International Trade Centre
UNCTAD/WTO

MARKET NEWS SERVICE

Organic Products

Issue 4
March 2008

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Market News Service: Organic Products

Issue No. 4, of March 2008

The Market News Service (MNS) Organic Products Bi-Monthly Report presents informative notes and statistical analysis on selected Organic produce covering fruits and vegetables, fruit juices, coffee and cocoa, herbs and spices, essential oils and oleoresins, traded in major European and international markets. The report is divided by product sectors and each section covers "market trends" with qualitative information focusing on current market situation and price information. The report also offers news and reviews of published articles about the industry. It presents major international events, exhibitions and conferences. Finally each issue will provide a country focus covering the production, consumption, exports, certification, etc of the organic sector in the country.

MNS information providers for organic products include major importers, wholesalers, and organizations. Market information is collected throughout the year and is available for transmission to subscribers on a monthly basis.

We welcome new sources of information, news that subscribers and readers might have on their specific products or areas, inquiries or information requests on the products and markets covered by the report as well as suggestions, remarks and indications on the report content.

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Fruit and Vegetable

Price Information

The price quotations below (low-high) are collected from markets within the EU and give a view of the market for different fresh fruit and vegetables imported from developing countries. If not otherwise stated prices are per kg. Prices were collected during week 10-11 primarily from major importers based in different EU countries. Prices are EXW unless otherwise stated, and all prices are in Euro (rate of exchanges for conversion in local currencies are listed). The number and kind of information providers will be broadened as this newsletter develops.

	EURO	Local currency	
Denmark	1.000	DKK	7.4533
Sweden	1.000	SEK	9.4159

APPLE — **Sea**

		Euro							
Market	*Origin*	*L-price*	*H-price*	*Variety*	*Size*	*Pack*	*Transport*	*CB*	*Remarks*
Belgium/Netherlands	Argentina	1.45	1.45	Royal Gala	Ct 90-150/175	18 kg		Argencert	Delivered
Belgium/Netherlands	Argentina	1.55	1.55	Royal Gala	Ct 100/135	18 kg		Argencert	Delivered
Belgium/Netherlands	Argentina	1.35	1.35	Royal Gala	Ct 90-150/175	18 kg		Argencert	In-conversion. Delivered
Belgium/Netherlands	Argentina	1.45	1.45	Royal Gala	Ct 100/135	18 kg		Argencert	In-conversion. Delivered
France	Argentina	1.49	1.65	Royal Gala	Ct 90-150/175	18 kg		Argencert	Delivered
France	Argentina	1.59	1.75	Royal Gala	Ct 100/135	18 kg		Argencert	Delivered
France	Argentina	1.39	1.55	Royal Gala	Ct 90-150/175	18 kg		Argencert	In-conversion. Delivered
France	Argentina	1.49	1.65	Royal Gala	Ct 100/135	18 kg		Argencert	In-conversion. Delivered
Germany	Argentina	1.49	1.49	Royal Gala	Ct 90-150/175	18 kg		Argencert	Delivered
Germany	Argentina	1.59	1.59	Royal Gala	Ct 100/135	18 kg		Argencert	Delivered
Germany	Argentina	1.39	1.39	Royal Gala	Ct 90-150/175	18 kg		Argencert	In-conversion. Delivered
Germany	Argentina	1.49	1.49	Royal Gala	Ct 100/135	18 kg		Argencert	In-conversion. Delivered
Netherlands	Argentina	1.76	1.76	Royal Gala		18 kg			
Netherlands	Argentina	1.40	1.40	Royal Gala	Ct 90-150/175	18 kg		Argencert	
Netherlands	Argentina	1.50	1.50	Royal Gala	Ct 100/135	18 kg		Argencert	
Netherlands	Argentina	1.30	1.30	Royal Gala	Ct 90-150/175	18 kg		Argencert	In-conversion
Netherlands	Argentina	1.40	1.40	Royal Gala	Ct 100/135	18 kg		Argencert	In-conversion

APPLE BANANA

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	3.99	3.99			2.7 kg	Air	IMO	Delivered
Denmark	Uganda	2.70	2.70			2.7 kg	Air	IMO	

AVOCADO

Price per box

Sea

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Belgium/Netherlands	Mexico	9.95	9.95	Hass		4 kg, 14-24 pieces		IMO	Delivered
Belgium/Netherlands	Mexico	8.95	8.95	Hass		4 kg, 28 pieces		IMO	Delivered
Denmark	Israel	13.69	13.69			18 pieces			Delivered
Denmark	Uganda	13.28	13.28	Fuerte		14-18 Pieces	Air	IMO	Delivered
Denmark	Uganda	14.49	14.49	Hass		20 pieces	Air	IMO	Delivered
Denmark	Mexico	15.30	15.30	Hass		24 pieces			Delivered
Denmark	Uganda	11.67	11.67			6 pieces	Air	IMO	Delivered
France	Mexico	9.95	10.25			4 kg, 14-24 pieces		IMO	Delivered
France	Mexico	8.95	9.25			4 kg, 28 pieces		IMO	Delivered
Germany	Israel	15.90	15.90	Pinkerton		18 pieces			
Germany	Mexico	9.95	9.95	Hass		4 kg, 14-24 pieces		IMO	Delivered
Germany	Mexico	8.95	8.95	Hass		4 kg, 28 pieces		IMO	Delivered
Netherlands	Mexico	12.30	12.30			4 kg			Fairtrade
Netherlands	Mexico	12.75	12.75			4 kg			Fairtrade label on each avocado
Netherlands	Mexico	9.76	11.95	Hass		4 kg, 14-24 pieces		IMO	
Netherlands	Mexico	8.75	8.75	Hass		4 kg, 28 pieces		IMO	

BANANA Sea

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Belgium/Netherlands	Peru	1.08	1.08			18 kg		IMO	Delivered
Belgium/Netherlands	Dom. Republic	1.08	1.08			18 kg		BCS	Delivered
Belgium/Netherlands	Dom. Republic	1.14	1.14			18 kg		BCS	Fairtrade. Delivered
Belgium/Netherlands	Dom. Republic	1.08	1.08			18 kg		BCS	Demeter. Delivered
Denmark	Dom. Republic	1.56	1.56			18 kg			Delivered
Denmark	Dom. Republic	1.78	1.78			4 kg			Delivered
France	Ghana / Ecuador	1.40	1.48			18.5 kg		Control Union	
France	Peru	1.08	1.14			18 kg		IMO	Delivered
France	Dom. Republic	1.08	1.14			18 kg		BCS	Delivered
France	Dom. Republic	1.14	1.22			18 kg		BCS	Fairtrade. Delivered
France	Dom. Republic	1.08	1.14			18 kg		BCS	Demeter. Delivered
Germany	Ecuador	1.55	1.55			18 kg		Control Union	
Germany	Ecuador	1.70	1.70			18 kg		BCS	
Netherlands	Dom. Republic	1.04	1.16			18 kg		IMO/BCS	
Netherlands	Dom. Republic	0.94	0.94			18 kg		IMO	Unripe
Netherlands	Dom. Republic/Peru	1.16	1.24			18 kg		IMO/Control Union	
Netherlands	Dom. Republic/Ecuador	1.44	1.44						
Netherlands	Peru	1.14	1.14			18 kg		IMO	
Netherlands	Dom. Republic	1.14	1.14			18 kg		BCS	Fairtrade.
Netherlands	Dom. Republic	1.14	1.14			18 kg		BCS	Demeter
Sweden		1.30	1.30			18.5 kg			

BEAN Air

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Egypt	5.84	5.84			4 kg			Delivered
Denmark	Egypt	6.17	6.17			16 x 250 g			Delivered
Netherlands	Egypt	3.96	3.96			4 kg		COAE	
Netherlands	Egypt	4.24	4.24			16 x 250 g		COAE	

BLUEBERRY

Air

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Chile	23.17	23.17			12 x 150 g			
Netherlands	Chile	15.53	15.53			12 x 150 g		BCS	

CAPE GOOSEBERRY

Sea

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	8.39	8.39			1 kg	Air	IMO	Delivered
Denmark	Uganda	13.08	13.08			8 x 100 g	Air	IMO	Delivered

CAPSICUM (PEPPER)

Sea

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Israel	4.31	4.31	Yellow		5 kg		PPIS	Delivered
Denmark	Israel	3.98	3.98	Red		5 kg		PPIS	Delivered
Germany	Morocco	2.98	2.98	Red		5 kg			
Germany	Israel	3.90	3.90	Red		5 kg			
Netherlands	Israel	2.79	3.28	Red		5 kg		PPIS	
Germany	Morocco	3.20	3.20	Yellow		5 kg			
Germany	Israel	4.20	4.20	Yellow		5 kg			
Netherlands	Israel	2.99	3.59	Yellow		5 kg		PPIS	
Germany	Israel	3.90	3.90	Orange		5 kg		PPIS	
Netherlands	Israel	3.15	3.59	Orange		5 kg		PPIS	
Netherlands	Israel	4.66	4.71	Ramiro, red		4.5 kg		PPIS	
Netherlands	Israel	7.19	7.19	Ramiro		8 x 180 g			

CARROT

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Germany	Israel	1.15	1.15			8 kg			

CHILLI

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Egypt	15.21	15.21	Red		2.5 kg			Delivered
Denmark	Uganda	10.47	10.47	Habanero		500 g	Air	IMO	Delivered
Denmark	Uganda	10.47	10.47	Jamaica Bell		3 kg	Air	IMO	Delivered
Denmark	Uganda	11.27	11.27	Mixed		1.4 kg	Air	IMO	Delivered
Denmark	Uganda	10.47	10.47	Serrano		2 kg	Air	IMO	Delivered
Denmark	Uganda	4.90	4.90	Lemondrops		2 kg	Air	IMO	
Denmark	Uganda	16.67	16.67	Mixed		20 x 30 g	Air	IMO	
Denmark	Uganda	10.71	10.71	Mixed		20 x 70 g	Air	IMO	

COCONUT

Price per piece **Sea**

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Belgium/Netherlands	Dom. Republic	0.64	0.64			Bag, 20 pieces		BCS	Delivered
France	Dom. Republic	0.95	1.00			6 pieces		Ecocert	
France	Dom. Republic	0.64	0.67			Bag, 20 pieces		BCS	Delivered
Germany	Dom. Republic	0.55	0.55			Bag, 20 pieces		BCS	Delivered
Netherlands	Dom. Republic	0.55	0.55			Bag, 20 pieces		BCS	

