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PICANOL news

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Ten years Picanol India

Picanol has been active in India since 1956. Picanol India was set up at the end of 2007, as we were convinced that it was essential to have our own organization in this country in order to serve the market properly. Having direct relations with customers and prospects results in a better understanding of their needs, both for machines and for aftermarket sales. Moreover, India is a demanding market where customer service and support are key. By setting up our own service organization, with people trained on a regular basis at our Belgian headquarters, we were able to leverage the service level considerably.

Taking into account the huge dimensions of the country, Picanol India immediately started with three hubs: New Delhi, Mumbai and Coimbatore, covering the most important textile regions. The New Delhi office acts as the local headquarters and also houses a state-of-the-art electronic workshop, allowing most electronic repairs to be done in India. We were fortunate to have a team that already had extensive knowledge of Picanol, led by Mr. P. Kasiviswanathan, giving Picanol India a head start.

To confirm Picanol's belief in the brilliant future of textiles in India, we moved from a rented to an owned office in New Delhi, which was inaugurated in 2012 by the Deputy Prime Minister of Belgium in the presence of the Belgian Ambassador to India.



Mr. Tack, CEO, stated on that occasion:

“ The opening of our new Indian Headquarters represents another

milestone in the long history of Picanol. India is not only one of the key textile markets in the world, it is also a market of crucial strategic importance to Picanol. Today we are celebrating the official opening of our new headquarters in New Delhi. But our ambition does not stop there. With the broadest product range in the market, improved local services and presence, Picanol remains

highly committed to India and plans to increase its leadership in weaving systems for the entire Indian weaving sector.



And indeed the organization has been growing ever since to cope with the rising demand for Picanol weaving machines. Indian textile entrepreneurs are continually looking for higher performance, more added value and increased versatility, areas in which the Picanol machines excel. In addition to offering top-class weaving machines, the presence of Picanol India has allowed us to add top-class service and an efficient aftermarket sales organization, offering the Indian weaver the best options for the future.

Picanol India now employs over 40 people, located in all important textile areas: close to every single customer.

Contributing to the ever-growing success our customers is our vocation, as stated in our baseline “Let's grow together.”

Techtextil India 2017

Picanol was present for the fourth time at the bi-annual Techtextil-India fair in Mumbai from 13 to 15 September 2017. Techtextil is the leading international trade fair for technical textiles, and amounts to the world's central marketing and sourcing platform for users and manufacturers of technical textiles.

As a global leader in the industry of weaving machines, Picanol enjoys growing success in the market for technical textiles. Picanol offers technical weavers highly customized solutions for very specific applications, based on machine platforms that are also employed in mainstream applications. In this way, technical customers too enjoy state-of-the-art technology and performance, combined with the evident advantages our leading position offers them: large R&D resources, streamlined high quality production and assembly processes, and a worldwide sales and services network.

The Techtextil-India fair was very successful and a great number of visitors attended the show. Picanol was able to explain its strategy towards the world of technical textiles, emphasizing the importance of good local service in combination with the advanced technology of its weaving machines.



The Picanol Team, *from left to right*: Mr. R. Balachandar, Mr. Babasaheb Alugade, Mr. Chetan Londhe, Mr. Filips Lombaert, Mr. P. Kasiviswanathan, Ms. Jacinta Dsouza, Mr. Erwin Devloo



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PICANOL TEAM TECHNICAL

Irantex 2017 - Tehran, Iran

This year, Picanol and its agent Iranstrick participated in Irantex, the International Exhibition of Textile Machinery, Raw Materials, Home Textiles, Embroidery & Textile Products.

This four-day event was held from September 4-8, 2017 at the Permanent International Exhibition site in Tehran, Iran. The trade fair showcases products such as textile machinery, raw materials, home textiles, embroidery etc. in the textile, fabrics & yarns industry. Because of its range of products the exhibition is an important platform for the latest trends in the industry, both for exhibitors and for visitors. Picanol participated in this event with an information stand at the booth of its agent Iranstrick.



The Picanol stand drew a great deal of attention from Iranian weavers, amongst them existing Picanol customers and new prospects. On the stand, Picanol proudly presented some reference movies filmed recently at the premises of various satisfied customers including Khoy Textile, Sinapoud, Par Jean, Shin Baft, Rezaei Termeh, Senator, Harir Nan Kavir, Hejab and Pouya Baft.



From left to right: Ms. Elnaz Dolat Khan, Mr. Farhood Shaafi, Mr. Afshin Salavati (all Iranstrick) and Mr. Vincent Geldhof, Sales Manager Picanol

CUSTOMER REFERENCE

Tessitura Fratelli Fontana, Italy

Established in 1946, Tessitura Fratelli Fontana has always specialized in the production of technical fabrics for the filtration business.

