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# NEWS SPINNING World

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

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# we **KEEP** the **WORLD** **SPINNING**

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## **SPINNING WORLD**

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Dear Readers,

the fourth edition of **Spinning World** comes out in a year, 2014, filled with novelties concerning both the products themselves and the interaction with their users.

The trade fairs in which our company participates and the hundreds of visits paid by our sales staff each year enable us to gain a better understanding of the customers purchasing our products. Customers provide important feedback on any specific issues or criticalities concerning the fibres they transform into yarns and their most diverse needs. Furthermore, receiving direct feedback on ring performance and offering advice for optimising ring duration and speed are crucial aspects.

This fruitful interaction with users of Borgosesia rings yielded 'Double Life', a new ring with two perfectly symmetrical flanges, which previewed at the ITMA Asia 2014 exhibition in June — further details are available on the website <http://double-life-ring.com>

The ring is now available for Chinese spinning frames with a special aluminium adaptor.

This ring with a 'double life' was greeted with great success, as it effectively allows for containing manufacturers' costs without impacting negatively on filament quality or increasing the number of yarn breaks.

Page 10 shows the technical presentation and performance analysis for this product.

Among the many interesting encounters in 2014, there are three we wish to share with you in this issue.

Fibre selection is the starting point of the textile world and — for this activity — experience and expertise are crucial factors. We tackled this issue with Aldo Pienzi, a world expert in the selection of high-grade cottons, who explains how to discover the true 'spirit' of cotton.

We also talked to Safil, an Italian spinning mill that uses Prosino lubricated conical rings. Steered by brothers Cesare and Alberto Savio, the company has successfully turned the current economic crisis into an opportunity for radical renewal, by developing an experimental approach and emerging as a leading manufacturer at an international level.



We have always welcomed customers and suppliers to visit our plant, so that they can become acquainted with our production processes, quality checks and structure. These visits often bring about new opportunities, exchanges of opinions and solutions.

Lastly, we recently had the pleasure of welcoming to our plant Mr Daniel Lippuner, CEO of Saurer Group, one of the largest international manufacturers of textile machines, which recently became a part of Jinsheng Group. Prosino supplies rings for spinning and twisting machines for the Zinser and Volkmann brands, owned by Saurer Group. The occasion allowed us to ask Mr Lippuner a few questions regarding Saurer Group and its vision of the world textile market.

Enjoy the read,

Pietro Prosino  
CEO Prosino s.r.l. / Borgosesia Rings

# GRASPING THE SPIRIT OF THE COTTON

**AN INTERVIEW WITH ALDO PIENZI, A WORLD EXPERT IN THE SELECTION OF HIGH-GRADE COTTONS**

*Aldo Pienzi, your professional profile is quite distinctive and interesting. To use a comparison with wines, could we say that you're the sommelier of cotton?*

An interesting simile! In a way that's true. I started working 40 years ago in the cotton spinning sector and learned to manage the various phases of production.

I was responsible for purchases and quality at Manifattura di Legnano, which at the time was the largest European spinning company for fine-count yarns. I used to purchase 150 thousand cotton bales a year, amounting to 10% of all cotton processed in Italy. In this way, I became familiar with all the cotton manufacturing countries. I focused on the more refined cottons and searched for the best ones to select. Though extra-long staple cotton constitutes a small fraction of the cotton processed worldwide each year, it demands a highly accurate selection process. The qualitative selection of cotton is also crucial for guaranteeing optimal performance of new generation machines, such as compact machines and air jet machines.

A few years ago I started collaborating with Albini Group – a top Italian company in the cotton industry – in order to contribute to constantly improving its production quality. Albini initiated a vertical integration process a few years ago aimed at controlling the entire production chain, from the cotton

fields to the finished fabric. This has enabled the company to obtain products of an extremely high quality, above all thanks to direct control and selection of the finest raw materials.

For example, we rediscovered the cultivation of two refined Egyptian varieties which had fallen into neglect for a time, namely Giza 87 and Giza 45, as well as Sea Island, produced in the Barbados and Jamaica, which has fibres measuring 40-45 mm on average. These are niche products that have enabled us to produce Ne 330 count fabrics with an incredibly silky feeling to the touch.