CUCUMBER

		Euro							
Market	*Origin*	*L-price*	*H-price*	*Variety*	*Size*	*Pack*	*Transport*	*CB*	*Remarks*
Denmark	Egypt	4.40	4.40	Small		5 kg			Delivered

GARLIC

		Euro					Sea		
Market	*Origin*	*L-price*	*H-price*	*Variety*	*Size*	*Pack*	*Transport*	*CB*	*Remarks*
Belgium/Netherlands	Argentina	2.95	2.95			10 kg		OIA	Delivered
Belgium/Netherlands	Argentina	3.25	3.25			2 kg		OIA	
Denmark	China	5.37	5.37			10 kg			Delivered
Denmark	China	6.44	6.44			1 kg			Delivered
France	Argentina	2.95	2.95			10 kg		OIA	Delivered
France	Argentina	3.25	3.25			2 kg		OIA	Delivered
Germany	Argentina	4.20	4.20			10 kg			
Germany	Egypt	6.90	6.90			5 kg			
Netherlands	Egypt	4.90	4.90			5 kg		Soil Association	
Netherlands	Argentina	2.95	2.95			10 kg		OIA	
Netherlands	Argentina	3.25	3.25			2 kg		OIA	

GINGER

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Belgium/Netherlands	China	3.50	3.50			13.6 kg	Sea	Ecocert	Delivered
Denmark	Uganda	6.17	6.17			3.5 kg	Air	IMO	Delivered
Denmark	Uganda	6.64	6.64			1 kg	Air	IMO	Delivered
Denmark	Uganda	16.10	16.10			20 x 35 g	Air	IMO	Delivered
Denmark	Uganda	3.75	3.75			7 kg	Air	IMO	
Denmark	Uganda	4.05	4.05			1 kg net	Air	IMO	
France	Chile	3.55	3.74			5 kg		Ecocert	
France	China	3.50	3.75			13.6 kg		Ecocert	Delivered
Germany	Brasil	8.50	8.50			1 kg	Air	Ecocert	
Netherlands	Dom. Republic	3.83	3.83			3.5 kg			
Netherlands	China	3.25	3.25			13.6 kg		Ecocert	

GRAPE

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	South Africa	5.33	5.33	White, seedless		4.5 kg	Sea		
Denmark	South Africa	6.31	6.31	White, seedless		10 x 400 g			
Denmark	South Africa	5.33	5.33	Red Globe		4.5 kg			
Denmark	South Africa	6.31	6.31	Red Globe		10 x 400 g			
France	South Africa	3.44	3.54	Red Globe		4.5 kg		BCS	Delivered
Germany	South Africa	3.54	4.40	Red Globe		4.5 kg		BCS/Soil Association	
Netherlands	South Africa	3.30	3.44	Red Globe		4.5 kg		BCS	
Netherlands	South Africa	4.80	4.80	Red Globe		10 x 400 g punnets			
Germany	South Africa	4.30	4.30	Thompson, seedless		4.5 kg		Soil Association	
Netherlands	South Africa	3.27	3.27	Regal, seedless		4.5 kg		Ecocert	

JACKFRUIT

Market	Origin	L-price (Euro)	H-price (Euro)	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	3.76	3.76			11 kg	Air	IMO	Delivered

KIWI

Sea

Market	Origin	L-price (Euro)	H-price (Euro)	Variety	Size	Pack	Transport	CB	Remarks
Sweden	Chile	2.94	2.94			3 kg			

LEMON

Sea

Market	Origin	L-price (Euro)	H-price (Euro)	Variety	Size	Pack	Transport	CB	Remarks
Sweden	South Africa	1.84	1.84			500 g			
Netherlands	Dom. Republic	1.19	1.19	Eureka		15 kg			

LEMON GRASS

Air

Market	Origin	L-price (Euro)	H-price (Euro)	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	20.13	20.13			10 x 50 g		IMO	Delivered
Denmark	Uganda	13.28	13.28			500 g		IMO	Delivered
Denmark	Uganda	16.00	16.00			10 x 50 g		IMO	

LIME Sea

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Belgium/Netherlands	Dom. Republic	2.74	2.74			4 kg		BCS	Delivered
Denmark	Dom. Republic	4.35	4.35			4.5 kg			Delivered
France	Dom. Republic	2.74	2.88			4 kg		BCS	Delivered
Germany	Dom. Republic	2.74	2.74			4 kg		BCS	Delivered
Netherlands	Dom. Republic	3.66	3.66			4 kg	Air	Control Union	
Netherlands	Dom. Republic	3.58	3.58			13 kg	Air	Control Union	
Netherlands	Dom. Republic	2.63	2.63			4 kg		BCS	

MANDARIN

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
France	Morocco	1.70	1.79	Clementine		10 kg		Ecocert	

MANGO Sea

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Belgium/Netherlands	Peru	3.95	3.95	Kent		7-10 pieces, 4 kg		IMO	Delivered
Denmark	Peru	1.54	1.54		7-9 pieces	4 kg			Special price. Delivered
Denmark	Uganda	3.29	3.29			3 kg	Air	IMO	Delivered
France	Peru	3.95	3.95	Kent		7-10 pieces, 4 kg		IMO	Delivered
Germany	Peru	7.90 *	7.90 *	Kent		10 pieces			
Germany	Peru	3.95	3.95	Kent		4 kg		IMO	Delivered
Netherlands	Cameroon	3.99	3.99			5 kg		Ecocert	
Netherlands	Peru	3.75	4.35	Kent		7-10 pieces, 4 kg		IMO	
Netherlands	Peru	4.60	4.60	Kent		9,10,12 pieces, 4 kg			

** Price per carton*

MELON

Sea

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Brasil	2.27	2.27			5 kg			Delivered

PAPAYA

Air

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Belgium/Netherlands	Ghana	3.70	3.70			3.5 kg		BCS	Delivered
Denmark	Uganda	4.36	4.36			3 kg		IMO	Delivered
France	Ghana	2.71	2.86			3.5 kg		Ecocert	
France	Ghana	3.70	3.86			3.5 kg		BCS	Delivered
Germany	Ghana	3.70	3.70			3.5 kg		BCS	Delivered
Netherlands	Cameroon	3.13	3.13		9-10 pieces	5 kg			
Netherlands	Ghana	3.57	3.57			3.5 kg		BCS	

PASSION-FRUIT

Air

Market	Origin	Euro* L-price	Euro* H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	15.70	15.70			30 pieces		IMO	Delivered
Netherlands	Uganda	14.95	14.95			30 pieces		IMO	

**Price per pack*

PEAR **Sea**

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Belgium/Netherlands	Argentina	1.10	1.10	Williams	Ct 80-120	15 kg		Argencert	In-conversion. Delivered
Belgium/Netherlands	Argentina	1.20	1.20	Williams	Ct 80-120	15 kg		Argencert	Delivered
Denmark	Argentina	1.78	1.78	Williams		15 kg			Delivered
France	Argentina	1.75	1.85	Williams		15 kg		Ecocert	
France	Argentina	1.15	1.19	Williams	Ct 80-120	15 kg		Argencert	In-conversion. Delivered
France	Argentina	1.25	1.29	Williams	Ct 80-120	15 kg		Argencert	Delivered
Germany	Argentina	1.25	1.85	Williams		15 kg		Argencert	
Germany	Argentina	1.15	1.15	Williams		10 kg		Argencert	In-conversion
Netherlands	Argentina	1.34	1.41	Williams		15 kg		Argencert	
Netherlands	Argentina	1.05	1.05	Williams	Ct 80-120	15 kg			
Netherlands	Argentina	1.15	1.15	Williams	Ct 80-120	15 kg		Argencert	In-conversion
Belgium/Netherlands	Argentina	1.10	1.10	Red Bartlett	Ct 80-120	15 kg		Argencert	In-conversion. Delivered
Belgium/Netherlands	Argentina	1.20	1.20	Red Bartlett	Ct 80-120	15 kg		Argencert	Delivered
Denmark	Argentina	2.35	2.35	Red Bartlett		15 kg		Argencert	
Germany	Argentina	1.25	1.85	Red Bartlett		15 kg		Argencert	
Germany	Argentina	1.15	1.15	Red Bartlett		10 kg		Argencert	In-conversion. Delivered
France	Argentina	1.15	1.19	Red Bartlett		15 kg		Argencert	In-conversion. Delivered
France	Argentina	1.25	1.29	Red Bartlett		15 kg		Argencert	Delivered
Netherlands	Argentina	1.42	1.48	Red Bartlett		15 kg		Argencert	
Netherlands	Argentina	1.05	1.05	Red Bartlett	Ct 80-120	15 kg		Argencert	In-conversion
Netherlands	Argentina	1.15	1.15	Red Bartlett	Ct 80-120	15 kg		Argencert	
Belgium/Netherlands	Argentina	1.35	1.35	D'Anjou	Ct 35-50	10 kg		Argencert	In-conversion. Delivered
Belgium/Netherlands	Argentina	1.35	1.35	D'Anjou	Ct 80-120	15 kg		Argencert	In-conversion. Delivered
Belgium/Netherlands	Argentina	1.45	1.45	D'Anjou	Ct 80-120	15 kg		Argencert	Delivered
France	Argentina	1.39	1.45	D'Anjou	Ct 35-50	10 kg		Argencert	In-conversion. Delivered
France	Argentina	1.39	1.45	D'Anjou	Ct 80-120	15 kg		Argencert	In-conversion. Delivered

PEAR — Sea

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
France	Argentina	1.49	1.55	D'Anjou	Ct 30-39	15 kg		Argencert	Delivered
Germany	Argentina	1.39	1.39	D'Anjou	Ct 35-50	10 kg		Argencert	In-conversion. Delivered
Germany	Argentina	1.39	1.39	D'Anjou	Ct 80-120	15 kg		Argencert	In-conversion. Delivered
Germany	Argentina	1.49	1.49	D'Anjou	Ct 80-120	15 kg		Argencert	Delivered
Netherlands	Argentina	1.29	1.29	D'Anjou	Ct 35-50	10 kg		Argencert	In-conversion
Netherlands	Argentina	1.29	1.29	D'Anjou	Ct 80-120	15 kg		Argencert	In-conversion
Netherlands	Argentina	1.39	1.39	D'Anjou	Ct 80-120	15 kg		Argencert	
Belgium/Netherlands	Argentina	1.50	1.50	Abate Fetel	Ct 30-39	8 kg		Argencert	In-conversion. Delivered
Belgium/Netherlands	Argentina	1.60	1.60	Abate Fetel	Ct 30-39	8 kg		Argencert	Delivered
France	Argentina	1.55	1.59	Abate Fetel	Ct 30-39	8 kg		Argencert	In-conversion. Delivered
France	Argentina	1.65	1.69	Abate Fetel	Ct 30-39	8 kg		Argencert	Delivered
Netherlands	Argentina	1.45	1.45	Abate Fetel	Ct 30-39	8 kg		Argencert	In-conversion
Netherlands	Argentina	1.55	1.55	Abate Fetel	Ct 30-39	8 kg		Argencert	

