

China Bristle market 2018

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Agenda

- **Last trip China April 2018**
- Environmental measures
- Demand for Bristle
- Currency
- Synthetic HIB

Touristic places in China – environmental actions of Chinese government.

- Do you know Leshan area ?



Leshan

Touristic places in China

- Leshan center of semi dressing bristle



Raw Hog hair still difficult to find

I am not a touristic manager.

But the Development of nice touristic places all over China and especially in Leshan is a priority for the Chinese government but it was as well a big challenge for us Bristle traders in the past months.

- 30 Semidressers for 1Xboiled raw bristle were closed down by government.

Water and air pollution of these factories were too high in such a nice touristic area.

The challenge was to find new suppliers.

Demand for natural bristle

- For those of you who are in the paint brush field can surely confirm the increased demand for synthetic filaments in all kind of paint brushes.
- Increased demand for synthetic has put up prices of around 25% for synthetic filaments.
- On the other hand it's a trade law, reduced demand for bristle will be putting pressure on the suppliers, consequently they are more flexible, less difficult on the assortments.
- First time in past 2 years we see stable or even slightly falling prices of bristle in some sizes for example 64mm.
- Different is the situation on the short sizes 44 & 51mm. If one wants good quality, prices are higher than last year.

Renminbi Yuan - Currency

- Assume you followed up the trade war CHINA – USA
- Currency of RMB Yuan suffered.
- Some even say Yuan was purposely weakened to make up for the new imposed tariffs in the US.
- The weak Yuans consequence: prices of horsehair, bristles and goat hair are slightly lower in USD per kg due to these currency changes.
- On top for those who calculate in EUR there is an additional side effect due to the low USD.

Demand for synthetic

- New products are entering the market.
- Be it KREX or BRIMA or pure Chinese chemically tapered PET/PBT filaments.
- HIB High Imitation Bristle seems to be a promising product.

It's a challenge but as well a chance for new products.

- May I invite you send me any or your questions to discuss new products.

Demand for synthetic



Thank you for your attention

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