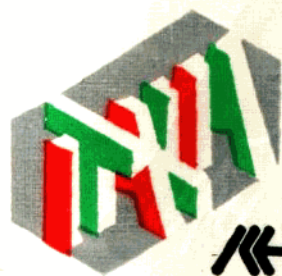


赠 阅

意大利  
制鞋皮革制品  
制革机械制造商  
指南

directory of

ITALIAN SHOES, LEATHERGOODS  
AND TANNING INDUSTRY MACHINERY



中国皮革工业协会

意大利对外贸易协会



Italian Institute for Foreign Trade

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# 意大利

制鞋皮革制品

制革机械制造商

## 指南

directory of

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**ITALIAN SHOES, LEATHERGOODS  
AND TANNING INDUSTRY MACHINERY**



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## 简 介

我们很高兴能有机会将这本汉英两种文字的意大利制鞋、制革机械制造商指南敬献于您。

根据双方于1986年7月达成的一项协议，意大利与中国成立了一个有多方参加的皮革工业联络小组，旨在使双方在贸易、科技合作领域的合作更有效率。这本指南便是意方由意大利制鞋和皮革制品机械及附件制造商协会、意大利制革机械制造商协会和意大利对外贸易协会参加与中方轻工业部合作的结晶。

这本名录是一本重要的工作指南，能帮助中华人民共和国的进口单位、生产单位和政府部门熟悉只有象意大利这样一个在世界皮革领域占领先地位的国家才能提供的全系列的产品。

## INTRODUCTION

*We are pleased to be able to present you with the list of Italian companies that produce machines for the footwear and tanning industries translated into both Chinese and English.*

*With an agreement signed by both parties in November 1986, it was our intention to create a group of mixed connections with the aim of rendering more efficient the exchange, be it commercial or tecno-scientific, between Italy and China: the list is the result of collaboration between As-somac, Cimaco and Ice on the Italian side and Mil on the Chinese side.*

*This list is an important working aid which allows the importers, manufacturers and state representatives of PRC to become familiar with the vast range of products which only a leading Country such as Italy could offer in this area.*

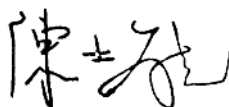


## 题 词

借中国和意大利皮革工业联络组编印的意大利制鞋皮革制品制革机械制造厂商指南与各位见面之际，我衷心祝愿中意皮革工业联络组为发展中意两国皮革工业之间的友谊与合作做出更多的贡献！

中华人民共和国轻工业部

副 部 长



1988.3.24

## MESSAGE

*On the occasion of the publication of this "Catalogue of Italian manufacturers of leather and shoe machinery" compiled by Sino-Italian Liaison Group for Leather Industry, I hope that Sino-Italian Liaison Group for Leather Industry will make even more contributions to the friendship and the successful cooperation between China and Italy in the field of leather industry.*

**Chen Shineng**  
Vice-Minister  
Ministry of Light Industry







意大利对外贸易协会是一个组织遍布世界的半官方非牟利机构，按照意大利政府外贸部所发布的指令工作。

协会总部设在罗马，在意大利国内有38个地方办事处，在国外有80个办事处（其中设在杜塞尔多夫、伦敦、巴黎、纽约、东京的5个办事处作为贸易中心），共约2200名职员。协会的主要职能是通过向公司企业提供商业情报、市场信息、援助和顾问服务，促进意大利出口，介绍并扩大意大利产品在国外市场的销售。

协会如何开展工作？

- 向意大利公司提供各国市场情况、各地有关运输、关税、行情、租税动向和保险法规。
- 协助意商联系合适外国进口商，给予行业性市场调查和制定有关在国外分配和提供产品的政策，利用构成外贸信息系统的现代电子设备，提供各种服务，使公司实现出口目标。
- 积极为外国商业公司提供各种情报、帮助和顾问服务，以便于这些公司特惠选择意大利产品，并协助各海外地区用户寻找所需之意大利产品厂家出口商。
- 通过组织各类官方参展团，交流会、座谈会、专业代表团等活动，提高意大利产品知名度。
- 与农业方面的专家进行专门的合作，以促进意大利水果和蔬菜、鲜花和花园工厂、农业与食品工业产品的出口。
- 在协会总部和意大利各地举办外贸学习班及专业性培训课程，训练人材。

