

## ESSENTIAL OILS AND OLEORESINS MARKET INSIDER



Wooden stills, for distillation of cinnamon leaf oil, Sri Lanka

December 2015 Report

# Market Insider

Report prepared for ITC's Market Insider by:

Mr Steve Caiger [steve.caiger@highvaluehorticulture.com](mailto:steve.caiger@highvaluehorticulture.com)

Building awareness and assisting developing countries with access to trade and market information has been at the heart of the International Trade Centre (ITC) work. The Market Insider is a newly branded global public goods service built on a "blog" interface to provide just-in-time content on market prices and industry developments focusing on forward-looking intelligence in anticipation of market opportunities, market dynamics, quality issues, trade events and sector-specific intelligence on commodities of interest to developing countries.

No part of these reports may be reproduced, stored in a retrieval system, or transmitted in any form or by any means without the prior permission of the MI/ITC Geneva.

Market Insider information is available free of charge to trade support institutions, enterprises and research institutions in developing and developed countries.

Please log on to:

<http://www.intracen.org/market-insider>

<http://www.marketinsider.org>



@ITCMktinsider

**Copyright © Market Insider/ITC 2015. All rights reserved**

## Index

Price Information .....	9
Conventional essential oils .....	9
Spice Oils .....	9
Spice Seed Oils .....	9
Citrus Oils .....	10
Herb Oils.....	10
Perfumery Oils.....	11
Price Information .....	13
Organic essential oils .....	13
Spice Oils.....	13
Spice Seed Oils .....	13
Citrus Oils .....	13
Herb Oils.....	14
Perfumery Oils.....	14

### **Firmenich's biotechnology Clearwood ingredient wins industry innovation prize**

Building on its long-term commitment to world-class research, Firmenich is proud to announce that its perfume ingredient CLEARWOOD® was recently awarded the first prize for innovation at Sepawa's 2015 Award Ceremony, in Fulda, Germany. One of our industry's largest and most prestigious associations in Europe, the annual Sepawa Innovation Awards recognize the most innovative breakthroughs in cosmetics, detergent and perfume applications.

"Issued from our White Biotechnology platform, CLEARWOOD® was commended for its sustainable nature, its versatility as a perfume ingredient, and its unique olfactive profile," said Geneviève Berger, Firmenich Chief Research Officer. "This important recognition demonstrates once again our unique ability to deliver a breakthrough ingredient to the fragrance and flavor industry for the benefit of our customers."

"At the heart of Firmenich is our drive to constantly pioneer new extraordinary ingredients to offer unique olfactive experiences" says Boet Brinkgreve, President, Ingredient Business Unit, Firmenich. "This prestigious award is testament to our commitment to deliver memorable Fragrance experiences, while protecting the best that nature can offer," emphasizes Boet.

"The introduction of CLEARWOOD® opens a wealth of creative possibilities to Fine Fragrance creation," said Harry Fremont, Master Perfumer Firmenich. "This breakthrough ingredient is revolutionizing how perfumers play with the patchouli character, to create totally new modern fragrance creations for men and women."

Firmenich is recognized for its industry-leading commitment to research, as it invests 10% of its turnover annually to drive breakthrough science. Its technology platforms cut across ingredient creation for unique taste and smell experiences; delivery technologies to delight consumers where and when they want; or taste modulation to contribute to healthier diets through reduced sugar, salt or fat levels. The Group's global research team runs four critical centers of excellence in Geneva, Switzerland; Princeton, United States; Shanghai, China; and Gujarat, India. Also, it works in close collaboration with a network of open innovation partners, including leading academic institutions worldwide as well as cutting edge start-ups.

