EXHIBITION DATA

Date	25/26/27 September 2018
Venue	FieraMilano, Rho
Entrance	East Gate - West Gate - Souh Gate
	9.00 am - 6.30 pm
	9.00 am – 5.00 pm (last day)
Access	On invitation
Exhibitors from 48 countries	1.306 Italians 808 Foreigners 498
from 48 countries	Tanneriespav. 9-11-13-15Accessories and componentspav. 22-24Synthetics and fabricspav. 9Chemicals, designers, schools, presspav. 9-22
Net surface	48.552 sqm.
Trend Areas	Pavilions 9-13-22
Press Office	Building O16 - Corso Italia, corner of pav. 22 – 1° floor e-mail: press@lineapelle-fair.it tel. 02/36629302
Secretary's Office	Building O16 - Corso Italia, corner of pav. 22 – 2° floor e-mail: milano@lineapelle-fair.it tel. 02/36629345 - 02/36629344 – 02/36629347

LINEAPELLE95 Fieramilano Rho, 25-27 September 2018

LINEAPELLE is the trade fair designed and promoted by the Italian tannery industry. It's the world's foremost fair for the leather industry, including materials, components and accessories for the fashion and luxury industry worldwide. A universe encompassing 50,000 companies, employing over one million people, with a turnover of more than \$150M.

LINEAPELLE is held twice a year in Milan (Fieramilano Rho). The forthcoming 95th edition will open its doors from 25th to 27th September 2018 and showcase the latest style trends (established by its own Fashion Committee) for Autumn/Winter 2019/2020, with an initial strategic focus on total innovation. The three days of the Milan event will see the début of Lineapelle Innovation Square, a "hub of inspiration" and future technology, where businesses can find new – though not immediately applicable – ideas as starting points to orient their own future research.

LINEAPELLE95 confirms its international leadership with growing figures: more than 1,300 exhibitors from 48 countries and up from last year's (October 2017) and last February's editions. The exhibition area has also been expanded: more than 48,500 square metres vs. 47,700 in October 2017. The trade show is expected to draw more than 20,000 visitors from 110 countries, as evidence that Lineapelle is considered the world's most important trade fair for the industry. The significance of Lineapelle lies in its key role as global network hub of events that include the previews of LINEAPELLE London and LINEAPELLE New York (both held twice a year, in January and July) and the presence of other international trade fair events through collectives and workshops.

LINEAPELLE95 meets the needs of its reference market through a top quality trade fair experience that showcases new business trends in the current complex and uncertain global economic situation. Opportunities to exchange style and product ideas and experiences, multifaceted perspectives on the current, impelling need for innovation expressed by customers in the luxury and manufacturing industries are all part of the event.

The unmissable **Area Trend**, with one main area in Hall 13 and two in Halls 22 and 9, hosts style ideas for winter 2019-2020 and showcases the latest exhibitors' innovations: leathers, accessories and components, fabrics and synthetics, making up a gallery of about 2,000 samples. At the end of LINEAPELLE, the samples exhibited will be collected in the LP Fashion Studio archive in Milan, where every piece exhibited will be catalogued and entered in a database made available online, complete with identifying information, i.e. Company name, commercial name, intended use and technical characteristics.



The style ideas for the next winter season are presented under the label "Reflections Between Real and Fake". They will be explored in depth at Lineapelle during four seminars (two held in Italian, two in English), inspired by the concept that "interpretations of reality multiply through the reflections of our perception. (...) In a polycentric world, a desire for the clean and essential takes shape, in which materials are experienced in a simple, yet contemporary manner, while at the same time a renewed opulence emerges that revisits décor and layers".

This year, **LINEAPELLE95** features a revamped lounge areas, which evolve into actual spaces for reflection and relaxation. The lounge areas offer the opportunity to take a break from the hustle and bustle of the fair and discover multiple references, images and examples of leather and its impact on product quality. The star of the event is leather and its wonderful properties, its tactile pleasure and softness, its timelessness, but also its potentials for continuous innovation. The Lounge Areas are in Halls 9, 22, 11, 24 and are designed to reflect four key concepts: Experience, Time, Desire, Performance.

