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Market Insider

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ESSENTIAL OILS AND OLEORESINS  
MARKET INSIDER



Ylang ylang tree

September 2016 Report

## Market Insider

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## ESSENTIAL OILS

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### Market Update & News

#### News for Essential Oils.

##### **Vanilla price bubble will result in major increase in vanilla extract prices**

New 2016/2017 season prices for Madagascan cured vanilla are expected to be around or in excess of US\$400/kg. This represents a very substantial increase on the previous years prices of around \$200/kg, and as a result prices of vanilla extract will increase sharply. When vanilla prices last reached these levels in 2003/2004, many of the users of vanilla extract (primarily icecream manufacturers) reformulated their products to enable them to use synthetic vanillin, and vanilla prices crashed rapidly to below \$30/kg as demand evaporated. The concern must be that current prices are unsustainable and that a price crash will repeat itself. But until this happens, extract prices will be very high.

Source: Trade reports

##### **UK Official Announces Ban on Microbeads for Marine Life Protection**

Environment Secretary Andrea Leadsom has announced plans to ban the sale and manufacture of cosmetics and personal care products containing tiny pieces of plastic, commonly known as 'microbeads'. Each year billions of tiny beads end up in the seas from a range of products such as face scrubs, toothpastes and shower gels. These beads build up in the marine environment and can be swallowed by sea life, including fish and crustaceans. The ban follows the successful introduction in the UK of the 5p (US\$0.07) plastic bag charge – which has led to six billion fewer bags issued this year – and is the next step in government action to tackle plastic in the oceans.

A consultation will launch later this year with the intention to ban the sale and manufacture of cosmetics and personal care products containing microbeads that harm the marine environment. At the same time, evidence will be gathered on the extent of the environmental impacts of microbeads found elsewhere, such as in household and industrial cleaning products, before considering what more can be done in future to tackle other plastics, for example microfibers, which enter the marine environment.

Cosmetic companies are already working to phase out Microbeads. Twenty-five UK cosmetics and toiletries companies, such as Unilever, have already taken steps to voluntarily phase out microbeads from their products. Waitrose (one of the “big 5” UK supermarkets) has announced they will stop stocking such products by the end of September. Manufacturers are exploring natural alternatives, including nut shells, salt and sugar, which have the same exfoliating properties but do not pose a threat to the environment. The government will consult industry, environmental groups and other relevant parties to establish how and when a ban could be introduced, aiming to change legislation next year.  
Source: UK Govt

### **Natural and Organic product labels have strong consumer pull**

More than 60% of European consumers are "reassured" by natural and organic certifications on cosmetics, according to new research from Natrue and GfK. The survey results, drawn from more than 90 European women aged 25 to 65; also found that consumers are interested in such products.

Natrue will be highlighting its certification process at the upcoming SANA trade show in Bologna, "We want to work together to promote authentic natural and organic cosmetics by explaining the strict criteria of Natrue and certification processes, which ingredients are allowed and in what proportion," said Francesca Morgante, Natrue label and communication manager. "To offer even greater assurance to the consumers, our standard requires that for each brand not only a few products are to be certified, but at least 75% of the line."

The organization will present seven partner companies, including Laverana, WALA - Dr Hauschka and Weleda, as well as new natural formulations from Cosnature, Fair Squared, Weckerle Cosmetics and Naturativ.

Source: Natrue

### **IFF to Acquire David Michael to Strengthen North American Flavors Business**

David Michael, a major producer of vanilla extract, is to be acquired by IFF. International Flavors & Fragrances Inc. (NYSE:IFF) (Euronext Paris:IFF), a leading innovator of sensory experiences that move the world, has announced that it has entered into an agreement to acquire David Michael & Company, Incorporated. Founded in 1896, David Michael is a privately-held flavors company headquartered in Philadelphia, PA. The Company is well-known in the

industry for its vanilla expertise, strength in the Dairy and Beverage categories, and relationships with dynamic, faster-growing middle-market customers.

“This bolt on acquisition of David Michael is another important milestone in IFF’s Vision 2020 business strategy, helping us to win where we compete in the world’s largest flavors market as we look to further accelerate growth,” said IFF Chairman and CEO Andreas Fibig. “IFF and David Michael share a strong commitment to innovation, rich histories, and a passion for our customers, making them a great addition to our organization.” Matthias Haeni, Group President, Flavors added, “For three generations, David Michael has been a vital player in the industry, building an outstanding portfolio of capabilities and customer relationships.

