

SLIDE 1 WELCOME TO LIVERPOOL

A VERY WARM WELCOME TO EVERYBODY TO LIVERPOOL.

IT'S AN IMMENSE PLEASURE TO HAVE YOU HERE AND WE HOPE THAT YOU HAVE A WONDERFUL WEEK IN OUR FANTASTIC CITY.

MY REMARKS TODAY FORM A CONTINUATION OF MY PRESENTATION AT THE ICAC IN SEPTEMBER 2003, IN WHICH I HIGHLIGHTED THE PROBLEMS CAUSED IN THE INTERNATIONAL TRADE BY INSUFFICIENT KNOWLEDGE ABOUT COTTON QUALITY.

THIS CONFERENCE IS LARGELY ABOUT INDUSTRY STANDARDIZATION AND WHILE THE WORLD IS MAKING GOOD PROGRESS TOWARDS THE STANDARDIZATION OF RULES UNDER THE UMBRELLA OF THE INTERNATIONAL COTTON ASSOCIATION, I STILL FEEL THAT, IN RELATION TO QUALITY, WE ARE GETTING A LITTLE BOGGED DOWN IN MINUTIAE!

SLIDE 2 STANDARDIZATION OF INSTRUMENT TESTING IN COTTON (CSITC)

AS THE ILLUSTRIOUS CHAIRMAN OF CSITC HAS OUTLINED, THE OBJECTIVE OF CSITC WAS TO DESIGN A WAY TO ADVANCE INSTRUMENT TESTING OF COTTON FURTHER INTO THE COMMERCIAL FIELD.

LET'S BE REALISTIC. THE MAIN THING THAT NEEDS TO TAKE PLACE BEFORE ANYTHING ELSE IS AN AGREEMENT ON THE STANDARDIZATION OF TESTING. IT IS PLEASING TO SEE THAT THE CSITC HAVE ACCEPTED THE USDA CALIBRATION SAMPLES AS THE STANDARD, WHICH MAKES THIS AGREEMENT EASIER TO COME BY.

IT IS ALSO PLEASING TO SEE THAT THE USDA AND THE BREMEN FIBER INSTITUTE ARE GOING TO PROPOSE A PROTOCOL FOR THE STANDARDIZATION OF TESTING. HOWEVER, UNTIL THAT PROPOSAL IS PUT FORWARD AND ACCEPTED BY THE MAJORITY OF MEMBERS OF THE INTERNATIONAL COTTON COMMUNITY, INCLUDING CHINA, THEN, TO MY MIND, IT WOULD BE PREMATURE TO DISCUSS THE ARBITRAL ISSUES - WHICH IS THE ISSUE THAT CAUSES THE DISCUSSIONS TO STALL BECAUSE SELF-INTERESTED PARTIES SEEK TO DELAY THE PROCESS.

AN INTERNATIONAL AGREEMENT ON COMMERCIAL STANDARDIZATION OF COTTON ACCEPTED BY CHINA AND ENDORSED BY THE ICAC WOULD MAKE AN ARBITRAL AGREEMENT ON QUALITY DIFFERENCES VERY EASY TO PUT IN PLACE.

SLIDE 3 A) PROTOCOL PRESENTED

B) WORLDWIDE ACCEPTANCE OF THE PROTOCOL

C) ACCEPTANCE OF CERTIFICATION BODIES

D) TOLERANCES

SO - THE WAY I SEE IT. CSITC NEED TO PRESENT THE PROTOCOL PROPOSED BY USDA/BREMEN FIBER INSTITUTE TO THIS CONFERENCE NEXT YEAR.

THE MAJOR PRODUCING AND CONSUMING COUNTRIES IN THE WORLD, PROBABLY BY MEANS OF THEIR RESEARCH LABORATORIES, NEED TO ENDORSE THE PROTOCOL AS WELL AS ENDORSING PROPOSED ACCREDITATION BODIES – PERHAPS PROPOSED BY CSITC.

THEN THE TRADE NEEDS TO BE TOLD BY THESE ACCREDITATION BODIES WHAT KIND OF TOLERANCES ARE REALISTIC SO THAT THEY CAN BE TIED TO QUALITY DIFFERENTIALS.

HOWEVER, UNTIL A, B AND C ARE COMPLETED IT WILL BE HARD TO GET UNIVERSAL ACCEPTANCE OF EVEN WIDE QUALITY DIFFERENTIALS FROM AN INSTRUMENT BASED CLASSING SYSTEM. ONCE A, B AND C ARE COMPLETED, IT WILL FALL INTO PLACE EASILY.

