

The Hemp Textile Business

e-book report
by
Paul Benhaim

www.hemp.co.uk

Introduction

Welcome to this introduction to the business world of hemp textiles.

Hemp textiles have been manufactured for centuries. The fabrics are strong, breathable and hard-wearing. A preferred option to growing cotton that is renowned for its high pesticide and water requirements.

Modern Italian and Chinese fibre mills produce Hemp materials of extraordinary quality. Recent technology allows Hemp fibre to be blended with silk, lycra, fleece and other materials; modern Hemp textiles are not the coarse material often associated with ropes and sail materials.

New technologies, one recently commercialized look to revolutionize this industry very soon, offering excellent opportunities for the would be processor or trader. I hope this guide gives you a head start.

In this brief introduction I will presume you have an overview of the industrial hemp market, or have read [Modern Introduction To Hemp](#). You will be introduced to some new, and revolutionary technologies, as well as an interview with 'the Grandmother of hemp textiles'.

My hope is that this will be a useful guide for your decision to make money from hemp textiles today.

Let me know how you go!

Hempfully yours,

Paul

About The Author

Paul Benhaim is a recognized world-authority in hemp research and development, as well as a published author of Hemp-related books and DVDs. He manages the world's most popular Hemp web sites and advises a number of international companies. As well as acting as CEO and Director of two cutting edge Hemp R&D and manufacturing companies, Paul continues his quest to ensure the path for the widespread use of industrial hemp is wide open to bring new and revolutionary Hemp products to a worldwide audience.

Born in London, after travelling the world for a decade, Paul now lives and works from his rainforest home in coastal Australia.

For further information on some of Paul's projects enjoy:
www.hemp.co.uk and www.hempplastic.com

DISCLAIMER

This book is intended to help you decide if you want to start a hemp business. This book is not intended to be the only business you receive. You are recommended in this book to write a business plan. You should check all the data and facts are up to date and relevant to your location, state and federal laws. It is also strongly recommended that you speak with your lawyer, accountant and bank manager before moving ahead with any business. You may want to consider a personal business mentor as well.

Table of Contents

Introduction	2
About The Author	4
Table of Contents	5
New Technologies	6
Crailar	7
Ultrafibre	8
THE IMPORTANCE OF NATURAL FIBRES TO DEVELOPING COUNTRY ECONOMIES	9
Interview with Barbara Filippone	13
Sources of hemp materials.	22
Consultancy with Paul	22
Consultancy with Barbara	22
Fabric Selection.	22
Custom Developments	22
Hemp Shopping	Error! Bookmark not defined.
Hemp Foods	Error! Bookmark not defined.
Hemp Protein Powder	Error! Bookmark not defined.
Hemp Seed Nut	Error! Bookmark not defined.
Hemp Seed Nut Butter	Error! Bookmark not defined.
Hemp Seed Oil	Error! Bookmark not defined.
Hemp Cosmetics	Error! Bookmark not defined.
Hemp Jewelry	Error! Bookmark not defined.
Cannabis Seeds	Error! Bookmark not defined.
Got a problem with smoking?	Error! Bookmark not defined.
Hemp Clothing	Error! Bookmark not defined.
Hemp Plastics	Error! Bookmark not defined.
Hemp Fibre, Industrial Hemp Growing Seeds, Hemp Stalk, Hemp Mulch, Hemp Insulation, Hemp Building Products and more	Error! Bookmark not defined.
defined.	
The Hemp Network Business Opportunity	Error! Bookmark not defined.
www.hemp.co.uk	Error! Bookmark not defined.

New Technologies

Hemp is grown throughout the world. After harvesting fibre hemp the stalks need to be 'retted'. This is a matter of separating the fibre (outside of the plant) from the hurd (inside of the plant). How this is done varies considerably throughout the world. Traditionally in India, China and Nepal this is done by manual labour. In the west tractors and other large machines are used.

The retting process is the first process that is key to the quality of the end material. Traditionally hemp was known for its 'rope like' qualities. Today hemp is becoming more widely known for its breathability, softness and environmental preference.

After retting fibres need to be decorticated. Again, the technology for this varies from very basic manual machines to large \$10m+ mills. The technology is just catching up now with the lengthy prohibition on growing industrial hemp for its drug qualities, which were mainly unfounded.