Source: Firmenich

### **Firmenich continues to invest in its Naturals Together programme to support producers of natural products for the flavours and fragrance industry**

Building on its long-term commitment to the responsible sourcing of Naturals, Firmenich is proud to announce a series of films telling the unique stories of its most treasured Natural ingredients. The films bring to life the long-term partnerships Firmenich has built with the communities who cultivate its Naturals and its creators who magnify them into world-class flavor and fragrance experiences. To view the campaign visit: [www.firmenich.com/naturalstogether](http://www.firmenich.com/naturalstogether)

"Our industry relies on smallholder farmers around the world to grow the natural ingredients for flavors and fragrances which enhance our daily lives," said Gilbert Ghostine, Firmenich CEO. "Our 'Naturals Together' initiative is about ensuring that Firmenich not only protects the best that nature can offer, but also shares its know-how to improve farmers' livelihoods, while fostering biodiversity. This campaign is evidence of how we are strengthening new and existing links between farmers, producers, Firmenich creators and our customers all along our value chain."

In celebration of the launch, Firmenich gathered its Naturals Together partners from across four continents in a forum dedicated to shaping a sustainable future for Naturals, while positively impacting the lives of local farmers. Held in New York City, the event served as the world-premiere

for the 'Naturals Together' films as well as a platform for a panel discussion featuring industry experts.

The presentation of the first-ever Firmenich "Source and Soul Awards" and an immersive sensory experience rounded out the event, where guests experienced the "Source and Soul" of Firmenich Naturals. Both Gigi Chan Hoi Mi, of Authentic Products, Madagascar; and Aga Sekalala, of Uvan, Uganda, were recognized for their dedicated humanitarian work with local vanilla growers in their respective countries. The sensory experience encompassed a smelling and tasting session of a wide range of exquisite raw materials, including vanilla, mint, rose, orange flower, vetiver, and jasmine, personally presented by 15 of Firmenich's local partners.

### **About 'Naturals Together'**

At Firmenich, we source and craft for our creators and the market, the most precious, innovative and sustainable natural ingredients. This represents 150 species, supplied by 100 producers, locally sourced in 40 countries. Contributing to the livelihoods of 250,000 families. More information about Naturals Together is available at [www.firmenich.com/naturalstogether](http://www.firmenich.com/naturalstogether)

Source: Firmenich

### **Sustainability award**

Dr. Béangère Magarinos-Ruchat, Vice President Sustainability Partnerships at Firmenich, received this year's Ethical Corporation's "Head of Sustainability of the Year" award at its annual Responsible Business Awards ceremony in London. Firmenich CEO Gilbert Ghostine said: "Firmenich has a 120 year heritage of leading its business responsibly and with the highest ethical standards. Béangère's unwavering commitment to sustainability has touched the lives of countless people around the world. She deserves this honor and we are very proud of her."

"Firmenich is a family-owned company with strong values and publically committed to sustainable development for more than 25 years", added David Shipman, Group Vice President, Corporate Compliance and Sustainability. "The company has been a thought leader in all pillars of sustainability, not only reducing its environmental footprint but also generating positive social impact in areas ranging from hygiene and sanitation to health and nutrition".

Upon receiving the award, Dr. Magarinos-Ruchat said: "I truly believe in inclusive growth; in embedding sustainability into a company's core business. Throughout my career, I have worked with public and private organizations who understand that sustainability is not a trend, but a way to do business with a long-term focus. I am proud to share this award with my 6,500 colleagues, as well as the Firmenich clients who are making a difference in the world every day." Dr. Magarinos-Ruchat joined the United Nations System Staff College in 1998 where she led the Partners in Action Program working in more than 20 countries. In 2004 she joined the Global Alliance for Improved Nutrition, where she was the Director of Partnerships. In that position she created the GAIN Business Alliance, a global network of Food and Beverage companies interested in nutrition issues. She joined Firmenich in 2010 where she leads Sustainability Partnerships. Dr. Magarinos-Ruchat has a PhD in International Relations from the Maxwell School of Citizenship and Public Affairs at Syracuse University, New York, as well as a postgraduate in Public Private Partnership Management from Cambridge University and a postgraduate in Social Innovation from Stanford. She serves as the Chair of the Swiss Chapter of the United Nations Global Compact Network and sits on the Investment Committee of the Livelihood Fund as well as the Steering Committee of the Toilet Board Coalition.

