

Sustainable Fibre Alliance Conference
Biella, February 2023

Chris Gaffney, Chief Executive

Johnstons of Elgin

MADE IN SCOTLAND



BY APPOINTMENT TO
HRH THE PRINCE OF WALES, DUKE OF ROTHESAY
MANUFACTURERS OF ESTATE TWEED WOOLLEN FABRIC
JOHNSTONS OF ELGIN
MORAY, SCOTLAND

Our Company



Founded in 1797 – 225th birthday year

Based in Scotland, weaving in Elgin in the north and knitting in Hawick in the south.

Vertically integrated, taking dehaired fibre and converting to finished product.

Accessories, knitwear, interiors fabric and apparel cloth, all from natural fibres.

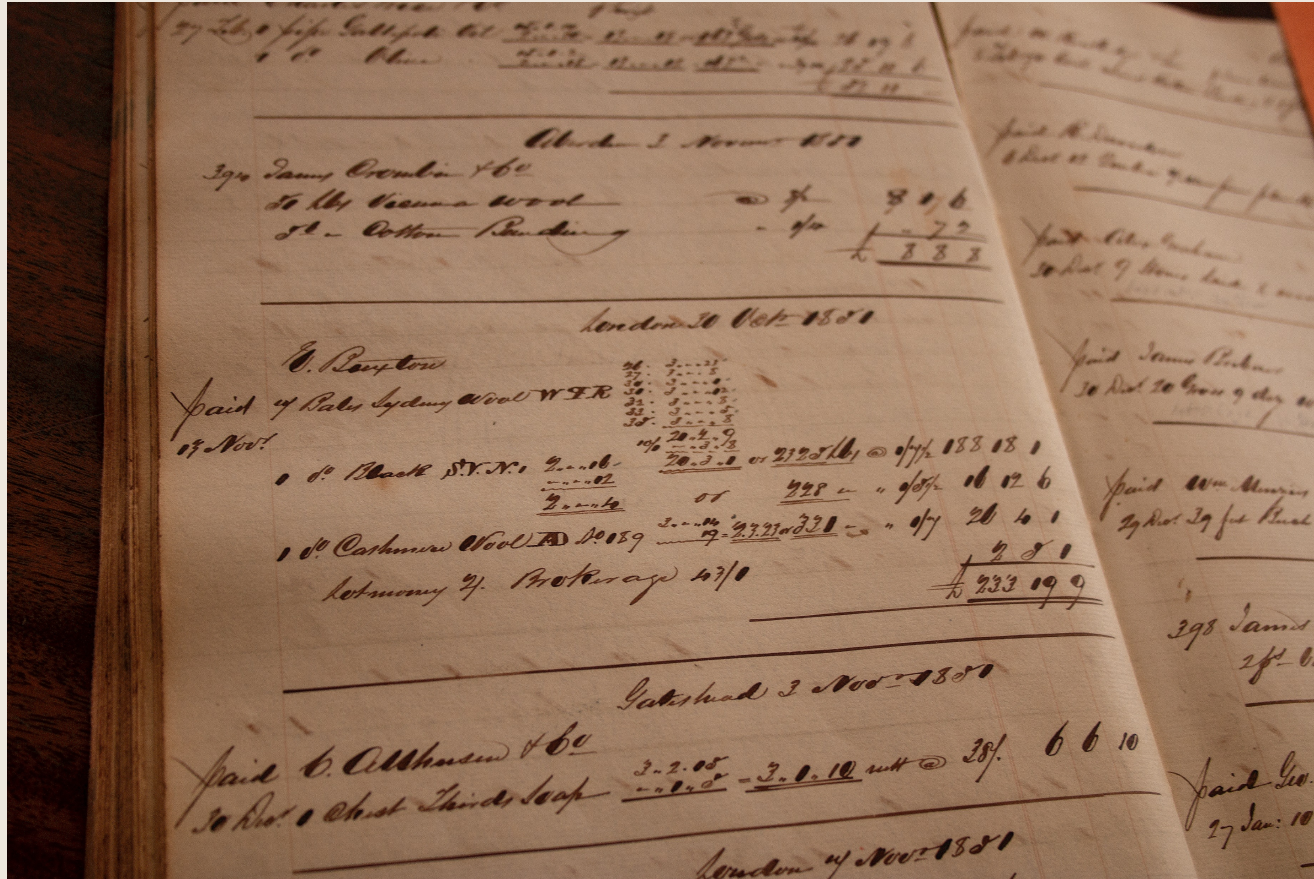
Manufacturing for European luxury brands and under our own JoE brand for our stores, ecommerce and wholesale partners.



