



wool2yarn global

Speciality Fibres

wool - global outlook

what makes safil tick?

nature inspires innovation in fabric

renaissance for speciality fibre

china rediscovers south african mohair

who supplies the supplier?

yarn & top dyeing

sustainable wool production

new normal in the year of the sheep

creativity innovation solutions



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Acknowledgements & Thanks:

Alpha Tops Italy
American Sheep Association
Australian Wool Testing Authority
British Wool Marketing Board
Campaign for Wool
Canadian Wool Co-Operative
Cape Wools South Africa
China Wool Textile Association
Federacion Lanera Argentina
International Wool Textile Organisation
Interwoollabs
Mohair South Africa
Nanjing Wool Market
New Zealand Wool Testing Authority
SGS Wool Testing Authority
Uruguayan Wool Secretariat
Wool Testing Authority Europe
Wool Testing Bureau of South Africa

Art & Design

Ely Torres
Polyprint Pty Ltd
Melbourne Australia

Published by

International Trade Publ. (ITP)
PO Box 11, Caulfield South
Melbourne, Victoria 3162
AUSTRALIA
Tel: 61 3 9533 0627
Email info@wool2yarnglobal.com
Web www.wool2yarnglobal.com

Editor

Victor Chesky

ITP publications

Wool2Yarn Global
Wool2Yarn China
www.woolnews.net
www.woolbuy.net

Front cover photo:

Dashing Tweed UK

Welcome to Wool2Yarn Global - we have given our publication a new name!



This new name reflects the growing number of yarn manufacturers that are now an important facet of this publication. The new name also better reflects our expanding global readership with a wide profile from wool grower to fabric, carpet and garment manufacturers in over 60 countries.

Our first publication was published in Russian in 1986 when the Soviet Union was the biggest buyer of wool. After the collapse of the Soviet Union this publication was superseded by a New Zealand / Australian English language edition that soon expanded to include profiles on exporters in Peru, Uruguay, South Africa, Russia, UK and most of Western Europe.

In 1999 we further expanded our publication list to include WOOL EXPORTER CHINA (now *Wool2Yarn China*) to reflect the growing importance of Asia and in particular China. This Chinese language magazine is a communication link between the global wool industry and the wool industry in China.

Wool2Yarn Global is a business-to-business publication dedicated to promoting wool and specialty fibres. Editorial articles cover all aspects of this industry, from farm gate to yarn and fabric. Our readership includes all major wool buyers, processors, spinners and weavers, fabric and garment manufacturers and major brand and retail chains around the world.

The 2015 issue of *Wool2Yarn Global* is full of industry news and opinion pieces from well known and familiar figures. It features reports on wool production, the latest in textile machinery, wool testing and more.

We also feature profile articles on companies and their products to help you access the best products for your needs.

There is a lot to read so please keep this magazine handy and browse through it at your leisure over the coming months.

We wish you happy reading and thank the many contributors that have helped us to provide you with such a diverse read.

Victor Chesky

Editor

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A person stands on a tall wooden ladder in a grassy field, painting a large, fluffy white cloud in the sky. The person is wearing a blue shirt and brown pants. A paint bucket sits on the ladder. The background shows rolling hills and a cloudy sky.

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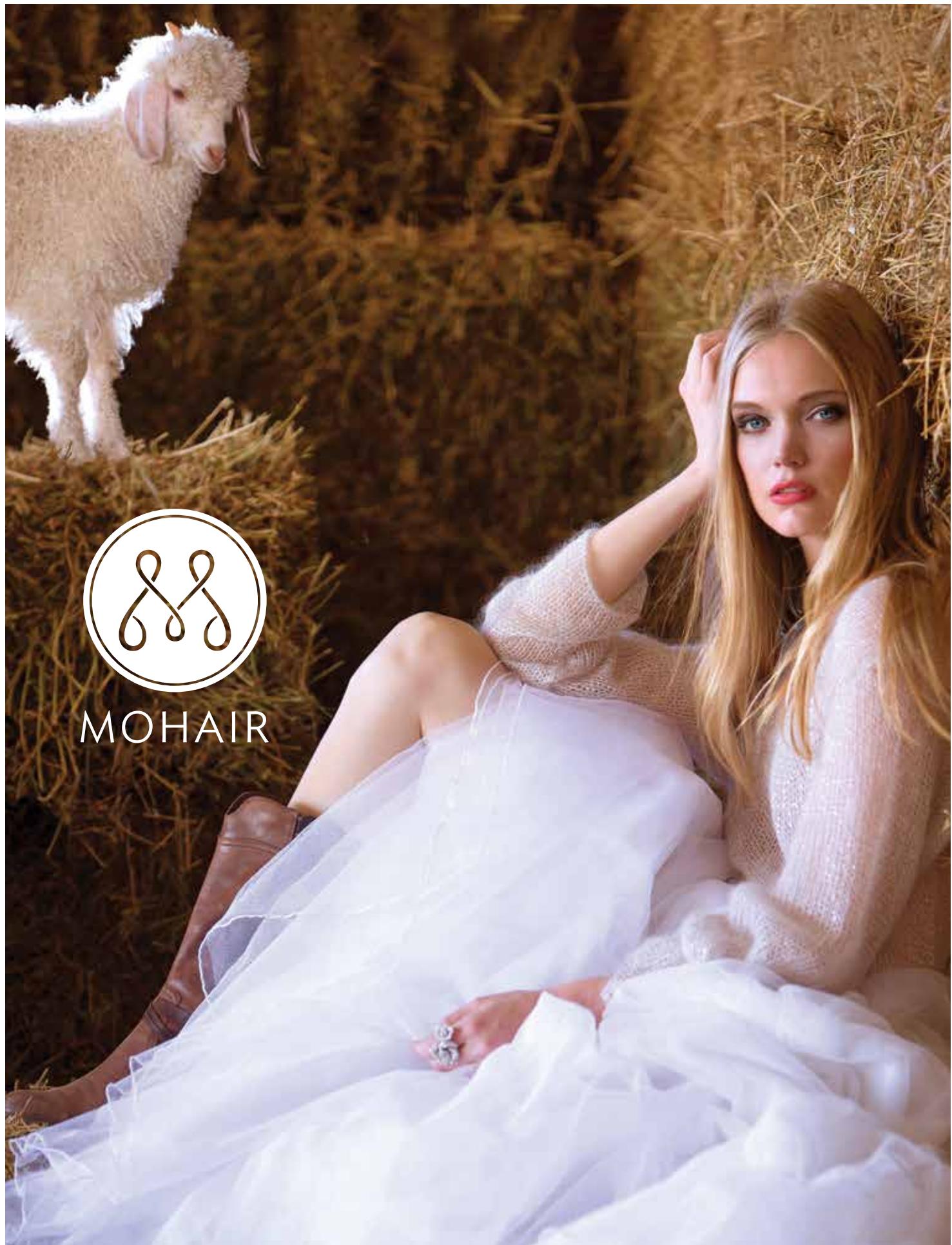


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OFDA - accuracy in fibre measurement



TALKING STATISTICS

There are approximately 1.14 billion sheep worldwide producing in excess of 2.1 million tons of wool per year. According to Woolmark Company the value of raw wool exports from major wool producing countries accounts for around USD 2.5 billion and wool tops exported is USD 1.2 billion yearly. Over 2 million tons of yarn, wool and other fibres are produced worldwide every year. Almost 816,000 tons of fabric (wool and other wool blends) are produced every year by the global wool industry.

2014/15 demand for raw wool has been inconsistent and restrained. Most mills around the world work from hand to mouth relying on short term orders and purchasing only as they receive orders. Low prices and over production of cotton and manmade fibre have also created a very competitive environment for wool, which is considerably more expensive. The strength of the US dollar against currencies in wool producing

countries is benefiting growers in those countries but is hurting producers and manufacturers of woollen tops and yarn.

A more positive outlook for 2015/16 suggests that demand for raw wool will increase as the economies in the USA, Europe, and Japan improve. Prices should be steady or with a moderate increase due to lower production levels.

Looking back

2014/15 world wool production was down 0.3%. Farmers continued a shift to meat sheep and dual purpose sheep. Wool production declined in New Zealand, South Africa, and Uruguay and increased slightly in Australia, China, Argentina, India, UK, and Mongolia. Apparel wool production declined and interior textile wool is on the increase. This information was presented by Chris Wilcox Chairman, Market Intelligence Committee at IWTO Congress 2015. In the last financial year Australia exported 5%

more wool than in 2014, New Zealand 3%, Argentina 7%, and South Africa 0.3% more. Uruguay's wool exports dropped by 6%.

China remained the biggest importer of wool, an increase of 9% on the previous year. Other wool importing countries all went into negative territory.

In general 2014/15 has seen a lift in prices for greasy wool in most growing countries. Crossbred and broad wool prices performed particularly well. Merino carding prices have been at record levels. However superfine wool prices continued to lag, with a jump toward the middle of 2015.

Looking forward

Wool production is predicted to fall slightly in 2015/16 due to lower sheep numbers in Australia and Uruguay. A small increase in production in other countries is expected in UK, New Zealand, USA, and Mongolia, although there is a strong indication that New Zealand sheep numbers may continue to decline.

Apparel wool production will decrease slightly in 2015/16 but wool production for interior applications is expected to be up slightly.

Most industry players expect it to be steady-as-she-goes in 2015/16 with wool prices stable or slightly increased, underpinned by lower production but steady demand.

Australia

The Australian Wool Production Forecasting Committee forecasts that shorn wool production for 2015/16 will decline by 4.3% to 332 mkg. This reflects a 3.7% fall in shorn sheep numbers, a result of the continued high turn-off of sheep and lambs in 2014/15, while average fleece weights are expected to be 0.7% lower than in 2014/15.

The Committee estimated that shorn wool

production for 2014/15 was 347 mkg, up by 1.8% from 2013/14. This is the result of higher fleece weights in 2014/15 more than offsetting a 1.3% decline in shorn sheep numbers.

From total wool exported 93.4% was greasy wool, 3.5% scoured wool, and 3.1% carbonised wool.

99% of Australian wool exported to China is greasy wool. Malaysia and Korea are the main destinations for scoured and carbonised wool respectively.

Just over half of all wool exported from Australia last season was 19 micron, a third was 20-23 microns, and the remainder about 24 microns.

The price for Australian merino carding wool increased by over 27% in AUD terms in 2015. Australian carding wool prices has been rising steadily due to demand particularly in China's domestic sector, and limited supply. Such sharp increases in the short time are difficult to absorb for world processors. Traditional buyers in Europe, Korea, and Japan have been reluctant to buy

World Wool Production Forecast 2016			
Apparel wool			
Mkg clean	2015	2016 forecast	% change
Australia	272	259	-4.6
Argentina	28	28	0
South Africa	29	30	+4.2
Uruguay	21	19	-9.6
USA	7.2	7.3	+0.7
Interior Textile Wool			
Mkg clean	2015	2016 forecast	% change
China	175	175	0
New Zealand	114	116	+2.3
India	39	39	0
UK	22	23	+0.9
Mongolia	14	14	0

Source: IWTO National Committee Report

INDUSTRY

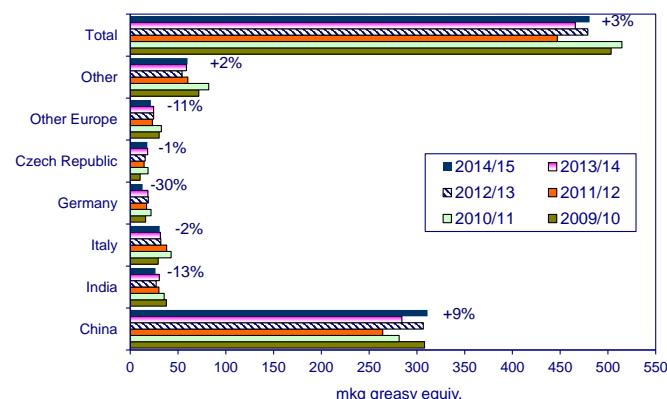
at these higher prices and have been staying out of the market. Industry players believe prices for Australian carding wool will stay at higher levels due to fewer sheep, less wool, and strong demand.

Aust 18 µm has increased by over 10% and China continues to be the major export destination for Australian wool taking approximately 75% of its greasy wool. This is followed by India, Czech Republic, Italy and Korea. See Australia Report for more.

New Zealand

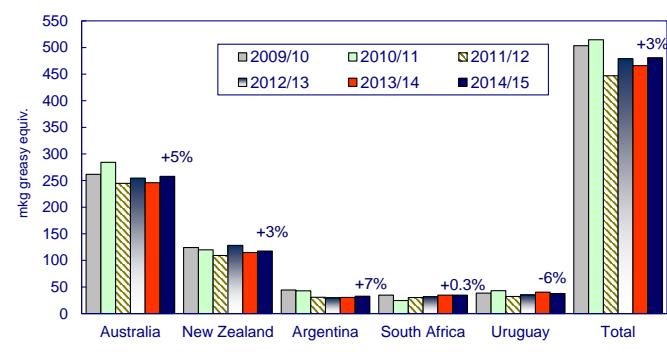
NZ wool production continues to decline.

Wool Purchases by Major Processing Countries (to March 2015)



Note: from 5 major exporting countries -Australia, New Zealand, Argentina, Uruguay, South Africa. Wool Exports to March
Source: IWTO National Committee Report

Wool Exports



Source: IWTO National Committee Report

Sheep numbers are now estimated at around 29.8 million, a 9% decline over the last five years. According to IWTO Market Intelligence Committee the production forecast for 2016 is expected to be 116 million kg clean, a 2.3% increase on 2015. New Zealand's future wool production will be driven more by local farm management decisions than offshore demand, as more farms convert to dairy production, although this too is slowing down due to lower dairy prices.

Crossbred wool types have enjoyed a steady price increase globally due to a stronger demand from manufacturers of carpet, soft furnishing products, and interior textiles. The volatility of the NZ dollar against USD, Euro and AUD will dampen some price gains for local NZ wool growers. The main export destination for greasy and scoured wool has been China, followed by Italy, UK, Germany and India. See NZ Report for more.

South Africa

South Africa's wool production is expected to increase 4.2% to 30 million kg clean in 2016. China continues to be the major destination, taking over 60% of its total greasy and scoured wool production. Main export countries in Europe are the Czech Republic and Italy, followed by India, importing over 2 million kgs. See South Africa Report for more.

Argentina

Argentina is forecast to produce 28 million kgs clean in 2016. This is a 0.7% decrease from 2015. According to the Federacion Lanera Argentina there has been a 6% increase in export volumes compared to last season (44,400 against 41,900 tons, greasy), but a 5% fall in export value due to the weakening of the Argentine currency (USD175 million against USD184 million).

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INDUSTRY

The most exported wool was 20 µm, followed by 29 µm. China is the biggest export destination for greasy (5768,6 tons clean), scoured (765,5 tons), and tops (3076 tons), followed by Germany, Italy, Mexico and Peru. See Argentina Report for more.

Uruguay

The sheep flock dropped to 7.500 thousand heads by 2014, which represents a decrease of 8.4% over the previous year. Uruguay wool production stood at 24 million kg clean in 2014. In 2015 it dropped to 21 million kg clean (an 11.3% decrease). This drop is forecast to decrease further to 19 million kg clean in 2016. See Uruguay Report for more.

UK

UK wool production is expected to increase slightly to 23 million kg clean in 2016. This is an increase of 0.9% on 2015 season. UK wool prices have seen a steady increase with auction clearance rates at 85-95%. There will be very little stock to carry over and it is expected that strong demand for UK wool will continue in 2016. British Wool Marketing Board recently introduced a comprehensive new grading system that is making it easier to understand the wide range of applications suited to the use of British wool. See UK Report for more.

USA

America is expected to produce 7.2 million kg clean wool by the end of 2015. It is forecast that in 2016 it will produce 7.3 million kg clean. American Sheep Industry Association reports that there are 5.28 million head of sheep in the US with around 80,000 sheep farms and ranches spread through every state. The biggest number of sheep are raised in Texas (720,000), followed by California (600,000) and Colorado (420,000). Main export

destinations are India and China. See US Report for more.

India

India is forecast to produce 39 million kgs clean wool in 2016, an increase of 0.6% on 2015. Incentives and other capacity building initiatives by India's government has resulted in increased exports of woollen products and has stimulated a growth in domestic consumption for woolen textiles. India is the seventh-largest producer of wool and accounts for nearly 2% of total world production. It has the third largest sheep population in the world (71 million). See India Report for more.

China

All eyes are on China. It is one of the biggest wool producing country with an annual clip of 175 million kg of wool, but most of poor quality. It is of course the biggest importer of wool and wool top and last year it imported 10,995 tonnes of wool top, an increase of 9.5%. It is also the largest exporter of wool tops in the world exporting 48,276 tonnes, and increase of 9.2%.

Signs of recovery in Europe are translating into improving export figures for China. And with China's government particularly keen to promote domestic demand the wooltop and yarn industry in China is reviving somewhat.

China's wool industry leaders have addressed the slowdown in the Chinese economy and refocused on the 'new normal', that is economic growth of around 7.4%. The government is determined to realign its focus toward better quality, rather than greater quantity. See China Report for more.

Source: Woolmark Company, Market Intelligence Committee IWTO, SUL, Federacion Lanera Argentina.



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SECURITY OFFERED BY SLEEPING POLICEMAN

'PureTT can accurately track the authenticity of a product back to its source via invisible markers embedded in either the fabric, woven labels or printed swing tags', says Malcom Ching New Zealand Wool Services product Manager. WSI is the biggest wool export company in New Zealand and markets this new technology worldwide.

The technology used in this system enables manufacturers to protect the quality, performance, and reputation of their wool products from any point along the processing chain that could otherwise substitute or dilute the specified wool content in their product. It enables traceability from sheep to shelf.

'PureTT is of particular interest to companies fighting counterfeiters', says Malcolm Ching. 'At the press of a button a product can be checked to verify that it is what it says it is'.

This wool trust and transparency technology enables the user to create individual client code markers, track individual garments or products, directly connect to marketing stories and collateral associated with your product, connect content to digital

technology such as apps and websites, and provide peace-of-mind product integrity.

PureTT licensed technology was developed by CSIRO, Australia's foremost research provider, and AgResearch Ltd, a New Zealand government research institute.

This technology provides accurate tracing of wool, yarn, textile products and garments back to its source. According to Malcolm Ching, this technology is like a sleeping policeman, that allows you to track and trace at any stage, manage inventories, and provide peace of mind product integrity. The invisible markers can be embedded at different stages of wool processing including scoured wool, wool top, and yarn for detection in fabric, or the finished product such as sweaters, suits and carpet.

An individual marker is made for each user. It is then injected into the product. It is invisible to the naked eye and has no effect on the performance or quality attributes of the final product.' says Mr Ching. 'The codes, scanners, and licences are extremely robust and resistant to counterfeiting'.

For more information contact Malcolm Ching at Malcolm@woolserv.co.nz



TALK IN THE TRADE – IRAN

by Peter Ackroyd IWTO President

The recent signing (14 July) of the Nuclear Treaty between Iran and the six powers in Vienna will see a gradual reduction of sanctions and a normalisation of diplomatic and trade relations between Teheran and the rest of the world. The former UK Ambassador to Iran from 2003 to 2006, Sir Richard Dalton has described the agreement as ‘solid and robust’.

Iran has a fast growing population, currently just under 80m and a stagnant economy caused by sanctions difficult to circumvent. The Iranian textile industry is decidedly run down, but surprisingly self sufficient. Cotton and wool spinning and weaving has necessarily been the sole supplier of domestic demand, both civil and military, since the Islamic Revolution of 1978. In the days of the Shah, worsted weaving flourished as did the traditional hand knotted carpet manufacturing for which the cities of Tabriz and Qum are world renowned.

The International Wool Secretariat opened an office in Teheran in the 1970s, transferring to Cairo following the Revolution. Iran was a buoyant market for premium imported worsteds from the UK and Italy until 1978. Even during the years of revolutionary fervour, some famous foreign fabric brands made their way to the Iranian bazaars via Syria.

Iran experiences hot summers in the arid southern regions and cool winters in the northern regions around Teheran and Tabriz, making the country an ideal market for the ‘Wool for all Seasons’ message. Iranians like wool and have worked with it for centuries. Economics currently favour

polyester/wool blends. There are three large producers. A leading worsted weaver is Golnesar Woolen Company that is currently producing 2m metres per year.

Talk of an imminent economic boom is perhaps premature, but the bazaars of Teheran, Tabriz, Isfahan, Bandar Abbas and beyond are preparing for something of a bonanza after three lean decades and a devastating war with Iraq in the 1980s.

This article first appeared in the IWTO newsletter. To subscribe visit www.iwto.org



INDUSTRY



NEW NORMAL IN THE YEAR OF THE SHEEP

In mid 2015 China's economic growth was at 7% according to official figures but most economists believe it is closer to 6 - 6.5%. Still impressive, but nevertheless it is the weakest growth in 20 years.

But most in the wool industry in China comment that this economic slowdown is positive overall. This is now referred to as the 'new normal'.

Mr Zhu Zhongxian, Chairman of Australia Harvest Group believes that the market will become more stable. He comments that the rapid growth experienced in previous years was overheating the economy and was not good for anyone. By slowing the economy, the new government in China is trying to minimise the economic risks that usually go with rapid growth. He sees the next 3 - 5 years as having more stable economic growth.

The Chinese government is realigning the economy toward better quality, value

added manufacturing and has been moving away from past perceptions of cheap mass produced manufacturing. But China has still purchased 9% more wool than in the previous year. According to the China Wool Textile Association China imported 10,995 tonnes of wool top, an increase of 9.5%. It continues to be the largest exporter of wool tops exporting 48,276 tonnes, an increase of 9.2% and imported more than 300 mkg greasy equivalent.

The Chinese wool industry faces numerous challenges such as rapidly increasing energy and labour costs as well as competition from countries such as Vietnam and India. The new environmental regulations will also have an impact on the industry according to China Wool Textile Association. Expectations are that some smaller processors will be forced to exit the industry.

The anti-corruption campaign has also impacted on China's domestic wool



Robert Wang

industry. Robert Wang China Manager for Australian Wool Testing Authority (AWTA) commented that 'anti-corruption and austerity measures placed on the public sector have seen orders for corporate uniforms reduce dramatically to its lowest figures in 20 years. Not surprisingly', he says, 'the worsted sector was the worst hit. The fast shrinkage of worsted fabric production has translated into sluggish demand for wool tops, which in turn has seen much reduced buying of fine micron fleece wool worldwide. The Australian wool industry has been no exception to feel this pinch in the auction room. Both ultra-fine and superfine wool producers in Australia have seen wool prices decrease in the first half of 2015.'

In contrast the woollen sector in China is seeing steady growth. The strong demand for casual

wear using bulkier and hairier yarns has seen a sharp increase in the use of wool with short staple and relatively coarser microns in demand. This demand, not only from China, has been felt in other wool producing countries. Woollen mills and knitters in China have also enjoyed strong demand. Record pricing of skirting, belly and almost all types of carding wools has been paid at Australian auctions this season.

Nobody expects China to return to double digit growth figures. It is expected that trade volumes will be maintained at its current level with possible increases in the near future. Robert Wang points out that better consumer confidence in USA, Europe, and Japan, on the one hand, and a reduction in wool production in Australia on the other, will see wool prices steady or on the rise in 2015/16.



CHARGEURS WOOL

Excellence in wool tops

CHARGEURS WOOL CONTINUES TO PERFORM IN A HIGHLY COMPETITIVE MARKET



Federico Paullier Managing Director of Chargeurs Wool

Federico Paullier, Managing Director comments that Chargeurs Wool's solid results in 2014 confirmed the strength of its new model. Supported by local industrial partners, Chargeurs Wool sells combed wool around the world and demonstrated its ability to reduce the risks arising from the volatility of this highly competitive market. The Chargeurs Group has a partnership with processing plants in South America, USA and China.

'We continue to diversify by focusing on our expertise as a service business with a minimum investment in industrial assets. We specialise in top making and designing wool blends that meet the needs of spinning mills around the world.'

Revenue rose to €104.2 million in 2014 from €101.9 million in 2013. The company showed an increase in operating profit to €3.3 million in 2014 from 2.1 million in 2013.

The business' revenue rose by 2.3% in 2014, as the increase in delivered volumes amply offset the decline in raw wool prices, say Federico Paullier. Europe represented 36% of the total revenue for the company in 2014. Asia represented 32% as did the

Americas. 'Chargeurs Wool's continuing good performance is being driven by the deployment of an integrated value chain that minimises the risks inherent in the price volatility of its raw material and ensures the seamless traceability that guarantees the quality of its products and customer services. This careful attention also enables us to address customer concerns about social responsibility and environmental issues by certifying the compliance of its partner combing mills with employee health and safety legislation and animal welfare standards', comments Federico Paullier.

Chargeurs Wool supplies wool top to manufacturers of yarn for the technical textiles used in certain leading edge industries such as the premium casualwear and sportswear industries and clientele of world-renowned garment manufacturers.

'For Chargeurs, corporate social responsibility primarily means the values demonstrated through the resources and action plans deployed to manage the present, so as to deliver superior short-term operating performance and returns, while securing our future and sustainability in businesses facing aggressive competition around the world' says Federico Paullier.

'In the textile fiber market, raw wool prices tend to be high, unlike competing fibers like cotton or synthetic fibers like polyester, whose prices have fallen along with oil prices. With its small environmental footprint and undeniable technical properties, wool meets the needs of a variety of niche markets', concludes Mr Paullier.

SANT' ANDREA SHORTENS DELIVERY TIME FOR GENUINE SPARE PARTS

Sant'Andrea Novara has increased production and stock of its genuine spare parts. It has shortened the order-to-delivery time and the company is experiencing an increase in orders.

'Receiving genuine spare parts from Sant'Andrea has been an issue for customers in the past', says Mr Ploner general manager. 'But we have been working very hard to solve this and the waiting time has shortened considerably'.

Sant Andrea has been producing textile machinery since 1928 with thousands of machines operating around the world. As a leading manufacturer of high-performance machines, Sant'Andrea offers a wide range of products, including combing, blending and preparation to spinning processors of all long staple fibres.

'Demand for genuine spare parts is very strong. In the past customers had been forced to seek an alternative supply of non-genuine parts due to long waiting periods between order and delivery', he said.

'We are steadily building up our inventory of spare parts because we know that genuine parts are much preferred by owners of our machinery to achieve better long term running of their machines.'

Mr Ploner also comments that there is a lot of interest from Sant Andrea customers that are looking to modify or upgrade their existing machinery. 'We are supplying and installing the latest technology to old machinery, including electronic drivers for finishers.'

NZWTA LTD INTRODUCES TEST FOR INFANT SLEEP SURFACES

International research has identified a correlation between infant mortality and overly-soft sleep surfaces. Such surfaces can obstruct an infant's breathing.

Expert advice often specifies a firm sleep surface without quantifying a minimum acceptable firmness. NZWTA Ltd can now conduct testing of infant sleep surfaces in accordance with International Standards to measure the firmness of any product.

The Standard AS/NZS 8811.1:2013 evaluates the firmness of infant furniture items where an infant may be expected to fall asleep horizontally. Such items mainly relate to mattresses but also include prams, infant cocoons sleep mats, bassinets, carrycots etc. The test measures the indentation of the

sleep surface using apparatus that simulates an infant's head. The test is not applicable to slings, hammocks and other devices that support an infant by suspension.

If you are involved with the manufacturing or sale of infant's sleeping surfaces, independent testing can provide evidence that products will not inadvertently contribute to Sudden Infant Death Syndrome (SIDS).

Products for testing can be sent to the NZWTA Ltd laboratory in Napier.

For further information, contact NZWTA Ltd on: +64 6 835 1086 Email: Lorraine.Greer@nzwta.co.nz or Christian.Judan@nzwta.co.nz



TRENDS IN SUSTAINABILITY: INSIGHTS FROM THE INDUSTRY

By Elisabeth van Delden Secretary General of the International Wool Textile Organisation (IWTO)

Wool, like everything people produce and use, affects the environment in some way.

As an industry that depends on plant and animal life, we have a duty to manage these natural resources sustainably.

We also owe it to ourselves as an industry to provide assurance of wool's positive environmental qualities to consumers, brands, designers and retailers.

Part of IWTO's mission is to make wool's environmental credentials better known and understood, so that wool becomes the obvious fibre choice for 'planet-friendly' fashion and interiors.

Since the last edition of Wool Trade we have observed five trends develop within the context of sustainability. By working together in these areas, our industry can showcase wool as a fibre that embodies exceptional quality along with the highest environmental ethics.

1. Sustainability is market-driven

Motivated by consumers, who look to them for leadership in this area, brands, designers and retailers continue to look for products that fit their Corporate Responsibility (CSR)

goals. Sustainability, in other words, has become market-driven.

'It's an issue we can't escape from,' said Dr Paul Swan, General Manager Research at Australian Wool Innovation (AWI), presenting at the 2015 IWTO Congress.

'It is not so much what we think about sustainability, as what the market thinks of us.'

Fortunately, wool is 'on trend' and has a relatively strong perception in the eyes of the consumer as something that is natural. This is a strong indicator that as an industry, wool needs to be active in this area.

2. Provenance counters fast fashion

Also known as 'ingredient branding,' provenance refers to the origin of a fabric. As retailers begin to pose questions about integrity and traceability, provenance is a way for suppliers to assure legitimacy and trust.

For example, recognised brands of fabric such as Harris Tweed and Abraham Moon in the UK and weaver E Thomas in Italy give finished wool products an assurance of quality. Even better, provenance provides an antidote to 'fast fashion', a phenomenon

that has seen wool yarns pushed aside in favour of cheap, petro-chemical-based fibres, with severe effect on wool-growing communities worldwide and resulting in vast amounts of waste as these short-lived garments soon end up in landfills.

In contrast, wool is a quality fibre designed to last, and unlike synthetic fibres wool does not end up in landfills because of its value as a recyclable. Later, when its time does come, wool will readily biodegrade.

3. Wool research impacts environmental benchmarks

Eco-ratings systems have become a fallback source of information for the environmental performance of fibres.

While wool has been rated poorly in the past, and consequently put at a disadvantage, IWTO and partner AWI have focused on generating scientific evidence of wool's true environmental credentials, so that wool's ratings can be questioned and changed.

For example, a recently published scientific study, funded by AWI, paves the way for better reporting of wool's performance by proposing a new methodology for Life Cycle Assessments (LCAs) at the first farm stage.

LCAs are the basis of the eco-ratings systems.

Since the publication of this research, serious questions about wool's ratings have been raised. Over time this study – and others like it – should influence the standards applied to benchmarking, allowing a more accurate understanding of wool's environmental footprint.

4. Wool products have long lives

Another study looks at LCA from the end-of-life phase and finds that LCA studies to date have assumed that garments are immediately disposed to landfills at end of life, ignoring the high level of reuse and recycling of wool garments.

Conducted by University of Leeds Professor

Stephen Russell, member of the IWTO Wool LCA Technical Advisory Group, the study identified a high donation rate of wool garments in the UK and USA, along with a long second life – and potentially a third – for wool garments. Moreover the study found that wool clothing has more recycling options than many other textiles.

This is an aspect of environmental impact that current LCA studies have not previously considered. IWTO and partners will be looking for ways to change this.

5. Biodiversity

Referring to the variety of life in a habitat or ecosystem, biodiversity has been the focus of scientific and conservation interest for decades.

Recently it has become a higher priority for textile brands and industry, as consumers are confronted daily with concerns about land demand, food security and climate change.

Often omitted from environmental assessments, biodiversity is predicted to play an increasing role in CSR targets.

While the right balance needs to be found in order to assess this highly context-specific issue, biodiversity is potentially a very good source of positive impact for wool.

The Perception of Wool is Shifting

'Retailers today require an inordinate number of questions to be answered by suppliers on matters relating to corporate social responsibility, environmental excellence, provenance and performance,' says IWTO President Peter Ackroyd.

'The wool pipeline has invested time, effort and resources into answering these questions, and has consequently seen a shift in the perception of wool in the global marketplace.'

At IWTO we will continue our efforts to confirm and quantify the environmental benefits of wool. Stay informed or find out more by visiting www.iwto.org.



85th IWTO Congress – Sydney, Australia **'WOOL FOR FUTURE GENERATIONS'**

More than 400 influential industry leaders and participants from across the global wool supply chain are anticipated to attend the 85th International Wool Textile Organisation (IWTO) Congress that will be held in Sydney, Australia, from 4-6 April 2016.

As the foremost gathering for the global wool industry each year, the IWTO Congress is a must-attend event. It provides a strong platform

for business networking and serves as an important forum to learn about and discuss industry issues and opportunities.

The theme for the 85th Congress is 'Wool for Future Generations' which reflects the industry's need for the younger generation to embrace wool to enable the industry to survive and prosper into the future.

The 85th IWTO Congress in Australia will be hosted by the Federation of Australian

Wool Organisations (FAWO) in conjunction with the IWTO. With virtually all Australian industry sectors as members, FAWO can be regarded as the peak industry body in Australia.

FAWO Chairman Robert Ryan said planning is well on the way to ensure that delegates are presented with an informative and rewarding program, as well as experience the best of Australian hospitality and friendship.



"As the world's largest wool producer and exporter, Australia provides an ideal backdrop for the Congress. It is a wonderful opportunity for delegates to learn more about the Australian wool industry and its many success stories," he said.

"The Congress will be held in the heart of Sydney, in the historic The Rocks precinct. This beautiful city is the birth place of the Australian wool industry; it is from where the first bale of Australian wool was exported overseas more than 200 years ago.

"Wool is the fibre for future generations. It starts in Australia and finds its way all across the world. We need the younger generation to keep this going through innovation, new technologies, creativity, training and our help to ensure a sustainable future for all."

The IWTO Congress is the annual meeting for the entire wool industry, connecting farm with fashion and everyone in between. Woolgrowers, spinners, weavers, garment manufacturers, designers and retailers will all meet for the three-days in Sydney.

There will be an extensive program of local and international speakers covering topics relevant to all involved in the wool industry, including global consumer trends, market intelligence, trade, health and wellness, environment, retail trends and education for future generations. Trade exhibitions and displays will form an integral part of the Congress.

A comprehensive social program will be available, including a welcome reception, formal Congress dinner and a program for partners. There are also unique

opportunities to take part in pre- and post-Congress industry activities including visits to wool-growing properties to experience the source of Australian wool.

"The Congress provides the opportunity for extensive networking throughout the Congress with delegates from international textile manufacturers to fashion retailers," Mr Ryan said.

"It is the ideal opportunity for brands and retailers from across the world to be part of discussions to help build the global demand for wool. Hearing from companies that have a direct relationship with consumers is vital in helping the global industry get results – from trade issues to wool marketing activities.

"Come and share your ideas, knowledge, skills and enthusiasm for this wonderful industry. On behalf of the Federation of Australian Wool Organisations, this is our invitation to you to come and enjoy our friendly hospitality and we look forward to seeing you in Sydney in April 2016."

For more information visit
www.iwto.org/events

CAMPAIGN FOR WOOL



CAMPAIGN FOR WOOL: FIVE YEARS ON

Peter Ackroyd, COO, Campaign for Wool



Peter Ackroyd

It was on Australia Day in January 2010 that His Royal Highness The Prince of Wales launched the Campaign for Wool to a mainly British audience of fashion and interior designers at time when the world was reeling from the beginnings of the worst recession in memory.

At that time the price of wool was in an alarming downward spiral in all the major grower countries. Farmers

throughout the Commonwealth and in South America saw little advantage in raising sheep for wool as flocks declined to alarming low levels across the world. The situation today is significantly more encouraging than anyone had dared hoped as the Patron recently observed in a speech to a distinguished fashion audience in Milan:

“Much has been achieved in so many key world markets where Wool Weeks are now annual events. It is my hope and indeed the main aim of the Campaign that consumers will pay greater attention to the composition of the clothes they buy for the sake of future generations.

“Wool is of course intimately linked to the environmental objectives of the global agricultural community and of the Campaign has sought to highlight how wool plays its own unique role in the world of fashion as a totally renewable fibre in an industry sadly dominated by chemical fibres that are set to linger in landfill for many years to come.”

Wool Week Dates for 2015	
South Africa	07-12th April
Australia	18-24th May
Italy	08-13th September
France	23-27th September
Canada (organised by the Princes Charities)	20-30th September
UK	05-11th October
Netherlands	12-18th October
China	18-25th October
Japan	04-09th November

WHY WOOL TRACEABILITY IS IMPORTANT?

by Jo Dawson, CEO H. Dawson Wool

The beauty of wool is that we know where it comes from. We can see wool growing, witness it being sheared and collected, graded and treated. Wool suppliers across the world have the ability to trace every fibre which passes through the supply chain, from the very sheep which grew the wool, right the way through to the final product. It's this ability to track and trace fibres which ensures the quality, reliability and integrity of wool.

Why do we think traceability is important? We know that our customers are becoming increasingly aware of how important it is to know the origins of the wool they buy and that they are sourced responsibly using ethical farming methods. At H. Dawson Wool, we work closely with our growers and suppliers to ensure we're aware of every link in the chain to ensure openness.

We find that the major brands who we work with, particularly in the fashion and outdoor clothing industries, are keen to invest in processes which ensure that they are acting as responsibly as possible in terms of raw materials production and supply.

Many wool producers are finding new ways to monitor their supply chain from beginning to end, and to be able to respond to any enquiries about the origins of specific wools, throughout the entire process. Just as a consumer buying meat, dairy and fresh produce has a desire to know where their food comes from, increasingly so do people



who buy wool garments to wear or furnish their homes. The wool industry has access to the right technology, and a responsibility to offer reassurance and peace of mind through robust traceability programmes.

As a leading worldwide supplier of raw and semi-processed wool products to all levels of the demand chain, we supply high-quality wool to makers of carpets, bedding, apparel, blankets, home furnishings and industrial products. Operating on a genuine worldwide basis, our global network offers us access to the highest quality fibres, processing, and technologies.

At H. Dawson Wool, not only do we feel it's important for customers to know where their wool comes from, but that they can trust us when we tell them about its origins. We know our farmers and regularly visit their premises; we invite customers to see the work they do. And we work closely with farmers to help them realise their growing and supply potential. By appreciating how hard they work and maintaining a strong, mutually beneficial relationship, we can ensure the chain remains strong, effective and transparent.

However, the wool industry itself is a long way off offering complete traceability, and we as a company are working hard in this area. Traceability is unique to natural fibre suppliers, as our industry can genuinely demonstrate the story behind our wool, the face of the producer, and even the animal where it came from. One thing of which we are absolutely certain, is the same cannot be said for man-made fibres. We can all make the most of this position for the long term benefit of the entire wool producing industry.

PASSING THE PASSION FROM ONE GENERATION TO THE NEXT

G Schneider is synonymous with processing the best in fine and superfine wools and speciality fibres. From his office in Switzerland Giovanni Schneider, a third generation family member to head this multifaceted company talks about the importance of retaining the passion and expertise needed to produce the best garments in the world.

'Very few companies achieve the high quality demanded by consumers today', says Giovanni Schneider. 'To produce quality you need to start with good fibre. We understand that the wool grower must be compensated for investing in shearing, sorting, and classing. Without this support the grower will not be motivated to achieve a high quality and the wool clip will deteriorate. And this relates to all wool types and all microns - we should not forget that good quality is good quality whatever the micron. The wool industry must ensure that it uses this knowledge and retains its use or it will be lost to the next generation of wool growers and our fibre will be the poorer.'

'In fact such a loss of knowledge was experienced during World War II', says Giovanni Schneider. 'During this time the government dictated that wool production and manufacturing should focus on army uniforms. Quality was not a priority and so most companies during this time lost their knowledge of quality and focused on quick output. Only a very few had the foresight to continue to invest in quality and retain the knowledge. These few knew that when the war would finish consumers would again want a return to quality – and this is exactly what happened. Companies that did not retain this knowledge are no longer in business'.

Giovanni Schneider sees the biggest growth in wool consumption as coming from the sportswear sector. 'This is where the biggest opportunities lie. It is a new frontier', he says. 'But we don't need 15 - 16 microns



Left to right - Marco Schneider, Elena Schneider, Giovanni Schneider

for this type of garment. So encouraging wool growers to go finer is not necessarily the right way to go. In actual fact', he says, 'the most demand is for wools in the 17.5 - 20.5 micron range, at least in suiting and sportswear.'

Another important factor in today's supply chain is to be close to your consumer. According to Giovanni Schneider having processing closer to the customer base in Europe makes perfect sense. China might not be a good solution for Europe at present. European production costs are coming down and manufacturing in Eastern Europe is becoming more competitive, with costs sometimes lower than in China'.

'Fine weaving services for high fashion including that for suiting is based in Europe for good reason'. he says. 'The 'Made in Italy' and European labelling still resonates with consumers around the world as synonymous with quality and style. This type of manufacturing will remain in Europe,' he believes, 'and as costs for labour and other services in Europe come down, or more to the point increase in Asia, it makes sense to bring topmaking and spinning back to Europe. Also, quick delivery becomes a very important to spinners and weavers in Europe. So manufacturing close to your customer is an advantage. Our plant in Egypt can easily service Eastern Europe, Turkey and India with a quick turnaround time, sometimes as quickly as one week.'

So, does that suggest that the wool processing industry in China will be forced

to relocate? 'I don't believe so', says Giovanni, 'if you are a garment manufacturer relocating your plant it is not so complicated, but if you go down the chain to weavers, spinners and top makers relocating is not a viable option. These operations are tied to the land, to their effluent plants, and to water supply. Of course, smaller operators with older machinery, and those that cannot comply with newly introduced environmental restrictions are unlikely to survive'.

G. Schneider Group relies on fully integrated industrial facilities for processing fine wools and precious natural fibres. It operates processing facilities in Argentina, Egypt, Italy, China, Mongolia, and Iran. It sources wool and speciality fibre from around the world and has its own purchasing offices in Australia, New Zealand, China, Mongolia, Iran and Argentina.

'It is important to be close to your customer and our plant in Egypt is ideally located to service Turkey, India, and Eastern Europe. We find the banking system supportive and well organised and it is only 3 hours flight from Europe.'

Another important factor for this industry is effective marketing and promotion. Such promotion is essential to ensure that woollen products be appreciated by consumers for quality, versatility and natural attributes. 'We must keep in mind that retailers can choose to sell any fibre. The garment manufacturer can process any type of fabric, the spinners can blend wool with other fibres if the market so demands.

Topmakers who have invested heavily in machinery can only process pure wool. The further you go up in the production line the stronger is the link to wool. So, we the processors, exporters and wool growers must work together to invest in quality, investment in effective marketing to ensure that the consumer chooses to wear garments with wool as the preferred fibre.'

‘Topmakers who have invested heavily in machinery can only process pure wool. The further you go up in the production line the stronger is the link to wool’

INDUSTRY

WOOL EDUCATION PROGRAMME LAUNCHED IN THE USA

A comprehensive education programme on wool has been launched in the USA to the design and architect community.

Understanding Wool Fibre' is the first of a series of five CEUs - Continuing Education Units - to be launched and will provide a detailed look at the anatomy of wool fibre and the benefits that result from it.

America's design community generally have membership of professional organisations and these specify that members have to be engaged in lifelong learning to ensure that their members are up to date with products, materials, legislation and systems. This is run by the IDCEC - the Interior Design Continuing Education Council - the body that accredits the educational CEU on behalf of the membership associations and monitors the credit awards made by the CEU presenters and trainers. It is a well managed system and enforces a measurable process of training and learning that is supported across the whole design sector.

The first CEU has been designed to provide entry level information about the fibre and relates the fibre attributes to the use of the fibre in carpets and rugs - the main product using British Wool - and it was the British Wool Marketing Board which

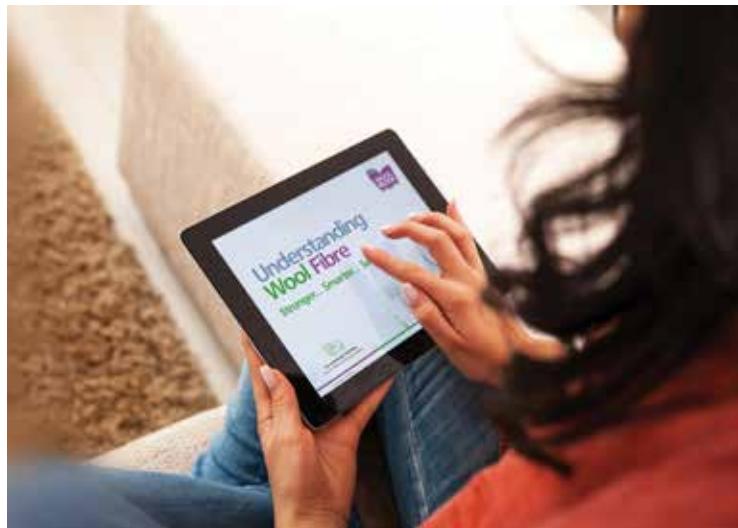
led on this Campaign for Wool initiative.

"It was clear that the way to get the design community to embrace wool and see it as a superior fibre, was to educate them on its scientific anatomy and active performance. Many American designers choose wool for its natural origin but the other key elements were not so well understood. So if they were prioritising appearance longevity, fire safety, cleaner air - they may not evaluate wool appropriately for their contracts. Our CEU programme adds value and credibility to the fibre at the point of product selection, which is where it is most needed," Bridgette Kelly of the Campaign for Wool said.

Launching their CEU activity to the American Society of Interior Designers at their 40th Anniversary Celebrations at the Boston Museum of Fine Art in July this year, Kelly commended the process of continuing education within the ASID membership and looked forward to the partnership between the organizations - which will place the Campaign for Wool CEU programme online and accessible to over 14,000 designers.

Randy Fiser, ASID CEO responded, "The Campaign seeks to educate the public about the benefits and versatility of wool in order to support a global community of businesses and local farmers. In this way the Campaign seeks to transform lives for the better and I look forward to the ways our organisations may collaborate in the future."

The Campaign has launched a formal training programme for trade partners which has already seen five leading



professionals trained as Campaign for Wool Training Ambassadors. This will mean that they have the skills and knowledge to host their own CEU events to designers and architects.

"We have had an exceptional response to this programme from manufacturing and retail partners that are focused on selling wool to the commercial design community. This provides them with an officially accredited educational tool that designers value highly and allows them to engage them in understanding wool and subsequently why they should choose their wool products."

Supporting this, the Campaign, led by British Wool, has created a training work book for CEU events and attending designers will be provided with this to take away at the end of the hour long CEU session. A new Wool iBook has also been created to ensure that accessible information on wool can be stored on tablets, Kindles and phones. This was launched at Surfaces, the leading North American trade show in January.