PINEAPPLE — Sea

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	3.99	3.99		6 pieces	5 kg	Air	IMO	Delivered
Denmark	Uganda	3.56	3.56		12 pieces	7 kg	Air	IMO	Delivered
Denmark	Uganda	3.99	3.99		6 pieces	9.6 kg	Air	IMO	Delivered
France	Togo	0.90	0.95		6 pieces	12 kg		Ecocert	Special offer
France	Togo	1.00	1.06		10-12 pieces	12 kg		Ecocert	Special offer
Germany	Togo	3.80	3.80			13 kg		Lacon	
Netherlands	Cameroon	3.12	3.12		4-5 pieces	5 kg		Ecocert	

PLANTAIN

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	3.30	3.30			6 kg	Air	IMO	Delivered

PLUM

Market	Origin	Euro L-price	Euro H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Argentina	3.47	3.47			5 kg			Delivered
France	Argentina	2.75	2.90			5 kg		Argencert	
France	Argentina	2.39	2.59	Fortune		5 kg		Argencert	Delivered
Germany	Argentina	2.49	2.49	Fortune		5 kg		Argencert	Delivered
Netherlands	Argentina	2.25	2.25	Fortune		5 kg		Argencert	
France	Argentina	2.39	2.59	Larry Ann		5 kg		Argencert	Delivered
Germany	Argentina	2.49	2.49	Larry Ann				Argencert	Delivered
Netherlands	Argentina	2.25	2.25	Larry Ann		5 kg		Argencert	
France	Argentina	2.39	2.59	Royal Diamond		5 kg		Argencert	Delivered
Germany	Argentina	2.49	2.49	Royal Diamond				Argencert	Delivered
Netherlands	Argentina	2.25	2.87	Royal Diamond		5 kg		Argencert	
Germany	Chile	3.50	3.50	Black Diamond		5 kg			
Netherlands	Argentina	2.59	2.59	Black Amber		5 kg		Argencert	
Netherlands	Argentina	1.99	1.99	Black Amber		5 kg		Argencert	In-conversion

POMEGRANATE

Market	Origin	L-price (Euro)	H-price (Euro)	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Israel	4.56	4.56			5 kg		PPIS	Delivered

POTATO

Market	Origin	L-price (Euro)	H-price (Euro)	Variety	Size	Pack	Transport	CB	Remarks
France	Egypt	0.95	1.00	Nicola		12.5 kg		Ecocert	
Germany	Egypt	1.35	1.35	Nicola		10 kg			

PUMPKIN

							Sea		
Market	Origin	L-price	H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark*	Argentina	2.88	2.88	Hokaido		10 pieces		Delivered	
France	Argentina	1.65	1.74	Hokaido	400-800 1200 g	12 kg		Ecocert	
France	Argentina	1.65	1.74	Butternut Squash		10 kg		Ecocert	
France	Morocce	1.35	1.43	Hokaido				Ecocert	
Germany	Argentina	2.50	2.50	Hokaido		14 kg			

** Price per piece*

ROSEMARY

Air

Market	Origin	L-price	H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	17.84	17.84			500 g		IMO	Delivered
Denmark	Uganda	20.00	20.00			20 x 40 g		IMO	

SNOW PEA

Air

Market	Origin	L-price	H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Egypt	7.77	7.77			2 kg			Delivered
Germany	Egypt	5.90	5.90			2 kg			
Netherlands	Egypt	5.10	5.10			2 kg		COAE	

SWEET POTATO

Sea

		Euro							
Market	Origin	L-price	H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	3.19	3.19			9 kg		IMO	Delivered
Denmark	Israel	2.40	2.40			6 kg		PPIS	Delivered
Germany	Israel	2.30	2.30			6 kg		PPIS	
Netherlands	Israel	2.08	2.19			6 kg		PPIS	

TAMARILLO

		Euro							
Market	Origin	L-price	H-price	Variety	Size	Pack	Transport	CB	Remarks
Denmark	Uganda	6.57	6.57			1.8 kg	Air	IMO	Delivered. Limited supply

TOMATO

		Euro					Sea		
Market	*Origin*	*L-price*	*H-price*	*Variety*	*Size*	*Pack*	*Transport*	*CB*	*Remarks*
Denmark	Israel	4.24	4.24	Cherry, vine		3 kg		PPIS	Delivered
France	Morocco	1.20	1.27			6 kg			
Germany	Israel	4.40	4.40	Cherry, vine		3 kg			
Netherlands	Israel	2.88	3.53	Cherry, vine		3 kg		PPIS	
Netherlands	Israel	4.49	4.49	Cherry, vine		9 x 250 g			
Netherlands	Israel	1.85	1.97	Vine		5 kg		PPIS	
Netherlands	Egypt	3.96	3.96	Round		9 x 250 g			

TURMERIC

		Euro					Sea		
Market	*Origin*	*L-price*	*H-price*	*Variety*	*Size*	*Pack*	*Transport*	*CB*	*Remarks*
Germany	Brasil	8.50	8.50			1 kg		Ecocert	

Fruit Juices

World Market

Suppliers facing shortages in supply of fresh organic fruit, which is driving prices up. Prices of some non-organic juices are coming down. Suppliers see eroding market prices for their juiced products, and an increase in costs of production and logistics. If fresh organic fruit sales were an option, it would be a lower risk option that would be hard to resist.

This business scenario may well last through 2008. Given the time that producers have to take to convert to organic production, the tightening economic outlook may see a lower conversion rate to organic production in general. Adding the costs of processing and transport to the equation, it is not surprising to receive regular reports of a slowing of growth in organic fruit juice supply.
Prices for organic fruit juices can be volatile and fluctuate wildly. The big issue at the moment is the high prices that 'standard' juices can obtain. Demand is very strong.

Price Information

All prices shown below are for organic juices and purees, and were current in 2008 week 9 for an unspecified delivery date. They have been collected from a range of correspondents in Europe, Latin America and Africa. Price releases for European citrus production will be available by late March this year. The prognosis is not optimistic, because significant areas of production were affected by the extreme heat of the summer in 2007, particularly in southern Italy and Greece. Frosts seem to have spared Florida so far this winter, but California has been hit by frosts in late 2007 (see lemon juice).
Apricot juice prices are included in this report. It tracks the peach sales and prices, but is increasing in popularity.

Orange

Origins	Packaging	Concentration	Price	Transportation
Italy	Frozen concentrate	60 brix low ration	EUR, 3.20-3.40/kg	CIP Northern Europe
Brazil	Frozen concentrate	65 brix	US$ 3,550-3,700/mt	FCA[1] Rotterdam
Italy	NFC (Not From Concentrate)		EUR 1,220-2,500/mt	DDP Northern Europe
Spain	NFC (Not From Concentrate)		EUR1,150-1,750/mt	DDP Northern Europe(bulk)

As predicted, prices have risen since the report in January 2008. This is in spite of a drop in prices in non-organic juice concentrate that shows no sign of ending. Demand for organic orange juice in frozen concentrate and NFC is still strong, and prices are expected to firm further, This is a result of the effects of the difficult growing season for European organic production, which suffered from the extremes of heat in the 2007 summer. European fresh organic citrus prices for new season production are high. This is reported as affecting significantly the availability of stock for juicing. North American and Brazilian supply is reported as normal. Florida avoided hurricanes in 2007, and has had no severe frosts so far this season.

[1] Free Carrier

Grapefruit

Origins	Variety	Packaging	Concentration	Price (US$)	Transportation
Argentina	White	Frozen concentrate	58 brix	2,900/mt	FOB B. Aires

Prices have not altered since earlier reports, but demand is quiet. Overall this category is stable with relatively weak demand.

Banana

Origins	Packaging	Concentration	Price (US$)	Transportation
Costa-Rica	Aseptic puree	22 brix	1,070-1,100/mt	FCA Holland Duty free

Prices trended downwards due in part to sufficient supply and seasonally lower organic smoothie consumption. The baby food market is also absorbing increasing quantities of organic production.

Mango

Origins	Variety	Packaging	Concentration	Price (US$)	Transportation
Colombia/Peru	Magdalena/Haden/Criollo	aseptic puree	14 brix	1,350-1,450/mt	CFR[2] Rótterdam Duty Paid
India	Alphonso	aseptic puree	16 brix	1,980-2,050/kg	FCA Holland

Prices have come down from the reported highs of late last year. Demand is still reported as normal.

Lemon

Origins	Packaging	Concentration	Price (EUR)	Transportation
Italy	Frozen concentrate	400gpl[3] cloudy	2.600-2.900/kg	CIP Northern Europe
Spain	NFC (Not from concentrate)		0.85/kg	DDP Northern Europe

Argentina is currently out of the market, and the European suppliers have been achieving strong prices. Frost affected the Californian crop. As predicted, demand continues to grow and prices are rising accordingly. The crop this year is described by one correspondent as a 'disaster'. As with orange, there is simply insufficient fruit to meet the needs of the fresh market, and the resulting price rise has severely limited the quantities that are being turned into juice.

[2] Cost and Freight
[3] Grams per liter

Apple

Origins	Packaging	Concentration	Price	Transportation
Argentina	Aseptic puree	12/14 brix	US$1,300/mt	FOB B. Aires
Germany	Concentrate		EUR345-360/mt	Ex Works
Germany	NFC		EUR 0.700-0.800/kg	Delivered in bulk Western Europe
Germany	NFC		EUR 0.60-0.70/Kg	Ex Works

The new season's crop from Argentina will not be on the market until the first few months of 2008. The price above is for last season's supply. There is virtually no carry over stock left in the market.
European production has been reduced due to climatic conditions of summer 2007.

Prices were expected to increase as supply constraints multiply, but some of correspondents are suggesting a drop in next season's prices of up to 10%. This is a sector that has seen massive increases in the prices commanded by non-organic juice, so maybe some consumer resistance is affecting demand.