At the beginning of the 1950s a new plant was built to accommodate the enlargement of the range of articles and the need for different finishings. In just a few years the old machines were replaced by technologically advanced equipment. In those days reinforced Picanol Omnium machines were installed. This gave the company the possibility to tackle new and interesting markets.

In the 1990s, market needs and the constant growth brought Fontana to further enlarge and renew its facilities. The product range now consists of filter fabrics for wet filtration, dust filtration and fabrics for the sugar industry.

Recently Fontana invested in Optimax-i rapier machines for the production of heavy fabrics from 400 to 700 or 800 grams.



<http://teamtechnical.letsgrowtogether.be/en/showcases>



Technical fabrics for the filtration business

OptiMax-i rapier machines produce heavy fabrics from 400 to 800 grams/m²



From left to right: Mr. Giovanni Ferrari, Ms. Veronica Ferrari, Mr. Adriano Oggioni (Picanol) and Mr. Enrico Folci

CUSTOMER REFERENCE

De Amtex, Italy

De Amtex SpA is a family-owned weaving mill established in 1976. The production plant, located in northern Italy about 50 km from Milan, has recently been expanded and renovated in order to add new machines while at the same time improving efficiency. Since the start, the core business of De Amtex has been production of technical fabrics for industrial uses.

The plant covers 15,000 m², while the annual production capacity is more than 15 million m² of fabric and 1,500 ton of twisted yarn. In addition to the Italian headquarters De Amtex has a sales office located in the Netherlands to serve the North European market.

De Amtex manufactures orthogonal fabrics for industrial uses up to a maximum width of 5,400 mm, with weights ranging from 100 to 1,500 g/m². The main final applications are coating or calendering with plastic materials or rubber and filtration.

In 2012 De Amtex decided to invest in Picanol machines and so went for OptiMax gripper machines in 540 cm width.

Since then it has continued to increase the number of machines in different widths of 540, 460 and 400 (all equipped with positive gripper technology) down to the smallest version of 250 cm, in freeflight version.

These are to weave fabrics for coating and rubbering processes.

<http://teamtechnical.letsgrowtogether.be/en/showcases>

Mr. Aldo Banfi, Product Manager De Amtex SpA





Established in 1976

- More than **15 million m²** of fabric per annum
- **1,500 ton** of twisted yarn



Partner with Picanol since 2012

OptiMax rapier machines in different widths:
540, 460, 400 and 250 cm width



Picanol at the 17th International Exhibition on Rubber Technology

Picanol was present at the 17th International Exhibition on Rubber Technology held at the Shanghai New International Expo Centre from 20 until 22 September.

This exhibition was mainly aiming at tyre and conveyor belt markets.



From left to right: Mr. Patrickma, Mr. Eamon Brady, Mr. Song Duoyi

CUSTOMER REFERENCE

BMD PVT. LTD., India

BMD PVT. LTD was established in 1997 at Banswara as a joint venture by LNJ Bhilwara Group in India. In 2006, LNJ Bhilwara Group acquired the entire shareholding and the company is now 100% owned by LNJ Bhilwara Group.

BMD operates in the segment of technical textiles for specialized automotive fabrics, meeting international standards for the growing market for various passenger car companies. BMD supplies nearly all OEMs in India including Maruti Suzuki, Hyundai, Toyota, Honda, Tata, GM, Mahindra, Ford, Volkswagen, Nissan, Skoda and Fiat. The company has facilities of making woven, warp knit and circular knit fabrics with an annual capacity of over 11 million meters. BMD is proud to have a market share of over 55% in India. The company has the most sophisticated machines from European sources and has been the market leader in India for over two decades.

During the second half of 2016, BMD ordered six Picanol OptiMax-i rapier machines with

jacquard to weave car seat fabrics in a broad range of fancy weft materials, such as flock yarns, chenilles and monofil.

The OptiMax-i performed at highest efficiencies and at speeds 10% to 15% higher than other makes, and so the company placed a repeat order for more machines in 2017. These machines are now equipped with the latest Picanol Blue Box electronic platform. BMD and Picanol are clearly looking forward to take their business partnership to a higher level in the years to come.

The company has obtained ISO TS 16949 certification for Quality Management, ISO 14001 for Environment Management, OHSAS 18001 for Health & Safety and ISO 50001 for Energy Management.

<http://teamtechnical.letsgrowtogether.be/en/showcases>

Specialized Automotive Fabrics

- **11 million m²** of fabric per annum
- Have been working with **OptiMax-i rapier machines** with jacquard since 2016
- **10 to 15%** increase in speed and efficiency ever since.



Mr. S. N. Goyal, President BMD PVT. LTD.