*Can you indicate the most suitable cottons for certain processes?*

Egyptian cotton is generally the most refined variety owing to the length of its fibres, sheen and volume. Sea Island is refined but costs 8 times more compared to American cotton; if we had to make a comparison, it can cost up to 12 \$ a pound, against 0.80 \$ of denim cotton.

- Short staple (Uppland) 28-30 mm length, suitable for high-count fabrics and denim, which tolerates irregular fibre length.
- Long staple (35-40 mm), suitable for making good quality shirts.
- Extra-long staple (40-45 mm), suitable for ultra-fine-count fabrics, top-grade jerseys and shirts.

An important part of my work involves testing the fibres. Besides subjecting the cotton fibres to several tests under the microscope, when I'm on the field I check the various aspects of the cotton flock by touching and opening it, and observing its colour and sheen. I try to grasp the 'spirit of the cotton', its essence, so that I can transpose it to the yarn and give it

that special touch. When I open the flock, I 'talk' to it and try to understand what it may become and which production process can draw the best out of it. Experience lies in the ability to interpret the spirit of the cotton and transfer it to the finished items. Only in this way will a high-range shirt have that something extra – difficult to define but perceptible – distinguishing it from other products.

*What impact does fibre waxiness have on the outcome of the yarn, regarding the lubrication between the ring and traveller?*

It's not easy to analyse cotton waxiness. The environmental conditions in which spinning occurs are fundamental; certain situations exacerbate the friction between the strand and ring. Mixing different cottons poses some risks, as it creates mechanical tensions. The cotton growing conditions, such as humid environments or climates with strong temperature variations between day and night, are equally decisive. Another problem with spinning is the cotton's stickiness, which causes the strands to break. The defect is caused by a fly that lives in the cotton fields. Another spinning problem concerns colour contamination, as certain coloured fibres may influence the final nuance of the cotton. Egyptian cotton is of a superior quality, as Egypt has a stable climate with limited temperature variations between day and night; the sugar chains contained in the cotton are thus not blocked by the temperature differences.

*Which are the worst cottons that ruin the rings and produce a poor-quality yarn?*

Fibres of excessively dry, low-grade and dirty cotton containing impurities – which cause friction and abrasion during processing – may cause problems and poor-quality yarns. When picked, cotton is immediately classified into two groups:

grade 1 (better) and grade 2, the dirtier kind.

The best cotton is picked by hand, as this allows for keeping the fibres more intact. Not everyone knows that the flock is only a small usable part of the cotton plant: indeed, the seeds are used to produce oil and animal feed.

The plant's life-cycle lasts 6 months from sowing to picking and the seeds quadruple at every harvest.

*Are there any emerging countries in the cotton sector?*

Brazil is emerging with medium-quality cottons, while China produces large quantities. Otherwise, the market is made up of the traditional producers: Egypt, India, USA, Caribbean, Turkmenistan and the former Soviet Republics.

*Aldo Pienzi with Pietro Prosino*



# RAPID DECISION-MAKING AND TECHNOLOGICAL SOLIDITY

**SAURER GROUP, A SOLID AND  
FLEXIBLE LARGE GROUP  
THAT KEEPS UP WITH EVOLUTIONS  
IN THE TEXTILE MARKETS**



Daniel Lippuner,  
CEO of Saurer Group

A special guest recently visited Prosino's headquarters and production plant in Borgosesia, namely Daniel Lippuner, CEO of Saurer Group, one of the largest international manufacturers of textile machinery, to which Prosino supplies spinning and twisting machines for the Zinser and Volkmann brands. The occasion allowed us to ask Mr Lippuner a few questions regarding Saurer Group and its vision of the world textile market.

**Good morning Mr Lippuner, we are pleased to have the opportunity to interview you. You are the current CEO of SAURER Group; this role comes after a long experience in SAURER Group and is certainly an important reward for your work over the years. Can you summarise your experience in the Group?**

I joined Oerlikon in 2007, so I'm quite 'young' in the company. Previously, I worked in the automotive sector for companies such as Hilti and Rieter.