THIS IS WHAT I BELIEVE CSITC NEED TO CONCENTRATE ON ABOVE ALL, AND THAT IS WHAT I SAID TO THIS CONFERENCE IN 2003.

SLIDE 4

STANDARDIZATION OF TEST MEASUREMENTS

LENGTH STRENGTH UNIFORMITY COLOUR

AS PART OF THE PROTOCOL – THERE ARE CURRENTLY SEVERAL METHODS OF DESCRIPTION FOR STAPLE LENGTH – EG INCHES, UHM INCHES, UHM MM, USDA CODE, 2.5 PERCENT SPAN LENGTH.

THE SAME FOR STRENGTH SUCH AS HVI 1/8 GAUGE (GPT), PRESSLEY MPSI, STELLO G/TEX AND ALSO FOR UNIFORMITY, INCLUDING UNIFORMITY RATIO AND UNIFORMITY INDEX.

AN AGREEMENT NEEDS TO BE REACHED IN ORDER FOR ALL MACHINES TO DISPLAY TEST RESULTS IN THE SAME FORMAT!

AS FAR AS COLOUR IS CONCERNED, HVI COLOUR READINGS ARE A VERY CONTENTIOUS ISSUE AS THE R_d AND $+b$ MEASUREMENTS DO NOT CORRELATE WITH MANUAL ASSESSMENT.

THE COLOUR GRADE GIVEN BY HVI MACHINES IS CALCULATED ON A BUILT IN COLOUR CHART SPECIFICALLY BASED ON THE R_d AND $+b$ VALUES OF AMERICAN COTTON.

THERE NEEDS TO BE SEPARATE COLOUR CHARTS PRODUCED TO REPRESENT THE VARYING COLOUR STYLES FOUND WITHIN NON-AMERICAN GROWTHS.

SLIDE 5

*AN INTERNATIONAL AGREEMENT ON COMMERCIAL STANDARDISATION OF
INSTRUMENT TESTING OF COTTON – BASE CAMP*

THIS AGREEMENT ABOVE ALL ELSE IS FUNDAMENTAL IN MOVING THE
PROCESS FORWARD BUT IT IS VERY MUCH THE FIRST STEP IN A LONG
PROCESS.

SLIDE 6

TRADING COTTON ON AN INSTRUMENT BASED CLASSING SYSTEM

THE USA IS THE ONLY PLACE WHERE THIS IS NORMAL. IT HAPPENS A LITTLE BIT IN A FEW OTHER COUNTRIES SUCH AS BRAZIL AND AUSTRALIA BUT THE MAJORITY OF COUNTRIES IN THE WORLD OPERATE ON TRADITIONAL SYSTEMS. THIS MEANS THAT APPROXIMATELY 75 PERCENT OF THE WORLD'S PRODUCTION OF COTTON NEEDS TO MOVE TOWARDS THIS SYSTEM AND A SIGNIFICANT MAJORITY NEED TO ACCEPT IT IF IT IS TO FIND SUCCESS.

WE SHOULD NOT UNDERESTIMATE THE DIFFICULTY OF OBTAINING UNIVERSAL ACCEPTANCE OF THIS.

MY BELIEF IS THAT IT IS THE FUTURE BUT WITHOUT THIS INTERNATIONAL AGREEMENT, IT WILL GO NOWHERE !

SLIDE 7 TEXTILE MANUFACTURERS REQUIREMENTS V

PRODUCER ISSUES

WHILST I DO NOT KNOW THIS FOR CERTAIN, OUTSIDE THE USDA I WOULD HAZARD A GUESS THAT MORE TEXTILE MANUFACTURERS OWN HVI MACHINES THAN DO PRODUCERS OR MERCHANTS.

TO THIS DAY THE TEXTILE INDUSTRY AND THE COTTON PRODUCERS/MERCHANTS DO NOT TALK PROPERLY TO EACH OTHER, WITH THE POSSIBLE EXCEPTION OF THE USA THROUGH THE NCC. FOR SOME UNKNOWN REASON THE REST OF THE WORLD, OUTSIDE THE USA, HAS EACH CHOSEN TO MOVE IN THEIR OWN DIRECTION.

