

ESSENTIAL OILS AND OLEORESINS MARKET INSIDER



Cloves ready for harvest and drying, Zanzibar

December 2014 Report

Market Insider

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Strong representation at Hi & Ni Europe, Amsterdam

Health Ingredients (Hi) and Natural Ingredients (Ni) Europe was held over the 2-4 December at RAI Amsterdam, with representation from a large range of companies, large and small, from all over the world. Two South African companies dealing with essential oils (and other botanical products) were present, on the SIPPO Swiss Global Enterprise Import Promotion Pavillion – Essential Amathole, and Limpopo Nutraceuticals (Goldex 35).

Essential Amathole (Pty) Ltd states it is a leading South African company producing essential oils located in the Amathole District in the province of Eastern Cape. The core business of Essential Amathole is to propagate, cultivate and distil essential oils for the local and international market. The company boasts a range of 27 different pure, natural, high quality essential oils available for sale in various quantities. Products include rose geranium, tea tree, peppermint, lemon balm, rosemary oil and many more. The essential oils are further complemented by a range of handmade natural soaps, bath products, lotions, aromatherapy accessories and gift packs.

Goldex 35, trading as Limpopo Nutraceuticals, states it is a leading supplier of moringa products (powder, health bars, protein shakes, capsules, oil and teas), essential oils (rose geranium and rosemary), seed oils (macadamia nut, granadilla seed) and dried herbs. Established in South Africa in 2003, the company is committed to delivering botanical products, either wild or cultivated, to the health, pharmaceutical, cosmeceutical, flavour and fragrance industries. Goldex 35 offers products in bulk form or contract manufacturing for private labels. The company believes in the potential for improved wellbeing through the use of quality, nutritional health supplements and offers excellent customer service.

Orange markets show signs of firming

Treatts' November market intelligence reports that the market for orange products is showing signs of firming. The drought in Brazil is expected to have a major impact on the 2015 crop, but is also affecting the current crop. Juice and oil yields are reported to be 15-30% down, with aldehyde levels at historic lows. Terpenes and d-limonene have also firmed, though not proportionally to the oil. Treatts report that the new production of Florida limonene starting around now is likely to help stabilize the market.

Source: Treatts Market Intelligence

Distilled lime oil market stable

The market has remained stable, but the second phase of fruit for November/ December processing in Mexico (Michoacan) is expected to be shorter than usual due to heavy rains last month. January/February blooms are also reported to have been damaged due to unseasonably late tropical storms. Fresh fruit prices remain high, and this has a direct effect on both pricing and supply of fruit for production of the essential oil. However the Peruvian crop, that will start in early 2015, is looking promising – larger than last year.

Source: Treatts Market Intelligence

Grapefruit oil prices continue to rise

Grapefruit oil prices, particularly for white grapefruit are reported to be rising as the worlds supply continues to diminish. New crops are due in Mexico and Florida, but the overall outlook continues to be for restricted supply and firm pricing.

Source: Treatts Market Intelligence

EU, Fragrance Industry Focus on Effective Legislation to Address Challenges

Members of the European Parliament and the EU Commission are joining members of the fragrance industry in addressing the challenges facing European industry to increase competitiveness and consumer confidence through better legislation. "In order to build consumer confidence it is vital we have effective legislation," said Julie Girling, a member of the European Parliament (MEP). "I myself chair an EP [European Parliament] working group on this subject and have been impressed with the commitment shown by the fragrance industry and IFRA [International Fragrance Association], to improve consumer confidence through voluntary initiatives."

Girling will be joined by Armand de Villoutreys, president of Firmenich's fragrance division and board member of IFRA at the Dec. 1 launch of an exhibition in the European Parliament titled "sense of reality," an interactive exhibition focusing on the art and science of fragrance creation in Europe. "Protecting know-how is vital to us as an industry," explained Armand de Villoutreys; "and with such protection comes responsibility, responsibility for safety, quality and also the responsibility of transparency. We need to consistently earn the trust of consumers in an open and effective way if we are to be granted the license to protect our know-how. We in the fragrance industry adhere to a voluntary initiative of strict Standards on the safety of the materials we use and encourage relevant consumer information and transparency in the approach taken to risk assessment and management. We believe that better regulation can build consumer confidence enabling industry to continue to protect its know-how and remain competitive. Transparency and the protection of know-how are not mutually exclusive, they are intimately linked and dependent on each other," said de Villoutreys.

One of the aims of this exhibition is to focus on the importance of better protecting the valuable know-how of European companies dependent on fast-moving innovation in a highly competitive world market. IFRA will be working closely with all stakeholders on the adoption of a directive proposed by the EU Commission on the protection of undisclosed know-how of confidential business information.

The exhibition will be running from the 2nd December until the 4th December in the Brussels EU Parliament Alterio Spinelli (ASP) building, 3rd floor.

Source: EU

Perfumer & Flavorist interviews IFF's new CEO

P&F announces that it has an exclusive interview with Andreas Fibig, recently appointed CEO and chairman of International Flavors & Fragrances (IFF) in its January 2015 edition, and has provided a brief 'taster' of the conversation. Given IFF's position in the flavour and fragrances industry, the full interview should provide an interesting insight into the thinking of a key multinational in the industry. Andreas Fibig says that the company's 125th anniversary is "a testament to sustainability. IFF made it 125 years ... and it's now up to us ... to make sure that we leave this company in a stronger position for the decades to come." He continues, "The future will be really good for IFF thanks in large part to our continued focus on innovation and the positive spirit of our people. Our values are creativity—I think that drives innovation; expertise, which helps us develop winning products for our customers and drives our people to develop and grow; empowerment, for great decision-making; and passion, which fuels everything we do and can be seen everywhere in our company. IFF is a very passionate organization. If we keep that up we will continue to be successful."