**In 2013, Saurer Group was involved in an important sale operation and is now part of Jinsheng Group. Saurer Group confirms its role of leading brand for both textile machinery and components. How will this operation change its structure and presence on the world markets? What advantages do you expect from it?**

This change will not have a significant impact on Saurer's structure as, since we left Oerlikon, we operate in a fully independent manner: we have our own board of directors which includes representatives of Jinsheng Group and other independent members who are responsible for the development of Saurer Group. Leaving Oerlikon offered us a precious opportunity to strip our structure to the core, discarding all non-essential aspects. The

biggest advantage lies in a faster decision-making process. We are part of a large group but operate as a medium-sized company. Our executive department is made up of 5 people. Previously, the decision-making process took from 3 to 6 months, whereas now we decide everything independently and in a decentralised manner.

This also applies to the other 8 companies of the Group. In my opinion, Saurer's structure is quite unique. With regard to the international markets, the advantage of belonging to Jinsheng Group is our presence in China: we are now able to reach high-level decisional people whom we struggled to reach before.

**What is your opinion on the European textile manufacturing industry in the global market, where it appears that Asia will take the leadership in the future?**

Up to two years ago the trend was clear: Asian mechanical-textile manufacturers were expanding into the medium-low market segment.

As a result, European machinery manufacturers went to Asia (India and China above all) and started offering mid-range products capable of competing with the local machines in terms of price, functionality and performance.

In India and China automation, efficiency and productivity are currently the big issues. For example, last year 80% of ring spinning machines in India were equipped with automatic doffing systems. The mid-range segment is emerging for its quality, and this is a relatively new phenomenon.

**How is the international textile world changing and which are the emerging markets? What opportunities do the various markets offer for Saurer Group?**

We have been experiencing significant changes over the past two years.

China used to be the biggest

market, though the country is now struggling with growing labour costs and increasing cotton prices.

Spinning mills have various alternatives: firstly, moving abroad to Vietnam and other countries with low labour costs, secondly, improving product quality with European-built machines and, lastly ... shutting down their plants.

Meanwhile, India's textile production is going through a boom, with the increase fuelled by the internal market. The other big players, namely Indonesia, Vietnam, Pakistan and Bangladesh, are improving and are expected to grow even further in the forthcoming years.

**Saurer produces both machinery and components. What relationship is there between the two divisions? Which are their respective markets?**

Regarding components, we have two major markets: machines for the staple processing and for filament processing.

The latter is still covered by Oerlikon, while the staple market is covered by Zinser.

We treat internal customers similarly to external customers: to be competitive, we must ensure the same quality level for all.

**Within your offer of machinery and components, you are a leading producer of Zinser long-staple spinning machines and Volkmann glass fibre twisters. Prosino supplies you with spinning and twisting rings for both types of machines. What quality standards do you require from your suppliers? What is the importance of components like our spinning and twisting rings for the general quality level of your machines?**

Customers often request a certain brand of the ring. Very often they demand Prosino rings because they value their quality and durability. Being able to use Prosino rings is also a guarantee for us in avoiding potential problems with rings.



**Today you visited Prosino's production plant. What are your impressions? Saurer Group has a long-term commercial relationship with Prosino. Can you give us any advice for sustaining our improvement efforts and product development?**

I got a very good impression: the quality checks are extremely accurate and the plant is bigger than I thought.

Most of all, Prosino has the flexibility to produce small batches of customised rings, and this is a big advantage that should not be overlooked.

**Could you provide some information on the objectives of your R&D Department?**

During the last edition of ITMA Asia + CITME in Shanghai, Saurer Group launched three completely new machines; the Schlafhorst BD 6 rotor spinning machine, the Zinser Impact 72 Ring Spinning machine and the new Jintan JSC326 Card. We also launched the E<sup>3</sup> 'triple added value' concept: namely Energy, Economics and Ergonomics, a combination of values designed to maximise the added value for customers.

*Zinser long-staple spinning frames use 'Borgosesia' 4+4 conical rings (see advert on last page) and Volkmann glass fibre twisters are equipped 'Borgosesia' sintered steel rings model 'Nylon 5'.*

# "FROM YEARS TO YARNS"

**CESARE SAVIO NARRATES THE ENTREPRENEURIAL STORY OF A FAMILY WHO HAS ALWAYS BELIEVED IN INNOVATION**



Cesare Savio,  
CEO of Safil

*Mr Savio, could you please summarise Safil's history and the current company structure?*

Safil was founded in 1954 by my father Fernando and is currently managed by my brother Alberto and I. Our group employs over 700 people in Italy and Bulgaria and we specialise in the production of combed yarns, a sector in which we are a highly flexible and diversified leader. The sales and administrative offices and package dyeing unit are based in Italy, while the entire production is carried out in Bulgaria.