"We had a fantastic response to this Wool iBook from dealers and the industry - it is highly visual and very short text - making it a much more user friendly experience. It has been developed as a tablet/phone tool and that is what they like as it can be displayed in store or used for presentations elsewhere. A further four Wool CEU training programmes are planned - these will ensure that our wool trade partners have different aspects of the fibre to educate designers on and more opportunities to promote wool within this valuable market."

CWTA TWENTY YEARS ON

by: Victor Chesky

China Wool Textile Association (CWTA) established 20 years ago is currently headed by Madam Huang Shuyuan. CWTA has been a member of IWTO for 15 years and I caught up with Mme Huang at the latest IWTO Congress in Zhangjiagang earlier in the year.



Madam Huang Shuyuan

'We act as a bridge between the government and the industry in China', she says. 'And this bridge goes both ways, working with government ministries and lobbying for the interests of our members.'

Members of CWTA receive certain benefits including information sharing and communication links between the textile industry in China, its government, and from abroad. It is responsible for informing the industry about new technology that can benefit its members, and organises industry events such as training seminars to improve knowledge and skills.

I asked Mme Huang what she sees as the biggest challenge to the industry in China. 'The biggest challenge to the wool textile industry is competition from man-made fibre used in applications rather than wool. Wool represents only 1.4% of fibre used in textiles worldwide', she comments. 'In China it is less than 0.9%. In 1994 that share was 4% and it has been dropping over time.'

The second biggest issue for us is the environmental challenges and government regulations associated with compliance. These new government regulations are very tough. Implementing them will accelerate the elimination of inefficient capacities, and in particular this will be felt in traditional wool processing areas in China including Zhangjiagang, Jiangsu, Shangdong, and Zhejiang.'

The new regulations require textiles to comply or close. The industry is also experiencing a labour shortage. This is not unique to the wool industry. The younger generation in China are no longer as interested in working in factories as they had been.

As to where the industry will be in 10 years - 'we have to focus on the environmental friendly wool processing companies and enhancement of product value. The reality is that the 'new normal' in China is here to stay and we have to work with it', says Mme Huang.

interview with Geoff Kingwill

South African farmers stay with wool - a good story to tell

South African farmers have a rich history of sheep and wool farming and good clip preparation is well recognised and practiced. ‘As a result, the industry consistently generates a high quality wool clip’, says Geoff Kingwill, Chairman at Cape Wools South Africa. Cape Wools SA is an organisation that represents the industry from grower to early stage processors. Its activities focus on the interests of this whole sector with an emphasis on grower interests, the promotion of South African wool, and encourages and monitors wool production and exports.

‘The good news is that South African farmers are staying with wool. While sheep farming for wool production has fallen off in some countries, as crop and meat farming are proving to be more lucrative, we are happy to see that in South Africa our industry is holding firm. This is due to the steady prices for both wool and meat last season. The SA rand price has been aided by our exchange rate against the US dollar’. Mr Kingwill also points out that South African wool sheep numbers have remained reasonably constant with, if anything, a slight upward trend. Therefore overall production has not decreased unlike countries such as Australia and New Zealand.

We have a lot to be proud of’, says Mr Kingwill. ‘South African wool is well received by users around the world. Today South African wool is used for a variety of applications and products. Wool processors are well aware of the unique and positive attributes that South African wools offer.’

‘I believe our Code of Best Practice also reflects well on our ability to sell a very good product. In South Africa we grow our wool ethically and responsibly and this attaches further value to the exceptional quality of our apparel wool’, he says.

The average flock size in South Africa is considerably smaller than in Australia. Labour is less costly and more readily available. Consequently, the South African woolgrower can give much more individual attention to his flock.

South African wool has a very low CVH and very regular length and is therefore well liked by top and yarn manufacturers who require such parameters.

The majority of fibre ranges between 17 - 24 microns with more than 98% of the clip finer than 24 microns. It is known for its excellent colour and measures between 60 - 69 Y units on the brightness scale. Because of these attributes it is also ideal to blend with Australian wool.

China is a main buyer of South African wool, followed by Europe and India. ‘Although the China market can be quite volatile, for us, it has been steady over the last couple of years’, says Mr Kingwill.

As appreciation for South African wool grows we look forward to further cementing the notion that wool is indeed a special fibre. At Cape Wools we are working on a global rather than a country scale in projects with IWTO and Campaign for Wool (CfW). These organisations are a very positive force for wool and we are very pleased to be involved.’

‘The long term prognosis for wool prices in South Africa is good’, says Geoff Kingwill, ‘because of its soft handle South African merino wools are ideally suited for next-to-skin fabric and knitwear. This sector of the market is growing and this growth will ensure that demand for our wool will continue to be strong.’



Geoff Kingwill,
CEO Cape Wool SA

WORLDWIDE INTEREST IN CHLORINE FREE WOOL TOP TREATMENT

The decision by Schoeller the Spinning Group to tackle environmental issues in early wool processing created the EXP alternative to chlorine-Hercosett oxidative finish, also known as "Superwash". The recent introduction of the EXP 4.0 process is the first wool finishing process to meet the strict criteria of bluedesign®, Woolmark's total easy care (TM 31), Global Organic Textile Standard (GOTS), and Oeko-Tex standards. The EXP 4.0 has become a benchmark for government agencies in Europe in eco-friendly and economical wool finishing.



Schoeller is working with top makers around the world to introduce this new technology. It also offers topmakers the opportunity to process their tops using the EXP 4.0 method on a commission basis at the Schoeller facilities in Hard Austria.

'Increasing environmental regulations, particularly that of the European Commission, and the rising price of waste water disposal has forced the development of alternatives to chlorine-Hercosett processes', says Kurt Haselwander CEO of the Schoeller Spinning Group. 'EXP 4 completely avoids the use of chlorine and employs "green chemistry" he says. The process provides for full machine washability, water savings, and the maintenance of positive wearing properties to the finished garment. It is a continuous process on conventional installations and is an easy-to-adopt process because it does not require a lot of additional or specialised machinery.'

According to Mr. Haselwander EXP 4.0 treatment does not change the wool surface like Hercosett and therefore, preserves inherent characteristics of wool (source

of fibre functionality). Despite this, fibre performance such as anti-felting, machine washability incl. TM31 (1x7A / 5x5A), or tumble drying (TEC) are comparable to those that have undergone superwash treatment. EXP 4.0 also brings the possibility to color wool in new brilliant shades particularly brilliant white. This so called Enciel Technology was developed together with TMC.

In addition to government regulations, the consumer is making increasing demands on manufacturers to know the conditions under which their clothing is manufactured. So as wool goes through a revival as a natural and sustainable fibre for outdoor wear, knitted garments and functional clothing these consumers want to know what impact a product has on the environment, on the workers who manufacture it, and on themselves as a customer', he says.

To this end topmakers using this finishing process are finding it an additional benefit to sell EXP 4.0 treated wool tops. No doubt yarn manufacturers will increasingly look to source their top from manufacturers with EXP 4.0 capabilities.

INNOVATION



NATURE INSPIRES INNOVATION IN FABRIC

Designers of performance apparel are being urged to look to nature for inspiration when developing their ranges, according to the latest issue of Performance Apparel Markets from the business information company Textiles Intelligence.

This process, known as "biomimicry", is being driven in part by the need to make performance apparel items more environmentally sustainable and, in particular, recyclable at the end of their useful lives. This is not easy at present as performance apparel is becoming increasingly sophisticated and is being manufactured from a variety of polymeric fibres and other materials.

Advocates of biomimicry point to the fact that animals, insects, plants and other living organisms have survived and adapted in dynamic environments by evolving

over billions of years, and many natural adaptations have proved to be more effective than man-made solutions.

The wing of the morpho butterfly, for example, has inspired developers to produce fabrics in vivid colours without the use of pigments or dyes. In Japan, Teijin Fibers has developed a chromogenic fibre called Morphotex by arranging polyester and nylon fibres in 61 alternating layers.

Many plants and insects have surfaces with water repellent properties which have provided inspiration for the development of water repellent and stain repellent materials for use in hunting outfits, military uniforms, rainwear and skiwear.

Schoeller Technologies in Switzerland has copied the self-cleaning properties of the lotus leaf in its development of NanoSphere -- a finishing process which is said to be

one of the most functional and sustainable water repellent treatments on the market, as well as being one of the safest. It has also developed ecorepel -- a water repellent finish made from long chain paraffins which are biodegradable.

Schoeller Technologies has also looked to pine cones for inspiration in the development of a product called c_change -- a windproof and waterproof hydrophilic membrane with a flexible polymer structure which reacts independently to changing temperatures. At high temperatures, when body moisture levels rise, the structure of the membrane opens to allow excess heat and moisture to escape. At cooler temperatures the structure contracts, thereby helping the body to retain heat and prevent chilling.

Researchers in the textile industry have also taken inspiration from the ability of birds and polar bears to remain warm in cold or even freezing temperatures in the design of thermal insulation garments.

One team of scientists has even created a self-repairing water repellent fabric for use in the manufacture of garments which are designed to be worn by fishermen and sailors. The fabrics surface features microcapsules containing a glue-like substance. When the fabric is damaged, the microcapsules rupture and the substance is released and subsequently hardens, thereby repairing the damage.

Other properties inspired by nature include antimicrobial efficacy, bioluminescence, camouflage, drag reduction, dry adhesion -- inspired by the toe pads of the gecko -- and high strength.

Specialists in solutions inspired by nature for the performance apparel industry are continuing to make valuable new discoveries. This is thanks in no small measure to advances in technology --

especially nanotechnology -- which have enabled such specialists to probe more deeply into biological mechanisms.

These discoveries will no doubt pave the way for the introduction of new types of fabrics and garments which are "smart" and sustainable.

The Global Market for performance apparel is growing day by day. The worldwide market size of performance sportswear is currently estimated at US\$ 6.40bn, which is up 19.4% over the last four years, and is expected to grow a further 18.75% to US\$ 7.6bn by 2014. According to one of the reports, performance apparel will outperform all sportswear by a factor of two, raising the US\$ money value of performance sportswear from US\$ 5.89bn to US\$ 7.20bn. Its share of total active sportswear will rise from 10.71% to 11.86%.

Performance protective wear is also predicted to outperform all work wear or industrial clothing by a factor of two with 15% growth across the six-year period to 2012, whereas work wear in totality will increase by 7%. This will increase the US\$ money value of performance protective wear from US\$ 1.55bn to US\$ 1.79bn. The share of performance protective wear of total work wear will rise from 36% in 2006 to 39% by 2012.

If the supplier selling at wholesale values is considered, the value of performance sports apparel in 2012 will be US\$ 2.5bn and that of performance protective wear will be US\$ 1.79bn. The total wholesale market for performance apparel is forecast to be worth US\$ 4.29bn in 2012.

The credit for this goes to the consumers who enjoy an active lifestyle and indulge themselves in active sports, competition, recreation and exercise. The growth is also a result of the increased health and safety legislation in the developed world.

INNOVATION



Südwolle Group won an Industry Gold Award for its Naturetex® Plasma treatment at the OutDoor trade show in Germany

SÜDWOLLE GROUP RAMPS UP NATURETEXX® PLASMA MACHINE WASHABLE WOOL TREATMENT

The Chlorine-Hercosett process is recognised as the most cost effective, and best performing anti-felting treatment available, and has revolutionized the use of wool in easy care clothing. While the process itself does

not leave any chlorine on the wool, its major limitation is that waste water can release AOX (absorbable organo-halogen) compounds into the environment.

Last year Südwolle Group purchased the Richter F+A dyehouse and treatment plant in Stadtallendorf, near Frankfurt, in Germany and has dyeing, Superwash and Plasma anti-felting treatment capability.

The acquisition of this facility is providing further expertise for in-house dyeing and wool treatment and gives the company more flexibility to meet customer requirements through integrated production scheduling and colour development. ‘The standout feature of this facility however, is the ‘Naturetexx® plasma treatment for machine washable wool’, says Hamish Allan newly appointed marketing manager at Südewolle Group.

‘Naturetexx® Plasma-wool is a very exciting development for us - with no chlorine used, this treatment is an environmental leap forward from the traditional Superwash treatment. As well as machine washability, it also delivers fibre with the same tenacity, better pilling performance and significantly improved ability to absorb moisture’, he comments.

Plasma is created by holding a strong electric voltage across a non conducting gas - often in low pressure conditions. The voltage ionises the gas into a more reactive fundamental state. When wool top passes through the plasma field, the surface of the fibre reacts with the energized gas, reducing the size of the cuticle scales and removing the felting effect. The plasma process is carried out at atmospheric pressure, and the gas used is normal air. The major input is electricity, it does not use chlorine and is a dry process. It is certified for organic processing under both GOTS and IVN Best.

‘We already offer Naturetexx® plasma treated products – mainly for our organic customers who require GOTS certification – but it has been considered a specialty treatment until now. Since acquiring the dye and treatment facility in Stadtallendorf, Südewolle Group

has invested considerable funds and effort and applied our process improvement methodology towards stabilising the treatment process and improving consistency.’

Südewolle Group is developing Naturetexx® Plasma as a genuine alternative to Superwash

‘Naturetexx® Plasma-wool is a very exciting development for us - with no chlorine used, this treatment is an environmental leap forward from the traditional Superwash treatment’

rather than just a specialty organic niche treatment. ‘We are now investing significant resources to speed production capacity. Once modifications are complete, we will be

able to process up to 1.5 million kilos per annum on a dedicated production line. With this scale comes consistency, efficiency and the potential for cost reduction’, says Mr Allan.

The facility, including the plasma technology, is already GOTS organic certified and is in the process of being bluesign® certified. With this superior technology Südewolle Group expects to increase the availability of bluesign® certified machine washable wool to producers and brands, delivered through new custom items, standard yarns and a range of stock supported products.





NEW WORSTED CARD OFFERS SOLUTIONS FOR ALL FIBRES

'We are very pleased to exhibit our worsted carding machine at the ITMA event held in Milan this November', says Patrick Strehle commercial sales director at nsc fibre to yarn.

This machine was developed in consultation with our customers and is designed to offer them the best solutions for fibre processors facing a very demanding and competitive market. It is specifically designed to process fibres from 18 - 25 microns. 'We aim to provide complete top making units for any type of long staple fibres', comments Patrick Strehle.

'This machine achieves a high degree of productivity and efficiency and provides easy maintenance and access. It is very compact and simple to use, robust and reliable. It also has a very easy maintenance program.'

The frame for the new card is a totally new concept. We have developed very sturdy frameworks. The reinforced structure of the roller has a large working width. The machine works quietly and is equipped with double safety controls on the feeding drives'.

This card also offers a high capacity volumetric feeder hopper with oscillating stripper, feeding rollers with variable speed drives, and removable undergrids.

The drive control provides for a speed adjustable from desk control.

'This latest machine has a very high production capacity. It combs at more than 50kg per hour for a 21/22 micron wool and in recombining 2.5 - 3

kg per hour for grey wool. This machine guarantees a high quality of combing and is very gentle to the fibre. It can increase productivity by 25%.

All NSC fibre to yarn machinery is equipped with highly efficient motors (class IE2) for engines with 0.75 to 375kW. This is fully compliant with a new directive by EuP Technical Europe Lot 11 that supports the new IEC 60034-30 standard classification performance of electric motors.

Also high in demand is the GC30 chain gill, with a delivery speed that reaches 600m/min. The D3/D5 GC30 blender defelter is a GC30 with a defelter and blending zone, can also be equipped with an electronic autoleveller.

'We believe in looking to the future and to the evolving needs of our customers. We provide troubleshooting help via touch screen machinery. Mr Strehle says that maintaining fibre lengths and fibre strength is part of the quality control provided by nsc fibre to yarn machinery. Easy and fast installation services are provided to all customers as NSC 1 technicians provide onsite installation. The company provides special tools for easy maintenance operations.'

For more information about the worsted card please contact Patrick Strehle at patrick.strehle@nsc.fr

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- Top dyed yarns for the highest quality woven goods, upholstery, machine knitwear, hosiery and hand-knitting.
- From the finest to the coarsest of wools, and those that have been shrink resist treated for machine washable knitwear.
- ISO14001 accreditation. Fully compliant with the EEC Directive on Integrated Pollution Prevention Control.



Bulmer & Lumb Group Limited
Buttershaw, Bradford, West Yorkshire, BD6 2NE
Tel: +44 (0) 1274 676321 Fax: +44 (0) 1274 691239
Email: sales@bulmerandlumb.com
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PUSHING THE BOUNDARIES IN DYEING FOR TOPS & YARNS

Bulmer and Lumb, the largest commission dye house in the UK, continues to evolve to meet the challenges of today's demanding textile industry. Top dyeing for the world's uniform fabrics and the very fashionable hand knitting sector remain a key company priority as it expands its tops and yarn dyeing facilities. 'We continue to grow and enhance our product range with an expanding business from customers in the UK, USA and Canada says Lee Darvill, Sales Director. 'Today cheaper and faster logistics make it much easier for companies to send their tops or yarn to us for dyeing from anywhere in the world, and still receive a quality, cost effect service'.

The Bradford plant provides large warehouse capacity and on-site dyeing and

blending and has the capacity to dye over 50 tons of tops and yarn weekly. The company is well known for its shade continuity and its commission dyeing represents 80% of company business.

'We have been in business for many years and have vast knowledge and experience', says Mr Darvill. 'The versatility of our operation provides for in house training programmes and we continue to invest in training and equipment to achieve quality products throughout.'

'The company can dye from the finest to the coarsest of wools, and fibres that have been shrink resist treated for machine washable knitwear. Included in its range is synthetic and natural fibres such as wool, cashmere, alpaca, mohair, exotic fibres, vicuna and silk.'

'We dye coarse wool of 33 microns through to extra fine wools of 12.5 micron,' comments Mr Darvill. 'Our top dyeing production caters for manufacturers of woven fabric, upholstery, machine knitwear, and hand knitwear. Our dyeing of polyester and nylon tops are predominantly for blending with wool.'

TOP DYEING

Bulmer and Lumb has a modern dye house laboratory with full testing facilities that supports its dyers with colour computed



Gareth Jones (left) and Lee Darvill

matchings, dye recipes and monitors fastness requirements. Top dyeing is carried out in varying sized vessels as dictated by the order weight, and with subsequent blending of fibres in the company's gilling/re-combing department. Homogenous lot sizes of colour correct bales up to 10 tons can be made ready for spinners around the world or the next stage of processing.

The top dyeing route allows the company to make mixture or melange shades, which is not possible in other yarn dyeing systems. Top dyed production results in yarns for the highest quality woven goods, upholstery, machine knitwear, hosiery and hand-knitting as well as other end uses.

The company's laboratory pilot dyeing plant includes Ahiba, Roaches and Thies dyeing machines. New colours are matched and shades monitored using a Datacolour 'Smart-match' computer system and onsite we have our own sophisticated fastness testing facilities with skilled technicians along with trainees.

Soft winding Schlafhorst machines are used to produce mainly parallel sided dye packages. Most types of dye packages however can be accommodated in our versatile package dyeing machines.

The dyehouse is equipped with the latest Adaptive controls computer systems linked to Thies package dyeing machines. Recipes are bar-coded and computer check weighed and dispensed to the machines automatically.

Bulmer and Lumb is fully compliant with the EEC Directive on Integrated Pollution Prevention Control. It is committed to ensuring chemicals and dyestuffs used



cause no harm including non-pollution of manufacturing site, watercourses and emissions into the atmosphere.

'It is a very competitive market', says Gareth Jones, Sales Manager. 'But we have a very loyal clientele and although some dye houses offer cheaper rates, our clients keep coming back to us because of our knowledge, service and quality. Clients have told us that although other companies may do what we do, they don't do it as well,' he points out.

Lee Darvill can be contacted at leedarvill@bulmerandlumb.com
Gareth Jones can be contacted at gareth.jones@bulmerandlumb.com
www.bulmerandlumb.com



Safil management team left to right): Alberto Savio - CFO, Stefano Formignani - Sales and Purchasing Director, Cesare Savio - CEO and Marco Zaffalon - Production and Quality Manager.



60 YEARS AND STILL GOING STRONG SO WHAT MAKES SAFIL TICK?

by Victor Chesky

What makes a yarn manufacturer successful in today's competitive market? Safil, an Italian worsted spinning company, founded in Biella in 1954 by Fernando Savio, is still a leader in yarn manufacturing after more than 60 years. Today Safil is still a family affair and it is going stronger than ever with an annual turnover close to Euro 100 million. So what makes some companies succeed where others do not - Is it the quality and range of products? Is it the loyal customer base, or is it the expertise and knowledge in processing fibre? I put these questions to Cesare Savio and Alberto Savio, Directors at Safil in Biella.

'To some extent it is probably all of these things but the most fundamental ingredient is our people. People who are passionate about what they do, people who have the expertise to achieve the quality of product we offer, people who never stand still but are always trying to create something better and more innovative than before', say Cesare Savio CEO of Safil.

'Our people are a key component to our successful business formula. They have passion and dedication as well as extensive wool knowledge in processing and spinning. Our modern machinery alone

cannot create our products without our talented personnel,' he says.

'Running this machinery requires a great deal of expertise', continues Cesare . 'That is why we invest so much in training our people. 80% of our employees are women with an average age of 35. To achieve the maximum training and expertise in the early 2000's we sent around 200 of our employees from Bulgaria to Italy for 4-18 months where we trained them to use the machinery as well as pass on our 'Safil wool know-how' gained over more than a half a century. Good training has seen them

flourish and our business too. This is very satisfying to see', he comments.

Safil produces around 7,000 tons of yarn each year and offers knitting yarns that meet a range of market demands, from products intended for large-scale distribution to top-range products. 'Although our customers demand a high quality product, what is also fundamentally important is the great diversity of yarn that we at Safil can offer', continues Cesare Savio.

Safil worsted yarns in ultrafine merino wool, pure or blended, with noble fibres (cashmere, silk, angora, alpaca, cotton) are for the highest quality products. It also manufactures yarns in wool/acrylic blends, fancy yarns also in combination with "man made" fibers (viscose, microfiber, nylon, Coolmax), for more innovative, technical and fashion knitwear products and stock service guarantees the availability of products in a wide range of solid, melange and "super vigoureux" colours. Around 70% of Safil's production is in wool with Australian wool accounting for 40% of that.

The company supplies many international brands such as Polo Ralph Lauren, J Crew, Gap, Mango, Zara, Ermengildo Zegna, Gucci, Armani, Lacoste, and Marks and Spencer with high quality yarns for knitwear, hosiery, and furnishings.

Today Safil manages its production in two factories. It spins at the Bulsafil plant in Plovdiv Bulgaria, and operates its cone dyeing and rewinding plant in Gaglano Biella where the head office is also located. The company employs over 700 people.

The Bulsafil plant is set in a 500,000 sq foot industrial complex that has been specifically designed to minimise energy consumption. Production continues 24 hours a day with 6 production lines and a range of spinning machines, some traditional and others equipped with Siro-Spun or Core-Spun



Twisting workers at Bulsafil in Plovdiv, Bulgaria

systems, and almost all with compact technology or modified for inserting lycra threads.

'Yarn manufacturing is a very competitive industry with a number of producers in Europe and Asia. It may be easy to produce huge quantities of yarn of average quality, but to produce small quantities, in many different types, and still maintain excellence in quality is very tricky', says Stefano Formignani Sales and Purchasing Director, who has been with Safil for 26 years. 'We customise our production to accommodate customers both big and small. Our ability to be flexible is a key to service such a diverse customer base worldwide'.

'Our experience and innovation enable us to produce a better product for our customer, sometimes without any increase in cost', says Stefano. He uses as an example a sock

Bojidar Minchev,
spinning manager





manufacturing customer. 'We are familiar with their machinery and specifications and have collaborated with them to use a coarser micron wool that is cheaper for them, and still achieve a better product. Working together benefits us both', he says.

Safil runs a large quality control laboratory that employs 18 operators, working 24 hours a day, analysing raw material, semi-processed, and finished products. The laboratory is Interwoollabs accredited. Safil has become the first worsted spinning company in Europe to adopt the Wool ComfortMeter, a Total Quality System developed by the Australian Sheep CRC and AWTAL Limited, which allows retailers and manufacturers to develop and market next-to-skin wool garments with superior comfort.

Safil is a signatory to a number of quality certifications and is a strong advocate of reducing negative impacts on people and the environment and is a bluesign® system partner. The Safil Group has invested over Euro 4 million in the last 5 years to improve its use in energy, reduce water consumption, and maximise the re-use of hot water in the dyeing process. It has been a Woolmark licensee since 1964, is ISO9001,

OEKOTEX and GOTS certified and TF accredited (traceability for Italian textile products).

Expertise in sourcing quality raw fibre is an important aspect of the Safil business structure. For example: knowing about

the project of SUL (Uruguayan Wool Secretariat) to enhance merino breeds in Uruguay, enabling a whiter and finer wool to be grown in natural field condition, Safil decided to buy the large part of this production. A further venture into effective quality mohair sourcing has seen Safil recently open an office in South Africa to purchase mohair for its own production. This Port Elizabeth office is run by Ivan Smith, a well known mohair trader of many years experience. This office is also actively involved with growers of mohair in both South Africa and Australia.

'Research and development leads to innovation', says Alberto Savio. 'We have always made this area of our business a priority. We continuously try to generate new products. In 2014 we created over 200 new experimental products and while not all of these will meet our quality standards or expectations, our customers know that we are consistently innovating and listening to their evolving needs. We do not stand still, we work with our customers big and small to create more innovative yarns year after year. And maybe this is why we are still here and still succeeding where others have not'.

SAFIL BUYS THE FINEST KID MOHAIR

Last year Safil purchased the best kid mohair fleece produced in South Africa and used in the award winning entry of the Ermenegildo Zegna South Africa Mohair Trophy. Judging parameters include: fineness, length, clean yield and freedom from kemp. The annual competition awards the finest summer kid mohair fleece, and in doing so encourages farmers to improve the quality and fineness of Mohair fibers.

The best mohair in the world comes from South Africa so it made sense to open an office in Port Elizabeth. Sourcing the best raw fibre for our yarn production is a very important aspect of our business module', says Cesare Savio. 'This was the motivation for us to open our own office in Port Elizabeth and appoint Ivan Smith to run it.'

Ivan Smith has more than 20 years experience in selecting and buying mohair. 'We source a wide range of mohair for the diverse Safil requirements to produce high quality yarn. We ensure that the mohair is strictly hand selected before it is scoured, carded, and combed. We look for the special quality that will best suit the particular needs of Safil for any given order. We also ensure the security of supply'.

'But we don't just buy mohair. We also engage directly with mohair growers in South Africa and in Australia to create special programs for them to ensure that they continue to improve the quality of their production and meet Safil quality expectations.

We have been working with Australian mohair growers to help them with their

growing techniques to improve quality and build stock. Our work with them will affect their practices in developing the special characteristics we are looking for in Australian mohair that are required for our Safil specifications'.



Ivan Smith (left) with South African Mohair Growers



Cesare Savio (left) shows mohair fabric samples to G.T. Ferreira Vice President of Mohair Australia and Brett Grant Chairman of Australian Mohair Marketing Organisation

SEEING TWEED FABRIC IN A NEW LIGHT

by Michael Chereshsky



Guy Hills, Dashing Tweeds founder and Director always wears the signature tweeds of Dashing Tweeds, Inc. Is, when he is not surfing!

The retail buyer is seeing tweed in a new light thanks to the exciting and innovative approach being taken by a London based design and retail company Dashing Tweeds.

'The average man today, often uninformed about the choices available in tweed garments, is being treated to something new and creative, from something old and traditional', says Guy Hills founder and director at Dashing Tweeds.

Originating in Scotland in the 18th century tweed became the fabric of choice throughout the United Kingdom. Tweed was traditionally dyed in earthy colours and is known for its coarse cloth derived from pure virgin wool.

The name tweed, according to legend, traces itself to an innocent typing error by an English merchant from Tweel, to the name we recognise and refer to today. By the 19th century, tweed had a reputation as strong, good quality fabric that was often worn as jackets during hunting trips, as well as the fabric of choice by cyclists, golfers and early motorists.

Dashing Tweeds is a London based menswear company specializing in creating modern urban woven textiles and it is a very interesting story in itself. The great design talent in weaver Kirsty McDougall is pushing them forward into new and exciting territory. In its studio in East London Dashing Tweeds designs and develops seasonal cloth collections using new woven structures on hand looms. These are then produced by selected British mills and released twice a year.



'We are great supporters of the Campaign for Wool', says Kirsty McDougall, Fabric Design Director. 'British wool is a wonderful fibre and working with the finest British mills we strive to create items of exceptional quality and design. 'Our menswear ready to wear collection explores the different shapes and cuts of traditional tailoring that showcases the woven textiles we produce', she says. 'All of our designs are part of a continuing study of the changing elements urban living requires of us. We look into the questions of travel through the city, the function of clothing, personal expression and technology. Our collections are responses to the questions of what to wear for today's multifarious demands.'

Last year the company joined forces with Fred Perry, a British brand synonymous with the iconic sportsman to re-imagine tweed fabric in a new light.

'We developed a unique reflective tweed cloth for Fred Perry designed in our East London studio and woven on the Scottish borders and using British wool, which is currently undergoing a renaissance, having been eclipsed for years by imports', says Guy Hills. 'For this unique fabric development both brands were interested in a British story.'

The hard wearing wool is woven in Langholm and reflective yarn from 3M is interwoven every 10mm to create the

special Lumatwill fabric. To add to the technical specifications a Teflon treatment is applied during the finishing process which imparts an extra degree of waterproofing as well as protection from grease and hardware.

"We have just opened our first store in Mayfair, a stone's throw from Savile Row, and its proving great success both with people wanting fabric to take to their tailors, and customers delighting in our ready to wear offerings. The shop is located at 26 Sackville Street, London, W1S 3HE."

Guy Hills can be contacted at Guy@DashingTweeds.co.uk and Kirsty McDougall at Kirsty@DashingTweeds.co.uk

Fred Perry's bags and menswear using Dashing Tweeds designs





"Knowing where the fibre comes from Südolle Group's Sheep station Mt Hesse in Australia"

WHO SUPPLIES THE SUPPLIER?

As a natural fibre, wool has inherent variations in fibre length, colour, fineness and strength. Understanding these variants and how they impact every stage of production from the farm gate to the retail store is important. All the participants along the wool supply chain should understand how this fibre is produced and how it will behave during processing from scouring to fabric and then to finished garment.

'Managing this issues from the beginning to the end will ensure a smooth process for all parties involved in the long pipe line that wool has to travel before it reaches the retail shelf', according to Hans-Georg von Schuh managing director of sales at Südolle

Group. 'This is why we have introduced the Südolle Group Supply Chain Approach. We bring wool suppliers, scourers, garment producers and brands together to plan, review performance and share knowledge. It enables a freer flow of information and the entire supply chain works more like a vertically integrated business.'

Südolle Group is gradually introducing this approach to its entire customer network. So far it has proven to achieve better results in lead times, prices, inventory levels and product quality parameters. The company achieves this by working with customers to manage the scheduling of wool top production through the delivery of customer specific yarn to

knitters and garment producers for on-time availability. It also enables the company to work with customers in product development and any other projects outside of day to day business.

'We know that by taking control throughout the supply chain, we can build trust with our customers to minimise problems and allow them to focus on their business. This approach also assists in maintaining fair margins for all partners through the supply chain', says Mr von Schuh. 'When we manage the supply chain we achieve the best outcome for all involved'.

'Brands and producers can specify wool fibre and geographical source which is most suited to the customer's need, both in terms of technical parameters and sourcing strategies. And this is our business aim. Closer relationships allow earlier communication of quality and production challenges and give more opportunities to find solutions', he says.

For example, he says, 'it can be problematic for a fabric manufacturer to receive wool that is not the most appropriate for a particular application. At Südolle Group we work directly with our customers to better manage the supply chain and ensure that the right wool is used. We don't just make yarn – we work with the suppliers of fibre and tops and we control the whole supply chain on behalf of their end customers.'

'Our Supply Chain Approach also provides greater opportunity for customized products and allows for better traceability, certainty and integrity,' he says.

For Südolle Group this approach fits well with its focus on delivering customer service. 'For us working together with partners up and down the supply chain gives us the best opportunity to provide the best service that we can.'

'Our Supply Chain thinking has emerged in part because of our interest in the outdoor and leisurewear segment of our business', explains Mr von Schuh, 'especially through our brands Yarn in Motion and Richter. With almost 10 years of experience in developing close supply chains in this field, we are now carrying this approach through to more customers. This is a challenging task but we strongly believe it is the only way to keep our small 'wool world' alive to ensure forward thinking within the huge textile industry.'

'We feel that WOOL has a good story to tell. We can point to where the wool has come from, whether it is organic, whether animal welfare is considered and the social conditions of the workers involved. These are all important issues, as are the inherent qualities of wool as natural, renewable and biodegradable. Our customers have access to marketing support from wool merchants and processors and retailers can use this story to attract the retail buyer who is now eager to see the traceability label on their garments.'

Südolle Group is now involved with a number of partners in programs from wool supply to finished goods. These almost all involve a nominated wool supply programme for example ZQ or OVIS21 – traceability being one of the primary drivers for Brands becoming involved in the wool supply chain.

'This is a great example of the possibilities for cooperation along the supply chain, like our development of three separate Life Cycle Analyses for woollen products across the supply chain. This would be almost impossible to obtain under the traditional model and is a direct outcome of our customers taking a co-operative and supply chain approach to their production. Through this work we are contributing to

updates in the Higg index, which compares the impact of different textile fibres and to the general body of knowledge about wool.

'With our ongoing commitment to the environment and sustainability efforts in the wool market, The Südolle Group recently funded some market research, through the NatureVest, a division of The Nature Conservancy, assessing the demand for responsibly sourced wool. The research conducted both an online survey and professional interviews by engaging key brands and retailers and supply chain partners in an effort to assess the present and future demand for environmentally differentiated wool fibre and to identify

potential obstacles to the adoption of such fibre in the supply chain.'

'While our supply chain business has been initially developed through our work with a number of leading outdoor brands, it is also a strategy we wish to pursue further as an ongoing approach in other markets that we serve. We have now started some supply chains in the fashion area through Biella Yarn, our flat knitting brand and are even starting to see some interest from the traditional weaving businesses of Men's suiting through our Südolle brand.

'We should not forget: Nature is our sole supplier!' says Mr von Schuh.

KEEPING IN THE KNOW FOR FREE

woolnews.net

The screenshot shows the homepage of woolnews.net. At the top, there is a navigation bar with links to HOME, ABOUT US, ADVERTISE WITH US, SUBMIT A PRESS RELEASE, SUBSCRIBE, UNSUBSCRIBE, LOGIN, and CONTACT US. Below the navigation bar is a banner for 'Curtin Wool Direct' featuring two sheep. To the right of the banner is a sidebar with links for MERCHANTS, SORTERS, COMBERS, and TOPMAKERS. The main content area features a section titled 'Latest Wool Trading News - November 2013' with a small image of a sheep. Below this are several columns of news items, each with a thumbnail image and a brief headline. At the bottom of the page, there is a section titled 'PRESSRELEASE ABOUT WOOL' with a list of topics including 'UK to exceed 3% growth', 'NZ to exceed 3% growth', 'UK based spinning mill', 'Peru's Alpaca fibre', 'Wool presses', 'Marine-wool tops', 'Merino-sourced', 'Merino-certified', and 'Bullmer & Lumb Group'.

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Brands



STÖHR
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PASHING WOOLLEN PLAYING TO ITS STRENGTHS

'Our production base in yarn, fabric and garments is internationally competitive', says Mr Rene Leung, Director at Pashing Woollen & Fashion Co. 'We have sophisticated spinning machines from Italy and Japan and operate 11 production lines for wool and spindles for semi-worsted. Our annual output is around 2000 tons. We specialize in cashmere yarn, wool yarn, angora yarn and all kinds of blended yarn. Around 90% of our production is exported and we are proud to be a yarn supplier to famous brands such as Burberry, Hugo Boss, Tommy Hilfiger, Esprit, Kate Spade, Gap and others', he comments.

Pashing Woollen is located in Xinchang County, a well-developed local textile hub that has evolved into a sophisticated industrial cluster with a full range of supporting facilities for the industry. It is

connected to the Shangsan Freeway and Yongjin Freeway and is close to Ningbo Port, with easy access to transport.

From small local beginnings to big international exports Pashing Woollen & Fashion Co., Ltd has gone a long way in just over 10 years. The company started a yarn manufacturing production company that now employs 500-600 people.

'Our team members are professional and skilled in technology, business and management. We are focused on quality recruitment, personnel training, and creating an effective system to attract new talent to our expanding yarn and garment manufacturing business', says Mr Yong Shi, General Manager, who oversees company production.

Today Pashing is an integrated enterprise with autonomous import and export rights,



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production of 1.5 million sweaters • 1,200 tons of various types of yarns

Hangzhou Pashing Woollen & Fashion Co., Ltd

12/F Winner Mansion International, No. 998 Binhe Road, Binjiang District, Hangzhou, China
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and is involved in research and development, production and sale of knitted sweaters and a variety of woollen and semi-worsted yarns. It has its own sweater, woollen and worsted plants and can supply yarn in large and small quantities, and in a large variety of types, from pure wool, to blends and cashmere. And it is set to expand its garment manufacturing even further, beyond its current capacity to export 2 million garments exported internationally every year.

'We have developed our two production bases in Xinchang, Zhejiang province and have set up branches in Shanghai, Europe and New York', says Mr Liang. 'We combine production and trade, specialize in design, sales of all kinds of yarn and knitted garments for the domestic and overseas markets', says Mr Shi.

'We pride ourselves on our excellent technical strength and have a full range of specialist staff at our own independent testing laboratory. We have Oeko-Tex® Standard 100 (Confidence in Textiles) certification from the International Association for Research and Testing in the Field of Textile Ecology for our knitted sweaters and yarns. We are Woolmark and Woolmark Blend licensed by the International Wool Secretariat (IWS) and have passed the social responsibility review by the Business Social Compliance Initiative (BSCI)', says Mr Liang.

50% of all Pashing knitted products are made on Stoll machines and cover gauge from 1.5gg to 16gg. 'In this we have advantages in pattern making, quality and output. Our yearly knitwear output is around 2,000,000 pieces, mainly going to Europe, USA and Japan. Our customers include J. Lindeberge, Strauss, Pinko, Khujo, Bebe, Macy's, Century, Neiman Marcus, Shop NBC, Marc Jacobs, Elisabetta Franchi, Patrizia Pepe and more. And we have sufficient space to expand our work force to cope with the growth of our business. We apply strict quality controls to every step of production'.

'At Pashing we specialize in the production of all types of woollen and knitted products, conventional yarns such as 8-90 NM/2 woollen yarns, semi-worsted wool yarns, cashmere yarns, rabbit hair yarns, blended silk and cashmere yarns and Shetland wool yarns, and specially blended yarns of any combination of acrylic, cotton, linen, modal and Tensel fibres, with an annual production of 1.5 million sweaters and 1,200 tons of various types of yarns.'

'We welcome enquiries from customers around the world who are interested in our product lines', says Mr Shi. For more information please contact Gina Jiang - gina@pashing.cn

XINAO YARN PRODUCTION REMAINS COMPETITIVE

Zhou Xiaotian
CEO Zhejiang Xinao Textiles Inc.



Autumn and winter fashion colours collection 2015/16

Manufacturers of yarn in China have experienced some challenging times, and although the situation is slowly improving the demands from both Europe and the USA are weak. I caught up with Zhou Xiaotian, General Manager Zhejiang Xinao Textiles Inc at the most recent IWTO Congress and asked him how he sees the future shaping up for manufacturers of woollen yarn in China and where XinAo will focus its attention and how it plans to retain its position as a leading manufacturer and exporter.

'A very competitive environment in export markets as well as a slowdown in the domestic economy has put a lot of pressure on yarn manufacturers in China. Competition will force manufacturers to increase their attention on quality and customer service', says Mr Zhou.

'At Xinao Group we operate along the entire wool industry chain from wool purchase, scouring, combing, chemical treatment, worsted spinning, colour mixing, dyeing, exporting and importing, and

selling wool top and yarn with good quality and accurate color to our customers', he says.

Xinao Textiles is one of the largest worsted yarn manufacturers and exporters in China with an annual capacity of 6000 tons of worsted knitting yarn and 8,000 tons of top dye and yarn dye. It exports 40% of its yarn to the USA, Australia, Europe, Japan and Hong Kong. It operates a Research & Development centre for wool textile in Zhejiang province and has subsidiaries including Zhejiang New Chuwa Wool Co and Zhejiang Houyuan Textiles.

It uses Australian wool as its main material to produce yarns with a soft handle and bright in colour, popular on both the domestic and international markets and operates 52,000 spindles and full testing facilities.

'We produce our yarn using the latest Italian and German spinning machines. Our CASHFEEL, Easy Care and LANA-BLEND are well-known and widely used by international brands for their

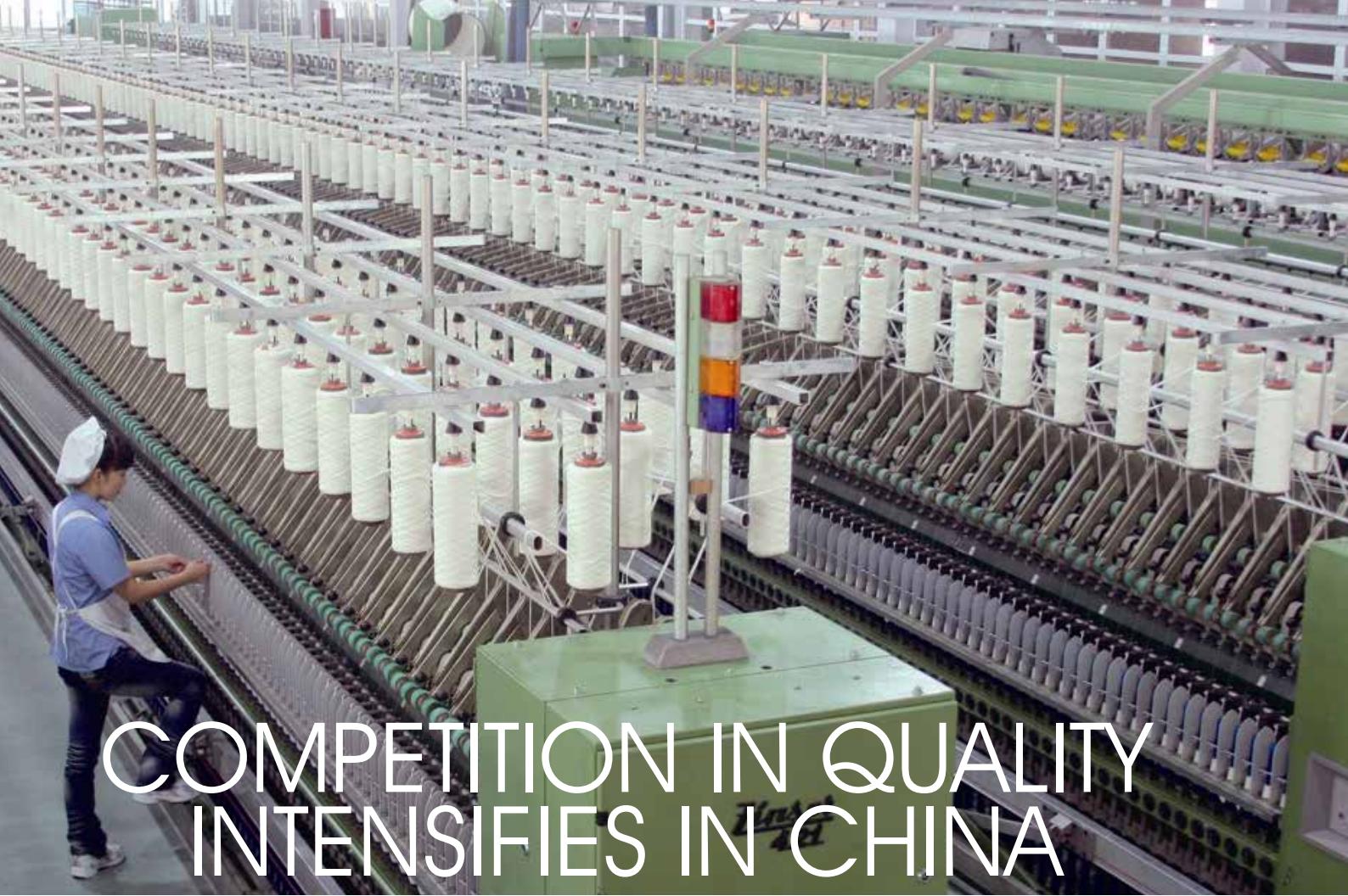
good anti-pilling performance and beautiful 'handfeel'.'

'Our customers around the world like our total solution service, processing through the whole yarn production cycle, from greasy wool to yarn'.

The company produces worsted knitting yarns of 100% wool and wool-blended with other fibers such as cashmere, silk, acrylic, nylon, lyocell, polyester and so on. The yarns are widely used in flat knitting, circular knitting, socks and uniforms with different yarn counts.

It has ISO9001 quality management system and ISO14001 environmental system and is an accredited Woolmark licensee. 'Our entire yarn production process is safe, scientific and environmentally-friendly and is an accredited OEKO-TEX STANDARD 100 and EU Eco-label', concludes Mr Zhou.

For more information about products available from Zhejiang Xinao Textile please contact John Liu TEL. +86-573-88455812 E-mail: johnliu@xinaotex.com www.xinaotex.com



COMPETITION IN QUALITY INTENSIFIES IN CHINA



Mr Xiaogang Zha

As Chinese manufacturing realigns from cheap products for export so too does China's wool processing industry. The shift to better quality and better customer service is what wool processors in China are focusing on today.

'In the last couple of years we have responded well to customer demand in quality,' says Mr Xiaogang Zha, President at Jiangsu Lianhong Textiles. 'We have increased our overall turnover on a yearly basis and have made significant progress in customer service. The support of local government and the strong teamwork of our employees have played a crucial role and business continues to grow.'

Jiangsu Lianhong Textiles is one of China's leading producers of cashmere knitting yarn, wool knitting yarn, knitted garments and wool tops. It is based in Zhangjiagang,

a port city in the Yangtze Delta and is listed among the Top 10 Enterprises in China's Woollen and Worsted Spinning Industry and its cashmere yarn is recognised in the Top 10 Brands in China's Cashmere Yarn Industry.

The tough environmental laws that have been introduced in China will see some smaller and less secure companies exiting the industry. The cost of installing effluent facilities will be too expensive. 'We have good environmental credentials and are well positioned to meet the challenges of the future,' says Mr Zha. 'We remain

focused on innovation, research and development,' he says. 'We employ more than 950 people, including 200 technical personnel and personnel advancement is also high on our agenda.'

