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To: Conditioning Hopper Update Recipients  
From: Neil Turner  
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## **September 2002 Conditioning Hopper Update**

### **Missed it By That Much!**

Last year approximately 2,000,000 U.S. bales missed being classed as a 35 staple by 1/100<sup>th</sup> of an inch or less. Add in the bales that narrowly missed reaching a 34 or 36 staple and the number of bales that barely missed a better grade is much more staggering.

So what's the economic difference between a 34 and a 35? Based on the loan tables the difference is \$6.00 per 480-pound bale. In addition to that, 34 staple cotton is becoming increasingly difficult to move.

### **34 Staple Cotton Slow to Sell**

Consider the following excerpts from the August 2, 2002 Cotton Marketing News by O.A. Cleveland (Volume 8, Number 28).

*"...the US carryover stocks are predominately composed of various grades of staple 34 cotton. This, coupled the abundance of SLM grades, has made this the "least desired" cotton available to the export market."*

*"This increase in 41-34 cotton left in carryover has resulted from the loss of the US textile industry to overseas locations and to the world textile industry's normal transition to seek a 36 staple cotton with a high breaking strength. The typical 41-34 cotton is fast becoming discounted cotton everywhere except in the US loan tables."*

Similar comments are being made throughout our industry by cotton marketers and the subject was even discussed at the July New York Board of Trade Cotton Roundtable. As one marketing specialist explained to me, "They have bought all the discounted stuff and all of the premium bales, leaving behind the 34 staple that they don't want until it gets discounted."

This is more evidence that the market is ready to reward those that can supply it with the cotton it desires (or depending on your perspective, it will punish those who can't).



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#### **Are Conditioning Hoppers a Cure All?**

Conditioning Hoppers are not going to magically make every bale class at 36 staple and above. If someone brings short staple fiber to your gin, it's no surprise that it is going to leave your gin as short staple fiber. There are lots of factors that determine fiber quality, some of which you can control and some you can't.

The true power of Conditioning Hoppers is that it gives you the ability to put more of those determining factors within your control. Hoppers give you the ability to optimize gin stand moisture and not leave that crucial factor to chance. When used with good drying system temperature controls, Hoppers give you your best chance of preserving fiber quality and obtaining the best grade possible for your customer.

So, no, they are not a cure all. They are a powerful tool, that when used appropriately, can have a very positive impact for you and your customers.

#### **What to Expect from Conditioning Hoppers**

The first half of this update focused on current problems related to staple. Research shows that restoring moisture to the proper level before fiber seed separation preserves staple length. The impact conditioning has varies with several factors, but as stated earlier even 1/100<sup>th</sup> of an inch can have considerable impact. This is especially important when you consider that typical results of conditioning is about 1/32<sup>nd</sup> of an inch, with some users reporting as high as 1/16<sup>th</sup> of an inch under certain conditions.

Of course, staple benefits are just one aspect of Conditioning Hoppers. They can also benefit strength, final bale moisture, ginning rate, and lint cleaner operation.

For more information, please contact any Samuel Jackson representative or visit us online at [www.samjackson.com](http://www.samjackson.com). We look forward to your input and answering any questions that you might have.

Thanks for your continued interest in our products,

Neil Turner  
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*Conditioning Hopper Updates are written on a periodic basis to keep our customers informed of the latest developments. To receive this update by e-mail or to be removed from this update recipient list, please contact Neil Turner using the information at the top of this letterhead.*