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**意大利对外贸易协会在中国的办事处:**

**北京:** 意大利对外贸易协会北京办事处  
地址: 北京建国门外大街19号  
国际大厦2603室  
电话: 5002255 转 2630分机  
电传: 22908 ICEPK CN  
传真: 5127549

**上海:** 意大利对外贸易协会上海办事处  
地址: 上海延安东路100号  
联谊大厦1005/1006室  
电话: 264304  
电传: 33539 ICESH CN  
传真: 203209

**香港:** 意大利商务专员公署  
地址: 香港交易广场第三期  
701—702室  
电话: 5—8466500  
电传: 65939 INACE HX  
传真: 5—8684779



*The Italian Institute for Foreign Trade is a public agency organized on a world-wide basis, which operates in accordance with the directives issued by the Ministry of Foreign Trade.*

*The Institute's headquarters are in Rome, and it employs about 2200 persons distributed among the headquarters, its 38 local offices in Italy and its 80 offices in foreign countries (5 of which run Trade Centres: Düsseldorf, London, Paris, New York, Tokio). The principal function performed by the Institute is the promotion of Italian exports by providing firms with commercial and market information, assistance and consulting services for the presentation, introduction and sales expansion of Italian products in foreign markets.*

#### **HOW IT WORKS**

— by informing Italian firms about markets, transportation and customs, currency, taxation and insurance regulations, as well as providing all the information required to establish contacts with suitable foreign importers, as indicated on each occasion;

— by assisting business companies in market identification and policy decisions concerning product distribution abroad and offering, by utilizing the up-to-date electronic instruments which constitute SICE (Sistema Informativo Commercio Estero), a range of services that enable companies to achieve their export goals;

— by promoting exports through the implementation of commercial and geographic policies, in concert with its offices abroad and the related production sectors in Italy;

— by holding courses of foreign trade studies at its headquarters and in the various regions of Italy, in order to train specialized managerial personnel;

— by collaborating with a special category of professional experts in the agricultural field to promote Italian fruit and vegetables, flowers and garden plants, agricultural and food industry products.

*For foreign business companies, it promotes and provides a full range of information, assistance and consulting services in order to facilitate preferential selection of Italian products by these companies and their establishment of the related contacts.*





## 意大利制鞋和皮革制品机械及附件制造商协会

ASSOMAC(音译:阿索玛克),是意大利制鞋和皮革制品机械及附件制造商协会的简称。“ASSOMAC在意大利各工业组织中,是正式代表该协会名称所表明的各工业部门的全国性组织。

在意大利制鞋和皮革制品机械及附件的总产量中,“ASSOMAC”成员所提供的产品占95%。因此,“ASSOMAC”被意大利对外贸易部和意大利对外贸易协会视为在这一领域为促进贸易而发起和组织各项活动必不可少的合作者。

“ASSOMAC”从事各项促进活动,旨在使各国用户了解意大利制造厂家的产品特色,与各国政府机构以及代表各国制鞋和皮革制品工业的团体建立紧密的关系。

“ASSOMAC”组织本协会成员参加在世界各地举办的重要的博览会,各种国际会议、技术研讨会和新技术信息交流会。

“ASSOMAC”意大利文全称:

Associazione Nazionale Costruttori Italiani  
Macchine ed Accessori per Calzature e Pelletterie

英文全称:

Italian Association of Shoe and Leathergoods  
Machinery and Accessories Manufacturers



*The Italian industry of machines for shoe and leathersgoods comprises hundreds of companies, mostly small and medium, having the same characteristic, that is all of them are mainly export-oriented.*

*All over the world the Italian machines are appreciated because of their innovatory solutions, technology and high productivity.*