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EVENTS @ LINEAPELLE SEPTEMBER 2018

Tuesday, 25 September

H. 11.30-12.30	Essere artigiani della concia <i>(Being artisans of tanning)</i> <i>Confartigianato Vicenza</i> <i>Press conference, Italian language, open event free of charge</i> Room Beta (at the end of Pav.15, first floor)
Н. 12.30	Exploring Italian leather sustainability <i>Accademia Costume & Moda, UNIC Italian Tanneries, Lineapelle and Gucci</i> <i>Official launch, Italian language, open event free of charge</i> Booth Accademia Costume & Moda (Pav.15, aisle A)
Н. 15.00	Fashion Trends A-W 19-20 <i>Lineapelle</i> <i>Presentation, Italian language, open event with a fee - <u>click here</u> to register</i> Fashion Theatre (Pav.15, aisle Z)
H. 15.00	Walking naturally, feel your soles <i>Consorzio Vero Cuoio di Toscana</i> <i>Seminar, Italian language, open event free of charge</i> Booth Cuoio di Toscana (Pav.9, aisle A)
Н. 16.30	Fashion Trends A-W 19-20 <i>Lineapelle</i> <i>Presentation, English language, open event with a fee - <u>click here</u> to register</i> Fashion Theatre (Pav.15, aisle Z)
Wednesday 26 September	
H. 10.00-13.00	Tessuti ed accessori senza sostanze chimiche pericolose. (Anche) questo è moda sostenibile (Fabrics and accessories without dangerous chemicals. (Even) this is sustainable fashion) Mabo, Tessitura Imperiali and Blumine

Workshop, Italian language, open event free of charge - info: contact@blumine.it Room Gamma (at the end of Pav.15, second floor)

- H. 11.00-12.00 A New Approach: Promoting leather for the new generations *Leather Naturally Presentation, English language (simultaneous translation in Italian), open event free of charge* LEM Room - Ponte dei Mari (beside Pav. 22)
- H. 11.30 **GMVenezia Trademark** *Press conference, Italian language, open event free of charge* Desire Lounge (Pav.9)

	<i>ZDHC</i> <i>Presentation, Italian language (simultaneous translation in English), open event free of charge</i> LEM Room - Ponte dei Mari (beside Pav. 22)
H. 14.00-17.15	European Product Environmental Footprint - A New Challenge for the Leather and Fashion Supply Chain UNIC Italian Tanneries, Cotance, CNR - in collaboration with the European Commission International conference, Italian language (simultaneous translation in English), open event free of charge - info: events@lineapelle-fair.it LEM Room - Ponte dei Mari (beside Pav. 22)

H. 15.00 Fashion Trends A-W 19-20 *Lineapelle Presentation, Italian language, open event with a fee - <u>click here</u> to register* Fashion Theatre (Pav.15, aisle Z)

ZDHC Gateway - The first global database for safer chemistry

H. 16.30 Fashion Trends A-W 19-20 *Lineapelle Presentation, English language, open event with a fee - <u>click here</u> to register* Fashion Theatre (Pav.15, aisle Z)

Three-Days Events (25-26-27 September)

Lineapelle Innovation Square C.so Italia (in front of Pav.9/11)

H. 12.00-13.00

Exhibition "Tanneries", artworks by Riccardo Luchini, edited by Filippo Lotti Centro Servizi *Service Centre* (entrance from South Gate and from Corso Italia)

Three days in the future at Lineapelle Innovation Square

The 95th edition of LINEAPELLE, on from the 25th to the 27th September 2018 at Fieramilano Rho, opens its doors to the future, with the inauguration of its very own **INNOVATION SQUARE**. **LINEAPELLE INNOVATION SQUARE (**www.fashioninnovation.it) is a unique and innovative hub of inspiration, where companies can find new ideas, even if not immediately applicable, to help them focus their own lines of research. A nerve centre where 40 speakers from all over the world, specialised R&D institutes and highly innovative companies will present their work, their skills and their products, from laboratory research to fully industrialised solutions. A unique opportunity to come into contact with their future and with solutions aimed at a market that is increasingly demonstrating a growing aptitude in embracing the evolution of materials, new processes and new business models.

The heart of the project is an area inside Lineapelle, located on Corso Italia (in front of Pavilions 9-11), located on two floors, fitted with LED walls and high interconnectivity LCD screens. The area will enable visitors, investors, companies, research & development institutes and universities to share experiences and skills, but above all, it aims to intrigue and inspire.