Decorticated Hemp Fibres

New technologies I believe will affect the production of textiles globally include:

Crailar

A patented enzyme process for the commercial production of Hemp Fabrics. I expect to see this as the future of hemp for yarns, knit and other fabrics. Now producing 200 tonnes per month. More info at

http://en.wikipedia.org/wiki/Naturally_Advanced

Ultrafibre

www.ultrafibre.org - a radical cell hydro-acoustic decortication process expected to be proven by December, 2012

WHY NATURAL FIBRES?

Excerpted with permission from www.naturalfibres2009.org (FAO of the United Nations)'.

Each year, farmers harvest around 35 million tonnes of natural fibres from a wide range of plants and animals – from sheep, rabbits, goats, camels and alpacas, from cotton bolls, abaca and sisal leaves and coconut husks, and from the stalks of jute, Hemp, flax and ramie plants. Those fibres form fabrics, ropes and twines that have been fundamental to society since the dawn of civilization.

But over the past half century, natural fibres have been displaced in our clothing, household furnishings, industries and agriculture by man-made fibres with names like acrylic, nylon, polyester and polypropylene. The success of synthetics is due

mainly to cost. Unlike natural fibres harvested by farmers, commonly used synthetic fibres are mass produced from petro-chemicals to uniform strengths, lengths and colours, easily customized to specific applications.

THE IMPORTANCE OF NATURAL FIBRES TO DEVELOPING COUNTRY ECONOMIES

Natural fibres production, processing and export are vital to the economies of many developing countries and the livelihoods of millions of small-scale farmers and low-wage workers.

Today, many of those economies and livelihoods are under threat: the global economic recession, and its aftermath, has reduced demand for natural fibres as processors,

manufacturers and consumers suspend purchasing decisions or look to cheaper synthetic alternatives. Almost all natural fibres are produced by agriculture, and the major part is harvested in the developing world. For example, more than 60 percent of the world's cotton is grown in China, India and Pakistan. In Asia, cotton is cultivated mainly by small farmers and its sale provides the primary source of income of some 100 million rural households.

In West and Central Africa, cotton is grown on an estimated 1.5 to 2 million small farms. At least 10 million people work in the region's cotton sector, and raw cotton makes up about 50 percent of exports from Benin, Burkina Faso, Chad, Mali and Togo. Cotton is Mozambique's second most important export, is grown by some 300,000 rural families, and provides work for 20,000 people along the supply chain.

In India and Bangladesh, an estimated 4 million marginal farmers earn their living – and support 20 million dependents from the cultivation of jute, used in sacks, carpets, rugs and curtains.

Competition from synthetic fibres has eroded demand for jute over recent decades and, in the wake of recession, reduced orders from Europe and the Middle East could cut jute exports by 20 percent in 2009. In southern India, the coir industry provides 500,000 jobs. Silk is another important industry in Asia. Raising silkworms generates income for some 700,000 farm households in India, while silk processing provide jobs for 20,000 weaving families in Thailand and about 1 million textile workers in China.

Orders of Indian silk goods from Europe and the USA are reported to have declined by almost 50 percent in 2008-09. Each year, developing countries produce around 500 000 tonnes of coconut fibre –or coir – mainly for export to developed countries for use in rope, nets, brushes, doormats, mattresses and insulation panels. In Sri Lanka, the single largest supplier of brown coir fibre to the world market, coir goods account for 6 percent of agricultural exports, while 500,000 people are employed in small-scale coir factories in southern India.

Across the globe in Tanzania, government and private industry have been working to revive once-booming demand for sisal fibre, extracted from the sisal agave and used in twine, paper, bricks and reinforced plastic panels in automobiles. Sisal cultivation and processing in Tanzania directly employs 120,000 people and the sisal industry benefits an estimated 2.1 million people. However, the global slowdown has cut demand for sisal, forced a 30 percent cut in prices, and led to mounting job losses.

Put together, the sale of natural fibres on the international market place provides as much as US\$18 billion to farmers and processors, but the main beneficiaries to an expanding global market in the last decade have not always been the poorer countries.



Traditional retting and decortication uses basic materials.
Picture FAO

Interview with Barbara Filippone

P: Hi Barbara, how did you start your work in Hemp Textiles?