Merging and leveraging the strengths of both IFF-Ottens Flavors, acquired in 2015, and David Michael, we look to further reinforce our differentiated service model in the US for middle-market customers, focused on innovation, agility, and enhanced collaboration. The unique go-to-market platform is fueled by technologies that spark the senses and transform the everyday. We look forward to welcoming David Michael into the IFF family.”

The transaction, funded from existing resources, is expected to add approximately \$85 million in revenue in 2017. Financial terms of the deal have not been disclosed. The completion of this transaction is subject to clearance by the relevant regulatory authorities and satisfaction of other customary closing conditions. Until the transaction closes, which is expected to occur in the fourth quarter of 2016, David Michael and IFF will operate as separate companies.

Source: David Michael/IFF

## PRODUCT & MARKET NOTES

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### Sandalwood oils

#### Sandalwood essential oil

Sandalwood oil has an enduring popularity with perfumers and consumers, and this underpins its price and demand. The problems of maintaining a sustainable supply base for oil distilled from wood – which requires the chopping down of the tree, and the long time from planting to harvest – have led to the current problems in supply – the declining volumes offered to the market. However, recent developments in Australia have shown that it is possible to make successful new developments, and rewards come to those that make the strategic investment.

#### 1. Introduction:

Sandalwood oil, distilled from the heart wood and roots of the sandalwood tree, is one of the most valuable essential oils, valued by perfumers for its woody notes, providing a deep rich base note to perfumes and acting as a natural fixative. In addition to acting as a feed stock for the production of the essential oil, the wood is also valued for carving, and furniture making. Rising demand and very high prices for both wood and essential oil, a slow growing tree which takes 30 to 60 years to give a crop, a destructive harvest to get at the roots and heartwood with no sustainable harvesting options, and the scene is set for uncontrolled and illegal harvesting and destruction of the natural resource. 40 years ago sandalwood oil was under US\$100/kg; now it is over US\$2,000/kg reflecting the constraint to supply.

#### 2. Sources:

Sandalwood oils come from a range of species, and while they all have similar uses, quality and characteristics vary between the oils of the different species. The key species used for distillation of essential oils are listed below, with East Indian Sandalwood oil and Australian Sandalwood oil dominating supplies to the market:

- East Indian Sandalwood oil (*Santalum album*). The most well known and oldest traded type of sandalwood, in use for thousands of years. Cultivation centered in India (it is native to the highlands of southern India and the Malayan Archipelago) with the center of production in India in Mysore. Its natural distribution extends down to Indonesia (particularly Timor), and it has been introduced into Australia and

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plantations established in the tropical northwestern areas – an estimated 8,000 ha with annual additions of around 1,000 ha; more recently it has also been introduced into a number of the S Pacific Islands and plantations established (Fiji, Tonga, Vanuatu, New Caledonia);

- Australian Sandalwood oil (*Santalum spicatum*, syn. *Eucarya spicata*). (Also referred to as West Australian Sandalwood oil). Native to the desert-like areas of SW Australia, close to Perth. Substantial plantations have also now been established – around 15,000 ha with annual additions of 1-2,000 ha. A second sandalwood species, *S. lanceolatum*, is also found in Australia, principally in Queensland, NSW, and northwestern part of Western Australia, but is little used commercially.
- *Santalum paniculatum*. Only found in Hawaii. Around 7,000 ha reported to be under sustainable management. Commercial oil now coming onto the market.
- *Santalum yasi*. Found in Fiji, Samoa and Tonga. Traditionally included in mixed cropping agroforestry cultivation systems. The species hybridizes readily with *S. album* resulting in variable quality of oil depending on the source trees.
- *Santalum austrocaledonicum*. Found in Indonesia, Papua New Guinea, and New Caledonia.

African sandalwood oil, *Osyris lanceolata*, is in the same *Santalaceae* family and used in the same way in perfumery (also known as osyris oil). The tree is found through East and Southern Africa, typically on the dry boundary areas of forests, but rarely in large stands, and at the last CITES meeting its status and the impact of trade was placed on review.

West Indian Sandalwood, *Amyris balsamifera*, from the family *Rutaceae*, found in Central American and the Caribbean Islands, has no relationship with East Indian Sandalwood or the other sandalwood oils.

### 3. Distillation:

Heartwood and roots are chipped and pulverized to a coarse grind before distillation. Oil yield varies with the plant part, the age of the tree and the environment of cultivation. Roots can give up to 10% oil; heartwood up to 4%. Distillation takes 48 to 72 hours, and effectively ends when the yield of oil ceases to be economical. High pressure steam distillation will give a higher yield and reduced distillation time but will lose some of the delicate notes.

