

Beyond the Grade Sheet: Are Cotton Buyers Missing Something?



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Certified Cotton Gin Program

The Certified Cotton Gin Program



- Gins impact fiber quality and play a role in the cotton supply chain.
- Some gins take special steps to address quality issues, others do not.
- Program promotes the efforts of member gins to merchants and mills
- Formed by Samuel Jackson, Inc.
 - Initially, responding to water spray damage occurring at the gin
 - Consistent leadership in fiber quality issues at the gin level
 - Moisture is the center of many quality related issues at the gin
- Quickly evolved to promote other aspects of quality ginning

- 50 Certified Gins - 2.5 Million Bales

- United States and Australia

- Good ginning principles, technical expertise, & avoid negligent ginning practices to preserve fiber quality & increase bale value



Primary Certification Requirements

A Certified Gin must:

- Not use a water spray device for lint moisture restoration
- Not use any device that reintroduces motes into the lint bale
- Have thermocouples installed in recommended locations
- Have automatic high-limit protection on each heater

Primary Certification Requirements (cont.)

A Certified Gin must:

- Adopt the Contamination Prevention Policy as a minimum standard
- Have a handheld meter to measure seed cotton & bale moisture
- Have trained personnel on the importance of the above issues

Primary Certification is a minimum standard for Certified Gins.

Practices are not reflected in bale's grade,
but can be very helpful to cotton suppliers and mills

TAG	RECEIVE CLR						REMARKS	TRASH						LOAN		
	TYPE	DATE	GR	ST	LF	MIC		CLR	QD	RD	+B	M	LNG	STRN	UNI	RATE
715	Ori	10/31/07	31	34	3	46	/	31	1	79.4	082	02	107	26.2	80.3	.5390
716	Ori	10/31/07	21	34	3	45	/	21	2	79.5	084	02	107	27.2	80.2	.5425
717	Ori	10/31/07	21	34	3	47	/	21	2	80.0	082	03	106	26.8	79.1	.5365
718	Ori	10/31/07	21	33	3	44	/	21	1	79.7	085	02	103	25.9	78.5	.5105
719	Ori	10/31/07	21	35	3	44	/	21	2	78.6	085	02	109	26.9	82.0	.5675
720	Ori	10/31/07	21	34	2	44	/	21	1	79.6	086	01	107	27.7	81.0	.5465
721	Ori	10/31/07	31	34	3	45	/	31	1	78.9	084	02	106	27.2	80.3	.5390
722	Ori	10/31/07	21	34	2	44	/	21	2	79.4	086	02	106	27.9	80.1	.5465
723	Ori	10/31/07	21	34	3	44	/	21	1	79.9	086	02	107	29.4	80.4	.5425
724	Ori	10/31/07	21	34	3	45	/	21	2	79.9	083	03	106	27.5	80.5	.5425

Fiber Quality Characteristics

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Predictability

Certified Cotton information should be used in
conjunction with classing data to make the best
cotton buying decision.

As a buyer or mill what does using Certified Cotton mean to me?



ZHAOLI TEXTILE, Guangdong Province, China

Pictured: (left) Song Guo Diao, General Manager, Zhaoli Textile
(right) Sam Guan, CEO, S&G Cotton.

Water Spray Damaged Bales

- Unfortunately, many gins still spray water on bales.
- Mills prefer bales not subjected to these systems.
- Damage is often internal and classing data appears normal
- Damaged in found in mill's opening room
- Mill suffers economic loss and loss of confidence in supplier.
- Certified Gins Don't Spray Water



Short Fiber Content...

One of Chinese Mills Biggest Complaints about U.S. Bales

- No direct measurement for SFC in traditional classing data
- Excessively dry cotton at the ginning point increases SFC
- Certified Gins have proper thermocouple placement and automatic high temperature limits on heaters to prevent excessive heat

Lint Reclaiming Devices

- Motes (immature seeds) and short fibers
- Increase waste and SFC
- Certified Gins do not use these devices

Contamination Prevention Policy

- Interest from mills
- Major impact on production efficiency & bottom line
- Workers sort each bale by hand



- Damaged module covers must be repaired or replaced annually.
- Non-smoking policy in plant and warehouse.
- Employee protocol for a contaminated bale



Contamination Prevention Policy
(minimum requirements for each Certified Gin)

- All modules must be covered with an appropriate cover for the regions normal climatic conditions.
- The gin must inform the producer of preferred module formation techniques and ideal building locations.
- A gin must maintain a suitable module yard that prevents contamination.
- Employees must look for damaged or worn module covers. These covers must be repaired or replaced annually.
- Employees must remove all tie-down materials before module is fed into the gin
- Employees should be advised on the gin's contamination policy before each season. Each employee will be required to sign a copy of the policy stating that he or she has read and understands it.
- Gins must have contaminant disposal containers in and around building.
- Gin must have a non-smoking policy in the plant and warehouse.
- Use of bagging materials approved by NCC Bale Packaging Committee. Specific exclusions may apply.
- Bales stored on site must be protected from contamination sources.
- The use of lint reclaiming devices is prohibited.
- Posters with the minimum contamination policies must be posted prominently.
- Employees are instructed to look for potential sources of contamination.
- Employees are instructed to report any existing or potential contamination concerns to gin management.
- Employees must be instructed on the appropriate action if a bale is suspected to have been contaminated.

