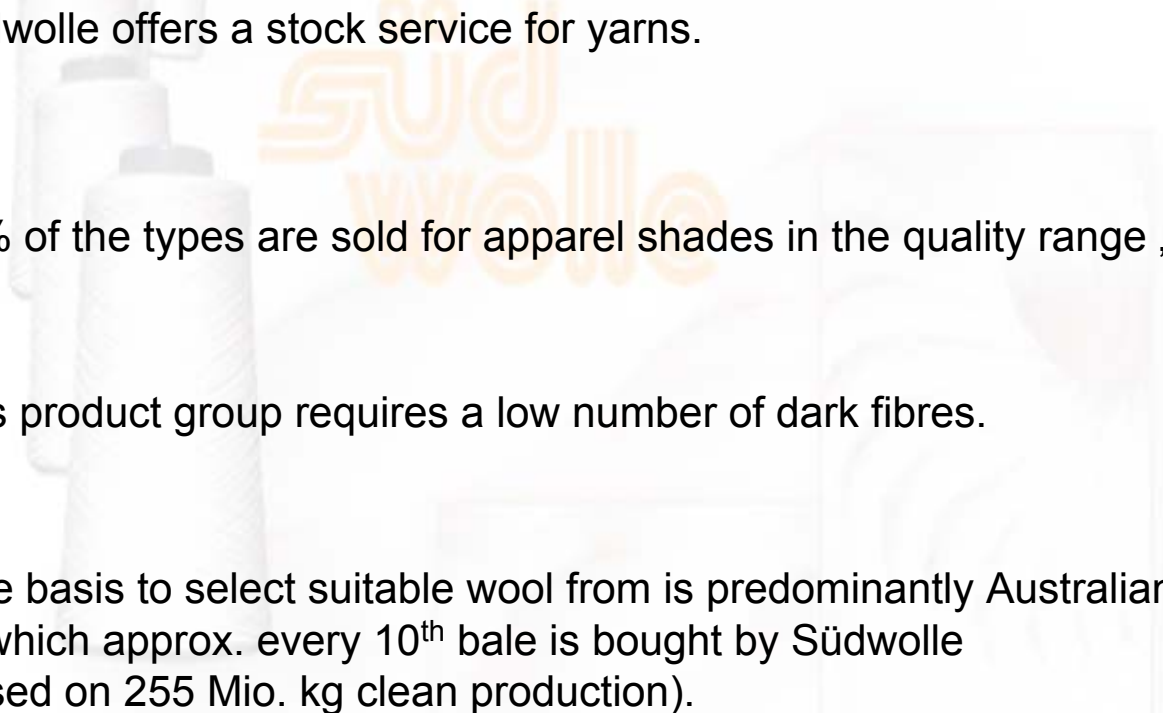




**Dark & Medulated Fibres, why are these Fibres a Concern for a Spinner
at the Example of Südwolle ?**

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- Südwolle offers a stock service for yarns.
 - 70% of the types are sold for apparel shades in the quality range „light shades.“
 - This product group requires a low number of dark fibres.
 - The basis to select suitable wool from is predominantly Australian Merino Wool of which approx. every 10th bale is bought by Südwolle (based on 255 Mio. kg clean production).

The background of the slide features a light gray header bar at the top. Below it, there is a faded image of several white wool spools on the left side. In the center, the logo for 'Süd wolle' is visible, with 'Süd' in a stylized orange font and 'wolle' in a simpler orange font below it. To the right of the logo, there are faint, overlapping images of wool fabric samples, some showing different textures and colors like white and light brown.

Our clients need:

- Immaculate quality
fault free, unrepaired fabrics (from picking)
- Correct calculation of production costs
- Calculated factors stay within the plan.
- Predictable time factors
no delay due to extra work for cleaning



Detection of dark fibres...

- by random sampling, representing often large batches
- various standards do not produce „repeatable“ results and make comparisons difficult amongst laboratories.
- become most apparent in the woven fabric when checked for quality by piece



...solutions to the dark fibre problem

- once detected in woven fabric only through „picking“
- prior to processing, no reliable commercially suitable method does exist yet to notice dark fibres in greasy wool
- mostly financial settlements with clients are reached by negotiations for claims
- unfair practices in the industry exist



: the evolution of the problem

- with a large wool clip over many years suitable quality was available
- economic situations and changed management strategies on farm have introduced Meat Sheep, Exotic Breeds, etc.
- no safe identification of dark fibres in the samples displayed for the auction is possible
- no vendors declaration about the genetic background is conditional for sale with other product descriptions

The background of the slide features a light gray header bar at the top. Below it, there is a faint, artistic illustration of several white wool yarn spools of varying sizes. In the center, the logo for 'Süd wolle' is visible, with 'Süd' in a stylized orange font and 'wolle' in a white font with an orange outline. The overall aesthetic is clean and professional, related to the wool industry.

consequences!

- vendors declaration for the offered product
- price differentiation for „dark fibre free“ wool will send important signals
- developments in the fashion/wool industry depend on precise descriptions
- outcome of products planned and their calculation must be achievable close to expectations

The background of the slide features a light gray header bar at the top. Below it, there is a faint, large-scale watermark image. On the left side, several white wool rolls are stacked vertically. In the center, the text 'Süd wolle' is written in a stylized, orange font. The 'S' is particularly large and has a unique shape. The rest of the text is in a simpler, lowercase font. The overall background is white with a subtle texture.

conclusion:

- compulsory vendors declaration
- the wool industry must be able to predict quality and costs from farm to fabric
- product development depends on predictable raw material
- product differentiation delivers „premiums“ for raw wool free of dark fibres
- growers deserve price protection for well-bred wools
- buyers deserve a correct description for what they pay for



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