



AMERICAN *wool* PRODUCTION



AMERICAN WOOL



VALUE - VERSATILE - QUALITY - RESILIENT - SUSTAINABLE

## LOFT

American wool has many uses and is known for its 'loftiness.' Blending is a common practice with buyers of American wool. Taking U.S. wool and blending it with other wools is an exceptional process to add bulk to finished products. With available wools that vary in diameter and frequency of crimp, buyers are sure to find suitable wools for their blending needs.

## QUALITY

The American Wool Council developed the wool quality improvement program to help buyers identify the best wools in the United States. The program follows the Code of Practice for Preparation of U.S. Wool and offers a set of standards for a self-regulatory approach to wool clip preparation. In addition to producers, shearers are also encouraged to participate.

## VALUE

The value of American wool lies in its flexibility and versatility, allowing wool processors to use it in a wide range of products, by itself or in blends with wool of other origins and with other fibers.



# SPOTLIGHT ON AMERICAN WOOL

*T*here is an inherent richness, a natural beauty to American wool. The fertile valleys, high plateaus and awe-inspiring deserts of the United States produce an environmentally friendly fiber with exceptional 'memory' and a high degree of crimp, imparting extraordinary resilience and loft to yarns and fabrics.

The American spirit is alive in the fiber, fleece and fabric of natural American wool. This is where happy, healthy sheep are raised to thrive in vast open ranchlands. It's where bold shepherds and ranchers are genuine stewards of the Earth – constantly seeking sustainable ways to ensure the future of this valuable industry.

This is America, where innovation is celebrated, traditions respected and high performance reigns.

## RESILIENT

The natural resilience of American wool and its resistance to compression enables its products to retain their natural shape and bounce. These characteristics make U.S. wool ideal for use in knitwear, hosiery and other high-bulk end uses.

## VERSATILE

American wool is well suited to produce high-quality knits and hosiery products. Additionally, U.S. wool is suited for fine- to heavy-weight fabrics, as well as wools for home furnishings or nonwovens. There is a good variety of high resistance-to-compression wools available in the United States that provide loftiness.

## SUSTAINABLE

U.S. wool producers are committed to quality and conservation and are stewards of not only the animals but also the land. They produce wool by natural grazing compatible with the environment. American sheep producers are proud of the high-quality wool products they produce from nature's renewable resources.



# AMERICAN WOOL ASSURANCE AWA Program

Developed in conjunction with Colorado State University and in accordance with OIE World Organization for Animal Health guidelines, the American Wool Assurance (AWA) program not only helps American Wool growers continually improve how to best care for their animals and their bottom line, but they also provide confidence to buyers and discerning customers the world over that American Wool products are created using best practices of animal care and handling.

The AWA standards focus on year-round quality care with regard to health and nutrition, effective facilities, low-stress transportation and handling, and safe and humane shearing. And with multiple levels of certification that require independent validation and regular recertification, buyers can be confident that sheep in the AWA program are living with a high standard of care.

Buyers can't miss AWA Certified or Process Verified wool because it's proudly marked with an AWA logo on every bale. Additionally, certificates are easily verified on the AWA website. To assure traceability, wool kept under a Process Verified or Certified certificate must be traced through the supply chain using a third-party company to ensure validity. Wool in final products must be 100% American Wool Assurance Process Verified or Certified to use AWA branding.



## ANIMAL WELFARE

*F*armers and ranchers who raise sheep in the United States take great pride in the care they provide for their animals. Responsible sheep husbandry has always and continues to include a concern for the responsible and humane treatment of the animal.

The U.S. wool industry is committed to the highest standards of sheep care and well-being. U.S. sheep farmers and ranchers take great pride in the care they provide for their animals recognizing that animal welfare is an ethical responsibility that is fundamental for the humane care of animals, as well as the safety and quality of the food and fiber supply. ASI has developed science-based guidelines for producers to follow that will create a standards of excellence in care and management for their sheep. Due to the breeds of sheep produced in the United States, **mulesing has never been a husbandry practice utilized by American wool producers.**

## SHEEP CREATE HEALTHIER LANDSCAPES

*A*cross America, people have rediscovered sheep for an age-old skill: grazing vegetation to create healthier landscapes. Folks who look after the health of our parks and resorts, our farms and ranches, our rivers and lakes and our country's vast public lands are working to harness problematic invasive vegetation.

Sheep eat away at the invasive weeds that are rapidly engulfing millions of acres, they control brush that fuel wildfires, help forests grow more vigorously and fight weeds and insects on cropland. The result: controlled vegetation without the use of costly herbicides and gas-powered machinery. At the same time, sheep producers are harvesting economical feed sources that nourish their animals.

- Sheep eat a wide range of plants, even some which are toxic to other animals, making them ideal for tackling noxious weeds invading millions of acres of public and private land.
- Sheep can promote healthy forests by grazing the vegetation that crowds out and competes with trees.