*Since the 70s, for instance, the Italian exportations of machines for shoe and leathersgoods factories had a growth rate of 27.9% per year at ruling prices, and of 11% at steady prices.*

*Besides, considering the data expressed in value, on the world market the Italian share has been rising from 20.8% in 1971 to 48.1% in 1982.*

*As regards the big economic and geographic areas the supremacy of the machines "Made in Italy" is far more outstanding: for instance, in the OPEC Countries the Italian share is 69.6%, while in the NIC Countries it is 50.4%. The Italian industry of this field is the undisputed leader in the most important countries importing machines for shoe and leathersgoods: in industrialized countries, such as the U.S.A., the U.K., Germany, France and Japan, the Italian shares are respectively 41.1%, 45.2%, 40.4%, 41.6% and 47.5%. However, in developping countries also the Italian growth rate is quite high: for instance in Venezuela it is 95.2% and in Mexico 57.6%.*

*This success is mainly due to three factors: competitive price of the Italian production, versatility of the plants and highly advanced technology.*

*In the last few years, in addition to the production of standard machines, there has been a more and more important application of modern technologies — progressive introduction of electronics, informatics, robotics and laser — that enabled to anticipate the requirements and demand of shoe and leathersgoods manufacturers.*

*ASSOMAC, the Italian Association of Shoe and Leathersgoods Machinery and Accessories Manufacturers, is the national body among the country's various industrial organisation that officially represents the branch of industry indicated in its name.*

*The firms that are members of ASSOMAC among them produce 95% of Italy's total output in this sector. Therefore the Italian Foreign Trade Ministry and the Institute for Foreign Trade recognise ASSOMAC as an essential partner in the programming and bringing about of all the trade fostering and promotional events of the sector.*

*ASSOMAC is engaged in a complex promotional activity aiming at widening the knowledge of Italian manufacturer's*

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*production features with international users and at establishing closer relations with Government Bodies and organisms representing the footwear and leathersgoods industry reality in the various countries.*

*ASSOMAC organizes the participation of its associates to the most important fairs of this branch, to the various international congresses, to the technological seminars and exchanges of information about new technologies all over the world.*

*ASSOMAC address is:*

**ASSOMAC**  
Italian Association of Shoe and Leathergoods Machinery  
and Accessories Manufacturers  
Via Matteotti 4/a - 27029 VIGEVANO  
Ph. (0381) 78883  
Tlx. 332339  
Fax (0381) 88602



## 意大利制鞋和皮革制品机械居世界首位

意大利鞋类和皮革制品机械由数百家企业组成，其中大部分为中小型企业，以出口为其特点。

意大利制鞋和皮革制品机械在世界范围内以其技术领先、创新和产品性能优良而享盛誉。

自七十年代迄今，意大利鞋和皮革制品机械产品每年增长27.9%。从出口金额讲，意大利在国际市场的出口比重从1971年的20.8%上升到1982年的48.1%。

从世界主要的经济地理范围讲，意大利专业机械的优势更为突出，例如：意大利专业机械在石油输出组织成员国市场占69.6%，在新工业化国家市场上占50.4%。

意大利制鞋和皮革制品机械工业在国际最主要的进口市场上，毫无争议地居于首位。意大利产品已占领大部分发达国家的市场：在美国占41.1%，在英国占45.2%，在西德占40.4%，在法国占41.6%，在日本占47.5%。意大利专业机械向发展中国家的出口贸易增长率亦上升到较高水平。意大利产品占委内瑞拉机械市场的95.2%，在墨西哥为57.6%。

上述成绩的取得主要由下述三个因素所致：意大利产品价格具有竞争性；意大利机械具有多用途的特点；生产厂家技术水平高。

近几年的事实证明，意大利机械制造厂家在继续生产传统设备的同时，越来越多地采用了最先进的技术。逐步采用电子技术、电子数据处理和机械手，使意大利机械制造厂家得以预测制鞋和皮革制品生产企业的需求。