'There will be consolidation within the top making industry in



shawls, cashmere scarves, cashmere gloves, cashmere/silk sweaters, cashmere/cotton sweaters, etc. These products are exported to all parts of the world.

Jiangsu Lianhong Textiles is 'Woolmark' and 'Woolmark Blend' licensed and ISO9001:2008 Quality



Management System certified. It is also Oeko-Tex Standard 100 accredited and ISO14001:2004 Environment Management System certified.

The wool top making subsidiary of Lianhong Textiles has 3 lines from Thibebau and NSC and 2 lines



China,' says Mr Zha. 'Government enforcement of these strict environmental guidelines and a demand by European buyers for better quality means we must upgrade our machinery to remain compliant, competitive, and quality driven.'

'We operate from scouring wool to knitting garments and this is a point of difference that we have been building on,' says Mr Zha. Lianhong Textiles has an annual production capacity of 6,000 tons of wool tops, 3,500 tons of woollen yarn, 1,000 tons of semi-worsted yarn, 3,000 tons of worsted yarn and 2.5 million knitted garments. Its yarn list includes cashmere yarn, wool yarn, lambswool yarn, silk/cashmere yarn, angora/nylon yarn, viscose/cotton yarn, wool/acrylic yarn, wool/nylon yarn, etc. Its knitwear list includes cashmere sweaters, cashmere

‘Government enforcement of these strict environmental guidelines and a demand by European buyers for better quality means we must upgrade our machinery to remain compliant, competitive, and quality driven’

from Octir and Sant'Andrea. The woollen spinning subsidiary has 15 lines from Kyowa and 6 lines from Gaudino and has become the largest woollen yarn production base in Jiangsu, Zhejiang and Shanghai. The worsted spinning subsidiary has 4 preparation lines from NSC and Sant'Andrea, 20,000-spindle spinning frames from Zinser and 20 winders from Schlafhorst. The knitting subsidiary is equipped with 123 computerized flat knitting machines from Stoll. 'We welcome enquiries from customers interested in establishing mutually beneficial relationships with us,' concludes Mr Zha.

For more information please contact Tim Qi
Email: qhh@lianhongtex.com
Tel: +86 512 5846 1988
www.lianhongtex.com

YARN



PERILOC[©] FELTED YARN TREATMENT IN EUROPE

Mefil, a Belgium carpet yarn manufacturer, has introduced Periloc[©] treatment for felted yarn to its customers. ‘We made the strategic decision to invest in this Periloc[©] felting line in 2013 and this has given us the capacity to make heavy felted yarns that are felted individually in a continuous process to guarantee its felting characteristics’, says Peter van den Hoven Director and Sales

Manager Mefil NV & Spinning. ‘This is the best felting method in the world and we are the only company in Europe to offer this treatment’. I met with Peter van den Hoven and Wendy Rulkens, yarn developer, who took the time to show me through the Mefil manufacturing plant and extensive showroom of beautiful yarns.

Mefil has manufactured carpet yarn for broadloom and rugs since 1969. The factory

is in Maaseik, half way between Brussels and Dusseldorf, in the heart of the European carpet industry belt.

The company offers yarn for all sectors including residential, hospitality, commercial, marine and aviation. It produces spun yarn in both woollen and semi worsted with special characteristics in design, colour and construction.

It has a production capacity of 1.5 million kilos per year and uses the best of New Zealand and British wool. 'These are ideal wools that respond well to Periloc® felting treatment, particularly for quality rugs. This process provides for continuously felting and compacting the fibre with moisture, heat and friction until a homogeneous fabric is formed into woolfelt', says Ms Rulkens. 'Although Periloc® treatment is well known to rug manufacturers it is also suitable for loom and wall-to-wall carpets.'

'We always recommend the use of wool because it achieves the most beautiful yarns. It has all the right credentials. It is renewable, biodegradable and sustainable but above all, it has the ability to felt and that makes it an unparalleled fibre from which we can make the most stunning yarns. There is no manmade fibre to equal it', says Ms Rulkens.

Mefil has the manufacturing capacity to produce large quantities to order, but can also fulfil small orders down to 500kgs. 'These small quantities of tailor-made yarns require our creative design approach that sees almost unlimited variety of twists, hard twists and multiple twist and is a refreshing change from mainstream carpet yarns', says Ms Rulkens. 'We can work with all manufacturers to provide advice about the best type of yarn they require, and this includes details in design and colour. We only make custom made yarn – the manufacturer will tell us what they intend

to make and we will advise them regarding how best to achieve their intended outcome. After such consultation we will make according to each individual order.'

Although Mefil predominantly uses wool for its yarn it can manufacture special blends with other fibres. It has the machinery to manufacture woollen spun and semi-worsted yarns. 'These yarns include special designs and colour combinations for the carpet industry in pure new wool, 100 % synthetic and wool/synthetic blends', says Ms Rulkens. 'We offer solid colours and heathers, stock dyed, tweeds and berber styles, marl yarns and hard twist. Our yarns can be dry spun, hank scoured, felted and set, and woolfelt. Our woollen spun yarn count range is Nm 0,2 to Nm 4,5. Our semi-worsted yarn count range is Nm 0,03 to Nm 4,5. Singles and twisted yarns are available up to 4-ply intermingled yarns with BCF.'

Mefil has an extensive client base in Europe and has recently extended its exports to include such worldwide destinations as South America, Asia, USA and particularly European customers. The company is ISO 9001 certified. 'Mefil is an independent company and is not affiliated to any carpet manufacturer. We have a proactive commitment to investment in innovative design solutions for textiles - and these', says Mr van den Hoven, 'can and do start with the spinner and finish with the yarn.'



Peter van den Hoven



Wendy Rulkens, Yarn Developer

THE ORIGIN OF A NAME SPUN INTO HISTORY

Tollegno 1900 is a familiar name to many in textile and fabric manufacturing. It is a significant player in the Italian yarn industry with consolidated annual sales of EUR 140 million and about 1,000 direct employees. The company produces yarns, fabrics and woven undergarments and knitwear. Its Brands include Tollegno 1900

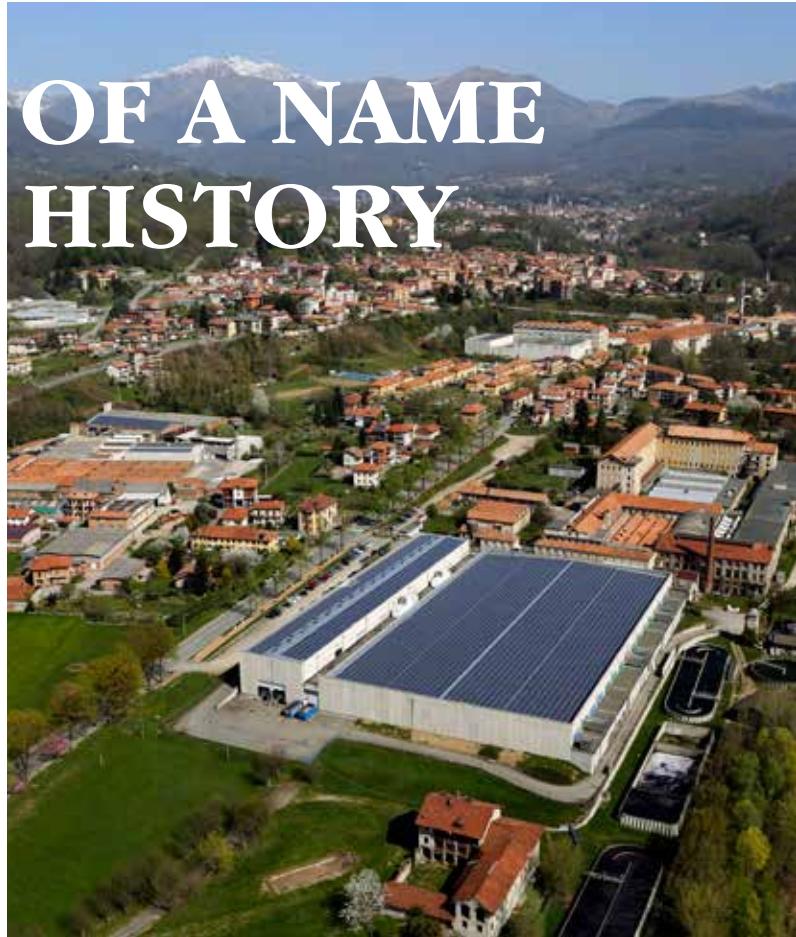
Divisione Filati where pure merino is processed into fine yarns for knitting and industrial machines. Tollegno 1900 Divisione Tessuti produces worsted fabrics for men and women with an emphasis in luxurious cashmere

fabrics. Its brand name can be found in suit labels across the world.

But where did the name Tollegno 1900 come from?

Tollegno was founded in 1862 in Biella Italy and has been producing yarn since 1900. 'The name Tollegno 1900 reminds us how we started our business

Lincoln Germanetti





more than 115 years ago. We are grounded in history and tradition but complement it with new technology and innovations that make it even more special today!', says Lincoln Germanetti CEO at Tollegno 1900. 'We are a wool manufacturing company that does everything but raise the sheep', he says. 'At Tollegno 1900 we aim to mix tradition with innovation.'

The company has increased the availability of its stock service yarns by 30% and has invested over 20 million Euros in warehousing. 'This move will enable us to approach the future with increased vitality and look to extend both our long-standing and new markets', he says.

Tollegno 1900 buys its raw material from Australia, New Zealand, and Mongolia and all processing and manufacturing is undertaken in the town of Tollegno, in the Biella area. Wool makes up 90% of Tollegno 1900's production output, with 90% of that wool sourced from Australia.

'Last year we experienced a growth in sales of over 10%. And this positive trend has continued this year', he says. 'We are optimistic and confident about our brand. Favorable trends in market evolution have seen our sales increase by 15% so far this year. The recovery in the US market has seen steady sale prices and a larger sales output for us. From our observation we find that there are US buyers interested not only in buying Italian yarns, but also in Italian production of the final garments,' Mr. Germanetti comments.

The company is a Woolmark licensee and this 'has always given us a great added value. Our clients have always been confident about buying our products', comments Mr Germanetti. The Tollegno 1900 brand presents the "total look" retail project of formal and casual wear designed for both men and women features natural and fine fibers such as cashmere, merino wool and linen.

'The basolan treatment for knitting yarn has been significant for us and the development of stretch wool and total easy care fabrics in cooperation with The Woolmark Company have been the most notable innovations.'

'We adapt to the change in the clothing business and create new collections every season to reflect the needs of our clients. The presentation of our 2016 S/S to Far East buyers during SPINEXPO (March 9/11 – Shanghai) was very successful. We are maintaining our loyal client-base in Asia while inspiring new and potential customers looking for high range products produced with Italian know-how and creativity.'

'We are particularly excited to highlight our extra fine merino brand. This beautiful 100% pure merino yarn is available as 100% merino wool or in blends with silk.'

Its Classic collection offers 100% extrafine merino wool yarn. 'In this yarn we have entered a new frontier in cutting edge yarn that combines technology and fashion. It is designed for high performance, active sportswear and combines comfort and elasticity.'

SPECIALITY FIBRE EXPERIENCES A RENAISSANCE



SPECIALITY FIBRE



Speciality fibre prices have been increasing steadily in the last couple of years. Victor Chesky spoke with Luca Alvigini, Director of Alpha Tops in Biella, about the trends for these exclusive fibres. Established in 1979, with a merger of two trading companies owned by F.O.Patthey and P.G. Alvigini, today ALPHA TOPS is a major supplier of alpaca, cashmere, mohair and vicuña to major world brands. It is a major supplier of Peruvian alpaca tops. In Europe the company has offices in Geneva, Prato and Biella and in South Africa, its sister company SAMIL trades and processes mohair through its spinning facility in Port Elizabeth. It also trades and processes cashmere through its knitting factory in China.

'Alpaca and mohair is experiencing a renaissance as a fibre of choice because it provides for a bulkier, hairier yarn and this plays well into the trends that we are seeing in the fashion sector today', says Mr Alvigini, known in the industry as "Mr Alpaca". 'Mohair and alpaca are the most suitable natural fibres for this trend as they have exactly the "look" required by the market and provide the best outcome. I see both mohair and alpaca continuing to be in demand.'

'The impact of rising costs for these fibres as well as the impact of currency fluctuations such as the Euro and US dollar has seen an increase in prices of around 40% in a very short time. Some yarn manufacturers will not be able to absorb these increases and this will put pressure on margins for everyone in the supply chain,' he comments.

'Historically, in US dollar terms, mohair has reached its highest price yet and there is no sign that prices will come down. Baby alpaca has been selling at USD30. per kilo and kid mohair has been selling at USD60. per kilo.'

Currently mohair is double the price of alpaca. 'This is partly so', he says, 'because

mohair fibre cannot be replaced with other fibres. Alpaca, on the other hand, can be blended with other fibres such as wool, if it is too expensive. And there are only around 4 million kilos of mohair, with half coming from South Africa and the remainder from Argentina, Texas, Australia and New Zealand', he says.

'Regarding quantities of mohair and alpaca available for export it is interesting to note', says Mr Alvigini, 'that as there is little domestic consumption in South Africa almost 100% of its mohair is exported. When it comes to Peruvian alpaca, consumption sits at around 30/40% domestic consumption and the balance exported as tops. And of course, as there is less alpaca available today, the approximately 6 million kilos produced worldwide each year is still certain to be snapped up.'

Today China is the biggest user of alpaca fibre but for Alpha Tops the story of alpaca in China began in 1990. 'We opened our first office in Beijing in 1991. At that time Chinese manufacturers were unfamiliar with this fibre. From 1996 they began to buy alpaca fabric, mostly to make overcoats



SPECIALITY FIBRE



Luca Alvigini

for the domestic market. Within a short time they began buying alpaca fibre as a raw material and started processing it themselves, ' he says. Today China exports most of its alpaca products as sweaters and for knitting. Only about 20% is used in fabric for garments that are exported to Japan, USA, and parts of Europe and Russia.

Cashmere

'Cashmere', says Mr Alvigini, 'is a very classic fibre. There is a limited cashmere clip and a limited number of companies that manufacture products from it. While the trend in cashmere use may be reducing the limited quantity and its exclusiveness will ensure that it will remain in demand. Some manufacturers have lines

dedicated to cashmere only and this will ensure that they continue to buy and use this fibre. Cashmere knitters in China used to produce all products as 100% cashmere but today only some of their products are in 100% cashmere, while the remaining are blended products'.

Mongolia is a significant cashmere producer with about 7 million kilos per year. But China is still the biggest producer and at its peak it produced 12 million kilos per year. Today it produces somewhere in the region of 10 million kilos. But it must be remembered that only 50% of this fibre is usable because it must first be dehaired.

Mr Alvigini explained that the Chinese government viewed the goat as destructive to local vegetation and as a consequence it created disincentives for farmers to encourage them into sheep farming instead. However, as China still wanted to retain quantity production, good animals have been crossbred with more inferior ones.

The result is a decrease in quality. Today, it is difficult to find good quality cashmere in China and with limited choice in quality and quantity the market will pick-up whatever is available making it unlikely that standards will be improved in the foreseeable future.

In 2002 Alpha Tops established Alphatex Knitting Company, after inaugurating a joint venture in cashmere combing operation in China. Alphatex Knitting Company is equipped with the latest computerised knitting machines. Its capacity is to produce 300,000 pieces per year in pure cashmere and cashmere blends. It was followed in 2007 by the establishment of a trading company Noblefibres



Alpha Tops works with Pelama Chubut in Argentina - the only company that has the facility to dehair vicuña

in Zhangjiagang. ‘Our Chinese operation enabled us to become a primary supplier of cashmere to the European textile industry and alpaca and mohair to Chinese companies’, says Mr Alvigini.

Vicuña

Vicuña is an even rarer fibre. The main grower countries are Peru, Argentina and Bolivia. The clip is taken only once every two years. Around 5/6 tons per year is available and as a consequence it is indeed the most expensive natural fibre available. It has been selling at USD1600. per kilo. ‘As such it is a very controlled market and much government documentation (CITES) by grower countries is required before any export is achieved,’ says Mr Alvigini.

The group is involved in more than just trading. It is actively involved with growers to assist them in improving the quality of their fibre. ‘In South Africa we have been investing with selected growers to breed several thousand of the best quality goats. Today we comb over 50 tons of our own fibre’, says Mr Alvigini. ‘Samil started a breeding program in South Africa, and Inca Group in Peru.

Our team of experts selected alpacas to improve the quality of fleece and fibre and teach the growers to achieve lower fineness and higher style. We are committed to a complete chain – from breeding right through to the production of high quality natural fibre products. We also recognise the importance of international quality and testing standards for our industry.’ Alpha Tops is a founding member of the International Alpaca Association in Peru. Mr Alvigini is the current President of the International Alpaca Association.

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INTELLIGENT INDUSTRY SUPPORT STRUCTURES DELIVER EXCELLENT MOHAIR PRODUCTION

By Robyn Rütters- Mohair SA Industry correspondent

The story of how Angora goats arrived on the shores of South Africa and grew in numbers is truly amazing. In 1838 the Sultan of Turkey sent twelve neutered rams and one female to Port Elizabeth, halfway across the world. The rams were rendered infertile, as the Sultan wanted to protect his country's powerful mohair empire. What he didn't realise, though, was that the ewe on board was pregnant and gave birth to a kid ram en route to Africa, which was the start of the industry in South Africa.

Today South Africa produces the most mohair in the world – all thanks to the Sultan's mistake and a pregnant ewe.

The Mohair market has experienced continued strong growth over the past few years. The biggest contribution to this excellent growth is the fact that Mohair has been identified by the educated consumer as the sustainable luxury natural fibre

for the future. South Africa is the largest producer of Mohair in the world producing 53% of the global Mohair market. The demand for the noble fibre is growing at an extensive rate and the offering across all clips is very favourable for the producers with the actual average price of Mohair sold at ZAR 204.78 for the 2014 year. Despite the looming global recession, exports for 2014 remained unchanged from the 2013

year which amounted to 3.65 million kg's - 13,7% higher than in 2012 with an escalated interest in Mohair in the imports from Italy, China and Japan.

Mohair producers have truly benefited from this worldwide shift in the consumer's new trend to consciously purchase products which have been farmed and manufactured in an environmentally friendly and sustainable manner. Mohair is one of the most versatile fibres and is in great demand in the knitwear section, domestically and commercially, interior decorating, lifestyle, manufacturing, sportswear, exclusive suiting and more.

The Mohair industry has recognised the growing need for the production of Mohair and has invested in a series of support structures to stimulate Angora goat farming in South Africa.

The South African Mohair Growers' Association (SAMGA) is the producer organization that supports and lobbies for Angora Goat farmers. Some of these services are the special appointment of an industry vet to focus on the husbandry needs of the Angora goat. The organisation also provides specialised research on factors pertaining to the health of the goat. Producer days are held in the various districts offering advice and information to farmers to sustain and stimulate Mohair production.

SAMGA is also responsible for promoting the production of Mohair, and general farming of Angora goats, whilst continuously negotiating with government and non-governmental organizations about issues pertaining to producers.

The strong industry stabilization support structures in combination with initiatives and collaborations between Mohair South Africa and reputed Mohair manufacturers, such as the Miyuki Mohair Trophy, the



Ermenegildo Zegna special Mohair kid auction - left to right: Andrew Laing, buyer for SAMIL, Pierre van der Vyfer, Manager of the Mohair Division- Cape Mohair & Wool, Matthew Fox, Auctioneer, Jannie Lategan, producer with highest price paid, Deon Saayman, Managing Director of Mohair South Africa on behalf of Ermenegildo Zegna. (Photo by Theuns Botha)



Winners of the Miyuki Keori Trophy 2014 - Back from left to right Gert Jordaan (Champion Winter Clip), Barries Snijman (Runner-up Most Sustainable Producer), Louw & Frans Retief (Reserve Grand Champion). Front Left to right: Billy Colborne (Champion Summer Clip), Jordy van Hasselt (Miyuki Keori 2014 Grand Champion Trophy Winner), Roy Heydenrich (Winner Most Sustainable Producer)

Ermenegildo Zegna Mohair Trophy and the Daidoh Trophy competitions for the Mohair producers, has resulted in the continuous high standard delivery of Mohair production.

Producers have exercised great emphasis on the production of quality Mohair clips by investing in top quality rams to secure optimum results and excellent genetics.



Let Mohair warm the world - Mohair blankets from Hinterveld

THE DISCOVERY OF THE MOHAIR KINGDOM

Mohair South Africa (MSA) is a non-profit company established for the advancement and marketing of the Mohair fibre. As part of their marketing initiatives, MSA has introduced an educational programme where strategic collaborations with educational institutions, both nationally and internationally have been implemented where design students are encouraged to experiment with Mohair as an option for their design applications.

This programme, offered in the form of a design competition with the relevant university, offers the winner an opportunity to visit South Africa and experience the source of the Mohair fibre. This programme has proven to be most successful and has expanded to seven high-status fashion schools internationally in Japan, China, UK and South Africa.

One of the latest editions to the programme is the University of Donghua in Shanghai,

China. The winner of this competition, Chen Yinzhu visited South Africa in 2015 and saw Angora goats for the first time.

Textile reporter, Lyria Zeng from Shanghai accompanied the Chinese delegates to South Africa and reports about her Mohair experience. "I was quite honored to be invited by Mohair South Africa as a visitor of the "Mohair Fashion Design Competition 2014, China". Myself and two staff members from Hanscent, Tristan and Sam, the winner of the "Mohair Fashion Design Competition of 2014", Donghua University student Chen

Yinzhu, Donghua University professor Zhou Honglei and Mrs. Jin who is from one of the biggest mohair yarn factories in China arrived at Port Elizabeth, South Africa in June, 2015. This was the beginning of a short but exciting journey of the Mohair kingdom.

“Mohair” confused in China

As a textile reporter, I will admit that Mohair has been popular and familiar to ordinary Chinese wives in the 1990s’. With limited shopping choices, the Chinese wives had to knit sweaters and shawls for their family members.

Starting with wool yarns, the Chinese wives then soon discovered a fluffy and beautiful yarn named “Mohair yarns”. They fell in love with this lovely and exotic fiber. Chinese Mohair fever started in the 1990s’, but people were uneducated about the origin of the fibre.

After a short period “man-made Mohair” became very popular in the Chinese market. Due to the cheaper price and colorful collection, the man-made Mohair yarn was in higher demand than the authentic Mohair which was imported from abroad. The Chinese market has since been under the false impression that “Mohair” is a man-made fiber where it actually was made from poly-acrylic which eventually lost its popularity due to the discomfort experienced during wear.

Today, not all Chinese consumers are aware of what Mohair is, but is familiar with the long and lustrous features of the fibre. The truth is that although mohair is produced in many parts of the world, South Africa processes 80% of the world’s mohair production. The Chinese need to be informed and that is why the initiative of Mohair South Africa to bring us to the source will enable us to tell the Chinese market. The most exciting experience was our visit to the Angora farm. The farms in South Africa are much bigger than we imagined! Most important of all, Angora goats live wild and happy.

We visited Sean Hobson’s Farm. Sean is a tall and strong man and is the owner of the farm. He demonstrated how to shear an Angora goat, and class Mohair.

“Angora goats produce about 3 ½ kilograms of Mohair per year in two shearings. Quality of Mohair comes in two basic styles, ringlet shaped locks and flat wavy locks. Mohair is typically sold in three grades: fine, medium and strong, and this is determined largely by the age of the Angora goat. In general, the baby Mohair (kid) is the finest and most expensive. Now I will show how to shear a goat.” Sean said.

The works in the farm turned the goat onto its back, by using a machine to shear. The process went very fast.



MOHAIR



Chinese delegation on their visit to the Mohair farm in South Africa

Shearing takes place every six month. This shearing demonstration, the goat was very relaxed and peaceful and it was obvious that the Angora goats are not harmed during the process.

We were very surprised to discover that Angora goats live in the open field almost 24 hours for 365 days! For the local South African this makes complete common sense, but this discovery was completely new to us who thought that the Angora goats are not independent enough.

On my visits to the Cashmere Farm in Inner Mongolia, China, I witnessed the goats going out in daytime and back to the farm at sunset. In some extreme cases, the goats stay inside the barn all day, eating the hay collected by farmers. Certainly, those Chinese farms are much smaller!

Smart Angora goats! They are able to live in the open with potential threats including vermin such as jackal and bad weather! The farmers use windmills to draw natural fresh water for feeding, so the goat flocks can visit the water spots every day. The bellwether goat is always the first one to come and drink from the watering hole. The clean environment is a major contribution to the healthy growth of the Angora goat. The

farm in the Karoo in the Eastern Cape is fertile and safe to support Angora goat flock reproduction. Breeding is strictly managed by farmers to improve Mohair quality.

Touch of the Mohair fashion

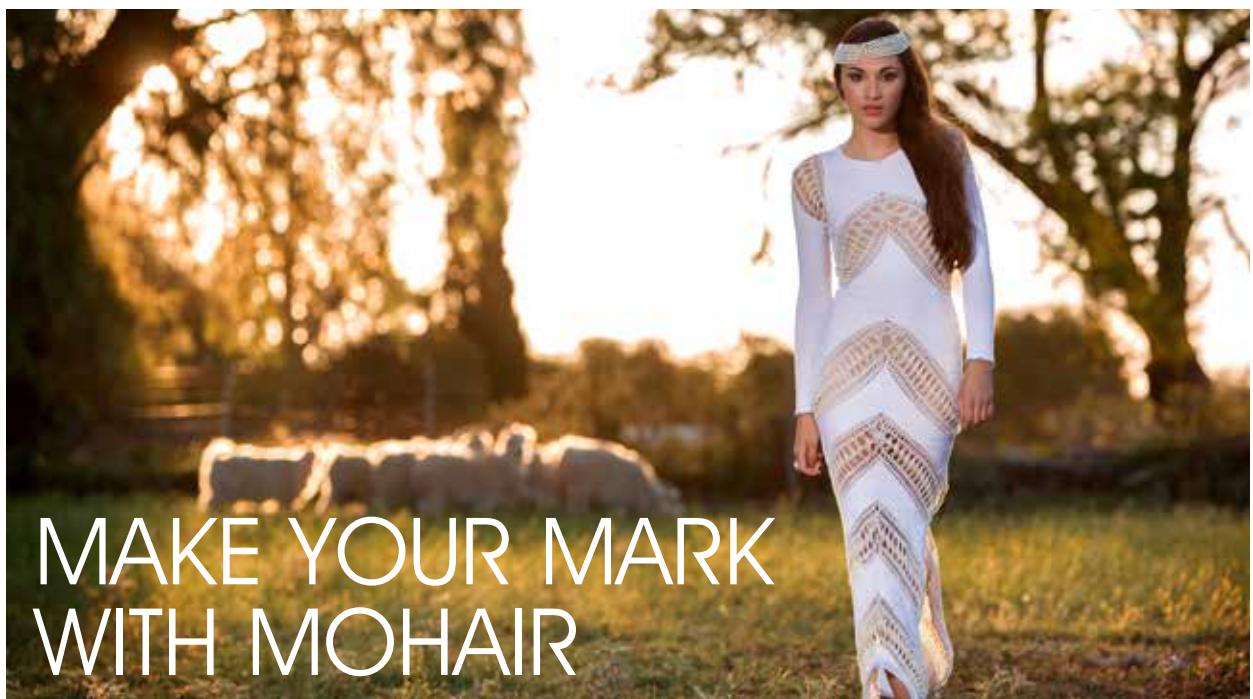
Who would not like Mohair products? I think even a person who has allergies to fuzz can select a suitable mohair product, because of the diverse uses of Mohair. The Managing Director of Mohair South Africa, Deon Saayman, brought us to Nelson Mandela Metropolitan University in PE where Professor Grobbelaar explained heir educational approach in fashion design.

"LADUMA NGXOKOLO, CRAIG NATIVE, DAVID TLALE, MARC JACOBS, MARIANNE FASSLER and SUZANNE HEYNS are all South African fashion designers renowned for their Mohair designs. Especially LADUMA NGXOKOLO has achieved major success in Europe with his Maxhosa brand." said Professor Grobbelaar

It's unfortunate that the graduates in South Africa don't have many choices in fashion brands and the industry, but they have strong faith in waiting to be an independent fashion designer or tailor.

The quality Mohair products designs will attract people who have an affinity for natural luxury. Although Mohair is expensive, Mohair products are very durable and will last a life-time, are eco-friendly and offers natural beauty.

I am convinced that Mohair South Africa's efficient marketing and promotional efforts will reach customers globally and offer them a more valuable education about Mohair than ever. My hopes are that more beautiful mohair products will be available to China, and the new generation of South African fashion designers will expand and expose the heritage of South Africa's native cultures through their designs.

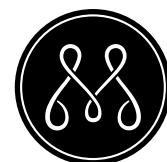


MAKE YOUR MARK WITH MOHAIR

The natural fibre “connoisseurs” are completely aware of the versatility and unique qualities of the niche fibre, Mohair. As one pundit at Pitti Uomo said; “Lots of suits are sharp, but the sharpest suit always contains Mohair.”

The versatility of the fibre off-course lends itself to far more than worsted fabric. Mohair socks are favoured by top athletes as their footwear of choice when pushing their bodies to the limits, executive vehicles are fitted with deep twist pile mohair carpet mats, and interior designers have a field day with the luxurious variety of applications that this fibre has to offer.

The sustainability and innovative qualities of mohair are the favourite choice of fibre for the new generation who are in the pursuit of individuality and high quality. The increasing demand for mohair has offered an opportunity to join the family of natural fibres by introducing a distinguishable mark,



MOHAIR

the Mohair Mark. As part of their international marketing campaign, and as global leaders in the Mohair Industry, Mohair South Africa (MSA) initiated a registered mark that will allow consumers to recognize mohair and its unique properties in products containing mohair.

The main aim of the introduction of the Mohair Mark is to firmly establish mohair as a luxury natural fibre of choice, and to secure its sustainability in the market place. Until recently there was no recognizable mark available which could be attached to products on the shelf, to enable consumers to easily identify whether a product contains mohair. It is therefore encouraged that all manufacturers

of mohair products register for use of the Mohair Mark, at no cost to them.

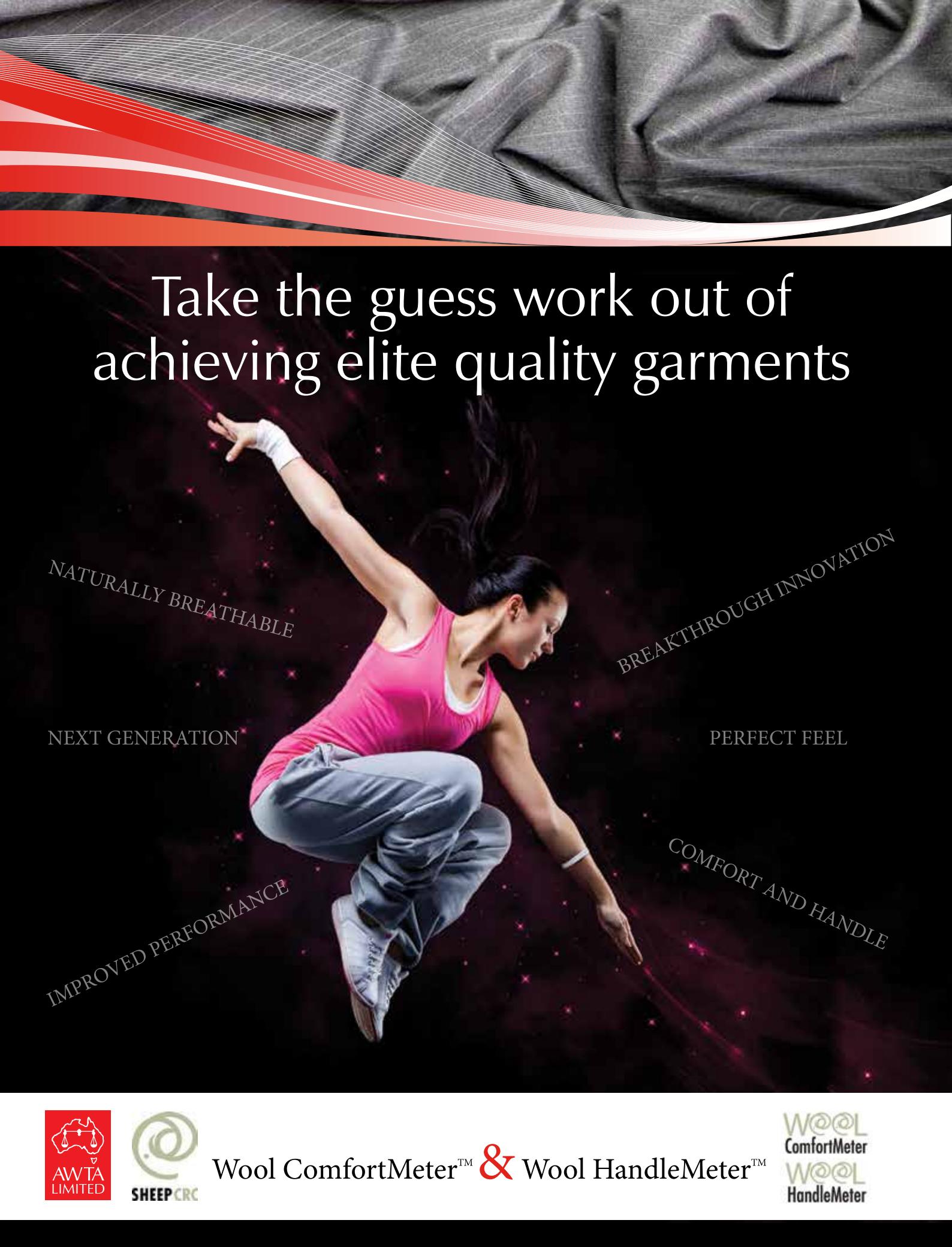
The Mohair Mark will validate that the product contains mohair, but will however not be a quality guarantee.

How it works:

Manufacturers producing products with a mohair content of 10% or more, may qualify to use the mark via sewn in labels, swing-tags, brochures and marketing material at trade shows. Once your application has been approved, MSA will send you a starter kit, which includes various marketing materials to ensure you can integrate the mark into your products and exhibition stands.

How to apply:

Simply go to www.mohair.co.za, click on the ‘Mohair Mark’ tab and apply online.



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HandleMeter



THE SOLUTION FOR NEXT-TO-SKIN WOOL COMFORT

The **Wool ComfortMeter™** allows retailers and manufacturers to develop and market next-to-skin wool garments which are scientifically proven to offer a more comfortable wearer experience.

The **Wool HandleMeter™** allows retailers and manufacturers to measure key garment handle attributes which means better next-to-skin wool knitwear products.

24 Robertson Street Kensington Victoria 3031 AUSTRALIA
Tel. 61 3 9371 2100 Fax 61 3 9371 2190 E: awtaiinfo@awta.com.au

woolcomfortandhandle.com

INDUSTRY



Sam Lu G. Schneider chief representative in China (left) and Marco Gallia

Jeffrey Losekoot (below) who has recently rejoined G. Schneider Group with 18.5 micron wool.



BEST WORLD FIBRE DISTRIBUTED FROM THE CENTRE OF EUROPE

G. Schneider Group processes fine wools and speciality fibre including cashmere, silk, alpaca, vicuna and guanaco. Founded in 1922, today the company operates from five continents. It runs processing plants in Italy, Argentina, China, Egypt and Mongolia and has an extensive procurement and commercial network.

'We source and process wool and speciality fibre from around the world', says Giovanni Schneider from the head office in Switzerland. 'We specialize in servicing fine cloth weavers and premium spinners around the world and our most discerning customers are based in Italy and other parts of Europe and this is why our logistics centre remains in Biella, Italy. The company philosophy has always been to have its production plants close to its customers, in order to provide the best possible service and quality.'

'Our head office in Switzerland is responsible for all the purchases as well as for sales in Europe', says Marco Gallia company managing director. 'We market some of the world's finest wool top. Our Italian plant in Biella, Pettinatura di Verrone, manufactures superfine wool tops and other precious animal fibres. Our goal is to meet the quality standards of the most specialized and demanding clients around the world', he says. 'We supply to the most famous brands and labels'.

The Biella plant has an average production of 3,000 tons of superfine wool top with an average fineness of 16,5 micron, but has the capacity to process as fine as 10 and up to 19 microns, 1,000 tons of superfine open top with an average fineness 18,5 micron and the capacity to process from 14 and 21 microns, 150 tons of cashmere and camel tops, 50 tons of mohair tops, and 20 tons of dehaired vicuña, guanaco and cashmere. The plant processes greasy merino wool from Australia and New Zealand.

'Our plant in Egypt has been operating since 2011', says Mr Gallia. This facility processes tops of 17 - 22 microns and has a production capacity of 5 million kgs of tops per year. It also carbonizes 1.5 million kgs of wool per year. 'Our plant in Egypt is ideally located to service customers in Europe, Turkey and India with a quick turnaround time, sometimes as quickly as one week.'

Progetto Lana, sister company based in Prato, specializes in the recovery and upgrade of textile by-products. 'We retrieve them and through handcrafted processes we generate new fibre that is used primarily by the carded textile industry,' says general manager Mr Sauro Guerri.

FINE WOOL PROCESSING IN CHINA

There has been significant expansion and demand in Asia for better quality tops using finer wools. G. Schneider Group operates wool combing and a carbonizing plant in the heart of the textile centre of Jiangyin, China. The company has a processing capacity of over 5.5 million kgs of top per year. This mill runs as well as any in Italy, operating good machinery and well trained staff says Alberto Mercandino, plant manager with more than 30 years experience in the wool industry in both Italy and China. 'The plant was opened in Jiangyin in 2004 and we are very proud of what we have achieved here'.

The plant is fully automated with 80 workers rotating 3 - 4 shifts every 24 hours. Last year the plant worked with mostly super fine wool specializing in fine merino wool with an average of 19.5 micron. But it has the capability to process as fine as 13.5microns. It is not unusual for the company to fulfill orders as small as 5 - 10 tons for specific clients needing 15.5microns but 25 tons is more usual production batch.

'At G. Schneider China plant we provide a better quality product than other local mills in China', says Sam Lu G. Schneider chief representative in China. 'We supply weavers and spinners around the world including the domestic market in China, as well as South Korea and Japan.

'We are very competitive and we do not compromise on quality and this is why our customers keep coming back to us year after year. It is well known that spinners and weavers in Japan and South Korea demand high quality products. And the fact that we have been supplying to these markets for many years is testimony to our production here', he says.

G. Schneider China can supply some 500 tons of open tops to woollen spinners in Japan and South Korea in the 15.5 – 22 micron range. Some customers require very specific orders and sometimes in small quantities. We do not have any problem satisfying these demands. We work with individual customers large or small', says Sam Lu.

'We run six mills around the globe and this diversity sets us apart from others. We can source and process different fibres from New Zealand carpet wool from Fuhrmann New Zealand to the finest and rarest vicuna from Peru and Argentina. We offer our customers a diversity of products, quality consistency, and excellent service', concludes Marco Gallia.

For more information please contact Sam Lu at Sam.lu@gschneider.com.cn in Asia Marco Gallia at marco.gallia@gschneider.com in Europe.



Ernie Etchart's sheep grazing on public lands high in the San Juan Mountains in Colorado

American wool has many uses and is known for its 'loftiness.' In addition to its well-known uses in woven apparel, sweaters, hosiery and upholstery, American wool is also used to make insulation, hand-made rugs, tennis balls, bedding products and clean-up pads for oil and chemical spills.

'Our wools provides for almost every type of manufacturing operation from weaving applications to value based woollen manufacturers', says Rick Powers, division manager at Lempriere USA. 'Quality wool is the key for us at Lempriere USA. We know the farmers, the fibres, the brokers, and where to source the best wool for each application.'

Lempriere's USA offices, located in the south eastern city of Charleston, South Carolina and in Texas, provide ready access to the entire diverse USA wool clip.

The Lempriere team has great experience with international top making and scouring as well as more than a decade of successful raw wool marketing to overseas merchants and processors.

U.S. sheep producers traditionally

harvest wool during the spring months. In fact, more than half of American-produced wool is shorn and sold during April, May and June.

The average weight of a fleece in the United States is just over 3kg. However, there is a variation from state to state; for example, an average fleece produced in North Carolina and Iowa weighs 2.2kg while an average fleece produced in Nevada weighs 4.4kg.

In the past, U.S. textile mills consumed nearly all of the domestic wool production. However, over the last several years, many of the mills have either closed or moved their production facilities to other countries. Because on this shift, export markets, along with the U.S. military, have become increasingly important to U.S. producers.

'Our goal is to supply our international buyers with the best quality wool to meet their specific processing needs. Our team is very knowledgeable in US wool and its processing suitability, and we also offer our clients extensive services in shipping and logistics', concludes Mr Powers.

Lempriere USA can be contacted at wool@lempriere.com.au

Rick Powers



 **AMERICAN WOOL***As natural as where it is grown.*

American wool is an environmentally responsible fiber supporting a sustainable world. Nourished by native grasses and vegetation in the vast open rangelands of the western United States, wool bearing sheep are protected by shepherds and their guardian animals. U.S. wool is cultivated with conservation and earth-friendly practices in mind.

As stewards of the earth, U.S. sheep producers have a vested interest in keeping the land bountiful. Land

conservation and the sustainability of its resources are very important. Generations of family ranchers have cared for the natural landscapes that produce native forages. Today's producers continue to improve on these ecologically sound production practices to enrich the ecosystem for future generations.

U.S. wool production provides a fiber as natural as where it is grown.

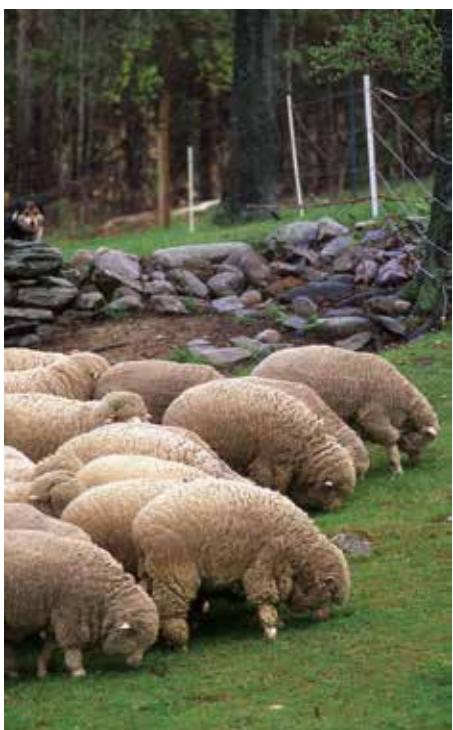
www.sheepusa.org • info@sheepusa.org





Animal husbandry principles hold true for American wool growers

Sheep producers all across the country hold the quality of American wool in their hands on a daily basis. It's a charge they take seriously as they work toward building a safe, healthy, happy flock. Working with the American Sheep Industry Association, producers understand that, at the very basic level, it is these animals that provide the raw material for our industry. Studies have shown that well cared for animals are more productive.



To this end, U.S. wool producers are committed to humane husbandry practices that provide a healthy, comfortable existence for their animals. Production management decisions are always made with the health and welfare of the animals in mind.

United States wool comes from sheep that have never undergone the mulesing process. Mulesing to avoid fly-strike is not necessary nor practiced in the United States. For more than a century, U.S. sheep producers have practiced genetic selection for high quality wool on smoother bodied sheep that are less likely to suffer fly-strike problems.

Just as important is a deep concern for the land on which American sheep graze on a daily basis. Wool producers are stewards of the land just as much as they are shepherds to their flocks. They produce wool by natural grazing compatible with the environment. Land, just like sheep and wool, is truly a renewable resource that must be cared for at every step in the process.

Animal husbandry principles hold true for all management practices, including the shearing of sheep – a necessary process that is of great benefit to the animals' own welfare. Sheep must be shorn regularly to prevent excess wool from interfering with their bodies' ability to



Annual shearing – using approved, standardized handling techniques – is designed for the comfort and well-being of the sheep. Shearing generally takes place before the lambing season in order to aid in lamb health and survival.

thermo-regulate. Excessive wool coats also make the sheep more vulnerable to becoming immobilized by physical obstacles in the environment and more susceptible to predator and parasite attacks.

As in virtually every major wool producing country in the world, shearing has become more and more of a problem area for the wool industry. There's no doubt the job of marketing U.S. wool is easier when shearers are properly equipped, staffed and trained to present fleeces in their best light, which is why representatives of the ASI Wool Council met with select U.S. sheep shearers in July 2015. American shearing companies are always in high demand during prime shearing seasons, and usually in need of extra shearers. The U.S. government offers the H-2A shearer program to encourage shearers from other countries to come to the United States. Whether they are foreign or domestic, the U.S. is always in search of competent shearers.

"The shearers play just as important a role in the process as the producers," said Wool Council Chair Ken Wixom. "We need everyone working together to produce the best wool possible for both domestic and international buyers."

Such wool features the "loftiness" that American wool is known for among buyers from all across the world. It's fairly common for American wool to be blended to produce

bulk in finished products. With available wools that vary in diameter and frequency of crimp, buyers are sure to find suitable wools for their blending needs.

"In my various capacities over a number of years, I have had the opportunity to purchase and process U.S. wool. With its high bulk and resistance to compression, U.S. wool is especially good for end uses such as knitwear, hosiery, shawls, blankets and any other products that benefit from such characteristics," said Götz Giebel. "Additionally, U.S. wool enhances other-origin wools in these characteristics when used in blends."

The U.S. Certified Wool Program – developed by the Wool Council – helps buyers identify the best wools in the United States. A strict code of practice for preparation of wool is followed by those who participate in the program. Both producers and shearers are encouraged to be a part of the process.

Opportunities to buy American wool abound. Wool producers tend to sell their wool through private or cooperative wool warehouses. A network of wool dealers and brokers also regularly purchase wool from both individual ranchers and warehouses. Wool producers in the eastern U.S. tend to have smaller flocks and therefore smaller volumes of wool, so they market their wool through "wool pools" that consolidate smaller lots. There are more than 50 wool pools throughout the United States.

NEXT-TO-SKIN COMFORT LEVEL OBJECTIVELY MEASURED

The biggest growth in the woollen sector is expected to be in next-to-skin garments and in particular, in active sportswear. In areas of medical and babywear products the attributes of comfort is also extremely important. Ensuring that this next-to-skin garment is not prickly and is comfortable to the skin for long periods of time manufacturers will need to rely on more scientific testing procedures to measure fabric comfort.



