

Prestigious Peruvian Mill Increases U.S. Cotton Content in Carded and Combed Yarns



Algodonera Sudamericana S.A., a Peruvian mill, stopped sourcing cotton exclusively from local sources and now annually uses about 13,000 bales of U.S. cotton valued at \$3.2 million.

The mill's new sourcing habits come on the heels of discussions with CCI and Cotton Incorporated on the benefits of using U.S. cotton fiber, and give U.S. cotton a 60 percent market share of the cotton the mill uses in its yarns.

"The experience of moving from other origins to U.S. fiber has been positive due to the implementation of the FTA between the U.S. and Peru and the good results obtained due to the quality of the fiber," said Mr. Javier Piqueras, commercial manager of Algodonera Sudamericana.

"We believe we will continue purchasing U.S. cotton as long the world financial situation allows."

Algodonera Sudamericana did not use any U.S. cotton - only local Pima Hazera and Tanguis cotton - when CCI approached them in 2007 to explain the COTTON USA

Program and how using U.S. cotton fiber would give them quality control advantages. CCI emphasized how CCI and Cotton Incorporated work together in order to deliver customized quality services to companies in the textile sector worldwide.

After meeting with Mr. Piqueras, and giving him the COTTON USA Buyers' Guide and other U.S. cotton publications, CCI worked with Cotton Incorporated to schedule a technical visit in order to show them the U.S. High Volume Instrument (HVI) classification system and how to use HVI information to the mill's advantage.

Mr. Piqueras noted that the visits with CCI and Cotton Incorporated were interesting and productive, and confirmed that Algodonera Sudamericana had switched to utilizing a majority of U.S. cotton fiber with excellent results in the company's spinning process.

Algodonera Sudamericana produces carded and combed yarns for its sister knitting company Textil San Ramon S.A., as well as for Peruvian full-package companies which lead the exporting sector.

U.S. COTTON YIELDS HIGH QUALITY YARNS

Using U.S. cotton fiber in yarns gives mills a competitive advantage.

