



**Minutes of the IULTCS Executive Committee Meeting  
18 September 2007 at 09:30 hrs  
Room 512 A & B, 1<sup>st</sup> Floor Meeting Centre No. 5,  
Situating in the Welcome Hall, between Hall 4 and Hall 5,  
Villepinte Exhibition Centre, Paris.**

The President, Mr M Folachier called the meeting to order at 09:45 hrs.

**Attendees:** Attending: Mr M Folachier (President), Mr E L Hurlow (Vice-President), Prof J Cot, Mrs K Streit, Dr M Meyer, Mrs P Casey de Polzinetti, Dr C T Page, Dr X Marginet, Dr S Rajamani, Dr V Candar, and Mr J M V Williams (Secretary/Treasurer).

**1. Apologies for absence:**

Apologies had been received from: Mr R W Weiss, Dr H-P Germann, Mr C Keifer, and Mr Su Chaoying, Prof Geoff Attenburrow and Mr Daniel Sánchez

**2. Minutes of the Executive Committee meeting of 20 June 2007 in Washington, USA:**

These had been circulated previously and there being no amendments, the minutes were approved.

**3. Matters arising from the minutes:**

Dr Marginet referred to paragraph 5 on page 5 of the minutes and the sentence in the President's report, as follows:

""As Campbell expressed it very well - "What is needed are WG Chairpersons who are technically competent in the area of the WG and with sufficient ability to understand and communicate in English.""

Dr Marginet was concerned that perfect English was a prerequisite for the post of Commission Chair. The meeting emphasised very strongly to Dr Marginet that he had been elected as IUC Chair purely on his capabilities and technical merits and that his English was not in question. The emphasis of the sentence quoted is on the words "technically competent" and the reference to the English language was simply that this is the official language for all the work in the WG and IU Commissions for test methods. Dr Marginet was welcomed as the new Chair of the IUC and his technical competence was emphasised by the meeting.

**4. President's Report:**

**a). Report:**

Time is really running very fast. It seems to me that I took over the Presidency from Jaume only a few weeks ago. In fact more than 20 months have passed, it is the fourth Executive Committee meeting that I chair today and also the last one.

It could be a repetition but I would like to sincerely thank John again for the huge amount of work he has done at the service of the Union. I will always remember the number and the precision of the emails he sent to me, everything was always prepared and done.

I am really convinced that the IULTCS is a wonderful tool at the service of the Leather Industry, and that its original position permits to take a lot of initiatives to facilitate communication and common work of all the factions of the Leather World.

The IULTCS should be considered by its Officers as a company. We should define and revise our strategy, we should communicate it and apply it in the facts through the events we organise and the liaisons we establish.

I think that we should now keep up regular contacts with the professional organisations and the professional press to sustain the image and the role of the Union in the Leather World.

If we reach our objectives, the fame of the IULTCS will improve the possibility to find sponsors for our events and current costs. Our website, enriched by the databases we have started for the ILF or any other useful data at the disposal of the leather world, will be more attractive, and then chasing banners will be easier.

I asked John to add to this message the various documents and speeches I prepared around the International Leather Forum. They summarise the ideas I brought to the Executive Committee and that I transmit with pleasure to the new team as something like a “professional legacy”. (See: ANNEX 1)

It was an honour to be elected by this executive committee and to chair this wonderful Union during these two years. I hope I did my job properly and I was particularly happy to transmit to Elton the President’s Medal yesterday at the conclusion of the ILF meeting. As already said in Washington I am sure that he will constitute with Campbell a fantastic team to sustain the fame of the Union.

## **5. Secretary/Treasurers Report**

The Secretary opened his remarks by paying special tribute to the retiring President, Mr Marc Folachier. He thanked the President for his vision and for the new initiatives that he had brought to the IULTCS. He also thanked the President for the unfailing support he had given to the Secretary.

### **a). Additional items for the agenda**

**XVII Latin-American Conference of FLAQTIC/IULTCS in Brazil, 2008.** The Secretary advised that a letter had been received from the President of FLAQTIC, Mr Carlos Guilherme Keifer and the President of ABQTIC, Mr Jose Waldir Dilkin concerning the IULTCS participant fees of the forthcoming XVII Latin-American Conference of FLAQTIC/IULTCS in Brazil, 2008. The letter advised that they would not be able to afford the USD 30 contribution as stipulated in the IULTCS Congress Guidelines.

The Secretary referred to the minutes of the Executive Committee meeting held on 10 March 2005 in Florence, Italy. In his report, the then President, Prof Jaume Cot, confirmed that an agreement had been reached that the next XVII Latin-American Conference in Brazil would take place under the auspices of the IULTCS and that they would pay 10% of the registration fees to IULTCS.

However, the FLAQTIC Organising Committee was currently quoting USD 300 as the registration fee which, at 10%, would still mean USD 30 payable to IULTCS. Mrs Katia Streit explained that this registration fee was not yet fixed as it was subject to further sponsorship being obtained. So far they had 8 sponsors but the aim was for 12. If 12 sponsors could be achieved then the registration fee would be reduced considerably. If this was the case then the 10% agreement with the IULTCS could still be applied.

It was agreed to ask FLAQTIC/ABQTIC to work on the basis of 10% payable to IULTCS, but to keep us advised of the progress so that the situation can be reviewed if necessary.

The Congress Guidelines would remain unaltered, stating that the fee would be USD 30. However, it is made clear in the IULTCS Internal Regulations in Article 20 - Conferences - that "Under special circumstances an alternative premium amount may be negotiated with the IULTCS Executive". It was felt that this gave the option for any such request to be debated on its merit rather than putting a fixed amount in the Internal Regulations or Congress Guidelines.

It was confirmed that the official language for the conference would be Portuguese and Spanish. Papers submitted in English for consideration may be accepted if the author can find someone to present it in Portuguese or Spanish for them. The Executive Committee emphasised strongly that it was essential that the Conference organisers supplied an English translation service via headphones as well or else this would greatly limit the number of non Latin-American visitors. It is the intention of some of the IULTCS officers to attend but they will not do so if there is no English translation available.

The high cost of the hotels was also raised but Mrs Streit confirmed that these also would be lowered if the extra Sponsors were found. Some of the sponsorship money would be used to cover the part of the hotel costs.

