Business in China

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Overview of China textile

1. strong textile back ground
2. raw wool demand
Chinese buyers’ initial view about US wool

1. Both buyers and sellers faced a steep learning curve to understanding each other
2. learning and trying
3. progress of US wool trade with China
Challenge from China and prospect of 2017

1) environmental issue;
2) quota issue;
3) RMB devalues vs. USD;
4) labor cost increases a lot;
5) warm weather in China and high price level wool;
6) global economy recession.
My efforts in China shows great results

1) Our export increases and moves forward fine almost every year.
2) we increased more market awareness in market;
3) our brand image is improving a lot. ASI has great reputation in China wool textile industry;
4) I managed to educate all new buyers how to do business with US supplier;
5) sales grows all months/year around in good shape.
Best wishes for the new years!