Grape

Origins	Variety	Packaging	Concentration	Price (EUR)	Transportation
Italy	Red	Aseptic concentrate	65 brix	3.20-3.40/kg	CIP Northern Europe
Italy	White	Aseptic concentrate	65 brix	2.00-2.20/kg	CIP Northern Europe

Organic grape juice is in very short supply, from both Chile and Argentina. Consequently, European prices are rising.

Pear

Origins	Variety	Packaging	Concentration	Price (US$)	Transportation
Argentina	Williams	Aseptic puree	12/14 brix	1,300/mt	FOB B. Aires

The new season's crop from South America is only just now coming onto the market. Demand is reported as very strong in Latin America, which will explain why prices have risen in the absence of stocks. Pear puree is still a competitively priced fruit puree.

Peach

Origins	Variety	Packaging	Concentration	Price (EUR)	Transportation
Spain	Single strength	Frozen Puree,	9-10 brix	1.35-1.40/kg	CIP Northern Europe

The market is reported as normal.

Pineapple

Origins	Variety	Packaging	Price (US$)	Transportation
Costa Rica	MD2	Frozen concentrate	3,100/mt	CFR Europe
China	Queen	Aseptic concentrate	2,900-3,000/mt	FCA Holland
Costa Rica	MD2	NFC	1,900/mt	CFR Europe/East or West coast USA

As foreseen, pineapple prices have risen. Presently, the premium for organic juices remains above 200%, when compared to prices for concentrate made from the queen variety for non-organic pineapple juice. Thailand is not in the market for organic pineapple production.

Apricot

Origins	Variety	Packaging	Concentration	Price (EUR)	Transportation
Spain	Single strength	Frozen Puree	9-10 brix	1.35-1.40/kg	CIP Northern Europe

The market is reported as normal.

Coffee and Cocoa

World Market

Market Trends

Sales prices for organic coffee and cocoa are usually fixed at a certain moment against the price level at New York (ICE Futures[4]) and London (LIFFE[5]) futures markets for conventional coffee and cocoa, adding an agreed upon premium (differential). Therefore, it is relevant to follow the trends at these terminal markets for conventional coffee and cocoa.

The dollar dropped to a record low against the euro and a lot of other currencies. The weak dollar provided a boost for the market as it makes coffee and cocoa futures, which are traded in dollars, cheaper for investors holding other currencies. Unfortunately, the weakness of the US dollar reduces the favourable impact of the high coffee and cocoa prices on the earnings of the exporters.

Cocoa

Since January, cocoa prices at the New York and London futures markets have steadily increased, especially in February: The ICCO[6] monthly average price went from USD 2,113 in December 2007, to USD 2,216 in January and USD 2,523 in February 2008[7].

At present, the ICCO daily market price is higher than USD 2,800/mt, an increase of almost 50% compared with April 2007. The strong market is caused by the imbalance

[4]Commodities exchange in New York that trades futures and options on sugar, cotton, coffee, cocoa and orange juice, in addition to interest rates, currency and indexes,
Acquired by Intercontinental Exchange (ICE) in January 2007, now known as ICE Futures U.S.,
https://www.theice.com/coffee.jhtml

[5] Liffe is the derivatives business of Euronext, a subsidiary of NYSE Euronext, comprising derivatives markets in Amsterdam, Brussels, London, Lisbon and Paris.

[6] ICCO, International Cocoa Organization, www.icco.org

[7] Source: http://www.icco.org/statistics/daily_prices.aspx

Between supply and demand: Cocoa consumption is increasing with about 2.5% each year and for the coming season worldwide consumption is estimated to be between 3.70 and 3.78 million mt, and world production between 3.65 and 3.98 million mt[8].
Most analysts predict that the production will be on the low side of this range, so that there will be a slight deficit for the 2007/2008 cocoa season. This is supported by recent news about somewhat lower crops in Ivory Coast and Indonesia.

The market situation is strongly exaggerated by speculative funds that reallocate their investments into agricultural commodities like cocoa. If these funds will start to sell for profit taking, a downward price correction might be expected.

Coffee

The strong upward trend in coffee world market prices continued during the month of February. The International Coffee Organisation (ICO) composite price[9] has increased from 121 in January to 139 US cents in February. Especially in February, prices have sky rocketed. At the moment, the daily composite price is more than 150 US cents, an increase of almost 55% compared with April 2007, and the highest level since 1995.

[8] Sources: Sources: http://www.barry-callebaut.com/market
http://www.icco.org/about/press2.aspx?Id=e4q8816
[8]http://www.fairtrade.org.uk/press_office/press_releases_and_statements/feb_2008/fairtrade_fortnight_launch.aspx
[8] Source: Fair Trade Foundation; personal communication

http://dev.ico.org/documents/eb3776r1e.pdf

For Robusta, the increase since April 2007 is even stronger, almost 70%, the highest level since 1996.
The market continues to be supportive of the present price levels. The total world harvest in the 2007/2008 season is estimated at 116 million bags[10] and will be significantly lower than the worldwide coffee consumption, estimated at more than 125 million bags in 2008 However, the 2008/2009 harvest is estimated between 123 and 126 million bags, which is more in balance with total expected worldwide consumption. For the time being, a relatively tight supply situation remains and the current price increase has stimulated quite some speculative activities, particularly by investment funds, but also by coffee exporters/producers, who anticipate further price, increases. Therefore, future downward price corrections are possible. At the time of writing, the upward trend is levelling off.

The Fair-trade premium is established by FLO at USD 150 per mt for conventional cocoa and USD 200 per mt FOB for organic cocoa beans[11].

The organic coffee market follows the strong market for conventional moreover, the price differentials for organic coffees continue to increase.
According to the Fair-trade Foundation in the United Kingdom, Fair-trade coffee sales Increased in 2007 with 24% to GBP 117 million[12]. It is estimated that 25% of Fair-trade coffee in the UK is certified organic[13].

14 – 16 February, the EAFCA, the East African Fine Coffees Association, organized its 5th African Fine Coffee Conference and Exhibition in Kampala. On their website conference presentations can be downloaded, *e.g.* about Fair Trade, 4C, Rainforest Alliance and Utz Kapeh certified coffee[14].

Price Information

Price differentials are presented in relation to the ICCO daily price[15]. Prices were collected during the month February 2008. The Fair -trade premium is established by FLO at USD 150 per mt for conventional cocoa and USD 200 per mt FOB for organic cocoa beans[16]

Cocoa beans

Origin	**ICCO daily price differential (USD/MT) FOB**	
	Organic	**Organic and Fairtrade**
Dominican Republic	+1,500	+1,650
Peru	+900 - 1,000	+1,200
Ecuador	+1,300 - 1,500	+1,550
Bolivia	+800 - 1,000	+1,000
Colombia	+1,500	
Indonesia	+1,500 - 1,800	
Tanzania	+1,1,800	

Fairtrade minimum price (UDS/mt)

	Conventional	**Organic**
Cocoa beans	1,650	1,900

[10] http://dev.ico.org/documents/cmr0108e.pdf
[11] http://www.fairtrade.net/fileadmin/user_upload/content/Cocoa_SF_November_07_EN.pdf
[12] Source: http://www.fairtrade.org.uk/press_office/press_releases_and_statements/feb_2008/fairtrade_fortnight_launch.aspx
[13] Source: Fairtrade Labelling Organisations International (FLO), Bonn, personal communication
[14] http://www.eafca.org/wwcarchive/afcc5_presentations.asp
[15] ICCO, International Cocoa Organization, www.icco.org
[16] http://www.fairtrade.net/fileadmin/user_upload/content/Cocoa_SF_November_07_EN.pdf

Coffee

In the table below, price differentials to the NYBOT (arabica) and LIFFE (robusta) are presented for organic coffees from several origins. It should be noted that all differentials vary with the specific coffee grade and quality. Price information was collected during the month of February.

Arabica

Origin	Price differential (USD cents/lb), FOB
Peru	+ 20 to + 25
Bolivia	+ 8 to + 13
Mexico	+ 40 to + 50
Honduras	+ 35 to + 40
Colombia	+ 35 to + 45
El Salvador	+ 30 to + 45
Uganda	+ 8 to + 12
Brazil	+ 60 to + 70
Ecuador	+ 15 to + 20
Dominican Republic	+ 15 to + 20
Tanzania	+ 20 to + 25

The Fair-trade premium, which was established on 1st June 2007 by the Fair-trade Labelling Organisations International (FLO), is USD 10/100lbs. The premium for organic Fair-trade coffee is USD 20/100lbs. Last December, FLO decided to increase the Fair-trade minimum price levels for Arabica coffee[17]. This will be effective from 1st June 2008. The new minimum FOB prices will be:

Fairtrade minimum price (USD cents / lb)

	Conventional	Organic
Washed arabica	135	155
Unwashed arabica	130	150

Robusta

Origin	Price differential (USD/ton), FOB
Uganda	+ 425
Tanzania	+440

17 http://www.fairtrade.net/single_view.html?&cHash=b5f0cd1b64&tx_ttnews[backPid]=104&tx_ttnews[tt_news]=32

Herbs and Spices

World Market

Price Information

The following tables give indicative prices for organic spices and herbs in Europe and the USA. The prices are for bulk sales from importers/wholesalers. The prices do not include local transport, but will include cleaning and repacking. The prices are indicative of levels in weeks 8-9 and they are not intended as quotations.

The prices represent the range among wholesalers. Clearly there will be differences in prices according to the pack size, and the upper and lower ends are not necessarily comparable. However, selling prices will likely fall within this range.

Market Overview

As in the market for conventional spices, shortages are appearing in a number of items. Pepper, mustard and oregano, in particular, appear to be in short supply. With relatively few suppliers certified, buyers have few options, and security of supply is a limiting factor in the growth of demand.