B: Before my company Enviro Textiles started in 2002, I worked on development of hemp textiles for more than 20 years. We formed enviro textiles because it was at the point where I had already built whatever tentative companies there would be. I felt that if I was the only supplier who would want hemp, that would not be enough demand for hemp to be grown locally. So, I built the competition in order to create a supply for a demand, we have been in business now like that for 9 years.

P: Why did you start the company? What interested you at the beginning?

B: At the very beginning I was influenced as a child because my grandfather was a weaver, specialized in flax, as a child my mother would never put us in polyester we were always in wool. This was before cotton was big. But I got into natural fibres because I was an apparel designer and I worked in India and the work conditions were really dreadful in India and I was really interested in doing fair trade, more than anything and creating healthy work environments, this was before anybody was even thinking about things like that. And I have been interested in hemp because it was so similar to flax and as my career has gone on and my research has developed into broader areas I have discovered that cotton whether it is certified or not it is one of the biggest environmental problems today, whether it is organically grown or not, not only the amount of water it consumes, also the eco-cotton that people talk

about still requires pesticides(3:39) . It's like all these other eco textiles, you say bamboo and people think it's natural but it's not, it is a bunch of chemicals. Hemp is by far the best I would say, depending on the process and there is many. Hemp should be blended with any fibre that we would use in any environment in the future. I will be working on a complete study at CSU(Colorado State University) to prove a hypothesis that I have in regards to Hemp.

P: Would you like to share that hypothesis?

B: I am working on the anti-microbial properties and that could mean a lot of things so I'll just wait until the test is complete, I have already performed many tests in other countries but the US won't recognise these studies. The universities considered working with me, but when they discovered what I was trying to prove they backed away because they get a lot of endowment money from cotton.

P: It sounds very exciting, is what you are saying that hemp possibly has antimicrobial properties that will effect the way we have to clean fibres in the future? How will that effect the end user and the textile entrepreneur?

B: Well we all use textiles in our lives, we wear them on our bodies, we are surrounded with them. It will almost be a value added to what we are wearing, it has inherent properties that are anti-microbial. Now there are various studies that are going to be done to prove whether it effects bacteria in the air, on the body, until we get this research completed we can't quote anything, but *it is* going to be revolutionary.. and that is why we are seeing so many micro fibres today Paul because the micro fibres are, how do I say this, it's like green wash. The big chemical

companies are still involved when we are using bamboo because of how the bamboo is processed. So it 's green washed, sort of like corn textiles, they don't tell customers it is from GM corn.

P: How do you start your own hemp textiles business, could include manufacturing, importing, distributing, apparel ranges based on natural fibres – hemp. What are the top three things that people should know to start their hemp business?

B: Well right now I see a very big demand for applications of hemp, for importing there are quite a few of us now and what we really need is to get more people to cover certain areas in manufacturing products, such as children's clothes, the biggest demand we see for the fabric is for diapers for the anti-microbial properties, we have diapers but we have no clothing line, and other demand is for men and womens underclothes because of inherent anti-microbial properties, you know we are told that women shouldn't wear cotton underwear well when is someone going to make some healthy hemp underwear? There is a great need for people to manufacture using hemp. I could give probably 10 more areas where people should develop products, they should never think there is competition because without supply there is no competition.

P: Would you like to share some more areas then?

B: Home furnishings is wide open for development, contract industry like hotels and resorts. The reason we don't see hemp in it yet is because of the fire retardant issue. I do not know of anyone using eco friendly fire retardant solutions, so this is why we haven't entered the commercial setting yet. But I did discover two eco-friendly

fire retardants. This can be developed. Just needs someone like you to do it!

P: I am hoping one of our readers will do that.

P: If people were wanting to develop one of these business's, Would they purchase the fabrics from yourself? Would they buy the fabric from China and have it manufactured there?