**b). Update on Finances**  
**BUDGET FOR 2007**

**IULTCS BUDGETS 2006 and 2007**

US\$	2006		2007	
	BUDGET	ACTUAL	BUDGET	ACTUAL
<b>INCOME</b>				
Subscriptions	8500	10841	8500	9370
Advertising & Others	2400	3391	2400	3470
Congress Fees	3000	2298	3900	4993
Refund Air ticket				241
<b>TOTAL</b>	13900	16530	14800	18,074
<b>EXPENSES</b>				
Secretary Honoraria	3850	3933	3850	3850
Secretary Expenses	500	681	700	750
Secretary Travel	3100	3364	3500	1300
Ex. Committee Travel	920	0	920	0
Accountant Fees	3500	0	3500	2700
Bank Charges	150	325	350	350
IULTCS Awards	0	0	800	800
Website Maintenance	1000	2658	1000	1000
Gifts	0	0	150	250
<b>TOTAL</b>	13020	10961	14770	11,000
<b>RESULT</b>	880	5569	30	7,074

The figures in Italics are estimated figures for the actual expenditure in 2007.

• **INCOME**

**Subscriptions**

The potential new Associated member, Mongolia, has still not paid and we must assume that they will not be taking up membership. We have been approached by the Bangladesh Leather Technologists Society and we are waiting their final decision to our offer of full membership.

**Advertising**

We have only included those Banners that we know are being paid this year.

• **EXPENSES**

**Secretary Travel**

This is based on an estimate of the costs for travel to Northampton for the presentation of the Merit Award to Dr Sykes and travel to the International Leather Forum and Executive Committee meetings in Paris. The airfare for Washington was purchased in 2006 to obtain the advantage of reduced advanced booking fares and was included in the 2006 accounts. A partial refund has been obtained as travel had to be cancelled.

**IULTCS Award**

Although the winner was not present in Washington there is the cost of the Plaque and the presentation and reception that took place for Dr Sykes in the UK on 13 September 2007.

We anticipate an excess of income over expenditure during 2007, mainly due to the cancellation of the visit by the Secretary to the Washington Congress.

With the requirement for increased travel by the Secretariat we still need to secure more income in one form or another. Any other forms of income should also be considered. Although our assets are good, we should really try to live within our income each year.

### **IULTCS Assets:**

Bristol and West Bond	GBP 15,050	USD 30,100
UBS Bank - Savings A/c	CHF 633	USD 527
UBS - Strategy Fund	CHF 99,252 as at 31.12.06	USD 82,710
Barclays Bank - Current A/c	GBP 14,992 as at 02.08.07	<u>USD 29,984</u>
<b>TOTAL</b>		<b><u>USD 143,321</u></b>

The current account, even after the remaining Secretary expenses and Honoraria are paid, is quite high and the new Secretary may wish to consider transferring some money into the UBS Savings A/c. However, it may be as well to wait until all the monies have been transferred to the new account being set up by the new Secretary as from 01.01 08 so that any transfer charges can be taken into consideration.

We continue to keep the IULTCS website up to date, but if there are any errors or alterations that need to be made, please let us know.

#### **b). Amendments to the Congress Guidelines.**

Further suggested amendments to the Congress Guidelines, co-ordinated by the Vice-President, have been circulated previously to the Executive Committee.

There was further discussions on the amendment concerning Visual Display which was passed at the Executive Committee meeting on 20 June 2007 in Washington, USA, but which was not fully incorporated into the revised Congress Guidelines being proposed. The cost of providing stands described in the amendment of 20 June would be prohibitive and there were also questions raised over the practicality of allowing a few minutes presentation for each of the Visual Displays. Time constraints would not have allowed this, for example, at the Washington Congress due to the large number of Visual Displays.

It was agreed that the proposed revised Congress Guidelines should be accepted for the time being but that further discussions on the need to ensure that authors felt that Visual Displays were as important as Oral presentations and how to achieve that aim. The amendment passed on 20 June would be available as a source of reference should any future Congress Organising committee decide to offer display booths. For reference purposes this amendment is displayed in the minutes of the Executive Committee meeting of 20 June 2007 in Annex 1.

#### **c). Retirement of Secretary**

Although I do not retire until 31.12.07, this will be my last opportunity for making some comments to the Executive Committee and to the Members.

It has been a pleasure to serve as Secretary/Treasurer of the IULTCS for the last 5 years and as Northern European Representative and IUP Commission Chair for the previous 6 years. I take some satisfaction for having steered 44 new or revised IUP methods through the various committees to acceptance as full standards by the IULTCS, CEN and ISO.

At the beginning of my tenancy as Secretary/Treasurer there was no clear idea of who were members and who were not, and the previous audit had shown successive losses for the past two years. Dissemination of minutes of the Executive Committee, Council of Delegates and the IU Commission meetings was spasmodic to say the least. The website was sorely in need of modernising and updating and the Statutes, Internal Regulations and Congress Guidelines, although in the process of revision, needed a co-ordinated effort to bring up to date.

As I retire from the IULTC, it is pleasing to note that we now have a clear record of the membership, the accounts are sound and in profit, communications are now such that all Members, Associated members and Executive Committee members receive copies of all minutes of Executive Committee and Council of Delegates meetings. The website is vastly improved and is kept up to date with access for anyone to all our records, including minutes of the meetings of the various Commissions and with up to date versions of the Statutes, Internal Regulations and Congress Guidelines.

I am indebted for all the help and support of the members of the Executive Committee, Commissions and to individuals from the Member Associations who have contributed so much to the improved success of the IULTCS.

As Secretary/Treasurer it has been a privilege to serve under three Presidents, Juan Manuel Salazar, Jaume Cot and Marc Folachier, all of whom have enhanced the reputation and profile of the IULTCS to a great degree. I am very grateful for all their help and support.

I wish all members of the IULTCS and the new officers every possible success in the continued good fortunes of the IULTCS. It is an organisation of which I am sure you are all justly very proud.

## **6. IULTCS Commission Reports:**

### **a) IUT Commission**

No report available due to the unfortunate illness of the Chairman.