Herbs

Herb	Price range (EUR/kg)		Origin	Notes	Price range (USD/kg)		Origin	Notes
	Mar 08	Jan 08			Mar 08	Jan 08		
Basil	4.40-7.90	6.10-7.90	Egypt		7.95-12.75	5.95	Egypt	
Bay Leaf	11.90		Turkey		13.25-27.15	13.20	Turkey	
Chervil	15.90-20.00		EU					
Dill Weed	10.80-16.00	10.80-11.45	Germany/ Czech Republic/Egypt		9.25-15.95	13.20	Egypt	
Marjoram	4.95-10.75	4.95-10.75	Egypt		7.30	5.80	Spain	
Oregano	6.25-11.90	6.25-12.20	Turkey/Spain		9.25-15.20	9.25	Turkey/ USA	
Parsley	8.82-12.60	9.95-13.60	Germany/Egypt		15.00	15.90	Egypt/USA	
Rosemary	4.90-8.30		Spain/Turkey		7.95-13.00	5.95	Spain/ Croatia	
Sage	6.50-10.60		Spain/Croatia		14.80	11.90	USA	
Savory	10.60-11.00		France		14.10-14.55	14.55	Spain/USA	
Spearmint	5.00-9.90		Egypt/Turkey		13.10		USA	
Tarragon	20.00-26.45		Spain/ Netherlands		22.50	22.50	USA	
Thyme	9.90-11.00	10.85-14.35	Germany		12.60-16.90	12.60	Spain	

Spices

	Price range (EUR/kg)		Origin	Notes	Price range (USD/kg)		Origin	Notes
	Mar 08	Jan 08			Mar 08	Jan 08		
Allspice	12.00-14.55	8.95-16.3	Guatemala		13.25	13.20	Guatemala	
Aniseed	5.50-15.20	5.50-10.05	Turkey/ Egypt		10.60-14.10	10.60	Egypt/ Spain	
Star Anise	17.20		China		13.90	13.90	Vietnam	
Caraway	5.15-7.95	5.15-8.60	Czech Rep		5.95-13.10	5.95	Canada	
Cardamom	12.75-17.20	12.75-21.15	Guatemala	Bold Green	22.50		Guatemala	Powder
Cassia	2.90-15.90	2.75-7.90	Indonesia	(Korintji B broken)	6.60		Indonesia	
Celery Seed	11.90				13.25	13.25	Egypt	
Cinnamon	15.90		Sri Lanka					
Cloves	8.10-12.00	8.10-14.35	Sri Lanka		14.55-20.60	14.55	Indonesia/ Sri Lanka	
Coriander	3.85-5.30	3.85-5.75	Italy/ Turkey	Max 1%	10.25-13.60	10.25	Netherlands /Egypt/ Turkey	
Cumin	6.60-10.00	7.15-8.55	Turkey		7.95-11.25	7.95	Turkey	
Dill Seed	10.60				9.90-16.55	9.90	Egypt	
Fennel	4.30-9.25	4.30-9.30	Egypt/ Turkey	Max 1%	6.60-10.70	6.60	Turkey/ India	
Fennugreek	4.90-7.95		Egypt/ Turkey		6.60-9.40	5.95	India	
Garlic	6.10-11.25	5.30-12.90	China/ Egypt	Granulated	7.95	7.95	USA	Granulated
Garlic	4.90-9.90	5.15-10.75	Egypt	Powder	7.95-15.45	7.95	USA	Powder
Ginger	8.85-11.45	8.85-11.45	China/India	Powder	15.00	11.25	Indonesia	
Mace	21.15-25.00		Sri Lanka		24.80	24.80	Sri Lanka	
Mustard	6.60				5.30	5.30	Canada	Brown
Mustard	3.50	4.45-6.45			4.65	4.65	Canada	Yellow
Onion	7.95	7.95-11.45	Egypt	Granulated 1-3mm	9.25-14.10	9.25	Egypt/USA	Granulated
Onion	7.40-8.00	7.40-8.60	Egypt	Powder	9.25-13.10	9.25	Egypt/USA Powder	
Paprika	No quote	11.85		Red granulate1-3mm				

	Price range (EUR/kg)		Origin	Notes	Price range (USD/kg)		Origin	Notes
	Mar 08	Jan 08			Mar 08	Jan 08		
Pepper, black	5.25-8.90	4.75	India	Steam-treated cleaned	9.90-14.80	9.90	Indonesia/ Sri Lanka	
Pepper, white	9.25-10.00	8.90	India	Steam-treated cleaned	13.55-14.60	13.55	Sri Lanka	
Poppy	4.65		Turkey					
Sesame	3.10-3.90		India, hulled					
Turmeric	4.35	3.80-10.75	India	Ground	8.60-12.40	8.60	India/ Indonesia	Powder

EU Market Trends

The Biofach trade fair for organic products – the largest trade show exclusively dedicated to organic products - was held in Nuremberg, Germany, over the period 21 to 24 February. The show was held together with Vivaness – a parallel show for natural personal care and wellness. International visitor numbers rose by 4% to 37% of all visitors, coming from a total of 120 countries. More than 66% of exhibitors came from outside Germany. This is a truly international show for the organic industry, covering every conceivable product and sector. Visitor attendance is limited to people from the trade – not the general public – so the focus is on linking of trade suppliers and buyers.

For essential oil suppliers, the strong representation of African producers was very noticeable, and was much increased from last year. The key development was the establishment of the African Pavilion, which grouped 87 suppliers (of all types of products) from 13 countries. The Pavilion was spread over 2 aisles, and included a programme of music or talks, so made a strong impact on visitors and attracted a lot of attention from both visitors and media, providing very strong competition to the large and regular presence of the Indian and Chinese companies. In addition to the Pavilion, a number of other companies – Earthoil, A Fakhry etc – had separate stands outside the Pavilion.

The African suppliers of organic essential oils represented at Biofach were:

A Fakhry & Co
1081 Corniche El-Nil,
Cairo 11451
Egypt
Tel: +20 2 2795 0685
Fax: +20 2 2794 4198
h.fakhry@afakhry.com
Contact: Hussein A Fakhry

Long established company providing wide range of essential oils from crops cultivated on its own farms and by its outgrowers.

Arbor Oils of Africa
PO Box 24
Naro Moru
Kenya
Tel: +254 733 788 681/+254 20 352 2881
info@oilsafrica.com
www.oilsafrica.com
Contact: Mrs Hilary Sommerlatte

Specialises in distilling the essential oils of a range of frankincense and myrrh types found in Kenya, Somalia and Ethiopia from resins of the species Commiphora, Boswelia and Opoponax (wild harvested material). In addition, the company manufactures body care products from wild harvested products and a mosquito repellent using natural extracts.

Earthoil Kenya Pty Ltd
PO Box 76618
Nairobi
Kenya
Tel: +254 20 891 346
Fax: +254 20 891 346
Wayne.barratt@earthoil.com
www.earthoil.com
Contact: Wayne Barratt

Earthoil produces a range of essential oils (and cold pressed oils) from plants cultivated on its own farms and by outgrowers. Earthoil is continuing to expand rapidly after its acquisition in 2007 by Treatts plc of the UK. Earthoil's Head Office is in UK, it has strong production links to Southern Africa (where it has purchased Biosys Plant Extracts, now Earthoil South Africa Pty Ltd), and has established additional production operations in India where it has established an additional subsidiary and is developing production beyond its initial development of mint oil. The Earthoil group of companies now produce a very wide range of organic oils.

Ideal Providence Farms
PO Box CT 1225
Accra
Ghana
Tel: +233 244 664 572
Fax: +233 21 812 736
ipfghana@yahoo.co.uk
Contact: Ms Georgina Koomson

The company produces a range of organic products and has just started the trial production of ginger oil.

Ikirezi Natural Products Ltd
BP 7446
Kigali.
Rwanda.
Tel: +250 580070
Fax: +250 587190
nicholas@ikirezi.com
www.ikirezi.com
Contact: Nicholas Hitimana

The company produces geranium oil, and is investigating production of eucalyptus oils in the future.

KAITE
22 Inverary Road
Pomona Porrodale
Harare.
Zimbabwe
Tel/fax: +263 488 5351
dominikus@kaite.biz
www.kaite.biz
Contact: Dominikus Collenberg

Production of a range of essential oils including lemon grass, eucalyptus, jasmine, lavender, peppermint, rose, bitter orange, and tea tree.

La Maison Afrique
Trustorps Gard
310 58 Vessigebro
Sweden
Tel: +46 346 22168
la.maison.afrique@ebrevet.nu
www.la-maison-afrique.se

A Fairtrade (member of the International Fair Trade Association (IFAT)) company based in Sweden selling products produced in Madagascar, including a range of essential oils in both retail and wholesale volumes. Oils include cinnamon, eucalyptus, niaouli and ravensara, ylang, basil, citronella, and black pepper.

Lubanchem Ltd
PO Box 43553 00100
Nairobi.
Kenya
Tel: +254 20 535177/559701
Fax: +254 20 536111
www.lubanchem.com

A range of frankincense and myrrh oils from Kenya and Somalia (wild harvested material). Also production of cinnamon leaf and bark oils, ginger and geranium oils.

S&D Botanicals Pty Ltd
6Chas Booth Avenue
Camps Bay
Cape Town 8005
South Africa
Tel/fax: +27 21 438 3549
ian.mclean@sdcldn.com
www.sdaroma.com
Contact: Ian Mclean

Part of the S&D Aroma group of companies. The group as a whole supplies a very comprehensive range of organic essential oils.

TAMTECO
PO Box 6641
Kampala
Uganda
Tel: +256 414 232 622
Fax: +256 414 343 121
prinsloo@tamteco.com
Contact: Prinsloo John
Production of rosemary oil.

Oleoresins

There are few suppliers of certified organic oleoresins - due in large part to the difficulties of sourcing organic solvents. EOAS Organics of Sri Lanka have established production of a full range of certified organic spice oleoresins to complement its range of essential oils. Its current range of oleoresins includes: black pepper, white pepper, cardamom, cinnamon, clove, ginger, turmeric and nutmeg. EOAS will be taking delivery later this year of a small commercial scale CO_2 extraction plant which will greatly add to their capability in the extraction area.

EOAS has its own plantations of over 300 ha of cinnamon and other spices, and manages a further 1,500 ha of outgrower production.

EU Price Information

Price indications (in Euro) collected from the markets within the EU are given for a range of essential oils, below. Prices were collected during weeks 8 and 9 from major importers and wholesalers in Europe. Prices are wholesale prices, per kg, for quantities of 25kg or more unless otherwise stated. Please remember that prices are indications only and that 1kg quantities obtain a very substantial price premium over the bulk wholesale quantities, and that there is very considerable variability in price between suppliers at this level.