In addition to growth opportunities and innovation, the pharmaceutical industry veteran is focused on the F&F industry's regulatory challenges. "Regulation is getting harder and harder, not just in the United States and Europe, but around the globe," says Fibig. "China is a good example of that." He adds that, based on his experience, regulations do not ease, but rather escalate over time. And so, the company must "keep on top" of each new regulatory challenge. Fibig says IFF is well positioned to handle the influx of demands in this area. "That's something that will not go away," he says. "It will probably increase. Here we have to make sure that we find smart and intelligent ways to [determine] what to disclose and what to explain." This is a crucial point, he notes, as some ingredients in most consumer products are not readily self-explanatory.

Source: Perfumer & Flavorist

Kancor (India) and MANE (France) announce joint venture

Kancor Ingredients Limited, a major food and beverage ingredients provider in India and MANE, an internationally leading flavours and fragrances house announce a joint-venture partnership in India. The partnership creates a unique high-technology hub for high-quality food & beverage ingredients globally.

“I am pleased to be taking a majority stake in Kancor, a long-term supplier. This is in line with our strategy of controlling the sourcing of our natural raw materials,” said Jean M. MANE, President and CEO of MANE. Kancor and MANE stand for a long-term partnership that will ally the technology, standards and market access of one of the world’s leading fragrance and flavours houses with the high quality ingredients supply of one of India’s most prominent ingredients suppliers. “This new page of history for Kancor is a significant step towards the strengthening of our customers products and building a unique high quality ingredients platform to cater to the global food & beverage industry,” said Sanjaya Mariwala, Managing Director of Kancor Ingredients Limited.

The Terms of the agreement are not disclosed.

Source: Kancor/MANE

Firmenich promotes innovation in taste

In pursuit of culinary innovation excellence, Firmenich (Switzerland) held a weeklong event in Princeton and New York City with the company’s global TechnoChef team, focused on innovation and creating bold flavors. The event was a mix of closed strategic sessions and client focused activities, including a daylong event on Trenz, the company’s proprietary trend forecasting model.

During the event, Chris Young, co-author of the James Beard Award-winning six volume set, *The Modernist Cuisine*, presented to Firmenich clients on “Creating Bold Tastes through Novel Food Concepts” while guests enjoyed culinary creations prepared by the TechnoChefs. Firmenich scientists also shared updated research on new flavor techniques for creating bold flavors such as spicy, fermented, umami and smoked. Firmenich TechnoChefs have formal culinary training as well as secondary degrees in chemistry or food technology and are critical assets to the company’s Savory development teams. They help drive innovation by staying abreast of culinary trends both from a traditional and scientific perspective.

Modernist culinary techniques, which blend science with cooking, reflect the culinary ethos of Firmenich and the TechnoChefs translate these new and innovative culinary ideas into flavor solutions for clients. Sous vide cooking, for example, is a modernist technique for cooking at low temperatures for extended periods of time to yield the most tender and flavorful foods. Understanding why this method makes foods taste great is the knowledge the TechnoChefs go after. From there, they can create culinary gold-standards that are used as the benchmark for flavor creation and which allow Firmenich to provide clients with the most authentic flavors for many savory dishes.

A strategic pillar of Firmenich’s innovation model is to partner with leading external experts, including start-ups, academic institutions, and chefs. Collaborating with Chris Young creates forward momentum for the company’s culinary innovation program, as Young is truly on the forefront of where science meets culinary. Firmenich TechnoChefs have worked with Young on many occasions to inspire clients with foods for the future. Founder and CEO of Chef Steps, a Seattle-based organization dedicated to culinary education, Young was previously head of culinary development at the world renowned Fat Duck restaurant’s Experimental Kitchen. There, he worked closely with Heston Blumenthal, the chef who pioneered the concept of flavor pairing with assistance from since-retired Firmenich Flavorist Francois Benzi in the 1990’s. “Culinary innovation is truly in the company’s DNA,” says Young. “Innovation is critical when it comes to cooking and the chefs at Firmenich are so uniquely in tune with this.”

Firmenich is not only committed to culinary innovation at the professional level, but also within academia. Earlier this year, the company held an event with the University of Geneva to celebrate the relationship between the art of creative cooking, flavor and scientific research, as well as to promote inspiring career opportunities for young scientists. The event included a meal prepared by Benoît Violier, chef of the three-Michelin-star restaurant, Hôtel de Ville in Crissier, Switzerland. Members of Firmenich’s culinary team, including a TechnoChef, participated in that event.

The company has Savory capabilities in every region, with plans to expand the TechnoChef program over the coming years. "You can't be a strong Flavor company without a strong Savory presence and we are committed to building our talent in this segment," says Aldo Uva, President of Firmenich Flavors.

To reinforce this commitment, Firmenich also recently appointed Eduardo Parés to the newly created role of Global VP, Strategic Savory Development to create the Savory roadmap for the future. Firmenich believes Savory presents tremendous prospects for growth and the company plans on actively pursuing the segment. "The food of the future will require new innovation and technologies, and Firmenich will embrace these opportunities with enthusiasm," said Pares.

Source: Firmenich

Falling diesel prices gives boost to essential oil production

The drastic fall in oil prices is starting to feed through into local pricing, with many countries seeing a 10-30% fall in the local price charged for diesel. Given the importance of fuel prices in the distillation costs of many operations, this should give a welcome boost to operational margins for many Enterprise.