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Our Cashmere



First buy in October 1851, working with Cashmere for 172 years.

Procure c280T per annum from Mongolia and China.

>90% of our production by value contains cashmere.

Cashmere is the key resource for our business and of profound importance to Scottish Textiles as a whole and to the luxury customers we serve.

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Our Partnership with SFA

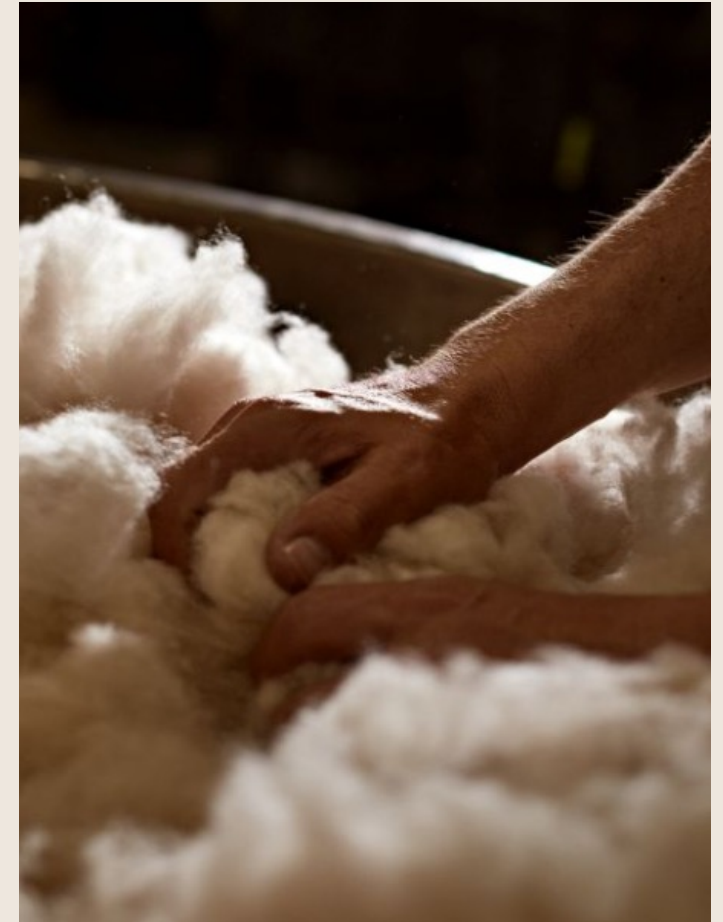


Founder member of SFA in 2015.

100% SFA certified fibre in our products by 2025, aiming only to buy SFA from the 2023 clip onwards.

Working with Textile Exchange, SFA and other industry partners on a Cashmere Life Cycle Analysis.

Proud to support Kharaatsai young herder training and young herder awards.



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What is important to our customer?

1. The welfare and financial security of the herder/farmer
2. Animal welfare
3. Biodiversity and land use
4. Carbon footprint
5. Water and Chemical use in dehairing
6. Quality Fibre



Some thoughts/questions for the conference:

1. How do we keep the funding of SFA simple and attached as closely as possible to the fibre cost?
2. How do we minimise impact of chain of custody audits across our own and sub-contractors supply chains? Dual audits across SFA/RWS and potentially other standards?
3. How do we measure and share the impact of the great work that SFA does?



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Thank-you

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