EOAS Organic Pvt Ltd
No 34/3 Lumbini Avenue
Ratmalana
Sri Lanka
Tel: +94 11 272 2223/2203/4731
Fax: +94 11 273 2085
eoas@sltnet.lk
www.eoasorganics.com
Contact: D.A. Perera, Managing Director

Spice Oils

Product	Origin	Prices (EUR/kg)	Remarks
Black pepper	Madagascar	140-160	1 kg
Cardamom	India	250-300	1 kg
Cinnamon leaf	Madagascar	40-60	1 kg
Cinnamon bark	France (Madagascar)	1,100	1 kg
Clove bud	India, Madagascar	110-200	1 kg
Nutmeg	Sri Lanka	75	
Ginger	France	300	
Ginger	Sri Lanka	175-200	1 kg

Spice Seed Oils

Product	Origin	Prices (EUR/kg)	Remarks
Anise	Australia	250-300	
Coriander seed	Russia	360	1 kg
Cumin seed	Egypt	200-300	1 kg
	Egypt	240	
Fennel seed, sweet	Hungary	100-130	1 kg

Citrus Oils

Product	Origin	Prices (EUR/kg)	Remarks
Orange (sweet)	Brazil, Peru	15-19	
	Italy	30-35	
	Italy, Brazil, South Africa	25-50	1 kg
	African origins	40	
Bergamot	Italy	150-200	
	Italy	140-200	1 kg
Lemon	Brazil	30-35	
	France, Italy	65-70	1 kg
Grapefruit	Israel	130-230	1 kg
Mandarin, red	Brazil, United States	110-150	1 kg
Petitgrain	South Africa	110-200	

Herb Oils

Spice	Origin	Prices (EUR/kg)	Remarks
Basil	Egypt,	175-195	1 kg
	Italy	200	25 kg
Chamomile, German	United Kingdom, Hungary,	950-1,300	1 kg
Chamomile, Roman	United Kingdom	650-1,400	
Lavender	Bulgaria	130-140	
	French	110-155	
	France, Bulgaria,	200-260	1 kg
Lavendin	France	120	Grosso
Marjoram	India, Spain,	180-220	1 kg
	Spain	170-180	
Mint	France,	150-165	Piperita
Mint	UK, India	110	Piperita, 1 kg
Mint	Nepal,	28-33	Cornmint (*M arvensis*)
Mint	Nepal	140-150	Cornmint, 1 kg
Mint	United States	150	Spearmint (*M spicata*) 1 kg
Rosemary	Tunisia, Spain	65-110	1 kg
Sage	Bosnia, Croatia	100-230	1 kg
Thyme	Albania, Hungary	300-350	1 kg

Perfumery Oils

Spice	Origin	Prices (EUR/kg)	Remarks
Citronella	Vietnam	25-30	
Citronella	Sri Lanka, India	50-70	1 kg
	Sri Lanka	110	
Eucalyptus citriodora	China	60	1 kg
	China	40-50	
Eucalyptus globulus & other high cineole types	Spain	25-30	
Eucalyptus globulus & other high cineole types	Kenya, China, South Africa	60-90	1 kg
Eucalyptus globulus & other high cineole types	South Africa	40-50	
Geranium	Kenya, South Africa, Egypt,	220-300	1 kg
	Egypt	250	
Juniperberry	Bosnia, Croatia, India	180-290	1 kg
Lemongrass	Nepal	35-40	
Lemongrass	Kenya, Nepal	50-70	1 kg
Palmarosa	India	70-100	
Patchouli	India	180	
Patchouli	Papua New Guinea	200	
Rose (Otto)	Bulgaria, Iran	8,100-8,700	1 kg
Tea Tree	Australia	40	
Tea Tree	Zimbabwe, Australia	50-65	1 kg
Vetiver	Sri Lanka	280	
	Indonesian	350-400	
Ylang ylang	Madagascar	215-280	Complet, 1 kg

US Market Trends

US importers are still seeing patchouli oil at very high prices, as well as now vetiver increasing in price. Bergamont still remains about 40% above last year's prices due to a high demand and bad crop production. The same is expected for red and green mandarins. Whereas the price of non-organic red/pink grapefruit essential oil has fallen back down to normal ranges (around USD 18/kg), the organic oil is still at about USD150/kg. The Ylang essential oils are remaining difficult to source, but the new crop starts soon. Lemon oil seems to also be in short supply, yet there is a new crop expected in Argentina that is predicted to be about 25% lower in price than the past season's crop. Haitian vetiver oil is in short supply.

US Price Information

Price indications collected from the markets within the US are given for a range of essential oils, below. Prices are FOB from country of origin, and quoted in US Dollars, unless otherwise indicated, and if there are volume indications they are quoted in parentheses. These price quotes were taken mostly from medium-small sized importers, or small producers. As this news service develops, a broader sampling for pricing will be conducted, as well as for a larger number of products.

Spices oils

Spice	Variety	Prices (USD/kg)
Clove bud	Madagascar	61 (20 kg)
Cinnamon Bark	Madagascar	185 (10 kg and more)
Cinnamon Bark	Madagascar	175 (50 kg and more)
Ginger	Sri Lanka	195 (25 kg)
Ginger, fresh	Madagascar	250 (less than 10 kg)
Ginger, fresh	Madagascar	245 (10-50 kg)
Cardamom	Sri Lanka	375 (25 kg)

Spices seeds oils

Spice	Variety	Prices (USD/kg)
Coriander	France	418 (5 kg)
Fennel	France	278 (5 kg)

Herb oils

Spice	Variety	Prices USD/kg
Basil	Egypt	160 (25 kg)
Sage	France	278 (5 kg)
Tarragon	France	464 (5 kg)

Citrus oils

Spice	Variety	Prices (USD/kg)
Orange	USA	18 (25 kg)
Bergamont	Italy	230 (15 kg)
Lemon	Argentina	48 (25 kg)

Perfumery oils

Spice	Variety	Prices (USD/kg)
Lavendar	France	281 (25 kg)
Ylang complete	Madagascar	185 (less than 10 kg)
Ylang complete	Madagascar	178 (10-50 kg)
Geranium	Eqyptian	70 CFR
Geranium	Egypt	173 (50 kg)
Geranium	Madagascar	245 (less than 10 kg)
Vetiver	Madagascar	260 (50 kg)
Patchouli	Madagascar	250
Lantana	Madagascar	210 (less than 10 kg)
Niaouli var. viridiflora	Madagascar	51 (less than 10 kg)
Niaouli var. viridiflora	Madagascar	48 (10-50 kg)
Niaouli var. viridiflora	Madagascar	40 (100 kg and up)
Niaouli var. cineolifera	Madagascar	49 (less than 10 kg)
Niaouli var. cineolifera	Madagascar	42 (10-50 kg)
Niaouli var. cineolifera	Madagascar	38 (100 kg and up)
Issa (Rhus taratana)	Madagascar	125 (less than 10 kg)
Issa (Rhus taratana)	Madagascar	119 (10-50 kg)
Iary (Psiadia altissima)	Madagascar	108 (less than 10 kg)
Iary (Psiadia altissima)	Madagascar	95 (10-50 kg)
Ravensara aromatica	Madagascar	118 (less than 10 kg)
Ravensara aromatica	Madagascar	110 (10-50 kg)
Ravensara aromatica	Madagascar	104 (100 kg and up)
Ravintsara (Cinnamomum camphora)	Madagascar	145 (less than 10 kg)
Ravintsara (Cinnamomum camphora)	Madagascar	140 (10-50 kg)
Saro (Cinnamosma fragrans)	Madagascar	115 (less than 10 kg)
Saro (Cinnamosma fragrans)	Madagascar	109 (10-50 kg)
Saro (Cinnamosma fragrans)	Madagascar	95 (100 kg and up)
Helichrysum gymnocephallum	Madagascar	118 (less than 10 kg)
Helichrysum gymnocephallum	Madagascar	110 (10-50 kg)

Honey

EU Market Trends

Market Trends

The market is short of organic honey because of late or bad crops, especially in South America, and stocks are low. Prices are very high, up to USD 4,000 per ton FOB Argentina, representing an organic price premium of roughly around 30%. The current market situation combined with low carry over stocks in Europe has lead to a price increase during the last year at around USD 1,500 per ton FOB Argentina. The demand for organic honey is still increasing and so are the prices.

European buyers are reluctant to buy because of the high prices and are awaiting larger supply quantities. It has been decided that the ban on EU imports of honey from Brazil should be lifted and buyers are waiting for the decision to come into effect.

Selected Supply Countries and Regions

Africa

Ethiopia is now included in the EU list of third countries approved for export of honey. It will be interesting to follow the development of export trade in organic honey from that country. In general, honey from Africa is not used often in the EU market, but rather sold as a specialty. Many EU consumers perceive honey from Africa to be with a smoky taste and flavour, and a very dark colour.

Argentina

Due to adverse weather conditions the crop is late and in some areas harvested volumes are considerably below normal. As Argentina is an important supplier of polyfloral honey for the EU market, especially for the German market, the prognosis for Argentina has an important influence on the EU market in general. Prices are still rising, and export quantities are low. To some extent producers and traders seem to hold back their supplies hoping for prices to increase further, and EU importers are reluctant to buy.

Non-organic honey has been quoted at USD 3,000 FOB Buenos Aires, organic honey at USD 3,800, representing a premium of more than 26%.

Brazil

The prognosis for Brazil is generally good. The outlook for the crop in northeast Brazil is good. Brazil offers some specialty single-floral honeys.

China

Hard winter weather with very low temperatures and heavy snowfall in different parts of the country may have a negative influence on the spring crop. Consequently, the spring crop is expected to be smaller than usual.

Cuba

Due to heavy rainfalls end of 2007, the crop is delayed several weeks. Additionally, shipping dates for large quantities of old contracts were delayed.

The total volume of the crop 2008 is smaller and may already have been sold out.

Eastern Europe

Because of the very hot summer last year the 2007 harvest quantities were low. Consequently, present number of offers for polyfloral honey from Eastern Europe is very limited. Buyers are waiting for the coming harvest. Eastern Europe is an important supplier of single-floral honey.

India

The honey is being harvested but due to climatic conditions the crop was smaller than usual. The prices are high, USD 2,700 – 3,200 CFR, but the quality suits EU consumer preferences less than honey from for example South America.

Mexico

The crop is late and some of the first crops have been very small. So quantities are small. In general, increasing prices are expected.

Uruguay

The crop is very low due to a bad start of the season characterised by adverse weather conditions and high losses of bee families. As for Argentina, the spring crop failed and only very limited quantities are on offer. It is mainly polyfloral honey on offer from Uruguay.