B: There is no saving money in China these Days. In China for years the prices were very low, there was a reason for this. There was what is called the rebate in China. For many many years the factories had contracts with a 'trading company'. The factories don't have contracts with the outside world, only with the trading companies. The trading companies would represent everything from fabrics, barbie dolls to hairbrushes. They would make the exports. The central government of China would give 17% rebate back to the trading company at 17% of the invoice value which kept the prices very low in China. So when the world trade and the US put the pressure onto China to become equal in the playing field, what they did is they started to reduce the rebate which caused the prices to go up. So the rebate no longer exists as of January 2010 and if you do your pricing you really have to think of it this way, if you manufacture a finished garment in China, depending on what country you are in you are going to pay duties for the finished garment and may be subject to quota. So the amount of money you are spending on duties and quota you can spend in your own country and manufacture at a lower cost from an imported fabric. To make this more clear let me give an example. A tote bag made from hemp cotton, has 17% duty plus your logistics. The hemp fabric is 0 duty to bring in, to

have the bag sewn in the United States I am paying less than importing it finished from China, and I have done that for all my products on analysis it is 15-30% savings. So there is your 17% savings right there.

P: Great, so this allows us to keep it local and still be profitable. Where are your fabrics produced?

B: China, Mexico we import and stock 74 fabrics in all.

P: It sounds like you are the best supplier in the Americas. Would someone in Europe and other parts order from you?

B: We supply all over the world. We used to have a European distributor, but I couldn't finance the growth in demand, China gives me very good payment terms. As we get older they are reducing the terms, because their growth is as big as my growth so we are all trying to get our own financing now not depending on each other. So when I ship to Europe we consider the person and we give them the lowest price on the price list, we have no minimum order. You can buy whatever they want. If a new customer comes to us, we make them go through a review first, we don't want people to loose and we recognise most people don't have experience. We view it as a marriage, if they are not successful we are not successful. If a new customer rings up today wanting 500 yards of fabric and they are a new company, I will not sell it to them. We will put them through the process, the resource list that will tell them who to go to, people like yourself to advise them on the importance of business planning and marketing. We want to ensure our customers are trained to be successful.

{ you can buy direct from enviro-textiles [here](#) }

P: Yes, I agree. I believe having a mentor is so valuable and saves that person all the mistakes people like you and I have already made. That is evolution I guess. I want the people I mentor or coach to be better than me! How have you done this?

B: A good example would be a company that we took on in the beginning when we first opened eviro, there was a young lady that came to us who said she hated her life, she worked in an office building and she loved wearing hemp. She wanted to change her life so I talked to her a little bit, I said you have 2 dogs that are like your children so why don't you start a pet collar company, she is now in wholefoods, pet co. and other national outlets, and is now about to sell her company for millions. This girl started out saying I don't know what to do, we have quite a few companies like that and I am proud of my students, just like I know you are Paul. You have started many successful business, hemp plastics, hemp cosmetic company, you pioneered hemp food in Europe and are doing similar in Australia, and more I guess?

P: Yes. Back to you though, if a new company was to become one of your new students, how long would it take from first contact before they had a product and business up and running?

B: Depending on the product, the average on really developing a decent company and doing it right is 12-18 months. You have prototyping, marketing strategies, catalogues, positions and protocol, it depends as the customers grow we add on to what they are doing. We have a customer now that I referred on to a business mentor like yourself because that was what she really needed, business planning, preparing in the beginning,

setting goals seeing where you want to reach. This is crucial stuff. With a lot of fabric sellers, all they want to do is sell fabric, I want to build a commodity and I feel I have done that in 20 years in hemp.

P: You have done that!, it is fantastic! You are the Grandmother of hemp fabrics and textiles, I mean that with all the respect and the wisdom that comes with that. If you had one secret about the hemp textile business to give what would it be?

B: Make it your passion and you will succeed.

P: What are some of the common problems or challenges that people experience in this area?

B: Mis-information, people pushing bamboo, soy, green-washing, certifications mean little, It is one of my biggest gripes. It is like a new company called non-profit that will give you a sticker saying your product is good, I am very combatitive with them, I have read 43 standards and not one of them has ever developed a product. So one of the sayings behind my acronoym which I filed in 2004 is a symbol that I feel would take the place of the USDA's organic seal for any products that would come into our lives other than consumable items such as paint, building materials it would be considered sustainable, bidegradable. An acronym with a leaf under it, we have divisions we have clothing, building materials, because as far as I know, there is no such thing as an organic tee-shirt – very mis-used word. People come to me asking for organic sneakers, and I ask what?! We certify our own products, I give it a sticker and say transparency on the product, if you go to the website you can see the label I am proposing. The US sustainable furniture council adopted this label. I intended it

for the consumer that is very ignorant right now, this is something that is going to begin to enlighten the consumer on what to expect from the manufacturers. So I did it on a very simple product because the majority of people are not very conscious these days.

