

**SECOND WORLD LEATHER CONGRESS
MILAN, ITALY
SEPTEMBER 8, 2015**



TRENDS & FUTURE CHALLENGES

**Leather Industries of America, Inc.
Lisa Howlett, President, Auburn Leather Company
Chair, LIA**

LEATHER INDUSTRIES OF AMERICA

- WHO WE ARE
- WHAT WE DO
- TRENDS AND CHALLENGES

LEATHER INDUSTRIES OF AMERICA

Who we are:

Founded in 1917 as Tanners Council of America

Name changed to “LIA” in 1984

Two classes of membership:

Leather members - 24

General members - 14

Headquarters: Washington, D.C.

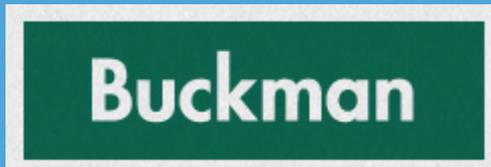
LEATHER MEMBERS



Sunderland Leather Company Inc.



GENERAL MEMBERS



LEATHER INDUSTRIES OF AMERICA

What we do:

Mission: Represent the interests of companies that make, import or sell leather in the U.S., and the companies that provide goods and services to the industry.

Services: Washington Representation



Washington Representation (cont'd)



FEDERAL TRADE COMMISSION
PROTECTING AMERICA'S CONSUMERS



**U.S. Customs and
Border Protection**



Trade Shows



Leather Research Laboratory



Leather Research Laboratory



Only one of its kind in the U.S.
Professional staff of 6
Physical and Chemical Testing
RSL

ISO Certification
Sponsored Research
Seminars

Resources of a major public research University

Statistics

U.S. LEATHER INDUSTRY STATISTICS 2015 EDITION

U.S.
LEATHER
INDUSTRY
Statistics

2015 EDITION

Monthly Data

LEATHER EXPORTS Annual + Year-To-Date Data from Jan – Dec 2014

Country	2012	2013	2013 YTD	2014 YTD	Percent Change YTD2013 - YTD2014
	In Actual Dollars				
Mexico	350,403,928	510,155,235	510,155,235	490,502,430	-3.9%
China	262,005,202	297,876,572	297,876,572	384,485,726	29.1%
Italy	159,588,344	207,396,774	207,396,774	235,172,920	13.4%
Japan	131,504,405	185,794,716	185,794,716	155,040,201	-16.6%
Vietnam	52,972,627	72,655,958	72,655,958	109,943,808	51.3%
Korea	38,813,277	69,224,050	69,224,050	60,491,158	-12.6%
Thailand	22,994,814	52,501,924	52,501,924	55,908,754	6.5%
Taiwan	24,923,249	45,194,027	45,194,027	55,493,540	22.8%
Hong Kong	62,817,289	49,421,605	49,421,605	50,863,225	2.9%
Dominican Rep	52,323,614	47,113,491	47,113,491	48,109,902	2.1%
Subtotal :	1,222,997,791	1,603,629,516	1,603,629,516	1,735,423,775	8.2%
All Other:	23,413,177	27,610,900	27,610,900	23,831,265	-13.7%
Total	1,246,410,968	1,631,240,416	1,631,240,416	1,759,255,040	7.8%

Monthly Data

WET BLUE EXPORTS Annual + Year-To-Date Data from Jan – Dec 2014

Country	2012	2013	2013 YTD	2014 YTD	Percent Change YTD2013 - YTD2014
	In Actual Dollars				
China	247,706,357	280,102,456	280,102,456	370,623,505	32.3%
Italy	148,172,173	190,749,068	190,749,068	220,478,195	15.6%
Vietnam	51,942,322	70,586,849	70,586,849	105,999,455	50.2%
Taiwan	24,380,417	44,246,800	44,246,800	55,376,500	25.2%
Mexico	38,564,223	59,586,339	59,586,339	52,630,898	-11.7%
Korea	32,636,546	58,771,100	58,771,100	50,524,762	-14.0%
Thailand	16,313,572	40,296,715	40,296,715	47,241,284	17.2%
Dominican Rep	43,101,101	37,839,949	37,839,949	39,800,793	5.2%
Hong Kong	21,729,250	8,716,462	8,716,462	13,791,785	58.2%
Subtotal :	646,202,016	814,009,175	814,009,175	1,004,762,233	23.4%
All Other:	612,203	1,626,680	1,626,680	110,780	-93.2%
Total	646,814,219	815,635,855	815,635,855	1,004,873,013	23.2%

Monthly Data

LEATHER EXPORTS Annual + Year-To-Date Data from Jan – June 2015

Country	2013	2014	2014 YTD	2015 YTD	Percent Change YTD2014 - YTD2015
	In Actual Dollars				
Mexico	510,406,638	491,427,451	246,530,546	183,072,443	-25.7%
China	297,876,572	384,485,726	172,480,723	158,395,016	-8.2%
Italy	207,396,774	234,634,682	109,224,764	101,316,742	-7.2%
Vietnam	72,655,958	109,943,808	66,090,163	67,971,294	2.8%
Japan	185,954,329	154,883,382	78,979,518	61,911,807	-21.6%
Taiwan	45,194,027	55,493,540	24,485,744	31,818,721	29.9%
Korea	69,224,050	60,358,065	34,363,543	29,110,995	-15.3%
Thailand	52,501,924	55,908,754	26,835,906	24,315,912	-9.4%
Hong Kong	49,421,605	50,700,771	26,423,753	20,739,896	-21.5%
Dominican Rep	47,113,491	48,117,235	19,473,754	19,311,260	-0.8%
Subtotal :	1,602,044,644	1,722,991,362	846,633,155	735,257,881	-13.2%
All Other:	30,121,791	36,483,241	19,307,899	8,197,992	-57.5%
Total	1,632,166,435	1,759,474,603	865,941,054	743,455,873	-14.1%

Leather Industries of America

Current Challenges

- 1) Environmental Issues
 - Chromium Regulation
 - California Proposition 65
 - Regulation of Sodium (TDS)
- 2) Competition from Synthetic Materials
 - Need for stable and sustainable cost and supply for raw materials
- 3) Product Labeling and Terms of Trade
 - U.S. Federal Trade Commission Leather Guides
 - Coordination with ICT on CEN Standard
- 4) Aging Workplace, Technical Training and Succession
 - Mature industry – attracting and retaining new talent



Many Challenges Ahead
Looking Forward To Our Next 100 Years!

