

KNOW YOUR LEATHER Course for sales staff

Characteristics, methods of processing, quality and care of the various types of leather are some of the subjects that can enable a dialogue to be established with the consumer.

The training we offer provides information about the nature of leather, its characteristics and differences from other types of material.

Examining a set of leather samples enables us to recognise their origins, understand the meaning of several commonly-used terms in the leather sector such as *full grain*, *pure aniline*, *split*, *nubuck*, *suede*, *nappa*, etc. and assess sensory and technical properties.

PROGRAMME

RAW MATERIALS

Structural characteristics of the most frequently used hides and skins and the products they are generally employed in

USE OF THE TERMS "HIDE", "SKIN" AND "LEATHER"

Defining a material as "leather" pursuant to current legislation

LABELLING LEATHER GOODS

Helping the consumer understand the meaning of the marks that distinguish leather from other materials

MARKET INFORMATION

The Italian and International leather industry

TANNING TREATMENT

POST-TANNING OPERATIONS

FINISHING AND LOOKS

RECOGNISING LEATHER TYPES

Full-sized leathers are used and a folder containing samples of some items is handed out in order to enable the participants to perceive the sensory and technical characteristics that distinguish each type

RECOMMENDATIONS FOR THE CARE AND MAINTENANCE OF LEATHER GOODS

A few tips on maintaining your leather's value over time

Duration: 6 hours