Wool ComfortMeter takes the guess work out of next-to-skin wool measuring

For the first time the wool industry has developed a scientific and objective method of measuring the comfort of fabric. The Wool ComfortMeter counts the number of fibres protruding from a fabric. These fibres have the potential to cause that prickly feeling and the resulting itch factor that can put off consumers from wearing woollen garments.

The Wool ComfortMeter and Wool HandleMeter have been developed by the Australian Wool Testing Authority (AWTA) and the Sheep CRC, an Australian government research body. After a decade of research this new technology is now available for commercial use.

'This new technology enables retailers and manufacturers to objectively specify garments on the basis of superior comfort', says Michael Jackson director of AWT. 'Fabrics measured on the Wool ComfortMeter, which analyses the surface of the garment for prickle and which has been calibrated against the findings of extensive consumer wearer trials, are assigned a single numerical score. The lower the score the higher the consumer comfort, a higher score means that the fabric risks some irritation to the skin', explains Mr Jackson.

The HandleMeter™ objectively measures seven core attributes in handle in fabric and garments: smoothness, softness, warm feel, dry feel, hairiness, tightness, and perceived weight and overall luxury handle index. It provides product assurance; ambiguity and human subjectivity are replaced with transparent measureable values that ensure buyer requirements are clearly

communicated and understood along the supply chain.

Yarn, fabric, and garment manufacturers are urged to invest in this new technology that is specifically designed for superfine and ultra fine merino wool. It will provide product consistency to retailers and manufacturers in quality across multiple batches. And more importantly, the objective data will allow the retailer to specify to the supplier, the exact comfort level required in their garments.

The Wool ComfortMeter can be used by a retailer to test existing products or as part of their innovation and development process.

A retailer simply specifies their preferred Wool ComfortMeter score to the supply chain partners. The supply chain is able to produce the products to the Wool ComfortMeter specification via wool

sourcing, processing and fabric finishing techniques.

Retailers can monitor the consistency of the garment's comfort quality by testing batch samples and compare against the acceptable Wool ComfortMeter score thus ensuring consistent quality between shipments and even from one season to the next.

Wool ComfortMeter and Wool HandleMeter have now been in use by manufacturers in China and in Europe for over a year.

As the largest wool-testing organisation in the world, AWTA provides garment testing services to wool processors, knitwear companies, fashion houses and garment retailers through its facilities in Melbourne, New Zealand and in China and is well placed to market this new and innovative technology.

COMFORT LEVEL	COMFORT LEVEL DESCRIPTION	HOW TO SPECIFY A COMFORT LEVEL
Luxurious comfort	<p>Wearer trials conclude 90% of consumers find garments in this range comfortable when worn next-to-skin.</p> <p>A product in this range will provide the wearer with the indulgent comfort experience expected from a luxury brand offering.</p>	To source products that satisfy this comfort level specify a score of WCM 450 or lower.
Premium comfort	<p>Wearer trials conclude 80% of consumers find garments in this range comfortable when worn next-to-skin.</p> <p>A product in this range will provide the wearer with a premium wearer experience, suitable for leading high street brands and retailers offering premium quality.</p>	To source products that satisfy this comfort level specify a WCM score between 450 and 510.
Everyday comfort	<p>Wearer trials conclude 70% of consumers find garments in this range comfortable when worn next-to-skin.</p> <p>The product provides a comfortable, entry level garment for consumers wishing to experience the elite attributes of a Merino wool garment.</p> <p>Garments in this range have been associated with a minor sensation of prickle but from our research possibly not enough for the consumer to not like the fabric.</p>	To source products that satisfy this comfort level specify a WCM score between 510 to 600.

AUSTRALIA'S FINEST

by Victor Chesky

Exremely dry conditions in Australia in the last couple of years and breeding trends towards finer micron sheep have seen a significant increase in the production of fine wools. But the weather has been changing with more rain experienced in some parts of the wool growing regions and growers are acknowledging market signals and shifting away from fine micron production if their conditions allow. Market prices will also impact on finer types. This should see less finer wools produced.

G. Schneider Australia has a solid reputation as a major buyer of Australia's finest wools. With Australian superfine woolgrowers disenchanted with the demand as well as with prices for their wool I asked Don

Belgre and Tim Marwedel, Directors of G. Schneider Australia, where they see the industry heading in the near future.

'Supporting Australian wool growers and encouraging production of good quality wools is a main objective for G. Schneider office in Australia', says Don Belgre. 'We in the industry need to ensure that the Australian wool grower receives a good return. We believe our welfare and that of the grower is closely linked.'

G. Schneider Australia is concerned with the increasing staple length of the wool clip and is keen to promote shearing earlier than 12 months where on-farm management allows. That result is better suited to G. Schneider topmaking facilities around the world. 'Because of our experience in working

with Australian wool we can achieve better results when avoiding over long wools', says Tim Marwedel. 'Our mills do not need extra length to produce quality top'.

G. Schneider Australia has offices throughout Australia and these are responsible for buying wool for all G. Schneider Group mills around the world. 'We have our own network of buyers at auction and we are well known for sourcing the best Australian merino.'

The trend, says Mr Belgre, is moving away from finer wools as growers focus on broader wools with more cut per sheep and G. Schneider knows that it must respond to such shifting supply and demand factors. 'Our pattern of buying has changed over the years to include a wider variety of wool types to meet this change' says Mr Belgre.

'Each of our mills employ their own specific expertise to satisfy client requirements, so we deliberately choose wool suitable to each destination', says Mr Belgre. 'We pay particular attention to length, strength, cleanliness and VM. Without a doubt we are sourcing a wider variety of wools than we did in the past for our mills in Italy, Egypt, China and Argentina. G. Schneider also process a range of other precious natural fibres including cashmere.'

Mr Belgre commented that Europe will continue to buy the best quality wool on offer. European topmakers, spinners and weavers are here to stay he says. They are often 3rd or even 4th generation companies and remain major players in the international market, including retail. When it comes to quality, Europe still dominates.

Don Belgre



Tim Marwedel



G. Schneider recently restructured its trading division and it is now better streamlined to supply its mills and market its products.

The Australian wool industry recently started a discussion on an alternative wool selling system to the current auction system. Most Australian wool is sold by auction. ‘We are a very strong supporter of the Australian wool auction system’, says Don Belgre. Wool growers around the world set their prices based on Australian wool auction prices. Undermining this could

have a negative impact on everyone’, he says. ‘We are not against online wool selling but sale by description is not acceptable to us. We believe that buyers need to fully inspect samples of the wool that they wish to buy and that to buy sight unseen will cause problems. Who will guarantee the performance of the wool as we now do with payment in seven days cash. We are following the discussion about the new online proposal and believe that much further detail is needed,’ Mr Belgre commented.

Talk to 5000 buyers in China

wool2yarnChina magazine is used by wool and textile companies around the world to advertise their products and services to the woollen industry in China.

‘This Chinese language publication is circulated to over 5000 major importers of wool and speciality fibres in China’, says Victor Chesky, Editor. ‘It is circulated in China by Nanjing Wool Market to wool processing and topmaking mills, spinners and weavers, carpet and garment manufacturers, and government agencies and ministries in China.’

wool2yarnChina is also distributed to all delegates (600+) attending the annual Nanjing Wool market Conference, the major conference for the wool and early wool processing industry in China. A number of copies are also distributed to textile enterprises in Hong Kong and Taiwan.

‘This magazine provides exporters the opportunity to communicate to buyers in China, in their own language, breaking down any language barrier,’ says Mr Chesky. ‘For companies seeking new export business, advertising in **wool2yarn**China will introduce their company to this targeted decision maker base in all sectors of the wool industry

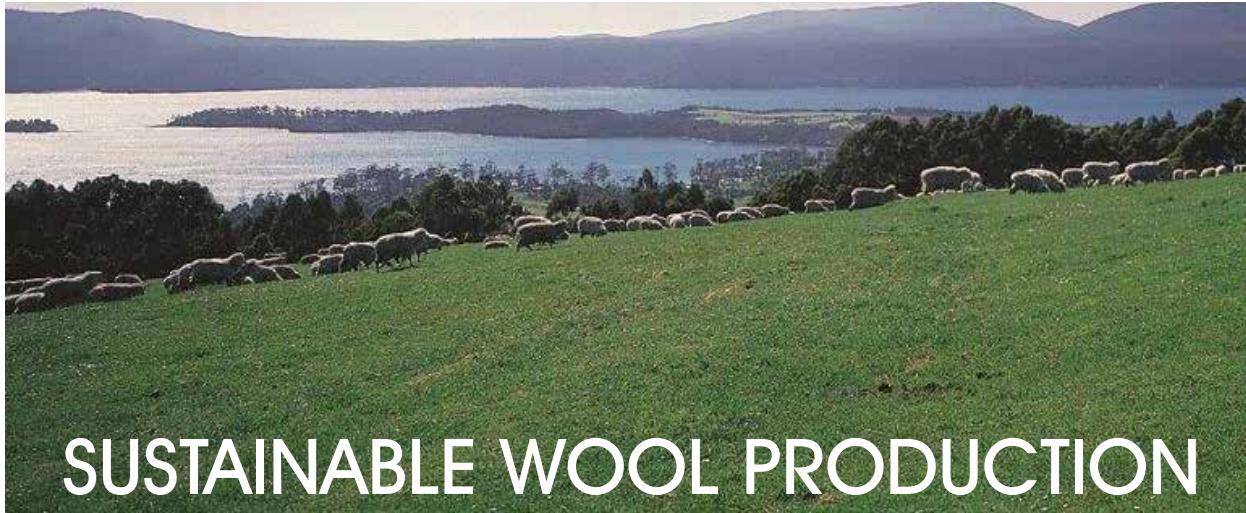


in China. For companies that have established customers in China, advertising in **wool2yarn**China will reinforce their position as a preferred supplier to these existing customers, and will also introduce their company to new buyers.’

wool2yarnChina is published in September each year and is a buyers’ guide that is used by our readers in China, Hong Kong and Taiwan as a reference tool for the following 12 months. If your company is interested in advertising in the 2015 issue of **wool2yarn**China please contact us’.

Mr Chesky can be contacted by email at victorch@bigpond.com

www.wool2yarnchina.com



SUSTAINABLE WOOL PRODUCTION

**SustainaWOOL™
INTEGRITY SCHEME**

New England Wool (NEW) has launched an innovative but timely sustainability declaration system for Australian wool producers – the SustainaWOOL™ Integrity Scheme. The scheme has been developed by NEW and is managed by NEW with support from its shareholders Vitale Barberis Canonico and Reda, two high profile fabric makers in the Biella region of Italy.

NEW is the world's largest purchaser of the highest quality "spinner" style superfine wools from Australia and New Zealand.

'Supporting and purchasing the very best wool on offer is a high priority of our shareholders', says Andrew Blanch, Managing Director of New England Wool based in Australia. 'SustainaWOOL™ certifies the very best in traceability, animal welfare, animal health and environmental credentials.'

Mr Blanch comments that 'not enough focus or energy has been placed on promoting the sustainable nature of the wool production system in Australia, not only for high quality superfine wool but also Australian wool in general.'

"SustainaWOOL™ provides professional woolgrowers

in Australia with the opportunity to show the world just how well they look after their stock and the environment and is available to all suppliers, existing or future, to New England Wool.

'We are quite literally placing our stamp of approval on our most valued wool and wool suppliers,' says Mr Blanch. 'The SustainaWOOL™ Integrity Scheme is a tool by which other wools will be measured. With this Scheme we will encourage sustainable production, full traceability and the highest level of wool preparation from our suppliers and hopefully a greater appreciation of our supply system by leading processors and garment manufacturers worldwide.'

The SustainaWOOL™ Integrity Scheme works hand-in-hand with the Australian Wool Exchange National Wool Declaration (NWD) scheme. AWEX will carry out the random on-farm and desk-top audits, on behalf of NEW, required under the scheme.

'The New England Wool "SustainaWOOL Integrity Scheme" is exactly the type of commercially driven program that Australian wool growers have been looking for,' said Mark Grave, CEO, AWEX. 'Wool growers want to strengthen their relationships with buyers and

SustainaWOOL™ INTEGRITY SCHEME



The New England Wool **SustainaWOOL™ Integrity Scheme**

*We care about wool quality, our stock and
the environment – now and for the future.*

www.newenglandwool.com.au

VITALE BARBERIS CANONICO
1863

1865
REDA

AUSTRALIA



From left: Fabrizio Botto Poala, Alessandro Barberis Canonico, Andrew Blanch, Davide Fontaneto, and Francesco Botto Poala

downstream users of Australian wool who want to share their story – that Australia produces a wonderful fibre of the highest quality and care.'

'AWEX is especially proud to be working with New England Wool, supporting the SustainaWOOL™ Integrity Scheme. Wool has a rich history and a great story to tell and it is the integrity and provenance of that story that matters to the customers of fabric makers Reda and Vitale Barberis Canonico, represented by New England Wool.'

'All Australian wool producers are invited to participate in the SustainaWOOL™ Integrity Scheme. The downstream use of the scheme is limited to New England Wool shareholders and clients. The concept is, however, something that the wider Australian wool industry should seriously be thinking about. The importance of Sustainability was echoed loudly as recently as the latest IWTO conference held in China in May 2105', says Mr Blanch.

The Scheme has been assessed by the highly respected independent Global Audit and QA Company DNV-GL to strengthen the documentation. 'This gives a higher level of integrity to the scheme', commented

Mr Blanch. A Letter of Verification from DNV-GL (covering all SustainaWOOL™ documentation) has been issued as of June 2015, and receiving this assessment by an independent and impartial third party such as DNV-GL is very important. Assessment of the Scheme is ongoing to find improvements and to keep the scheme relevant in this ever changing world', Mr Blanch said.

'The best quality wool has always been of fundamental importance to our production', says Fabrizio Botto of Reda. 'We buy wool from Australia because it produces the best wool in the world. This Scheme will only reinforce the Australian wool grower's commitment to excellence. New England Wool is the only company in Australia which is cultivating the sustainability message'.

Davide Fontaneto of Vitale Barberis Canonico agrees. 'We believe strongly in this scheme. It is a natural progression for us to promote sustainable wool production from the most professional wool growers from Australia. The concept that growers look after their stock and their farms is an important story that needs to be told. The scheme is also a strong response to the needs of the consumer and our direct clients. They want quality, traceability and the highest standards of animal welfare and environmental care. SustainaWOOL™ is a solid answer to any of their concerns'.

Mr Blanch wishes to promote the scheme to all wool growers. 'It is not all about superfine wool either', said Mr Blanch. 'The scheme is for all wool types and microns. The wool we purchase for our clients may end up in a suit, a pullover, a close-to-skin or active outdoors product or any number of garments being developed for the future. We would encourage all Australian wool producers to embrace the system'.

SUSTAINABLE SUPPLY OF SCOURED AND CARBONISED WOOL

Michell continue to lead the way in “clean production” for early stage processing in both Australia and China. This year Michell has made significant investment in Waste Water Treatment in both Australia and China to ensure our manufacturing facilities continues to meet and surpass tightening global regulations.

“Wool has a great story to tell around sustainability and environmental impact. Consumers are increasingly aware of the environmental impact of products they buy, wool is renewable, recyclable and at an early stage manufacturing level we need to ensure that we can continue to tell the same story. The investment has benefit for all Michell customers and products and gives confidence to wool growers that there is investment in the future of the wool” said David Michell.

‘Services we provide in Australia such as Commission Scouring allow top makers to take advantage of our high quality processing, clean production, competitive rates and wool knowledge, while saving money on transport costs by shipping clean wool. There is also the peace of mind that Michell have the infrastructure to handle effluent and the process is sustainable.’

In addition to commission scouring the company also offers a full range of products for both carbonised and scoured wool. Michell are the largest buyer and processor of carding wools in Australia. ‘We have a keen focus on supplying carding wools to the Woollen - spinning/weaving, home textile and felting industries and work tirelessly with our clients each year to develop new types and blends. Our focus is to provide customers with the best quality products to suit their needs. We are very aware that our clients need both a prompt

delivery service and the ability to forward buy wool and we offer both these services.’

The increased demand for all types of wool has seen Michell expand their direct sourcing arm in Australia, Michell Direct Wool. Established in 2010 it has allowed Michell to add more mobile wool buyers and a network of grower drop off depots in convenient rural locations. This has assisted in building strong relationships with growers and grower groups providing Michell with in depth knowledge of production trends at the woolgrower end. This means Michell can provide downstream clients access to individual grower types, regions and bloodlines, that match their specific requirements for wool types. ‘Our relationships with growers means we know where the wool is and when the sheep will be ready to be shorn.’

“Having a direct relationship with growers has been beneficial to both Michell and woolgrowers. It’s all about a guarantee of supply for us and downstream feedback on their wool and market intelligence for the grower. Our customers can be confident that we know where our wool comes from and the environment in which it was produced conforms with ethical protocols” said David Michell.

Michell is confident in the future of the global wool industry, over our 145 year history we have seen more than a few ups and downs. We will continue to use our international team of expert staff to seek out and drive new opportunities, participate actively through partnerships along the entire fibre supply chain and focus on meeting the needs that matter most to customers: quality, speed, accuracy, timing, guaranteed supply and the development of new products.



David Michell

THE TRAIL LEADS TO FOX & LILLIE

The Fox and Lillie Group is an Australian based wool buyer, broker, processor, and exporter, sourcing wool from all over Australia and all other major wool producing countries including South Africa and Argentina. It has a global export network that reaches customers in all existing and emerging wool consuming countries. Today it is a diverse and global business that has steadily expanded and diversified. It has annual sales in excess of 24 million kilos per annum and has wool supply links to most countries in the world.

'Customers have been relying on our name as a quality supplier for over 65 years,' says Jonathan Lillie company director. 'Whether we buy wool directly from local farmers, or comb specialised open tops in our modern top making factory in China, we continue to embrace the simple and timeless philosophy upon which our company was founded in 1948 – 'quality and service'.'

'For those clients that require traceability our supply chain starts with known and trusted professional wool growers', says James Lillie company director. 'Traceability and transparency are at the top of our agenda. The trail direct from the farm doesn't finish until the garment is on the hanger at retail level, with a tag that certifies its unbroken journey. We can provide full traceability of our wool and can supply non-mulesed wool to mills around the world.'

'We operate our own wool broking and direct buying operation,

Fox and Lillie Rural P/L (FLR). This gives us direct access to the farmer and allows us to buy much of our wool directly. This is sale by negotiation, rather than auction buying, it is more personal and gives weight to the idea that wool can be treated as an exclusive "niche fibre".'

In addition to its direct buying arm Fox and Lillie has wool buyers located at all wool selling centres across Australia, who attend and purchase wool for the company at auction sales.

'We are somewhat unique in that we offer one of the most comprehensive ranges of wool types covering both the woollen and worsted sectors of the industry. In the woollen sector we produce an extensive range of very low vegetable matter scoured lambs types for the hosiery industry, and also make the full range of scoured, carbonised and open top types used in the woollen weaving and knitting industry, from best colour lambs fleeces to the poorer colour short stains'.

The company also operates a specialised wool processing plant in China, run as a partnership with local interests. OTCL is an open top processing plant in Zhangjiagang. This 10,000 square meter factory mostly processes Australian wool but also sources wool from New Zealand, South Africa, and Europe to increase the type range available to its customers. It offers tops from 15.5 - 30 micron and from 40hm to 55hm in super color and discoloured including the option to Superwash and Basolan treat the wool.

'We can satisfy our customers to suit their purchasing parameters in fineness, length or style, greasy scoured or tops, we can supply it', concludes James Lillie.



Left to right: Wes McNaughton, Jonathan Lillie, James Lillie, David Martin, and Peter Maher

Delivering wool is not easy

We manage on time any time

Whatever the fineness, length or style,
greasy, carbonised, scoured or tops,
we can deliver



FOX & LILLIE
Est. 1948
WOOLMERCHANTS

FAMILY OWNED AND OPERATED SINCE 1948

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SUPPLYING A BROADER RANGE OF WOOL TYPES



There has been a falling demand for finer wool for use in tailored and bespoke suiting. This high end fashion sector is crucial to demand for fine merino wool. ‘Although prices for finer wools have been on the increase lately the diminishing demand for finer wools is a concern’, says Angus Hooke of Lempriere Group from the company head office in Melbourne. ‘More finer wool is being produced globally but without a corresponding increase in demand.’

Mr Hooke points out that the shift by wool growers to a greater production of finer wools in Australia is in part due to selection and genetics. A further significant factor in finer wool production in some parts of Australia is the impact from drought, although it should be noted that there has been some welcome rain recently. This season the availability of 16 micron wool has increased by around 30% since last year, while 17 micron wool has increased by 15%. This compares with 21 and 22 micron wool that is down 14% and 20% respectively since last year and 23 micron wool is down 21% from last year.

Lempriere Group has always been known as a supplier of the finest Australian wool, in the range

of 19 microns and finer, with customers that include top fabric manufacturers in Italy. ‘But we also recognise that our customer interest has broadened to include coarser types as well’, says Angus Hooke. ‘In response we now supply wools from 15 - 24 microns and also offer crossbred wools and wools for the carding market. And we provide complete traceability and certification for each movement of the wool from grower through to the customer.’

The company has been in the business of growing and selling wool for more than 150 years. During this time it has exported over 2 billion kgs of the finest wools. It remains a wholly family-owned enterprise that operates in all sectors of raw material supply, from growing wool through to brokering, exporting and early stage processing. It has approximately 15% market share in Australia, and is a dominant wool buyer in New Zealand, South Africa and both the South and North American markets.

To supply a wider range of microns Lempriere Australia buys 20% of wool privately through established farming channels around Australia. It is also a main buyer at auction. ‘Size does matter and we are consistently one of the five top



Angus Hooke

buyers in Australia’, says Mr Hooke. As one of the world’s largest wool merchants and processors our objective is to provide solutions to any customer specification’.

‘We offer our customers a competitive wool buying structure to deliver them with low cost solutions for all their wool fibre needs. This structure is streamlined from buying, funding, processing and manufacturing, logistics, and administration. We buy greasy wool as a principal and sell it to our customers either as raw wool, scoured wool, or wooltops depending on customer requirement. Approximately 15.0% of our wool buying volume is commission based.’

‘Customers more than ever are demanding to know where the raw materials in their products have come from. Our diverse buying channels that include direct from farm and auction buying we offer our customers complete traceability from sheep to shelf’.

Angus Hooke can be contacted at Angus.Hooke@lempriere.com.au or info@lemprierewool.com



Ken Welsh (left) and Josh Lamb (Export Trade Manager) at TWT's vast warehousing and distribution facility in Melbourne

CONSISTENT SUPPLY OF AUSTRALIA'S BEST WOOL

In the past ten years European wool textile manufacturing has consolidated and can now compete with manufacturing in Asia. Increased manufacturing costs and environmental compliance laws have been pushing prices up for wool processors in China. Europe, and in particular Eastern Europe, as well as India, are well placed to provide alternative processing. They are much closer to the customer base, have a well educated labour force, and have experience in working with wool.

'Europe is familiar territory for us. We have proven over many years that we can service the European market, and we know how to do this within traditional European parameters', says Ken Welsh of Techwool Trading (TWT) from its head office in Melbourne.

'We understand the different requirements that exist for companies processing wool in China, India, and Europe as these are our main destinations'.

'Our facility provides for a well-run operation with good stocks and fast logistics and handling', says Ken Welsh. We export over 200,000 bales each year and supply all standard types from fine to medium Merino fleece wools, crossbred fleece, and blend types as well as skirting and carding types'. TWT traditionally values greasy wool by style, top length, tensile strength, and background colour.

TWT supplies wool to over 100 combing, carding and carbonizing mills big and small worldwide.

'Some clients buy 2 - 3 containers each year, while some will buy this quantity every month. The strength of our company is that we look after all our customers, big and small', says Ken Welsh.

'We travel regularly to advise customers anywhere in the world regarding the wools best suited to their production, and in particular, if there are cheaper wool types that can perform the same or better to fulfil their production needs we

can advise accordingly. This hands-on approach ensures we provide uniform deliveries of wool that will process consistently time after time.

Techwool is the biggest exporter of Australian greasy wool and one of the biggest direct private wool buying companies in Australia. It operates depots in Hamilton and Benalla in Victoria, and Kingston SE where wool growers can bring their wool to receive a direct price at the depot door. Utilising direct buying and the traditional auction system enables quick delivery and competitive prices.

Recently Techwool Trading was selected to participate in Australia's pilot programme Australian Trusted Trader. The aim of the programme is to streamline the trading experience between key trading partners and their relevant customs agencies. Ken Welsh clarified 'It is our hope that the simplification of border clearance and expeditious release times will result in streamlined delivery times for our customers.'

'We purchase direct from the farm and at auction and guarantee consistent supply from Australia's best wool clips all year round. Our company team has extensive and traditional knowledge in wool classing at the heart of Australia's wool supply and is well equipped to expertly match types and blends to individual processing needs,' says Ken Welsh.

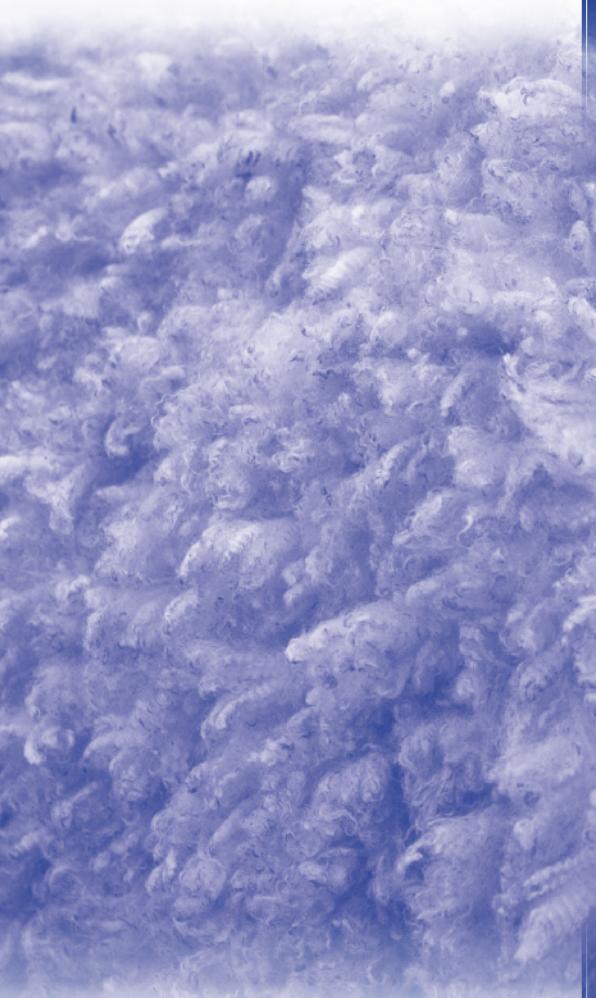
For more information please contact Ken Welsh at trading@techwool.com.au

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AUSTRALIA'S LARGEST DOMESTIC WOOL PROCESSOR OFFERS A BETTER SOLUTION

Victoria Wool Processors (VWP) core business is processing carbonised and scoured wool and this has been its focus for over 30 years but can offer a greasy buying service if required. It exports Australian processed wool worldwide with a particular emphasis on markets in Europe and Asia. 'Australian Scoured or carbonised wool provides a better solution for both exporter and processor', says Mr Kim, VWP Chairman, 'as it saves on cost.'

As Australia's largest wool processor VWP exports to companies anywhere in the world and the processed wool they receive is 100% Australian wool. It has not been blended with other wool types from other countries. Buying wool already processed by VWP in Australia means that effluent treatments is no longer an issue.

Management Team from left to right: David Ritchie (General Manager), Myungjin (Jim) Kim (Chairman), and Paul Ferronato Senior Wool Buyer



'The cost of labour, energy, water treatment, and transportation has risen considerably in Asia. These factors together with the quality and cost efficiency that we offer our customers gives us the edge in providing the best possible processing options', explains Mr Kim.

When you allow for all costs including interest, dumping and extra local transport as well as the processing charge Australia compares favourably with other countries.

'Our expertise and our advanced carbonising plant enable us to carbonise from the finest merino wool to the coarsest down wool. Using clean Australian water combined with the latest in processing technology, our wools are well known for cleanliness, strength and consistency', says Paul Ferronato. 'We can work directly with spinners to develop specific types most suited to their needs'.

The company offers a varied range of scoured and carbonised types to suit the requirements of spinners and weavers. From lambs to full fleece merino crossbreds and down wool, VWP can supply a product to suit any requirement.

VWP has wool buyers in all wool centres in Australia. It offers a full commission scouring or carbonising service tailored to each customer, and forward and prompt shipping and logistic services to all parts of the world. The company employs Chinese, Korean, Italian, Spanish and Vietnamese speakers, making communication easy for its customers in any part of the world these compliment our existing agent based in Europe and Asia.



THE WOOL EXPERIENCE CARBONISED SCOURED

**Victoria Wool Processors (VWP) experience and commitment
to the wool industry is what makes the difference.**

- Australia's single largest processing plant
- Wool buyers throughout Australia
- Offering the highest quality Australian wool
- Forward and prompt efficient shipment
- Servicing wool users from all corners of the globe
- Guaranteed customer satisfaction.



VWP

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UNITED KINGDOM

Looking back on the 2014/15 season, after the last sale on 9th June, we can summarise the season in a very positive way. Despite the challenging market conditions during the year with the ever changing currency fluctuations of the £, Euro and US\$, coupled with the much reported slowdown in economic activity in our major export market, China, the average auction price for our wool increased on that of 2013/14 and the clip handled by the Board increased by 2 % to nearly 30 m kg.

Farming in general in the UK is facing many challenges in an era of a strong sterling currency which has an adverse effect on the value of our farm gate produce. For sheep farmers, the general consensus around the country seems to indicate that lamb numbers on the ground are up but not enough to cancel out the predicted lower value of the lambs. With the generally good weather conditions during 2015 we would anticipate that the clip will increase slightly again this year and, in the medium term, remain around this level.

Compared with previous years the 2014/15 season saw the Board's sales comparatively stable with auction clearances averaging over 90% and average auction sale price varying only about 10% around the norm.

However, with the very weak Euro as a result of the continuing Greek



I. M. HARTLEY
Chief Executive Officer
British Wool Marketing Board

saga, coupled with the weakness of the NZ\$ against the US\$, we would expect heightened volatility in our auction sales during the early part of the season but anticipate that after a couple of months the price level will remain around the price averages of last season.

It is essential, if we are to keep wool prices at sustainable levels, we ensure that our product conforms to the highest international requirements and we continue to work closely with the global textile industry to promote and to educate consumers about the unique attributes and benefit of the fibre.

The Board has to constantly review its operations to ensure that British Wool is presented as favourably as possible. Market requirements for British Wool have changed, particularly over the last two years as a greater percentage of the clip is now delivered direct from the Board depots to the end customer. Therefore, the Board has to ensure

it is delivering out of its depots a consistent, quality product within the criteria set by its customers. From a BWMB perspective quality is paramount, and this has been stressed to all our staff, from shearing to marketing, to ensure that our customers have confidence in our product and that British Wools are rightfully classified as a premier fibre for the textile industry.

Our participation in the unique global Campaign for Wool continues as we are confident it currently gives us excellent value for money. It is unique because no other agricultural produce has a united marketing front internationally.

The CfW, launched by HRH the Prince of Wales in January 2010, is now in its fifth year and has been taken to fourteen international markets. We have now put the CfW at the heart of our promotional strategy as we continue to take it to even more international markets over the next two years.

The CfW is a generic wool campaign highlighting the benefits of the fibre. We supplement the CfW with specific British Wool marketing and the highlight this last year was our stand at the Harrogate Carpet Fair which featured, and had the support of, a number of major carpet manufacturers.

With all these initiatives we believe that we can look forward to the coming season with confidence.

British Wool

From wild landscapes to wonderful,
strong wool...



...and beautiful floors

Choice...

There are over sixty different sheep breeds in the UK which provide more choice in natural shade and texture than any other country in the world.

Reliability...

Sheep that graze the hills and lowlands of the United Kingdom offer the strongest and most durable natural carpet wool in the world.

Appearance...

The inherently robust structure will not be crushed and it will perform for many years while keeping good appearance.

Performance...

British Wool is chosen by leading manufacturers, architects, designers and commercial buyers and is used in residential, contract and commercial locations all over the world.



THE CAMPAIGN FOR WOOL

Patron: HRH The Prince of Wales



www.britishwool.org.uk

British Wool has undergone a full Life Cycle Analysis (LCA) and it has been tested to the industry recognised standard ISO 14040

UNITED KINGDOM



BWMB takes responsibility for any issues with wool still packed in its original packaging and labelling. Wool packed in non BWMB packaging are the full responsibility of the wool merchant.

NEW IMPROVED GRADING SYSTEM REAPS REWARD FOR BUYERS

The British Wool Marketing Board (BWMB) operates a comprehensive service along the entire supply chain from fleece to product. It is involved from the farm, to shearing & collecting, depot network, grading, testing, auction, and all the way through to marketing and research & development.

BWMB has overseen the training of over 1,000 shearers each year for the past five years and collects wool from more than 40,000 producers. Its national network handles 30 million kgs of wool at 11 grading depots.

These 11 grading depots employ 40 skilled graders who have undergone a 5 year apprenticeship to reach this level of expertise. Every fleece is individually

graded to international standards. To achieve accurate and objective testing they are graded into sale lots for auction.

The sales auction system provides the only sales venue. There are usually 18 auctions per year and the system is fully computerised. There are no private sales and all merchants and customers are treated equally.

Quality control ensures that every fleece is individually graded to international standards and tested by Wool Testing Authority Europe for independent certification.

It should be noted that BWMB does not engage in selling wool direct so all sales of UK wool are conducted



Mark Powell

through registered merchants and wool deliveries are their responsibility.

In 2014 the BWMB made some changes to its grading structure to better suit users of British wool, and in particular to better suit users in China. It introduced new grades and changed the criteria for others as well as identifying issues regarding colour, cotts, and kemp. ‘This has been necessary because there are over 60 different sheep breeds in the UK and each breed presents different characteristics that are suitable for different uses’, says Mark Powell BWMB Chief Operating Officer. ‘It was felt that the grading standards for some of our grades were too wide and not easily understood by some of our customers’, says Mark Powell.

‘New grades have been introduced, some grades abolished and the classification of the grades changed with more user friendly and transparent grade descriptions.’

The six main grading categories are fine wool, medium wool, cross wool, lustre wool, hill wool, and mountain wool.

WOOL PRICE SCHEDULE CATEGORIES	
FINE WOOL	
Mainly wool from such breeds as: Charollais, Clun Forest, Dorset, Hampshire, Shropshire, Southdown, Suffolk and their crosses. Grade numbers range from 204 to 291	
MEDIUM WOOL	
Mainly wool from such breeds as: Beltex, Bleu du Maine, Border Leicester, Halfbred Scotch/Welsh, Lleyn, Romney, Texel and their crosses. Grade numbers range from 305 to 399	
CROSS WOOL	
Mainly wool from such breeds as: Masham, Mule, Scottish Greyface and their crosses. Grade numbers range from 403 to 491	
LUSTRE WOOL	
Mainly wool from such breeds as: Bluefaced Leicester, Devon & Cornwall Longwool, Whiteface/Greyface Dartmoor, Lincoln/Leicester Longwool, Teeswater, Wensleydale and their crosses. Grade numbers range from 503 to 592	
HILL WOOL	
Mainly wool from such breeds as: Cheviot, Exmoor Horn, Hill Radnor, Lonk, Shetland, Beulah/Welsh Hill Speckled Face and their crosses. Grade numbers range from 601 to 699	
MOUNTAIN WOOL	
Mainly wool from such breeds as: Blackface, Dalesbred, Rough Fell, Swaledale, Welsh Mountain and their crosses. Grade numbers range from 707 to 791	

SECURITY OF SUPPLY AND QUALITY FROM UK COMPANY

by Victor Chesky

British wool is in favour from buyers around the world as very strong prices, high auction clearances, and a growing acceptance that this wool is much more than just a carpet wool. It is now in demand for a wider range of applications and is sought after by manufacturers of apparel, interior textiles, and garments. I asked Tim Holgate and Daniel Isbecque of Curtis Wool Direct how this is affecting their operation in greasy wool, as well as scoured wool processed at their wool scouring arm at Haworth Scouring and Haworth Combing Company.

Tim Holgate (left) and Daniel Isbecque



'There has been very strong demand for British wools across the wide range of types offered this last season', says Daniel Isbecque. 'We have seen an increase in wool by volume sold across most wool types and we continue to be the biggest buyer of UK wool, buying 50% of wool offered at auction. Earlier this year we acquired the business Laurence Pierce (Wool Merchants) Ltd, the largest wool buying company in Ireland to consolidate our ability to provide supply a wider range of best quality wool in ever increasing volumes.'

Volatile prices can be attributed, in part, to wool production shrinking to low levels not seen for a very long time and according to Tim

Holgate, 'the forces of supply and demand will continue to influence wool prices over time. We do not see much prospect of an increase in supply and therefore there is only one way for prices to go in the long term. To our customers CWD offers long term fixed price agreement to help them with fluctuating prices over the wool season. We can do this because size does matter. We

are big enough to provide an economy of scale, security of supply, and yet still offer a very personal service to our customers big and small.

Curtis Wool Direct is a registered buyer and licensee of The British Wool Marketing Board. It specialises in exporting and processing British, Irish Norwegian, European, New Zealand, and Real Shetland Wools. Its head office is in Bingley, near Bradford and offers an extensive range of greasy, scoured and combed wool from 16 - 40 micron.

'Our customers worldwide see us as a one stop shop for all raw materials from greasy wool and scoured wool to combed tops and environmental testing', says

Mr Isbecque. 'Ownership of Haworth Scouring and Haworth Combing Company enables us to deliver clear benefits to our customers in terms of quick response and delivery times, flexibility to innovate and adapt quickly to changing customer requirements. Under one roof we run a seamless operation that works well as an integrated system for both us and our clients.'

CWD supplies wool to all parts of the textile industry worldwide including carpet, hosiery, cloth, hand and machine knitting, bedding and the non-woven sector. 'We ensure that our customers can order from our large stocks of wool types from many origins. Some of our customers rely on us to deliver wool to them in very large quantities and sometimes at very short notice. Without carrying stock and operating a scouring plant we would not be able to offer the level of service our customers have come to expect.'

CWD makes good use of Enco Global Testing Services. This environmental testing laboratory and consultancy is based at Haworth Scouring and has enhanced the Curtis Wool Direct trading operation as well as the processing arm of the group. 'Focusing on sustainability and environmental credentials is helping to promote wool to a new and growing number of consumers. 'Our customers can have confidence in the knowledge that wool sourced from CWD has been processed to the highest environmental standards practiced anywhere in the world. This has been achieved through continued investment in both plant and machinery, working practices and human resources. Enco Certification for each processed lot provides the validation that retailers and consumers demand today', comments Tim Holgate.

'We are also involved in promoting wool further down the supply chain. We are great supporters of the Campaign for Wool that is causing a buzz with retailers and retail consumers alike. We have been a prominent supporter of the Campaign since it was first launched in 2010 with HRH Prince Charles as Patron. CWD is also very active in marketing its own brands - Real Shetland, Viking Wool from Norway, and is a supporter of the recently formed Wool Carpet Focus Group, whose aims are to promote and sell more wool carpet #naturally.'

Curtis Wool Direct Limited tim@curtiswool.co.uk;
daniel@curtiswool.co.uk

CWD GROUP EXTENDS ITS REACH INTO IRELAND

One of the largest wool merchants in Ireland has been acquired by UK company Curtis Wool Direct. Laurence Pierce (Wool Merchants), based in County Wicklow, handles some four million kilograms of wool each year and this figure is expected to rise with this new investment.

Originally established in the mid 1800's this well known company specialises in the sourcing, classification and sale of Irish fleece wools. Irish wools have always been renowned for their unique properties, which allow them to be used as both carpet and clothing materials alike.

'This new acquisition will ensure that our Irish wool supply is secure', says Daniel Isbecque, joint Managing Director Curtis Wool Direct. 'We already buy more than half the total British wool clip via British Wool Marketing Board auctions and this latest acquisition will also make us one of the largest buyers of wool in Ireland'.

Tim Holgate, joint managing director of Curtis Wool Direct, said 'it is essential that our wool traders have access to sufficient raw material to keep their customers around the world supplied with the highest quality product. We have a reputation for delivering the right quality of wool, whether scoured or greasy, and combed tops at the right time and at the right price'.

'We will benefit even more from economies of scale and that will make us extra-competitive in the world markets.'

UNITED KINGDOM

PRACTICAL EXPERTISE IN TESTING SERVICES TO WOOL PROCESSORS AND TEXTILE MANUFACTURERS



Enco Global Testing Services

ENCo operates an environmental impact laboratory in testing services. Environmental concern and awareness is taking hold in all sectors of the manufacturing industry and the global textile industry is no exception.

'Manufacturers require increased services in product testing and analysis to ensure wool processing is as environmentally friendly as possible.'

'An increasing number of companies at the retail end of the supply chain now demand environmental accreditation from suppliers. Obtaining the necessary accreditation is a must in today's competitive world' says Dr Mike Madden head scientist at ENCo.

ENCo offers an independent global testing service and consultancy throughout the raw wool supply chain from the most basic physical analysis to complex chemical investigations. The ENCo laboratory works closely with wool and allied fibre textile industries including wool producers, suppliers of raw wool, scourers, yarn spinners, yarn and loose fibre dyers, carpet manufacturers, fabric finishers and textile and carpet retailers. It offers a full chemical analysis service including, where appropriate, reports on the environmental impact of chemicals. These include metals, Chemical Oxygen demand

(COD), pesticides, permethrin, to name but a few.

The future of the wool textile industry around the world is inextricably linked to traceability of good environmental practices from the farm gate to the retail floor. 'Wool processors that can provide proof that their environmental credentials are beyond reproach have a distinct advantage today and at ENCo we can assist wool and textile companies to obtain the necessary certifications for a variety of environmental consultancy services. We can do that quickly and professionally', says Dr Madden.

'Our work is based on more than two decades experience of solving cost, production and legislative issues with a full appreciation of the commercial realities faced by manufacturing companies in the textile and other industries. We offer a wide range of services to our customers. We analyse and report on testing of effluents and emissions for IPPC permits', he says. 'We also provide certification for mothproofing application, control and management in effluent, and environmentally friendly inspection in carpet yarn scouring and finishing, fibre, and yarn and fabric finishing'.

The drive for sustainability in wool production and processing, in part promoted by HRH Prince Charles, has certainly taken hold', says Dr Madden. 'As the retail consumer demands more environmentally friendly products and manufacturing methods the industry is looking to

ways of deliver on these demands. At ENCo we can assist them in doing so.'

ENCo works closely with organisations such as the International Wool Textile Organisation (IWTO). In the past we have contributed to wool Lifecycle Analysis (LCA) and we are available to advise on new LCA work for the Woolmark / IWTO project.'

'We are AWT's analytical supplier of choice for mothproof testing in Europe, in connection with our work on insect resist and repellent agents. We have also been working with the UK Environment Agency to develop a set of Best Practice rules for mothproofing in wool. We can advise companies about how best to mothproof their products, helping them to use chemicals safely, within the discharge limits set by various environmental bodies. We understand that it is all about satisfying environmental regulations, satisfying customers, and carrying out the process efficiently with no wastage. This is not a greenwash, this is about adding real value to the business'.

Other projects on the drawing board at ENCo include an alternative end use for solid waste produced in wool scouring. It is important to develop economic and nature friendly use of these solid waste discharges allowing scouring to utilise otherwise effective effluent treatment and realise a higher environmental value.

Dr Mike Madden can be contacted at Email info@encoglobal.com



Lawrence House,
Dowley Gap Business Park,
Bingley BD16 1WA

Tel: +44 (0)1274 563444

Fax: +44 (0)1274 518720

daniel@curtiswool.co.uk

tim@curtiswool.co.uk

martin@curtiswool.co.uk

simon@curtiswool.co.uk

wools@curtiswool.co.uk

www.curtiswooldirect.co.uk



British Wool Sales 2015/16

BW1	7th July	2015	BW15	15th March	2016
BW2	28th July	2015	BW16	12th April	2016
BW3	18th August	2015	BW17	10th May	2016
BW4	1st September	2015	BW18	7th June	2016
BW5	22nd September	2015	BW19	5th July	2016
BW6	6th October	2015	BW20	26th July	2016
BW7	20th October	2015	BW21	16th August	2016
BW8	10th November	2015	BW22	6th September	2016
BW9	24th November	2015	BW23	20th September	2016
BW10	15th December	2015	BW24	4th October	2016
BW11	12th January	2016	BW25	18th October	2016
BW12	26th January	2016	BW26	8th November	2016
BW13	16th February	2016	BW27	22nd November	2016
BW14	1st March	2016	BW28	13th December	2016

Suppliers of the worlds premier wools

Wool Scourers & Exporters of all types of British, New Zealand, Norwegian, Real Shetland and all other origin Wools. Speciality Topmaker.
Suppliers of all types of shrink resist wool and tops.



THE CAMPAIGN FOR WOOL
Patron: HRH The Prince of Wales

HAWORTH
SCOURING COMPANY

ENCO
GLOBAL TESTING

Branding & Pattern
Interior Sector



Wool Carpets #Naturally
WOOL CARPET FOCUS GROUP

DEMAND FOR SHRINK PROOFING CONTINUES TO GROW

by Victor Chesky

Today consumers demand that their garments continue to look new after repeat washing and drying. The wool industry is responding to this with various wool treatments, some more successful than others. According to Albert Chippendale of Specialist Processors Bradford (SPB) in Bradford the Kroy shrink proofing process is still the most effective treatment method for woollen garments and bedding products.

The process consists of an oxidative pre-treatment followed by application

of a special polymer which swells during washing and masks the scale edges responsible for felting. The process ensures that shrinkage will not occur and garments will not lose their shape, will not fade or colour-bleed. Using this TEC process each garment will remain soft and comfortable. ‘The amount of chlorine used in this process is minuscule’, says Albert Chippendale. It uses less chlorine than that present in our drinking water”.

When I met with Albert earlier this year at his processing facility in Bradford he commented that ‘we use Kroy because it out-performs any other shrink proofing technique.

SPB processing facility is not aligned or linked to any wool company and is privately owned and totally independent. It can process quantities both big and small, from 500kg to 100 tonnes.

SPB uses the Total Easy Care (TEC) process that is Woolmark Accredited. Total Easy Care Merino garments are all machine-washable, and some are suitable for tumble drying. ‘For example the wool we process for sweaters meets specifications that enable each finished garment to go through a washing cycle some 50 times without any shrinkage occurring’, says Mr Chippendale.