The event is structured around a rich calendar of initiatives scheduled over a three day period. The updated timetable is available on the event's official website, at the following link: <u>https://fashioninnovation.it/speakers-agenda/</u>. Seven technical sessions are planned over three days:

- Fashion and biotechnology
- Future of materials, Materials of the future
- Biomimicry and the world of fashion
- Materials and functions
- Sustainability and circularity in the fashion business
- Digitalisation and Industry 4.0
- Skills and competencies of the future.

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Reflections Between Real and Fake. Trends for Winter 2019/2020

A sort of provocation, like every style-related trend proposal has to be. For the 95 edition, aimed at the 2019/2020 winter season, the Lineapelle Fashion Committee submission makes everything clear from the title: **Reflections Between Real and Fake**. The reason for this choice is explained as follows: "The interpretations of reality are multiplied through reflections of our perception. What we observe is returned to us in an image filtered by screens: it is a reflection on the object, but also a mirroring within it. Real and virtual, information and fake news, data sharing and marketing become confused and overlap." **Techno/digital suggestions** that will be explored in the traditional **seminars** scheduled in the first two days of Lineapelle95: at 3 pm in Italian, at 4.30 pm in English (at the Fashion Theatre, pavilion 15). Suggestions that can be touched by hand in the **Trend Areas** of pavilions 13, 9 and 22 where about 2,000 samples are on display, presenting the variations on the product developed by the exhibitors.

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ZDHC Gateway The first global database for safer chemistry LEM Hall, Ponte dei Mari (pav. 22 side)

On Wednesday 26 September at Lineapelle (Fieramilano Rho), ZDHC will present "the first global database for safer chemistry" during an event hosted in the LEM conference hall (Ponte dei Mari - pavilion 22 side). The ZDHC group, alias the "Zero Discharge of Hazardous Chemicals" project, is progressively expanding the digital platform launched a year ago "for the implementation of good practice concerning the use of chemical products and related innovations in the leather supply chain". Maintaining the focus on the abolition of the use of hazardous substances in the textile and leather industry (deadline: 1 January 2020), and with the support of the main brands and players in the various sectors affected (in the tanning industry, for example, those involved are UNIC - the Italian Tanner's Association, ICEC - the Institute of Quality Certification for the Tanning Sector and SSIP - the Experimental Station for the Leather and Tanning Materials Industry), ZDHC presents the latest version of the Gateway, promoting the new "wastewater public disclosure portal".

The event is free, open to all operators present at Lineapelle.

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European Product Environmental Footprint A new challenge for the leather and fashion industry *UNIC Concerie Italiane, Cotance, CNR, in collaboration with the European Commission* LEM Hall, Ponte dei Mari (pav. 22 side)

"In recent years, companies intending to market one of their products as green have found themselves faced with the choice of a bewildering series of methods, initiatives and tools, often biased, inefficient and not particularly transparent. This characteristic has caused confusion among customers and operators, becoming an obstacle to the circulation of green products in the European market." Given this premise, at Lineapelle95, we will try to give concrete answers and useful information, analysing the topic of the Product Environmental Footprint (PEF), and of the specific category rules for the various industrial sectors: the Product Environmental Footprint Category Rules (PEFCR). This will take place on Wednesday 26 September as part of the International Conference entitled "European Product Environmental Footprint: a new challenge for the leather and fashion industry," organised by UNIC - Conceria Italiane, Cotance and CNR in collaboration with the European Commission. The aim of the event is to present the goals achieved by the leather area and the fashion industry in this field, illustrating future prospects in terms of certification and policy at European and national level and analysing the possible synergies with similar tools already present on the market. In response to this issue, the European Commission has launched the Single Market for Green Products project, which has seen the direct participation of the European tanning industry. The initiative stems from the need to establish a unique method for assessing the environmental product impact." Speakers (in addition to the organisers) will be coming from: the MIP International Business School at the Polytechnic University of Milan, the Sant'Anna School of Advanced Studies, Cycleco and ICEC. This will be followed by "a round table with client brands, tanneries, suppliers of chemical products and technology".

The event is free, open to all operators present at Lineapelle and will be held in Italian and interpreted simultaneously into English.

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Sustainability, leathertelling and the voice of young tanners: open to the public until Friday 28 September the Leather Cube (Milano XL) at the Villa Reale in Milan

A mirrored Cube which inside transforms on one side into a hive and on the other into a screen. In the first case, the "cells" form a texture on a wall covered with a patchwork of leathers from which (always following the geometry of the hive) there emerges a selected panorama of extremely high quality leathers, which can be touched and observed from very close up (using maxi magnifying glasses). In the second, the screen projects a video in which some young tanners talk about the sustainable mission of Italian leather and show how this is an integral part of the industry's industrial and manufacturing tradition.