Recognized as a thought-leader in Sustainability, Firmenich ranked among the top 121 global organizations in the CDP Supplier Climate Performance Leadership Index in 2014; was the proud recipient of the international Robert W. Campbell Award in 2012, the highest and most prestigious global safety award; and was named "Best Private Company" by Ethical Corporation in 2011. Also, in the past year, Firmenich co-authored two sustainability case studies with the Wharton School of Business.

Source: Firmenich

## **India's cosmetics market continues to show very strong growth**

India's cosmetic market is estimated to be growing at 17% per year, and this is expected to be maintained over the next 5 years, with the market more than doubling in size by 2021. The cosmetics market comprises the following categories: skin care, hair care, fragrance, deodorant, colour cosmetics (.ie. mascara, blusher etc.) and oral care.

Source: GCI Magazine

## **German chamomile prices continue to rise**

German chamomile prices have risen substantially this year, driven by poor harvests and the decision by Nepal to replace chamomile plantings with food crops.

Increased volumes of coriander seed oil coming to the market

Increased production areas, and favourable weather conditions during the growing season and harvest have resulted in increased supplies of coriander seed oil, and consequent easing of prices from the historic highs of 2014/15.

## **Coty to buy Hypermarcas**

Coty has announced that it has entered into a definitive agreement to acquire the personal care and beauty business of Hypermarcas S.A. for approximately US\$1.0 billion (R\$3.8 billion) in cash. The transaction will be funded with a combination of cash on hand and available debt facilities. The Beauty Business is a US\$253.5 million (R\$977.5 million) net revenue business as of 2014, with an offering of brands that hold leading positions in the highly competitive Brazilian beauty and personal care market, which is the third largest in the world. Brands that COTY would acquire include:

- Monange – a multi-category personal care brand (body care, hair care, female deodorant)
- Risqué – the market leader in nail polish in Brazil
- Bozzano – the market leader in men's care in Brazil
- Paixão – largest skin care brand in Brazil
- Biocolor – a best-selling hair colorant in Brazil

The Beauty Business comprises state of the art manufacturing and distribution facilities in the state of Goiás, with critical mass go to market capabilities complemented by a proven management team. As a result, it provides an excellent platform to integrate the existing small COTY business as well as the larger Procter & Gamble Specialty Beauty business in Brazil. The latter is expected to be merged into COTY in the second half of calendar 2016, subject to regulatory clearances and other customary closing conditions.

Bart Becht, Interim CEO and Chairman of COTY, commented: "We are excited to announce the acquisition of the Beauty Business of Hypermarcas, a leading beauty and personal care business in one of the world's most important retail markets. We expect that the strength of the brands, the impressive leadership team and its robust infrastructure will enhance COTY's competitive position and very much complement our contemplated merger with the P&G Specialty Beauty Business. Today's announcement is another step in our progression towards creating a pure-play global leader and challenger in Beauty." The transaction is subject to regulatory clearances and other customary closing conditions. The transaction is expected to be closed in two stages by end of March 2016.

### **About Hypermarcas**

Founded in 2001, Hypermarcas is Brazil's national champion in pharmaceutical products. The company has 14% market share in units, ranking #1 in the market. It competes in all relevant segments of the sector, with leadership positioning in several of them. The company is #1 in OTC drugs, with about 13% market share. It has leadership in segments such as flu symptoms, pain relief, antacids, among others. Its brands are widely traditional, established in the market for many years. In some cases, they are category icons, such as Benegrip, Engov, Rinosoro, Epcocler, Estomazil, Atroveran, Alivium, Tamarine, among others. In addition, the company is #1 in branded generics,

with the Neo Química brand, which also ranks #3 in pure generics. In RX drugs, the company has a portfolio of well-established brands in several markets, such as Predsim, Celestamine, Maxsulid, Diprospan, Mioflex-A. This segment is supported by a field team which visits more than 150,000 doctors monthly.

