

**Mark Samuel Market Report Fine Hair:**

Demand for natural fine hair continues to decline for reasons you are all familiar with and we now have additional supply issues with further tightening of restrictions in trade of animal by-products within China.

However, despite the virtual shutting down of certain parts of the China at the beginning of this year, supply has stabilized and is sufficient to meet most demands.

There is very little to report about on items such as pony , goat , ox and prices haven't moved much in the last couple of years.

The one major exception to this is sable hair.

I have been reporting on dramatic price rises on sable for the last 3-4 years and each time I have said we expect prices to stabilize soon and eventually fall back. So guess what ? Prices this year have again risen by about 20% and have on average more than doubled in the last 3 years. This years increases have mainly concentrated on shorter sizes, probably because prices on longer lengths really have reached the top ??!

Despite these rises demand remains firm as supply becomes more limited.

The other continuing issue with sable is CITES. As you may recall there is a reservation / exemption on having to have a CITES certificate when importing into Europe but there is now a proposal to remove this exemption to bring the EU into line with the USA. The German Brush association and the FEIBP have made representations to have the exemption kept and we now await the decision from the commission.

Best regards

Mark