Evolva acquires Allylix

Evolva (USA) has announced that it is acquiring Allylix (USA), expanding its fermentation-derived ingredient capabilities. The official press release states: 'Both companies are focused on yeast and its use to make valuable, sustainable, functional ingredients for health, wellness and nutrition. In consequence there are synergies in molecular biology, analytical chemistry, production, application development, regulatory, business development, marketing and sales.' Cargill, which has a stake in on-going stevia production research, has agreed to invest US\$4 million in Evolva shares in support of the transaction, which is expected to have closed by the end of December 2014.

The combined company has a number of new products ready to launch, or well advanced in the development pipeline, including nootkatone (grapefruit), valencene (orange), saffron and agarwood.

Indian spice export show strong growth

Indian spice exports look to be on track to meet 2014/15 fiscal year targets. During the first 6 months (April/September) total exports were over 420,000 tonnes, with a value of Rupees 69 billion. While chillies continue to be a major driver – export volumes increased by 17% to reach 161,000 tonnes and value by 23% to Rupees 15.5 billion, there was a strong performance across the spice and essential oil range. Mint and mint products (oils, menthol and menthol crystals) exports were 13,300 tonnes, valued at Rupees 14.6 billion. Exports of other spice oils and oleoresins reached 5,925 tonnes, valued at Rupees 8.7 billion.

Source: Indian Spice Board

Frutarom on target to reach US\$1 billion sales in 2015

Frutarom Industries Ltd expects to reach its target of US\$1 billion sales in 2015. The company expects to make more acquisitions, with the focus on emerging markets and the US. The company made 2 recent acquisitions: in December it acquired Vitiva, in Slovenia, and Peruvian natural colour and flavour company Montana in October.

Established in 1933, Frutarom is a rapidly growing global flavor and fine ingredients company and is numbered among the ten leading companies in the world, in the field of flavors & fragrances. Frutarom creates, develops, manufactures and markets an extensive variety of high quality flavors and fine ingredients for customers in the food, beverage, functional food, flavor, fragrance, pharmaceutical, nutraceutical, and cosmetic industries. Frutarom markets and sells over 31,000 products to more than 15,500 customers in 145 countries, has 41 R&D labs and 79 sales and marketing offices throughout the world and operates 34 production facilities in Europe, North America, Israel and Asia. Frutarom employs 2,700 employees worldwide.

Source: Frutarom

Socio-Economic Importance of Essential Oil Production

The socio-economic importance of the essential oil production sector¹

While global agriculture is increasingly dominated by large scale industrial production, the production of most essential oils is still dominated by small farmer production, and as such makes an important contribution to the incomes, and livelihoods of relatively poor rural populations in developing countries. Although 'naturals' – plant extracts and essential oils – are minor products compared with the major commodities and staples that dominate world agricultural production, they have become an integral part of everyday life, used in a vast range of consumer products, and it is estimated that their usage continues to increase year on year. It is estimated that the flavour and fragrance industry currently uses around 0.01% (250,000 ha) of total world agricultural land to produce 200 to 250 different botanicals for the production of these naturals. In addition to their socio-economic importance to the communities that produce them, these crops also play an important environmental role. Many are short or long term perennial crops so providing stable environments; cultivation of many of the crops is based on long established traditional varieties in balance with the surrounding flora; wild crafted crops support the maintenance of natural vegetation and its complex of flora and fauna.

The major consumer of naturals, especially essential oils of citrus origin, is the soft drinks industry. No 'cola' soft drinks can be produced without essential oils like lemon or lime. The alcoholic beverage industry is a major user, as is the food sector, notably in the manufacture of sweet, dairy, confectionary and dessert products. They are also important in the fast food and processed food industry. The naturals are an integral constituent of fragrances used in alcoholic perfumery (fine fragrance), soaps, detergents, candles, and cosmetics of all kinds from skin softeners to shower gels and body lotions. They are widely used in the ever expanding area of aromatherapy. They are also used in air fresheners and deodorisers, as well as in branches of medicine such as pharmacy massage and homeopathy. Many naturals have long traditional usage for their antibacterial and antifungal properties, and as digestive aids. Different naturals, especially all kinds of mints, eucalyptus and some other herbal and fruity products are used in oral care products such as chewing gums, and all kinds of mouth refreshing preparations.

Continually increasing legislative and regulatory requirements place the continued production of many naturals – particularly the small volume high value products – at risk. Consumer demands for continually decreasing prices are not compatible with traditional production and processing methods where there is little scope for significant increases in yields or efficiencies. In response to these pressures, the industry felt it important to highlight and exemplify the importance of these crops to the producer communities and the production environments – to ensure that regulators and consumers were aware of the potential impact of their demands, which could see the loss of many products and the consequent damage to economies and environments.

IFEAT and IFRA agreed to work together to investigate the true, full importance of naturals to the livelihoods of those producing the raw materials used in their production. Twelve products have been chosen for analysis, selected because of their high impact on the lives of those involved in producing them, and the large number of people affected. The first 2 products to be analyzed are patchouli, and cornmint, and a summary of the results is given here. The summaries show clearly that while essential oils are typically categorized as 'minor crops', they are of major economic, social and environmental importance to the communities that are involved in their production – and frequently represent the key cash crop (family income generator) in their farming mix that supports improvement

¹ Reporting studies undertaken by IFEAT and IFRA

in social indicators – notably health and education. It is important that the final consumer, as well as regulators and legislators, are made aware of these attributes.

Patchouli (*Pogostemon cablin*)

Patchouli oil is a key ingredient in the fragrance industry. It is widely used in fine fragrance and other products from toiletries, soaps and detergents to candles and incense. It is also used in pharmacy as a very efficient anti-microbial ingredient in preparations against acne, dandruff, psoriasis and other skin infections. It is also used as an insect repellent. Indonesia is the major supplier of patchouli oil to the world market, accounting for around 90% of international trade. China and India also produce, but all production is taken up by their domestic markets. Indonesia produces around 1,200 tonnes per year, with a value of around US\$70 to US\$100 million.