- Farmers and ranchers are finding that sheep grazing can fight weed and insect pests in agronomic crops.
- Sheep eat woody and broadleaf plants and tall weeds and grasses, making them useful for reducing the dangers of wildfire that have scarred millions of acres.

Sheep are providing valuable services beyond wool, meat, milk and lanolin. And these ecological services are in demand from a widening array of customers.

As sheep continue to prove their ecological worth, municipalities, government agencies, airports and private companies have become willing to pay for their service. At the same time, producers are using great care in shepherding their flocks to protect water, employ proper timing, avoid overgrazing and mitigate negative interactions with people and wildlife. The industry has developed guidelines to help sheep producers refine the techniques of ecological grazing resulting in healthier landscapes and stronger sheep operations across America.

# U.S. WOOL BREEDS

## RAMBOUILLET (French Merino)

This Merino sheep breed is the foundation of most western U.S. range flocks, which was developed from the Spanish Merino in France and Germany. This breed produces a high-quality, fine-wool fleece.

Micron: 19-24      Staple Length: 60-100mm  
 Yield: 45%-55%      Fleece Weight: 4.5-6.8 kg  
 U.S. Department of Agriculture (USDA)  
 Wool Grade: 60s-70s

## COLUMBIA

A crossbreed from a Lincoln and Rambouillet, the Columbia was the first breed developed in the United States. They yield heavy, medium wool fleeces with good staple length.

Micron: 23-29      Staple Length: 80-140mm  
 Yield: 45%-60%      Fleece Weight: 5.4-7.3 kg  
 USDA Wool Grade: 54s-62s

## TARGHEE

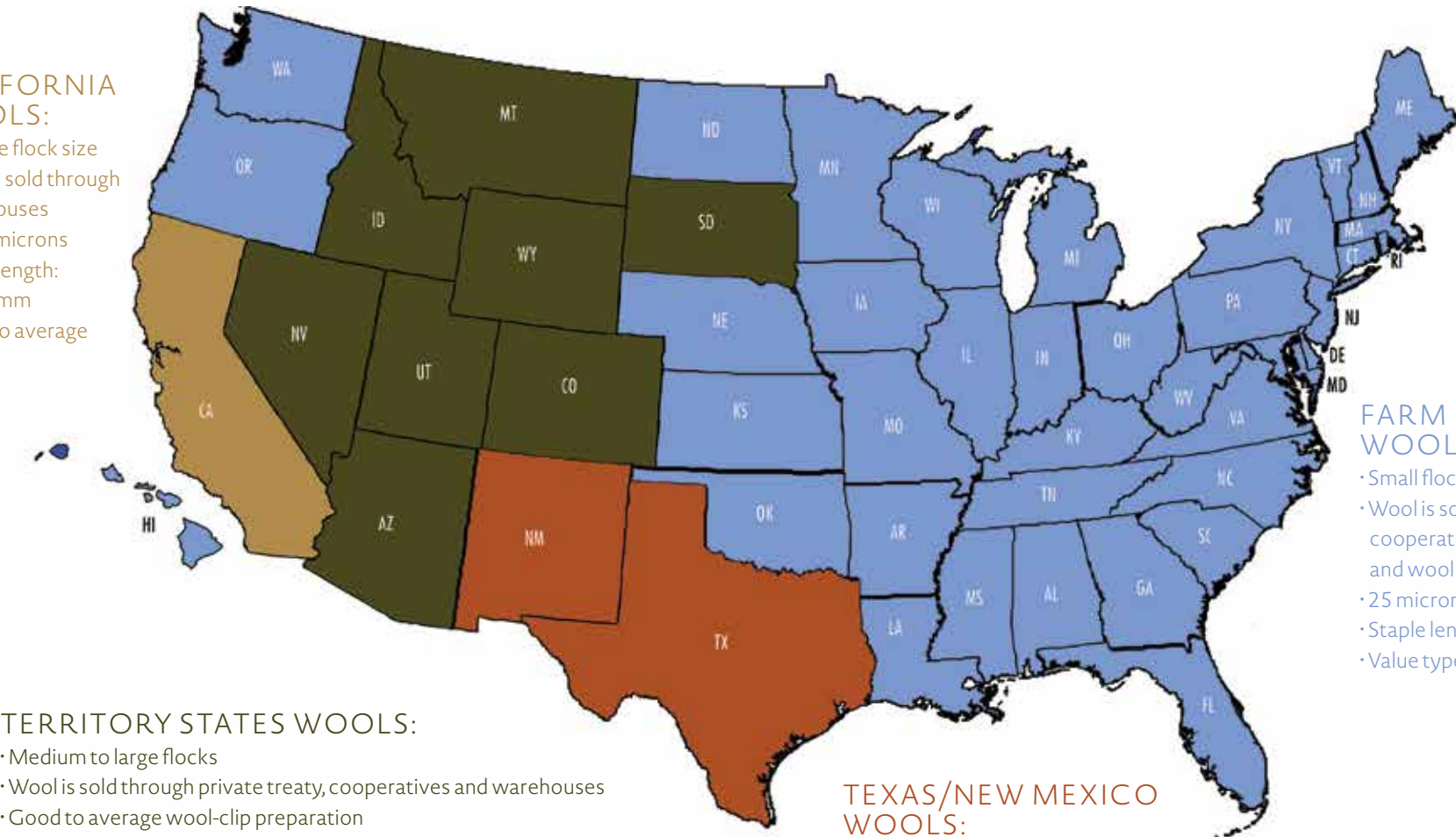
Predominantly located in the intermountain and northern states, Targhee produce good quality market lambs and yield a heavy, medium-wool fleece with good staple length.