AS I SAID IN MY PRESENTATION TO THIS CONFERENCE IN 2003, THE TEXTILE INDUSTRY IS FAR ADVANCED OVER THE MAJORITY OF PRODUCING COUNTRIES AND IF WE ARE TO MAKE ANY PROGRESS ON THIS ISSUE BOTH SIDES MUST TALK TO EACH OTHER TO AGREE AN ACTION PLAN FORWARD. INCIDENTALLY, IT HAS LONG BEEN MY CONTENTION THAT THE WORLD COTTON INDUSTRY AND THE WORLD TEXTILE INDUSTRY NEED TO BECOME MORE CLOSELY ALIGNED THAN THEY ARE. FOR WHILST IT IS THE DUTY OF THE PRODUCER TO DO HIS BEST TO CONFORM TO THE REQUIREMENTS OF HIS CUSTOMER, ONE NEEDS TO REALISE THAT OUTSIDE OF THE USA AND A FEW OTHER NOTABLE EXCEPTIONS, THE MAJORITY OF COTTON IS GLOBALLY PRODUCED BY THE POORER END OF THE WORLD POPULATION, WHO ARE MORE CONCERNED ABOUT RECEIVING ENOUGH MONEY TO LIVE THAN THEY ARE WITH AN INTELLECTUAL DEBATE ABOUT THE TRANSITION TO AN INSTRUMENT BASED CLASSING SYSTEM - WHEREAS THE MAJORITY OF THE WORLD'S TEXTILE MANUFACTURERS ARE FROM THE WEALTHIER END OF THE WORLD POPULATION AND CAN AFFORD TO ADOPT A DIFFERENT STANDPOINT !

SLIDE 8 – THE ROLE OF GOVERNMENT

I SERIOUSLY DOUBT WHETHER THE WONDERFUL EXAMPLE SET BY THE UNITED STATES ON HVI COULD POSSIBLY HAVE BEEN ACHIEVED WITHOUT THE SUPPORT OF GOVERNMENT.

THE DEVELOPMENT OF THE SPINLAB HVI TESTING UNITS WERE, IN MY OPINION, ONLY POSSIBLE BECAUSE OF THE CUSTOM AND FUNDING OF THE US GOVERNMENT.

THE PRIMARY OWNERS OF HVI EQUIPMENT TODAY ARE THE US GOVERNMENT, WEALTHY TEXTILE MILLS, WEALTHY PRODUCERS AND MERCHANTS. OUTSIDE OF THESE AREAS, WHERE THE MAJORITY OF WORLD COTTON IS GROWN, THE PREVALENCE OF HVI IS MINIMAL.

IT IS TALKED ABOUT IN THESE COUNTRIES BUT AS I SAID IT IS MORE LIP SERVICE THAN REALITY.

IN MY OPINION, TO GET UNIVERSAL ACCEPTANCE OF THE WAY FORWARD, GOVERNMENTS NEED TO TAKE OWNERSHIP OF THIS ISSUE AND PROVIDE THE FUNDING FOR MOVEMENT TOWARDS A UNIVERSALLY ACCEPTED INSTRUMENT BASED CLASSING SYSTEM.

SO WHILST I WHOLE-HEARTEDLY ENDORSE THE ROLE OF CSITC, I BELIEVE THAT THE ICAC HAS A HUGE ROLE IN BRINGING GOVERNMENTS ON BOARD WITH THE SYSTEM AND GETTING GOVERNMENTS TO HELP FUND THE DEVELOPMENT OF TESTING CENTRES WHICH WILL ENABLE THE CONSUMER TO RECEIVE THE GOODS HE WISHES, AND THE PRODUCER TO REALISE THE PREMIUM FOR HIS OR HER PRODUCT THAT THEIR TOIL DESERVES.

SLIDE 9 - HVI MACHINES AND MANUFACTURERS

I DO NOT WISH TO GO DEEPLY INTO THIS EXCEPT TO SAY THAT THE COMMERCIALISATION OF THIS PRODUCT OUTSIDE ONE MANUFACTURER HAS BEEN VERY SLOW. THIS HAS ALMOST RESULTED IN A MONOPOLY SITUATION AND THE COST OF THE PRESENT MACHINE IS PROHIBITIVE FOR AN AVERAGE COTTON PRODUCER.

A NUMBER OF THINGS NEED TO HAPPEN

A) THE MARKETPLACE NEEDS MORE COMPETITION TO TRY TO BRING THE COST OF THE MACHINES DOWN.

B) THE ROLE OF THE MACHINERY MANUFACTURERS NEEDS TO BE SOMEWHAT REGULATED INTERNATIONALLY TO PREVENT THE POSSIBILITY OF THE WHOLE INTERNATIONAL TRADING SYSTEM BASED ON INSTRUMENT CLASSING BEING UNDERMINED BEFORE IT STARTS.

C) MACHINE MANUFACTURERS NEED TO WORK TOWARDS

- 1) A MORE ROBUST ,COMPACT AND SELF-RAPID CONDITIONING SYSTEM, ESPECIALLY ON ACCOUNT OF THE FACT THAT THE INFRASTRUCTURE TO SUPPORT A MODERN LABORATORY IS NOT WORKABLE IN MANY PLACES WHERE COTTON IS GINNED OR GROWN, AND
- 2) A MACHINE THAT CAN BE MAINTAINED AND SERVICED BY IN-HOUSE PERSONNEL.