An impressive, exciting set-up, an integral part of the second edition of Milano XL, an event which, on the occasion of the Milano Moda Donna fashion shows (on from the 18th to the 24th) presented "the idea, the image and the map of the Italian Fashion System" to the city.

The installation will be open to the public until Friday 28 September, ensuring that buyers, creatives and exhibitors at Lineapelle can also visit it.

The Cube represents an example of leathertelling and gives a voice to the quality of Italian leather and to six representatives of the new Italian generation of leather.

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Polimoda Firenze will be keeping an eye on Lineapelle: for 3 days, its students will be turning into fashion reporters

A return and, at the same time, a revival that aims to give a concrete, proactive meaning to a newgeneration training idea. The synergistic relationship between **Lineapelle** and **Polimoda Firenze** is continuing along these lines.

After the experience of Lineapelle94, last February, when some students from the second year in Fashion Product Management and Fashion Art Direction created a never-before-seen, stimulating gallery of images, the students of the Florence-based institute will be present at Lineapelle95 armed with cameras and in the guise of fashion reporters on a mission to document the work at the fair and everything that gravitates around it.

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EXPLORING ITALIAN LEATHER SUSTAINABILITY

Tuesday 25 September | 12.30 pm - LINEAPELLE | Pavilion 15 I Row A

UNIC - the Italian Tanners' Association presents the conclusive stage of the "EXPLORING ITALIAN LEATHER SUSTAINABILITY" project, developed in partnership with the Accademia Costume & Moda fashion academy and Gucci, at LINEAPELLE, the most important industry event in the world.

The production chain gets involved with training and, with the aid of Gucci, supports the new talents to develop sensitivity towards the design of the future.

Sustainability, product culture and **experimentation** are the key concepts which students in the third year of the undergraduate Academic Diploma in Costume & Fashion work around in creating new techniques for processing leather, using exclusively materials from tanneries that have signed up to the UNIC sustainability manifesto and working on **developing prototypes at the Gucci ArtLab in Scandicci** (Florence).

The project lasted one year (October 2017 to September 2018) and was organised into a calendar of case studies, meetings with professionals, specific workshops on sustainability and visits to UNIC member companies, as well as to the Gucci ArtLab, the new cuttingedge centre for industrial craftsmanship and experimentation laboratory for leather goods and footwear for the Florence-based brand. In detail, the project involved: training on the concept of sustainability, by Lineapelle, Future Concept Lab and GUCCI; interventions and lectures on the topic and case histories, including "the sustainability of Italian leather" (Unic Lineapelle Sustainability Office); "Russo di Casandrino Case Study" (Alfredo Guerra, Head of Health and Safety, Quality Assurance and the Environment, Russo di Casandrino tannery); "The concepts of sustainability applicable to the world of leather: terminology, labelling, voluntary certification" (Sabrina Frontini, Director of the Italian Certification Institute for the Leather Area); "Gucci Case Study" (Gucci CSR Department).

After the launch of the **Gucci brief**, the initial **selection** of the internal commission of the most interesting projects took place, chosen by the top management at Gucci ArtLab.

Out of the total number of participants, 11 projects were selected and 4 prototypes were made at the Gucci ArtLab and then exhibited at Lineapelle. The creators were <u>Benedetta</u> <u>Giunti</u> "DETOX LEATHER – Bonaudo Tannery and L&G Holding"; <u>Alessia Scasseddu</u> "LEATHER BETWEEN WOOD AND TECHNOLOGY – Sciarada Tannery"; <u>Sofia Scarponi</u> "OPHELIA – Caravel Tannery and Essenzialmente Laura di Laura Bosetti Tonatto"; <u>Eleonora di</u> <u>Girolamo</u>, "RESKIN – Russo di Casandrino Tannery".

A concrete and stimulating demonstration of how **Italian tanneries** experience sustainability as the natural expression of an innovative vision aimed at excellence and improvement.

