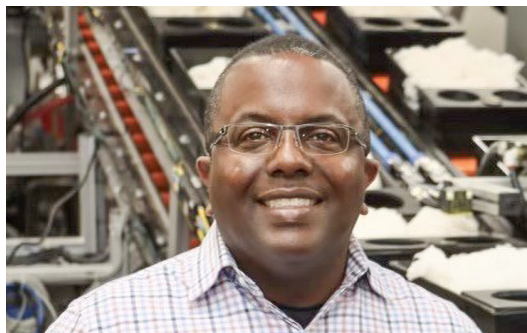


ACCURACY IS HIS STRONG SUIT.



Our ten classing offices nationwide class 100% of all the cotton grown in the U.S. To my knowledge, no other countries class 100% of their cotton.

This particular year, our office graded around 2.1 million samples. Each one has its own identity—a PBI tag, or Permanent Bale Identification tag. PBI tags are important because they allow for the bales to be completely traceable throughout the process.

Attention to detail is one of the things that we pride ourselves on. It's important for us, to be sure that we are classing accurately. The equipment we use is highly computerized, and our technicians are constantly recalibrating it, checking to be sure that it's operating to its best level...we have a complex balance and check system in place to be sure that the grades that we turn out are true grades.

Recently, we started with a new software program that allows us to look at how our instruments are classing cotton in real time, so we can determine if a line is operating at its best level or needs a technician. We're on the cutting edge of all the technologies that are out there—because it's important for the mills to have accurate classes. Any slight variation in quality can affect the end use of their garment.

The Standard Boxes are very important because they set the standard for the color and the leaf content in cotton—how a particular class should look. We have experts who physically put the leaf content in those boxes so that they look like the original standard. Once that's done, the industry comes in to approve those standards.

“BASICALLY, WE
CREATE THE STANDARDS
BY WHICH COTTON IS
BOUGHT AND TRADED
GLOBALLY.”

Transparency is important to us because trust is important. We open up our doors to the world to come and see what we do, and offer to teach them what we do so that we can keep all cotton trading on the same levels, and so that everyone is classing cotton the same way. Trust is what keeps the cotton industry strong worldwide.