Hypermarcas also has leadership in other Consumer Health markets, such as #1 in condoms, with about 55% market share, under brands Jontex, Olla and Lovetex; #1 in nutritionals, with more than 50% market share, under brands Zero-Cal, Finn and Adocyl; #2 in dermocosmetics, sharing the leadership, under the Mantecorp Skincare brand. The strength in the pharmaceutical market is based upon large-scale, low-cost operations, with one of the biggest drug manufacturing plants in the world. In addition, the company has robust distribution, both in the drugstore chains channel, as well as in traditional stores, reached by means of unique, exclusive distributors. This operating platform is supported by high marketing investments and an aggressive innovation policy, with continuous launches of new products. For more information on Hypermarcas, please visit [www.hypermarcas.com.br](http://www.hypermarcas.com.br)

Source: Coty Inc.

### **Global Fragrances, Perfumes Market To Reach US\$45.6B by 2018**

A report by Global Industry Analysts expects the global fragrances and perfumes market to reach about US\$45.6 billion by 2018, driven primarily by growth in under-penetrated emerging markets and innovative product launches as well as relatively new growth areas such as men's fragrance. According to the research report "Fragrances and Perfumes" developed regions have matured market profiles for fragrances and perfumes driven by the growing aging population, which uses perfumes and fragrances less than younger groups. However, the report added that the "feel good factor" associated with fragrances and perfumes coupled with increasing demand from young men and women, the men's fragrance segment, new product innovation and growing popularity of celebrity fragrances are the major factors triggering growth in the maturing markets.

Meanwhile, growth from developing regions including Asia-Pacific and Latin America is expected to be very strong, which analysts predict will be the single largest factor propelling the fragrances market in the coming years. By segment, women's fragrance have been traditionally leading the overall market and is expected to continue to generate strong demand over the coming years thanks to innovative products. Following the change in perceptions towards the importance of male grooming and smelling good, the men's fragrance segment is expected to exhibit greater growth than ever before. In addition, the growing importance of grooming among teenagers and young adults is also expected to boost market prospects in the coming years.

# Product and Market Notes

---

## Petitgrain essential oil production - Paraguay

### Petitgrain Oil from Paraguay<sup>1</sup>

Petitgrain oil from Paraguay (*Citrus aurantium* L. var. Paraguay, syn. *Citrus aurantium* var. *bigaradia* Hook f.) is widely used in fragrance products – perfumery and cosmetics. It is known for its characteristic sweet, woody-floral citrus odour. It is also widely used in aromatherapy applications – for depression, anxiety, sleeplessness as well as anti-microbial uses against acne, and infections of the feet. It is listed in the UK, USA and EU Pharmacopeia, and in the international standard ISO 3064:2000. The natural oil has no synthetic substitute due to its balanced composition of terpenes, esters, and sesquiterpenes, a composition which is fundamental to its use within the fragrance industry.

Paraguay is the major producer of petitgrain oil. The key production area is the Oriental Region of Paraguay – where 80% of production comes from cultivated crop, and the balance of 20% from wild harvest. San Pedro department accounts for around 90% of production, followed by Canindeyu, Cordillera and Caazuzu.

Total production of Paraguay petitgrain oil is around 200 tonnes per year, accounting for around 80% of global production, with almost all production being exported. Total value of the oil trade is around US\$ 8 million.

Petitgrain oil is produced by steam distillation of harvested leaves and twigs from the bitter orange tree. Trees are grown from seed, with the first harvest after around 5 years. Trees have a productive life of 35 to 40 years. Farmers manage the trees to keep the maximum height within 2 meters to make harvesting and management easier. Typically 2 harvests a year are taken, although harvesting can be undertaken all year around. 70-80% of the total annual harvest is carried out between October and February, with the balance between April and June.

