablets, PCs smart-phones and other individual devices that have revo-*

*lutionised the world of inter-personal communications, becoming so important in our lives.*

**Christophe Reyes, Chairman of the Reyes Group, talks about the company and its new subsidiary Verdol.**

#### **Mr Reyes, tell us about your Group**

The Reyes Group has been operating since 1974 within the energy and electrical installation sectors. Our market is represented by specialised companies that are mainly active in the oil and nuclear sectors. The Group has about 500 employees and operates in the French Region of the Ardeche, with an additional production facility in Tunisia. My brother and I hold control of 90% of the Group.

We have been also operating within the sector of ring twisters for glass fibres for a year now, with the Verdol brand name. This company - previously known with other brands such as ICBT, RITM and Swisstech France - went bankrupt in 2012 following serious management issues. Since the Reyes Group was one of its historical suppliers, with very strong, long-standing relations, we decided to take the

company over and make our managerial know-how available to Verdol.

We wanted to safeguard the production and jobs in the territory, maintaining the international leadership acquired in the sector of ring twisters for glass fibres.

#### **What is the relationship between the Reyes Group and Verdol?**

The Reyes Group now controls Verdol, which represents a historic brand name, that is well-known and respected in the textile sector and belonged to the company we took over. We have kept the right to use the name. Verdol has the expertise to manage the manufacturing of twisters, involving a network of highly-qualified suppliers, such as Prosino Borgosesia Rings for its rings.

#### **What are the main applications for glass fibres?**

The demand for glass fibres is very high in Asia, particularly in China and Taiwan, which are the major production centres for electronic consumer devices (tablets, smart-phones), whose motherboards are made of glass fibres and glass fibre resins. For example, 60% of the world requirement of glass fibres is concentrated in Northern China alone. This material affords exceptional strength and lightness to electronic circuits. The sector is expanding, as you can well imagine if you think about the rapid spread of individual electronic devices (hand-held computers, tablets, etc.).







# FROM TEXTILES TO HIGH-TECH

The processing of glass fibres is a highly specialised and complex process which starts with a continuous furnace. Downstream, it requires highly reliable machines capable of maintaining regularity in production so as not to compromise the quality of the fibres, guaranteeing high-quality yarn and low incidence of fibril breakages.

Considering the tendency towards miniaturisation of electronic devices, the demand for yarns with increasingly fine counts is growing significantly. Our customers recognize our leadership in this particular market segment.

## ***What do you do to maintain your world leadership position?***

Our main export market is currently China, which has a tremendous financial capacity and is making the most significant investments in the world.

In order to retain our leadership position we are trying to execute very quick deliveries and guarantee a high level of customisation in our machines. Above all we pay a lot of attention to our customers' needs and provide them with total satisfaction.

## ***What kind of innovations can your customers expect in the near future?***

We are concentrating, in particular, on the production of machines that guarantee energy savings and high-level reliability; lower energy consumption is a topic that the Asian countries feel strongly about. The quality and quantity of electricity sup-

plies here are not always sufficient to meet the strong demand from the industrial facilities in those countries. Our machines must be able to operate according to the flow and quality of electricity supplies found there without suffering any backlashes and guaranteeing constant yarn production.

***Prosino has been your supplier of self-lubricating rings in sintered steel since 2004. Thanks to the cooperation between our two companies, some sophisticated products have been developed that meet our customers' demands such as the "NYLON 5" rings*** (Editor's note: See the attached information on page 11).

## ***How do you select your suppliers and what kind of relationship do you establish with them?***

We have established a relationship with Prosino that represents what should be the ideal relationship between supplier and customer - no longer separate entities but a team to all intents and purposes. We made an important achievement in giving birth to a ring which has the optimum level of lubrication as our most demanding customers had been seeking for years. After the takeover of what used to be Swisstech France with its past financial problems that are well-known to the market, we tried to rapidly regain the confidence of international suppliers, winning over their loyalty and involving them in a programme to improve our machines. The results are encouraging: at the moment we already have more orders than we did in the previous year and planned production will keep us busy for over a year.