According to Mr Chippendale manufacturers that offer natural products that perform better and that are also environmentally friendly will always be one step ahead of their competition. SPB processes wool for a number of bedding product manufacturers

Albert Chippendale with shrink proof tops



SHRINK RESISTANT WOOL PROCESSING

that carry the Green Label. (refer SPB article in Bedding Report).

'For this purpose we have developed our own chlorine free process for loose fibre', says Mr Chippendale. 'Our plant meets all the most advanced treatment specifications and we operate to ISO 9001 quality standards. We are registered with the Environmental Agency in the UK and can offer natural products that are environmentally friendly, with OEKO TEX certification'. SPB also complies with Woolmark specifications for washable wool.

I asked Albert Chippendale what further advantages his company can offer to processing wool in the heart of Europe. He commented that 'we are increasingly hearing from our customers that processing European wools with shrink proof is better in Europe and the UK because of our knowledge and experience with European and UK wools', he says. SPB is cost competitive and provides a quick turn-around service. 'When a knitwear manufacturer needs to respond to current market trends quickly a short lead time is very important, another good reason for processing wool in the UK.'

Traditional markets for SPB products in knitwear include the UK, Western Europe, Scandinavia and North America. 'We treat wool for hand knitting as well as for high performance apparel such as ski wear. Hand knitting has enjoyed something of a resurgence in America and this is an area of wool treatment that we are expert in, shrink proofing and getting rid of the itch factor'.

'We have high standards and for us each customer and each individual order is special and we follow instructions to the letter. When you process with Speciality Processors Bradford your wool is in very safe hands and we know European wools and we know how to get the best out of these wools', he concludes. For more information please contact Albert Chippendale at specialityprocessors@btopenworld.com



SUPER WASH TREATED WOOL FIBRE



SPECIALITY PROCESSORS (BRADFORD) : SPB
treat wool tops and loose fibre at their unique UK plant using specially designed machinery to meet the requirements for machine wash yarns and bedding products.

Having many years experience within the wool processing industry and vast experience in machine washable products, our service produces diverse end uses from technical textiles like ski-wear through to traditional bedding products and quilts.



For more details on the services we offer telephone Mr. Albert Chippendale on: +44 (0) 1274 667178 or send an email to: speciality.processors@btopenworld.com

EMBRACING OPPORTUNITIES

by Jo Dawson, CEO H. Dawson Wool



The modern wool industry is experiencing significant change, much of it positive, and we are delighted to be a central player in this process. H. Dawson Wool is not only constantly growing from a trading perspective; we are also recognised as innovators in areas integral to the success of the wool industry, such as sustainability, innovation, technical developments and traceability.

As more consumers and designers investigate wool as one of their key fibres, our belief in wool and our faith in its capabilities are further justified. As a company, H. Dawson Wool is keen to embrace every opportunity and make the most of the restored, worldwide interest in wool and what it can do.

When I think about the future of the wool industry, I consider who we are as a company, where we have come from and where the journey is taking us. In order for any wool-related business to move forwards in positive, effective and commercially confident ways, we all have to evolve and embrace new directions. Underpinning this is innovation, which can be applied to all areas of our business. The questions we need to ask include 'how we can use the skills we have to find new uses for wool'; 'how do we innovate to make our processes more efficient and effective?'; 'What impact does innovation have on the business and our partners?';

'Can we better address our customer's needs through innovation?'; and 'why should all companies embrace innovation?'

A recent personal highlight was hearing the world-renowned ecologist Allan Savory share his fascinating research into how reintroducing livestock – such as wool growing sheep - to deserted land can, quite literally, change the environment. Allan has dedicated his life's work to stopping the desertification of the world's grasslands, which accelerates climate change and causes traditional grazing societies to descend into social chaos. He believes that reintroducing livestock like sheep can reclaim the land, reverse the damage and create more opportunities for farmers. For more information, you can view Allan's TED Talk on this fascinating topic:

http://www.ted.com/talks/allan_savory_how_to_green_the_world_s_deserts_and_reverse_climate_change

One area which we are particularly interested in is the need to confirm more of wool's sustainability credentials now, and in the future; this is an area where we as a wool supplier can truly contribute, for the benefit of the global wool industry overall.



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BRITISH WOOL

MORE THAN JUST A CARPET WOOL

Changing consumer requirements and manufacturing capabilities have enabled a greater range of uses for British wool. Previously designated as mainly carpet type wool only, it now enjoys a wider application. ‘Its use has shifted from its traditional use as a carpet wool’, says Tim Booth of BWMB. ‘Although a greater percentage of British Wool is used in the carpet industry we are finding more diverse uses in knitwear and fabric both apparel and upholstery. Processing has been refined to provide for a finer feel and this has resulted in an increase use of British wool for apparel and interiors’, he comments.

Centuries of selective breeding have produced more breeds of sheep in Britain than in any other country and many of them produce speciality wools. Some have a

lustrous sheen, some are chunky and hardwearing for sportswear or country pursuits; some are fine and soft; others are naturally coloured and produce distinctive effects without the need for artificial dyes. All are outstanding for quality knitwear, handknitting yarns and clothing.

New trends in natural wool colours and robust strength are a particular quality of British wool breeds and this has been growing in demand from the knitwear and garment sectors, particularly with younger designers favouring a more textured look. This increased demand has been reflected in 100% clearance at auction over the last 12 months with strong prices.

More than 30% of the British wool clip is exported in an un-processed or semi-processed state to over 50 countries all over the world. Much of this wool will be processed and turned into yarn or finished products for re-export. ‘Wool exported to China, for example, may be turned into apparel yarn and then into sweaters. Some of these could then be exported into Japan. Working on a technical and promotional level, we have successfully built relations with textile organisations around the world’, says Mr Booth.

British wool also offers excellent environmental credentials as well

as a heritage story that increasingly resonates with consumer worldwide. ‘A country with centuries of wool production, on a small island with a huge terrain and a wild climate delivering beautiful strong wool is a story that can be used to great marketing advantage by textile manufacturers wanting to link their product to a better informed and receptive consumer’, says Tim Booth.

Platinum Certificate, which traces the wool from the wool auction through the processing chain and is signed off at each stage as 100% British Wool. British Wool bought under this scheme qualifies the end user to use the new ‘Platinum logo’ and for the BWMB’s environmental Life Cycle Analysis (LCA) accreditation ISO 14040.

“We have a growing number of manufacturers that want to produce 100% British Wool products and make use of the environmental information and data within our LCA. The trend for both British origin wool and eco-credibility is very strong and we wanted to offer them a visible marketing statement to support their products in store”, he says. ‘The Platinum logo is simply an extension of our existing certification system that has been there for many years for the trade. We believe that many manufacturers now see this certification route as offering real marketing opportunity at consumer level particularly now that there is a growing emphasis on green issues.

Tim Booth



STRONG FOCUS ON ENVIRONMENTAL PERFORMANCE



'If you want to process your wool under the highest environmental standards and achieve the very best quality available at competitive prices, you need to come to Haworth Scouring Company', says David Gisbourne managing director. 'We have a weekly capacity to scour 1,000,000 kgs of wool and have made multi-million pound investments in scouring equipment in recent years that can scour wool from any origins and we have built a modern effluent treatment facility which is second to none'.

Haworth Scouring Company (HSC) specialises mainly in the processing and scouring of British, Norwegian, New Zealand and Real Shetland wool, as well as a range of speciality fibres and many other origin wool types, according to customer requirements. HSC can also provide a full range of on site wool sorting services.

'Attention to quality and progressive environmental wool scouring is our priority', he says. 'We are accredited with ISO9001:2008 Quality Management System and ISO14001:2004 Environmental Management System in addition to being Soil Association and ENco certified. This year we have been accredited ISO50001:2011 Energy Management System. We have also been approved to Nordic Eco Label standards for processing Norwegian wool. We want the processing

of our wool products to have the highest environmental credentials and recent investments in both wool combing and scouring water management have led to significant increases in capacity and has further reduced the environmental impact of the business'.

The certification we can provide in environmental compliance can be passed on to our customers and through to retailers. This ENco certification demonstrates that wool from Haworth Scouring Company and Haworth Combing Company have been processed under some of the most environmentally responsible conditions possible.

David Gisbourne can be contacted at Haworth Scouring Co.
Tel + 44 (0) 1274 846 500
Email: davidg@haworthscouring.co.uk



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EXPERTISE & PASSION IN WOOL



Andrew Price (Managing Director) & Catia Marchbank (Logistics / Office Manager)

SWAN WOOL EUROPE A PERSONAL TOUCH

Fibre Knowledge and diversity are the key components to a successful future, and the Swan Group are always on hand to offer their collective technical expertise to their much valued clients. ‘Our product consistency and reliability are the cornerstone of our business,’ explains Andrew Price, Managing Director of Bradford based Swan Wool Europe Limited. ‘We are able to service both large and small clients, whilst still maintaining a personal relationship with each. Wool is the supreme technical fibre, and clients need to be assured they are receiving a product that performs on the machines, and improves yields. First cost is just that, it’s the end cost that matters most and technical expertise is essential.’

‘With our trading centre in Bradford, we are ideally located to further service our European customer base both in proximity and time line. With our sourcing, processing and trading experience we offer a diverse range of products and services. Utilising wools from around the globe, we oversee the whole pipeline to provide quality wools for the Worsted, Woollen and non-Woven sectors.

Our company policies and direction is quite simple – we offer our collective experience, in a timely and professional manner to all of our clients. We strive for quality in product and service, and look to build long term relationships” Mr Price said. “We also take pride in what we do and try to enjoy ourselves along the way, and hope it shows”.



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PASSIONATE ABOUT WOOL

UNITED KINGDOM



Paul Hughes senior



Paul Hughes Jnr

IT TAKES PASSION TO MAKE AN IMPACT

'Trading for over 200 years we have integrity and a history of getting things right, our financial expertise on managing wool risk while re-investing in our early stage wool processing plants around the globe is another testament to our credibility', says Paul Hughes Snr Managing Director/Chairman of Standard Wool UK.

Standard Wool (UK) is a multi-million pound group of companies, strategically diversified in sourcing wool and processing in a highly efficient and effective manner, enabling the group to supply good quality wool products which can be relied upon by their global client base.

The diversified group consists of scouring operations in Dewsbury, West Yorkshire and a combing plant in Chile, South America. These are supported by expert wool buyers who are also influential in marketing their products to customers. 'The benefits of owning and controlling our own wool

processing are we remain in control to ensure our quality matches our customers requirements' says Paul Hughes Jnr, Trading Director of Standard Wool (UK).

Having a presence in early stage wool production also gives credibility to their supplier base, and their long term suppliers around the world are just as important to Standard Wool as their customers. 'Consistent and regular supply ensures that we are leading the way in terms of delivering on our promises to customers.'

Standard Wool's trading hub of Bradford, in the heart of the historic wool capital of

UNITED KINGDOM



Standard Wool UK trading team (from left: Andrew Jones, Richard Moore, Pete Handley, Paul Hughes Jnr, Stephen Beverley, Andrew Fenton, Rebecca Spinks-Carter, Dean Sugden)

the world, creates a natural link with their key overseas offices of China, Chile and New Zealand. Market information is fed back to one location, allowing the traders to communicate to their client base, and ensuring clients can secure their wool supply.

'Our strength comes from being highly diversified within the wool industry, from producing and selling Merino Tops to producing and selling UK Scoured wools for carpet/bedding consumption, not being reliant on any wool market is a key to longevity, whilst at the same time, being concentrated in early stage processing and trading wool ensures we do not cross into our clients business'. Says Paul Hughes Jnr.

'We are proud to welcome a younger generation to Standard Wool UK' says Paul Hughes Snr. Rebecca Spinks-Carter has come from university where she studied for a textile and marketing degree and Pete Handley who has been working with us for 2 years was a fully qualified sheep shearer



Gary Doherty from Standard Wool NZ

beforehand and has grown up on his parents sheep farm in the UK.'

'Working for Standard Wool has allowed me to put all my hands-on experience to great use. Understanding wool from the ground upwards gives me great sympathy for the risks involved in sheep farming, and supplying scoured wool to my client base has helped me appreciate what the spinners have to go through to thrive', Says Pete Handley.

Contact: Paul Hughes Jnr.
pshughes@standardwool.co.uk

UNITED KINGDOM



THOMAS CHADWICK
& SONS

THOMAS CHADWICK & SONS

Originally founded in 1864, Thomas Chadwick & Sons, is a commission wool scouring operation with an impressive record stretching back many decades. Today, state-of-the-art technologies enable the company to process roughly 25 million kilograms every year, in an operation employing 55 highly skilled workers.

The company's good environmental policies and commitment to best practice have earned it ISO9001:2000 Quality Management accreditation in Wool Trading and Processing as well as ISO14001:2004 Environmental Management accreditation – the first UK scouring company to achieve both standards. Soil Association accreditation is a further demonstration of this market-leading company's unrivalled competency and commitment to excellence in every aspect of its operations.

The plant is situated in the traditional woollen centre of Dewsbury, West Yorkshire. It runs two 2 metre Andar wool scours which give flexibility in meeting customer specification. The scours are specifically designed with large capacity bowls to ensure excellent scouring performance producing high quality bright fibre with very low residuals.

'We supply clean fibre whilst retaining fibre style and structure and customer

feedback is very good', says Mark Andrews, Production Director. 'All wash water we use at the plant is soft fresh pure well water ideal for ensuring a clean efficient wash but also maintaining the natural structure and characteristics of the fibre - unlike some wool scours which continuously recycle the same water. The weakness of such systems is caused by the build-up of ammonia and other contaminants which affect the final product in terms of odour and cleanliness'.

Both wool scouring lines are fully computerised, enabling instant control and the capability to adjust the process to match the requirements of both the raw product being scoured and its intended final use.

'Crossbred wools are being increasingly used in a variety of products from carpet to interior textiles and garments and at Thomas Chadwick we are confident that we can process to the highest standards. We employ strict processes and policies ensuring customer requirements are always met. Our environmental credentials are excellent and as consumers continue to demand greater environmental accountability from all along the wool chain we are well positioned to deliver to these growing expectations', Mr Andrews says.

Contact: Mark Andrews
mark.andrews@standard-wool.co.uk



Dean Sugden General Manager
of Standard Wool Chile



PUNTA TOPS' - FROM CHILE WITH LOVE

Standard Wool UK travelled to what may have seemed like the end of the world two centuries ago to carefully source the best Corriedale and Merino Wool in Chile. ‘Thanks to our unique and highly successful operation in the Magallanes region of Chile, centred on Punta Arenas, we’re able to source, process and supply long tops, noil and high-grade wool grease for international customers with a diverse range of textile-related needs’, says Dean Sugden General Manager Standard Wool Chile (SWC).

‘We have been working with Chilean wool for over 200 years. Our knowledge about all that we buy allows us to make consistent blends from magnificent fleece wool and then expertly deliver this product to spinners in key markets such as Europe, Chile, The Far East and the USA’.

At the start of every wool season the company takes the time to visit

the individual farmers of Patagonia. ‘This is something that is often overlooked, but we believe that valuing the wool on a visual basis rather than only looking at a test certificate is very important’, says Dean Sugden. SWC is a fully owned subsidiary of Standard Wool UK and is the largest purchaser of the Chilean wool clip.

‘SWC buys wool directly from 450 individual farmers whilst also expanding its reach into other regions of Chile, buying 60%-70% of the annual clip. The original and best Punta Arenas Super Fleeces Top has a soft handle, snow white colour, super strength, low vegetable matter and exceptional length.

‘We are able to combine traditional values with the technological innovation, operational flexibility and forward-thinking attitudes’, says Mr Sugden. ‘We have the capacity to produce 4 million kgs of tops per year, using modern day equipment,

2.4 meter 6 bowl Andar Scouring line and modern French carding and combing machinery producing tops ranging from 19.5 – 30 microns of snow white colour, with exceptional characteristics in length, strength, soft handle, and low VM. It is especially popular for machine knitting and hand knitting clients.

The Alfa Laval wool grease recovery plant and modern effluent treatment system help to deliver excellent quality wool grease.

SWC Tops and scoured wool meet the Oeko-Tex Standard 100 – product class 1 and the in house laboratory is Interwoollab accredited which give customers a base assurance that tops meet their exacting standards.

The company offers 10 kg Bumps, 40 kg Bumps and 10 kg bobbins.

Dean Sugden can be contacted at dsugden@standardwool.co.uk or Paul Hughes Jnr at pshughes@standardwool.co.uk

NEW ZEALAND



Nigel Hales and Tony Cunningham with wool processed at Cavalier Woolscourers in Timaru

SCOUR IN NZ AND RECEIVE A CLEANER BRIGHTER WOOL

Exporters that wash their wool with Cavalier have many good reason to do so', says Tony Cunningham, Cavalier Woolscourers. 'Cleaner wool with minimal residual content and quick turnaround times is only part of what we have to offer processors and exporters'.

'We already lead the way with World Best Practices for environmental issues such as low water usage, energy usage and recycling. All wash water is fresh pure natural water from artesian ground wells onsite, not recycled water that has been stripped with copious amounts of acid and polymers or that has previously been

through someone's kidneys!', comments Mr Cunningham. 'Offering our customers the highest level of environmental certification and labelling is a very important aspect of our customer service'.

Each day of the week Cavalier Woolscourers wash wool from over 65,000 sheep or 1800 farm bales. The company operates processing plants in Napier and Timaru that process in excess of 100 million kilos of greasy wool and speciality fibres every year. Both plants run modified ANDAR processing lines and are located close to main port facilities for cost effective logistics. Cavalier washes carpet wool,

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New Zealand Wool

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For more information please contact Nigel Hales – nigel@hbws.co.nz or Tony Cunningham - tonyc@ctyscour.co.nz
www.cavalierwoolsourers.com • Telephone: +64 6 834 1421 • Fax: +64 6 835 1237

NEW ZEALAND



John Dawson

NEW CHIEF EXECUTIVE FOR WSI

John Dawson has been appointed chief executive of New Zealand Wool Services International (WSI). He replaces Michael Dwyer who retired earlier this year. John started his career in the wool industry in 1978 with Mair Group. He joined WSI in 1992 and specialises in international wool marketing. John has an in-depth knowledge of markets in the European, Pacific and Asia regions.

New Zealand Wool Services International was originally established as a subsidiary of the New Zealand Wool Board in 1991 and is a vertically integrated international wool scouring and export business and part of the Lempriere group of companies. It is the biggest exporter of New Zealand greasy and scoured wool and operates two scouring plants, one in the North Island and one in the South Island of NZ. It is based in Christchurch with offices in China, Turkey, and India. At the time of going to print the company was waiting for a decision from the NZ Commerce Commission for approval to merge with Cavalier Woolscourers, the only other scouring company in New Zealand. The decision is expected later in the year.

merino wool and speciality fibre including alpaca, mohair and black wool and accepts quantities as small as just one bale.

'We have the skills and machinery to provide one-stop-shop service and are as competitive in price as any scourer in China or anywhere else in Asia', says Tony Cunningham. The company does not trade wool on its own account. It is a stand-alone commission wool scourer and therefore has no conflict of interest with any customers.

Cavalier's scouring plants operates computer controlled greasy blending systems. These systems include multiple greasy wool openers which individually cope for each style and length of wool. These enable the company to reduce the effluent loading on the traditional scour setup by over 40%.

The company offers all traditional scouring services such as individualized bale branding/marketing options, Nylon woolpacks, Red, Blue or Green bands, bale weights to meet specific mill requirements, and "ICE" pure white wool option.

The company is accredited with ISO 9001, Global Organic Textiles (GOTS) for "100% Organic Scoured New Zealand Wool" also Environmental Choice, EC – 47 – 11 which in the Worlds First dedicated Woolscouring Eco Label Standard. EC – 47 – 11 links to the worldwide Green Building standards, along with Asure Quality Organic, Bio Grow NZ Organic, Ministry of Agriculture and Fisheries (MAF) transition facility and more. 'We rate ourselves as the most quality conscious commission scouring company in the world and have the certificates to prove it!', says Mr Hales.

'We provide the right 'recipe' for each and every customer', says Tony Cunningham, 'We offer a tailored wool processing service that is extremely cost competitive. We are the only New Zealand wool scouring company that has been specifically set up with highly modified and fine-tuned ANDAR "Top Master Woolscourers" to scour Fine Wool to exacting quality standards.'

Nigel Hales and Tony Cunningham can be contacted by email nigel@hbws.co.nz or tonyc@ctyscour.co.nz www.cavalierwoolscourers.co.nz

MORE THAN JUST A WOOL MERCHANT

A significant number of NZ wool farmers supply wool to H. Dawson New Zealand including small farmers and big farm co-operates. The company can supply all types of NZ wool from half breeds to merino.

'H. Dawson NZ is not the traditional wool company', says Wayne Robertson manager of the Farm Direct division. 'We have very strong links to farmers through our Farm Direct sales arm and can take advantage of direct access to the best wool growing regions in NZ. We have personal relationships with many of the farmers and visit them regularly. This personal and hands-on approach provides for unbroken traceability all the way back to the farm. Our direct buying and buying at auction also provide consistency of supply. We can control and track the wool from farm to export. We know where to source available wool at any given time', says Mr Robertson.

'We also arrange visits from overseas manufacturers and retailers that are interested in seeing where the wool in the products they sell comes from. Our farmers are very happy to showcase our New Zealand wool industry and to educate people in the best use of our wools. These visits have great education value and link the farmer to the manufacturer that they have not experienced before. We can create a story that provides a beginning, middle and end for both farmer and manufacturer and they are finding this gives them a greater understanding of the supply chain rather than just experiencing a snapshot in the process. This has become a story in traceability from farm to shop. The whole issue of traceability and sustainability in the wool industry is starting to hit home', says Mr Robertson. Major global players



including China are taking note. 'These visits are essential and this is what we are all about at H. Dawson, connecting customers with the best possible wool solution.'

H. Dawson works closely with manufacturers that utilise their wool to assist them to improve their product to in turn achieve greater sales. 'We advise our customers in how to select the best wool for manufacturing their specific product. The wool that, when processed, will give them the best result within their budget. 'Our customers come to us because they need a consistent supply of wool with a dedicated service that is tailored for their individual needs and requirements,' says Don Kars from the company office in Christchurch.

Dawson New Zealand has a global presence and is a part of H. Dawson that has offices internationally and sources wool from 35 countries worldwide. 'We actively look for opportunities throughout the entire wool pipeline, from field to fleece and beyond. We don't limit ourselves to being 'just a wool supplier' because we are successful in so many other areas of the wool industry. We embrace challenges and our reputation for being innovative and creative drives us forward every day,' says Mr Kars. 'At H. Dawson Group we have one of the widest footprints in the global wool industry. So manufacturers anywhere in the world can talk to us about their wool needs. We can put together orders of all origins and any quantity big or small for any type of wool from our office in Europe'.

For more information about H. Dawson NZ please contact wayne.robertson@hdawson.co.nz

NEW ZEALAND

STAYING AHEAD OF YOUR COMPETITION



Irrespective of how successful your business is today communicating with new buyers is important to staying ahead of your competition. It is also important to constantly remind your existing customers that continuing to buy from you, not your competitor, is a benefit to them as well.

If telling 5000 companies around the world about what your company can offer sounds like an impossible task - advertise in wool2yarnglobal and reach them all.

This magazine is circulated to buyers in more than

58 countries worldwide. It is a trade directory that is published once each year (September).

It is circulation to 5000 textile companies including importers of wool and speciality fibres, wool processors and topmakers, manufacturers of yarn, carpets and rugs, spinners and weavers, cloth and garment manufacturers including major brand names and major retail chains.

Many of these companies keep this publication and refer to it for their purchasing decisions over the coming year. The next issue of wool2yarnglobal will be published in September 2016.

Companies wishing find out more about advertising opportunities should contact the Editor, Victor Chesky by email at victorch@bigpond.com or visit us at www.wool2yarnglobal.com

The screenshot shows the homepage of woolbuy.net. At the top, there's a navigation bar with links for HOME, ABOUT US, ADVERTISE WITH US, and CONTACT. On the right side of the header, there are links for Welcome, guest!, Login, and Sign Up. Below the header, there's a large image of two sheep in a green field. Two speech bubbles are overlaid on the image: one from the left sheep saying "Sell or buy wool, tops, or yarn online 24 hours a day" and one from the right sheep saying "Check this out at www.woolbuy.net". To the right of the sheep, there are two vertical columns: a red column titled "BUY" containing links for Greasy Wool, Scoured Wool, Noils & Wastes, Tops & Open Tops, Mohair, Alpaca, and Yarn; and an orange column titled "SELL" containing links for New Customers (with a "Sign Up for FREE" button) and Existing Customers (with a "Login" button). At the bottom of the page, a dark banner contains the text "This website is free to buyers and sellers of wool" and "Buy and sell wool worldwide 24 hours a day, seven days a week!"

NZ FINE MERINO WOOL HEADS TO ITALY FOR HIGH END FASHION



Helen Cameron

New Zealand is well known as a major producer of carpet type wools but it also offers some of the finest wools in the world. The finest wool bale produced in the South Island of New Zealand, by Lindis Ridges has measured 10.65 microns.

The Schneider office in New Zealand also sources the finest New Zealand merino for Italy's famous fashion houses and is one of the major exporters of merino wools from New Zealand.

'We specialise in buying finer wools, 11 microns and up and supply to such companies as Loro Piana that need the finest wool possible for their production line', says Helen Cameron, Schneider NZ manager and buyer from Christchurch. It buys NZ wools for the entire global G. Schneider Group including Group mills in China, Italy, Argentina, and Egypt.

'Leading apparel fashion labels come to us for New Zealand merino wool as fine as 11 micron. We source the finest wool bale available every year, and if this bale meets our criteria we will try and source it for our clients who then process it into exclusive suiting fabric'.

Helen Cameron was brought up on a high country sheep station in the South Island of New Zealand and has been in the wool industry since 1986. 'Because finer wools don't necessarily go to auction it is very helpful to have this fast track link to the farmer. We have established longstanding relationships and a sense of trust particularly with farmers of fine wool', she says.

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J.L. CRICHTON & Co. Ltd.



Left to right: Nathan Arthur and Bruce Reid
wool buyers, and Malcolm Ching

RED BAND EXPORT LABEL STANDS OUT IN A CROWD

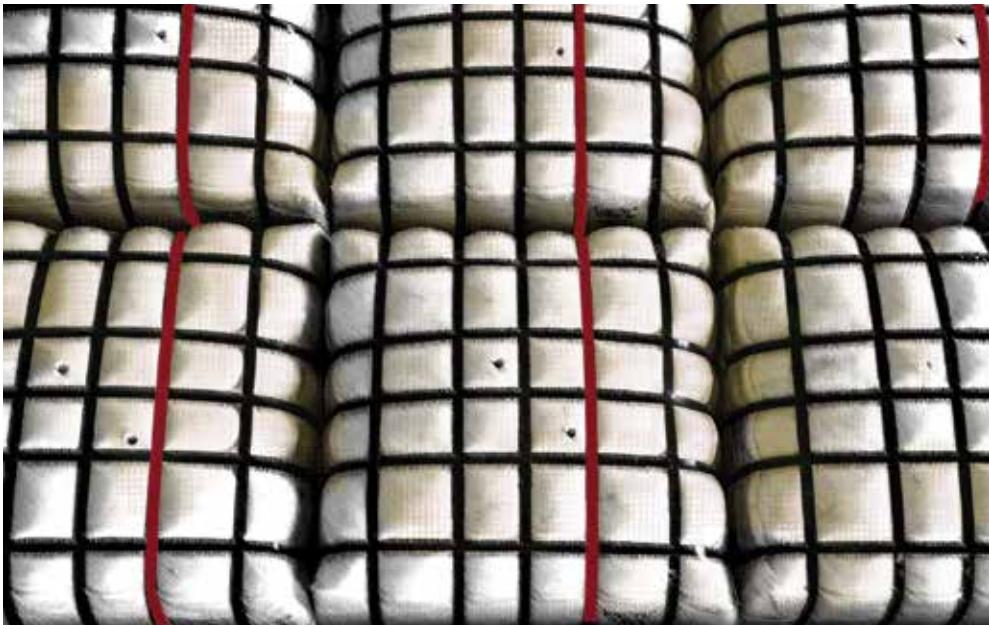
New Zealand Wool Services International (WSI) is a scoured wool focused company accounting for 50% of all scoured wool from New Zealand. Its most recognised brand 'Purelana™ Red Band continues to be in demand from customers worldwide and Malcolm Ching Purelana™ manager at WSI in Christchurch sees this trend growing under the new structure. 'Our entire focus is directed to our export services and to provide our customers worldwide with excellent service, high quality wool deliveries, and quick shipment', he says.

'Purelana™ Red Band is all about quality, consistency and reliability', says Malcolm Ching. 'It is linked to our direct sourcing network

taking us right back to individual farms for complete traceability. Our clients know they can rely on our Purelana™ Red Band label to meet their expectations year in and year out.'

The wool is sourced from selected sheep farms grown in a pure, green and natural environment. It is then scoured in the most modern wool scouring facilities. Strict systems of environmental care are enforced and only pure New Zealand water is used in the scouring process. Organic waste used is then used to manufacture superior compost products. The company works to ISO 9001 and 14001 standards.

Purelana™ is available in a range of wool types to meet industrial demands of, for example, tufted



carpets or axminster carpets and other interior textile applications. Every shipment is covered by an extensive warranty and detailed testing certification.

'The entire scouring process can be operated from a single computer terminal, and if necessary, located anywhere in the world', says Mr Ching. 'Full test data can be extracted within 48 seconds of a bale being cored. Monitoring the quality of each bale provides the scope to adjust the plant, minimising variations and ensuring customer specification is precisely met. In house wool measuring technology ensures faster, more efficient measuring of wool. WSI carefully monitors the quality of each bale produced and has the scope to adjust to ensure particular customer specifications.'

WSI has also increased its exports of greasy wool through its acquisition of greasy wool export company JS Brooksbank. 'JS Brooksbank is a solid business built around greasy wool exports. The combination of our two independent companies servicing different market requirements brings a

balance to our overall business as well as providing wider options to our customers.'

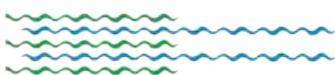
WSI also works with Wools of New Zealand and Merino New Zealand to develop new opportunities for coarse wools in particular. 'Under an umbrella agreement we are now benefiting from a close relationship between the three companies where we bring our strengths and expertise to the table and work collaboratively to achieve higher returns to the committed wool growers supporting each entity.'

WSI exports New Zealand wool worldwide and has offices in China, India, and Turkey. 'The Red Band is an easily recognisable red strap running down every bale shipped', says Mr TC Bilandani Manger WSI office Delhi. 'We have long and well established supply links to spinners and weavers in India',

Turkey is also a growing market for New Zealand wool. Mr Mustafa Gozne, WSI representative in Turkey says, 'spinners and weavers in Turkey recognise and value the quality of New Zealand wool they receive'.



purelandTM



New Zealand Wool Services
INTERNATIONAL LIMITED
A LEMPRIERE GROUP COMPANY

New Zealand Wool Services International Limited
30 Sir William Pickering Drive, PO Box 29 383 Christchurch, New Zealand
Phone: +64 3 357 8700 • Fax: +64 3 357 8720 • Email: marketing@woolserv.co.nz

what does the RED BAND mean?

Compliance
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Traceability

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Tel: 90 216 425 31 33 (Pbx) • Fax: 90 216 322 28 79 • Email: mgozne@imisk.com.tr

OLDEST NAME IN THE BUSINESS

Fuhrmann New Zealand is one of the biggest buyers of wool at auctions in New Zealand and as a result it is able to offer a variety of wool types at industry competitive prices. 'We have a very good reputation with customers in Eastern and Western Europe, India and other wool buying nations', says Peter Christensen. 'Excellent communication helps us to ensure we source the right wool for the right purpose. In today's competitive and sometimes volatile market around the world require wool suppliers that are large enough to source the right wool, but also able to provide a personal and quick service.'

Europe is the biggest market after China for Fuhrmann NZ. Peter Christensen and Steve Finnie, company directors based in New Zealand, travel extensively throughout Europe and are experienced in understanding the quality and types required by European processors. John Henderson, a long standing director and shareholder of Fuhrmann NZ has retired after 51 years and the team now includes Phil Deacon into its trading department.

The company offers all types of New Zealand wool including merino wool, greasy, scoured, and slipe wool and carding and lambs wool. 'Our emphasis has always been on quality', says Steve Finnie. 'And this is why we



Jeffrey Losekoot

personally appraise all wool prior to buying, to ensure customer orders are exactly fulfilled'.

Fuhrman New Zealand is represented in Europe by Jeffrey Losekoot who is based in Biella Italy and has worked with the company for many years. Fuhrmann New Zealand also operates offices in Amsterdam Netherlands, Germany, Australia and China.

'Fuhrmann NZ has earned its reputation with buyers in Europe as a quality supplier of New Zealand wools', says Jeffrey Losekoot. 'We are in direct communication with our customers and are in tune to their changing needs. It is important to be able to react quickly to changing market conditions and it is an advantage for us to be part of the G. Schneider Group that has an international network of offices' says Mr Losekoot.

Fuhrmann personnel can be contacted in New Zealand fuhrmann@fuhrmann.co.nz and in Europe lugresso@me.com



Helen Cameron, Louise Tabb, Tara Richards, Peter Christensen, Steve Finnie & Phil Deacon



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Tel: +64 3 379 6173 • Fax: +64 3 365 0747

China: Gang Zhou • Email: risingzhou@icloud.com • Tel: +86 21 33926302*802

Mobile: +86 18616758989 • Fax: +86 21 33100605

Europe: Jeffrey Losekoot in Italy can be contacted on: luggresso@me.com

Mobile +39 335 5435529

OLD FASHIONED KNOW-HOW STILL EFFECTIVE TODAY

John Marshall and Co has been supplying New Zealand wool to world wool markets since the 1930's. 'Although there have been many changes in the wool industry since then we retain our belief that the day-to-day relationships we have with our customers will always be most relevant. So in this respect, for us, nothing has changed. We are still very much an old fashioned wool company', says Peter Crone from his office in Christchurch.

'When our clients ask for a particular wool type they know that is what we will deliver to them. Our customers count on consistently getting the best delivery from us. They are getting a product with the parameters they require. Good quality wool, good environmental practices and a reliable service are what we are all about at John Marshall & Co'.

The company is known as a supplier of the best New Zealand merino wool. 'Our merino wool comes directly from a selected group of growers situated in the southern region of New Zealand. They all produce wool from the same blood line. These sheep produce high quality merino wool that is particularly well received by all top makers'.



Peter Crone with wooltop from New Zealand merino

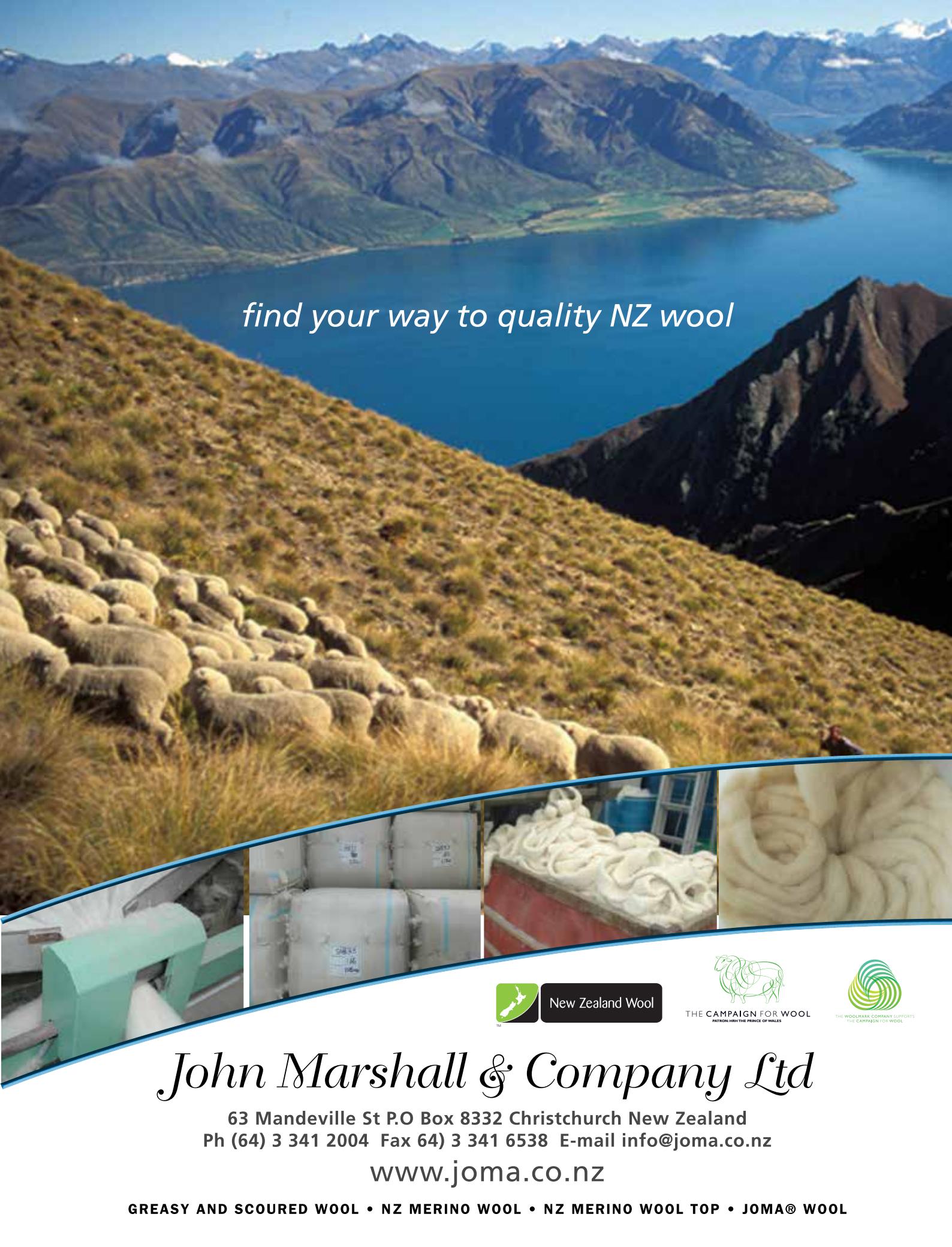
The company also exports crossbred greasy wool, scoured wool and slipe wool, and wool tops and specifically treated wool for the bedding industry and to a wide range of end users. It is among the top 10 wool export companies in New Zealand.

About 10% of the wool John Marshall purchases each year is used to produce the company's high-end Joma Wool. This specially processed wool is created by crimping the wool, which increases its bulk by 40% to 50% and further enhances its natural resilience. Each fibre of this wool functions as a miniature spring and the vertical alignment of the fibres and crimp work together to create a cushion under the body that facilitates air circulation. The company supplies American, Asian and European bedding manufacturers its Joma Wool for use in superior quality mattresses, pillows, and other bedding products.

New Zealand wool is naturally very white and free of black fibres, making it easier for manufacturers to produce dense and uniform colour. It is a sustainable fibre, farmed outdoors and naturally long and strong.

'And this is why our New Zealand wool is considered the premium eco-friendly carpet fibre for many applications.'

For more information please contact Peter Crone at peter@joma.co.nz or info@joma.co.nz



find your way to quality NZ wool



New Zealand Wool



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GREASY AND SCOURRED WOOL • NZ MERINO WOOL • NZ MERINO WOOL TOP • JOMA® WOOL



INVESTING IN THE FUTURE

'We are aware of the challenges facing the Chinese wool processing industry today, and so, with an eye to the future we have invested in, and continue to invest in new textile machinery', says Mr Shao Wei Yang, Director at Zhejiang Red Sun Wool & Textile Co Ltd.

'Very few Chinese mills have been upgrading with new textile machinery, and even fewer have been doing it as quickly as Red Sun', he says. 'We are determined to retain our position as a leading topmaker in China, offering quality wooltop'.

Red Sun is meeting this challenge head

on and has installed a new scouring line, tailor made for its production and for the quality that is demanded by its customers worldwide. It has installed new NSC ERA machines as well as GC wool gill boxes. The company supplies domestic customers in China and exports to customers in Germany, Turkey, Italy, Japan, and Korea. 'We are very flexible with our deliveries and feedback from our European customers is very positive. They tell us that our tops have consistent quality and they like our competitive prices. Our investment in new technology and in skilled people is paying dividends', says Mr Yang.



Red Sun has an annual capacity to process 15,000 tons of wool tops. It offers wool tops of various specifications ranging from 15.5 to 32.0 microns including non-mulesing wool tops. Its product range consists of open tops, broken tops, sliver tops, Superwash & Soft Luster tops, Basolan tops, mohair tops, Lincoln tops, and more, which are suitable for high-class worsted, semi-worsted and woolen textiles manufacturers. It also supplies noils and Lanolin all year around.

As well as new ERA and GC machinery Red Sun operates an OCTIR (3.5M) fully-automatic wool comber from Italy, Thibreau (3.5M) wool comber from France and world-leading GC14, GC15 wool gill boxes and PB32, PB33 combers.



Mr Shao Wei Yang, Director Zhejiang Red Sun Wool & Textile

Operating machinery also includes an Italy-made OMMI fully automatic teaser system, Tecnomeccanica combined wool storage system and Superwash & Soft Luster wool tops system manufactured by CMT, and a Basolan production line as well as operating a highly efficient Lanolin collecting system.

It also operates an advanced testing centre that is equipped with the latest testing and measuring instruments such as ALMETER fibre length instrument, Sirolan-Laserscan and a Swiss-made Uster yarn evenness tester.

It complies with the latest environmental laws in China and discharges into a large waste water treatment plant. This is then reused to save energy and water consumption.

‘We have invested in the most advanced machinery, we have the necessary expertise, and we have unmatched passion for wool. We always strive to offer the most suitable wool to our customers’, says Mr Yang. ‘We have great flexibility in our supply and we welcome contact with companies that are interested in doing business with us’.

For further information about the variety of products available from Red Sun please contact Vivian Huang at import-sfy@redsunwool.com or Nick Chen at cyg@redsunwool.com www.redsunwool.com



Madam Yang (centre), chairwoman of Nanjing Wool Market and her management team

NWM WELCOMES DELEGATES AND TRADERS TO CHINA

Nanjing Wool Market (NWM) offers advice and assistance to help facilitate trade relationships between wool export companies from outside China and wool buyers and processors within China. 'Effective communication, local knowledge, and a friendly face are all very important elements for new comers doing business in China', says NWM Chairwoman Madam Yang.

NWM membership includes woolgrower cooperatives, traders, primary processors, and spinners of wool, and allied fibres all over China, as well as some foreign members. It has always been the first point of contact for any wool company that wishes to do business in China.

'Foreign companies planning to establish new relationships or planning to set up joint ventures with companies in China are welcome to consult us at NWM

or China Wool Textile Association (CWTA)', says Madam Yang. We are always pleased to assist any company that wishes to do business with our members.'

NWM was established in 1988 by China's Ministry of Textile, also known as the Raw Wool Committee and based in Nanjing. The organisation is responsible for issues in the early stage wool processing sector in China. It oversees information exchange, wool auctions, brokering, industry training, and technology consultation within the China wool industry.

NWM is well known internationally for its China Wool Trade Fair & Information Conference. This is an annual conference held each September attracting over 600 delegates. It is a major conference for the wool and early wool processing industry in China and is attended by executives of all

major Chinese wool buying and processing companies. It is also attended by over 150 delegates from outside China including major wool export companies.

The conference provides an excellent opportunity for all international delegates to meet with China's biggest wool buyers, all in one place. It also offers exhibition space for companies wishing to exhibit their products. The Conference is open to delegates from all around the world. Speakers at the Conference offer insight into the China wool industry and its future plans. It offers an excellent opportunity for delegates to mix with current and new clients.

NWM English language website features the latest market reports, wool prices and other relevant information of interest to the international wool trade.
www.woolmarket.com.cn

Environmental responsibility

Highest quality standards

Skilled workforce

ISO9001 2000 Quality Management System Certificate • ISO14000 Environment System Certification • AAA credit rating

'As the largest topmaker and as an industry leader we take our responsibility for social good as well as economic interest. We are committed to the highest environmental responsibility, stringent quality control, and staff training and wellbeing'

Mr. Qingnan Wen
Chairman and General Manager



TIANYU WOOL INDUSTRY



Website: <http://www.tianyu-wool.com> • Email: hly@tianyu-wool.com • info@tianyu-wool.com

TIANYU - EMBRACES STAFF TRAINING AS A PRIORITY

As the largest wool processor in China, Tianyu Wool Industry Co., Ltd was successful in achieving its sale and production target of 18,000 tons of wool tops last year. The company has invested RMB\$100 million in environmental protection projects, which is ongoing and expected to be completed this year. In the last several years Tianyu has invested heavily in upgrading its processing and topmaking machinery. 'As a result, our production is as competitive as any other processor in China, and we ensure consistent quality', says Mr. Wen Chairman of Tianyu.

'In the coming years', says Mr. Wen Chairman of Tianyu, 'we will focus to improve our work place ethics and skills. Training has always been an important aspect of our business. We pay particular attention to skills training, team building and company culture building. This priority will complement our achievements in plant

improvements and will increase our core competitiveness and enable us to provide better products and services to our clients at home and abroad.'

Mr Wen comments that the wool industry is experiencing an over capacity which is intensifying competition. The final winners will be the ones that have not only financial strength and new technology, but also a skilled and stable work force. Tianyu has already set up a strong organizational structure which consists of Tianyu Group, Tianyu Wool Industry Co., Ltd (for top making) and Yuxin Wool Industry Co., Ltd (for wool scouring and top processing). It has also established good management teams in administration and human resources and finance, production and quality control, and marketing.

'We continue to up-skill our management team and employees, and this starts with the education of Chinese traditions and

Tianyu training session





culture. We value our culture and traditions highly. We have engaged professors from Nanjing University to ensure that the essence of Chinese culture, i.e. virtues, wisdom, politeness, honesty and justice, are embedded in our management and operational concepts. Our management team and employees are aware of the importance of ethics and share the same concepts and goals, which is to improve teamwork and bonding, and any dispute resolutions', he says.

Tianyu has also launched a number of strategic initiatives for skill retraining for its employees, as part of its priorities in skill development. 'Our employees are mainly young people. We have invested heavily in professional skills training and career development. These consist of both internal and external staff trainings. Industry experts from Australia, New Zealand and Italy are invited to come and deliver lectures and exchange information on the latest technologies so that our employees can improve their knowledge in all stages of wool processing. Key managers and employees are also sent to industrial organizations and associations in China and overseas countries for training', comments Mr Wen.