CUSTOMER REFERENCE

Geo Tecno Tessile, Italy

Geo Tecno Tessile is well known in the agrotextile world as a top-class weaver of quality nets. The company was founded in 2000 by Nino Scalabrini, originally specializing in production of anti-hail nets.

Over the years Geo Tecno Tessile expanded its business, making all types of fabrics for agrotextiles (anti-hail and anti-rain nets, wind breakers and shading fabrics). With the installation of a preparation department in 2006 and a spinning facility in 2012 the company is now fully vertically integrated. Today Geo Tecno Tessile produces approximately 30 million m² of nets per year and also provides its customers around the world with accessories and set-up facilities.

Recently the company invested in Picanol rapier technology with the installation of a first fully-equipped OptiMax-i in wide version, with positive gripper technology. A second machine has been ordered and further replacement of the older projectile equipment is planned for next year.

Geo Tecno Tessile was very pleased with Picanol during this big change, in terms of best machine technology and technical support from the local technical team.



Mr. Walter Veronelli, Weaving Manager Geo Tecno Tessile



Specialized in the production of anti-hail nets and fabrics for the agrotextile sector

- **30 million m²** of nets per year
- Recently invested in Picanol rapier technology



CUSTOMER REFERENCE

Gold for Noman Group, Bangladesh

Noman Group started its journey in 1997 with a vision of establishing itself as the largest textile manufacturer in the world. With sustained growth over the years and an ever-expanding list of international customers, it has solidified its position as a leading textile group in Bangladesh. Also, Noman Group has become the country's third employer.

Noman Group produces denim, apparel fabrics, home textiles and terry towel. Picanol can offer a suitable solution for all these application fields. This has resulted in deliveries of over 1,300 brand-new Picanol weaving machines spread over the last seven years.

A good variety of airjet and rapier machines, both wider and narrow width, cambox and dobby... are running in the different divisions of the Noman Group: Noman Weaving Mills, Noman Textile Mills, Noman Home Textile, Ismail Textile Mills, Sufia Cotton Mills, Noman Composite Mills, Talha Fabrics, Noman Terry Towel and Nice Denim Mills.



The 1,000th Picanol machine delivered to the Noman Group was a very exclusive "golden version."



1 billion USD in revenue

The total revenue crossed the magical \$1 billion mark in 2013 and is growing further every year!



60,000 employees

- Over 60,000 employees in Bangladesh with diverse backgrounds work for Noman Group
- The company has very low employee turnover and there is excellent rapport between management and workers.



- **21 million** meters of fabric per month
- **3.6 million** meters of denim per month
- **1,500 tons** of terry per month



“ I believe that Noman Group manufactures and supplies the finest quality textile products without ever compromising the well-being and growth of our employees and other stakeholders. Also, environmental well-being is an important driver in our company. In order to achieve our ambitions, we need strong partners. Over the past seven years, Picanol has proved to be such a strong and reliable partner. Thanks to its technological know-how and innovative solutions Picanol can support our growth in all fields of activity.

Mr. Md. Nurul Islam, Chairman of the Noman Group

Since the last 30 years Mr. Islam has been an iconic figure in the Bangladeshi textile sector. His vast knowledge and contribution to the development of the textile sector has led to his reputation as a textile expert in Bangladesh. Mr. Islam oversees the government relations, major procurements, and all infrastructure investments of the Noman Group.

Over the years, Noman Group has received numerous awards for its operational excellence and commitment to society and environment. It also complies with all applicable regulations and standards in the industry.

Picanol of America

Besides producing top-of-the-line weaving machines, the second most important key success factor for Picanol is service. It is absolutely critical for a company like Picanol to support its customers throughout the world. Our strategy has been to establish local service centers in order to successfully serve our customers. Today, Picanol operates seven such service centers, fully staffed by trained Picanol employees. The main objectives are to promote the new looms, install them, and offer the necessary aftersales and spare parts services.

For the USA, the story started more than 50 years ago when Picanol began to offer new weaving machines. Very rapidly, the need to establish a local presence became a reality with Picanol being incorporated in 1967 in the State of North Carolina. Four years later, in 1971, Picanol of America moved to Greenville, South Carolina, where we still are nowadays.

Greenville has changed a lot over the course of the last 46 years, but the mission for Picanol of America has remained the same: to serve the customers so they can produce first-quality fabrics.

Thanks to an experienced team of 22 employees, Picanol of America fulfills its mission from a newly acquired building where the team moved in December 2012. The 1,500 m² of floorspace offers ample room for all the necessary customer service.