Distillation is generally carried out on-farm, using wooden stills holding around 400 kgs of leaves. Stills are often shared between farmers. Leaves yield between 0.30 to 0.35% oil, the major components of which are linalool and linalyl acetate.

Production of petitgrain oil is based on smallholder production. It is estimated that around 15,000 families depend in part on the sector. Typical plantings are around 1 to 2 ha, and the crop is used as a cash crop, providing income when no other alternative crops are available.

---

<sup>1</sup> Based on IFEAT Socio-Economic Study, December 2015.

# 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	\$21/kg 200kg lots
	Indian	\$84/kg 1 kg lots
	Madagascar	\$75/kg 1 kg lots
Clove stem	Indonesian	\$15/kg container
	India	\$50/kg
	Madagascar	\$36/kg 200 kg lots
Clove leaf	Indonesian min. 73%	\$11.00/kg, container
	Indonesian min. 80%	\$12.50/kg
	Indonesian min. 82%	\$13/kg
	Madagascar	\$17/kg
	Indonesian	\$46/kg
	Indonesia	\$18/kg container
Cinnamon bark	Sri Lankan 60/65%	n/a
Cinnamon leaf	Sri Lankan	\$70/kg 1 kg lots
	India	\$20/kg
Cassia bark	China	\$35/kg; \$70 1 kg lots
Black pepper	Sri Lankan	\$218/kg 1 kg lots
	Indian	\$125/kg; \$195 1 kg lots
Nutmeg	Indonesian (myristicin 7%)	\$30/kg
	Indonesian(myristicin 2%)	\$27/kg
	Indonesian (safrole free)	\$62/kg
Ginger	Chinese	\$105/kg
	Indonesia	\$95/kg
	Indian	\$80/kg
	Indonesia (red)	\$98/kg
Pimento leaf	Jamaican	\$140/kg
	Jamaican	\$90 container
Pimento berry	Jamaican	€210/kg
	Jamaican	\$154 1 tonne lots
Cardamom	Guatemala	\$185/kg container
		\$210/kg spot

### Spice Seed Oils

Product	Origin/Grade	Prices per KG (US\$)
Aniseed	China	\$13-16 CIF NW Europe; \$75/kg 1 kg lots
	India	\$25/kg
Star Anise	India	\$120/kg
Coriander seed	Russian	\$200/kg
Coriander herb	Russian	\$100/kg drum

Cumin seed	Egypt	\$285/kg 1 kg lots
------------	-------	--------------------

## Citrus Oils

Product	Origin/Grade	Prices per KG (US\$)
Orange (sweet)	Brazilian	\$16/kg; \$30/kg 1 kg lots
	Italy (b/orange c/pressed)	\$33/kg
	Brazil (pera)	\$7/kg container
Orange (bitter)	Italian (c/pressed)	\$45/kg
Bergamot oil	Ivory Coast/Italy	\$80/kg; \$135/kg 1 kg lots
Lemon	Italian	\$58/kg 1 kg lots
	Italian (c/pressed)	\$35
	Argentina	\$55-\$58/kg container
	Brazil	\$55/kg
Lime (distilled)	Italian	n/a
	Mexico/Peru	\$46/kg container; \$62/kg
Lime (cold pressed)		\$25/kg
Mandarin (red)	Italy	\$80/kg
Grapefruit (pink)	Argentina	\$42/kg; \$50/kg 1 kg lots
Grapefruit (white)	France	\$40/kg