On its own twisters that produce yarn in glass fibre, **VERDOL** uses sintered metal rings made by **BORGOSIA RINGS** measuring 165 x 9.52, 165 x 4.8 and 216 x 9.52.





# THE EXPERIENCE of ÇEMEN TEKSTİL in GAZİANTEP,

## THE WORLD CENTRE for ACRYLIC SPINNING



*Spinning World's tour of the leading countries in the textile world brings us to Gaziantep, in Eastern Turkey. In the world centre of acrylic spinning, we had the pleasure of meeting Mr. Kamil Cetinkaya, manager of Çemen Tekstil Sanayi ve Ticaret A.Ş., one of the leaders in the production of acrylic yarn in the local textile district.*

**Mr. Cetinkaya, please tell us something about Çemen Tekstil. What are your main products?**

Çemen Tekstil has been operating since 1990, producing acrylic and acrylic-wool yarns. Our yarns are used mainly for the production of carpets, velvets and also yarns for knitwear. We also produce hand knitting yarns in 4 and 5 Nm counts.

**What are your main markets?**

It is difficult to specify our main markets because the situation is changing all the time. To give you an example, four years ago we mainly produced carpet yarns. Now the majority of requests come from velvet manufacturers. We have become extremely flexible: we follow needs as they emerge, adapting to the trends and trying to grasp opportunities as soon as they appear. This is our main strength and what allows us to survive against our competition.

**The general impression in the market is that there has been an increase in demand for yarns over the last months of 2012 and the first months of 2013. Have you had the same impression? What feedback have you been getting from your customers?**

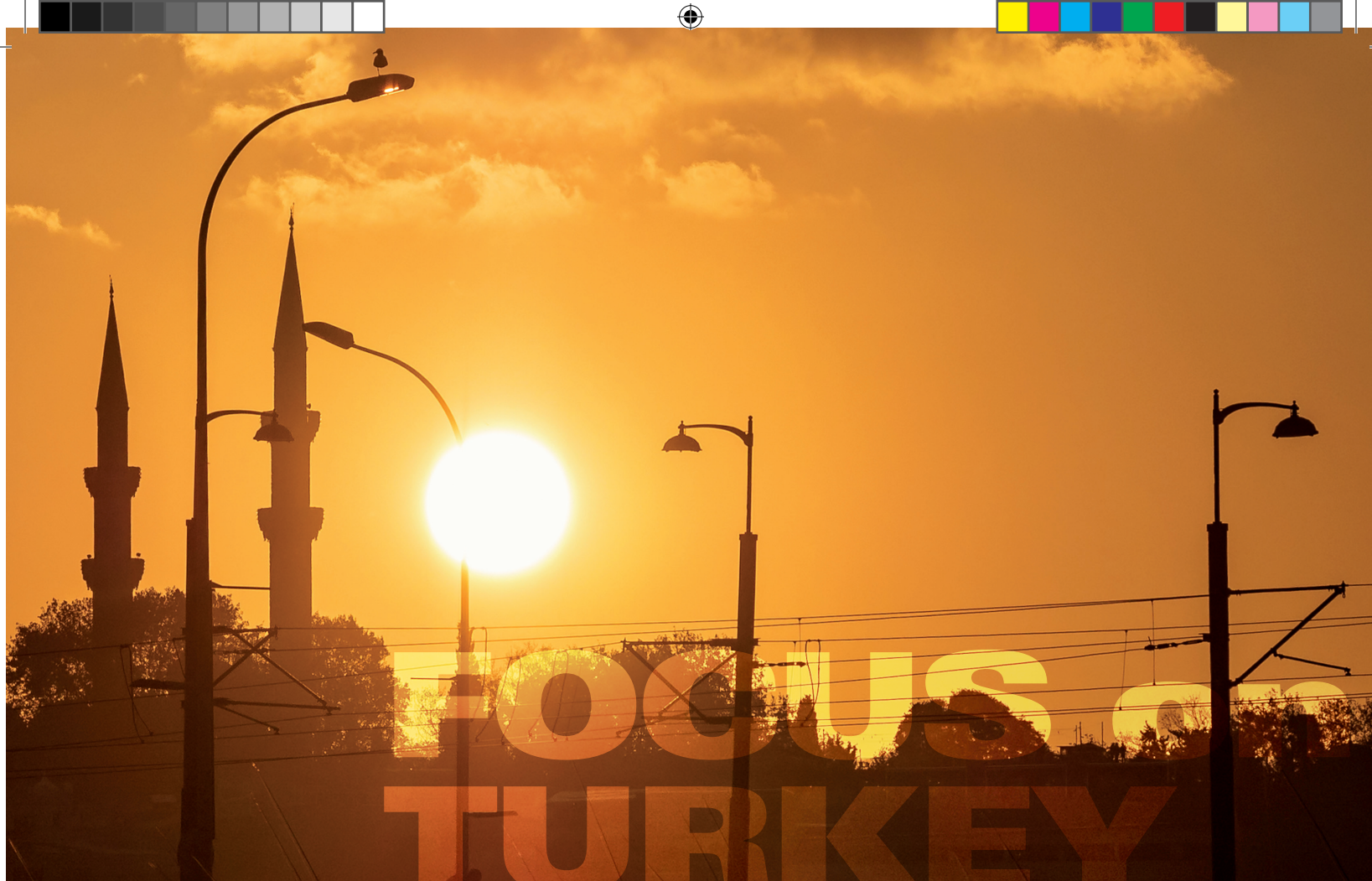
The market is in constant evolution. We have also noted a slight increase in the demand for yarns, but for now I think that the trend is too uncertain to indicate growth. The district of Gaziantep currently produces 10% of the world's requirements for acrylic yarn (700 tons a day), and is therefore one of the major players in the market. While many countries have more or less stopped acrylic production, Gaziantep is investing heavily in machinery and infrastructures.