### **b) IUR Commission**

Following the ILF meeting the next step for the IUR Commission is to draft a set of regulations for setting up a research network worldwide. This would cover such contentious issues as Intellectual Property Rights and would cover per-competitive and collective research only. It would not be possible to include private or competitive research in the IUR remit. The President undertook to write to COTANCE and to the ICT to ask them officially to give their guidelines to the IUR for a pilot operation.

The draft regulations would then be circulated to all existing members of the IUR for correction and amendment. The final regulations would then be sent to all IULTCS Members and to R & D houses around the world asking them to join the Research Network.

**(For more information see ANNEX 1).**

The Secretary agreed to contact all Members and the remainder of the Executive Committee to remind them that all IULTCS Commissions have an "open door" policy and would welcome anyone who has something to contribute to join the work of the Commissions.

## **7. Any Other Business**

### **a). Venue for Future Congress**

Venues are already decided for 2009 (China), 2011 (Spain) and 2013 (Turkey). It was agreed to wait until 5 years before the due date before calling for volunteers for the next Congress in 2015. There are obvious dangers in deciding a venue too far in advance. The Executive Committee will consider the subject again in 2010, ready for the 2015 Congress.

### **b). Election of next Vice-President**

It is not possible to elect a new Vice-President until the existing Vice-President elect takes office. Currently Dr Bi Shi is due to take office as Vice-President on 1 January 2008, so the election of the next Vice-President can only be arranged after that date.

### **c). Retirement of the Immediate Past President**

As Prof Jaume Cot is due to retire as Immediate past President at the end of 2007, he expressed his gratitude to all the Executive Committee and all in the IULTCS for their help and support during his time as President and as Past President. He wished every success to the new officers of the IULTCS.

### **d). Retirement of President and Secretary/Treasurer**

The Vice-President, Mr Elton Hurlow, who had paid a glowing tribute to the President, Mr Marc Folachier during the closing ceremony of the ILF meeting, again gave his thanks to the President for his vision and inspiring leadership. He said that Marc would be a very hard act to follow. Mr Hurlow also paid tribute to the work of the outgoing Secretary, Mr John Williams.

## **8. Date and Location of next Executive Committee Meeting**

The next meeting of the IULTCS Executive Committee will be held during the Hong Kong Leather Fair in March 2008 at a date to be decided. It was intended to hold a further Executive Committee meeting during the Brazil Regional Conference in October 2008. Full details will be circulated nearer the time.

John M V Williams  
Secretary/Treasurer IULTCS

03.10.2007

## **ANNEX 1**

### **INTERNATIONAL LEATHER FORUM - 16/17 SEPTEMBER 2007 PLAIS BRONGNAIRT, PLACE DE LA BOURSE, 75002 PARIS, FRANCE**

#### **Agenda**

Sunday 16 September - Welcome Cocktail Party - 7:30 pm

Monday 17 September

9:00 am	Welcome to Delegates
9:30 am	Opening of the ILF
9:45 - 11:15 am	First Round Table - Chair: Prof Geoff Attenburrow. (IUT Chair) "Leather experts for tomorrow - Knowledge Management"
11:15 - 12:45 am	Second Round Table - Chair: Dr Volkan Candar. (IUR Chair) "Research priorities and a worldwide research network"
12:45 - 2:30 pm	Lunch
2:30 - 4:00 pm	Third Round Table - Chair: Jean-Pierre Gualino (ATC, France) "Leather markets and Positioning of Leather"
4:00 - 5:30 pm	Fourth Round Table - Chair: Estelle Chaubell (La Vie en Rose, France) "Positive communication and crisis communication"

#### **16 September 2007**

##### **Welcome speech by IULTCS President, Mr Marc Folachier:**

Mister Presidents, Ladies and Gentlemen,

It is a great honour and a real pleasure to welcome you all here in Paris. On behalf of the Executive committee of the IULTCS and of the steering committee of the ILF, I would like to thank you for your positive answer to our invitation. I would like also to apologise for all of those who are not here tonight. It was really a difficult exercise to identify and select only 100 VIPs among all the actors of the Leather World and the professions that appear on the ILF scheme. Be proud to be here, but let us spare a thought for all those who are missing.

I do hope that the International Leather Forum will answer your expectations and that you will make a success of it. You know that to counterbalance the e-world we are living in, I like to promote this kind of meetings during which on and off stage conversations are of incredible richness.

On behalf of the EC of the IULTCS, I would like to express our thanks to the three sponsors: CNC, CIDIC and CTC who permit us to organise this Forum.

Tomorrow will be the right time for more formal speeches, tonight I would like very simply to let you exchange and enjoy your evening. Thank you for your attention.

#### **17 September 2007**

##### **OPENING OF INTERNATIONAL LEATHER FORUM**

##### **Introduction in the Brochure given to Delegates, by the President of IULTCS, Mr Marc Folachier:**

The future of the Leather Industry is strongly depending on the will of all its members to apply the right strategy so as to bring an answer to the present and future market needs, within the framework of the sustainable development.

The ambition of the IULTCS, I like to call the sector based “Learned Society”, is to be the catalyst of a collective reflection in the service of the implementation of individual strategies of companies.

The IULTCS wants to become in a sense a kind of “Think Tank” for the benefit of the Industry. The International Leather Forum is the kick-off meeting of this new activity decided and defined by the Executive Committee of the Union last year.

The quality of the invited people is a guarantee of the contributions which I am sure will be made during the four items which we proposed for discussion. The success of the ILF will be yours and I hope for the start of a new era of Cupertino within the limits of the rules of competition.

I would like to thank you for your positive answer to our invitation, and I hope you enjoy this event in both human and professional aspects.

I would like to extend my thanks to the Professional Press which supported us during the preparation of the ILF and who, I do not doubt, will know how to value the quality of the debates, in which their representatives are also invited to take part.

Finally allow me to thank the steering committee and also indeed the Sponsors without whom nothing would have been possible.

### **Welcome Speech by the Secretary of IULTCS, Mr John Williams:**

Good morning Ladies and Gentlemen

When you received your invitations to the International Leather Forum some of you may have wondered, who or what is the IULTCS?