P: I guess you are saying that education is what is needed to stay on top on all the problems.

B: Let me get a little esoteric with you right now and tell you something that I have truly noticed over this 20 years in this industry. If people start a business and they don't have integrity and the passion to do this for the higher good they will never succeed. They come into it for money it will be a matter of time before they go. If you come into it because of principle, prosperity will come - it is a fact, I am living proof. I am in a church. 4 years ago we bought a building that was an adapted church and school, how ironic that a hemp company would end up in a church.

P: You are literally preaching the word of our hemp textiles.

B: I guess so, we provide employee housing, there are mountains around us and animals, you can conduct business now from anywhere on Earth. So it is really important to have that integrity and passion and the higher good for our planet then all the prosperity comes. I suggest your readers to truly visualise doing something healthy for our earth.

P: Is there anything else you would like to add?

B: I have been working in Mexico for 6 years on alternative plant fibres. The reason I am doing this is because of the pressures on hemp to be certified organically grown. People mis-understand when they say the hemp is certified

organic, it is for the hemp seed for oil, but not for the fibre crop. So I have derived plant fibre from other plant species in Mexico and I am creating an entourage of different plants that will never require certification – they are wild, so I can fight these organisations which want to certify which will just make hemp more expensive if the market demands these certifications. So I have basically told 43 standards to have luck in certifying weeds and trash, which is basically what I am using from the food processing industry. I am making textiles out of food trash!

P: What kind of plants are you talking about:

B: Agave fibre, tequila trash we have developed products.

P: Are those products available today? When will they be available?

B: We are seeking to sell 45% of Enviro Textiles because all of these products require patenting. I am the kind of owner that is not a micro manager I am at the point where enviro textiles needs to grow and I need to step back and do product development. I have been engaged with a lot of different investors, and offered a lot of money but again it comes down to that passion and integrity and the higher good and if I feel that these people are not into it just for the money...

P: Thanks Barbara, I am sure any readers that are interested will [contact me](#) at info@hemp.co.uk and I will pass their details to you personally.

Sources of hemp materials.

Visit www.hemp.co.uk for all the sources of materials and fabrics. Need a wholesale order – email info@hemp.co.uk

Consultancy with Paul

With Paul Benhaim

Learn about ANY aspect of the hemp industry from a now independent perspective.

Visit www.thehempconsultant.com to join a course, or have a one on one with Paul

Consultancy with Barbara

With Barbara Filippone

Fabric Selection.

Regardless of the scope or details of your product, the selection of the proper fabric for your needs is critical. Our expert staff can guide you through the process of selecting the fabric best suited to your needs.

Production Services.

Whether it is cut and sew or printing, our experts can recommend a trusted resource to meet your needs, or help you in the selection of your own. We have an extensive domestic contact list of resources that have been selected based on the quality and reliability of their individual services.

Custom Developments

Our experts have developed from field-to-finished product. If your application requires needs not yet developed, we will work with you to customize a plan to your specifications.

Our industry tested professionals are available for one-on-one consultation by appointment only. Please call to schedule your own one-on-one, confidential consultation.

ONE-ON-ONE CONSULTATION

(Please email info@hemp.co.uk for appointment)

\$200.00 per hour (Half hour Minimum charge)

Hemp Shopping

All products available from www.hemp.co.uk from September 2010

Hemp Foods

Hemp Protein Powder

This Hemp Protein Powder has a gourmet nutty flavor that tastes so good you can eat it straight from the jar. Use it to create delicious shakes, add it to juices, smoothies and green drinks. Buy 100% raw, cold milled Hemp Protein Powder from <http://bit.ly/cd7hCO>

Hemp Seed Nut

Otherwise known as shelled hemp seeds – these are the tastiest and most pure way to enjoy the drug-free nutritional qualities of hemp seeds. A complete protein (35%), omega 6 and omega 3 Essential Fatty Acids (35%) and is a source of GLA (1%). These are delicious sprinkled on salads, cereals, yogurt or cooked grains. I eat it straight from the bag! This hemp seed nut is cold mechanically pressed and packaged without additives or preservatives and grown without herbicides or pesticides from Non-GMO hemp seed. So what are you waiting for? Buy now from <http://bit.ly/dmmXL6>