*Would you please tell us about your experience in Plovdiv, Bulgaria, which led to the setting up of Bulsafil. Your idea of investing in this country proved*

*successful. What were the toughest challenges you had to face?*

In the latter half of the 1990s, due to the increasingly unsustainable labour costs in Italy, which would have led us to shut down production within a few years, I explored the possibility of opening a small production line in Plovdiv, Bulgaria's second-largest city. The city is optimally connected to the highway network and airport, while the lean bureaucracy enabled us to rapidly finalise our project; production started in 2001. We found excellent conditions, with energy costs 50% lower than in Italy, a qualified workforce eager to grow professionally and extremely fast construction times for the production plant.

To attract qualified manpower from the surrounding areas, we decided to autonomously arrange transport of workers and employees in a 30 km radius; moreover, to limit employee turnover and ensure their loyalty, we increase salaries every 6 months on average. Production is in full swing: for example, in 2013 we worked 343 days – a record. To stay competitive, we have adopted a lean structure and are quick to implement any required changes to production.

*Italian manufacturing companies are generally going through a very negative spell; where do you believe Safil would be today had you not decided to open a production plant in Bulgaria 15 years ago?*

I think the company would have been closed by over 10 years. The solution we chose – definitely not an easy one to adopt at the time – enabled us to secure jobs in Italy while expanding our export share. Indeed, producing in both Italy and Bulgaria enables us to guarantee 'Made in Europe' products to customers, a quality brand increasingly in demand in the industry. Moreover, thanks to a lower cost of labour, we have been able to considerably increase the number and level of quality controls, which have helped to improve our product significantly. With regard to combed spinning, we are the most flexible plant in the world: in 2013 we produced 4,500 different production batches, seven days a week, and implemented at least 10 production changes. Each change requires cleaning and adjusting the machines, besides specialised personnel for managing them. Last year we produced 360 new items; research and innovation are conducted on an on-going basis; this implies a huge effort in terms of human resources but leads to more dynamic results compared to traditional spinning which produces large standard batches.

*You recently acquired the Filatura di Grignasco and Grignasco Filati brands, which symbolise the Italian and Piedmontese textile tradition. Besides contributing to the survival of a brand firmly rooted in Italy's history and know-how, what did this operation represent for you in terms of product diversification?*

We had been looking to enter the spinning sector for underwear for some time; it's a very static sector reluctant to change suppliers, therefore as soon as the opportunity materialised to acquire a traditional and appealing brand with a solid credibility, we pounced on it. This operation enabled us to acquire a small market share: 150 thousand kg per year (out of our total of 7 million kg of production). The same applies to the acquisition of French company Filature de Mohair,



a leader in this niche market. Similarly to 2009, we acquired Erredi, a dye-works based in Biella, a big customer of ours; we thus entered the knitwear business.

Every year we dye 2.5 million kg in a plant that has ample room for expansion and a know-how acknowledged throughout the sector. Our aim is to grow in the pure wool dyeing sector.

*What is your range of counts and which fibres do you spin in your plant? Which are your main reference markets?*

Our finest count is Nm 125,000. We sell 90% of our yarns in Europe, of which 50% in Italy. Exporting to non-European countries poses several problems and is protected by barriers.

*On your 33,000 ZINSER and COGNETEX spindles, you use rings manufactured by Borgosesia Rings. What are the product advantages that make you prefer PROSINO?*

We've never had problems with Borgosesia rings and your technical assistance service is very efficient – an essential condition for a company, like ours, located partly in Italy and partly in Bulgaria. We are very satisfied with your ring reconditioning service, which enables us to extend their life-cycle (Ed. certain particularly hard fibres, such as linen for example, require a well-lubricated ring to prevent the risk of breaking).