## Herb Oils

Product	Origin/Grade	Prices per KG (US\$)
Basil	Comores	\$125/kg
	Egypt	\$82/kg; \$150/kg 1 kg lots
Lavender	Bulgaria	\$96/kg
	French	\$250/kg
	English	\$200/kg
	Russia	\$95/kg drum
Lavandin	French Grosso	\$30/kg
Spike Lavender	Spain	\$110/kg
Mints	Indian piperita	\$27/kg
	India, mentha arvensis crude, L-menthol 72%	\$13/kg
Menthol	Indian, bold crystals	\$19/kg
	Indian, medium crystals	\$15/kg
	China	\$18/kg
Peppermint menthofuran 3%	China	\$23.50/kg
Peppermint	China	\$15/kg container
Peppermint dementholised	Indian	\$13/kg
Menthone 80/20	Indian	\$16/kg
Menthone 90/10	Indian	\$19/kg
Spearmint 60% carvone	China	\$23/kg
Chamomile (German)	German blue	\$670/kg
	Morocco (wild)	\$450/kg
	Egypt (blue)	\$1,000/kg
Chamomile (Roman)	UK	\$1000/kg
Sage	Croatia	\$130/kg
Rosemary	Portugal/Spain/Tunisia	\$55
	Spain	\$68/kg drum
	France	\$78

Marjoram	Spain (wild)	\$210/kg 1 kg lots
Thyme	Spain	\$67/kg; \$85 1 kg lots

## Perfumery Oils

Product	Origin/Grade	Prices per KG (US\$)
Eucalyptus globulus & other high cineole types	China	\$13/kg container; \$35/kg 1 kg lots
	Australian	\$44/kg
	China	\$38/kg 1kg lots
	Madagascar	\$31/kg
Eucalyptus citriodora	China	\$49/kg 1 kg lots
	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	\$61/kg 1 ton lots
Patchouli - Indonesia	Sulawesi min 26% pa	\$48/kg
	Sulawesi min 30% pa	\$51/kg
	Sulawesi min 30% pa, light	\$52/kg
	Sumatra min 30% pa	\$62/kg
	Sumatra min 32% pa	\$67/kg
	Sumatra min 34% pa	\$72/kg
	Sumatra min 30% pa, light	\$64/kg
Rose	Bulgaria	\$5,750/kg
Geranium	Egypt	\$125/kg
	Egypt	\$120/kg
	China	\$155/kg
	Madagascar	\$310/kg
Rose Geranium	Madagascar/France	\$225/kg
Niaouli (Cineole 1,8) (Malaleuca quinquenervia type I)	Madagascar	\$16/kg; \$60/kg 1 kg lots
Niaouli Viridiflora (Malaleuca viridiflora type II)	Madagascar	\$20/kg
Petitgrain	Paraguay	\$58/kg drum; \$98/kg 1 kg lots
Sandalwood	India	\$2,900/kg
	East Indies	\$2,500/kg
	Australian	\$2,025/kg
Cedarwood	USA	\$52/kg
	China	\$13/kg container; \$50/kg 1 kg lots
Frankincense	Somalia/France	\$270/kg
Citronella	Chinese	\$18/kg container; \$23/kg; \$53 1 kg lots
	Sri Lanka	\$40/kg container
	Indonesia	\$16/kg
	Indian	\$18/kg
Lemongrass	Indian	\$16/kg container; \$37/kg 1 kg lots
	Madagascar (C. giganteus)	\$55/kg
Palmarosa	Indian	\$38/kg; \$130/kg 1 kg lots
Vetiver	Indonesian	\$180/kg; \$380/kg 1 kg lots
	Indonesian	\$190 rectified

Product	Origin/Grade	Prices per KG (US\$)
	Indonesian, molecular dist.	\$225/kg
Tea Tree	Australia	\$44/kg; \$90/kg 1 kg lots
	Australia, lemon scented	\$140/kg
Guaiacwood	Paraguay	\$25/kg drum
Fennel, bitter	Spain	\$97/kg
Juniperberry	India	\$120/kg; \$260/kg 1 kg lots
Myrrh	India (extract)	\$133/kg
	India (distilled)	\$270/kg; \$395/kg 1 kg lots

# Price Information

## Organic 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	Indian	\$150/kg
Clove leaf	Indian	\$75/kg
Cinnamon bark	Sri Lankan	\$420/kg
Cinnamon leaf	Sri Lankan	\$110/kg
Nutmeg	Indonesian	\$172/kg
Ginger		\$270/kg
	India	\$170/kg drum