Hemp Seed Nut Butter

Like peanut butter or tahini, but tastes better and is much better for you as nature's source of complete protein (35%) and Omega 6 & 3 Essential Fatty Acids (35%). May be spread on breads, bagels, crackers and croissants.. So get some from <http://bit.ly/a3dCGe>

Hemp Seed Oil

Certified Organic Hemp Seed Oil is nature's richest source of the Essential Fatty Acids (75%) and is a rich source of GLA (3%). Hemp Seed Oil is preferable over flax seed oil as it offers a good balance of Omega 6 to Omega 3 fatty acids (3.75:1) so it is suitable for life long consumption. And you will have a long life. Tastes a lot better than fish oils with a mild nutty flavour. Can be eaten straight (I do) or added to juices, smoothies, soups and sauces. It is a great base to any salad dressings. Hemp Oil is

not ideal for frying. Also available in capsule format. Go <http://bit.ly/dBRP6F> to buy now.

Hemp Cosmetics

Hemp oil is used as the base of cosmetic products because it helps make the skin feel young, and smooth. Hemp Oil has been shown to improve eczema and other dry skin ailments. Hemp Oil in cosmetics is absorbed by the skin and after a short while of using such products I am sure you will notice the difference yourself. A great range of hemp cosmetics is available via www.hemp.co.uk - shipping worldwide.

Hemp Jewelry

Want to share something special and let them know you care about the planet as much as you do them? You will want to tell that to yourself when you find Phat Hemp's excellent range of Hemp Necklaces, Bracelets, Jewelry for men and women. Lots of one of a kind eco friendly jewelry found <http://bit.ly/9i0i44>

Cannabis Seeds

For growing medical marijuana – where legal only. One of the largest Dutch marijuana seed suppliers based in Amsterdam offers of 30 classic strains from the place where high quality breeding has always been an art. Don't waste your time with inferior seeds, buy from <http://bit.ly/a805ts>

Got a problem with smoking?

The cannabis coach is here to help you stop smoking cannabis. A 100% guaranteed risk-free program is available <http://bit.ly/cyTKvR> – please share with anyone that has a problem smoking cannabis.

Hemp Clothing

At the time of going to press we were updating our recommendations for hemp textiles and clothing. You may visit the relevant page at www.hemp.co.uk for more information or email info@hemp.co.uk to find what you are looking for.

Hemp Plastics

From the original www.hempplastic.com site you will find opportunities for access to hemp plastic materials, products and more. Go there now!

Hemp Fibre, Industrial Hemp Growing Seeds, Hemp Stalk, Hemp Mulch, Hemp Insulation, Hemp Building Products and more

All available from www.hemp.co.uk

The Hemp Network Business Opportunity

The Time For Hemp Is Now... Join The Hemp Revolution!

The Hemp Network represents the first marketing distribution channel in history that will provide consumers with hemp products on a direct sales and a network marketing platform.

We are in an industry that has been around for thousands of years, with new uses for hemp being constantly developed. The use of hemp is growing dramatically and will continue as more recognized uses occur.

Over the past few years it has become apparent that with the increasing pace of new products hitting the market, there is a need to move those products throughout the world at a very fast rate.

The Hemp Network has been formed to provide a marketing vehicle for massive global distribution of these new products and services as they hit the market, which is imperative to capture market share.

Expectations are that our marketing team will become a major force in the exploding hemp product marketplace... and we are offering individuals like you the opportunity to capitalize on this exploding market.

The Hemp Network offers the winning combination of product, people, management and vision to all work together to create a very large global marketing company with our agents earning income from people spread around the world.

There has never been a more perfect time to take advantage of an industry that has been around for thousands of years, with products

derived from hemp being used by millions of people today. Over the past few years it has become apparent that with the increasing pace of new hemp products hitting the market, there is a need to move those products throughout the world at a very fast rate.

Join our very special team and get unique support for your new business! Go to <http://bit.ly/cTavt0> now.

**FIND MORE BOOKS ON DIFFERENT PARTS OF
THE HEMP INDUSTRY AT**

www.hemp.co.uk