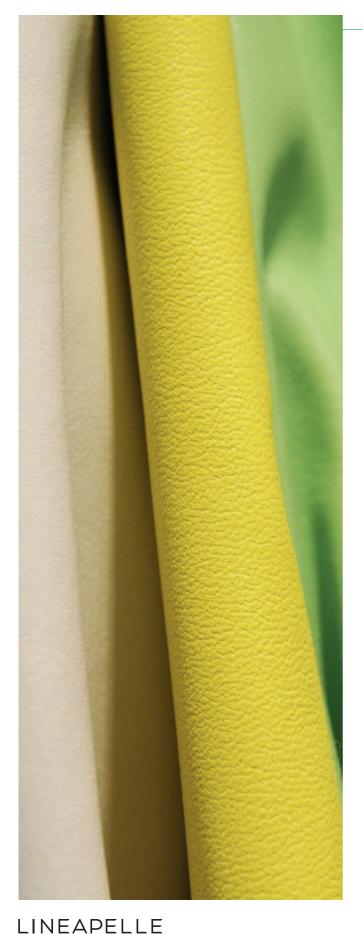
We would like to thank the partner tanneries: ANTIBA, BONAUDO, CARAVEL, INCAS, RUSSO DI CASANDRINO, SCIARADA.

MARKET INSIGHTS

2018







FCONOMIC DEPARTMENT 2018

LEATHER SECTOR

ITALY – The Italian tanning industry, which for years has held the **international leadership** in terms of quality and turnover (65% share of the EU total and 19% of the world total), showed a two-speed trend during the first half-year 2018: overall production volumes grew (+4.6% in square meters), compared to a decrease in value (-3.8%).

The current market trend therefore continued to reward the characteristics of leather, but the widespread global economic uncertainty and the different trends in demand from the most important sectors of destination of the material seemed to partially hinder the expansion of the price lists.

The value of sales data showed substantially homogeneous variations between the **domestic market** (-5.5%) and exports. In fact, the exports of hides and skins tanned in the first part of the current year have decreased by 4% in value, while the change in volume had, like the overall sector production, a decidedly positive sign (+ 12.1%). Among the main foreign countries of destination, the Chinese area (China plus Hong Kong) confirmed to be the first international market of Italian leather, with a share of 12% of total exports, but the value of these flows was down 19%. Also decreasing Romania (-8%), USA (-12%), Germany (-6%), Poland (-18%), United Kingdom (-23%), South Korea (-15%) and Bulgaria (-2%). On the contrary, rising shipments to France (+ 4%), Spain (+ 5%), Tunisia (+ 12%), Albania (+ 9%), Serbia (+ 40%), the Czech Republic (+ 3%), India (+ 8%), Hungary (+ 2%), Mexico (+ 33%), Slovakia (+ 23%). Vietnam and Portugal remained substantially stable. The slowdown in turnover has characterized the results of all the main Italian districts, with Veneto, the first national tanning district, which appeared less penalized than the others. With regards to the main production segments, the growth in overall volumes is attributable to the persistent good performance of the medium-large beef segment, especially if destined for car interiors and leather goods. More difficulties,

on average, for small leathers (calves, sheep, goats), for sole leather and, in general, for footwear, upholstered furniture and clothing.

OTHER COUNTRIES – In the first part of the year, the production in the medium-large bovine segment in the remaining **EU countries** showed divergent dynamics, with overall values increasing in Germany, France, Spain and Portugal, against falls in Austria, the United Kingdom and the Netherlands. In small leathers segment, Spanish producers fell on calves and grew in sheep and goats, while the situation is the opposite for the French colleagues. A predominantly negative picture in **Asia** and **Latin America**, where sales of bovine leather showed double-digit losses in China, India, Brazil and Mexico; in Argentina also on the decline. Results in Turkey and Pakistan improved instead. The sheep and goat segment also offered a generally waning picture, with the sole positive exception of Turkish productions.

ACCESSORIES, COMPONENTS, SYNTHETICS

TEXTILES, SYNTHETICS AND LEATHER ALTERNATIVES -

After the positive results recorded at the end of last year, the segment growth slows down, although confirming a rising trend: +1% the closing in the first half 2018. Looking at the single products, the **regenerated leather fibers** still shows some difficulties (-5%), mainly related to Italy and UK slow-downs. Very positive the dynamics of the **synthetics** (+4%) instead. Critic situation for **fabric materials**, which suffer the losses of Germany, Italy and Spain: -6% the overall decrease in the first six months of 2018.

