

JAMES H. LILLIE
Managing Director, Fox & Lillie

“As China has matured to become the powerhouse it is today so, too, has its business convention evolved. In the 1990s, the wool business in China was expanding rapidly but still presented the seller with numerous country and counterparty risks. Today, it is a very mature industry dominated by well-managed private businesses that have invested heavily.”

“在中国成长为今日强国的过程中，它的商业规范也得到了改善。上世纪90年代，中国的羊毛贸易飞速扩张，但卖家仍然面临着巨大的国家风险和竞争风险。而如今，它的羊毛产业已经非常成熟，其中占据主导地位的是经营良好、资本雄厚的私人企业。”



As the great, great, great-grandson of a Scottish cloth merchant by the name of Alexander Lillie, Melbourne-born James H. Lillie has wool in his blood. The current Managing Director of Australian family-owned wool trade and export business Fox and Lillie, Lillie has made countless trips to China in his various roles at the business, the first with his father, James (better known as Jim) in 1983, and has as a result seen the country evolve to become the most sophisticated and largest importer of greasy wool and exporter of processed wool. In August 2017, Fox and Lillie celebrated its 70th year of business in Zhangjiagang, bringing together its wool technicians and more than 100 clients from the Jiangsu and Zhejiang provinces, where the bulk of Australia's wool is exported to.

作为苏格兰面料厂商——亚历山大·利利的第六代传人，出生于墨尔本的詹姆斯·H·利利天生就擅长与羊毛打交道。詹姆斯目前是Fox and Lillie的常务董事，这是一家澳大利亚家族经营的羊毛贸易与出口企业。他在该公司担任过许多不同的职位，期间去过中国无数次，第一次是在1983年和父亲詹姆斯（人们通常叫他吉姆）一同前往的。因此，他见证了中国是如何一步步变成了如今这个含脂原毛的最大进口国和加工羊毛的最大出口国。2017年8月，Fox and Lillie在张家港庆祝该公司成立70周年，出席的有该公司众多的羊毛技术专家以及来自江苏和浙江两省的100多位客户（大部分澳大利亚羊毛都出口到中国的这两个省份）。

