

## Gruppo Mastrotto expands its digital leather-cutting footprint alongside OEMs worldwide

To keep up with growing volumes of leather seats and interiors produced in increasingly smaller series, Gruppo Mastrotto turned to Lectra to digitalize its automotive leather-cutting value chain worldwide.

### The challenge

Gruppo Mastrotto's automotive business unit needed to enhance its manufacturing flexibility to meet evolving customer requirements brought about by rapidly changing consumer expectations. The tannery sought to optimize workflow and processes at its high-intensity automotive manufacturing plants, located on three different continents.

### Results

By digitalizing its leather-cutting value chain with the deployment of Lectra's award-winning Versalis solution, Gruppo Mastrotto has both improved leather yield and increased production flexibility, becoming more competitive. The high number of engineering changes associated with program changeovers can now be handled quickly and seamlessly by developing patterns directly from digital files, which also eliminates costly retooling that can take several months.

### Lectra's response

Thanks to implementation of Lectra's Versalis® digital leather-cutting solution, the tannery now benefits from flexible automated cutting and Industry 4.0-ready production processes. The increased productivity and improved material usage of its modernized cutting rooms enable the company to stay apace of continually evolving customer requirements.

### Solution

**VERSALISAuto**

## Europe's leading tannery and a premier automotive supplier

Headquartered in Arzignano, Italy—Europe's largest leather tanning district—family-owned and -operated Gruppo Mastrotto produces more than 21 million m<sup>2</sup> of high-quality bovine leathers annually for the garment, footwear, leather goods, furniture, marine seating and aviation industries. With consolidated turnover of €460 million and a worldwide workforce of 2,400, the company runs operations at 20 manufacturing and logistics plants in Italy, Brazil, Indonesia, Mexico and Tunisia.

Run as a standalone entity since 2009, Gruppo Mastrotto's automotive business unit continues to undergo rapid expansion. To become more responsive to vehicle manufacturers, the automotive business required greater agility. "As a global player we need to approach our customers in an increasingly efficient and flexible manner," observes Alberto Silvagni, head of Gruppo Mastrotto's automotive business unit. "There has been a significant increase in new car models, as well as variants, and this flexibility therefore necessitates adequate production support."

## A new, digitalized model of efficiency

To modernize Gruppo Mastrotto's cutting rooms, a decision was made to adopt the Versalis digital leather-cutting solution in 2014. "Following a series of benchmark tests, we chose Lectra to be our partner and help us raise our skill level in the automotive cutting room," recalls Silvagni.

Implementation of advanced leather-cutting solution Versalis has enabled flexible automated cutting as well as optimized material usage, even for the most complex designs. The new, digitalized model of leather-cutting efficiency is currently being applied to sites in Mexico and Tunisia.



*"In a business partner, we look for expertise. We look for market leaders that can help us achieve our ambitions in terms of growth."*

**Alberto Silvagni**  
head of Gruppo Mastrotto's  
automotive business unit

"The advantages of digital leather cutting include improved productivity, improved efficiency in terms of the use of raw materials and leather, and, of course, greater flexibility to respond to customer requirements, which are constantly increasing," notes Silvagni.

## Business synergies and worldwide support

Lectra's best-in-class technology, unique business expertise and worldwide capabilities enable the company to support Gruppo Mastrotto on all of the international markets where it operates, helping the tannery to achieve its continuous improvement goals and fulfill its ambitious expansion strategy.

"As a global player we need to approach our customers in an increasingly efficient and flexible manner," states Silvagni. "This goal requires a systemic approach that can be achieved by using the solutions Lectra provides. Another advantage for us is the availability of spare parts close to our facilities worldwide, minimizing the effects of any downtime. The fact that Lectra offers services in every country where we operate was one of the reasons we decided on Lectra as a partner."

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### About Lectra

For forward-looking companies that breathe life into our wardrobes, car interiors, furniture and more, Lectra is committed to crafting the premium technologies that facilitate the digital transformation of their industry. Lectra's offer empowers brands and manufacturers from design to production, providing them with the market respect and peace of mind they deserve. In the automotive industry, Lectra offers integrated cutting room solutions and expert services dedicated to suppliers of airbags as well as fabric and leather vehicle seating and interior components. Founded in 1973, today Lectra has 32 subsidiaries across the globe, serving customers in over 100 countries. With more than 1,650 employees, Lectra reported revenues of \$313 million in 2017. Lectra is listed on Euronext (LSS). For more information, please visit [www.lectra.com](http://www.lectra.com)

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