Administration staff undertakes training in finance, planning and logistics, marketing,

production and quality management. The company has worked with and consulted management consulting companies to streamline management process so that its management system works efficiently.

Mr. Wen says, 'we are striving to create Tianyu as a company that is different from others, a large company with not only the latest technologies but also a great culture, so that our employees have a happy workplace where they find a sense of belonging and pride as a part of Tianyu.'

'Cultural and sports activities build on this theme and such activities as the annual singing competition "Sound of Tianyu", sports events and theme-based tours and visits have improved the motivation and creativity of our employees', he says.

'This will continue into the foreseeable future. Our people are our most valued asset and as a trustworthy partner to our suppliers and clients at home and abroad we strive to be innovative, with sophisticated technologies, and a great culture. A company that is different from others', concludes Mr. Wen.

For more information about woollen products offered by Tianyu Website
<http://www.tianyu-wool.com>
email info@tianyu-wool.com.



Jiangsu Australia Harvest Group



Mr. Zhu Zhongxian, Chairman and President of
Jiangsu Australia Harvest Group



Jiansu Australia Harvest includes seven divisions predominantly engaged in scouring and topmaking. Located in Zhangjiagang's Free Trade Zone, and established in May 2000, the Group operates state of the art scouring and combing machines from New Zealand, Italy and France. The Group has the capacity to produce 25,000 tons of scoured wool and 15,000 tons of wool tops. Tops are made from Australian, South African and New Zealand greasy wool. Products including wooltops, super-washed tops, and by-products such as noils and lanolin are exported to South Korea, Turkey, Japan, Europe, South-East Asian countries, Mexico and other international markets. Similar products are also sold on the domestic market.

The Group was accredited ISO 9000 in 2001 and became a member of Interwoollabs in 2003. In 2005 the Group won AAA Enterprise accreditation from the Jiansu State Government and this followed recognition in 2008 and 2009 as the Famous Brand of Australia Harvest Top. The Group adheres to its philosophy of 'Best Quality, 100% Satisfaction, Honesty and Customer First'.

Chairman of the Board Mr Zhu Zhong Xian and Executive Director Mr Zhu Hai Fang warmly welcome customers at home and abroad to join with them in the spirit of good business cooperation.

OUR PRODUCTS

Staff members at Australia Harvest are fully aware of the importance of building a brand, and that this depends on the constant pursuit of perfection and ongoing development in product reputation. To this end we always use the high quality of Australian greasy wool for our raw material and provide for stringent levels in quality control procedures to provide the ultimate in quality wool top to our customers.



Feng Wang Tel. 86 512 58321069
Qiu Xiangrong Tel. 86 512 58321018
Andy Li Tel. 86 512 58980092

Fax. 86 512 58980092
Fax. 86512 58321086
Fax. 86 512 58980092

Mob. 86 13913610316
Mob. 86 13812998077
Mob. 86 15262338847

E. wf@ah-wool.com
E. qxr@ah-wool.com
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Australia Harvest Wool-Textile Co

EXPORTER OF QUALITY WOOL TOP

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Soft luster wool top



High quality wool top



N.mm cutted wool top



Low VM Carbonised Mid VM Noil



Fine quality wool grease



High quality wool top bun

Zhangjiagang Free Trade Zone Australia Harvest Wool-Textile Co., Ltd.

Zhangjiagang Australia Harvest Wool-Textile Co., Ltd. Located in Zhangjiagang Free Trade Zone, and uses complete textile machinery imported from France and Italy. Wooltop 15000 tons annual production, the scope for small degrees of wooltop 15.0-29.0 Micron.





HOW BIG IS BIG?

by Victor Chesky

Ihad plenty of time to ponder this question during my recent visit to China's Jiangsu province. I was invited by Jiangsu Sunshine Group to attend one of many training sessions that they organise for their staff to teach them about wool fibre. To get a better sense of the sheer size of Jiangsu Sunshine Group I was booked into company owned hotel that is not open to the public. Its 200 rooms provide accommodation exclusively to visitors, buyers and staff in training.

So how big is big? Well, I was shown around the company's extensive workshops and other production buildings. Sunshine Textiles are spread across an impressive 360 acres where five spinning workshops with 180,000 spindles and a further 5 workshops for its garment manufacturing operate. I was told that some 7,000 people work in their textile division and that the whole group employees 15,000 people.

These staggering figures should come as no surprise given that Sunshine Group produces 35 million metres of worsted fabric and 2.5 million metres of woollen fabric annually. It also makes some 2.5 million suits for men and 500,000 garments for women.

Sunshine Group exports 50% of its fabric and 50% of its garments internationally with its biggest markets in USA, Japan, Europe - each representing some 30% of sales. Overall it exports to more than 100 countries worldwide and manufacturers its garments for top international brands.

The company showroom features over 6000 varieties of worsted fabric including Super 100s, 120s, 150s, 180s, 300s etc high count serge, tweed series, cashmere blended, casual, and others.

As the biggest worsted wool textile manufacturing company in China, Sunshine Group was one of the



Ms Chen Lifen
President of Sunshine Group

first manufacturing companies to open retail stores. Through these nationwide stores it sells its own fashion brands including VENETIA®. This brand is very popular with young white collar consumers.

Sunshine Group also manufactures high-grade uniform brand for customers in China and around the world under its POMPEI® brand.

Sometime ago Sunshine Group recognised the growing demand for fashionable and business-like suiting. Its exclusive bespoke service targets younger professionals who appreciate quality, style and comfort. ‘Our designs are classical, simple and elegant. We know that our customers want comfort as well as style. We use quality fabric from quality fibre and the latest fashion colours. We offer custom tailoring services for men and women,

where customers can select fabric and style to suit their needs’, says Ms Chen Lifen, President of Sunshine Group. The company has identified this consumer as ‘S Group’ - ‘S’ for Simplicity, Style, and Self-confidence. Its new classic business suiting is designed for the younger generation business people who wish to be seen as individual, yet stylish and business-like.

This is not surprising as even with the slowdown in economic growth China is still the second biggest market for luxury goods after the USA and is expected to be the number one market by 2025. But of course China is not a new comer to luxury, tailor made suiting. For centuries Chinese royalty and nobility were dressed in luxurious garments, made from luxurious fibres, and with an eye to style.



RUSSIAN WOOL THROWN INTO THE MIX

30 YEARS AGO RUSSIA was the world's largest exporter and importer of wool. Today, as a free-market economy it is rebuilding its wool growing capacity by introducing better farming practices and better testing procedures, and promoting better knowledge to wool growers in Russia in sorting and quality control. I asked Sergey Puzanov director at Slavyane Wool Company, one of the largest exporters of Russian wool today, how much does the average wool buyer know about Russian wool?

'We have many wool processing customers that are now quite familiar with Russian merino wool', says Mr Puzanov. 'More Russian wool is being purchased by European, Indian and Chinese wool buyers. Some parts of Russia produce excellent quality merino. It is competitively priced and can be tested by international testing houses'. With the wool processing industry under pressure from higher wool prices and a lack of strong demand, accessing and using an alternative wool supply has become more important', says Mr Puzanov who lives and works in Beijing.

The wool production sector in Russia today is made up of individual farmers running 300 – 1000 sheep, or farming conglomerates and units with 25,000 – 30,000 sheep. In 1998 there were 12.6 million sheep in Russia, by 2010 there were 20 million. Today only 60% of Russian sheep are merino breeds and as in most other countries dual purpose sheep farming is favoured.

The best merino wool in Russia is grown in the Stavropol Region where Slavyane Wool Company has its main collection points. The company is the biggest exporter of Russian wool - and collects and exports around 2,000 tons of greasy wool and up to 300 tons of feather and down material annually. It can supply merino wool, semi-fine wool, semi coarse wool, wool tow, wool clip (hide-shorn), and scoured wool.

'The wool is delivered direct from farms and sorted by our experienced staff. We pay particular attention to sorting wool, based on client requirement, and the employment of the best packing materials. We have expanded our

product list and now offer wool top through our offices in Mumbai and Beijing.'

'Our staff in Russia has many years of experience in the wool industry, most having spent their entire working life with wool and sheep. Because of this we have a good ability to source wool quickly and sometimes to very specific and particular client specification.'

The company also has direct links with an expanding Russian textile industry and can easily facilitate introductions of foreign companies that are interested in joint ventures in Russia. Russia should be seen as a major opportunity for woollen fabric and garment manufacturers', says Mr Puzanov 'We have a population of more than 142 million, a growing middle class with disposable income, and a very cold winter season.'

'We welcome enquiries from companies that are interested in finding out more about Russian wools', Mr Puzanov concludes.

Sergey Puzanov can be contacted at wooslav@mail.ru



Think you know Russian wool? Think again...

When you need good affordable wool - you can talk to us.

- WoolSlav purchases, processes and exports Russian wool and wool tops.
- We work with farmers to select the best wool for the best use.
- We sort over 2000 tons of wool through a network of sorting facilities throughout Russia.

MAIN PRODUCT RANGE:

- Wool tops • Merino wool • Semi-fine wool • Semi-coarse wool • Wool tow • Wool clip (hide-shorn)

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Meerut City, India • E-mail: ssingh.slavindia@gmail.com • Web - eng.woolslav.ru • Mob - +91 9004481751

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ARGENTINA



Argentina plant

ARGENTINE ORGANIC WOOL TOP CHALLENGE SOME OF THE WORLD'S BEST

G. Schneider Argentina's processing plant, also known as Fuhrmann, is located in Rawson, Chubut Province where the finest and most prestigious Argentine wools are produced. For many years the plant has provided a local focus for Argentine fine wool growers in the exchange of information to assist them with improving wool growing practices, classing and clip preparation.

'We have been supplying weavers around the world with high quality Argentine wool top for many years', says Guillermo Gallia, sales manager. 'Our wool tops are in demand because our production is fully compliant with the requirements of today's environmental certifications

and traceability from farm gate to finished top. We are the biggest exporter of organic tops from Argentina and our reputation for organic wool top continues to grow'.

The company has access to a very large wool clip through farms it manages and operates on behalf of other farmers. 'We belong to Century 21. This group includes local wool growers that have committed to farming practices that comply with strict environmental policies that are GOTS certified.'

'We manage over 180,000 sheep and provide proof of full traceability for more than 500,000 tons of wool per year. All our tops are fully certified

and use non-mulesed wool', he says.

'Our plant is specially designed to handle the particular requirements of the most demanding spinners and weavers around the world', Mr Gallia says. 'One of our biggest markets is South America. It has been buying our wool tops for many years and it is well known that they require quality, consistency, and very competitive pricing'.

'Fuhrmann operates one of the most modern wool combing plants on the American continent', says Guillermo Gallia. It processes approximately 5 million kgs of tops per year ranging from 16 - 30 microns. 80% of production is in the 16 - 23 micron range and a further 20% is in the 24 - 30 micron range. It mostly process Argentine wool but also sources some wools from Australia and New Zealand.

'Fine Argentine merino wools can challenge some of the best fine wools around the world says Mr Gallia. 'This is why the tops that we produce are keenly sort after by spinners around the world. If you are looking for high quality tops with excellent environmental credentials and full traceability you should talk to us'.

Guillermo Gallia can be contacted by email at info@fuhrmann.com

Best Quality Wool from Patagonia

More than 90% of the wool grown in Argentina is exported and although the industry has resisted exporting its wool in greasy stage, such exports have been increasing every year. China has been a dominant buyer in the last couple of years, purchasing over 40% of our production, followed by Germany and Italy.

'The main destination of our greasy merino wool is China', says Claudio Ulrich - Managing Director at Lempriere Argentina. 'We keep committing to sourcing our wool exclusively from Patagonia as this region is known for its contamination free, non-Mulesed and best Quality wool'.

'It is also important to say that Patagonia is completely free of the Foot & Mouth Disease'. Lempriere Argentina was established in 2003. Its location was chosen given its importance as a wool producing country with great potential.

'Patagonia was of particular interest to us', says Mr Claudio Ulrich. 'This is the home of some of the best quality wool and our main objective has been to link our business in this region to our network of offices worldwide. For many years we have worked to establish a solid reputation as a greasy wool exporter. Our expertise in scoured wool and wool tops gives us an important advantage over our competitors and colleagues around the world'.

'We specialize in merino wool 19.5

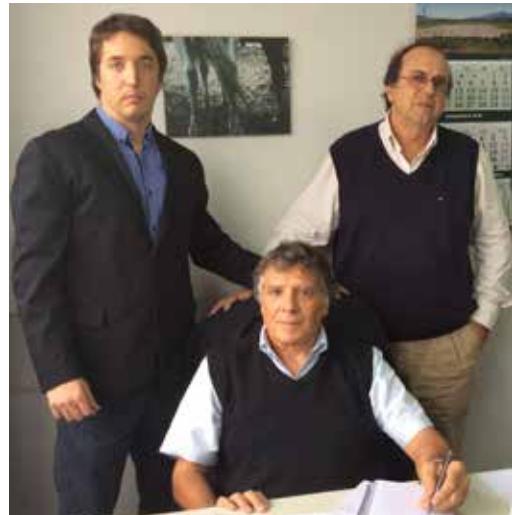
- 20.5 mic but we can provide up to 22 mic', says Mr Mariano Guerra - Lempriere Senior Wool Trader.

'We can also supply Rio Gallegos crossbred wools in the 26 - 29 micron range. We have developed a special blend for our customers, which is called 'GT' and it stands for 'Good Topmaking'. It is a blend that represents the best selection of wool in all categories. It is our pure fleece of the best quality. We strongly recommend it to our existing customers as well as to new ones'.

'Wool purchasing in Argentina is exclusively a private practice. There is no auction system and as such it is extremely important that buyers develop a close working relationship with wool growers on a daily basis', says Claudio Ulrich. 'Most of our suppliers have been working with us for decades, and that gives us the access to the continuity year after year and the consistency of our deliveries'

He further states that 'we must have a good relationship with the farmers to access the right wool. We know the farms and the farmers. We know what wool is available, what quality, and when. This is a clear benefit to our customers. The personal relationship with the suppliers is one of the keys to our business. The same kind of relationship we have with our clients. They trust us'.

'Although all the greasy wool is sorted at the farm, Lempriere's trained staff sort the wool again after the purchase as it arrives at



Left to right: Mariano Guerra, Claudio Ulrich and Jorge Tanco

our warehouse. This further sorting provides extra assurance that quality is maintained and customers receive exactly what was ordered', comments Mr Jorge Tanco - Lempriere Senior wool Buyer.

Mr Tanco points to the extensive promotion of local Argentine wools, supported by national policies such as "Prolana", which established improvement programs for wool sorting at farms. The "Prolana" program, which has been operating since 1994, deals with all aspects concerning the adequate preparation of wool and the shearing techniques in order to deliver wool properly prepared and packed, with no contamination.

'In addition, intensive re-sorting takes place in our own warehouse. This ensures our own best business practices and guarantees the quality of the wool we deliver', says Mr Guerra.

For more information please contact Claudio Ulrich at
E: culrich@lflsa.com.ar
Cel. (+ 54911) 4477 8681



ANIMAL HUSBANDRY FOR SOUTH AFRICAN WOOL



Louis de Beer
CEO Cape Wools

'THE SOUTH AFRICAN woolgrower has a keen appreciation of animal husbandry and the environment', remarks Louis de Beer CEO at Cape Wools. 'Resource-based conservation is a high priority and the "clean green" approach is a natural business ethic for South African wool growers. The result is a healthy, well-adapted national flock that thrives in the natural environment.' As far as mulesing is concerned this is not a procedure which is practiced here', he says.

A large percentage of the South African clip is shorn by hand. The main reason why many producers prefer hand shearing to machine shearing is animal welfare.'

In many rural areas weather conditions can be extreme, with cold spells in the middle of summer not uncommon, and hand shearing allows the shearer to leave slightly more wool on the sheep than is the case with machine shearing, thus providing slightly more protection against the cold.

South Africa has a reputation of delivering a well-classed clip to the international wool textile markets. 'The availability of a wide range of microns and staple lengths, ensure that South African wools can be processed into a large and diverse range of fine wool apparel products on either the worsted, semi-worsted or the woollen system', says Mr de Beer. Due to their inherent high

staple strength, low within-sale-lot variation in staple length and low VM content, combing fleeces produce excellent tops characterised by low short fibre values and low CV (%) of Hauteur values.

The good fibre diameter and fibre length distribution characteristics in wooltop makes it suitable for spinning into any conceivable commercial yarn count required by the apparel industry. South African merino wools are ideally suited for soft against the skin products in fabric or knitwear. South African exporters are highly skilled in designing appropriate blends to meet client specifications for a wide range of intermediate products.

'Meticulous classing of the clip according to the standards and guidelines laid down in the Code of Best Practice is a priority for South African wool growers said Mr de Beer.

Wool clip preparation includes strict measures for shearing shed management and quality assurance procedures on the farm to avoid any unwanted material entering the wool in the bale, and ongoing shearer training courses are also structured around shed management procedures to ensure clip quality.

One of the most important criteria of the Code is for the classer to obtain evenness of any measured or immeasurable properties within an individual line. Thus, minimum variation around properties such as micron, length, strength, vegetable matter (VM), yield, quality and appearance, is critically important.

Shearing times are flexible and producers can react very quickly to market signals. Long wools (60 mm and above) normally comprise more than 65% of the clip, while shorter qualities are well suited to the fine woollen apparel trade and represent the remainder of the clip.

The South African clip is predominantly a merino clip. Between 65 - 75% of this clip comprise fleece wools with the balance being made up of locks, belly wools, and lambs wool. It is high yielding, with more than 60% of the clip yielding at least 60% clean. Seed contamination is limited, with more than 80% of the clip normally exhibiting very low levels (2% or less).

The fibre diameter ranges from 17 - 24 micron with more than 98% of the clip finer than 24 micron. A large percentage of wool growers have mixed farming operations and three shearings every two years is quite common.

Virtually the entire South African clip is tested and certified by the Wool Testing Bureau of South Africa, an Interwoollabs accredited testing house.



Fine wool grower classes wool into 22 different lines to obtain evenness for any measured properties within an individual line

EXPORTS OF SA WOOL GROWS FOR LEMPRIERE

'We have customers from around the world that are interested in South African merino wool. In answer to this interest we established our South Africa office', says Angus Hooke of Lempriere Group. 'Today, some seven years down the track, we are the largest buyer of wool at auction in South Africa', he says. 'Our main export markets are China, India, Europe and the Americas.

The majority of South African wool is between 18 – 21.5 microns, with 80% of the clip at 24 micron and finer. All wools purchased by Lempriere are tested by an Interwoollabs accredited wool testing house. 'South African wool is soft to handle and is ideal for next to skin products fabric and knitwear. And because of this I have no doubt that demand for South African wool will continue to rise'.

'Classing and shearing are both cheaper in South Africa than in Australia and as the

sheep here are shorn more frequently, around every 9 months, it is a very attractive alternative for our customers looking for a steady supply of quality merino wool', he says. Meticulous classing of wool has always been a very important aspect of wool preparation for the South African wool industry.

'The great fibre on this continent presents many innovative opportunities for buyers, and at Lempriere we offer competitive supply based on our customers processing requirements', says Angus Hooke. 'We also offer greasy and semi-processed wool from other regions on the continent, including Namibia and Kenya.

'Customers more than ever are demanding to know where the raw materials in their products have come from. Our diverse buying channels that include direct from farm and auction buying offer our customers complete traceability from sheep to shelf'. And of course another advantage South African sheep are non-mulesed and on request Lempriere can offer non-mulesed certification to its clients.

'Our strong ties to the supplier ensure consistent and reliable supply in terms of both quality and quantity. Lempriere Group has been sourcing, processing, and exporting wool for over 150 years and Lempriere South Africa is an integral component of this global supply network.'

Angus Hooke can be contacted at angus.hooke@lempriere.com.au

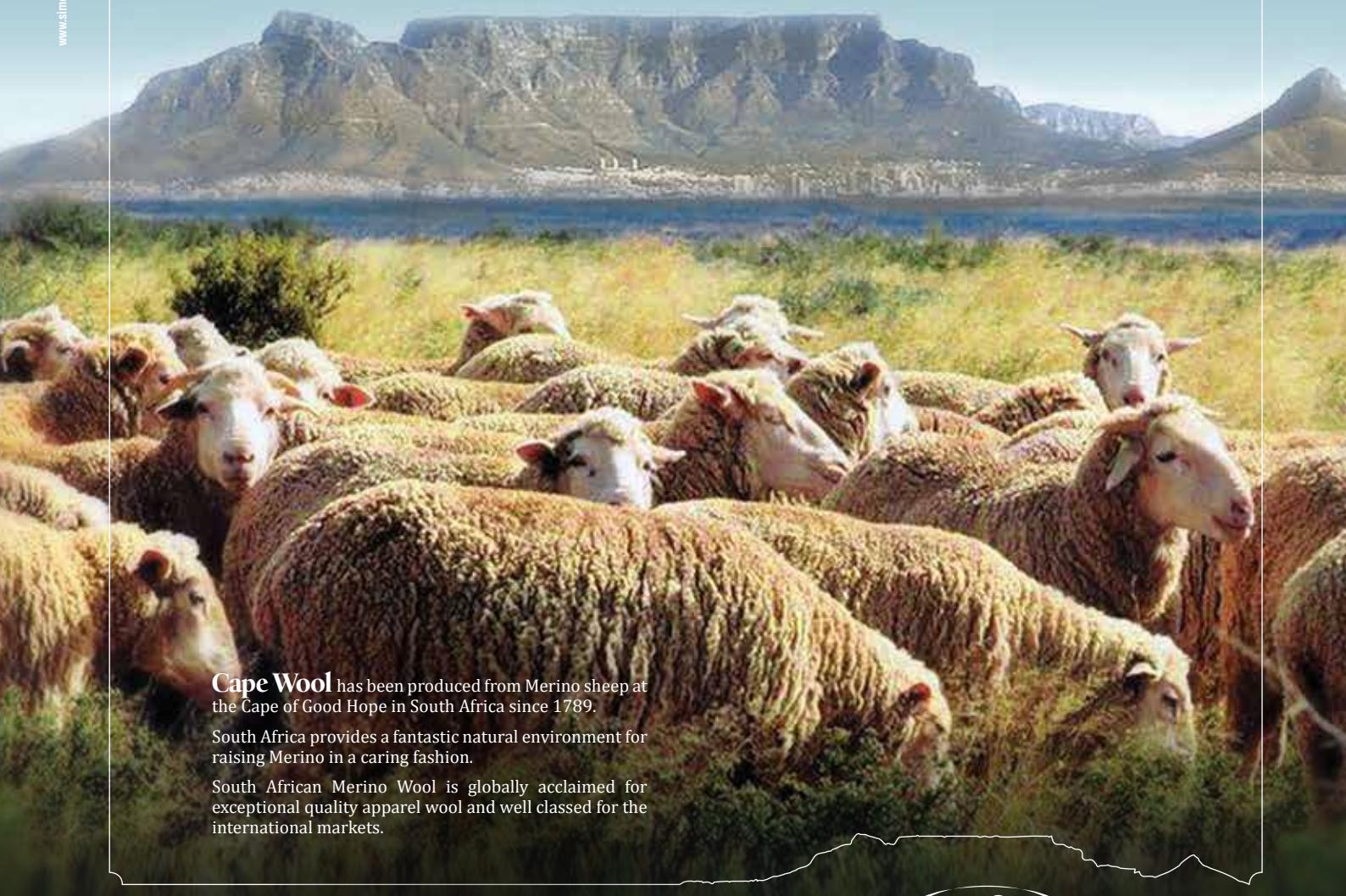


BACK ROW. Martin Both (Senior Wool Buyer), Mariska Strydom (Logistics Manager), Deon Erasmus (Wool Buyer) FRONT ROW. Matthew West (Shipping Clerk), Maryka Pogram (Shipping), Wimpie Muller (Trading Manager)

SOUTH AFRICAN

The logo features the words "South African" in a large serif font above the word "Wool" in a stylized, flowing script. The "Wool" text is enclosed within two concentric circles, with the inner circle containing the letters "Wool". The entire logo is rendered in white against a blue gradient background.

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Cape Wool has been produced from Merino sheep at the Cape of Good Hope in South Africa since 1789.

South Africa provides a fantastic natural environment for raising Merino in a caring fashion.

South African Merino Wool is globally acclaimed for exceptional quality apparel wool and well classed for the international markets.

SOUTH AFRICA

A NEW OFFICE AND NEW PERSONNEL FOR STANDARD WOOL SA



Mark Wright (Left) and Paul Lynch

South African merino wool has earned a reputation for uniformity, softness and high staple strength. Although it does not have the same specifications in yield and vm as Australian wool, if used correctly South African wool will perform just as well or even better. Users of South African wool worldwide know of these attributes and this is why South African wool continues to be in demand.

Mulesing is virtually unknown in South Africa. Companies concerned about the mulesing issue can buy South African wool from Standard Wool SA knowing that this will not be a problem for them

**EXPORTERS OF SOUTH AFRICAN
GREASY SCoured, CARBONIZED WOOL**



STANDARD WOOL **SOUTH AFRICA**

The Wool Exchange Building, North End,
Port Elizabeth, South Africa

paul@standardwool.co.za • mark@standardwool.co.za • ken@standardwool.co.za
Tel: 27 41 487 0610 • Fax 27 41 487 0680

further down the processing pipeline', says Paul Lynch joint managing director at Standard Wool SA.

Standard Wool SA has extensive experience in the widest range of South African wools from the lowest quality to spinner style fine wools. 'We understand the requirements of topmakers regarding wool types, quality and documentation.'

At the heart of its business model Standard Wool SA has a very strong focus on the technical aspects of wool supply and this includes valuing wool and selecting the right wools. 'We employ the very best technical people. Our staff have a great knowledge and understanding of all types of South African wool and in addition Paul and I always double check all orders before dispatching to our customers in China', says Mark Wright joint managing director at Standard Wool SA. 'We know that maintaining good effective communication with our customers in China is also very important and we always respond quickly to any inquiries'.

The company team has been strengthened by the recent appointment of Ken Craig.

Ken has many years experience working for BKB brokers, the biggest wool broker in South Africa. He developed a very good relationship with buyers in India. 'Although the main destination for our wools is China we are working closely with India to develop this market further and encourage an increase in exports of our wools to this expanding market.'



Ken Craig

The company has also moved to a new custom made office within the Wool House building that is the centre for wool valuing and selling in South Africa.

'Our wool prices are always competitive and we ensure that the correct wool is bought for each individual client and is bought at the right price. We work hard to ensure that our customers have their orders filled on time and to budget', says Paul Lynch. 'We are a large enough company to guarantee supply, but we are not too big to compromise on quality or service.'

All wool is tested by an independent IWTO-accredited laboratory (Wool Testing Bureau of South Africa) and IWTO test certificates are used as a basis of trading as per the international norm.

For more information please contact Paul Lynch at paul@standardwool.co.za or Mark Wright mark@standardwool.co.za or Ken Craig ken@standardwool.co.za

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CANADIAN WOOL FINDS NEW MARKETS



'Choosing Canadian wool for a variety of applications is a growing trend', says Eric Bjergso, General Manager at Canadian Co-operative Wool Growers (CCWG). 'Wool buyers around the world now consider Canada as an additional source of quality wool. Our Canadian wool offers excellent options for blending with other wools, or for use in its own right for a wide range of products'.

'Our traditional wool markets are China, Uruguay, USA, India and of course domestically here in Canada. This year we have extended our reach to successfully market Canadian wool to a large combing mill in the Czech Republic' says Mr Bjergso.

'This has provided us with an excellent opportunity to offer our graded and objectively measured wools to a wide range of potential buyers in different countries. We continue to upgrade our wool handling equipment to improve our overall efficiency. An additional new high density wool press with automatic conveyor feed has been installed at our Carleton Place wool grading facility and in terms of wool grading and we continue to train a new generation of wool graders', he says.

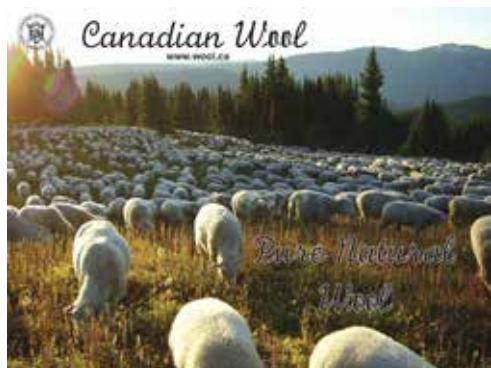
CCWG collects, grades, measures and markets the wool on behalf of farmers. It grades and markets close to 1.4

million kilos of raw wool each year, in each of the three main classes of fine, medium and coarse. Canadian wool ranges from 22 – 35 microns with the bulk of production being between 29 -31 microns.

Canada is well adapted to sheep and wool production. Wool has played an important role in clothing both civilian and military populations, contributing not only to home industries but also to a substantial commercial textile industry.

CCWG grades and markets its wool according to accepted international wool industry practices and standards. All wool types are objectively measured after grading. 'We believe that this gives us an essential edge. Accurate measuring for each wool lot offered for sale is appreciated by our customers. They know they are receiving a well prepared and better quality graded wool that results in a higher market value for their product'.

'We visit new and established customers particularly in South America and China and have good forward orders in place. We look forward to supplying these markets with our excellent quality Canadian wool', concludes Mr Bjergso. Contact Mr Eric Bjergso Email: erich@wool.ca



MARKETING WOOL TO GLOBAL MARKETS

BRANCHES AND ASSOCIATIONS ACROSS CANADA

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WORKING WITH THE BEST TEXTILE FACTORIES AROUND THE WORLD

'PADBROOK has earned a reputation as a leading supplier of wool and speciality fibres', says Pierluigi Mazzia from Padbrook office, Mr Mazzia has more than 30 years experience in the wool and luxury fibre industry.

Padbrook specializes in all types of natural fibers including wools from different origins such as Australia, Argentina, Europe, South Africa, Uruguay and New Zealand in tops, scoured or greasy wool and mulesed free wool.

'We can also supply mohair, alpaca, angora, cashmere, camel hair, cashgora, vicuña, guanaco, yak and silk.

'Our plus is that we can supply, to customer requirement, a wide range of treatments including Super Wash, Total Easy Care, Soft Luster, Basolan, Mercerised , flame retardant, and water repellents as well as dyed tops.

'We offer our experience and service to most textile factories around the world. Customers can be assured that when they come to us they will receive the best service and the best quality fibre. Most customers trust us to select the best qualities available on their behalf, and we do our best to fully satisfy their expectations', says Mr. Mazzia.



Pierluigi Mazzia

Padbrook has branches in UK, Morocco, Turkey, and China. 'We welcome enquiries from companies around the world that are looking for reliable and experienced representatives in Europe, Asia and North African markets'.

Mr Mazzia can be contacted in Lugano Switzerland Tel: +41 916081515
Mob: +41 791387069 or by Skype: pigimazzia1

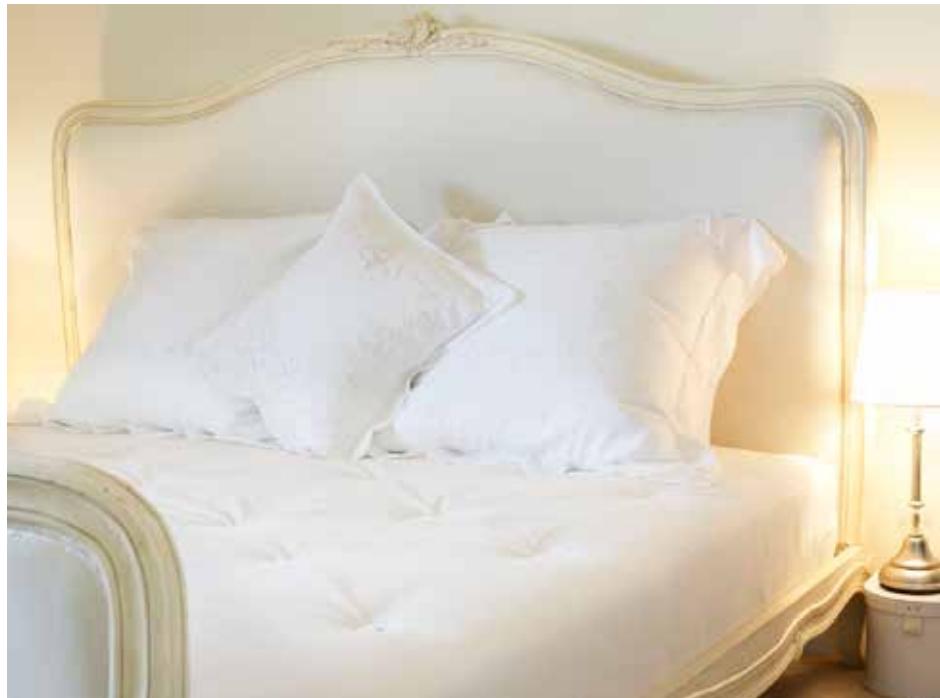
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BEDDING



TREATED WOOL - IN HIGH DEMAND BY THE BEDDING INDUSTRY

Bedding manufacturers are increasingly using wool to meet environmental demands made by customers. Products made from wool are chemical free, non toxic and flame resistant. In addition, a research study by the Woolmark Company and the University of Sydney shows that wool bedding products breathe more naturally than synthetic counterparts, increases REM and ensures that the body gets to a comfortable sleeping temperature quicker and maintains it longer.

Speciality Processors Bradford (SPB), a commission processor in Bradford uses Superwash treatment for tops and loose wool used in bedding products.

'Customers can send their wool to us

for treatment, with the confidence that their wool will be processed to their specification. We have a quick turnaround time and customers usually receive their product back within days', says Mr Chippendale.

SPB was one of the first companies in the UK to receive approval under stringent European legislation as an integrated pollution prevention and control plant. 'We use Kroy because it out-performs other shrink proofing techniques', says Mr Chippendale. 'We have developed our own process to render the wool machine washable without the use of chlorine. However, even chlorine treated wool from our plant contains less chlorine than drinking water!', he points out.



SHRINK RESISTANT WOOL PROCESSING FOR BEDDING PRODUCTS

'Our plant meets all the most advanced treatment specifications and we operate to ISO 9001 quality standards. We are also registered with the Environmental Agency in the UK.

We offer natural products that are environmentally friendly, with OEKO TEX certification', says Mr Chippendale. OEKO TEX is an independent testing and certification system for textile products from all stages of production (fibres, yarns, fabrics, ready-to-use end products, including accessories) along the textile value chain and is particularly important for bedding manufacturers such as SPB that offer products for children's bedding.

The Kroy system eliminates inconsistencies in earlier wool shrink proofing processes. The superior results include improved colour and soft handle, better dyeing properties and reduced pilling, especially for fine sweaters, hosiery, underwear and knitting yarns. A finished product made from shrink resistant wool can exceed the equivalent of 50 domestic washing cycles without any deterioration due to compacting or felting and can prolong its life considerably.

'We know European wools and we know how to get the best out of European wools. Sending wool to Asia is not the most cost effective way to achieve the best result', insists Mr Chippendale.

For more information please contact Albert Chippendale at specialityprocessors@btopenworld.com



Wool treated at SPB processing plant in Bradford UK - destined for use in bedding products including mattresses, duvets, and pillows



SUPER WASH TREATED WOOL FIBRE



SPECIALITY PROCESSORS (BRADFORD) : SPB
treat wool tops and loose fibre at their unique UK plant using specially designed machinery to meet the requirements for machine wash yarns and bedding products.

Having many years experience within the wool processing industry and vast experience in machine washable products, our service produces diverse end uses from technical textiles like ski-wear through to traditional bedding products and quilts.



For more details on the services we offer telephone Mr. Albert Chippendale on: +44 (0) 1274 667178 or send an email to: specialityprocessors@btopenworld.com

WOOL LOGISTICS



Thomas Fuhrmann with volumes of rules and regulations that apply to wool importation to Europe - 'We provide simplified single page tax certificates that might be required by companies in their country of origin'.

LOGISTICS COMPANY OFFERS SECURITY AND HASSLE FREE LOGISTICS

More than 100 companies from all around the world use the services of KES DISTRI for their storage and delivery requirements. 'We offer prompt delivery, from one bale to 60 and more. Our experienced team can take control of all your logistical needs, avoiding long delays and additional costs for storage at customs depots', says Harry Starkus, company director, who liaises with customers around the world.

'Cheaper services may be available elsewhere but our customers come back to us for the extra value and competency that we provide', says Mr Starkus. 'Our company has been in the business of transporting wool and natural fibres for over 40 years and we more than just transport fibre. We have built relationships with both importers and exporters who benefit from our knowledge, not just in fibre transportation, but also in regard to import and export regulations and requirements.'

As well as safe secure transportation services KES DISTRI also offers storage facility and on the spot selling to customers. Today smaller quantities and prompt delivery has become the norm in supplying customers in Europe. 'This is why many of our customers utilise our centrally located warehouse in Bremen as a retail floor to store their wool top and yarn. Owners can

view available products via our website and make purchases in bigger or smaller lots as required. Of course, the owner can track these sales via our secure website as well. It is very secure and easy to use'.

KES DISTRI has recently renovated its warehouse to achieve even better protection for client goods and a better streamlined service.

'The importation of fibre into Europe can be very complicated for companies outside the European Union. Europe has a complex bureaucratic system with regard to customs and tax issues. The rules and regulations are becoming increasingly complicated and choosing the right transportation channels can save a lot of time and unnecessary costs', says Thomas Fuhrmann director.



Red Sun China sales director Shao Wei Yang (right) with Nick Chen and Harry Starkus at KES DISTRI warehouse in Bremen

KES DISTRI works with exporters of greasy wool, as well as importers of tops and yarn, and traders and wool merchants from South Africa, Australia, New Zealand, China and South America and many other countries. 'When an exporter entrusts us with their wool we manage sea transportation, customs clearance, delivery to our warehouse, secure storage,' says Mr Fuhrmann. 'The customs department in Bremen is used to wool being imported and with our assistance all custom and duty tax is made easy, as it is something we do every day. In the long run it is cheaper and less problematic to import wool via Bremen and truck it to its final destination whether that be in Italy or further afield into a growing Eastern European market'.

KES DISTRI is accredited with 1 IWTO testing houses and can perform core tests at its warehouse facility. Testing certificates are delivered directly to nominated parties. KES DISTRI is also GOTS certified for storage and processing of organic products.

'We provide a stress free service for our customers. It is better to leave the paper work to us. All paperwork is strictly confidential. We do not buy or sell wool. We are a logistics company', says Mr Fuhrmann.

For more information please contact Harry Starkus at Harry.Starkus@kes-bremen.de

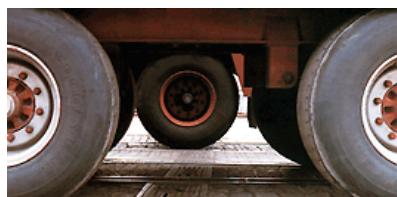
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DEMAND ON THE RISE FOR EXP 4 TREATED TOPS

Jens Behrmann BWHK Director



'We are using the new EXP.4 treatment to shrink proof our tops', say Jens Behrmann Director at BWHK in Bremen Germany. 'This shrink proof method has struck a chord with our customers demanding environmentally-friendly products'.

EXP stands for "EX-Pollution", or the avoidance of pollutants during the anti-felting treatment process. EXP 4 is a process developed by the Schoeller Spinning Group that enables the wool to remain machine-washable without the use of chlorine. Schoeller has set a benchmark with this innovation and once again it has proven its commitment to ecological sustainability.

The rise in demand for EXP 4 has been assisted by some government agencies in Europe insisting on its use in uniforms and other government issue garments. EXP 4 is the first wool finishing process to meet the strict criteria of the bluedesign and G.O.T.S standards. It also conforms with Oeko-Tex standards.

Tops, anti-shrink treated tops and greasy wool are the main products BWHK offers to its customers and stock on hand is a standard service. 'We are known for quality in supplying finer types from 23 microns and finer. These types of tops are

no longer widely produced in Europe, however we can supply and deliver quickly if required. Our European clients receive a just-in-time stock service on a wide selection of wool tops from our warehouse in Bremen', says Jens Behrmann.

BWHK operates an anti-shrink proofing plant processing superwash, non chlorinated EXP shrink proof wool, specialising in finer micron tops.

'Today yarn manufacturers are increasingly demanding EXP tops to produce their yarn', says Mr Behrmann. 'It is friendlier to the environment and that is what the market is now demanding.' As production in EXP increases in quantity costs will inevitably come down and smaller companies are expected to follow the trend.

'EXP treated tops has a softer touch compared with conventional treatments and is odour free. This treatment also results in a brilliant white, superior colour compared with conventional treatments. It is also Anti-Shrink to TM31 Standards', says Mr Behrmann. 'We used to produce about 80% of this basolan / superwash treated tops but now EXP non-chlorine tops is what our customers are interested in'.

BWHK is located in Bremen Germany. This is an ideal location for quick and effective transport to customers as Bremen is a major hub for transporting wool throughout Europe. It is near to the main deep sea ports of Bremerhaven and Hamburg that facilitates exports to overseas clients.

'Where other processors stick to the standard specifications when processing tops, at BWHK we constantly try to achieve the highest standards – thinking outside the square. We are always prepared to try new techniques'. BWHK sources and selects raw material using its long experience in determining what is best to buy to achieve the best quality product.

For more information about the products and services offered by Bremer Wollhandelskontor GmbH please email: info@brewoko.de

Our strength is our experience



- EXP (EX-Pollution) Non-Chlorinated Anti-Shrink proof IMO/GOTS Certified Organic Tops • Wool Noils of all origins
- Anti-Shrink proof tops : Superwash, "Sim-TEC", Mercerised and Basolan • IMO/GOTS Certified Organic Tops • Prompt delivery
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- European Greasy Wools of all origins • Stock on hand



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jens.behrmann@brewoko.de

MORE THAN JUST A TRANSPORT COMPANY

Exporters of greasy, scoured wool and wool top are under constant pressure in Europe to deliver with speed and certainty. 'The competitive nature of the market in Europe today means that most customers cannot wait for 60 days for a consignment to be delivered from South Africa, Uruguay, China or Australia. It therefore makes sense to keep stock in safe secure storage in Europe for immediate delivery', says Mr Nadolski Director of Bremen Woll Services (BWS). Mr Nadolski

has over 30 years experience in wool handling, sorting and transportation.

'We provide secure storage and reliable logistics for wool and top imports to Europe', says Mr Nadolski. 'We have extensive experience in handling wool and wool related products because we have been doing it for BWK for many years.'

The company can arrange all customs and import related documentation. It can hold exporter consignments in bonded its

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warehouses in Bremen Germany and so forestall the 2% duty payable until sold. 'We can arrange transport to all destinations in Eastern and Western Europe. We have a fully computerized system and can handle all documentation for exporters. We offer a very personalised and competitive cost structure to our clients', says Mr Nadolski.

BWS is not involved in wool trading and so there is no conflict of interest with those that use its services. The company provides a greasy wool press and sorting service as well as pressing and packing services. 'Our customers can store their wool in our bonded warehouse with confidence and utilise all our services and expertise.'

Using an experienced logistic and storage company will save time and money. When importing greasy, scoured wool and wool tops into Europe, it is important to avoid



Benedykt Nadolski at one of two warehouses where wool and wool top is stored for customers from around the world

the pitfalls of stringent customs regulations and exacting procedures that can cause shipments to be delayed and unnecessary costs to be incurred. Mr Nadolski can be contacted by email at b.nadolski@bws-bremen.de

DIVERSE STOCK RANGE OFFERED

In recent years Stucken Melchers has boosted its exports of European greasy and scoured wool to its customers around the world. 'Our company may be 150 years old but we see ourselves as a modern fibre trading company, offering an all-encompassing service in supply and distribution of high quality raw materials', says managing director Frank Meyer. 'Our company strength is the large and diverse range of fibre we hold in stock and our very quick delivery to our customers large and small'.

'We have been servicing an increased clientele with greasy and scoured wools of European origins, particularly German wool', says managing director Frank Meyer who leads the company sales team. German wools are ideal to blend with other wools for use in hand knitting and machine knitting. It is also a very good wool for products that require coarser wools.

Stucken Melchers specialises in an extensive range of speciality fibres, German and South American wool tops, and scoured and carbonised wools and open tops from various origins. It is a leading



Frank Meyer with silk tops and silk cocoons

A leading supplier of quality wool, speciality fibres and yarns



*Mulberry and tussah silk tops, noils and spun silk
yarns, Angora rabbit hair, camel wool,
yak wool and cashmere, dehaired and tops,
Bamboo/viscose, ramie, kapok and hemp,
Mohair scoured, tops and yarns, Wool scoured,
carbonised, tops, open tops and noils*



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supplier of silk, cashmere, camel, rabbit hair, angora, mohair, and other speciality fibres and is Oekotex-100 certified for mulberry silk, tussah silk, camel wool, yak wool, and cashmere tops.

Stucken Melchers operates a number of warehouse facilities in both Eastern and Western Europe. It can hold stocks of wool and speciality fibres close to client locations. In Italy and other European locations deliveries can be made on the same day the order is placed. The sales team includes Ralph Behnke who services customers in Western Europe and Tobias Beck who assists Mr Meyer with sales to Italy and Eastern Europe.

'We also offer generous payment terms to our customers and above all we have a highly qualified team in place that is able to draw on many years of experience in their respective fields'.

'In addition we market the various products of Stucken Group's wool & mohair processing and spinning operations in South Africa,' says Ralph Behnke from the head office in Bremen Germany.

To obtain more information about the products available from Stucken Melchers Frank Meyer can be contacted at meyer@stuckmel.de



Ralph Behnke with South African scoured wool

GERMAN WOOL USE ON THE RISE

by Victor Chesky

'German wool has reinforced its position alongside New Zealand, Irish and UK wools as an excellent source for carpet wools', says John Semmelhaak of Friedrich Sturm, the largest exporter of German wool. 'Our wool has found its place within the carpet manufacturing industry around the world as a very good alternative and supplement to the traditional NZ, Irish and UK wool despite the limited availability'.

This is due to excellent wool seasons experienced in Germany in the last few years with total production of about 7000 tons per year. Farmers are consistently developing better wool growing practices and preparations to achieve better quality finer wools. These wools, in the 26 - 30 micron range are on the increase and Mr Semmelhaak sees this trend continuing. The East and South of Germany produce 3000 - 4000 tons of wool every year - and about 70 % of this is at the finer end. 'German wool has been very consistent in quality regarding low VM, length and colour and is perfect for blending in superior carpet', says Mr Semmelhaak.

In the last few years wool exports for Friedrich Sturm have grown by 20% each year and Mr Semmelhaak attributes this to company transparency in dealing with customers big and small.