*The ring is a very important technological element in the production of the yarn. We know that you have a very broad range, including pure wool and mixed textiles in various compositions, medium-large counts and fine counts, traditional and elasticised items. Does such an extensive production variety pose any problems in managing ring lubrication, or does our standard 4+4 respond effectively in all these cases?*

The ring defect is a 'hidden' problem which the producer seldom notices; it is often the supplier who identifies the defect through an adequate microscope analysis. Of course, ring wear is an important signal, though problems would not be easy to spot without the appropriate advice of the supplier.

*Do you believe is it important to involve a technological manufacturer like PROSINO in the development of special ring lubrication and finishing solutions?*

It is always useful to involve suppliers, and lubrication is a crucial process for preserving production quality.



*What value do you attribute to the after-sale service (ring maintenance and replacement) guaranteed by Prosino's local organisation?*

Excellent. Maintenance is a rule for us; more than extending ring life, its importance lies in preventing quality deterioration.

*What are the emerging trends relative to yarns? What new additions did you present at the last edition of Pitti Filati (July 2014)?*

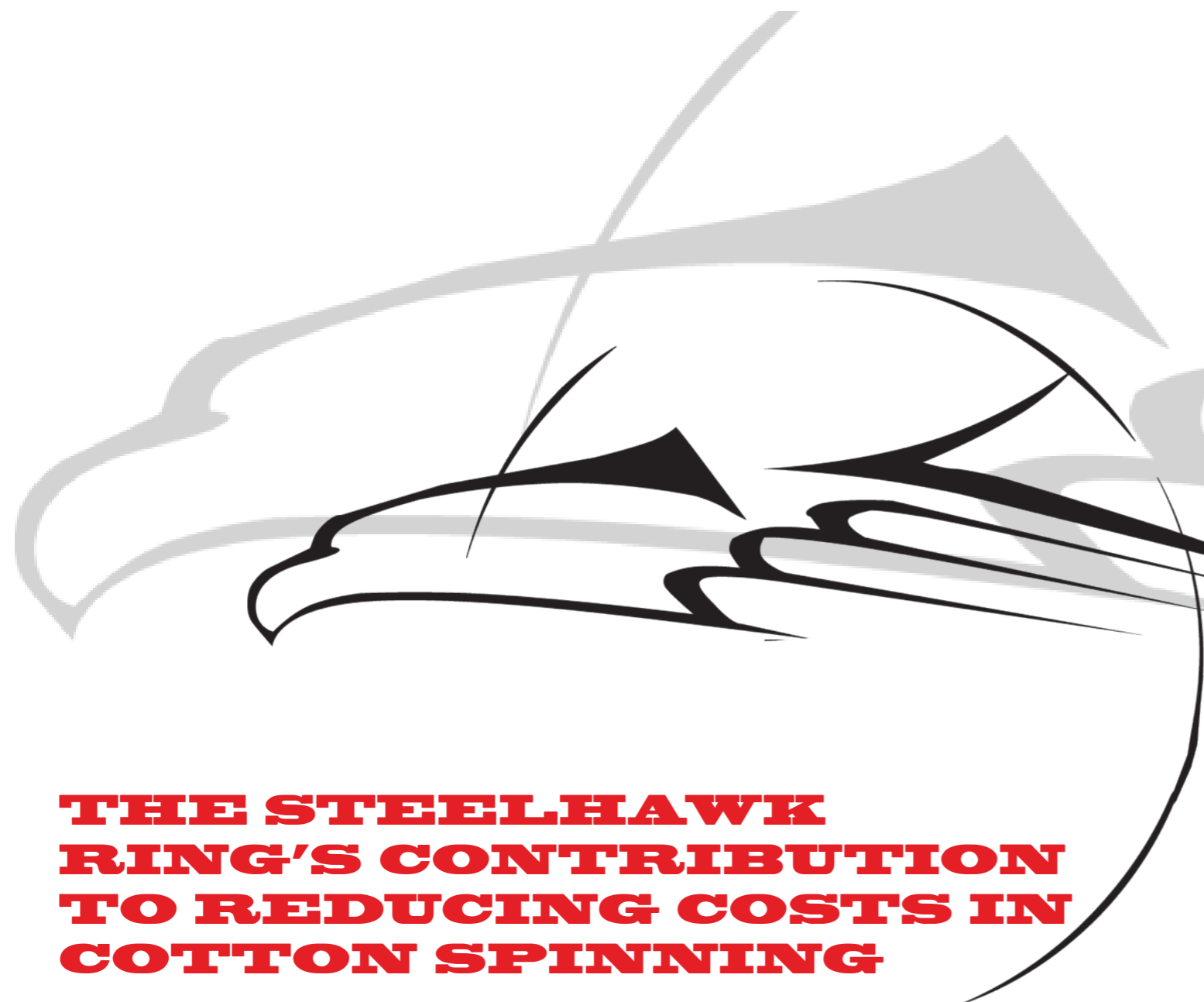
The compact yarn is a product with substantial new features that stems from our investments in cutting-edge technology. Our company was the first in the world to be equipped with compact spinning machines in 2002, which allow for obtaining fine and medium-fine counts that are particularly uniform, clean and free of hairs.