A short history of the International Union of Leather Technologists and Chemists Societies, or IULTCS, is in the papers you have been given today so I will not go into the historical details now. Suffice to say that the IULTCS is a UNION of National Associations from many different countries that represent Leather technologists and chemists from 20 Countries, representing some 5/6,000 members.

One of the main functions of the IULTCS is to bring together eminent scientists, tanners and technologists once every two years for an International Congress in different countries of the world. During these Congresses papers are presented covering a whole range of leather related matters from innovations in the pure science of the raw material, collagen, through the latest developments in tanning processes and then on to aspect of the finishing of leather. We also spend considerable time on environmental issues. Developments in process machinery and the problems of waste treatment and disposal are also covered.

Over usually a four day period there can be as many as 40 oral presentations as well as many visual poster displays and it gives the Delegates an unequalled opportunity to see the latest developments and to have open discussion on all leather related matters.

The IULTCS Congresses, often attended by 200 to 300 delegates from all over the world, are recognised as being the major forum for scientific debate for the leather industry world wide.

In the intervening years we also hold Regional Conferences using the same format as the Congresses. For example, we held a very successful Mediterranean Conference in Turkey in 2006 and Brazil will be hosting a Latin-American Conference in 2008. Our most recent International Congress was in Washington DC earlier this year and plans are already well advanced for our next Congress in 2009 in Beijing This will be followed by Congresses in Spain in 2011 and Turkey in 2013.

Another even more important benefit, is that the IULTCS, through the IULTCS Testing Commissions, provides PROTECTION for the leather tanning industry worldwide by the provision of properly formulated test methods that are totally relevant to leather manufacture and leather usage.

Without the work of the IU Commissions which develop these test methods, the leather industry would be open to inappropriate test methods devised by outside agencies or manufacturers trying to force performance standards on leather that bear no relationship to the reality of working with leather.

We have three Commissions dealing with Chemical tests, Physical tests and Fastness tests. The IULTCS test methods are recognised by the International Organisation for Standardisation (ISO) and most of the IU methods are adopted by ISO as international standards.

Equally, the European Committee for Standardisation (Comite Europeen de Normalisation - CEN) has adopted many of the IU methods by parallel agreement with ISO. These CEN test methods are mandatory in EU member countries and replace National Standards such as BSI and DIN.

We now have some 12 Chemical test, 40 Physical and 15 Fastness tests that have all been accepted as standards by both CEN and ISO and we have more test methods currently being assessed in all three categories.

Consequently, the work of the IU Commissions has led to leather test methods that are now adopted as International, European and National Standards. End users of leather are continually being persuaded that only official leather test methods (EN/ISO/IU) can be used to judge the standards, characteristics and performance of leather.

We have an Environmental Commission which meets every year in one of the member countries and interacts on the environmental issues and technological solutions to tackle the pollution problems in the leather sector. The technical guidelines prepared for environmental protection aspects for the leather industry are based on the field requirements and experiences in different countries and are being regularly updated.

These recommendations are available to see on our website and are currently being used by UNIDO and are translated into other languages for dissemination through country Associations

We have recently instituted two new Commissions. One is to co-ordinate and disseminate Research work around the world and the other is to link the various training establishments worldwide. The purpose is to develop a co-ordinated approach to the requirements of the customers of the leather industry. You will hear more of these two Commissions and their work during the round table discussions today.

We in the IULTCS believe that as a non political scientific learned Society, we are in a unique position to try to co-ordinate the various faction of the leather industry and to provide a voice for the industry. To this end we are aiming to strengthen ties with other organisations such as the Hide suppliers, the Tanners association and other more political bodies. We hope that we can present a unified voice to the world to promote the extra special qualities of leather and to promote continued development and innovation.

It is against this background that the initiative by our President, Mr Marc Folachier to institute this International Leather Forum deserves the maximum support. We hope that you will participate fully in the round table discussions and that at the end of this Forum you will gain some further insight into leather developments.

Thank you.

### **Welcome Speech by the President of IULTCS, Mr Marc Folachier:**

Mister Presidents, Ladies and Gentlemen,

John Williams our Secretary and treasurer, who is doing a wonderful job at the service of the Union, summarised the historical contribution of the IULTCS to the Leather Industry. The IULTCS new strategy is to use its original position of “learned society”, commercially and politically neutral, to be the catalyst for a collective reflection of the future of the Leather Industry.

This Forum today is the kick-off meeting of the policy that consists of a closer working relationship between the industry and its professional organisations. Working together, the legitimacy and authority of each individual organisation enhances the legitimacy and authority of the other and the IULTCS is fully complementary of the “Professional Political Power”.

Sixteen months ago in Istanbul, the EC of the IULTCS defined the concept and the content of the International Leather Forum. The idea was based on the conviction that as small industrial sector, we have to rely only on ourselves. Even if everybody is involved in a big world competition there is a need for co-operation, and I want to repeat that there are times and places to compete and times and places to co-operate. We are convinced that the IULTCS events and commissions are the right tools to do that.

There is a tacit consensus around the key words that define what should be the strategy of the Leather Industry. Marketing, Human Resources, Innovation and Creativity are not only Key Words but mainly Success Key Factors. You have therefore the reasons for the segmentation of the ILF and of the content of the agenda we proposed to you.

Reflecting on the order of the round table and bearing in mind the strategic methodology, I now think that we should have started with the marketing round table because everything starts with the clients needs. We will speak about marketing only this afternoon and this small planning mistake leaves us a progression margin for the eventual next session of the ILF.

I have thought for a very long time that information is a strategic raw material for all companies. With the EC of the IULTCS we decided to create some world databases and in the future to put them on line on the IULTCS web site. I do not want to anticipate on the content or outcome of the round table discussions but I would like to mention that in the files we distributed to you, you will find some drafts of what could be these world data bases. As with any draft they are not complete and probably contain some mistakes. We need you all to help us to put accurate files at the disposal of the Leather Industry.

Before giving the floor to Elton and Volkan for the first round table on Human Resources, I would like to thank again our sponsors who permit us to create the appropriate conditions for enriching debates and among the attendance I would like to express particular thanks to the representatives of the Big Brands who make the Forum very attractive for the Leather World.