**How do you rate your collaboration with IKILER, the agent for Prosino Borgosesia Rings in Turkey? How has their advisory service helped you increase your daily productivity?**

Our relations with IKILER are very satisfactory and have been going on for many years; they help us to resolve our technical problems very quickly and with the utmost confidence and expertise. IKILER have supplied us with various types of textile machinery from Italy and Germany, including 2 preparation lines from Sant'Andrea Novara, 4 re-breaker lines from Seydel and 13 Cognetex spinning machines. In 2009 and 2010 we also replaced all our conical rings, ring rails and anti-balloon rings with Italian products by Prosino.







***What are your feelings about your recent decision to use Borgosesia rings produced by Prosino?***

We are very pleased. We started using the Borgosesia spinning rings about four years ago and up to now we haven't encountered any quality issues whatsoever. In the light of these results, we believe we did the right thing in following the advice we received from IKILER. Their conviction was based on improved quality results of other manufacturers which had opted for Prosino rings. I can confirm that whenever we have to replace any rings in the future we will continue to choose Prosino.

***How is Turkey currently placed in terms of international competition in the textile sector and what is the competitive edge that allows Turkey to emerge?***

Turkish textile manufacturers believe in technological progress and follow very closely all developments in the field. They continue to invest and always choose state-of-the art proposals. This has allowed them to gain a very positive reputation in international markets: people trust products made in Turkey and

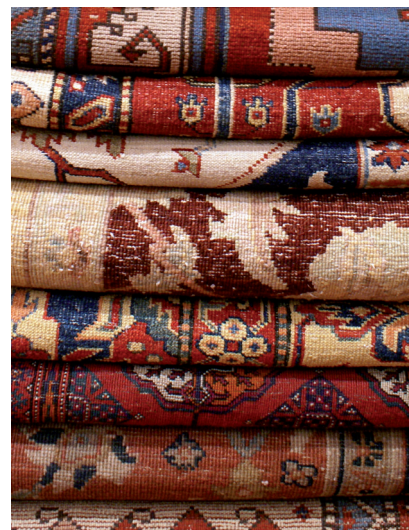
confidently buy Turkish yarns, certain of their excellent and consistent quality. We are also very close to European countries and have learnt a lot about their culture, mentality and preferences: this means we have a positive relationship that helps to break down cultural barriers.