Country Focus

Turkey

Organic Agriculture in Turkey

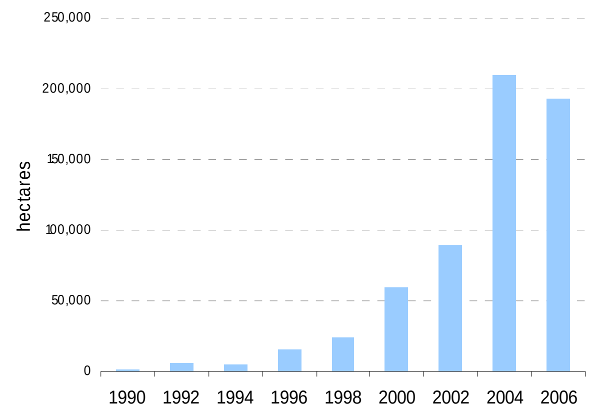
Production

Organic agriculture began in Turkey in the mid 1980s around Izmir in the Aegean Region. Demand from Europe from contracted suppliers in Turkey for organic raisins and figs provided the initial impetus, and dried apricots and nuts were soon added to the portfolio.

Growth was slow to start with, and production was linked closely to the buyers' demands in Europe. By 1990 there were only eight (mainly dried fruits) organic products available. Currently, some 14,000 farmers (including those in transition) are cultivating organic crops on at least 190,000 ha of land. This represents less than 1% of the cultivated area, and clearly the average holding is very small[18]. A far greater area is farmed without proscribed inputs though the cultivation is not registered as organic. Izmir remains the centre of the organic sector.

Dried fruits and nuts remain the major organic products and about 45% of organic farmers are producing these products which account for over 60% of organic production, followed by field crops, fresh fruit and vegetables and then herbs and spices. Over 200 different products are now available[19]. Transition to organic principles in livestock farming, however, has been minor.

Figure 1: Organic Agriculture in Turkey



Source: Zeynep Ozbilge: J. Central European Agric. (2007), Vol 8 (2):213-222

A number of constraints on further development of organic production in Turkey have been recognized. Some are ecological, where soil fertility is itself a problem in some areas for example, while others relate to the weak development of local research and extension and therefore poor farmer education.

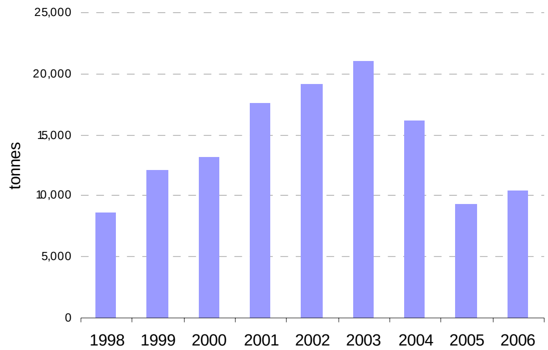
Demand

The driver for the development of organic production in Turkey came from the demand in Europe. Most of the organic production continues to be exported, and local demand remains quite small.

Exports of organic products grew up to 2003 and subsequently appear to have fallen back. A variety of technical, production and credit issues have been cited as responsible for this decline, but it may also be a feature of the data gathering as submission of statistics on organic processed products (*e.g.* dried fruits) is voluntary.

[18] Source: Source: Zeynep Ozbilge: J. Central European Agric. (2007) Vol 8 (2):213-222
[19] Source:- Naim Deniz, I.ORGANİK TARIM KONGRESİ 2007, available at http://organik.bahcesehir.edu.tr/index.php?lang=TR&sablon_id=3&ana_id=86

Fig 2: Exports of Organic products from Turkey



Source: Naim Deniz, I.ORGANİK TARIM KONGRESİ, 2007, available at http://organik.bahcesehir.edu.tr/index.php?lang=TR&sablon_id=3&ana_id=86

Exports of organic products were valued at USD 28 million in 2006[20]. The major market is Germany.

The principal export products are raisins, dried figs and dried apricots, which collectively account for at least 40% of organic exports in terms of volume. Although the volumes are not great (around 300 - 400 tonnes per year), Turkey is an important supplier of organic spices and herbs such as anise, fennel and coriander[21] as well as bay, caraway, cumin, oregano, poppy, rosemary, sage and thyme (see websites of companies Rapunzel and Sanex cited under "References").

A list of exporters of organic products is available at http://www.igeme.gov.tr/english/adrlists/tar.cfm?sec=firms

The market for organic products within Turkey remains small. It is estimated at about USD 10 million, at the retail level. The price premium, which is generally about 40%, is a disincentive to the shopper, but sales in the main cities (Istanbul, Ankara, Izmir) and affluent resorts are reportedly growing with consumer awareness[22].

[20] Source: Naim Deniz as above
[21] Source:USDA GAINreport TU6020 (2006)
[22] Source: USDA Turkey Organic Products GAIN Report TU6020 (2006)

Legislation and Certification

The legal framework for the organic industry in Turkey was first established in 1994 with regulations based on those current in the EU. At the same time, the regulations created two committees within the Ministry of Agriculture and Rural Affairs to oversee the national strategies and activities of organic agriculture.

The regulations have been revised from time to time and finalized with the Law on Organic Farming in December 2004. More recently, the EC has funded a project to align Turkish organic agriculture legislation with that of the EU.

The Committee of Organic Agriculture in the Ministry of Agriculture and Rural Affairs issues permits and supervises the activities of the control and certification businesses.

There are some 13 organisations providing organic certification services in Turkey:

ANADOLU	www.anadoluekolojik.com
BCS (Öko-Garantie GMBH)	www.bcs-oeko.de
CERES	www.ceres-cert.com/
Control Union	www.controlunion.com
ECOCERT-SA	www.ecocert.com
EKOTAR	ekotar@europe.com
ETKO	www.etko.org/
ICEA	www.icea-tr.com
IMC	www.imcturkiye.com
IMO	www.imo-control.org
NISSERT	www.nissert.com
ORSER	www.or-ser.com/ing
TÜRKGAP	www.turkgap.com

The majority are branches of foreign firms. Most are based in the Izmir Region. Inspection and certification costs are reportedly higher than in neighbouring European countries.

Financial Support to the Organic Sector

Organic agriculture is now seen as a component of the government's efforts to enhance agricultural output. Government support for the organic sector is available in three initiatives:

- Registered businesses are able to benefit from enterprise and investments loans with a 60% discount from the Turkish Agricultural Bank.
- There are direct income support payments for registered organic producers.
- Support payments over three years are available to growers in four environmentally-sensitive regions. The number of regions will be increased in 2008.

The uptake of any of these payments is below 10% of organic growers

A three-year programme providing training for organic farming in 13 river basin areas ended in 2006.

Links

http://www.eto.org.tr/turkce.asp	Ekolojik Tarim Organizasyonu - the Turkish organic agriculture association
www.organiktarimturkiye.org/	EU funded project concerned with policy development, capacity and institution building, and training in the organic sector. It ended in November 2007
www.orguder.org.tr/eng/index.php	Organic Product Producers and Industrialists Association
www.igeme.org.tr	Turkish Export Promotion Centre
www.igeme.gov.tr/english/adrlists/tar.cfm?sec=firms	For a directory of organic product exporters
http://www.aegeanexporters.com	The Aegean Exporters' Association
www.tarim.gov.tr	Ministry of Agriculture and Rural Affairs

Other References

Proceedings of the First Congress on Organic Agriculture in Turkey (2007)
See http://organik.bahcesehir.edu.tr/

Organic Agriculture in Turkey 2004 by Gulay BABADOGAN and Dilek KOC, Reprinted in Organic Europe See: http://www.organic-europe.net/country_reports/turkey/default.asp

Organic Agriculture in Turkey (2005) Semiha Güler J. Fac. Agric, OMU 21(2): 238-242

Organic Fruit Production in Turkey (2004) Gubuk, Polat and Pekmezci J Fruit and Ornamental Plant Res. 12: 23-29

Turkey (2001) Uygun Aksoy in Report on Organic Agriculture in the Mediterranen Area, MOAN. Options Méditerranéennes, Series B, Number 40, CIHEAM-IAMB.

Market Creation: Organic Agriculture in Turkey (2004) I. Hakki Eraslan in Business Strategy and the Environment Conference. Univ of Leeds, see www.urak.org/URAK_Yayinlar/ERP%20Organic%20Agriculture.pdf

Economic and Environmental Assessmen of Organic Farming in Turkey (2007) Yücel, Bülbül and Tanrivermis in Conf on Int Ag Res for Development Tropentag 2007 http://www.tropentag.de/2007/abstracts/full/577.pdf

http://www.rapunzel.com.tr/eng/firma.asp for the website of Rapunzel Organik Tarim Urunleri ve Gida Tic. Ltd. one of the pioneers of organic agricutlrue in Turkey

http://www.sanex-foods.com/index.html for the website of Sanex Organic Food Industry Incorporated a long established producer and early adopter of organic principles

Selected Organic World Info

Worldwide Organic Area Tops 30 million ha

30.4 million hectares are currently certified to organic standards (as at the end of 2006). Australia continues to account for the largest certified organic area with 12.3 million ha, followed by China (2.3 m ha), Argentina (2.2 m ha) and the USA (1.6 m ha). The greatest share of the global organic area is in Oceania/Australia (42%), followed by Europe (24%) and Latin America (16%).
In terms of certified land under organic management as a proportion of national agricultural area, the Alpine countries, such as Austria (13%, 361,487 hectares) and Switzerland (12%, 125,596 and hectares), top the statistics. Compared to the adjusted data of the previous survey, the global organic area grew by approximately 1.8 m ha during 2006. The recently published study entitled "The World of Organic Agriculture: Statistics and Emerging Trends 2008" shows that the global market for organic products reached a value of 38.6 billion US dollars in 2006, according to Organic Monitor. This constitutes a growth of five billion US dollars compared with 2005.

Source: BioFach Newsletter

Germany: New Organic Supermarkets

83 new specialist organic stores and organic supermarkets were launched in 2007 in Germany. These included 18 stores that moved to new, larger premises. Never in the last ten years have we seen so many organic stores opening their doors for the first time.

At the beginning of 2008, there are around 450 specialist organic stores and organic supermarkets in Germany with over 200 m^2 of retail space. From 2000 to 2006, between 25 and 60 new organic supermarkets were founded every year.

Source: BioFach Newsletter

Climate Protection Certificates for Organic Trade

Under the Nature & More seal of transparency, the Dutch importer Eosta is launching organic products on the market with a complete eco audit from field to shop. Until now, Eosta's partner Soil & More International is the only company in the world to offer carbon credits from “organic production”. There are currently various approaches to this new issue.

Source: BioFach Newsletter

New Organic Fair-trade Standards from Ecocert

Ecocert has defined new standards for trading fair trade products, based on the principles of solidarity and responsibility. The Ecocert Fair Trade Standards have been designed to foster new initiatives, add value to operators' commitments to fair trade practices, and boost consumer confidence.