On a practical point of view, I thank you for switching on your mobiles only after the end of the debates and I would ask also all the colleagues whose mother language is English to think to the poor other attendees who are not that fluent.

#### **Introduction to Training Round Table by the Vice-President of the IULTCS, Mr Elton Hurlow:**

Without the human resource, there would not be business enterprise. Furthermore, any business that relies on technology as a core input cannot compete successfully without a human resource that is well trained and skilled in the theory and practice of their craft.

Now leather manufacture has at times been called a science, it has also been called an art. I do not want to enter into this debate other than to say that some of the world's greatest art leans heavily on science. In the making of quality leather, creativity is important to develop new types of leather, but technology is at the core of the manufacturing process and it takes a significant amount of training, learning and practice to master the leather making process.

So, what should today's educators be teaching tomorrow's industry professional? Is it just basic leather technology - or do they also need exposure to chemistry, physics, mathematics, biotechnology, business administration, management theory, design, language? These disciplines also intrude on the daily life of a professional in the tannery.

And what of the other industries that make-up the leather value chain – what are the needs of the chemical suppliers, the machinery manufacturer's, the brand fabricators, and retail professionals? What type of training, what level of training? How is that training best conducted? Is there benefit to global coordination of training? Where are tomorrows professionals most needed? And with a mature industry in a rapidly changing world, how do we attract the right talent to enter the industry? We will not answer all these questions today, but this first round table session should serve as a kick-off meeting to initiate dialogue and an interchange of ideas on future human resource needs for our industry.

It is therefore with great pleasure that I introduce our Chair for the session who will lead us through this discussion, Professor Geoff Attenburrow.

#### **Introduction to the Research Round Table by the President of IULTCS, Mr Marc Folachier:**

There are several ways to look at the research activity and innovation in the leather industry. From the presentation of Volkan Candar who chairs the Research Commission of the Union, you will see that the research activity was and is quite intense.

On one hand, looking at the number of dedicated Research Centres and Universities with Leather department, and looking at the number and quality of the papers presented during the IULTCS Congresses, you could be impressed.

Exploiting this database, Senior Managers or Technical Directors of tanneries could find some ideas to solve industrial issues or develop new products. But, on the other hand, if we look back to the last quarter of century what major innovation have been introduced in the Leather Industry? If any, their origins are either Chemical Suppliers or Machine Manufacturers.

In 1987 the IALTC, the ancestor of the IULTCS, was formed with the object of adopting standard methods of analysis. John Williams reminded you this morning of the success of this outstanding international co-operation of the Leather Industry. The other declared aim was to try uniting research work worldwide for the leather industry. The goal of the new IUR commission created last year is to make the dream of the 19<sup>th</sup> century a reality of the 21<sup>st</sup>.

The Research round table is a Kick off meeting for a new era of co-operation during which the IULTCS IUR commission could be the catalyst and also act as a Think Tank. I give now the floor to Volkan Candar.

**Introduction to the Marketing of Leather Round Table by Jean-Pierre Gualino of ATC, France. Also a member of the IUR Commission of the IULTCS.**

The target of marketing and the goals of the round table are the optimisation of profit, by selling the right product to the right customer, at the best possible price.

For that, each actor in the leather chain has to understand the needs of their customers, and should anticipate the evolution of the fashion and technical trends of the leather as a component product.

In the past, most probably these considerations were not enough in the minds of the people working in the leather sector. That is why so many articles made of leather have disappeared.

In order to recover some markets and find new application for leather, we are all convinced that we need to study the right marketing response:

- the farmer should know the needs and the constraint of raw hides and skins dealer
- the supplier of hides should know the needs and the constraint of the tanner
- and so on all along the chain

Thanks to ILF, we have in the audience, for the first time at such an event, representatives of each profession. By exchanging our thoughts and ideas, it is the perfect occasion to know and understand each other, supplier and customer, and give responses to the following questions:

- how to bring about more innovation
- how to give more added value to the article produced

Mr Gualino then expanded on these ideas in more detail.

**Introduction to the Communication Round Table by the President of IULTCS, Mr Marc Folachier:**

In a Communication World you do not exist if you do not take the floor. Communication is a tool at the service of a strategy. Collective communication is a way to improve the global image of the Leather Industry, of its material, its products and its jobs.

To reinforce the positive image of Leather in the mind of consumers is, to me, a real necessity, a way as well to impact on the unconscious mind to justify market prices. To modify the old image of the Leather Industry is also a necessity to attract young brains and talents, our companies need for the future.

We have to emphasise the fact that the Leather Industry is a unique historical example of recycling of the non-returnable packaging of meat, which without us would be a simple waste! We have to emphasise the fact that, in the framework of sustainable development, the utilisation of a renewable raw material is really positive. We have to emphasise the fact that, conscious of their Social Responsibilities, the actors of the leather industry have made huge financial investments to respect the environment and to meet all existing regulations.

This positive communication has much more legitimacy if issued by the Professionals Organisations and could have also much more credibility if it relies on facts and figures provided by “learned societies” like the IULTCS. We will, of course, debate today this proposal of role repartition to communicate properly.

This positive communication is appropriate when everything is OK, things are different when everything goes badly. Another kind of communication is “crisis communication”. There are particular methods in this case and there is a need for a database of prepared information because rapid reactivity with a reasoned response is a key success factor.

To introduce the debates I suggest giving the floor to a communication specialist who will develop both aspects of communication. I leave the floor to Estelle Chaubell President of the Communication Agency “La Vie en Rose”.