Patchouli oil is mainly obtained by steam distillation of shade dried leaves to cultivated patchouli plants. The plant is cultivated as a short term perennial. The first harvest is taken 6-7 months after planting, with subsequent harvests every 3-4 months until the plant is 2 years old. Patchouli can be grown as an intercrop. Distillation of patchouli is still mostly carried out at the farm level – by small farmers using simple distillation equipment. Distillation time is long – typically 8 hours or longer.

The supply chain for patchouli oil is long and complex, comprising farmers, farmer-distillers, collectors, agents and exporters. A typical farmer family in Indonesia owns in the range 0.25 to 1 ha of land, and produces 25 to 100 kgs of patchouli oil per year. Typical dry leaf yields are around 4-5 tonnes/ha. Around 12,000 farmer families are involved in the cultivation of patchouli. With an average of 4 people in a family, around 50,000 people get their livelihoods from patchouli. In addition it is estimated that a further 2,000 people are employed in distillation (425 distillation units, each employing 5 people), and 300 in the collection trade.

Cornmint (*Mentha arvensis*)

Cornmint oil is a key component in the food, pharmaceutical, perfumery and flavouring industries. It is extensively used as a fragrance component in products such as soaps, detergents, cosmetics and perfumes, toothpastes and industrial fragrances. It is also used as a flavouring agent in food products such as confectionary, liquors, and chewing gums. It is also a key ingredient in cough syrups, lozenges and herbal teas in the form of menthol or oil as well as in creams, ointments and nasal sprays for colds and infections. Both oil and menthol are used as active ingredients in cosmetics due to their 'cooling' effect on skin as well as for their antimicrobial properties.

India is the most competitive global supplier of *Mentha arvensis* products and accounts for over 90% of global crude oil production, having grown from just 20% in 1977. World production of cornmint oil was estimated in 2009 at around 32,000 tonnes, with India accounting for 30,000 tonnes, followed by China with 2,000 tonnes. The 2012 production figure for India had risen to 34,500 tonnes, with estimates for 2013 rising to around 50,000 tonnes.

In India, mint species are mainly cultivated in Uttar Pradesh, Haryana and Punjab, in more than 162,000 ha, of which over 90% is used for cornmint. It is estimated that 90% of cornmint production is controlled by rural farmers on areas between 0.2 and 2 ha. Mint is grown in India as a seasonal 3rd crop after rice-wheat, or rice-potato. Nurseries have to be maintained for every season, with most farmers planting to the field between January and March. Mint is harvested and distilled twice during the season between April and August – and if the monsoon is late so that farmers are not able to plant rice, a late harvest of mint will be taken in compensation. Distillation of mint is carried out both by farmers, and by non-grower distillers.

In 2010, the Central Institute of Medicinal and Aromatic Plants in India reported that there were 12,750,000 people involved in the production of cornmint oil in India. At that time, total production was around 24,000 tonnes. With current production levels around 45,000 tonnes, it is likely that the number of people involved has now rise to around 15,000,000. An important characteristic of the production of cornmint is that it is largely grown by poor and underprivileged farmers, as wealthy farmers tend to grow sugarcane which has more than a one year cycle. However, for small and poor farmers mint is preferable as it can give them a cash return within 4 months of planting. In addition, cornmint oil is sold by farmers at the collection centers of the large menthol companies (the end

users of the oil) which allows them to be paid immediately for their oil. This is in contrast to the marketing of their rotation crops which are sold through middlemen, thus reducing direct profit to the farmer.

Production of cornmint oil can be seen to be a key income generator for a very substantial number of the poorer, underprivileged farm families in northern India. The expansion of cornmint oil production has helped rural farmers to invest in their children's education and family health care.

Price Information

Conventional essential oils

PLEASE REMEMBER THAT THESE ARE ONLY PRICE INDICATIONS.

Price indications collected from the markets are given for a range of essential oils, below. The oils are grouped *for convenience only* into Spice Oils, Seed Oils, Citrus Oils, Herb Oils and Perfumery Oils. Prices are wholesale for quantities of 25kg or more unless otherwise stated.

Spice Oils

Product	Origin/Grade	Prices per KG (US\$)
Clove bud	Indonesian	\$24/kg 200kg lots
	Indian	\$84/kg 1 kg lots
	Madagascan	\$82/kg
Clove stem	Indonesian	\$19/kg container
	India	\$50/kg
	Madagascar	\$36/kg 200 kg lots
Clove leaf	Indonesian	\$14/kg, container
	Madagascan	\$31/kg
	Indonesian	\$46/kg
	Indonesia	\$18/kg container
Cinnamon bark	Sri Lankan 60/65%	n/a
Cinnamon leaf	Sri Lankan	\$18/kg container; \$77/kg
	Madagascar	\$55/kg
Cassia bark	China	\$42/kg
Black pepper	Sri Lankan	\$218/kg 1 kg lots
	Indian	\$150/kg
Nutmeg	Indonesian	\$70/kg
Ginger	Chinese	\$72/kg container; \$100/kg
	Indian	\$168/kg 1 kg lots
	Indonesia	\$55/kg
Pimento leaf	Jamaican	\$140/kg
	Jamaican	\$90 container
Pimento berry	Jamaican	€210/kg
	Jamaican	\$154 1 tonne lots
Cardamom	Guatemala	\$185/kg container

Spice Seed Oils

Product	Origin/Grade	Prices per KG
Aniseed	China	\$13-16 CIF NW Europe; \$50-84/kg 1 kg lots
Star Anise	India	\$120/kg
Coriander seed	Russian	\$80/kg
Coriander herb	Russian	US\$100/kg drum
Cumin seed	Egypt	€150/kg