This yarn blends the properties of wool fibre with an appearance – for some versions – reminiscent of artificial fibres.

The yarn versions include pure wool, the refined wool/silk and the wool/nylon total easy care.

Our Active Yarn range has gained widespread approval in recent seasons.

It comprises exclusive Safil blends which, thanks to the mix of extra-fine Merino wool and patented technical fibres, guarantee a high level of comfort in all usage conditions, in addition to temperature regulation and humidity control properties.



## THE STEELHAWK RING'S CONTRIBUTION TO REDUCING COSTS IN COTTON SPINNING

*The data we have confirms that 50% of the management costs of a cotton spinning mill are associated with the spinning department. Most of these costs stem from the time dedicated to yarn breaks.*

Yarn breaks occur when a weak point of the yarn undergoes a tension peak.

Thanks to its flange construction precision, low friction coefficient and excellent finish of the anti-wear coating, the STEELHAWK ring substantially reduces tension peaks of the yarn.

Reducing the percentage of yarn breaks allows for saving time, reducing waste and improving the quality of the yarn, not only during the spinning process but also throughout the subsequent winding and weaving phases.

According to estimates, in a modern Indian spinning mill with 50,000 spindles, the cost of personnel dedicated exclusively to re-

pairing filaments hovers around 100,000 Euro/year, with an average of 60 yarn breaks on 1,000 spindles in an hour.

The use of STEELHAWK rings combined with other good-quality travellers can help reduce yarn breaks by at least 25% and up to 50%, with an annual saving of 50,000 Euro, namely almost 1 Euro per spindle for every year of use.

We can therefore reasonably assume a payback period of roughly 3 years for the investment in the STEELHAWK ring.



## DOUBLE life RINGS

### THE NEW 'DOUBLE LIFE' REVERSIBLE RING

*At the ITMA ASIA 2014 exhibition, Prosino Borgosesia Rings presented in preview the 'DOUBLE LIFE' reversible ring, now available as from today for Chinese spinning frames.*

The reversible ring has several advantages:

- It doubles the working life, thanks to two perfectly symmetrical flanges;
- It has a special aluminium adapter that is not subject to wear;
- It weighs less and, therefore, allows for saving energy;
- The functional part has an RZD PROTECTED finish against rust;
- It is available in all major sizes, with Fl. 1, Fl. 2 and Fl. 1/2

36 x 54 x 10	38 x 54 x 10	40 x 54 x 10
42 x 54 x 10	45 x 54 x 10	36 x 51 x 10
38 x 51 x 10	40 x 51 x 10	42 x 51 x 10



For further information, please visit the following Web page: <http://double-life-ring.com>

WE KEEP THE WORLD SPINNING

# "4+4" STEELconicalRINGS



ADV LEADING

We will be present at:

**OTM 2014** - Gaziantep - Turkey - 16-19 October 2014 • **GTES 2015** - Mumbai - India - 20-22 January 2015

**DTG 2015** - Dhaka - Bangladesh - 4-7 February 2015 • **HANNOVER INDUSTRIE MESSE** - Hannover - Germany - 13-17 April 2015

**SHANGHAITEX 2015** - Shanghai - China - 15-18 June 2015 • **ITMA 2015** - Milan - Italy - 12-19 November 2015

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