China Bristle market 2017



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Agenda

• Next trip China

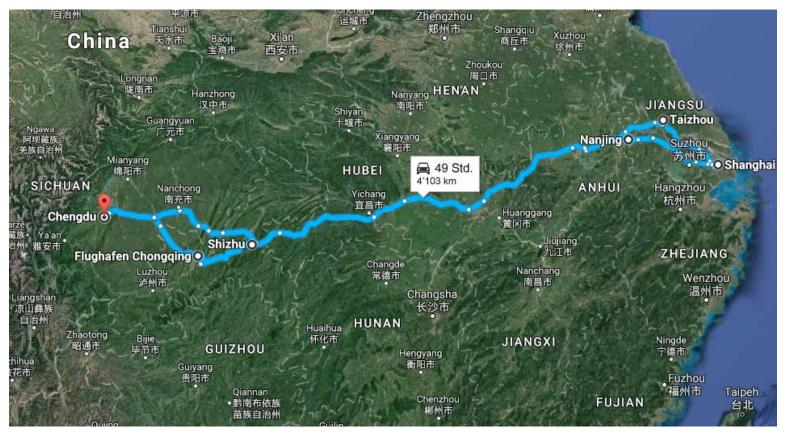
- Environmental measures
 - Air
 - Water
- Currency



Trip - 4



- My next trip will again bring me to places where China is still poor and mountainous
- Bristle production is concentrating where cheap workers are available



Raw Hog hair



Mountainous areas still breed the pigs in the old way and raw hair can be found. Due to the shortage of middle and long sized hair, speculation is driving up the high prices further.





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Environmental measures





- Air & water pollution
- Water channel to sewage plant

Wood pellets heater





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Environmental actions



AIR

- Any factory had to invest in new heating and boiling system
- Only Gas or wood pellets with filter system allowed
- No more <u>coal</u>

WATER

- Waste water, same here
- All have to <u>clean</u> the water in the factory or <u>dig canals</u> to channel the water to the next governmental waste water treatment plant



Environmental actions

- Actions are strictly supervised by central government
- No chance for the local government to give special "support" to their local tax payers

During this year we continuously getting info about factories who were closed down, because he did not take these measures serious. Either they will improve their waste water system or government will buy assets, machines, buildings & stocks and close down the company by compensating the owner for his investment. <u>Very strict!</u>

Bleached



<u>Bleached bristle</u> factories producing bleached bristle are in troubles. Difficult/expensive to clean the waste water of this strong chemical bleaching agent





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Renminbi Yuan - Currency

- Recent USDollar weakness
- Remember my reports of the past 10 years, Yuan was kind of linked to the USDollar nearly no variation
- Current Dollar weakness appears to be different.
- Government is not taking measures, lets the Yuan appreciate, which means first time I remember in this business: prices of horsehair, bristles and goat hair are appreciating in USD per kg due to currency changes.

Thank you for your attention



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