Micron: 21-25      Staple Length: 70-120mm  
 Yield: 45%-60%      Fleece Weight: 4.5-6.4 kg  
 USDA Wool Grade: 58s-64s

# CHARACTERISTICS OF U.S. WOOL

## CALIFORNIA WOOLS:

- Variable flock size
- Wool is sold through warehouses
- 21-24 microns
- Staple length: 65-80 mm
- Good to average color



## TERRITORY STATES WOOLS:

- Medium to large flocks
- Wool is sold through private treaty, cooperatives and warehouses
- Good to average wool-clip preparation
- 21-25 microns
- Staple length: 75-90 mm
- Good to average color with low colored fiber counts

## TEXAS/NEW MEXICO WOOLS:

- Medium to large flocks
- Wool is sold through warehouses
- Good to average wool-clip preparation
- 19-22 microns
- Staple length: 65-90 mm
- Good to average color with low colored fiber counts

## FARM FLOCK WOOLS:

- Small flocks
- Wool is sold through cooperatives, warehouses and wool pools
- 25 microns and coarser
- Staple length: 60-90 mm
- Value type wools – colored fibers

# FAST FACTS

## MICRON PROFILE

Finer than 20.5 .....	9%
20.6-22 .....	21%
22.1-23.5 .....	25%
23.6-25.9 .....	18%
26-28.9 .....	11%
29 and coarser .....	16%

## STAPLE LENGTH

Finer grades .....	65-80 mm
Middle grades .....	70-85 mm
Coarser grades .....	85-100 mm

## YIELDS

Range .....	47%-64%
Average .....	56%





## PURCHASING U.S. WOOLS

### PRIVATE OR COOPERATIVE WOOL WAREHOUSE

In the western United States, wool producers typically use this method to sell their wool as they provide larger volumes of wool. The wool warehouses are particularly concentrated in Texas where a large majority of the wool grown in this state is marketed through a warehouse.

### DIRECT MARKETING

There is a network of dealers and brokers who buy wool throughout the western United States. Some travel from ranch-to-ranch to buy wool, while others deal directly with the warehouse to purchase their needs for either domestic use or exports.

### WOOL POOLS

Wool producers in the eastern two-thirds of the country produce mostly smaller volumes of wool. These small volumes are not efficiently handled individually. Consequently, many growers in this region market their wool through wool pools. These pools are producer run and bring together smaller volumes of wool to improve the marketability of the wool by consolidating smaller lots. Wool pools are primarily located in Montana and the eastern United States.

## U.S. WOOL EXPORTS

Year	Exports Metric Tonnes (clean)	Percent Greasy	Exports (\$,000)	Exports as % of U.S. Production
2016	3,159	73.5	17,437	54.2
2017	3,917	74.8	22,577	67.2
2018	4,670	70.4	26,402	84.4
2019	3,439	63.6	18,083	63.2
2020*	1,772	60.1	9,217	32.6
Avg. per year	3,392	68.5	18,743	60.3

### NOTE

\* Year 2020 American wool exports were dramatically affected by United States-China trade war and global COVID-19 pandemic.



