

American Sheep Industry International Wool Program Update

Jan 2023



AMERICAN WOOL

Good Morning

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American Sheep Industry Assoc.
Deputy Director of Wool

Thank you for joining the ASI Wool Council Meeting

ASI Wool Council 2022-23

- Anne Crider – IL
 - Wool Chair
- Tony Theos – CO
 - Vice Chair
- Jason Bannowsky – TX
- Tom Conner – OH
- Will Griggs – UT
- Lee Isenberger – WY
- James Uhl – TX

Ryan Mahoney - CA
Max Matthews - SD
Matt Mickel - UT
April Zellinger - MI
Alex Moser - IA
Sam Ortman - MT
Brady Springer - CO
David Trotter – IN

TODAY'S COMMENTS Rita Kourlis Samuelson

- **Wool Production**
- **Export Volume and Comparison – Last 2 years**
- **Top Importing Countries of American Wool**
- **ASI Programs**

World/USA Wool Production

World wool production –

Rose slightly (0.2%) in 2021 to 1950m KILOS clean.

- Predicted to rise 1.6% in 2022 (IWTO).

2021 US wool production –

- Down 3.0% to 22.5 m lbs greasy (11.7 m lbs clean)
 - 2022 production available end Jan 2023.

Market volatility

Jan 12, 2022 Australia EMI down 4%
Year on Year.

Australia \$ was 5% weaker vs US\$
Year on Year



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US Sheep Numbers/Wool Production

	2019	2020	2021
US Sheep numbers (million head)	5.20	5.17	5.07
Wool Production (M lbs greasy)	24.0	23.1	22.5
Wool Production (M lbs clean-52% Yield)	12.5	12.0	11.7
Total Exports (M lbs clean)	7.58*	3.91*	6.34*
% Exports of Wool Production Incl Noils/Wastes Exports	63.2*	32.6*	54.9*

Source: USDA – Oct/Sept

*Excludes top exports to Mexico, Includes Noils/Waste Exports



US Wool Exports for 9 Months to Sept 30, 2022

- Totaled 4.8m lbs clean – down 1.87% VS 2021.
 - By value \$12.6m – down 2.6%.
- Still significant wool stocks both in warehouses and on farm. Difficult to estimate quantity.

U.S. Wool Export Destination 2021 First 9-months

Wool				2,177,636	-1.87%
	Kilo				
		1	CHINA	994,184	-11.49%
		2	MEXICO	281,721	53.95%
		3	BULGARIA	185,682	23.16%
		4	CANADA	166,322	44.49%
		5	EGYPT	134,688	110.66%
		6	BOLIVIA	79,367	36.97%
		7	URUGUAY	77,284	46.89%
		8	INDIA	76,786	146.41%
		9	UNITED KINGDOM	60,277	-46.03%
		10	BELGIUM	49,904	-14.92%



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ASI International Programs

- Apply and Awarded USDA Foreign Ag Program Funds for Wool & Pelt Marketing
- Explore and Develop Export Markets
- Consultants in Italy (Europe), China, and India
- Programs: Trials, Samples, Direct Marketing, Trade Missions, Social Media, Marketing Materials (video)

Thank You!



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**Trade missions and
Reverse Trade Missions**

Promotion

**Increase awareness of
American Wool**
• We don't have enough

Market Info

**1996-2007
Quality Samples
Program**
• Exports increased
approx. 210% in 10
years

Key Markets
China
Western Europe
India



International Marketing Update for the Wool Council



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AMERICAN WOOL COUNCIL

a division of the American Sheep Industry Assn.



2021/2 US Sheepskin Exports

- 1) Sheepskin exports for the first 9 months of 2022 rose by 5.1% vs 2021. Total export value rose by 4.5%. China again dominated with 78% of exports by volume.
- 2) There is still heavy competition from cheaper synthetic substitutes and animal rights groups continue to increase their activity levels in opposition.
- 3) This market activity has been pretty much focused on the better quality, longer wool length pelts. Anything with less than ½” wool or black or imperfect is still of little value.