

# China Bristle market 2021

**Reinhold Hoerz, DKSH Switzerland**  
**Wang Yong, DKSH China**

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# Agenda

- Natural bristle
- Mixtures & HIB
- Environmental impacts
- Stock keeping
- Outlook

## Natural bristles



## Bristles

If you think this is an apartment building I must tell you it is not. It is just a skyscraper stable to raise pigs. Hundreds of pigs are raised inside this building to overcome the shortage of meat in China.

Unfortunately all these pigs are generally naked, no hair.

Which means we are even more relying on the supply from the mountainous farmers and their old fashioned breeding method.

Luckily we can still find them and supply our demanding customers. But we have to see clearly for the huge field and high quantity demand of paint brush production the bristle as such is playing an ever reduced role. Growth we can only generate with mixtures and HIB ( High Imitation Bristle ) made of pure synthetic.

## Natural bristles



In der Umgebung von Peking, wo mehr als 20 Millionen Menschen leben, sollen bis 2022 rund 890.000 Schweine pro Jahr produziert werden. // © AdobeStock/chayakorn

## Mixtures and HIB

Life is always full of surprise.

In my last reports I was pretty sure with the shrinking demand of natural bristles the role of an international and financially strong trader like DKSH would become less important in the brush field. Contrary happened, it seems in the mixture and in the HIB it is as well important for most of the producers to have a guarantee on the quality and on the delivery time.

Which means we could develop and grow this kind of “alternate” business.



## Mixtures and HIB



Mixture of Bordeaux synthetic and natural bristle

**Think Asia. Think DKSH.**

## Mixtures and HIB



Pure synthetic HIB

**Think Asia. Think DKSH.**



## Environmental impact

From my last reports you might remember that this subject is always showing up in my yearly presentations.

Again in recent media releases, you might have heard about the power supply shortages in China.

It is true what newspapers report. Our suppliers have really been shut down partially. For me the main reason behind is the fact that China is on trial and error policy and is searching to find out which system is the best in order to reduce the CO2 emissions and/or the general emissions but avoid killing the business on the other side.

## Stock keeping

Another surprise in the past 12 months. Under these above mentioned impacts plus the supply interruptions due to late shipments plus congested ports, plus missing truck drivers, AND MISSING OCEAN VESSEL CAPACITY we are seeing a clear revival of warehousing, which has been declared dead several times because it is far too expensive.

## Stock keeping



Traffic jam of trucks/container on the highway to Shanghai

## Outlook

Outlook.

QUOTE OF MY COLLEAGUE WANG YONG:

Some bristle factories anticipate the fresh raw hair quality be available in coming 2022 will be better (more longer and stiff). Because farmers are trying to postpone the slaughter of their breeding hogs, expecting a higher sales price of pork meat.

Thanks for your attention.

Thank you for your attention



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