The spare parts distribution was modernized in 2011 in order to fit the needs of the customers. Thanks to a massive inventory of parts at our main plant in Ieper, Belgium, all spare parts orders are processed in Greenville but delivered straight out of Ieper within three days. For example, if an order is placed in Greenville on a Monday by 17:00 hours, the goods will be delivered at the customer's dock at the latest on Thursday 10:00. With 96.7% on-time delivery, the service is highly successful.



Established in 1967

22 employees

- **A lean Sales & Administration team**
- **A strong technical team with five technicians** dedicated to the customers' needs
- **A modern electronic workshop**
- **A training room** equipped with one rapier and three airjet machines where customers can have refresher courses or have their staffed trained on the latest technology.

To reach this high service level, we have partnered with FedEx and use their International Priority Delivery (IPD) program.

The experienced and dedicated team of Picanol of America spares no effort to assist our US-based customers.

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PICANOL TEAM TECHNICAL

CUSTOMER REFERENCE

Greenwood Mills, USA: Innovation through Modernization

It all started back in October 1889 when William Lowndes Durst set up Greenwood Cotton Mill. Over the last 128 years a lot of cotton has been spun, and despite the ups and downs of the industry, the company survived by continuously reinventing its business model. Now, under the leadership of Mr. Jay Self (the fourth generation of the family), Greenwood Mills is at the forefront of innovation, producing fabrics that are protecting US military personnel (and other nations as well) in all four corners of the earth.

Thanks to modernized manufacturing facilities, Greenwood Mills is able to meet the requirements of its most demanding customers. One piece of this complicated puzzle is the Picanol weaving machine.

Greenwood Mills started to operate Picanol shuttle looms back in the late 1960s and then switched to the new airjet technology in the mid-1980s. Currently, the Harris plant is equipped with state-of-the-art equipment including the OMNIplus Summum in both the standard and the HP (High Performance) versions.



Mr. Matt Shannon, Weaving Manager Greenwood Mills

This allows Greenwood Mills to produce at speeds up to 20% faster while maintaining the same low stop levels, high efficiencies and top quality fabrics.

And all this is achieved within the same footprint as before.

One secret, of course, is to use excellent yarn, but the real key is the plant personnel. At Greenwood Mills, the plant personnel is the foundation of its success. Thanks to the presence of Picanol of America headquartered in Greenville, SC since 1971, Greenwood Mills takes advantage of the training and technical assistance they provide, when needed.

Throughout the years, a strong relationship has been built between the two companies

and often new solutions, innovations and even product testing have been conducted by Greenwood Mills on the latest machine technology.

Earlier this summer, Greenwood Mills moved to a newly renovated office building in the heart of the city of Greenwood, SC. Beautifully crafted with state-of-the-art materials, the new offices exhibit their long history by proudly displaying wooden shuttles on all sliding doors. As the new office building was being renovated, Greenwood Mills was installing its latest version of the OMNIplus Summum airjet machines. These airjet machines are producing at higher speeds than anywhere else on the planet.

<http://teamtechnical.letsgrowtogether.be/en/showcases>



Established in 1889

CEO Jay Self (fourth generation)

Picanol gives training and technical assistance when needed. The **OMNIplus Summum airjet machines** produce at the highest speeds in the world.



Egypt, land of textiles

Picanol organized a seminar on 12 September in Cairo in co-operation with the Nobeltext agency. After a downturn caused by the civil unrest in recent years, the Egyptian textile market is now picking up again.



Picanol as a leading supplier of weaving machines took this opportunity to introduce the latest rapier and airjet technology, both for flat weaving and for terry towel. The Picanol service and spare parts organizations were also presented during the seminar, which was attended by more than 120 people from over 60 companies and institutes in the private, public and educational sectors, including companies from Syria and Turkey with investments in Egypt.

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Growing is the essence of weaving.

Thread by thread, line by line, from the most basic to the most exquisite, a wide range of fabrics emerge from our weaving machines.

That's why Picanol offers a wide variety of machines and services that enable weavers to create every fabric imaginable.

Growing is the essence of doing business.

The relentless pursuit to weave faster, better and more cost-efficiently is what drives you, and motivates us.

That's why we make our machines ever more energy-efficient, user-friendly and easy to set.

Growing is the essence of the future.

The world changes quickly, and only those who are ready to learn and adapt will survive.

That's why Picanol machines are sustainable, future-proof and intelligent machines that can adapt to changing circumstances and connect with each other.

And that's why at Picanol, we want to be an intelligent organization that listens to our customers and develops together with them.

Because our goal is to Grow Together. With you, our customers and partners.

We will grow together by removing all the obstacles and conventions holding back your ambition and our imagination.

We will grow together by enabling your continued access to the latest technology.

We will grow together by inspiring each other, listening to each other and learning from each other.

We truly believe that the future holds tremendous opportunities for growth.

Let's grab them.

Let's grow together

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