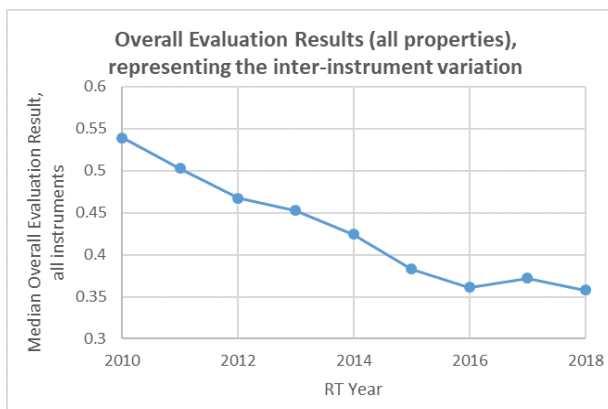


Improve Your Profitability with Accurate Test Results

The key to success for spinners is easy to understand but can be difficult to achieve. When as much as two-thirds of your operating costs come from the purchase of raw materials, you need to be 100% certain that you're getting the quality you paid for. The only way to be sure is to test the fibres — with instruments that are proven to be both accurate and consistent. Knowing the exact characteristics of the fibre is also critically important to getting the best bale laydown for consistent yarn quality, all the way up to the final fabric.

In other words, success is much easier to achieve when your high-volume instrument (HVI) testing equipment produces consistent, accurate, and precise results — which is exactly what the Commercial Standardisation of Instrument Testing of Cotton (CSITC) Round Trials were created for.



How do I know if my instruments produce consistent, accurate, precise results?

The answer is simple! Ensure that your laboratory participates in the CSITC Round Trials. Participating labs get a set of samples every quarter, test them and compare their results to the average of more than 100 other instruments (as well as to USDA established results). By frequently comparing your results to those of many other laboratories, you ensure that your instruments consistently produce internationally accepted, accurate results.

How can I be sure that participating in the Round Trials is worth my time and effort?

Real world results, because the numbers don't lie. Since 2011, laboratories participating in CSITC Round Trials have reduced their testing results variation by an average of 30%!

The graph at left represents the median Overall Evaluation Results for all instruments, which shows a 30% decrease in variation between laboratories as an average of all cotton properties. The chart at right shows that specifically for strength, variation between test results for CSITC laboratories has decreased drastically due to their participation in the Round Trials.

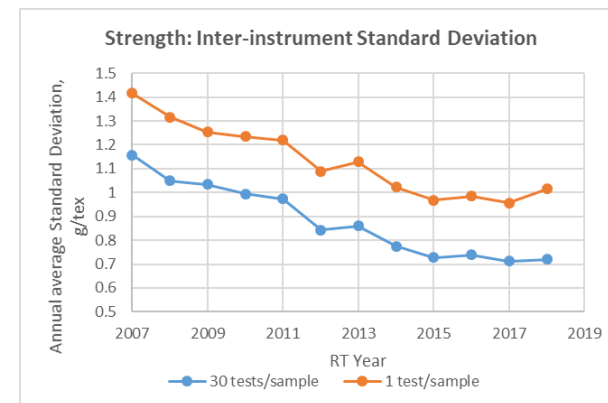
But what does that actually mean? What's the 'cash value' of reductions in variation?

CSITC standardised instrument test results are intended to give you accurate and precise quality information about your cotton, which allows you to utilise your cotton stock in the most efficient and profitable way possible. Let's take a look at how that impacted one laboratory.

A case study of a spinner with 50,000 spindles, operating 350 days per year, showed that by using HVI test results with consistent results on an accurate level, the mill decreased variation in quality, which reduced blowroom and card waste by 5% and comber noil waste by an astonishing 23%. That translated into savings of more than \$110,000 in a single year! That's money that goes straight to your bottom line.

Are there any other advantages to being a Round Trials participant?

Make the most of your raw materials. CSITC standardised instrument test results enable you to utilize your cotton stock most efficiently. When as much as 70% of your operating expense comes from purchasing raw materials, you can't afford to be off — even by a little bit.



Remove the need for redundant testing. As a Round Trials participant, you will be able to use the testing results data of any other CSITC-verified laboratory with confidence, eliminating the added time and expense of re-testing the fibre yourself.

Get very specific information about your testing instruments and their performance. CSITC participants are given highly detailed analyses of the performance of their equipment in a variety of parameters, greatly reducing testing quality variation.

Make a statement to potential customers. Participating in CSITC Round Trials can be a powerful marketing tool. Although laboratories get detailed information about their instruments, they are also given an Overall Evaluation Result — a single, easy-to-understand number grade that tells the world that your business cares about quality.

Ensure that if you need to file a claim, you'll win it. No one ever wants to file a claim on a shipment, but if you have to, you need to win — and that means you need to be sure that your results are accurate. The CSITC Round Trials give you that peace of mind.

Test results are neutral, objective, and completely confidential. CSITC Round Trials are organised and managed by names you can trust to be impartial: the International Cotton Advisory Committee (ICAC), Faserinstitut and the US Department of Agriculture. And the results are given only to the officially designated contacts provided by the participant, so no one will see them unless you want them to. Laboratories can even opt out of having their name listed as a participant if they choose.



To learn more about the CSITC Round Trials, please contact:

- Registration questions: Yana Pomerantz, ICAC (csitcsecretariat@icac.org)
- Technical questions: Axel Drieling, Bremen Fibre Institute (FIBRE) (drieling@faserinstitut.de)

You can also visit www.csitc.org or www.icac.org.



Commercial Standardisation of
Instrument Testing of Cotton

CSITC Round Trials for Cotton Spinners



ICAC Secretariat
1629 K Street NW, Suite 702
Washington DC 20006, USA
+1(202) 463-6660 ext. 114
csitcsecretariat@icac.org