'All our wools are tested, offering clients the highest level of security regarding the product and its consistency. Every lot is sorted to client specification and it is tested by Wool Testing Authority Europe (WTAE). When we export German wool to our clients they know that it is 100% German wool. We do not sell blended wools', he points out.

Our customers benefit from our good business relationships and we thank



John Semmelhaak (right) at his Tönning warehouse receiving wool from all over Germany

them for helping us achieve growth in our business year after year. Our good commercial practices benefit us all.

'There will be challenges ahead', says Mr Semmelhaak. 'The majority of our clip is exported to China. Trading conditions with China have not been easy and we expect that new environmental restrictions and a very competitive internal market will force some smaller mills to close down and some move out of wool processing altogether.'

GERMANY

Further, a lot of finished garments remain in wholesale and retailers stock because of a warmer winter in Europe. He also points out that the drop in oil prices will result in cheaper prices for synthetic and manmade fibres. 'And as consumers continue to be price conscious they may go for cheaper alternatives', he says.

But notwithstanding these issues and challenges to the industry he remains optimistic. As the carpet sector pays more attention and recognition to German wool for its needs, and while there has been a slowdown in China he believes that German wool will still find markets worldwide. Mr Semmelhaak travels frequently to his suppliers throughout Germany and to buyers worldwide. This hands-on approach

ensures that support to growers regarding collection, logistics, and sorting remains transparent for farmer to manufacturer.

For more information about Friedrich Sturm and wools from Germany please contact John Semmelhaak at jrs@frsturm.de

Wool Specification List			
TYPE	MICRON	W.YIELD %	AVG. LENGTH
Eider	34 / 36 my	65	8 - 12 cm
Merino I	28 / 30 my	52 / 54	5 - 9 cm
Merino II	30 / 32 my	52 / 54	5 - 9 cm
Geest	35 / 37 my	50 / 52	8 - 12 cm
Schwarzkopf	30 / 32 my	52 / 54	7 - 9 cm
Brown	34 / 36 my	60	8 - 9 cm
Schnucken	38 / 42 my	60	8 - 15 cm

Exporting the best of German greasy wool since 1962



Friedrich Sturm GmbH & Co KG has exported German greasy wool (32 – 34 microns) to world markets for more than 40 years. We select wool directly from farms – no mixing, no blending. Our wool is sorted and tested by WTAE.

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PROXIMITY TO EAST AND WEST

Mafilo Tekstil supplies New Zealand scoured wool, Australian carbonised wool, as well as tops from Uruguay. It also sells silk, cashmere and angora to major textile producers in Turkey. ‘Our customers are never in the dark, they know exactly which country their wool comes from, and from which supplier’, says Mert Atakoglu of Mafilo Tekstil in Istanbul Turkey. Mr Atakoglu is a third generation family member to be involved in textiles.

‘We can supply our customers with all types of wool and speciality fibre for worsted weaving yarn, flat knitting yarn, fancy yarn, hand knitting yarn, open end/ring and semi-worsted and woolen carpet yarns. Our customers know that we can offer prompt reliable service.’

‘We are transparent in all of our dealings. We encourage Turkish spinning mills to contact us when they require competitive and on-time supply’, says Mert Atakoglu.

‘In the past Australia was known as the main wool supplying country’,



Mert Atakoglu of Mafilo Tekstil in his office in Istanbul

says Mr Atakoglu. ‘At Mafilo we provide a competitive alternative that includes wools from a variety of origins including Uruguay, Argentina, South Africa, New Zealand, as well as from Australia. We provide a reliable service, fast delivery, and competitive prices’.

Turkey offers a number of advantages. Firstly it is ideally located between east and west. It also has a developed wool textile industry in fabric and apparel. It is also the third largest mohair

producer in the world and offers a well educated labour force, liberal trade policies and free trade agreements with countries in the region.

‘Istanbul is on the doorstep of Europe, and textile manufacturers in Turkey are increasing their fibre consumption every year. We know the Turkish wool industry well and can represent overseas companies wishing to sell their products to the Turkish textile industry’, he concludes.

MAFILO TEKSTIL - Cumhuriyet Cad No 189/8 34367 Harbiye Istanbul TURKEY

Email wool@mafilo.com Tel. + 90 212 296 83 47 Fax + 90 212 296 77 38

EASY ACCESS TO TURKISH WOOL



Baris Gelenbe with scoured wool at Akel Tekstil plant

'WHILE SOME COMPANIES promote their location as a primary focus this is not such an issue for us. We can transport orders to clients with ease and speed whether they are in Europe, the Middle East, USA, or Asia because Turkey is so well located', says Baris Gelenbe of Akel Tekstil from his Istanbul office.

'Turkey is close enough that we can also quickly travel to clients to see first-hand what machinery is being used and what product is being manufactured, to clearly determine the best scoured wool for each individual client and each individual order', says Mr Gelenbe.

'We have been supplying scoured wool to Italian, Portuguese and Belgium manufacturers for many years. Our greasy and scoured Turkish and European wools are in the 22 - 40 micron range.'

The company also supplies manufacturers of top, bedding covers and mattresses, as well as fake fur products, and fabric, carpet and rugs manufacturers.

'We produce good quality scoured wool and compete in both quality and price with

Wool sun dried outside
Akel Tekstil scouring facility
in Izmir



the best processors around the world', says Omer Ozden joint director. 'We are the only Turkish company to supply 20.2 micron scoured wool, approved by an accredited wool testing house report.'

Akel's scouring plant in Usak is kept busy with a steady flow of Turkish and Romanian wool as well as a variety of European wool and wools from Australia, New Zealand and Britain. The wool is sorted and processed on commission, as well as for the company's own use. Large warehousing facilities are complemented by a new scouring line to keep up with demand. The company has a scouring capacity of 25 metric tons per day with two scouring lines. The scouring lines now have 8, 2 metre wide pools and dust machines. The result is a better quality output. AKEL has the capacity to supply 3500MT scoured wool & 5000MT greasy wool per annum.

The company supplies processors these wools, some of which are used for blending to reduce cost. 'We have the knowledge and expertise to advise our customers on the best wools for their particular manufacturing needs', says Mr Gelenbe who visits customers to see the machinery they are using and the products they are making to better advise them as to the best type of wools to give them the best result.

'We are happy to send small shipments if needed and work with customers both big and small. The wool we deliver is always as per sample and we stand by the veracity of our wool'.

To find out more about the wools supplied by Akel Tekstil please contact Baris Gelenbe at [woolakel@gmail.com/](mailto:woolakel@gmail.com) wool@akelwool.com

- 
- ✓ Exporting wool worldwide including Europe and Asia
 - ✓ 30 years experience in sorting and processing wool
 - ✓ Turkish and European wool 22 – 40 microns
 - ✓ Sourcing and exporting greasy and scoured wool from Turkey and Eastern & Western Europe
 - ✓ Also scouring on commission basis
 - ✓ Quality price and prompt delivery
 - ✓ Operates own scouring plant

Omer Ozden
AKEL chairman

WHEN PRICE & QUALITY IS IMPORTANT WE CAN HELP

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Buyers and Sellers can contact Mr. Baris Gelenbe
woolakel@gmail.com

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Istanbul Office Tel: +90 216 339 66 85 pbx • Fax: +90 216 327 67 29



Pablo Cuesta (left) and
Juan Antonio Cuesta

SPANISH WOOL GROWS IN POPULARITY

Spanish wool becomes more popular with customers around the world and Lanas Cuesta, Spanish wool merchant has been responding to this increased demand. 'Our handling procedures in relation to shipping and transportation are well established, enabling hassle free and speedy delivery', says Pablo Cuesta, joint director at Lanas Cuesta.

Although characteristics of Spanish merino are different to Australian and South African merino wool it does offer alternative advantages to processors worldwide.

Lanas Cuesta exports greasy wool, scoured wool, noils and wool top to Europe, Africa, Asia and America. Company directors Juan Antonio Cuesta and Pablo Cuesta are well known to the European wool trade and have some 30 years of experience in trading and processing European wools.

The company works with all kinds of wools, but principally Spanish wool from 22 microns up to 37 microns, and specializes

in Spanish merino wool from 22.5 to 23.5 microns with a length of between 56 to 60 mm. It exports wool that is 100% pure wool and can also supply French and Portuguese wool if required.

'Currently our main export product is greasy merino wool in the range of 23-24 microns. We always provide test certificates to our clients from Wool Testing Authority Europe. These tests include micron, yield and vegetable matter information', says Pablo Cuesta.

Lanas Cuesta sources its wool direct from farmers and farm co-operatives, predominantly from the south of Spain. It has warehouses throughout Spain with experienced and dedicated staff who classify the wool. 'We also source wool from other wool merchants when specific wool types are required by our clients', says Mr Cuesta. 'We can provide the facility for wool washing or we can work with other commission combers to make use of their processing facilities.'

Campaign for Wool, active in many places around the world, has also made an impact in Spain. Spain has hosted Campaign for Wool celebrations for three successive years.

'We are proud that the wool industry in our country is involved in this initiative', says Pablo Cuesta. The company has wool warehouses in the Salamanca region of Spain. 'The public relations value from such events is very good for us. It is good to see ordinary people engaging with us and it is good to have the opportunity to showcase our wool to an international audience. Our Spanish wool offers a good alternative to wool processors everywhere'.

More than 100 retailers and brands supported this event with window decorations, special promotions and in-store activities. Social media also involved

itself with more than 10,000 followers. The high-end commercial centre of Madrid, Barrio de Salamanca, celebrated wool with activities open to the public.

A "Wool Park" was created in central Madrid, where visitors discovered all about wool's natural properties in a garden where all seasons converged to show wool's benefits year around. A flock of sheep delighted visitors.

'We welcome enquiries from wool buyers that are interested in tapping into our experience in the wool trade', says Pablo Cuesta, joint director.

For more information about the products and services offered by Lanas Cuesta please contact Pablo Cuesta at lanascuesta@lanascuesta.com



Lanas Cuesta

lanas cuesta e hijos, s.l.

EXPORTING 100% PURE WOOL WORLDWIDE












- Classification expertise • Wool washing & processing
- Buying direct from farmers • Sources wool of specific types for specific client requirements
- Specialising in Spanish wool from 22 microns up to 37 microns and Spanish merino wool from 22.5 to 23.5 microns with a length of between 56 to 60 mm.

Ctra de Anaya S/N, 37310 - Macotera (Salamanca), SPAIN
Tel: +34 923555049 • Fax: +34 923555024 • Email: lanascuesta@lanascuesta.com



JAYA SHREE TAKES A LEADING POSITION IN INDIA'S WOOL EXPORT INDUSTRY

India is coming into prominent focus as one of the most important countries in textile production worldwide. It is the second largest wool importer after China and one of the main supplying countries of tops and yarn to Europe. A leading Indian exporter of textile products is Jaya Shree, one of the most well recognised names in tops and yarn exports with its products in demand domestically and internationally.

Jaya Shree supplies woollen top and worsted spun yarn to some of the biggest brands in the world.

Its raw wool is sourced from the finest quality Merino wool from Australia, New Zealand & South Africa. Its wool combing division was established in early 1995, with the objective of integrating with our own worsted spinning unit. Today it has spread its wings globally and over recent years has emerged as a preferred choice for many spinners globally.

'Our wool textile industry in India is growing', Manoj Marda, Assistant Vice

President (Wool Combing). 'Better use of technology and government incentives and other capacity-building initiatives have resulted in increased exports for us and this has also stimulated the domestic consumption', he says.

'The quality of our wool tops and service is high. Our global customer base has been growing. We are a preferred choice to many top grade global spinners', commented Mr Marda. 'We have grown to have an annual capacity of 10 mkg wool tops and 3 mkg scoured wool. Our wool tops is delivered in 10 kg bump form in compressed sea-worthy bale packing of about 320 kg.'

QUALITY WOOLTOPS FROM INDIA

'Safe working conditions and a focus on environmental sustainability is the team philosophy', says Mr Marda. 'As well as linen yarn and fabric we offer a wide range of wool products, with wool tops in the micron range of 14.5 to 24.0, to worsted spun wool and wool-blend yarns in a count range 16 to 120 NM for weaving and knitting. Our recent addition of cashmere tops has further enriched our product range', he comments. The company has been operating for more than 18 years and sells its products in over 50 countries.

Jaya Shree is accredited with ISO 9001:2000, ISO 14001:2004, OHSAS 18001:2007 & SA 8000:2001 and Oekotex, class 1.

It also offers custom-made worsted spun ecru & dyed yarn for application in apparel (suiting), knitwear, accessories (shawl, stole, etc.) and furnishing with an annual capacity of 4 mkg. 'We have weaving yarn customers spread over all the 5 continents. Europe is the major suiting yarn market and our yarn is regarded there at par with top grade suppliers', says Mr. Naveen Chandra, Assistant Vice President (Worsted). 'Our product range includes pure wool, wool/polyester, wool/nylon yarn, siro-spun, siro-lycra, compact-spun & crepe yarns.

'We have a variety of knitting yarns for flat-bed (sweater), circular (jersey) and socks in wool (normal or machine wash, total-easy-care) as well as wool blends with polyamide (nylon 66), acrylic, silk, bamboo, cashmere, mohair, etc.', says Mr. Aloke Roy, General Manager (Worsted). 'Nuvolana, our brand name for sweater knitting yarn, has won many nominations from international brands and nation-wide, is the most preferred yarn to match Italian quality'.

For more information about wool tops please contact Manoj Marda - manoj.marda@adityabirla.com. For information on weaving yarn please contact Naveen Chandra - naveen.chandra@adityabirla.com.

For information on knitting yarn contact Aloke Roy - aloke.roy@adityabirla.com



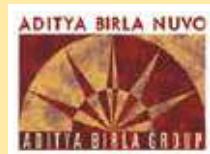
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JAYA SHREE TEXTILES IS THE LARGEST WOOL TOP MANUFACTURER IN INDIA WITH AN ANNUAL CAPACITY OF 9 MKG, PROCESSED OUT OF AUSTRALIAN MERINO WOOL SUITABLE FOR WEAVING AS WELL AS KNITTING YARN.

(Micron Range : 14.5 Mic TO 24.0 Mic)

ACCREDITED WITH INTERWOOL LAB CERTIFICATION (BELGIUM)



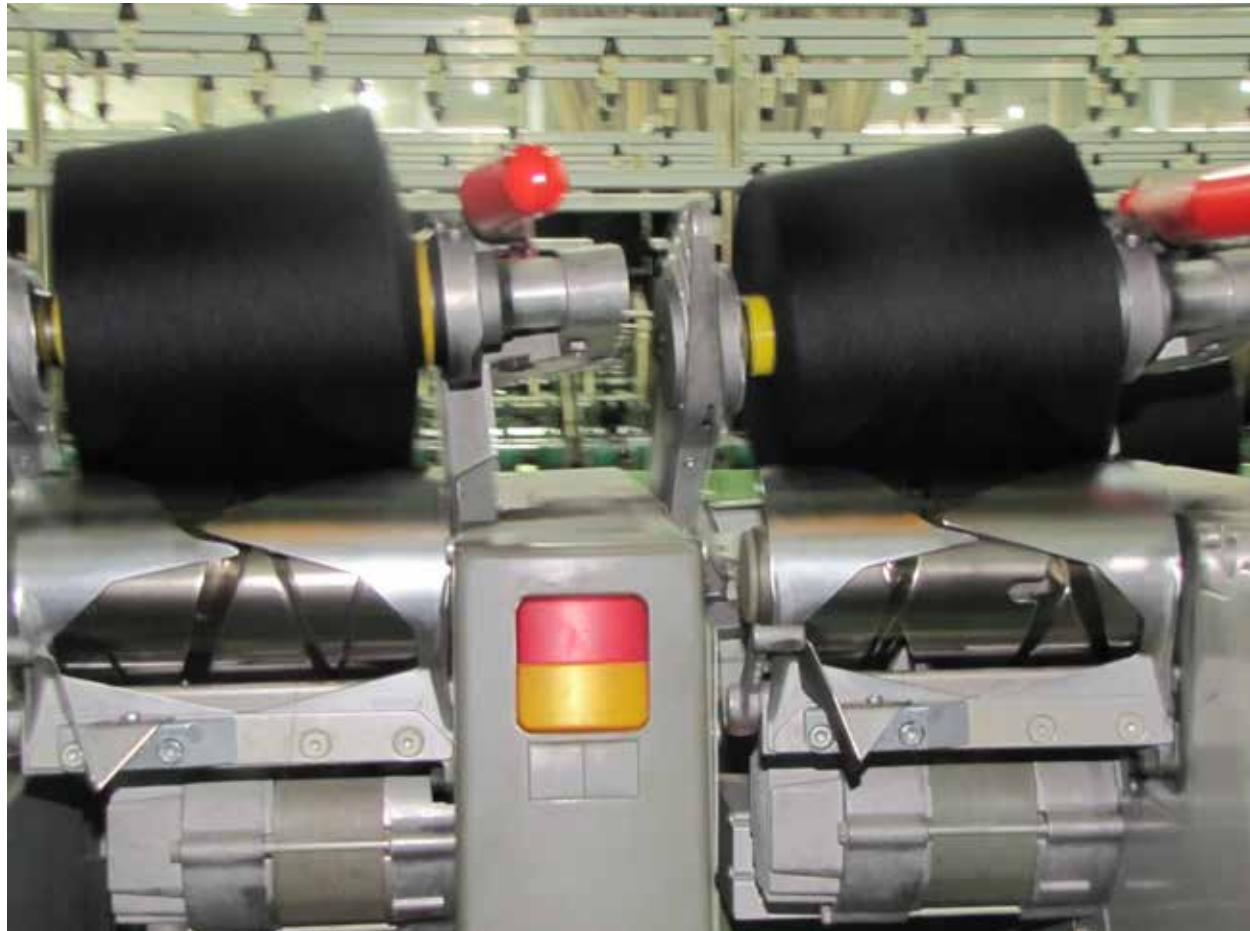
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www.jayashree-abnl.com

Contact Person:

MR. MANOJ MARDA • manoj.marda@adityabirla.com • +91 90881 70105
MR UTPAL SEAL • utpal.seal@adityabirla.com • +91 9088191240



MODERN WOOLLENS GLOBAL REACH

China and India continue to be the biggest importers of greasy wool from New Zealand, Australia, USA, and other wool growing countries. EU and USA are key export destinations for wool and wool-blended products, and are the key drivers for the growth of the Indian wool industry and its exports. Modern Woollens is a leading exporter of worsted yarn and tops from India to the Middle East, Latin America, Southeast Asia and East Asia.

Mr Rajesh Ranka Chairman and Managing Director of Modern Woollens comments that, 'we operate one of the oldest worsted companies in India and continue to extend our footprint in global markets and maintain our good reputation with customers around the world.'

Modern Woollens is a vertically integrated manufacturer with its marketing office based in Mumbai and manufacturing plant



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INDIA

in Bhilwara, Rajasthan. Mr Ranka comments that '80% of our production in tops and yarn is exported to more than 25 countries across the globe including Europe, Latin America, the Far East, Middle East, African countries, Australia & New Zealand.'

Its combing division was established in 1991 to integrate with its worsted spinning unit. 'We operate the most modern European machinery including scouring from Peitrie Mc Knaught U.K, Carding from Thibeau, combing & gilling from N. Schlumberger France for our production of wool tops. We have a total capacity of 200 tons per month of wool tops production and our in-house tops dyeing plant is well equipped with a capacity of 120 tons per month.

All wool top from Modern Woollens is processed from quality merino wool from Australia. The company generally produces wool tops in the 16.5 to 26 micron range but can produce wool tops up to 28 micron for specific orders. Its products are suitable for apparel and knit fabric. Wool tops are packed in 10kg bumps and the packaging is from good quality HDPE bags and tied with iron wire or strips. 'Our clients appreciate that the quality of tops they receive from us is better than what usually comes out of Asia', comments Mr Ranka.

'We have a competitive edge because of our own tops dyeing facility and the capacity to supply raw white as well as top dyed and melange yarn from our spinning unit. We have a wide range of products including 100% wool, Poly/Wool, Wool/Nylon, Wool/Silk, Wool/Cashmere Blended yarn, SIRO yarn with and without elastane. Core spun stretch yarn company offers single point sourcing solution of yarn requirement to various customers around the world.'

Modern Woollens offers a wide range of yarn count from NM12 to NM 120 in single, double and 3 ply yarns. Of its 150 tons of

worsted yarn production, it exports 110-120 tons and 30-40 ton for the domestic market.

'Our vision is to supply top quality products at competitive prices. By doing this we serve our clients and ensure future growth for our company. We have been recognised by the industry with numerous awards, year after year for excellence in manufacturing and exporting wool and blended worsted yarn'.

It exports wool grease and has the capacity to produce 100 tons per annum from its anhydrous lanolin plant. It has I P License from F.D.A to manufacture Anhydrous Lanolin which is transparent pale yellow and used in cosmetics, skin ointments, and medicines. 300 tons of noil and other types of waste and by-products are mostly exported to South Korea, Europe, China and Japan.

'Our company policy is to utilise all products and by-products during the processing of greasy wool to yarn. Therefore we extract wool grease from scoured water and further processing, and add value to grease for lanolin. We have a clear view about segregating the combing waste and spinning waste, for example noil, noil & shoddy, burr and mixed spinning waste.'

Modern Woollens is ISO 9001 Oekotex 100 certified and enforces strict quality controls. It operates well-equipped laboratories.

'The strength of our company is our ability to offer customers around the world a variety of products, excellent service, and competitive prices', Mr Ranka concludes. 'And we welcome enquiries from customers around the world.'

For more information about products available from Moderns Woollens please contact Mr Sujeeet Kumar at exports@modernwoollens.com

TAP INTO QUALITY WOOL AND SPECIALITY FIBRE

'We represent our customers as a specialist agent focusing on supplying wool and speciality fibres', says Mauro Trapella of Laniera Italiana. The company represents leading wool and top exporters from Australia, New Zealand, China, Uruguay, and Argentina. It also has supply routes into Spain, Portugal and Russia.

'Trading conditions in Europe have changed somewhat', says Mr Trapella. 'We used to have substantial stocks of wool tops available in Europe, but in the last few years there has been little or no stock. We are now more and more involved with our clients in working on plans to import sufficient quantities of wool and tops for their use at the right time and at the most competitive price.'

'We can source the fibre required by our customers quickly, as we know what the market situation is at ground level', says Mr Trapella. 'We have direct links to a wide variety of products. We can help our customers to take advantage of current price opportunities and stock availability'.

Laniera Italiana has its head office in Biella, the heart of the wool industry district and the heart of Europe enabling quick access to both Eastern and Western European clients. High standards in wool-based fabrics are produced in this famous textile region of Italy.

Laniera Italiana focuses on Australian wool from 14.5 micron to 21 micron as extra fine wool use becomes more predominant. It also offers Cashmere, Mohair, Angora, Camel, Alpaca, Llama, and Vicuna. 'We have traditionally offered South American wools. Many of our customers prefer these wools and we are able to provide for this market preference. South American wool types

provide options from coarse types to merinos, types to clean types for light colours and standard types. This is a big part of our business'.

Since the year 2000 the company has established links with suppliers in China, Turkey, and Eastern Europe. 'We are very well positioned to supply a variety of wool types, tops, and speciality fibres to our customer base' concluded Mr Trapella.

Companies interested in contacting Laniera Italiana should contact Mauro Trapella at wool@lanieraitaliana.it



Mauro Trapella



Laniera Italiana

WOOL • CASHMERE • MOHAIR • ANGORA • SETA • CAMMELLO ALPACA

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Tel: +39 015 8496345 • Fax: +39 015 4509728

wool@lanieraitaliana.it • cashmere@lanieraitaliana.it



Giovanni Zedda (left)
and Piercarlo Zedda

PANTEX RECOGNISED AROUND THE WORLD

To produce the best fabric in the world, that will be used to create the best garments in the world, you need to start with the best fibre. Pantex is a key Italian contributor to the early stages of this quality supply chain.

'We offer a diverse range of quality wool and tops', says Piercarlo Zedda joint managing Director at Pantex. Pantex is based in the heart of Biella and is managed by Piercarlo Zedda and Giovanni Zedda.

'Our product list includes the most standard types in stock but if customers want something different, we can source and deliver quickly because of our extensive world contacts.'

The company also offers tops, open tops, re-combed tops, scoured wool

from Australia, New Zealand, South America, South Africa, and Europe. 'We provide a personalised ordering system and meet individual customer specification. Our good contacts in all wool producing countries ensure a good choice'.

Pantex stock include tops, open tops, wool blends, carbonized wools, carbonized wools blend, and carbonized noils as well as combing wool-wastes, spinning wool-wastes and weaving wool wastes. It is a one-stop-shop with warehouse facilities in the heart of Biella, Italy with representation throughout Europe. 'Our sorting, cleaning, blending and opening fibres operation is centralised'.

All Pantex wool is brought to the plant and tested and classified. Long term contracts are available

as well as one off buying from its warehouses. The company has been trading for over 40 years. 'We have our own laboratory accredited with Interwoollabs. We provide traceability assurance for all our greasy wool and we process it all here in Italy. This ensures that when a person buys a retail garment with a label that says 'Made in Italy', it is indeed made in Italy.'

'Most of our clients have been coming to us for more than 30 years and because of our standard types, most of them don't even ask for a sample - delivery goes straight through because the quality of our wool products is so consistent.'

Piercarlo Zedda and Giovanni Zedda can be contacted by email at pantex@pantex-spa.it

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Greystone Wool

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Fax. 039 015 4509317
E Mail. mauro@gw-srl.it

Biella, in Northern Italy, is traditionally known as a hub for companies involved in European wool and textile production and despite increasing competition from other countries, Italy, and in particular, areas around Milan continue to be a central point for manufacturers of the most luxurious yarn, fabric and garments.

Greystone Wools, based in the heart of Biella, offers a service that is reliable and quick when supplying tops, open tops, scoured and carbonised wools from all origins as well as noble fibers such as dehaired cashmere and dehaired cashmere tops and angora.

'We supply scoured wools from New Zealand, scoured and carbonised wools from Australia and customers can contact us for their particular requirement types', says Mauro Delorenzi.

The company supplies its customers with wool direct from origin on a FLC basis and has well established links to suppliers in New Zealand, Australia and in Europe and in most instances it can deliver within days if prompt delivery is required.

'I would be very happy to speak with new customers about their wool needs and to help them determine the most suitable wool currently available'.

The company is always looking to establish contact with exporters of wool and speciality fibre and manufacturers of tops from around the world.

For more information Mauro Delorenzi can be contacted in Biella Tel. 039 015 8497172 E. mauro@gw-srl.it

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Lanas Trinidad

Lanas Trinidad S.A.

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Phone: 598 2601 0024 • E-mail: CwUruguay@wtp.com.uy



Separating and sorting fleeces for the right application is the most important part of our business.

TOP SERVICE 24 HOUR A DAY

Lanas Trinidad has a processing capacity of 10,000 tons of dry combed wool tops per year and annual sales of 75 million dollars. It supplies customers in China, Eastern and Western Europe, USA, South Korea, Japan, United Kingdom, and South America and has invested over 10 million dollars in research and development to implement a program in sustainable production.

We see ourselves as a 24 supermarket that can produce any type of top from 15 micron

up', says Pedro Otegui Managing Director. 'Providing consistency and quality from one delivery to another, year after year is what we do best at Lanas Trinidad'. In addition, we offer competitive prices and personal service before and after sale each, every time. Some may do this some of the time but we do it all the time. This is the reason why our customers come back to us with repeat business year after year.

'Separating and sorting fleeces for the right application is the most important part of our business. Most of our wool is

sourced from farms that we have known for generations. We know their family, we know their wool, and because all wool is sold privately in Uruguay this is very important. This also enables us to offer our customers perfect traceability of our tops - we know exactly where it has come from', says Mr Otegui.

'This traceability system identifies the wool all along the process from the field to the combed wool containers sent to our customers. We support producers of fine and super fine wool and actively participate in the Fine Merino Project that supports wool processing in a sustainable way. And there is no mulesing here in Uruguay'.

To achieve quality top Mr Otegui points to the commitment Lanas Trinidad places on its environmental credentials. 'We value the expertise of our team of people and support them and their communities. Our wool scouring process is performed with only organic and biodegradable detergents. And our combing process only uses sizing oils and organic and biodegradable antistats', says Mr Otegui. 'To wash our wool we use our own water supply system that is wholly sourced from rainwater. Our reservoir has a capacity on 1 million cubic metres of water that is supplied through an aqueduct some 7km long. The water is natural and renewable'.

Waste water is biologically treated in 22 aerobic and anaerobic lagoons in an area of 140 hectares. The bacteria in these lagoons naturally degrade waste water. The result is that there is no discharge of waste water into the public water system and irrigation of the Lanas Trinidad tree plantation ensures that carbon dioxide is reduced. 'We

are very aware of the effects of greenhouse gases and believe in good environmental practice'.

Mr Otegui also points out that feeding the boilers with wood, mainly from their own plantation is a further way to make use of renewable and local resources. 'By capturing the methane generated in the anaerobic process we are reducing greenhouse gas emissions by 95%. Using the combustion of this methane-rich gas is then used to generate electrical power that is the equivalent to the power consumption of 650 households', he says.

The wool grease extracted from the water left after the scouring process is collected by way of a centrifuge, without the use of chemicals. 'We sell this grease to customers interested in obtaining good quality lanolin for cosmetics and the pharmaceutical industries'.

Lanas Trinidad is accredited ISO 14001:2004, ISO 9001:2008, OHSA 18001:2007, ISO / IEC 17025:2005, GOTS, Oeko-Tex Standard 100, and is Interwoollabs certified.

'At the end of the day the cornerstone of our relationship with our customers is trust. We are a very transparent company - from sourcing and sorting to final delivery, our entire production cycle can be viewed on our website. What you see on this website is exactly what we do every day'.

For more information about Lanas Trinidad
– Email: CwUruguay@wtp.com.uy
www.lanastrinidad.com
Tel: 598-26061819/26010024.



Pedro Otegui with 15.8 micron 100% Uruguayan merino top produced at their Trinidad plant

RENEWABLE FIBRE REQUIRES RENEWABLE ENERGY

'We have been doing what we love since 1951', says Frank Raquet Mailhos, Managing Director of Engraw S.A. 'We ensure high quality customized wool tops for the increasing demand of our clients, always caring for our environment and maintaining a commitment to our community'.

The late textile engineer Frank Raquet Hosey came from the United States to Uruguay to set up a spinning mill in 1951. Captivated by the country and its people, he decided to stay for good and establish the ENGRAW S.A. wool combing manufacturing company.

ENGRAW S.A. has been led by three generations and today it continues to be a 100% family owned business. It is at present the oldest wool combing manufacturing company in Uruguay and, with the commitment and vast experience of both employees and management, it fulfills its mission of being a customer-oriented



company that offers high quality products.

"The Company has been forged based in the belief that any business must be 100% integrated into its community and its workers", points out Frank Raquet Mailhos. "We firmly believe that

companies should behave ethically while contributing to an improvement in the quality of life of both their workforce and the community they are involved in. ENGRAW S.A. has shown a deep commitment towards

the town of Fray Marcos, thus achieving with its population the relationship of mutual respect, trust and friendship we are so proud of', states Mr. Raquet.

Uruguay's privileged climate, unpolluted air and slightly undulated landscape covered with excellent pastures conform an ideal habitat for the breeding of sheep. Moreover, these remarkably suitable conditions also result in the extraordinary length and fibre resistance of Uruguayan mulesing-free wools.

ENVIRONMENTAL RESPONSIBILITY

Mr Raquet comments that 'ENGRAW S.A. is the only Uruguayan company that runs using 94% of renewable energy.' The company is one of the first Uruguayan companies to use wind power. Two Vestas 1.8 MW wind turbines have been installed for generating the electricity needed for the entire production of wool tops. ENGRAW



Engraw SA office Montevideo office 1951

GREEN WOOL TOPS

"We believe that a renewable fiber such as wool deserves to be processed using renewable energy"

Frank Raquet II, Managing Director of Engraw S.A.

- We process our products by using **94%** of renewable energy.
- We are pioneer members of Windmade™.
- We provide each client with custom-made wool tops lots contemplating their final products' quality requirements.
- We are the only company in South America enabled to apply the **Superwash Treatment** to our tops.



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URUGUAY

is also very proud to have become Pioneer Associate member of WindMade™, the world's first global consumer label that identifies companies using wind power.

ENRAW S.A has demonstrated its responsibility regarding the quantity of CO2 it releases into the environment and has planted 5,000 trees on the land close to the effluent treatment ponds. These trees are irrigated by the effluent treated waters of the mill. Therefore, they not only contribute to the recycling process of the water but also consume harmful CO2 from the air. In the future, these same trees will become a power source for the mill's boiler, which is exclusively fed with wood, also a renewable source of energy.

Further enhancing its environmental responsibility

ENRAW's mill is located in a rural area outside Montevideo and is surrounded by 100 hectares of forested land has enabled the company to install a modern effluent treatment plant. All factory liquid and solid effluents are treated to meet the high standards demanded by government authorities. Mr Raquet is mindful of Charles Darwin's observation that "It's not the strongest of the species that survives, nor the most intelligent, but the most responsive to change".

ENRAW S.A is the only South American top maker with Superwash facilities, which ensures customers that the garments made with their tops will be suitable for machine wash and tumble dry, complying with the demanding requirements of IWS TM31.

"The alternative of offering our clients Superwash treated wool top in our production plant is directly translated into lower logistics costs for them", explains Mr. Raquet. "We consider ourselves to be a boutique supplier, meaning that we offer a personalized service by producing customized wool tops for each individual client and their specific needs".

Mr. Raquet concludes "when you choose to work with us, you are choosing a company that combines the experience and tradition of a family business with the flexibility and dynamism of a modern company".

For more information visit Enraw website www.enraw.com.uy / or contact Enraw agent federico@enraw.com.uy.

SEASONAL CONDITIONS DICTATE AVAILABILITY

Due to the smaller clip in Uruguay this season it is more difficult to source wool than has been in previous years. A combination of factors, including the withholding of stock from sale, particularly finer wools as farmers wait for better prices, the smaller clip, and the increased rainfall, have created a situation where there is less wool available.

'Each new wool season in Uruguay starts in August or as late as October, depending on the weather. If you are buying Uruguayan wool these are the best times to buy and place your order to ensure you get the best wool of the season', says Malcolm Morton Director at Thomas Morton SA.

Thomas Morton S.A. has been exporting greasy and scoured wool from Uruguay for many years. 'We export greasy and scoured wool worldwide and China is a main destination. China has also been ordering greater quantities of scoured wool than in previous years but Europe still takes the bulk of our scoured wools', he says.

'By the end of the season some types will be impossible to get', says Mr Morton. 'But we know our clients very well, we know what types and what quality they require and so they have the assurance that we will deliver what is ordered. We have been in business over 32 years and have a loyal and constant customer base'.

'There has been an increase in demand from China and Europe for scoured wool from Uruguay. And we have been fulfilling orders to help satisfy this expanding demand. The rapid increase in wool prices worldwide and a tightening of wool supply has seen Uruguayan wool in greater demand from wool processors around the world. Good wool and strong connections with farmers in Uruguay, and in neighbouring countries, has been the hallmark of our wool export business', he says. Uruguayan wool is generally available in a wide product range from 15 micron super fine wools to 30 micron and coarser wools. There has been strong evidence that the work undertaken in genetics in Uruguayan wool breeds has been good, particularly in regard to merino. Good sanitary condition for animals has also helped result in improved colour, length, strength and clean quality wool. The excellent animal health and welfare conditions guarantee excellent quality wool with a variety of types for a variety of applications' says Mr Morton.

Thomas Morton also supplies wools from Peru, Brazil and Argentina and has regular contact with practically all wool consuming countries. 'We can supply our customers with all types of Uruguayan wool as well as wool from other South American countries.

We control all stages of wool for sorting that is brought to us from farms or from wool brokers. This ensures that quality control is assured and we can deliver to our clients the wool they specify'.

'We personally value each lot. We have an understanding and knowledge about the wool we buy and sell that only an uninterrupted chain of involvement and long experience can bring. All our wools are tested by Laboratorio Tecnologico del Uruguay (LATU) an accredited and internationally recognised testing house.'

'We welcome enquiries from companies looking to buy the very good style wools we can offer. Our policy is to offer flexibility so as to fulfil orders from all buyers at all times', concluded Mr Morton.

For more information about this company please contact Thomas Morton SA at tmorton@adinet.com.uy



Malcolm Morton at his office in Montevideo



THOMAS MORTON SA

*reliable exporter of
greasy wool*

Cesar Diaz 1208, CP 11800 Montevideo, Uruguay.
Tel. 598 2 924 4158/ 924 5837. Fax 598 2 924 4110
Email: tmorton@adinet.com.uy

INTEREST GROWS IN URUGUAYAN SCOURED WOOL FROM CHINA



Richard Seizer (Centre), and Maximiliano Seizer and Alejandro Seizer inspecting scoured lamb's wool in their new office in Montevideo

Rantex has long held a position as a leading exporter of greasy wool from Uruguay and this season it has experienced an increase in demand for its scoured wool. The demand for scoured lambs' wool has been constant in Italy, but the current weakness in the Euro has not

helped. And interest in different scoured types from Eastern Europe has also been in demand.

'While over 50% of all greasy wool exports from Uruguay come from us we are experiencing a surge in interest in our scoured wool', says Richard Seizer, company chairman at Rantex and current President of the Uruguay Wool Exporters & Scourers Association.

'Crossbred wool is doing very well', he says. 'In the new season it is expected that wool will be of a better colour and length as not as much rain is expected, as we experienced in the previous season. Wool grease prices have decreased and as a result the scouring cost has increased. However, I think we are still very competitive from a worldwide point of view.'

Wool selling in Uruguay is seasonal so at the end of the season there is often little wool left. 'Although we work to ensure customers get the wool they need all year round we do urge our customers to be aware that it is better to place their orders early in the season to be certain that they receive the

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wool they require.' Rantex buys direct from farmers and consignee houses through its collecting warehouse based just outside Montevideo. It classifies the wool fleece by fleece. The result is grading by style and micron in a wide range. The micron achieved is between 20.0 to a maximum medium crossbred at 33 – 35 microns.

'We classify and sort, fleece by fleece, our wool in a 6.600 m² warehouse according to the requirements of our clients. This individual approach is something that is not so usual these days, but is certainly appreciated by our clients', says Mr Seizer. Rantex can class, sort and press pack around 35 tons of greasy wool per day. 'We meet the requirements of each individual client, whether they require greasy or scoured wool.'

The company head office has recently moved from the office it has operated out of since 1966, to a new location in the centre

of Montevideo. It's scouring plant, located only one hour drive from Montevideo has a daily production of about 30 tons of greasy wool. 'We have a quick service with a quick turnaround. Over the years we have built a reputation for personal service, quality products and an extensive knowledge of Uruguayan wool', says Mr Seizer.

Mindful of the plants' environmental impact Rantex complies with effluent treatment according to Uruguayan regulations. 'We meet the requirements of each individual client, whether they need greasy or scoured wool, while maintaining environmental considerations'.

Rantex also operates a grease extraction facility, adding wool grease to its list of export products.

'Companies interested in importing greasy wool, scoured wool and wool grease from Uruguay are welcome to contact us', says Richard Seizer. wool@rantex.com.uy

NEW CHAIRMAN FOR URUGUAYAN WOOL SECRETARIAT

Alejandro Gambetta Saravia was appointed Chairman of Uruguayan Wool Secretariat in May this year. Mr Saravia is an agricultural engineer, woolgrower, owner of "La Esperanza" farm, and administrator and co-owner of "Prisul S.A." dairy farm, both located in Tacuarembó, Uruguay.

He was the Chairman of the Corriedale Sheep Breeders Society of Uruguay from 2000/2002, Board Director of Uruguayan Wool Secretariat from (2000/2007), Rural Association of Uruguay from (2002/2004 and 2014/2016) and Vice-Chairman of Uruguayan Wool Secretariat from 2012/2014.

Mr Saravia has been consultant to the "Making more from Sheep Program" developed by Central Lanera Uruguaya for woolgrowers (2012/2013); Sheep Production Development Plan for "El Rocio" farm in Corrientes, Argentina (2005); Coordinator of the Sheep National Strategic Plan in Uruguay (2009/2011) and many others.

His earlier career was as Professor to the Sheep and Wool Course at the Faculty of Agronomy, Uruguay. He was also responsible for research in wool growth at the Department of Sheep and Wool at the Faculty of Agronomy between 1988/1993.



Alejandro Gambetta Saravia



QUALITY WOOL - ALWAYS IN DEMAND

'Many farmers in Uruguay are selling their sheep for meat and not replacing their sheep numbers. This decline will be evident in a reduced wool clip', says D'jalma Puppo, managing director at Estancias Puppo. 'But those farmers that grow good quality wool will always enjoy a strong demand for their wool.'

Estancias Puppo exports greasy wool from 17 – 24.5 microns, with VM at 0.3% and average Schlumberger

dry yield of 77%, with no coloured or dark fibres, and no contaminants of any kind.

'Currently we are exporting 2 million kg clean base. We have steadily increased our exports from year to year'.

Notwithstanding the growth in business Mr Puppo points out that 'we are still a family run company with a personal touch when dealing with all our customers'. The main export markets for Estancias Puppo wool include China, Europe and India.

'We can achieve larger volumes of wool by collecting and sorting wool from other farms that adopt our strict quality processes. Our knowledge and direct communication with other farmers ensures that we can guarantee that there is no blending of different categories. We do not blend, and the producers we buy from do not blend either, our priority is offering quality', says Mr Puppo.

'Our customers appreciate that the wool they receive comes directly from farms located in the best growing wool regions of Uruguay. We control the quality of the wool



D'jalma Puppo and Margarita Cortabarriá

to ensure that no contamination or dark fibre is present in packed orders. It's important to highlight that mulesing is not practised in Uruguay', he says. The company runs a fully staffed office that can arrange transportation and shipping.

Estancias Puppo has its own farms located in the centre of the country. It also has its own shearing team, trained in shearing and sorting according to the code of practice laid out by SUL, (Uruguayan Wool Secretariat) and was the first company to receive the SUL "green label". The green label is a mark of distinction in shearing and sorting. The sorted wool is classified

into different fleece quality types (Superchoice, Choice etc) and inferior categories such as pieces, bellies, locks and crutchings are separated.

'We manage each phase of wool production. Every step of the process is monitored, from sheep grazing and nutrition to genetic programming. We carefully select female hoggets and rams for mating to ensure top quality wool. The result is an excellent wool selection.'

'We are very particular about contracts. If a customer order specification is for 21 microns super choice fleece, then this is what he will get', says Mr Puppo. 'We manage

the traceability of each wool lot'. He also points out that the company only sells wool that is in stock and the shipment of this wool to customers is usually arranged within a week.'

'We have hosted buyers from China, Europe and India at our farms and we are looking forward to welcoming other buyers who are interested in visiting our beautiful countryside and buying our fine wool', concludes Mr Puppo.

For more information contact Ing. Agr. Margarita Cortabarriá at exportaciones@estanciaspuppo.com
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www.estanciaspuppo.com

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INNOVATION IN TEXTILE MACHINERY SHOWCASES AT ITMA 2015

nsc fibre to yarn features its latest innovations at ITMA exhibition in Milan. Its new GS takes centre stage along with the GN8 intersecting machine and its new worsted carding machine.



Patrick Strehle Commercial Sales Director

'Today our customers demand technology that will achieve trouble free production, better quality outcome, and energy savings', says Patrick Strehle Commercial Sales Director at nsc fibre to yarn. 'Our new machines achieve this and more. They enable fibre processors to stay competitive and the opportunity to exhibit at ITMA is an excellent way for companies to view our latest fibre processing capabilities'.

GN8 intersecting

'Our GN8 intersecting machine has been designed to process any wool or wool-like fibre', says Eric Fessler Asia Sales Manager at nsc fibre to yarn. 'It is particularly adapted to process delicate, fine and short fibres such as cashmere, silk, and any kind of fibres with low cohesion'.



Eric Fessler Asia sales manager with GN8

The GN8 offers a revolutionary intersecting design based on the latest technology in chain gill drives combined with the universal drafting head in the GN series. The GN8 head sits in a double pinned field with fallers driven by double threaded screws giving a mechanical speed up to 2,000 drops per minute. It can be equipped with an electronic auto leveller RE type. Lines with GN8 intersecting are particularly adapted to units with small lots.

'We expect this new technology to be in high demand as it is so versatile. It can be used in defelting, blending, combing, recombing spinning preparation, semi

worsted process for wool, cashmere, any long staple chemical fibres as well as flax tow,' comments Mr Fessler.

Worsted card

The worsted card is also exhibited by nsc at ITMA. This card has been developed to provide a solution for all fibres', says Patrick Strehle. It is dedicated to process fibre in the range from 18 - 25 microns. (see separate article on new worsted card).

According to Mr Strehle the latest innovation introduced into the textile machinery industry allows manufacturers to stay one step ahead of their competition. The new machines provide excellent quality output, and the cost savings offered in energy consumption provide an attractive option to wool processors.



GN8 intersecting

NSC is a leading manufacturer of textile machinery from fibre to yarn including combing, worsted cards and stretch breaking machinery. More than 25,000 machines are currently in operation around the world.

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TEXTILE MACHINERY

ACCESSORIES FOR PREPARATORY SPINNING MACHINERY FROM COPPA BIELLA

Coppa Biella is a leader in the production of intelligent mechanical solutions for preparatory spinning machinery.

'Our combs are the result of 40 years experience in this field', says Mario Ploner. 'They are made from the highest quality steel using highly accurate processes and the most modern machines. The company can supply combs for all machines.'

Manufacturers around the world can order combs specific to the machinery they have at their plant. 'We can make combs to specific order for individual machines', says Mr Ploner, 'and we will delivery anywhere around the world'.

Customers constantly require updates to the technological capabilities of their machinery, plant and equipment used in the production cycle. Ongoing collaboration with leading manufacturers of textile machinery in spinning preparation for linen and woollen fibres are a feature of their business.

Head-treatments are carried out by the most up-to-date technology and the product undergoes the most rigorous tests. This guarantees that Coppa Biella products have longevity, durability, minimum maintenance and simple needle replacement.