### Spice Seed Oils

Product	Origin/Grade	Prices per KG
Star Anise	China	\$180/kg
Cumin seed	Egypt	\$90/kg

### Citrus Oils

Product	Origin/Grade	Prices per KG
Orange (sweet)	Italian (c/pressed)	\$36/kg
Orange (bitter)	Italian (c/pressed)	\$135/kg
Bergamot	Italy (c/pressed)	\$195/kg
Lemon	Italian (c/pressed)	\$60/kg
	Italian (c/pressed)	\$71/kg
	Argentina	\$75
Mandarin (red)	Italy	\$225/kg
Mandarin (green)	Italy	\$187/kg
Clementine	Italy	\$120/kg
Petitgrain (C. aurantium)	Paraguay	\$110/kg

## Herb Oils

Product	Origin/Grade	Prices per KG
Basil	Egypt	\$187/kg
	India	n/a
Lavender	France	\$210/kg
Lavandin	French Grosso	\$55/kg
Mint, peppermint	USA	\$90/kg
	India	\$65/kg drum
Mint, Cornmint	India, mentha arvensis	\$52/kg
Mint, spearmint, <i>M. spicata</i>	USA	\$112/kg
Chamomile (German)	Nepal	\$780/kg
	India	\$1,250/kg
Chamomile (Roman)	Hungary	\$1,500/kg
Sage	Croatia	\$240/kg
Rosemary	Spain	\$42/kg
	Tunisia	\$25/kg
Marjoram	Spain	\$330/kg
Thyme	Hungary	\$300/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	\$135/kg
E. smithii	South Africa	\$75/kg
Eucalyptus citriodora	Brazil	\$52/kg
	India	46/kg
Litsea cubeba	Spain	\$35/kg
Ylang ylang	Comores: I	\$225/kg
	Comores : II	\$180/kg
	Comores : III	\$210/kg
	Comores: Complet	\$330/kg
Patchouli	Indonesia	\$175/kg;
Geranium	Egypt	\$375/kg 1 kg lots
Sandalwood	Sri Lanka	\$1,950/kg 1 kg lots
Cedarwood	USA	\$63/kg
Naouli		\$97/kg
Ravinsara	Madagascar	\$275/kg 10 kg lots
Frankincense	Somalia/France	\$525/kg 1 kg lots
	India (B. serrata)	\$78/kg drum
Pine ( <i>P. silvestris</i> )	Hungary	\$190/kg
Citronella	Sri Lanka	\$100/kg
	India	\$63/kg
Lemongrass	Nepal	\$75/kg
Palmarosa		\$80/kg
	India	\$70/kg
Vetiver	Indonesian	\$450/kg 1 kg lots
	Indian	\$350/kg
Tea Tree	Australia	\$90/kg;

Product	Origin/Grade	Prices per KG
	Australia, lemon scented	\$225/kg
Fennel, sweet	Bulgaria	\$150/kg
Juniperberry	India	\$225/kg
Myrrh	Africa	\$1,800/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](mailto: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](mailto: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](mailto:sam.moray@sws.co.ug)  
Attn: Samantha Moray, General Manager  
[www.sws.co.ug](http://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](mailto: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](mailto: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](mailto: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](mailto: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](mailto:info@komar.co.za); [sales@komar.co.za](mailto:sales@komar.co.za)  
[www.komar.co.za](http://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](mailto: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](mailto:mail@industrialboilerproducts.co.ke)  
[peter.fernandes@industrialboilerproducts.co.ke](mailto:peter.fernandes@industrialboilerproducts.co.ke)  
Peter Fernandes  
[www.ibp.co.ke](http://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](mailto:info@boilersafrica.com)  
[www.boilersafrica.com](http://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](http://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](mailto: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](mailto:office@binder-gmbh.at)  
Tel: +43 3142 22544-0  
Fax: +43 3142 22544-16  
[www.binder-gmbh.at](http://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](http://www.woodenergyltd.co.uk)