ACCESSORIES AND COMPONENTS – The entire industry trend looks good in the first part of the current year: +3% the seasonal growth. Slight turnover increases for the main EU manufacturers with the only exception of Germany and Spain, stabile. Still a quite tricky situation for the UK (-6%). The analysis by type of product rewards both **small metal parts** (+7% the EU average) and, despite the weak performance of the biggest UE manufacturers, **footwear components** (+2%). Negative trend for "**other accessories**" (-2%).

MANUFACTURING SECTORS

FOOTWEAR – Italian footwear suffered in the second quarter due to a significant drop in exports, which led the sector's turnover to -8% in the first part of 2018. Moderate increases for the whole European footwear (+2%); among the other main producers, the Germans grew by 5%, followed by the British (+ 3%); on the other hand, there was a slight decline in the Portuguese (-1%), the French (-2%) and the Spanish (-3%). The six-monthly dynamic of the eastern European relocations was brilliant, reporting double-digit increases. In Asia China, still on a downward trend, whilst India, Pakistan and Vietnam grew (respectively: -4%, + 4%, + 17% + 3%). Brazilian exports were down (-8%) against a renewed positivity in Mexico. Confirmations for Turkey that closed the semester with a + 3%.

LEATHER GOODS – The positive trend of Italian production continues (+ 9% in the first six months), supporting the sector at a European level together with Portugal. In the rest of the continent, widespread though small increases for Germany, France, United Kingdom and Spain. The East-European relocations were on the rise, with brilliant results particularly for Poland. Diversified outlook in Asia, where China and Vietnam fell, despite recoveries in India and a good performance of Pakistan. Turkey is growing at double figures.

GARMENTS – General downturn for Italian leather garment makers in the first semester 2018, which showed a double-digit decline on the same period of the previous year. Overall weakness in the rest of Europe, with significant drops in Spain and in some delocalization areas. In positive France (+ 6%) and Germany (+ 3%), liveliness in Portugal, stable Poland and Romania. The extra-EU scenario is disappointing, with slight decreases for Chinese producers and more sharp declines in Turkey.

UPHOLSTERY – After a positive 2017, the Italian **upholstered furniture** undergoes a downturn in the first half of 2018, which closed with -4% in the year on year comparison, related to the decreasing dynamics of exports. Overall, better results on the European total, with the sector recording a general increase of 2%. Good performance for UK and Poland, slight decreases in Germany. Confirmed vitality for the US market, with new orders increasing by 6%. After a brilliant 2017 the Italian **automotive** demand trend is cooling (-1% new registrations in the first semester and -6% car production); European demand remained positive on average (+ 3%). Signs of recovery in the US market, where the demand for new cars recorded a + 2% in the first half of the current year.

LUXURY BRANDS - The strong momentum of the major European luxury fashion brands continues in the first half of 2018. Asian and US customers' purchases push up LVMH accounts, which concludes the first half of 2018 with an organic turnover growth of 12% (constant rates). Brilliant the performance of the fashion and leather goods division: +15% organic growth following Louis Vuitton upward trend. Dynamic also Christian Dior Couture, Fendi and Céline. Well also Loro Piana, Marc Jacobs. Loewe. Kenzo and Berluti. Kering climb continues unabated: +34% in revenues in the first half of 2018 thanks to the performance of Gucci (+44%). Very good Yves Saint Laurent (+20%) and the minor brand of the group, which recorded a +36.5% total increase in revenues following Balenciaga e Alexander McQueen growth. Opacity for Bottega Veneta instead (-0.9% in revenues). Upward half year results even for the French of Hermès (+11%), with positive prospects on all markets. Good the leather goods and saddlery division (+8%) together with the clothing and accessories segment (+17%). Revenues up for Tod's group in the first semester of the current year: +1.8% pushed by Hogan (+7.5%). Also Roger Vivier goes up (+2.6%), Tod's looks stable instead (+0.1%). Weak performance of Ferragamo, which records a turnover reduction equal to -3.4% in the period, proven by the setback in the footwear sector (-5.5%) despite the increase in leather goods (+1.6%). Decisive turnaround for Prada, which recorded a 9% increase in half-year revenues after a negative period. Both Prada (+10%) and Miu Miu (+8%) are recovering, lasting difficulties for Church's instead (-4%). Excellent performance of the leather goods division (+8% sales), footwear also performs very well (+4%).



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INTERNATIONAL LEATHER FAIR