Citrus Oils

Product	Origin/Grade	Prices per KG
Orange (sweet)	Brazilian	\$16/kg
	Italy (b/orange c/pressed)	\$33/kg
	Brazil (pera)	\$5/kg container
Orange (bitter)	Italian (c/pressed)	\$45/kg
Bergamot oil	Ivory Coast/Italy	\$80/kg
Lemon	Italian	\$63/kg 1 kg lots
	Italian (c/pressed)	\$35
	Argentina	\$55-\$58/kg container
Lime (distilled)	Brazil	\$55/kg
	Italian	n/a
Lime (cold pressed)	Mexico/Peru	\$56/kg container; \$115/kg
		\$25/kg
Mandarin (red)	Italy	\$85/kg
Grapefruit (pink)	Argentina	\$42/kg
Grapefruit (white)	France	\$40/kg

Herb Oils

Product	Origin/Grade	Prices per KG
Basil	Comores	\$125/kg
	Egypt	\$82/kg
Lavender	Bulgaria	\$80/kg
	French	\$250/kg
	English	\$200/kg
	Russia	\$95/kg drum
Lavandin	French Grosso	\$30/kg
Spike Lavender	Spain	\$110/kg
Mints	Indian piperita	\$63/kg
	India, mentha arvensis crude, L-menthol 72%	\$16/kg
Menthol	Indian, bold crystals	\$17/kg
	Indian, medium crystals	\$15/kg
	China	\$15/kg
Peppermint	China	\$15/kg
Peppermint dementholised	Indian	\$12/kg
Menthone 80/20	Indian	\$15/kg
Menthone 90/10	Indian	\$16/kg
Spearmint 60% carvone	Indian	\$20/kg
Spearmint 80% carvone	Chinese	n/a
Chamomile (German)	German blue	\$670/kg
	Morocco (wild)	\$460/kg

Product	Origin/Grade	Prices per KG
	Egypt (blue)	\$1,000/kg
Chamomile (Roman)	UK	\$560/kg
Sage	Croatia	\$105/kg
Rosemary	Portugal/Spain/Tunisia	\$55
	Spain	\$68/kg drum
	France	\$75
Marjoram	Spain (wild)	\$190/kg
Thyme	Spain	\$67/kg

Perfumery Oils

Product	Origin/Grade	Prices per KG
Eucalyptus globulus & other high cineole types	China	\$13/kg container; \$25/kg
	Australian	\$44/kg
	China	\$38/kg 1kg lots
	Madagascar	\$31/kg
Eucalyptus citriadora	China	\$28/kg
	Madagascar	\$25/kg
Litsea cubeba	Spain	\$22/kg
	China	\$21/kg container
Ylang ylang	Comores: Extra S	n/a
	Comores : Première	\$225/kg
	Comores : Deuxième	\$180/kg
	Comores : Troisième	\$95/kg
	Comores: Complet	\$150/kg 1 kg lots
	Madagascar (grade II)	\$80/kg
Ylang (cananga)	Indonesia	\$57/kg 1 ton lots
Patchouli	Indonesia min 32% pa, light	\$72/kg 1 ton lots
	Indonesia min 30% pa, light	\$68/kg
	Indonesia min 28% pa, light	\$66/kg
	Indonesia	\$75/kg drum
Rose	Bulgaria	\$5,750/kg
Geranium	Egypt	\$125/kg
	Egypt	\$120/kg
	China	\$165/kg container
	Egypt	\$110/kg container
	Madagascar	\$310/kg
Rose Geranium	Madagascar/France	\$210/kg
Niaouli (Cineole 1,8) (Malaleuca quinquenervia type I)	Madagascar	\$16/kg
Niaouli Viridiflora (Malaleuca viridiflora type II)	Madagascar	\$20/kg
Petitgrain	Paraguay	\$35/kg drum
Sandalwood	India	\$2,900/kg
	East Indies	\$2,500/kg
	Australian	\$1,680/kg
Cedarwood	USA	\$52/kg
	China	\$13/kg container; \$32/kg
Frankincense	Somalia/France	\$250/kg
	India	\$120/kg
Citronella	Indonesian	\$18/kg container; \$23/kg
	Sri Lanka	\$40/kg container
	China	\$18-20/kg container
Lemongrass	Indian	\$16/kg container; \$35/kg

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Product	Origin/Grade	Prices per KG
	Madagascar (C. giganteus)	\$55/kg
Palmarosa	Indian	\$41/kg
Vetiver	Indonesian	\$105/kg container; \$120/kg
	Indonesian	\$145/kg rectified
	China	\$85/kg container
Tea Tree	Australia	\$44/kg;
	Australia, lemon scented	\$140/kg
Guaiacwood	Paraguay	\$25/kg drum
Fennel, bitter	Spain	\$84/kg
Juniperberry	India	\$120/kg
Myrrh	India (extract)	\$133/kg
	India (distilled)	\$270/kg

Price Information

Organic essential oils

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Spice Oils

Product	Origin/Grade	Prices per KG (US\$)
Clove bud	Indian	\$140/kg
Clove leaf	Indian	\$80/kg, container
Cinnamon bark	Sri Lankan	\$240/kg
Cinnamon leaf	Sri Lankan	\$150/kg
Nutmeg	Indonesian	\$165/kg
Ginger		\$315/kg
	India	\$170/kg drum

Spice Seed Oils

Product	Origin/Grade	Prices per KG
Star Anise	China	\$190/kg
Cumin seed	Egypt	\$96/kg