***What are your predictions for the future?***

If the USD does not strengthen and the Turkish Lira keeps its current position, we can remain competitive for a long time. If, on the other hand, the USD loses too much value, the market will suffer: The value of the USD is essential for exporters.

We must also try to limit increases in labour costs, which is a factor that currently gives us a competitive advantage over manufacturers in Europe. Our current labour costs are actually about 900 Euros per worker, whereas everywhere in Europe the minimum is 2,000 Euros per worker. *(Editor's note: monthly figures for company labour costs).*



On its COGNATEX and GAUDINO spinning frames **ÇEMEN TEKSTİL** uses PROSINO BORGOSIESIA "4+4" conical rings measuring 55 x 11.1 and 60 x 11.1 mounted on customised ring rails in Italy in order to manufacture the entire product range.

***Ikiler***

Ikiler Tekstil Mumessillik ve Ticaret A.S., Prosino's representative in Turkey, has been serving the Turkish textile industries since 1966. Ikiler represents various textile machine and component manufacturers, ranging from spinning to finishings.

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# PROSINO

## A QUALITY INVESTMENT

*STEELHAWK doubles the life span of t-flange spinning rings*

The most frequent question that customers ask us concerns the life time of our flanged spinning rings.

Spinning mills are forced to replace rings when the performance of the spinning frames in terms of yarn breakages in a given period of time and the total number of imperfections (neps, thick points, thin points, hairiness) exceed the standards that the spinning mill has set as its objective.

Rings are one of the most important components on a spinning machine. The geometric precision of the flange and the quality of its surface, on which the traveller runs, are crucial for achieving an optimal performance. The hardness of the ring and the quality of the raw material used to manufacture the rings also significantly affect their life span.

When, due to wear and tear over time, the geometry of the flange is altered and the surface has lost its initial characteristics (e.g. level of roughness), the coefficient of friction between ring and traveller starts to change (especially between ring and ring). The tension differences that are generated require an increase in weight of the traveller with increased possibility of breakage and less control over the spinning process.

We should remember that temperatures of over 800° C can be reached in the point of contact between ring and traveller. One of the main effects of this thermal stress is a longer or shorter life span. Using mathematical calculations and practical observation we have noted that **there is a strong correlation between the travellers replacement cycle** (in days) and **the life span of rings** (in months/years). The spindles speed, the quality of lubrication of the yan, the length of the tube and the general conditions of the spinning frame have an effect on the travellers replacement cycle. The main reason for that is that the high temperatures developed by friction causes micro-weldings between the ring and the traveller, which in the long term lead to a degeneration in the surface of the ring.

This phenomenon can be easily observed in traditional rings, which do not have protective layer against wear and tear. Thanks to their special coating, the STEELHAWK rings made by PROSINO BORGOSIESA RINGS do not allow micro-weldings to occur on the travellers and manage to keep their surface in the same perfect conditions for a much longer time, and consequently they wear out much more slowly.

### TRAVELLER REPLACEMENT CYCLE

24 h = 1 day  
48 h = 2 days  
96 h = 4 days  
144 h = 6 days  
192 h = 8 days  
288 h = 12 days  
360 h = 21 days

### TRADITIONAL RING LIFE

12 months = 1 year  
18 months = 1,5 years  
24 months = 2 years  
36 months = 3 years  
48 months = 4 years  
72 months = 6 years  
96 months = 8 years

### STEELHAWK RING LIFE

>2,5 years  
> 3 years  
> 4 years  
> 6 years  
> 8 years  
> 10 years  
> 10 years

This table was prepared as a result of observations made during spinning and specifies that the percentage of burnt travellers should be less than 5% and that the percentage of seriously worn out travellers should be less than 20%.