EFT Standards provide complete documentation and software for field inspections and a detailed description of the certification procedures. The new standards are a result of collaboration with professionals in diverse sectors: producers, processors, importers, retailers and consumer associations.

EFT Standards are suited to both food and cosmetics and textiles. "Some 30 producers are currently certified and about the same number of products," says Thierry Schlumpf.

Source*:* BioFach Newsletter

USA: Organic Personal Care Standard drafted

In the USA a draft standard on Organic Personal Care has been submitted by NSF International called NSF Draft Standard 305: Organic Personal Care Products. It is available for public comment until March 3, 2008. This draft standard will be the first U.S. national standard to define organic labeling and marketing requirements for organic personal care products.

Previously, personal care product companies have had to work within the limitations of the United States Department of Agriculture's (USDA) National Organic Program standards, which were written specifically for food.

The proposed NSF draft standard may soon be used by companies that would like to make organic label and marketing claims, while meeting the strict requirements of this standard, which includes organic ingredient specifications.

Source: BioFach Newsletter

UK: Appetite for Organic Food is hampered by Supply Problems

Britain's soaring appetite for organic food is being hampered by supply problems in the industry, according to a new report published today. The organic food and drink market is now worth about £1.5bn a year in Britain, up by about 70% since 2002 - and is set to increase by another 54% by 2012, according to market analyst Mintel. However, its Organic Food in the UK report says the market for organic food in Britain has not achieved its full potential because supply cannot meet demand.

Source: Fresh Plaza

New EU Logo

The new EU logo has been confirmed by a majority of 265 for to 80 against, despite the discussion about the word "bio" in the logo. The new EU regulation permits the combination with graphical or textual elements referring to organic farming if it does not change the nature of the logo. Therefore, it will be possible to make clarifications ensuring the logo is associated with organic farming.

However, since the new logo is similar to the one *(picture)* advertised by Aldi's range of organics, the EU Farm Commissioner has not officially unveiled the logo yet. The Commission is to look into the matter with Aldi. It still remains unclear what course of action this will be, since the current logo was theoretically agreed upon by the member states. An organic farmers' association at the Advisory Group on Organic Farming raised the similarity of the two logos. Pending a response from Aldi, the organic logo would require the formal adoption by the Commission.

Source: Organic-Market. info

Icea – Certification Body for Textiles and Organic Cosmetics

An increase of production of more than 61 % with approximately 50,000 tons of cotton from organic cultivation – this is the result of the period 2006-07. For the world market, this means a true organic textile boom. The growth is beginning to affect Italian companies that get certified and grow continuously regarding economic dimension, quality and range.
Icea, located in Italy, is the first certification body in the world for textiles and organic cosmetics, which is accredited by IOAS, the International Organic Accreditation Service. At the end of the year, there will be 27 organic textile companies in Italy certified by Icea, and another dozen companies are entering the system.
Icea is certifying according to the Global Textile Organic Standard (GOTS). The certification now allows Italian companies to offer export-oriented guarantees recognized by the most important international brands and retailers.

Source: Organic-Market.info

The Declaration of Amsterdam

In February this year, 22 companies and organizations signed the Declaration of Amsterdam, which aims at maintaining the credibility and authenticity of the organic sector. The declaration reads as follows:

The Declaration of Amsterdam

Maintaining credibility of the organic industry is a core value of the sector. To maintain the high credibility established, we need to fight fraud. We aim to protect the responsible operators as well as the consumers. Therefore the underwriting parties have agreed to:

1. Work out a code of best practice for organic traders & processors for individual as well as collective responsibilities and actions;

2. Support the establishment and implementation of a code of best practice for organic certifying bodies;
3. Put pressure on all suppliers and certifying bodies to work according to these codes of best practice;
4. Influence authorities to take the necessary steps to utilize existing resources to support the goals of this declaration. The signatories will unite their resources to build a system of transparency of exemplary good but also of fraudulent conducts, thus participating in the building of a system of continuous improving transparency of the organic industry.

Signatories:
AgroBioConnection, Alfred L. Wolff Honey, Aoel, Ariza, Biotropic, Community Foods, Delhaize, Delphi Organic, Eosta, Ernst Rickertsen, Forrestrade, Georg Rösner, Good Food Foundation, Hain Celestial, Molens De Dobbeleers, Natudis,Odenwald Organic, Reudink, Royal Wessanen, Tradin Organic Agriculture, Tuchel & Sohn, VBP.
Together estimated to represent 2.6-bilion turnover in organic sales.

Source:Organic-Market.info

BioFach 2008

BioFach, the world's leading organic trade fair, was held in Nuremberg, Germany, from 21 to 24 February. The number of visitors increased again this year, to around 1,000 more than the 45,469 in 2007. The number of exhibitors increased from 2,547 in 2007 to 2,764.
This year for the first time, the African continent as a whole was represented at BioFach. At the African Pavilion, 75 producer groups from a dozen countries introduced themselves to the visitors who got a vivid impression of both cultural diversity and the organic products available for export. Egypt, South Africa, Ethiopia, Uganda and Kenya are all countries experiencing strong growth in the organic sector.

Patricia Francis represented the International Trade Center (ITC) in Switzerland. She welcomed the Africa Pavilion at BioFach: "For some exhibitors it's the final mile to reach consumers; for others it's the first mile." She critized the British Soil Association's demand that air freight for transporting organic products to Europe should be reduced.

Next year, BioFach will be held at 19-22 February. On that occasion, Denmark will be 'Country of the Year'.

All participants of the Africa Pavillon at BioFach 2008 can be found http://www.organicafrica2008.com/exporters.htm.

Source: Organi-Market.info

ITC Helps African Organic Exporters Showcase Their Goods at BioFach

Thanks to the International Trade Centre, 15 innovative companies and business networks from five African countries have participated in BioFach. Firms and organizations from Rwanda, Uganda, Kenya, Zimbabwe and Madagascar could take advantage of the unique marketing opportunity offered by the fair.

Source: Fresh Plaza

Events Calendar

Fairs and Exhibitions

	Month	Date	Event	Place	Link
2008	March	13-16	Natural Products Expo West	Abaheim, Caliafornia, USA	www.expowest.com
		14-17	FoodEx Japan	Tokyo, Japan	www.jma.or.jp/foodex
		19-22	Health Life	Moscow, Russia	www.life-expo.ru/eng/
	April	3-6	CHFA Expo West	Vancouver, Canada	http://www.chfa.ca
		13-14	Natural Products Europe and Organic Products Europe	London, United Kingdom	http://www.naturalproducts.co.uk/07/public/enter.aspx
		22-24	Food Ingredients Central & Eastern Europe	Warsaw, Poland	http://cee2008.fi-events.com/content/default.aspx
		23-25	SIAL Montreal	Montreal, Canada	www.sialmontreal.com
		27-29	All Things Organic	Chicago, USA	www.organicexpo.com
	May	8-11	Bicultural	Barcelona, Spain	http://www.biocultura.org
		29-31	BioFach, China	Shanghai, China	http://www.biofach-china.com
	June	3-5	Food Ingredients South America	Sao Paulo, Brazil	http://southamerica2008.fi-events.zoombim.nl/content/default.aspx
		4-7	Food Fairs SALIMA	Brno, Czech Republic	www.salima.eu
		24-26	Health Ingredients China, Food Ingredients Asia-China, Natural Ingredients China	Shanghai, China	http://asiachina2008.fi-events.com/
		26-28	Natural Products Expo Asia	Hong Kong	http://www.naturalproductsasia.com/
	August	9-11	InNaTex 23, International Show for Natural and Organic Textiles	Germany	http://www.innatex.de/
	September	11-14	CHFA Expo East	Toronto, Canada	http://www.chfa.ca/
		11-14	SANA	Bologna, Italy	http://www.sana.it
	October	19-23	SIAL, The Global Food Marketplace	Paris, France	http://www.sial.fr
	November	4-6	Health Ingredients Europe	Paris, France	http://www.hi-events.com
		4-6	Natural Ingredients	Paris, France	http://www.ni-events.com

Annex

List of Certification Bodies mentioned in this MNS report

Name	Home page or Address
Argencert	www.argencert.com.ar
BCS Oeko-Garantie	www.bcs-oeko.de
COAE, Certer for Organic Agriculture in Egypt	Ibrahim El-Shawarby St. 14 11777 Cairo, Egypt Tel: +20 2 2624 88 19 / 123999153 Fax:+20 2 2624 88 19
Control Union Certifications	www.controlunion.com/certification/
Ecocert	www.ecocert.com
Institute for Marketecology (IMO)	www.imo.ch
Lacon	http://www.lacon-institut.com/
Organización Internacional Agropecuaria (OIA)	http://www.oia.com.ar
Plant Protection and Inspection Services (PPIS)	www.moag.gov.il/ppis/
Soil Association Certification	www.soilassociation.org/certification

Trade term abbreviations used in this report

Trade term abbreviation	Trade term
CFR	Cost and Freight
CIP	Carriage and Insurance Paid To
DDP	DDP Delivered Duty Paid
EXW	Ex-works
FCA	Free Carrier
FOB	Free On Board

MNS Reports

Monthly

Cut Flowers and Ornamental Plants
Market Trends in Europe, Events, Price Review, Regular features
65 varieties in 4 Asian markets (Cut Flowers)
94 varieties in 11 European markets (Cut Flowers)
45 varieties in 5 European markets (Ornamental Plants)

Fresh Tropical and Off-season Fruit and Vegetables
Some 85 tropical and off-season products in 11 European markets

Pharmaceutical Starting Materials/Essential Drugs
300 Most used substances in the production of essential drugs (generics) traded in major markets

Quarterly

Fruit Juices
Products alternating between selected European Markets and the United States market

Medicinal Plants & Extracts
A report covering various products in North America, Europe,India, China and Africa

Precious and Semi Precious Stone
Covers African supply situation to importing countries, primarily in the EU, the US, Japan, India and China.

Essential Oils & Oleoresins
Spices oils (including clove, cinnamon, ginger, cardamom); Spices seeds oils (coriander and others); herb oils (basil, thyme. sage); Citrus oils: perfumery oils (geranium, patchouli, vetiver and others)

Bi-Monthly

Spices
Quoting 30 Products in selected markets in Asia, Europe, the Middle East and the United States

Organics
Covers fruits and vegetables, fruit juice, coffee, tea, honey, essential oil & oleoresins, and spices.

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