Citrus Oils

Product	Origin/Grade	Prices per KG
Orange (sweet)	Italian (c/pressed)	\$42/kg
Orange (bitter)	Italian (c/pressed)	\$135/kg
Bergamot	Italy (c/pressed)	\$208
Lemon	Italian (c/pressed)	\$65/kg
	Italian (c/pressed)	\$71/kg
	Argentina	\$75
Mandarin (red)	Italy	\$210/kg
Mandarin (green)	Italy	\$200/kg
Petitgrain (C. aurantium)	Paraguay	\$65/kg

Herb Oils

Product	Origin/Grade	Prices per KG
Basil	Egypt	\$150/kg
	India	n/a
Lavender	France	\$225/kg
Lavandin	French Grosso	\$52/kg
Mint, peppermint	USA	\$95/kg
	India	\$65/kg drum
Mint, Cornmint	India, mentha arvensis	\$55/kg
Mint, spearmint, M. spicata	USA	\$120/kg
Chamomile (German)	Nepal	\$705/kg
	India	\$1,250/kg
Chamomile (Roman)	Hungary	\$950/kg
Sage	Croatia	\$120
Rosemary	Spain	\$100
	Tunisia	\$25/kg
Marjoram	Spain	\$225/kg
Thyme	Hungary	\$320/kg
	India	\$65/kg
Fennel	India	130/kg

Perfumery Oils

Product	Origin/Grade	Prices per KG
Eucalyptus radiata & other high cineole types	China	\$64/kg
E. globulus	India	\$45/kg (60%)
	India	\$50/kg (80%)
E. polybractea	Australian	\$145/kg
E. smithii	South Africa	\$80/kg
Eucalyptus citriodora	Brazil	\$56/kg
	India	46/kg
Litsea cubeba	Spain	\$35/kg
Ylang ylang	Comores: I	\$240/kg
	Comores : II	\$190/kg
	Comores : III	\$220/kg
	Comores: Complet	\$350/kg
Patchouli	Indonesia	\$165/kg;
Geranium	Egypt	\$295/kg 1 kg lots
Sandalwood	Sri Lanka	\$2,750/kg 1 kg lots
Cedarwood	USA	\$67/kg
Naouli		\$100/kg
Ravinsara	Madagascar	\$120/kg
Frankincense	Somalia/France	\$560/kg 1 kg lots
	India (B. serrata)	\$78/kg drum
Pine (P. silvestris)	Hungary	\$190/kg
Citronella	Sri Lanka	\$100/kg
	India	\$32/kg drum
Lemongrass	Nepal	\$40/kg
Palmarosa		\$80/kg
	India	\$70/kg
Vetiver	Indonesian	\$250/kg 1 kg lots
	Indian	\$350/kg

Product	Origin/Grade	Prices per KG
Tea Tree	Australia	\$85/kg;
	Australia, lemon scented	\$240/kg
Fennel, sweet	Bulgaria	\$160/kg
Juniperberry	India	\$150/kg
Myrrh	Africa	\$1,900/kg

Suppliers of Equipment

Suppliers to the African market

The distillation and extraction industry in Africa is relatively small and localised outside of the North African centers of Egypt and Morocco, and Southern Africa (South Africa, Swaziland). New entrants to the industry can find it hard to identify suppliers of equipment (stills, condensers, extractor vessels etc) in stainless steel, steam boilers, and other necessary materials (drums, jugs, filter papers etc).

The development of the industry in Africa would benefit greatly if there was greater sharing of information on the location of suppliers. New entrants would find it easier to identify necessary suppliers, and the concentration of orders on particular suppliers would encourage the development of skills and expertise – this is particularly necessary in the areas of fabrication of stainless steel vessels and condensers.

Some contacts of companies involved in the manufacture of distillation/extraction equipment or the capability to do so (primarily the capability to work with stainless steel) or supply of materials based in East Africa are given below.

The Newsletter would welcome information from Readers on other suppliers of relevant equipment and materials from all regions of Africa, so that the listing can be expanded. Please send any information to marketinsider@intracen.org

The contacts are provided as a service only. NO RECOMMENDATION IS IMPLIED.

1. MANUFACTURE OF STAINLESS STEEL DISTILLATION EQUIPMENT:

Kenya

ASL – Heavy Fabrication Division
Ramco Industrial Park
Mombassa Road
PO Box 18639-00500
Nairobi. Kenya
Tel: +254 20 821567/820296/820394
Fax: +254 20 820169/651893
bm@heavyfab.co.ke
Attn: Mr Ve Balamurali, General Manager

Warren Enterprises Ltd
PO Box 8251
Nairobi. Kenya
Tel: +254 20 8561 932/3/4
Fax: +254 20 8561 013
Attn: Mr S Ramaswamy, Managing Director

Morris Steel & Company
Mogadishu Road
PO Box 18310
Nairobi. Kenya
Tel: +254 20 533 627
Attn: General Manager

Uganda

Specialised Welding Services (previously Kasise Kleinsmedie Uganda Ltd)

Jinja Road, Plot 96
PO Box 40115
Nakawa Vocational Training Center
Kampala
Uganda
Tel: +256 (776) 405060/405070/405080
+256 (772) 227 003 (Samantha Moray)
sam.moray@sws.co.ug
Attn: Samantha Moray, General Manager
www.sws.co.ug

Madagascar

Societe Aris Trading
Lot VB 81X Ambatoroka
101-Antananarivo. Madagascar
Tel: +261 20 24 264 96
Fax: +261 20 22 290 24
aristrading@freenet.mg
Attn: Mr James Davidson

ATICOM
Lot IT 91A Itaosy
102 Antananarivo – Atsimondrano. Madagascar
Tel: +261 32 07 744 34
orasatajoso@yahoo.fr
Attn: Josoa Andriamorasata

South Africa:

EDESA
PO Box 123
Riebeeck Kasteel 7306
Western Cape. South Africa
Tel: +27 (82) 334 3324
info@edesa.co.za
Attn: Werner Bester
Manufacture of distillation equipment and sales of used equipment.