SLIDE 10 – TOLERANCES

IT IS MY CONTENTION THAT UNTIL THE INTERNATIONAL AGREEMENT ON INSTRUMENT TESTING IS IN PLACE THIS SHOULD NOT BE ADDRESSED UNLESS SPECIFIED IN CONTRACTS WITH SPECIFIC LABORATORIES INCLUDED IN THE CONTRACT, BUT I DO HAVE SOME GENERAL THOUGHTS ON THE ISSUE.

COTTON IS AN AGRICULTURAL PRODUCT AND WILL NEVER HAVE THE UNIFORMITY OF A MANUFACTURED ONE. COTTON PRODUCED FROM DIFFERENT COUNTRIES WILL HAVE VARYING CHARACTERISTICS DEPENDENT UPON CLIMATE, GROWING CONDITIONS, SEED VARIETY, METHOD OF PICKING, METHOD OF GINNING ETC

ORIGINALLY CONTROL LIMITS, MAINLY FOR MICRONAIRE, WERE ESTABLISHED TO COMPENSATE FOR NATURAL VARIATIONS WITHIN A BALE. OVER RECENT YEARS BY SPINNERS' DEMAND THE TENDENCY HAS BEEN TO REMOVE THESE TOLERANCES AND HAVE LESS CONTROL LIMITS

THIS POSES THE QUESTION – CAN THE DEMAND OF THE SPINNING INDUSTRY'S FOREVER NARROWING PARAMETERS, SUCH AS NARROW MICRONAIRE RANGES, SPECIFIC LENGTH AND STRENGTH, COLOUR UNIFORMITY, MINIMUM NEPS, MAXIMUM SHORT FIBER CONTENT, MAXIMUM TRASH CONTENT, MAXIMUM STICKINESS CONTENT FROM EVERY BALE WITHIN A SHIPMENT REALISTICALLY BE ACHIEVED ?

WHETHER IT CAN OR CANNOT TOLERANCES ARE ESSENTIAL.

IN CONCLUSION LADIES AND GENTLEMEN

AS A MERCHANT, GINNER AND PRODUCER OF COTTON I APPLAUD THE MOVE TOWARDS UNIVERSAL MECHANICAL TESTING AND HAVE NO DOUBT THAT IT WILL BE ACHIEVED WITH THE FULL CO-OPERATION OF ALL PARTIES. THE INTERNATIONAL AGREEMENT THOUGH MUST BE IN PLACE BEFORE WE CAN PROGRESS MUCH FURTHER DOWN THE LINE.

IT WILL HOWEVER NOT BE AN EASY TRANSITION AS THERE IS A WIDE GAP BETWEEN SPINNERS' REQUIREMENTS AND PRODUCERS' CAPABILITIES, WHICH BRINGS ME BACK TO MY FAVOURITE TOPIC

TEXTILE MANUFACTURERS MUST TALK TO COTTON PRODUCERS AND VICE-VERSA. WE CANNOT BE A DIVIDED INDUSTRY.

OIL PRICES WILL CONTINUE TO MAKE MAN-MADE FIBRES EXPENSIVE AND THE POTENTIAL FOR COTTON TO EXPAND ITS MARKET SHARE IS HUGE, WHICH WILL IN TURN HELP TO ALLEVIATE SOME OF THE HARDSHIP IN THE LESS WELL OFF PARTS OF THE WORLD. THIS IS A GOAL WELL WORTH WORKING TOWARDS

THANK YOU



**WELCOME
TO
LIVERPOOL**



**STANDARDISATION OF
INSTRUMENT TESTING IN COTTON
(CSITC)**



- **PROTOCOL PRESENTED**
- **WORLD-WIDE ACCEPTANCE OF THE PROTOCOL**
- **ACCEPTANCE OF CERTIFICATION BODIES**
- **TOLERANCES**



**STANDARDISATION OF TEST
MEASUREMENTS:**

- **LENGTH**
- **STRENGTH**
- **UNIFORMITY**
- **COLOUR**



**AN INTERNATIONAL AGREEMENT
ON COMMERCIAL STANDARDISATION
OF INSTRUMENT TESTING OF
COTTON :
BASE CAMP**



**TRADING COTTON ON AN
INSTRUMENT BASED CLASSING
SYSTEM**



**TEXTILE MANUFACTURERS
REQUIREMENTS
V
PRODUCER ISSUES**



**THE ROLE OF THE
GOVERNMENT**



**HVI MACHINES
AND
MANUFACTURERS**



TOLERANCES

