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New Developments in Pre-Ginning and Post-Ginning Processing Technology

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INTRODUCTION

- At first glance technology in pre & post ginning primarily driven by efficiency/ productivity
- Often come at some cost to fibre quality
- This reality highlights the source of the greatest rewards.
- Poor economics in cotton are stifling R and D in post farm gate activity
- Tight capital markets will sustain this trend in the medium term.



PRE-GINNING

<u>FROM</u>	<u>TO</u>	<u>DRIVER</u>
- Sacks	Picker built module	Productivity
- Manual Feeders	Module Feeders	Productivity
- Manual Records	Digital Records	Productivity
- Local Markets	Global Markets	Efficiency



POST-GINNING

<u>FROM</u>	<u>TO</u>	<u>DRIVER</u>
- Flat Bales	H/D Bale	Productivity
- Manual Strapping	Automated Strapping	Productivity (safety)
- Manual Classing	Instrument Classing	Productivity/Quality
- Random Storage Environment	Controlled Environment	Quality
- Anonymous bale	Bar coded bale ID	Quality/Productivity.



But what really is our value proposition ?

- **Fibre quality is important**
But the price we receive (and pay) rewards more than just fibre quality. It reflects characteristics such as-
- **Delivery reliability**
- **Counterparty integrity**
- **Transaction functionality**

For this reason innovations in **PROCESS technology** will be just as important as innovations in **PROCESSING technology**.



What's Next?

- Picker based data collection
- Inline classing-online selection
- DNA verification/ environmental scorecard.
- Enhanced contaminant detection at the Gins
- J.I.T delivery systems
- Partners not profiteers