# PURCHASING WOOL

## BUYERS/EXPORTERS

### Anodyne Inc. (Texas)

tmartin@anodynewool.com, 325-653-3061

### Entrenos Inc. (Texas)

rick@entrenosinc.com, 325-651-2665

### Groenewold Fur & Wool Co. (Illinois)

wool@gfwco.com, 815-938-2381

### Keese International LLC (Texas)

ddkeese@keesewool.com, 325-456-8662

### American Wool Services (Texas)

rick.powers@woolserv.com, 843-881-1553

## WAREHOUSES

### Center of the Nation Wool (South Dakota)

larry.cnwool@midconetwork.com, 605-892-6311

### Mid-States Wool Growers Cooperative (Ohio)

info@midstateswoolgrowers.com, 614-837-9665

### Producers Marketing Cooperative Inc. (Texas)

pmcicoop@wcc.net, 325-835-7173

### Roswell Wool (New Mexico & California)

mwc1983@roswellwool.com, 575-622-3360

### Utah Wool Marketing Association (Utah)

whg.uwma@gmail.com, 435-843-4284

## SCOURING

### Bollman Industries (Texas)

lhughes@bollmanhats.com, 325-655-0112

## TOPMAKER

### Chargeurs Wool (USA) Inc.

dpaullier@chargeurs-wool.com, 843-257-4569

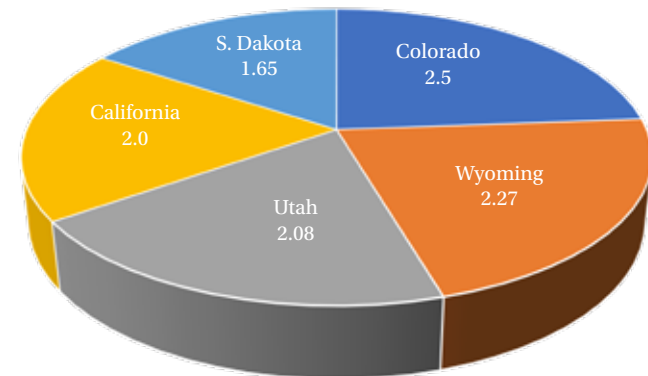
# U.S. SHEEP PRODUCTION

Sheep production in the United States has a long and rich history. Sheep have been an important part of the American agricultural landscape since their introduction into the country by Spanish explorers in the early 1500s.

Today, wool is grown in all 50 states, with the majority of the wool produced in the western part of the country. As of March 2021, there were 5.17 million head of sheep in the United States and more than 100,000 sheep farms and ranches. The highest sheep-producing states are located west of the Mississippi River, where most of the larger sheep ranches reside. The eastern part of the country supports a greater number of moderate sized, pasture-based operations.

Although U.S. wool is available throughout the year, the larger quantities are available after shearing season and sold in April, May and June, when typically the majority of the total clip is marketed. Shorn wool production in 2020 was 5,449 metric tons clean or 10,478 metric tons greasy weight. The top American wool producing states are Colorado, Wyoming, Utah, California and South Dakota.

Top Wool-Producing States in 2020  
(clean pounds in millions)



## ABOUT ASI & INTERNATIONAL PROGRAMS

The heart and soul of the American Sheep Industry Association are the 100,000 farm and ranch families across America who raise sheep.

ASI provides the opportunity for growers to work with others in molding the policies and programs that improve the markets for sheep producers through enhanced marketing opportunities and reduced production costs.

Although ASI's interests lie with a variety of industry topics and issues, one of the main divisions of ASI is the American Wool Council (AWC), which works to improve the American wool industry and to promote the usage of American wool – both in domestic and international markets. The council oversees wool promotion and merchandising programs that focus on wool quality improvement, product development and market promotion, direct marketing activities with international wool buyers and communications.

Although world-wool supplies have decreased over the past few years, there remains a strong demand from consumers for natural, renewable options for clothing, hosiery items, home furnishings and industrial uses.

A member of the International Wool Textile Organization (IWTO) for several decades, AWC connects wool buyers from around the world with American wool exporters through a variety of programs, such as wool sample programs, processing trials and marketing programs for new international buyers and returning customers.

AWC is proud to represent the interests of American wool growers and is leading improvements in the domestic wool market while collaborating with the international textile industry to advance the reputation of the global wool industry.

Regardless of your wool needs, AWC has you covered.

# U.S. PELTS

Averaging 8.5 square feet with some skins as large as 12 square feet, American lambskins are the largest in the world. American lambskins have the added advantages of stronger leather and naturally dense wool.

Because of the diversity of sheep breeds and production practices, the United States can offer a large variety of skins – from raw, salted skins ready to begin the tanning process, to wet blue skins, to fully tanned leather and shearlings. They are used in a boundless array of high-quality products, including seat covers, medical pads, luxurious high fashion garments, paint rollers, industrial buffers and top quality footwear.

The export market is an important and highly valued market for U.S. lambskin processors. Currently, 60 percent to 80 percent of all U.S. lambskins are sold into export markets and American producers are dedicated to continuing this global expansion.

## PELT CONTACTS

### **The Nugget Company, Inc.**

mike@nuggetinternational.com, 210-224-2361

### **Custom Skin**

justin@sanangelorodeo.com, 325-450-2502

### **Superior Farms**

shane.mackenzie@superiorfarms.com, 530-297-3520



## AMERICAN WOOL COUNCIL

A Division of the American Sheep Industry Association

AmericanWool.org

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Follow us on social media – @ExperienceWool