BENCO PLANT & ENGINEERING (PTY) Ltd
159 Van Eeden Crescent, Rosslyn, Karin Park
P O Box 59. Pretoria, Gauteng. South Africa
Tel: +27 (12) 541-0398
Fax: +27 (12) 541-0399
Attn: Sloam Durbach
Manufacturer of distillation equipment and steam boilers

POWERSAVE
PO Box 699
Hilton 3245. South Africa
Tel (cell): +27 82 493 8670
Fax: +27 33 34 33 755
Attn: Greg Rowe
gregrowe@telcomsa.net
Manufacture of steam distillation plants

Henry S Komar & Associates CC

2 Hebel Road, Roodepoort, Gauteng, South Africa
Postal address: PO Box 994, Honeydew 2040, South Africa
Tel: +27 11 760 2718
Fax: +27 11 760 1079
Attn: Stan Kumar, CEO
info@komar.co.za; sales@komar.co.za
www.komar.co.za

Manufacture of stainless steel distillation and processing equipment.
Also sales of secondhand equipment.

THE PROCESS TEAM CC
37 Nelson Road, Amanzimtoti
Kwa-Zulu Natal 4126. South Africa
Attn: Peter Myburg

Design and manufacture of stainless steel distillation equipment.

2. SUPPLIERS OF STEAM BOILERS

Madagascar

ARTICOM
Lot IT 91A Itaosy
102 Antananarivo – Atsimondrano. Madagascar
Tel: +261 32 07 744 34
morasatajoso@yahoo.fr
Attn: Josoa Andriamorasata

ARTICOM make a simple, low pressure, wood fired steam boiler.

Kenya:

Industrial Boiler Products Co. Ltd.
Kampala Road, Industrial Area
Nairobi, Kenya.
+254 733 700175
mail@industrialboilerproducts.co.ke
peter.fernandes@industrialboilerproducts.co.ke
Peter Fernandes
www.ibp.co.ke
Indian manufactured steam boilers; biomass fired.

Boiler Consortium Africa (BCA) Ltd
PO Box 60780. Nairobi. Kenya
Tel: +254 20 557837/ 536793/ 4349310
Tel: +254 722 750131/ 703511/
Fax: +254 20 735 331177
Barry Corlines
info@boilersafrica.com
www.boilersafrica.com

BCA design, manufacture and commission boilers, included wood fired steam boilers, and are agents for Riello in East Africa.

South Africa:

Combustion Technology South Africa
PO Box 30047. Tokai, 7966 Cape Town, South Africa

Tel: +27 21 715 3171
Fax: +27 21 715 6297
www.combustiontechnology.co.za

Combustion Technology are the exclusive Southern African distributors of Riello burners and Garioni Naval Boilers.

BENCO PLANT & ENGINEERING (PTY) Ltd
159 Van Eeden Crescent, Rosslyn, Karin Park
P O Box 59. Pretoria, Gauteng. South Africa
Tel: +27 (12) 541-0398
Fax: +27 (12) 541-0399
Attn: Sloam Durbach
Manufacturer of distillation equipment and steam boilers

CAPE BOILER
16 Natal Street, Parden Island, Cape Town, South Africa
Tel: +27 21 511 6652
Fax: +27 511 4415
Attn: Mr Nic Kellerman

India:

Firetech Boilers Pvt Ltd
FIRETECH HOUSE, No.211, 2nd Cross, 38th Main,
B.T.M Layout, 2nd Stage, Bangalore 560 068. India
Tel: +91-80-6683686; Fax: +91-80-6683921
Email: firetech@vsnl.net
Manufacture of wood fired steam boilers. Indian manufacturer, but has supplied boilers to Africa.

Austria:

Binder GMBH
Mitterdorferstr. 5
8572 Barnbach
Austria
Email: office@binder-gmbh.at
Tel: +43 3142 22544-0
Fax: +43 3142 22544-16
www.binder-gmbh.at

Binder Agents in UK:
Wood Energy Ltd, Severn House, 1-4 Fountain Court, Bradley Stoke, Bristol. BS32 4LA
www.woodenergyltd.co.uk

Kohlbach Group
Grazer StraBe 23
A-9400 Wolfsberg
Austria
Email: office@kohlbach.at
Tel: +43 4352 2157-0
Fax: +43 4352 2157-290
www.kohlbach.at

USA:

Hurst Boiler & Welding Company, Inc.
100 Boilermaker Lane
Coolidge, GA 31738-0530

USA
Phone: +1 229-346-3545
Fax: +1 229-346-3874
Email: info@hurstboiler.com
www.hurstboiler.com

3. SUPPLIERS OF MATERIALS AND EQUIPMENT

(a) Forklift trucks/pallet trucks

Forktruck Solutions
16 Kiewiet Close, Okavango Park, Brackenfel 7560, Cape Town. South Africa
Postal address: PO Box 3221, Durbanville 7551. South Africa
Tel: +27 21 982 1142 and +27 21 981 2649;
Cell: +27 83 2848 557
Fax: +27 21 982 1141
Attn: Dirk van der Westhuizen
dirk@forktrucksolutions.co.za
www.forktrucksolutions.co.za

Sales and rental of new and used forklift trucks. Also pallet jacks/stackers and range of other warehouse equipment.