For more information: commerciale@coppabiella.it



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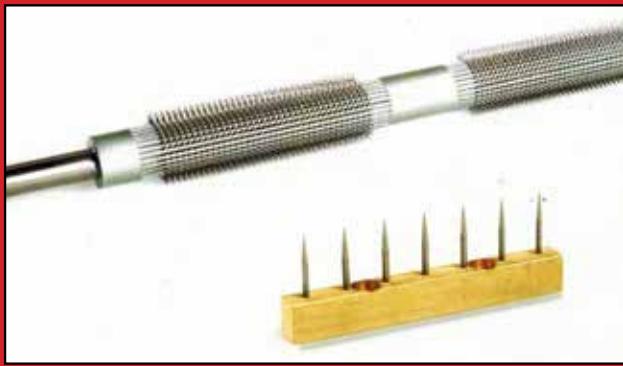
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Technology and quality for top performance machines



Sant'Andrea Novara promotes innovative and efficient production lines.

Sant'Andrea Novara designs and manufactures a wide range of solutions for natural and synthetic fibres:

- Top making lines
- Defelting, blending and recombining lines
- Tow to top lines

TEXTILE MACHINERY



Mario Ploner (left) and Marco Ploner in front of SH 24 at Sant'Andrea Textile Machines in Novara.

SANT'ANDREA TEXTILE MACHINES

In late 2014 the Ploner Group, known under the familiar brand name of Tecnomeccanica incorporated Sant'Andrea Textile Machines into its group. Sant'Andrea has been a leader in quality high performance machinery and is well-known throughout the textile industry.

It has been at the forefront of long fibre machinery manufacturing across five continents for over 50 years.

'Production at the Novara plant has been ongoing', says Mario Ploner CEO of the Ploner Group and director of Tecnomeccanica, 'and the new company's structure provides our customers with extra expertise and offers a cutting-edge service to meet all market requirements.'

Since the take-over Sant'Andrea has increased productivity and shortened the order-to-delivery time.' The company has experienced an increase in orders over the last twelve months and we are seeing a lot of interest from clients that require modifications to their existing machinery. We are using the latest technology for such items as the electronic driver for finishers. This is being exhibited at ITMA 2015 in Milan', comments Mr Ploner.

Sant'Andrea produces textile machinery for combing, recombining and spinning preparation of all long staple fibres.

"Today combers, spinners and weavers must manufacture their products at great speed, in great quantities and at a great

TEXTILE MACHINERY

price, and the only way to achieve this is to use the latest technology that is offered by leading textile machinery manufacturers', says Marco Ploner who recently joined Sant'Andrea Textile Machines as managing director.

'The investment we have made in research and development has enabled us to offer the most advanced textile machinery. Our Sant' Andrea Novara machines are a benchmark in terms of quality and efficiency', says Silvio Givone Sales Director.

Its product list includes lines in woollen spinning preparation and spinning preparation for synthetic fibres and noble fibres including silk cashmere fine wool. Machines include 873 – Stretch breaker; 2M – Universal blender; CSN – Intersecting single-head drawing frame; VSN – Intersecting single-head drawing frame; SH – Multi-head drawing frame; SHE / SHS – Multi-head drawing frames RF; RF5 – Vertical rub apron finisher; and RST21 – Integrated drawing frame.

Another key machine from the Sant' Andrea Novara line is the 2MD/C blending machine. Used often to increase blend homogeneity and different kinds of fibres and colours. Small floor size allows worker easy operation and high efficiency. 2M is composed from 2 screw parallel heads VSN head 1 reduction head in rotodisk or fallers version. Adapt for all fibres is a first step of the preparation line to obtain high quality and performance on the passages following.

Sant' Andrea Novara also markets machinery specifically dedicated to cashmere fibre processing - The Sant' Andrea Novara VSN draw frame is capable of working this precious fibre. The screw gills VSN guarantees an optimal quality with increased production. Customers include some of the most important and prominent names in Italian cashmere.

The SH multi-head drawing frame is a line favoured by textile processors around the world. The SH drawing frame is used for the preparation to spinning of wool-diagram fibres. The Multi-head drawing frame has separate sliver paths to eliminate any "marriage". Intersecting-disc control heads with rotating disk movement guarantees the delicate handling of the fibres and the excellent quality

results. The multi-head drawing frame SH is equipped with the new Dialoguer user machine interface. The version by apron control is specific for finest yarns and cashmere.

For further information contact
Silvio Givone
Silvio - Givone@santandreanovarasp.com

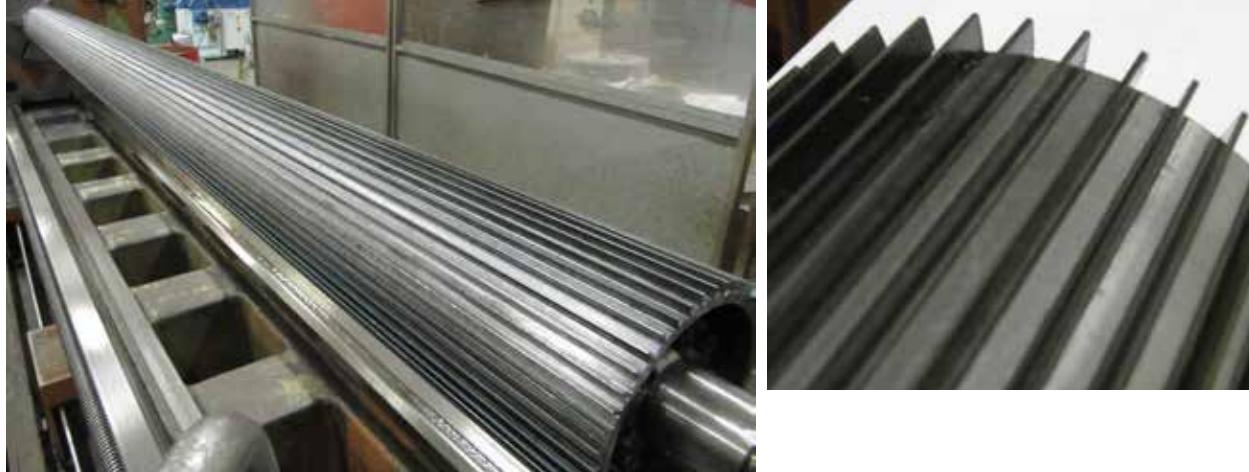


Spinning unit - one of four ready for delivery to Safil in Italy. These machines have been updated with full electronic displays that run four motors. All changes to the set-up can be done electronically and there is no need to stop the machine to make adjustments.



SH multi-head drawing frame - a unique pre-spinning drawing frame for high quality result

TEXTILE MACHINERY



BURR-BEATERS READILY AVAILABLE FROM TECNOMECCANICA

The new burr-beaters designed by Tecnemeccanica for woollen cards have been in use at plants around the world for the last two years. 'We have been receiving good feedback from customers in Europe and South America who are happy with their performance', says Mario Ploner of Tecnemeccanica in Biella Italy.

The new design has a variable number of knives (from 30 to 46) embodied in the cylinder. They are perfectly straight and hardened in order to remove all vegetable matter from the wool. Each woollen card has 3 or 4 Burr Beaters (Chasseurs) and these must be removed every 6 months. Each cylinder works for 6 months in a clockwise direction and can then be utilized for a further period in the opposite direction. After this double usage grinding will only reduce to a maximum of 1mm on

its radius (2 mm in diameter). After 4 grindings the diameter becomes too small and the complete cylinder must be replaced.

All cylinders can be fitted into existing machinery. Tecnemeccanica can supply cylinders only as separate parts or they can install the complete bearing. 'For some time now woollen mills around the world have found that replacing their Burr Beaters has become more difficult and more costly', says Mr Ploner. 'We have developed a new design that lasts longer and is more competitively priced than other models currently available on the market. Our new design is a special cylinder that turns quickly and can be adjusted very closely to the morrel. It fits all existing machinery and is usually tailor made for each machine'.

'The average life span is a maximum 5 years so if you consider that a

top maker working with n.8 cards like the Thibieu CA6 is using a minimum of 24 cylinders every 5 years, this is excellent value for money', he comments.

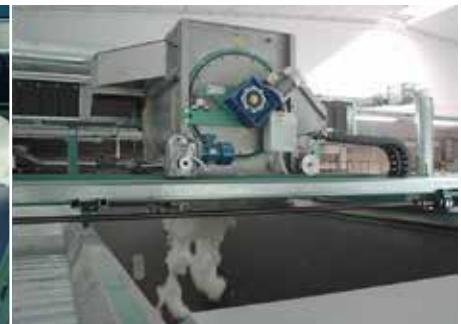
'Our Burr Beaters can be constructed for THIBEAU CARDS CA 6 AND CA7 and also for OCTIR and for woollen cards. They are produced in a working width of 2500mm or 3500mm and are dynamically balanced to run up to 1600 rpm. Flayers are hardened in a special combination of nickel, chrome and steel to ensure a long life and a perfect result. Wide cylinder has a conical shape to copy the flections in order to achieve a straight surface in the working point against the morrell. We can also supply the spare burrs collector box constructed in sizes according to the existing machine'.

For further technical information please contact mario@tbsrl.it



Looking to the future

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- ✓ BIN EMPTIERS OILING PLANTS
- ✓ AUTOMATIC CARD FEEDING SYSTEMS
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- ✓ CENTRALIZED FILTER STATIONS
- ✓ BURR-BEATERS FOR WOOLEN CARDS



www.tbsrl.it



TEXTILE MACHINERY



Feeder developed by Tecnemeccanica and installed in Indorama Thailand and Kahvol Belarus – this feeder is compatible & specifically designed to fit with NSC combs for both wool and synthetics. It is also compatible with new NSC GN8

De-duster developed by Tecnemeccanica - installed in Indorama Thailand and Kahvol Belarus



UPGRADING MACHINERY IS A COMMERCIAL NECESSITY

Greater competition and environmental concerns in the textile industry globally has pushed many companies to manufacture better quality products. To achieve this manufacturers need the latest technology.

Tecnomeccanica is synonymous with innovation in textile machinery and is a world leader in the design, manufacture and installation of machinery for staple fibre processing, combing and spinning.

'To produce quality textile products that meet the right environmental credentials, fibre processors must use the most up-to-date textile machinery', says Mario Ploner commercial director at Tecnomeccanica. 'Changes in environmental laws has already forced many companies to up-grade their textile machinery'.

Tecnomeccanica is particularly well known for supplying combing mills around the

world with technology for opening, beating and blending greasy wool using automatic feeding to scouring lines. It is also a well known supplier of blending equipment for woollen and semi worsted spinning and supplies semi and fully automatic plants for preparing blending, dust removal and automatic feeding of carding machines.

'We can provide the latest machinery to assist combers in areas of beating and de-dusting of scoured wool, pneumatic transport to automatic storage bins for scoured wool and card feeding. We also design and install suction and recycling units for by-products from carding and combing departments'.

TEXTILE MACHINERY

'Our machines have been used by wool processors and textile manufacturers all around the world for such companies as Loro Piano, Zegna, Modiano, RedaBarberis, Miroglia and many others. Most topmakers around the world have our machinery running at their plants', says Mr Ploner.

'We are well aware of the challenges faced by fibre processors and we work together with them to achieve the best possible result in the most competitive way', he added. Tecnomeccanica has the ability to implement its technology while working within the existing space and machinery of individual clients. It is often favoured for its ability to be extremely flexible when working with customers no matter where they are based. 'We can also upgrade or renovate existing machinery should a company need our expertise. We always respond to our clients needs with

upgrading and implementing new innovation into their existing structure. But the future definitely belongs to new and advancing machinery'.

'Our de-dusting

machinery –

dust from plant in top making – is being used as an environmental necessity, but this machine uses half the electricity that the old models used. The greater the automation introduced at all levels of production the greater the savings. The less labour intensive the process is, the greater are the long term savings', says Mario Ploner.

'We have installed new preparation machines and de-dusting machines at Kahvol in Belarus, and in



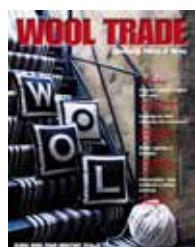
Blending plant designed and manufactured by Tecnomeccanica

Indorama in Thailand. These machines reduce contamination from scoured wool and this is especially relevant to processing plants that use Eastern European wools with significant amounts of contamination. The benefit that these machines afford at the scouring level is significant', he says.

For more information please contact Mario Ploner at mario@tbsrl.it or www.tbsrl.it

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WOOL TESTING



Andrew Lambert
Secretary General Interwoollabs

INTERWOOLLABS Exclusive club welcomes new members



We invite topmaking companies and wool testing laboratories from around the world including China to join Interwoollabs and experience the benefits that come with membership of our exclusive organisation. We believe such membership will enhance your company's reputation as a supplier of quality products', says Andrew Lambert newly appointed Secretary General of Interwoollabs.

'Companies that are not members of Interwoollabs are missing out on the international acceptance that our members enjoy. Such membership of our exclusive club will signal to your customers that you have accredited certification that is accurate and aligned to international standards at the highest level', he emphasises.

Interwoollabs is the International Association of Wool Textile Laboratories. Its purpose is to develop co-operation

between wool testing laboratories and to ensure that all members reach the highest standards of testing accuracy and qualifies for Interwoollabs accreditation stamp and certificate.

'We now have 96 members from 29 different countries, 23 members from China, and 5 new members have joined us during the last 12 months from laboratories in Argentina, Malaysia, Romania, Italy and China', says Andrew Lambert. 'We are a not for profit organisation owned and run by our members.'

Andrew Lambert has taken over the leadership from his father John Lambert, Interwoollabs' Secretary General of many years standing, who has recently retired.

'Andrew has shown himself to be a great asset to Interwoollabs and we feel he is an excellent appointment', says a Committee spokesperson. Andrew follows in his father's footsteps some 27 years after John's first step in a long career in the wool industry. Andrew's grandfather Roger was a skilled wool sorter and worked in the trade in Chile for many years.

John Lambert has spent over 50 years in the wool textile Industry, and 12 years as Interwoollabs' Secretary. Interwoollabs says 'we would like to place on record our many thanks to John for his commitment and professionalism over the last 12 years for which he has fulfilled the role with great distinction'.

'The value of Interwoollabs Accreditation', says Andrew 'is well established. IWTO recognises us as the sole supplier of fineness calibration standards for their Test Methods.

Test Reports with the INTERWOOLLABS accreditation stamp provides recipients with confidence that the result has been achieved by a laboratory that has

successfully participated in Round Trials with other global laboratories.'

INTERWOOLLABS provides a report to IWTO's Technical Committee at each annual Congress, detailing the expected normal variation between laboratory test results for the harmonisation programmes it performs.

The major benefit to members is that they can benchmark their laboratory's measurement performance against other laboratories doing the same test twice each year (Round Trials). Each member receives a full report for each programme that they participate in. The report shows how the laboratory's result compares to other laboratories, as well as the global average. The member's identity is only known to the Secretary, hence ensuring the anonymity of all participating laboratories.

'We are finding increasing demand from Spinners as well as Top Makers in Interwoollabs membership' says Mr Lambert. 'Transparency and quality assurance in Top Making is even more important when competing in a global market place and Interwoollabs helps its members achieve this'.

'We provide detailed evaluation of performance and calibration, and strive to ensure accurate results are achieved and maintained by providing our continual support and technical expertise to our members. At the beginning of each year members receive 1 full set of 9 x 100g IH Standard Tops for calibration purposes. This is included in the Annual Subscription fee.'

INTERWOOLLABS established the first set of Fineness Calibration Tops covering the range from 17.8 μm to 35.0 μm in 1972 to improve the harmonisation between laboratories using the Airflow apparatus. To reflect the continuing trend towards finer wool the latest series of IH Standards includes values from 15.71 μm to 35.37 μm

with a 14.5 μm top purchased in 2014 to be included in future IH Standards. Up until 2014 INTERWOOLLABS has issued 19 different series of Calibration Tops, each valid from two to three years.

In recognition of the contribution to estimating the assigned values for Calibration Tops members can purchase additional sets of Calibration Tops at a substantially discounted price compared to that of non-members.

In addition, members receive free of charge an electronic copy of the IWTO Test Method(s) relevant to the Programme(s) in which they participate. When IWTO updates the Test Methods they provide the Secretary of INTERWOOLLABS with a new copy which the Secretary distributes to the relevant laboratories.

At the start of each year Interwoollabs provides our accredited members with our Accreditation Stamp and Certificate. These are issued after the successful participation in the Round Trials to document the high standards of our laboratories. Interwoollabs has also developed an EXCEL program for calibrating the Airflow apparatus in accordance with the relevant IWTO Test Method.

'We also provide verification for the Airflow Calibration calculations. This is all provided free of charge to members. Members always have the option to seek assistance from the Management Committee where they may be having any problems, and our close links to IWTO mean we are in a good position to provide assistance', he concludes.

Companies seeking more information about how to become an Interwoollabs member should contact Andrew Lambert at info@interwoollabs.org
cc: interwoollabs@outlook.com
Telephone: 44 1274 688666
www.interwoollabs.org

WOOL TESTING

QUICK CERTIFICATION FROM AWTA

Virtually all Australian wool is measured and tested prior to sale by AWTA Raw Wool (Australian Wool Testing Authority). The main certified tests include yield and micron, fibre diameter, VM content, as well as staple length and strength. Other tests including chemical residue and dark or medullated fibre content are also available. This testing provided assurance to buyers that the wool will perform to their requirement.

Buyers and sellers of Australian wool require a quick return of certified test results. AWTA offers three different levels of service to meet customer needs. The Express Service issues 95% of certificates



the following morning, Fast Service issues 95% of certificates within 3 days, and the Normal Service issues all certificates within 5 days. To achieve this rapid service required by wool growers and wool buyers, AWTA testing laboratories operate in Australia day and night, 5 days a week. Sampling is conducted in 38 cities and towns throughout Australia and many of these sampling locations are in remote locations across Australia.

AWTA only issues certified tests

where samples have been taken by AWTA sampling officers, or where sampling operations have been AWTA supervised on a full time basis. Over the last couple of years AWTA has introduced a number of additional services. Wool testing certificates can now be issued in Chinese language if required and electronic certification is now available to purchasers.

Buyers and processors can validate their wool testing certificates by using the AWTA online verification system (<http://www.awtawooltesting.com.au>). Customers can use this system to check

the authenticity of the wool measurement certificates that they receive. The results of verification are sent by email in a secure pdf format.

'Our principle business has always been the certification of greasy wool for trading', says Ian Ashman AWTA General Manager Raw Wool. 'We provide assurance in the wool trading system. The introduction of electronic certificates is just another extension of this and provides an additional level of assurance and security to all sectors of the wool industry'.

The AWTA website provides a variety of information to users of Australian wool to assist them in understanding testing methods and technical aspects of Australian wool. It also offers quick and user-friendly navigation to essential information on the broader AWTA Ltd group.

This website includes information on testing raw wool, scoured and carbonised wool and speciality fibres such as Mohair, Alpaca and Cashmere. It also provides information on sampling, testing and certifying the yield, fibre diameter, and vegetable matter content, staple length and staple strength of greasy wool before it is sold.

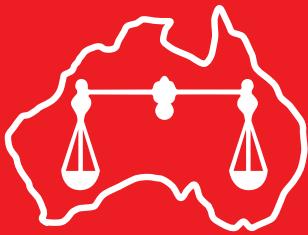
To sign up to AWTA's regular news articles, contact Tim Steere at tim.steere@awta.com.au



The screenshot shows the AWTA website's 'Online Certificate Verification' page. The page header includes the AWTA logo and navigation links for Home, About, Services, Resources, Statistics, AWTA Ltd, and Contact. Below the header, there is a sub-navigation menu for Services, including 'Express Wool Testing', 'Reversals and Discrepancies', 'Electronically Signed Certificates', 'Electronic Data Exchange (EDI)', 'GRT Certified Certificates & Mutual Recognition Agreements', 'Certified Labels', and 'Online Certificate Verification'. A 'CLICK HERE' button is located at the bottom left of the page.



For Results you can Trust



**AWTA
LIMITED**

SPECIALISED TESTING SERVICES

**AWTA Raw Wool - independent and objective
wool testing and certification services.**

- ✓ **Wool Sampling**
- ✓ **Yield and micron**
- ✓ **Fibre diameter**
- ✓ **VM content**
- ✓ **Staple length & strength**
- ✓ **Fleece measurement**
- ✓ **Pesticides**



AWTA Raw Wool

24 Robertson Street Kensington Victoria 3031 AUSTRALIA

Tel. 61 3 9371 2100 Fax 61 3 9371 2190

E: awtainfo@awta.com.au

www.awtawooltesting.com.au

WOOL TESTING

WWW.NZWTA.CO.NZ GETS AN UPGRADE

NZWTA Ltd has recently made some significant improvements to its website. According to NZWTA Chief Executive Duane Knowles “the upgrade should enhance the user experience and provide more functionality for its customers”.

According to Duane Knowles, the key improvements include:

- A ‘responsive’ web design which allows the website to display its contents in the best possible way regardless of whether it’s on a PC, Laptop, Smartphone or tablet. More people are accessing the internet from their phones than ever before. Some really special features to the NZWTA website have been added to allow the best possible interface when



reading through a mobile device. The mobile version of the webpage has the same information as the standard desktop-computer version, with the advantage that pages gets resized and reorganised depending on the device and page being viewed.

- Additional material normally only presented in the NZWTA Ltd Wool Trade Diary is now accessible through the website. This includes auction dates, rostered volumes, and industry contacts, all sorted into relevant sections. Smartphone users can create a shortcut to have these sitting on their phone. One advantage of this feature is having the entire list of ‘Industry Contacts’ easily accessible to your phone. The contacts can be filtered by industry categories and then shown in alphabetical groups. Selecting the name required and then touching the phone number will bring up your phone dialler with that number ready to dial. So simple! Any page of the NZWTA Ltd website can be linked directly to your phone as a simple shortcut.
- A News section to provide and store relevant news articles of interest to customers. This section will also include a search system to allow users to find relevant material. Users can access archived articles by entering the subject in the search box.
- Many of our customers use the certificate verification service to obtain secure copies of our certificates.



Testing and Certification
for the Wool and Textile Industries

Setting the standard in wool and textile measurement

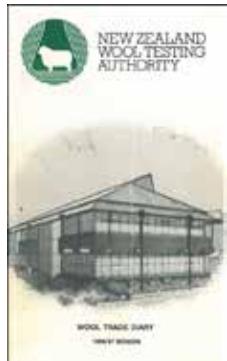
- Comprehensive range of tests covering fibres, fabrics, carpets, flammability & wool grease
- Internationally recognised and accredited to ISO 17025
 - Fibre length measurement on scoured wool
 - Fleece measurement on individual animals
 - Setting the standard in wool measurement
 - Core testing of greasy and scoured wool
 - Staple measurement on greasy wool
 - Licensed IWTO laboratory
 - Member of Interwoollabs



NZWTA

22 Bridge Street • PO Box 12065, Ahuriri, Napier 4144, New Zealand
Tel: +64 6 835 1086 • Fax: +64 6 835 6473 • Email: testing@nzwta.co.nz • www.nzwta.co.nz

WOOL TESTING



Previously this service only allowed individual certificates to be accessed at one time. In response to customer demand, an upgrade to the Certificate Verification system has been made so that users can request multiple certificates at once.

Celebrating the 30th Edition of NZWTA Ltd Wool Trade Diary

This year is NZWTA have produced the 30th edition of the NZWTA Ltd Wool Trade Diary. The 2015/16 Trade Diary (shown right) includes:

- A comprehensive list of wool industry contacts to assist local and international communications;
- Dates and rostered volumes of national wool auctions;
- Trends in testing statistics of New Zealand wool; and
- A list of key NZWTA contacts.

The first edition (shown left) was published in 1986/87 to coincide with the opening of the Napier laboratory and head office. Today the diary has become an enduring feature of NZWTA Ltd's commitment to the industry with a wide global distribution.

Coincidentally, 2015 is also the Year of the Sheep (or ram/goat) according to the Chinese zodiac. The 5th edition of the Chinese version of the NZWTA Ltd Diary will be published soon.

Pesticide Residue Testing Solutions for Global Industry

International environmental agencies demand strict regulations relating to chemical (pesticide) residue levels in wool. Customers from around the world can now take advantage of a new worldwide raw wool pesticide testing service on offer from

NZWTA Ltd and the Agrifood Technology laboratory in Australia.

Customer Services Manager Phil Cranswick says "NZWTA Ltd and Agrifood Technology have expanded their capabilities to analyse chemical residues in raw wool samples from anywhere in the world. This is a positive addition to the extensive range of services offered by the laboratories, and continues to support both domestic and international wool trade through the provision of accurate, timely and cost efficient residue testing".

Agrifood Technology, based in Melbourne, Australia is the only testing facility in the world with ISO 17025 accreditation status for the chemical analysis of raw wool residues under the IWTO standard DTM-59. Conducted under license from the CSIRO, analysis is performed on extracts taken from wool samples using patented equipment and processes. These systems are independently reviewed and accredited by the National Association of Testing Authorities (NATA).

The importation of wool samples into Australia is regulated by AQIS and Australian Customs. Concerns at the ever increasing threat of unwanted disease or biological contamination entering the country have meant strict quarantine restrictions have hindered international customers from sending raw wool samples to Australia for pesticide residue tests. However, more favourable quarantine rules on importation of international wool samples into New Zealand have allowed NZWTA Ltd and Agrifood Technology to combine resources to:

- prepare extracts of any international wool samples at NZWTA Ltd;
- transport these sample extracts to Agrifood Technology in Melbourne; and

- provide the timely return of completed test data back to NZWTA Ltd for reporting to the customer.

The extraction process at NZWTA Ltd has recently been granted accredited status through International Accreditation New Zealand (IANZ), thereby ensuring the extraction and analysis process remains fully accredited to ISO 17025 requirements. Importantly, this facility eliminates wool importation issues into Australia and provides an accurate and efficient chemical testing residue service for the global wool industry.

Samples can be sent to the NZWTA Ltd laboratory in Napier. Instructions on sending samples, including import permit documentation and required declaration forms, can be downloaded from our Importing Samples page on our website.

For further information, please contact Phil Cranswick (Customer Services Manager) at:

Phone: +64 6 835 1086

Email: phil.cranswick@nzwta.co.nz

or for any other general enquiries testing@nzwta.co.nz.

BENEFITS OF OBJECTIVE MEASURING

Most processors today use a more diverse mix of combing wool types. It is essential that all lots purchased are tested for Staple Length and Strength. This is even more important in skirting types where the variability within sale lots will be higher than fleece types. Prices for these wools are skyrocketing as demand increases each year and objective measurement tests become even more essential.

Unlike core testing for yield and fibre diameter where bales are sampled using a core tube to cut through the wool in the bale, staple Length & Strength is measured from full length wool staples and this initial sampling process takes place early on in brokers' stores.

The cost of purchasing wool with the wrong perimeters can cost dearly during processing. This is why the wool processing industry today depends on the information provided by these measurements.

This objective measurement determines the value of combing wool with an average fibre length, which will be achieved after processing. This length is known as Hauteur. Research and trials over a 20 year period has shown that Hauteur is closely correlated to the staple length and staple strength of greasy wool.



'The value of measurements is clearly reflected in the premiums and discounts that are now paid based on these measurements,' says Ian Ashman AWTA General Manager Raw Wool. 'It enables the processor to better determine the value of individual farm lots and in doing so, reduce risk to the processor. And growers are assured of being paid according to the objective specification of their wool.'

The overall benefit of objective measurements to the wool industry is great and what is certain is that they have transformed the way the industry operates and is indeed dependent upon these measurements.

NUMBER OF TESTED LOTS INCREASE IN SOUTH AFRICA

The South African wool industry experienced a positive 2014/2015 season. Although there was a slight decline in production, wool prices have remained at healthy levels throughout. All the wool sold at auction is tested and certified by the Wool Testing Bureau S.A. (WTB). The Company tested over 90 000 sale lots for Yield and Micron, an increase of 1% from the previous year. The proportion of sale lots submitted for Staple Length and Strength has also increased, accounting for almost 60% of all lots tested. The adoption of additional objective measurements has direct benefits for buyers and processors, who can use the information to predict the processing performance of the product they purchase.

As an IWTO accredited Test House, WTB supervises all sampling operations in broker stores to ensure the integrity of the samples taken during the grab and coring processes. Samples are tested in strict accordance with the relevant IWTO Test Methods. A strong focus on operator training and quality control procedures ensure accurate test results and adherence to service times. Testing equipment is regularly updated with the latest available technology to improve efficiency and productivity.

All IWTO Certificates issued by WTB are available as encrypted, digitally signed PDF files. The validity of certificates can be verified by using the online verification service available at <http://verify.wtbsa.co.za>. The user enters the certificate number and security code indicated on the certificate on the webpage. Once the request has been verified, a copy of the certificate will be emailed to the user.

WTB is a member of the Independent Laboratories Round Trials (ILRT) Group. Participating members of the Group conduct two trials per week and present a report to industry at the annual IWTO Congress. Membership to the ILRT group provides unique benchmarking opportunities and enables WTB to review its technical proficiency and maintain certification standards. The Company is also a member of Interwoollabs (TWL), whose aims are to ensure the most correct and uniform application of IWTO test methods. The Company participates in round trials biannually.

WTB offers a comprehensive range of testing services to the textiles and other product related industries. Growth in these areas has been encouraging, especially in the automotive and fast moving consumer goods sectors. WTB is accredited to ISO 17025 by the South African National Accreditation System, thereby providing clients with confidence in results issued by the Company.



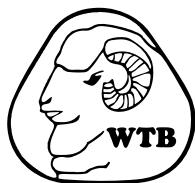
Wool Testing Bureau SA

Providing the South African industry with impartial certification services

- Greasy Wool Core Testing – Yield | Mean Fibre Diameter| Staple Length and Strength | Colour
- Scoured Wool, Carbonised Wool and Wool Top Testing
- Product Testing – Textile | Automotive
- Comprehensive Grower Services

Technical Expertise and Professional Integrity

- Accredited to ISO 17025
- I.W.T.O. Licensed laboratory
- Member of Interwoollabs
- Member of the Independent Laboratory Round Trial Group (ILRT)



Wool Testing Bureau S.A

Head Office: Cnr University Way & Gomery Avenue, Summerstrand, South Africa

P.O Box 1867, Port Elizabeth, 6000, South Africa

Telephone: +27 41 503 6600 | Facsimile: +041 583 2195

E-Mail: wtb@wtbsa.co.za | Website: www.wtbsa.co.za

WOOL TESTING

CERTIFICATION COMPANY PROVIDES CERTAINTY ALL AROUND THE WORLD

SGS is the world's leading inspection, verification, testing and certification company. It is recognized as the global benchmark for quality and integrity. With more than 80,000 employees, it operates a network of more than 1,650 offices and laboratories around the world.

SGS provides buyers and sellers of wool and wool top independent wool testing certification from its offices around the globe. It also offers yarn, fabric and carpet inspection and testing through their extensive network of accredited Consumer

Testing Services laboratories, situated in most major manufacturing and consumer countries.

SGS Wool Testing Services is based in Wellington New Zealand and is extensively used by wool producers, buyers, brokers, wool export companies and mills in New Zealand, as well as by animal fibre growers, sellers and buyers worldwide.

'When you need to be sure about what wool you are buying we can provide inspection, verification, testing and certification services – anywhere in the world', says manager



WOOL SERVICES DELIVERING HIGH QUALITY

Recognized as a the global benchmark for quality and integrity. With more than 80,000 employees, SGS operates a network of over 1,650 offices and laboratories around the world. Our services include:

- Sampling, supervision and audit
- Fibers testing from animals, pre-sale and post sale greasy shipment, scoured wool and tops
- Related textiles testing

SGS Wool Testing Services is an IWTO licensed laboratory

Contact:
SGS WOOL TESTING SERVICES
46-48 Kemp Street, Kilbirnie
P.O. Box 15062
Miramar, Wellington, New Zealand
Tel: + 64 4 387 8565
Fax: + 64 4 387 8651
Email: nz.wool@sgs.com



Jeremy Wear. 'Contact us here in New Zealand and we will liaise with the SGS office closest to the origin of the wool you wish to buy to arrange for that wool to be tested with us. This service is quick and cost effective, particularly when a number of samples are provided'.

The company has been independently measuring greasy wool, scoured wool, and tops and sliver to verify quality and quantity across different criteria for 50 years. It is accredited to ISO 17025, and is licensed by the IWTO to produce IWTO certificates .

'Certification must be provided by an organisation totally independent of parties involved in the

transactions', says Mr Wear. 'SGS is completely independent, and has no producer, seller, buyer or processor interests'.

In addition to the Interwoollabs calibration standards, SGS uses 13 and 15 micron validation tops specially sourced from Italy and measured at a number of internationally-accredited laboratories to ensure consistency into the specialist ultrafine end of the clip.

Their range of services, and a wide range of technical information, can be seen at www.wooltesting.sgs.com

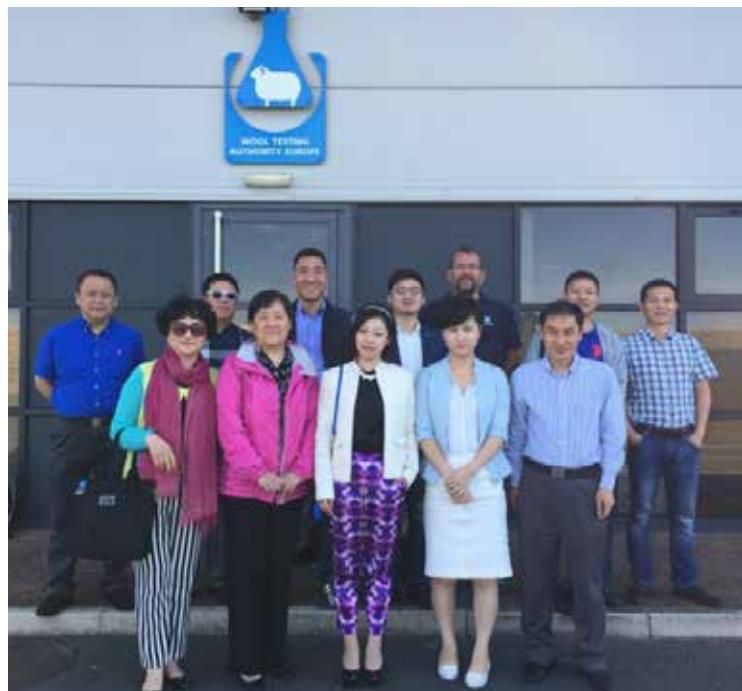
Jeremy Wear can be contacted at nz.wool@sgs.com

WTAE WELCOMES CHINESE DELEGATION

In July 2015, Wool Testing Authority Europe (WTAE) hosted part of a visit by a delegation from the Chinese Textiles Industry, organised by the Nanjing Wool Market, who were in the UK to familiarise themselves with UK wool types and the domestic supply chain.

The delegates were guided through the UK visit by Zhang Pei Yi, WTAE's China Operations Manager, who took the visitors through all stages of wool production from farming techniques, shearing and sorting, grading, packing, testing, scouring and top-making.

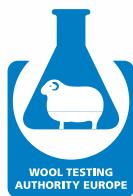
A very productive visit was made to the WTAE IWTO-Licenced laboratory in Caernarfon, North Wales, where the delegates were taken through the testing process from start to finish. The tour showed how greasy wool samples are



Chinese Textiles Industry delegation visit WTAE



WOOL TESTING **AUTHORITY** **EUROPE**



Wool Testing Authority Europe Ltd
Unit 7, Lon Barcud,
Cibyn Industrial Estate
Caernarfon, Gwynedd, LL55 2BD
United Kingdom

Tel: +44 (0) 1286 678 097
Fax: +44 (0) 1286 678 039

email : info@wtaeurope.com
wtaeurope.com



Accredited to ISO 17025:2005 by
United Kingdom Accreditation Service (UKAS).
International Wool Textile Organisation (IWTO) Licensed.
Member of the Independent Laboratories Round Trial (ILRT)
group of laboratories
Member of Interwoollabs.

methodically stripped of contamination to leave the pure wool content from which the commercial yields are calculated.

In addition, demonstrations were given in the measurement of fineness and colour with all tests closely controlled by internationally recognised IWTO test methods and extensive quality control processes.

The importance of using WTAE IWTO certificates as a result of the testing process was stressed as both an accurate way of predicting processing performance and as a guarantee that an internationally-recognised process of arbitration is available in the unlikely event of a dispute.

The visit proved to be an excellent forum for the exchange of information and ideas and allowed the delegation a thorough understanding of the process of transferring wool from the sheep to shipment.

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OFDA 4000 MEASURES ALL MAIN FIBRE CHARACTERISTICS IN ONE OPERATION

OFDA technology is used at all stages of the wool-processing pipeline, from greasy fleece through to yarn and fabric. The equipment is very portable. It can be used on farm and can be serviced by remote operation via the internet. It runs standard Windows PC that allows for easy networking, printing, and the export of data to spreadsheet formats.

It has been designed for Rapid Automatic Measurement of Diameter, Length and Curvature of wool, alpaca, cashmere, synthetic, glass and other fibres by video image analysis. Today there are more than 380 of these units in use in 30 countries worldwide and is IWTO-62 accredited.

'We have achieved a level of testing accuracy to meet Australian and IWTO wool testing standards', says Mr Brims Australian based scientist and CEO of BSC Electronics and inventor of OFDA technology.

'We knew that it would need to be lightweight, portable, extremely durable, and quick and easy to operate. We developed it using the proven OFDA 100 systems, in conjunction with management software application systems. The OFDA 2000 is now fully digital and can be interfaced to the PC via USB. The OFDA 2000 was a natural next step and has provided an efficient and cost effective way for woolgrowers to more consistently meet industry demands. OFDA2000 has been used to class wool into the finest bale ever produced'.

WOOL TESTING

'From Mongolia and Peru to Italy, OFDA should be the instrument of choice.

Demand for the OFDA range of instruments remains strong from the wool industry in emerging processing countries, and is increasing in the cashmere and alpaca industries', says Mr Brims

'The price and comfort of fibres such as wool, mohair and cashmere is strongly dependant on fibre diameter, so accurate measurement is a vital factor in quality control. Some of the instruments have measured over 1 million samples. The OFDA technology has been used by farmers in Australia for over 20 years.

The OFDA 2000 is available in 2 versions: laboratory and portable. Both versions are equal in speed and accuracy and can measure fibre snippets on 70x70mm glass slides in the same way as the original OFDA 100, as recognised in IWTO-47. Both versions can also measure the fibres in staple mode, to allow rapid measurement without washing and cutting the fibres, and can measure the diameter variation along

the staple caused by changes in the animal's diet and environment.

The OFDA 4000 is fully digital and connects to the PC via USB, which carries the same advantages as the OFDA2000. It is recognised for measuring diameter, hauteur and optical length in IWTO-62 Standards.

'OFDA 4000 is the first instrument to measure length by direct optical means and as it does not use a capacitance based sensor it is able to accurately measure blends of different fibre types and different fibre diameter', says Mr Brims. Calculated Hauteur values are also provided for compatibility with previous technology. Optical length measurement is recommended for more accurate short fibre content and adjustment of processing machines to provide the best quality product.

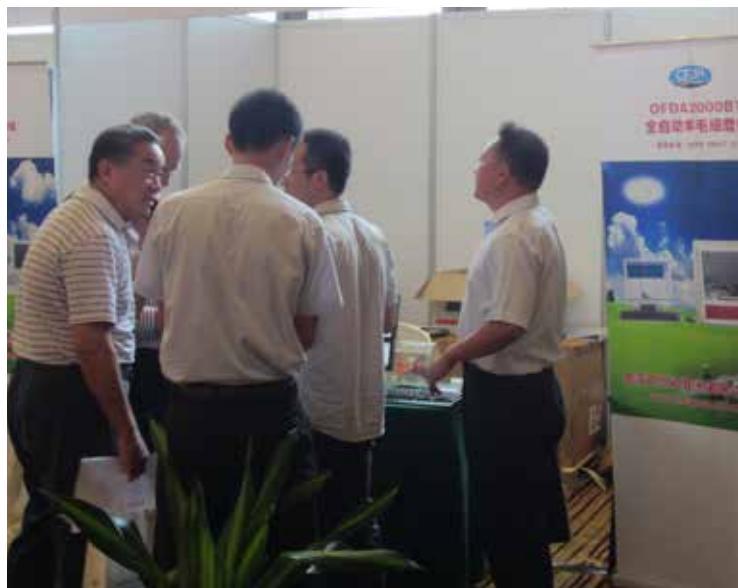
OFDA 4000

The main advantage of the OFDA 4000 is its ability to measure all main wool fibre characteristics in one measurement, with greatly reduced operator involvement. Diameter vs. length is also provided.

The cost, size and weight of the OFDA 4000 system is considerably lower than the 3 instruments (Fibroliner, Almeter, OFDA100 or Laserscan) that it replaces. The software is included to allow viewing, blending and exporting results to spreadsheet. There is no need to buy extra software to combine results from different instruments.

OFDA2000 and OFDA4000 will be on display at our stand H4-A109 at ITMA in Milan 12-19 November 2015.

OFDA instruments are sold under license worldwide - to find an agent in your country please visit www.ofda.com



OFDA 2000 and 4000

Rapid Automatic Measurement of Diameter, Length and Curvature of Wool, Alpaca, Cashmere, Synthetic, Glass and Other Fibres



OFDA 4000

- the major wool fibre characteristics in one measurement, with greatly reduced operator involvement
- length and short fibre content by length is measured automatically, as well as hauteur (cross section biased length)
- diameter vs. length is provided
- international recognition by test method IWTO-62
- cost, size and weight of the system is lower than the 3 instruments (Fibroliner, Almeter, OFDA100 or Laserscan) that it replaces
- software is included to allow viewing, blending and exporting results to spreadsheet: no need to buy extra software to combine results from different instruments
- ability to measure fibre diameter from samples in web form using snippet mode, compatible with OFDA100/OFDA2000

OFDA 2000 digital

- more than twice as fast as the OFDA2000 analog version
- five times faster than OFDA100 (fibres per minute)
- allows replacement of the PC without need for recalibration
- remote operation via the Internet for servicing
- runs on standard Windows PC to allow easy networking, printing and export of data to spreadsheet formats

BSC Electronics 



Contact your agent or visit www.ofda.com
SC Electronics Pty Ltd

13 Willcock Street Ardross, Western Australia 6153
Phone + 61 8 9316 9499 • Facsimile + 61 8 9316 9199 • info@ofda.com

BUYING & SELLING WOOL MADE EASY WITH ONLINE PLATFORM

Buying and selling wool is being made easier with online platform - www.woolbuy.net. This 24 hour interactive website is simple to use and free to all.

woolbuy.net now has over 5780 registered users and feature over 120 listings of wool, tops, and yarn from all over the world', says Victor Chesky CEO International Trade Publications (ITP). It is very easy to simply login and see what you can buy, or login and list your wool for sale.

'This website facilitates direct links between buyers and sellers. We are not a party to any financial transactions between buyers and sellers', says Mr Chesky. 'When you make an enquiry or buy wool you communicate directly with the seller, there are no other parties involved'.

International Trade Publications is an independent publishing house. 'We do not buy or sell wool, so users of this site can be assured that there is no conflict of interest. International Trade Publications also publishes a monthly online newsletter - www.woolnews.net and international trade magazines including wool2yarnchina.com and wool2yarnglobal.com



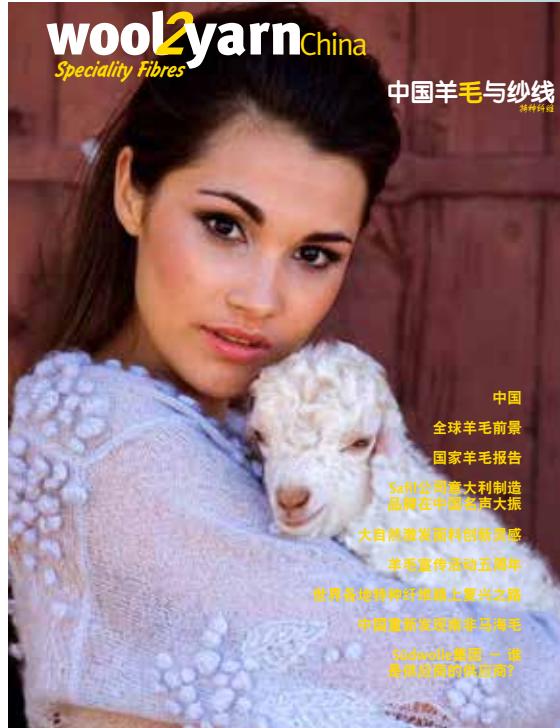
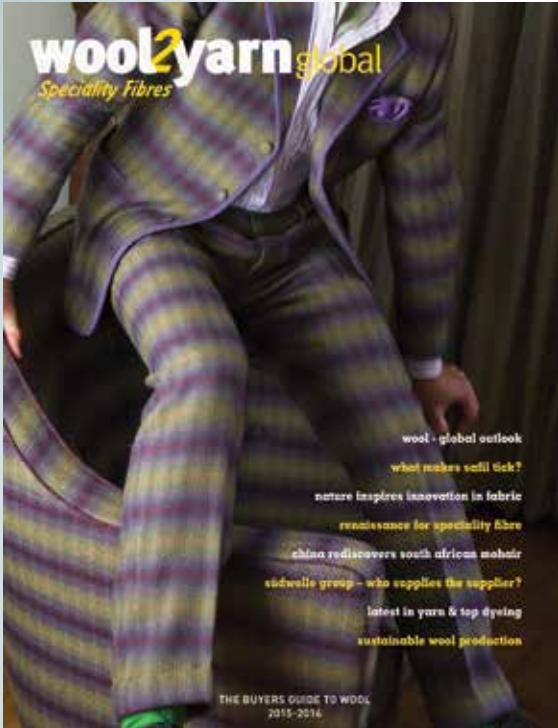
Buying and selling greasy wool, wool top and yarn made easy on woolbuy.net

A screenshot of the 'My Listings' section of the woolbuy.net website. On the left, there is a sidebar with links for 'My Account', 'Create Listing', 'My Listings', 'My Profile', 'Account Management', and 'Logout'. The main area displays three product listings: 1) 'Greasy Crossbreed Fleece Wool' from Argentina, 2) 'Greasy Criollo Wool' from Argentina, and 3) 'Australian Lambs' from Israel. Each listing includes a small image of the wool, the wool type (SIVS 3290), origin (AWF), fiber length (Laser Microns: 75/90, OFDA Microns: 28μm), price (\$7,500), and amount (2900kg). There are 'Delete listing' and 'edit listing' buttons for each item.

Listing page - buyers and sellers can view photos and specifications of listed products

Know how...

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wool2yarnglobal published once each year in September. This English language publication is circulated to over 5600 wool and textile companies in more than 60 countries worldwide. It is the most cost effective way to reach new clients and your existing customer base.

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For more information or to book your advertising space for the 2016 issues contact us at
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LEMPRIERE
MERINO
EXCELLENCE IN WOOL