## **LIST OF INSTITUTIONS OFFERING LEATHER TECHNOLOGY COURSES**

### ***Brazil***

#### **SENAI Centro Tecnológico Do Couro**

Rua Gregório de Mattos, 111  
Estância Velha/RS - Brazil  
CEP 93600-000  
Tel: +55 51 3561-1500

#### **Universidade Federal do Rio Grande do Sul**

Departamento de Engenharia Química  
Laboratório de Estudos em Couro e Meio Ambiente  
Rua Luiz Englert s/n CEP 90040-040  
Porto Alegre RS  
Brazil  
Tel +55 51 3308 3954  
Web: [www.enq.ufrgs.br](http://www.enq.ufrgs.br)

### ***China***

#### **Shaanxi University of Science and Technology**

College of Resources and Environment  
No 49 West Road of Renmin, Xianyang  
Shaanxi  
PR China 712081  
Tel: 029-86168058 029-86168059  
Web: [www.sust.edu.cn](http://www.sust.edu.cn)

#### **Sichuan University**

College of Light Industry  
24 South Section 1  
Yihuan Road  
Chengdu  
Sichuan 610065  
P.R. China  
Tel: +86-28-85403260  
Web: [www.scu.org.cn](http://www.scu.org.cn)

#### **Wenzhou University**

Xueyuan Campus  
Wenzhou  
Zhejiang  
PR China  
Tel: +86-577-86680872  
Web: [www.wzu.edu.cn](http://www.wzu.edu.cn)

### ***Ethiopia***

#### **Leather and Leather Products Technology Institute (LLPTI)**

P.O.BOX 24692

Addis Ababa

Ethiopia

### ***France***

#### **ITECH**

87, Chemin des Mouilles

69134 Ecully Cedex

Lyon

France

Tel 0472180480

Web: [www.itech.fr](http://www.itech.fr)

### ***Germany***

#### **Lederinstitut Gerberschule**

#### **Reutlingen (LGR)**

Erwin-Seiz-Str. 9,

72764 Reutlingen

Germany

Tel: +49 (0)7121 1623 20

Web: [www.lgr-reutlingen.de](http://www.lgr-reutlingen.de)

### ***India***

#### **Bharath Institute of Higher Education and Research**

173 Agaram Road

Selayur

Chennai – 600 073

India

Tel: + 91 - 44 - 2229 0742 / 2229 0125

[http://www.bharathuniv.com/dept\\_lt.htm](http://www.bharathuniv.com/dept_lt.htm)

#### **Central Leather Research Institute**

(Council of Scientific & Industrial Research)

Adyar,

Chennai- 600 020

India

Tel: + 91-44-24910897, +91-44-24910846

Web: <http://www.clri.org/>

#### **College of Leather Technology**

LB Block, Sector-III

Saltlake

Calcutta – 91

India

Tel: 2335-6977

Web:[http://catchcal.com/cic/education\\_career/training\\_institute/college\\_of\\_leather\\_technology.asp](http://catchcal.com/cic/education_career/training_institute/college_of_leather_technology.asp)

**Harcourt Butler Technological Institute ( HBTI )**

Nawab Ganj Pin - 208002

Kanpur

Uttar Pradesh

India

Tel: +91-512-2294851to55

Web: [www.hbti.ac.in/](http://www.hbti.ac.in/)

**Italy**

**ITIS "GALILEI" High School**

Viale Vicenza, 49/A

36071 Arzignano (VI)

tel. +39 0444 672016

[www.istitutoconciario.com](http://www.istitutoconciario.com)

**ITIS "L. CASALE" High School**

Laboratorio BALDRACCO

Via Rovigo, 19

10152 Torino

tel. +39 011 4363144

[www.itiscasale.it](http://www.itiscasale.it)

**ITC "G. RONCA" High School**

Via Melito,

83029 Solofra (AV)

tel: +39 0825 534304

**ITC "C. CATTANEO" High School**

Via Catena, 3

56027 San Miniato (PI)

[www.itcattaneo.it](http://www.itcattaneo.it)

**University of Pisa**

Dipartimento di Ingegneria Chimica

Chimica Industriale e Scienza dei Materiali

Via Diotisalvi, 2

56126 Pisa

Italy

Tel: +39 (0)50 511111

Web [www.diccism.ing.unipi.it](http://www.diccism.ing.unipi.it)

**University of Pisa**

Dipartimento di Chimica e chimica industriale

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56126 Pisa

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56022 Castelfranco di Sotto (PI)

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[www.polotecnologico.com](http://www.polotecnologico.com)

### ***Pakistan***

#### **National Institute of Leather Technology (NILT)**

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Sector 7-A Korangi Industrial Area  
Karachi. 74900  
Pakistan  
Tel: +92-21-506-5429-30

#### **Institute of Leather Technology, Gujranwala.**

P.O Anwar Industry G.T.Road,  
Gujranwala  
Pakistan  
Tel :+92 055 - 9230056

#### **Govt. Polytechnic Institute, Sialkot**

Paris Road Sialkot  
Pakistan  
Tel: +92 052 - 9250200

### ***Romania***

#### **GH Asachi Technical University**

Faculty of Leather and Textiles Engineering  
Prof D Mangeron Bvd nr 53  
700050 Iasi IS  
Romania  
Tel: +40-232-278683  
Web: [www.tuiasi.ro](http://www.tuiasi.ro)

### ***Spain***

#### **Technical University of Catalonia**

#### **College of Industrial Engineering of Igualada**

Pl del Rei, 15  
08700 Igualada  
Spain  
Tel: 93 803 53 00  
Web: [www.euetii.upc.edu](http://www.euetii.upc.edu)

### ***Turkey***

#### **Ege University**

Leather Engineering Department  
Engineering Facult  
35100 Bornova-Izmir  
Turkey  
Tel: +90 232 374 63 69

### ***United Kingdom***

#### **British School of Leather Technology**

University of Northampton  
Park Campus  
Boughton Green Road  
Moulton Park  
Northampton NN2 7AL  
UK  
Tel: +44 (0)1604 711183  
Web: [www.northampton.ac.uk](http://www.northampton.ac.uk)

### ***United States of America***

American Leather Chemists Association  
Web: [www.leatherchemists.org/education.asp](http://www.leatherchemists.org/education.asp)

## **LEATHER R & D GUIDE 2007**

### ***Argentina***

Centro de Investigacion y Desarrollo del Cuero (CITEC)  
Camino Centenario 505 y 508, C.C. 6 (1897) Manuel Gonnet, Provincia de Buenos Aires, Argentina  
Tel: +54 (0) 221 4841876 - E-mail: [cueros@inti.gov.ar](mailto:cueros@inti.gov.ar) - <http://www.inti.gov.ar/cueros/>