Policy assures mills of the special steps Certified Gins take to reduce contamination.

Certification Ratings

More Information and Value Added for the Mill



Gentle Drying - protects staple, better cleaning, & fewer neps



Seed Cotton Conditioning - less short fiber, longer staple, higher strength



Lint Conditioning - uniform opening, faster conditioning and processing



Moisture Monitoring and Measurement - more consistent bales

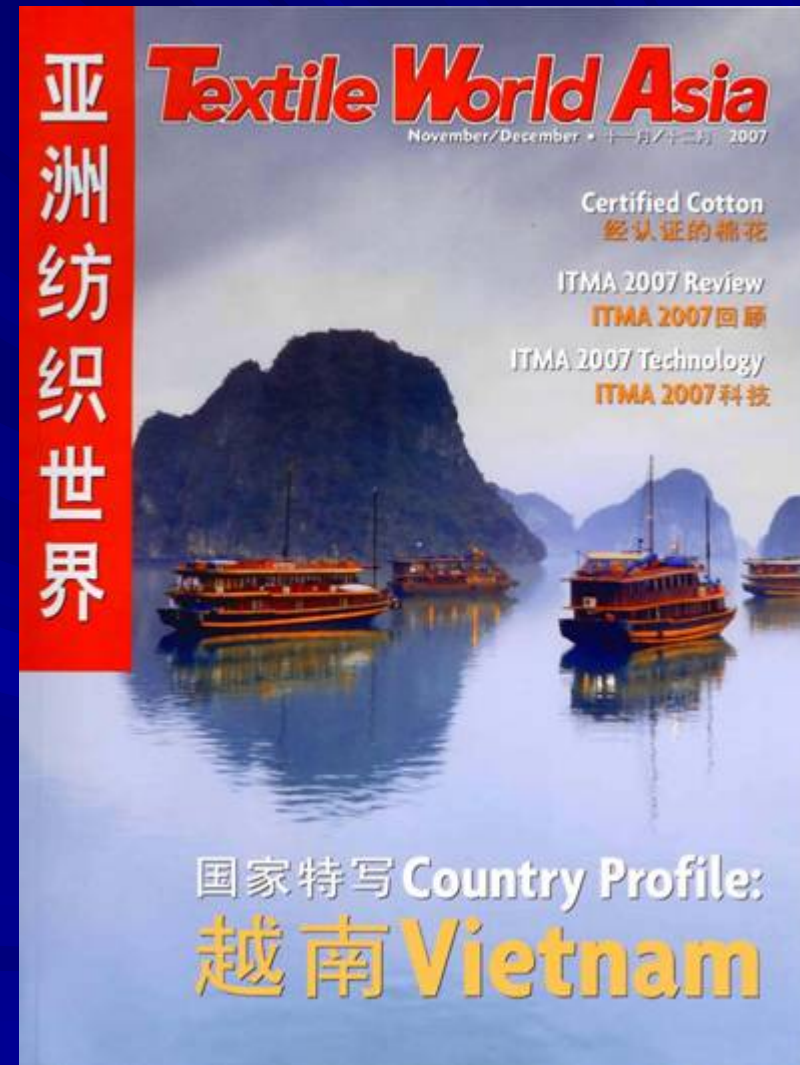


Pedigreed Bale - helps identifying the cause of any problems

More information at www.certifiedcotton.com

Promotion Efforts

- Ads in Textile World Asia and Cotton International
- Mail-outs to merchants, buyers, and mills
- Articles written in several publications
- Mill Visits



www.CertifiedCotton.com

- Certified Gin Roster
- Information is free
- Site Statistics
 - Over 1,200 unique visitors per month
 - Visitors from over 50 different countries
 - Top 50 - 12 Chinese Cities, Beijing - # 1 in the World



No Water Spray

No Lint
Reclaimer

Safe
Temperatures

Contamination
Prevention Policy

Trained
Personnel

Additional
Certification

No Additional
Cost



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Why Wouldn't You Use Certified Cotton?