(b) Hoists and lifting equipment

Blue Cranes,
Crane House, 10 Mansell Road, Killarney Gardens, Minerton, Cape Town, South Africa
Postal address: PO Box 702, Melkbosstrand 7437. South Africa
Tel: +27 21 556 0498/9
Fax: +27 21 556 0486
Attn: Mr Kobus Steyn
joseph@bluecranes.co.za
www.bluecranes.co.za

Manufactures full range of hoists, beam girder cranes and lifting equipment. Sole supplier of Liftket electric chain hoists and wire rope hoist units. Repairs and spare parts supply service. Supply of associated slings, chains, blocks etc.

(c) Essential oil drums:

Greif supply a range of steel and coated drums, and are present in 45 countries around the world.

Greif Kenya Ltd
Box9036 - Unga Street
Shimanzi – Mombasa. Kenya
Tel: +254 41 2495591
Fax: +254 41 2494038
pascal.wanyonyi@greif.co.ke
Attn: Pascal Wanyonyi

Greif Nigeria Ltd
Apapa, Nigeria
Phone +234 (01) 587 0866
Fax +234 (01) 587 3084
vanleer@linkserve.com.ng
Attn: Olukunle Obadina,

Greif South Africa Ltd

Vanderbijlpark, South Africa
Phone +27 (0) 16 930 1100
Fax +27 (0) 16 930 1106
carl.williams@grief.com
Attn: Carl Williams
Website: www.greif.co.za

Greif Mozambique
Maputo, Mozambique
Phone +258 21 720153
Fax +258 21 720724
vanleer@vironn.com

Greif Egypt
Cairo, Egypt
Phone +20 2588 1110

Fax +20 2593 3889
E-mail: koracons@link.com.eg
Attn: Ayman Korra

Greif Algeria
Arzew, Algeria
Phone + 213 41473723 / + 213 41473724
Fax + 213 41473730
Mohamed.Gherbi@Greif.com
Attn: Mohamed Gherbi

China:

Guangzhou New Jinrong Coopery Co. Ltd.

No.7 Huancui xi road
Cuishanhu new district
Kaiping
Guangdong, China
Ms. Lucinda Lux
Tel : +86 159 14338971,+86 18620468156, 0750-2889978
Fax: +86 7502889978
Email: newjinrong@163.com; paul_chew@163.com
SKYPE: xpyllj74

India:

Al-Can Exports Pvt Ltd

Sheetal Industrial Estate, Kashimira Road,
Bhayander East District,
Thane 401 105
India.
Tel: +91 22 2819 3122
Fax: +91 22 2814 2477
Email: info@alcanexports.com
Large range of aluminium flasks and bottles.

France:

Tournaire SA

70, Route de la Paoute
Le Plan.
BP 71004
06131 Grasse Cedex

France
Tel: +33 493 09 34 34
Fax: +33 493 09 34 00
Email: tournaire@tournaire.fr
Tournaire do a very wide range of aluminium bottles.

(d) Secondhand/used equipment

Secondhand equipment, particularly stills and condensers, can represent very good value. Details are given for 2 companies which have experience of shipping worldwide, and sometimes have distillation equipment in stock.

Perry Process Equipment Ltd
Station Road
Aycliffe Business Park
Newton Aycliffe
County Durham. DL5 6EQ. UK
Phone: +44 1325 315111
Fax: +44 1325 301496
info@perryprocess.co.uk
Website: www.perryprocess.co.uk

Perry Process Equipment is the European headquarters of the Perry Group of companies, which has operations around the world and is one of the world's largest dealers in secondhand process equipment.

Centriplant Ltd
Littlemead Industrial Estate
Alfold Road
Cranleigh
Surrey. GU6 8ND
UK
Phone: +44 (01483) 271507
Fax: +44 (01483) 278183
Contact: Mark Williams markw@centriplant.co.uk
Website: www.centriplant.co.uk

Centriplant has distillation plants on an occasional basis, but always have a range of stainless steel tanks, and bottling/packing lines that could also be of interest to producers.

Events Calendar

Vivaness

11-14 February 2015. Nuremberg, Germany

www.vivaness.de

Natural Products Export West

4-8 March 2015. Anaheim, CA. USA

www.expowest.com

Worldfood Warsaw 2015

14-16 April 2015. Warsaw, Poland

www.worldfood.pl

Intercharm Professional

16-18 April 2015. Moscow, Russia

www.intercharm.ru

FlavourTalk Singapore 2015

28-29 April 2015. Singapore

www.flavourhorizons.com/flavourtalk-singapore-april-2015/

FEMA 2015 Annual Convention

3-6 May 2015. Naples. FL. USA

www.femaflavor.org

AnuFood 2015

14-16 May 2015. Istanbul, Turkey

www.anuga.com

Thaifex – World of Food Asia

20-24 May 2015. Bangkok, Thailand

www.anuga.com

International Exhibition of Raw Materials for Perfumery

10-11 June 2015. Paris, France

www.parfumeurs-createurs.org

Biorefinery for Food, Fuels & Materials 2015 Symposium

15-17 June 2015. Montpellier, France

www.bffm2015-congress.eu

Cosmetics & Toiletries Summit

22-23 June 2015. Philadelphia. PA. USA

<http://summit.cosmeticsandtoiletries.com>

IFT 2015 (Institute of Food Technologists)

11-15 July 2015. Chicago, USA

www.ift.org

IFEAT 2015

27 Sept to 1 October 2015. Colombo, Sri Lanka

www.ifeat.org

Anuga 2015

10-14 October 2015. Cologne. Germany

www.anuga.com

Flavorcon 2015
15-15 November 2015. Atlantic City, USA
www.flavorcon.com

Fi Europe & Ni 2015
1-3 December 2015. Paris, France
www.foodingredientsglobal.com/en/europe/home

World Perfumery Congress 2016
13-15 June 2016. Florida, USA
<http://wpc.perfumerflavorist.com>