### ***Australia***

CSIRO Leather Research Centre(Only Testing Facilities)  
Private Bag 10, VIC 3169, Clayton, Australia.  
Tel: +61 3 95 452364 - Fax: +61 3 95 45 2363 - E-mail: [mark.hickey@csiro.au](mailto:mark.hickey@csiro.au) - [www.tft.csiro.au](http://www.tft.csiro.au)

### ***Austria***

HBLVA für Chem. Industrie Versuchsanstalt f. Lederindustrie  
Rosensteingasse 79, A-1170, Wien, Austria  
E-mail: [heinz.munz@schule.at](mailto:heinz.munz@schule.at)

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Centro Tecnológico do Couro (SENAI)  
Rua Gregorio de Mattos, 111, 93600-000, Estância Velha, RS, Brazil  
Tel: +55 51 561 1500 - Fax: +55 51 561 1500 - E-mail: [ctcouro@zaz.com.br](mailto:ctcouro@zaz.com.br)

UFRGS (Rio Grande do Sul Federal University)  
Rua Luiz Englert s/n°, CEP 90040-040, Porto Alegre, RS Brazil  
Tel: +55 51 3308 3954 - Fax: +55 51 3308 3277 - E-Mail: [mariliz@enq.ufrgs.br](mailto:mariliz@enq.ufrgs.br)

Centro Tecnológico de Couro, Calçados e Afins  
Rua Araxa, 750, CP 450 93334-000, Novo Hamburgo, RS Brazil  
Tel: +55 51 593 2922

### ***Bulgaria***

Institut of the Shoe, Leather, Fur & Leathergoods  
Gara Iskar, Bul Iskarsko Chaussee N° 5, 1528, Sofia, Bulgaria  
Tel: +359 2 768475

Scientific & Technical Institute for Leather and Shoe Industry  
Str Industrialna 11, Gabrovo, Bulgaria  
Tel: +359 66 27441

### ***Chile***

Instituto Tecnológico del Calzado  
Carlos Valdovinos 1299, RM, Santiago RM, Chile  
Tel: +56 2 5512326 - Fax: +56 2 5512326

### ***Costa Rica***

Centro de Tecnología del Cuero (CETEC)  
Universidad de Costa Rica, Escuela de Química, Ciudad Universitaria Rodrigo Facio, San Pedro de San José,  
Costa Rica  
Tel: +50 620 75553 - Fax +50 625 34614

### ***France***

Centre Technique Cuir Chaussure Maroquinerie - CTC  
4 rue Hermann Frenkel, 69367, Lyon Cedex 07, France  
Tel: +33 4 72 76 10 10 - Fax: +33 4 72 76 10 00 - E-mail: ctelyon@ctc.fr - www.ctc.fr

### ***Germany***

Forschungsinstitut für Leder und Kunststoffbahnen GmbH  
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Marie-Curie-Strasse 19, D-66953, Pirmasens, Germany  
E-mail: info@pfi-pirmasens.de

Lederinstitut Geberschule Reutlingen  
Postfach 29 44, D-72719, Reutlingen, Germany  
Tel: +49 7121 1623 0 - Fax: +49 7121 1623 11 - E-mail: lgr@lgr-reutlingen.de - www.lgr-reutlingen.de

### ***Hungary***

BIMEO Testing & Research Ltd Co  
PO Box 155, H-1325, Budapest, Hungary  
Tel: +36 1 369 6251 - Fax: +36 1 369 1058 - E-mail: bimeo@mail.datanet.hu - www.bimeo.hu

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Baruos U. 39, H-1047, Budapest, Hungary  
Tel: +36 1 370 2129 - Fax +36 1 370 2129 - E-mail: mail.bcbte@mtesz.hu

### ***India***

Bharath Institute of Technology  
Chennai, India

B. R. Ammedkar National Institute of Technogy  
Julundhar, India

Central Leather Research Institute (CLRI)  
Adayar, Madras, Tamil Nadu, 600020, India  
Tel: +91 44 491 0897 - Fax: +91 44 4911589 - E-mail: clrimd@md2.vsnl.net.in - www.clri.org

Govt. College of Engineering and Leather Technology  
Kolkata, India

Harcourt Butler Technological Institute  
Kanpur, India

Institute of Leather Technology  
CIT Campus, Tharamani, Chennai, 600113, Tamil Nadu, India  
Tel: +91 44 2541819

### ***Italy***

Centro Tecnologico Conciario  
Via Dante 1, I-56029, Santa Croce sull'Arno, PI, Italy  
Tel: +39 0571 3482 2 - Fax: +39 0571 3561 7

Conciaricerca Italia  
via Brisa, 3, I-20123, MI, Italy  
Tel: +39 02 8807711 - E-mail: conciaricerca@conciaricerca.it - www.conciaricerca.it

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Via Matteotti 4/A, I-27029, Vigevano PV, Italy

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via W. Tobagi, 30, I-56022, Castelfranco di Sotto (PI), Italy

Tel: +39 0571 471318 - E-mail: [info@polotecnologico.com](mailto:info@polotecnologico.com) - [www.polotecnologico.com](http://www.polotecnologico.com)

Stazione Sperimentale per l'Industria Delle Pelli e Delle Materie Concianti

Via Poggioreale 39, I-80143, Naples NA, Italy

Tel: +39 081 5536019 - Fax: +39 081 2655 74 - E-mail: [ssip@iol.it](mailto:ssip@iol.it) - [www.ssip.it](http://www.ssip.it)

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3 Higashigawara, Nozato, Jimeji, 670-0811, Hyogo Prefecture, Japan

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Scleroprotein & Leather Research Institute

Tokyo Noko University, 3-5-8 Saiwa-cho, Fuchu-shi, 183, Tokyo, Japan

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Omega 201, Fracc Ind Delta, Apdo Postal 890, 37000, Leon, Guanajuato, Mexico

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LASRA, Leather & Shoe Research Association of New Zealand

Fitzherbert Science Centre, Dairy Farm Road, Private Bag 11-333, Palmerston North, New Zealand

Tel: +64 6 355-9028 - Fax: +64 6 354-1185 - E-mail: [lasra@xtra.co.nz](mailto:lasra@xtra.co.nz) - [www.lasra.co.nz](http://www.lasra.co.nz)