Kohlbach Group  
Grazer StraBe 23  
A-9400 Wolfsberg  
Austria  
Email: [office@kohlbach.at](mailto:office@kohlbach.at)  
Tel: +43 4352 2157-0  
Fax: +43 4352 2157-290  
[www.kohlbach.at](http://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](mailto:info@hurstboiler.com)  
[www.hurstboiler.com](http://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](mailto:dirk@forktrucksolutions.co.za)  
[www.forktrucksolutions.co.za](http://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](mailto:joseph@bluecranes.co.za)  
[www.bluecranes.co.za](http://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](mailto: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](mailto: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](mailto:carl.williams@grief.com)  
Attn: Carl Williams  
Website: [www.greif.co.za](http://www.greif.co.za)

Greif Mozambique  
Maputo, Mozambique  
Phone +258 21 720153  
Fax +258 21 720724  
[vanleer@vironn.com](mailto:vanleer@vironn.com)

Greif Egypt  
Cairo, Egypt  
Phone +20 2588 1110 Fax +20 2593 3889  
E-mail: [koracons@link.com.eg](mailto:koracons@link.com.eg)  
Attn: Ayman Korra

Greif Algeria  
Arzew, Algeria  
Phone + 213 41473723 / + 213 41473724 Fax + 213 41473730  
E-mail: [Mohamed.Gherbi@Greif.com](mailto: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](mailto:newjinrong@163.com); [paul\\_chew@163.com](mailto:paul_chew@163.com)  
SKYPE: xpyllj74

**India:**

**Al-Can Exports Pvt Ltd**  
Sheetal Industrial Estate, Kashmirira Road,  
Bhayander East District,  
Thane 401 105  
India.  
Tel: +91 22 2819 3122  
Fax: +91 22 2814 2477  
Email: [info@alcanexports.com](mailto: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](mailto: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](mailto:info@perryprocess.co.uk)

Website: [www.perryprocess.co.uk](http://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 worlds 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](mailto:markw@centriplant.co.uk)

Website: [www.centriplant.co.uk](http://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

---

7<sup>th</sup> Annual Bio-Based & Sustainable Products Summit  
13-14 January 2016. San Diego, USA  
[www.infocastinc.com/events/biobased-chemicals](http://www.infocastinc.com/events/biobased-chemicals)

Cosme Tokyo 2016  
20-22 January 2016. Tokyo, Japan  
[www.cosmetokyo.jp/en/ex](http://www.cosmetokyo.jp/en/ex)

Cosme Tech 2016  
20-22 January 2016. Tokyo, Japan  
[www.cosme-i.jp/en](http://www.cosme-i.jp/en)

International Spice Conference  
21-24 January 2016. Goa, India  
[www.internationalspiceconference.com](http://www.internationalspiceconference.com)

American Spice Trade Association Annual Meeting  
10-13 April 2016. Scottsdale, AZ, USA  
[www.astaspice.org](http://www.astaspice.org)

Beauty Eurasia 2016  
21-23 April 2016. Istanbul, Turkey  
[www.beauty-events.com/Beauty-Eurasia](http://www.beauty-events.com/Beauty-Eurasia)

Cosmobeaute Vietnam  
21-23 April 2016. Saigon, Vietnam  
[www.beauty-events.com/Cosmobeaute-Vietnam](http://www.beauty-events.com/Cosmobeaute-Vietnam)

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

Cosmobeaute Asia  
18-21 July 2016. Kuala Lumpur, Malaysia  
[www.beauty-events.com/Cosmobeaute-Asia](http://www.beauty-events.com/Cosmobeaute-Asia)

BiobasedWorld Tradeshow  
15-16 February 2017. Cologne, Germany  
[www.boiobasedworld.de/en/home.html](http://www.boiobasedworld.de/en/home.html)