For this reason, if the traveller replacement cycle is less than 6 days, we strongly advise against using traditional spinning rings and suggest that you use STEELHAWK rings. In short, the choice of STEELHAWK, in the right conditions of use, **allows you to double the average life cycle** of a ring.





## "NYLON 5" SINTERED METAL RINGS

**BORGOSIESIA** sintered metal rings are the reference product in the world for twisting glass fibres. The major feature of this application is the need for extreme cleanness in order to avoid contaminating the thread.

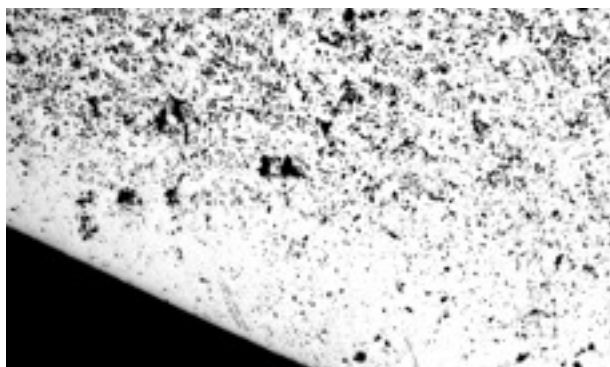
During the twisting glass fibres process, you actually need very little lubrication and a sliding surface for the nylon traveller which must be extremely even and with low roughness.

Using a series of laboratory tests and in collaboration with VERDOL, the leader in the production of twisters for glass fibres, PROSINO perfected "NYLON 5", a ring with specific properties for this kind of processing. Three levels of intervention:

1. Chemical composition of the raw material
2. Density of the metal powders used in the sintering process.
3. Adoption of an innovative type of wick

There was a tangible improvement in performance:

- Thread contamination issues eliminated
- Greater cleanness



SURFACE POROSITY IN A RING FROM A COMPETITOR

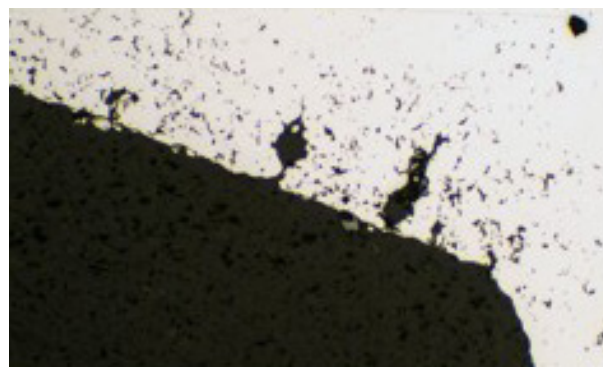
- Greater evenness in the sliding of the traveller
- Fewer broken filaments

The **NYLON 5** ring is currently available for the following ring sizes:

216 x 226,5 x 228 x 9,52  
216 x 226,5 x 228 x 16,7

The **NYLON 5** rings, like all sintered metal **BORGOSIESIA RINGS**, are manufactured using state-of-the-art technology which offers users the following benefits:

- Interconnected porosity for a regular flow over the whole surface of the ring
- Open surface porosity, guaranteed by our exclusive manufacturing technique (see photo)
- High level of hardness which is the basis for the long life of our rings
- Low roughness (0.20  $\mu$ Ra) which allows the best coefficient of friction for the traveller



OPEN POROSITY IN A BORGOSIESIA SINTERED METAL RING FROM PROSINO



WE KEEP THE WORLD SPINNING

**"4+4"**  
**STEELconicalRINGS**



ADV LEADING

We will be at

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