### **Nigeria**

Leather Research Institute of Nigeria

PO Box 1052, Zaria, Nigeria

Tel: +234 69 34344

### **Pakistan**

PCSIR Leather Research Centre

D-102 South Avenue S.I.T.E, 75700, Karachi, Pakistan

Tel: +92 21 290765

### **Paraguay**

Instituto Nacional de Tecnologia y Normalizacion - INTN

Avenida Artigas y Gral Roa, Casilla de Correo 967, Asuncion, Paraguay

Tel: +595 21 290160 - Fax: +595 21 290873

### **Peoples Republic of China**

Guangdong Leather Chemical Institute

52 Shui-Yin Rd, sha Ho, 510075, Guangzhou, Guangdong Province, Peoples Republic of China

Tel: +86 20 7764002 - Fax: +86 20 7765969

Huazhong Applied Science Research Institute

13 Shuang Lian Si, Anhui Province, An Quing City, Peoples Republic of China

Leather Chemicals Research Centre  
Chendu Institute of Organic Chemistry, Chinese Ac, Section 4, 9 South Renmin Rd, 610015 Sichuan Province,  
Chengdu City, Peoples Republic of China  
Tel: +86 581 260376

Shanghai Leather Industry Reseach Institute  
747 Xie Tu Rd, 200023, Shanghai, Peoples Republic of China  
Tel: +86 21 4314614

### ***Poland***

Section of Leather Technologists & Chemists  
5 Skladowa, 77-230, Kepice, Poland  
Tel: +48 59 56651 - Fax: +48 90 635040

### ***Romania***

Polytechnic Institute of Iasi  
71 Splai Bahlui, R-6600, Lasi, Romania  
Tel: 40 98 34 420

### ***Russian Federation***

Central Scientific Research Institute for the Leather & Footwear Industry  
Ulitsa Piatniskaya 74, 113095, Moscow, Russian Federation  
Tel: +7 0 952318489 - Fax: +7 0 952318489

### ***Spain***

Consejo Superior De Investigaciones Cientificas (CSIC)  
Instituto de Investigaciones Quimicas y Ambientales de Barcelona, Jordi Girona, 18-26, 8034, Barcelona, Spain  
Tel: +915,855,000 - Fax: +914,113,077 - E-mail: jcecco@iiqab.csic.es - www.csic.es

Instituto Espanol Del Calzado Y Conexas Asociacion De Investigacion (INESCOP)  
Poligono Industrial Campo Alto, Aptdo. Correos 253, 3600, Elda-Alicante, Spain  
E-mail: cesar@inescop.es - www.inescop.es

Asociacion De Investigacion De Las Industrias Del Curtido Y Anexas (AIICA)  
Avda.Pla de la Massa, s/n 8700, Igualda, Spain  
Tel: +93.805.53.88 - Fax: +93.805.06.18 - E-mail:info@aiica.com - www.aiica.com

### ***Tunisia***

Centre National du Cuir et de la Chaussure (CNCC)  
17 rue du cuir, Z.I. Sidi Rézig, TN-2033, Mégrine, Tunisia  
Tel: +216 1 432311 - Fax: +216 1 432283

### ***Turkey***

Ege University, Engineering Faculty, Leather Engineering Department  
Bornova-IZMIR, 35100, Izmir, Turkey  
Tel: +00902323880110-2644 - Fax: +00902323425376 - E-mail: deri@bornova.ege.edu.tr -  
[http://bornova.ege.edu.tr/~deri/en\\_index.htm](http://bornova.ege.edu.tr/~deri/en_index.htm)

### ***Ukraine***

Ukrainian Scientific Research Institute for the Leather & Footwear Industry  
73 kurenevsky per 19/5, 254655, Kiev, Ukraine  
Tel: +380 4 4685157 - Fax: +380 4 4685157

### ***United Kingdom***

BLC Leather Technology Centre Ltd  
Leather Trade House, Kings Park Rd, Moulton Park, Northampton NN3 6JD, United Kingdom  
Tel: +44 (0)1604 679999 - Fax: +44 (0) 1604 679998 - E-mail: [info@blcleathertech.com](mailto:info@blcleathertech.com) -  
[www.blcleathertech.com](http://www.blcleathertech.com)

British School of Leather Technology  
University of Northampton, Park Campus, Boughton Green Road, Moulton Park, Northampton NN2 7AL,  
United Kingdom  
Tel: +44 (0)1604 711183 - [www.northampton.ac.uk](http://www.northampton.ac.uk)

W2O Environmental  
58 Cecil Road, Northampton NN2 6PQ, United Kingdom  
E-mail: [wolfram@w2oenvironmental.net](mailto:wolfram@w2oenvironmental.net) - [www.w2oenvironmental.net](http://www.w2oenvironmental.net)

Greentech + Associates  
Green Croft, Moulton Lane, Boughton, Northampton NN2 8RF, United Kingdom  
E-mail: [r.daniels@greentech.plus.com](mailto:r.daniels@greentech.plus.com)

### ***United States of America***

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The Leather Institute  
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US Hide, Skin & Leather Association Laboratory  
3369 Fiddlers Green Rd, Cincinnati, Ohio, 45248, United States of America  
Tel: +151 35 74 76 92 - E-mail: [JTan830107@aol.com](mailto:JTan830107@aol.com) - [www.ushsa.org/resources.html](http://www.ushsa.org/resources.html)

USDA, Eastern Regional Research Center, Fats, Oils and Animal Coproducts Research Unit  
600 East Mermaid Lane, Wyndmoor, Pennsylvania , 19038, United States of America  
Tel: +121 52 33 65 85 - Fax: +121 52 33 67 95 - E-mail: [william.marmer@ars.usda.gov](mailto:william.marmer@ars.usda.gov) -  
[www.ars.usda.gov/main/site\\_main.htm?modecode=19-35-70-00](http://www.ars.usda.gov/main/site_main.htm?modecode=19-35-70-00)

Eastern Regional Research Center, United States Department of Agriculture - Dr. William N. Marmer  
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E-mail: [wmarmer@errc.ars.usda.gov](mailto:wmarmer@errc.ars.usda.gov)

### ***Uruguay***

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Sarandi 690 D 2 EP, 11000 Montevideo, Uruguay  
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***Zimbabwe***

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