MP ITALY

40 YEARS OF HISTORY

«The biggest yarn producers in the world have chosen us as suppliers, but we maintain a craftsman's mentality, in order to ensure quality»

Ph. Antonio Milesi

Here is our interview with **Flavio Malanchini**, owner of **MP Italy**, a leading company in the production of machinery for yarn finishing, located in Urgnano, in the province of Bergamo, and his son and working partner **Thomas**.
We discussed their 40 years of history, and what's up next.

You celebrate 40 years from your foundation this March, can you give us some highlights on your history?
We were born in 1981 as developers and producers of spare parts and accessories for textile machines. A few years later, in 1990, we began exploring the field of yarn finishing machines, and created our first bonding machine for sewing threads. Over the years, we have been expanding our production range, adding further kinds of finishing, while sticking to our primary goal: producing high capacity, quality and functionality machinery.
Whatever the processing, we can adjust the machine according to

Flavio Malanchini and his son Thomas

the customer's specific needs, researching the best solution through innovative technologies. Our customer receives dedicated assistance, starting from an accurate choice of the best solution for each production requirement, and including an efficient after-sale service. We also provide staff training and assistance for production tests. Every machine we produce is tested for a week in our premises. The customer and his technicians afterwards start production tests and sampling, with the help of our specialized staff, in order to gain confidence with the new machine and its technical features.
All of the above allowed us to become a supplying company for the biggest yarn producers in the world, but also for small and average companies, who need a finishing machine to complete their production line.

What is the main target field for your products?
The company is currently specialized in designing and devising machines for coating, sewing threads finishing, yarn for clothing, braids, ribbons, and nautical, sport and technical ropes.

Ropes are undergoing a strong innovation, could you explain us why?
In the last 3 years, the biggest technical yarn producers have commercialized a thread that's even more resistant than stainless steel. This new product is used to make very high-resistance ropes, lighter, more flexible, allowing to employ less time and staff in the execution of any kind of job, the docking of an oil tanker for example. These ropes are treated with a special coating that reduces friction, thus enhancing resistance.

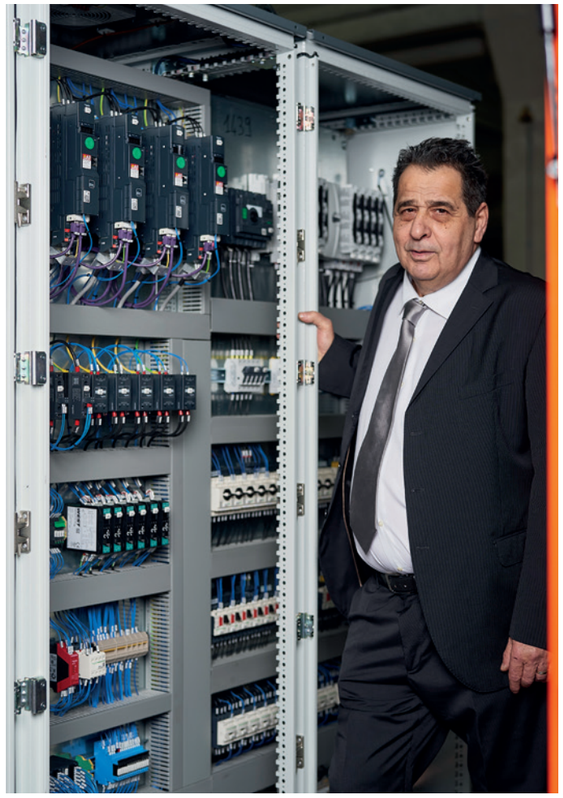
Do you have a current target market abroad?
We currently export in 34 countries all over the world, but we don't have a real target market abroad.

For example, back when China opened its borders, we worked a lot with them, through British and American corporations, while a couple of years ago we were working a lot with the USA. The market is very changeable and any entrepreneur must keep a close eye on the geopolitical situation at any time. However, we have always maintained a craftsman's mentality in order to keep a stricter control on quality and production, and we rely on external collaborators to reduce the execution time for raw productions.

Do you offer opportunities and professional training for young workers?
All over these 40 years we have always had a huge turnover in our staff. Trainees have always been, and are still taught, whatever knowledge we have to offer them; so much that some of our former trainees nowadays are successful entrepreneurs themselves.
As of now, after a company rearrangement that allowed us to keep the pace of the ever-changing global market, we are training our younger workers on programming, designing and new mechanical technologies.

Did the Covid crisis affect you, or did you catch the opportunity to develop new products and opportunities, maybe in medical applications?
Covid struck us hard, the saddest part is that many of us lost relatives and friends; the production was also very much affected, we were forced to delay ongoing projects for months, the launch of new business was halted as foreign countries could not be reached, and several orders were suspended.
A lot of companies in that phase developed an interest in surgery masks production machines, but I took a distance from that kind of business because, thanks to our Chinese detachment, we managed to import high quality finished products, in short time and for competitive prices. We didn't want to get faulted and uncertified products. Safety comes first than immediate profit.

«We are pursuing an environment-friendly production line, featuring recycled yarn and low-impact processing»

Can you give us an insight on 2021's business prospect?
In spite of Covid-related issues, the year started with some orders that will keep us busy for at least 4 months, more orders for foreign companies and a lot of interesting opportunities. We all hope that the end of this tunnel is near.

Your future plans?
We have been working on an environment-friendly production line, based on recycled yarns, reduced energy consumption and low-impact chemicals.
We are currently building an innovative machine for a primary company in the zipper production, and, if everything goes as planned, this will help us reduce power consumption and processing time. We are also planning to extend these solutions on further kinds of finishing.
Last but not least, we are working on a new project that will be introduces at ITMA* 2023 in Milan (*textile machines exhibition).