### 4. Quality Standards:

#### (a) East Indian Sandalwood oil (ISO 3518:2002; NF T 75-339)



Aspect: limpid liquid, somewhat viscous  
Colour: almost clear to yellow  
Odour: heavy, sweet and very lasting odour

Physical characteristics:

Density: 0.968 to 0.983 @ 20°C  
Refractive index @ 20°C: 1.503 to 1.508  
Optical rotation @ 20°C : -15 to -21°  
Solubility in 70% ethanol (v/v) @ 20°C : less than 5 volumes of 70% ethanol for 1 volume of oil

Chemical characteristics:

Ester number: max 10  
Total alcohol content, calculated as santalol: 90% minimum

**(b) Australian Sandalwood oil (NF T 75-248)**

Aspect: limpid liquid, somewhat viscous  
Colour: colourless to light yellow  
Odour: strong lasting characteristic odour of the wood

Physical characteristics:

Density: 0.968 to 0.978 @ 20°C  
Refractive index @ 20°C: 1.504 to 1.510  
Optical rotation @ 20°C : -8 to -3°  
Solubility in 70% ethanol (v/v) @ 20°C : less than 5 volumes of 70% ethanol for 1 volume of oil

Chemical characteristics:

Acid number: maximum 5  
Ester number: minimum 4.5; maximum 10  
Ester number after acetylation: minimum 199  
Total alcohol content, calculated as santalol not stated, but should be 90% minimum.

**5. Prices:**

Prices for sandalwood are high and likely to stay high and, if anything, increase. Supply is limited, demand is strong, and any increase in supplies will be taken immediately by the market. The recent long term strategic marketing contracts put in place with the new Australian suppliers are a reflection of this.

## PRICE INFORMATION

### Conventional 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	\$23/kg 1 tonne 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%	\$12.00/kg, container
	Indonesian min. 80%	\$13.50/kg
	Indonesian min. 82%	\$14.00/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	\$30/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%)	\$48/kg
	Indonesian (myristin 8%)	\$50/kg
	Indonesian (myristin 10%)	\$60/kg
	Indonesian(myristicin 2%)	\$43/kg
	Indonesian (safrole free)	\$78/kg
Ginger	Chinese	\$105/kg
	Indonesia	\$97/kg
	Indian	\$90/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	\$200/kg container
		\$210/kg spot

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## Spice Seed Oils

Product	Origin/Grade	Prices per KG
Aniseed	China	\$13-16 CIF NW Europe; \$75/kg 1 kg lots
	India	\$25/kg
Star Anise	India	\$120/kg
Coriander seed	Russian	\$80/kg
Coriander herb	Egypt	\$140/kg drum
Cumin seed	Egypt	\$95; \$285/kg 1 kg lots

## Citrus Oils

Product	Origin/Grade	Prices per KG
Orange (sweet)	Brazilian	\$10/kg; \$30/kg 1 kg lots
	Italy (b/orange c/pressed)	\$30/kg
	Brazil (pera)	\$9/kg container
Orange (bitter)	Italian (c/pressed)	\$60/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	\$30/kg container
	Brazil	\$30/kg
Lime (distilled)	Italian	n/a
	Mexico/Peru	\$37/kg container; \$62/kg
Lime (cold pressed)		\$25/kg
Mandarin (green)	Italy	\$40/kg
Grapefruit (pink)	Argentina	\$42/kg; \$50/kg 1 kg lots
Grapefruit (white)	USA	\$60/kg

## Herb Oils

Product	Origin/Grade	Prices per KG
Basil	Comores	\$125/kg
	Egypt	\$82/kg; \$150/kg 1 kg lots
	Vietnam	\$90/kg
	India, ex-Chavicol	15/kg
Lavender	Bulgaria	\$75/kg
	French	\$250/kg
	English	\$200/kg
	Russia	\$95/kg drum
Lavandin	French Grosso	\$35/kg
Spike Lavender	Spain	\$130/kg
Mints	India piperita menthofuran 8%	\$35/kg
	India, mentha arvensis crude, L-menthol 72%	\$15/kg
Menthol	Indian, bold crystals	\$19/kg
	Indian, medium crystals	\$18/kg
	China	\$18/kg
Menthol flakes	India; natural L-menthol 98.5%	\$17/kg
Menthol flakes, melted	India; TMC 97%	\$16/kg
Peppermint menthofuran 3%	China	\$26.50/kg

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Peppermint	China	\$15/kg container
Peppermint dementholised	Indian	\$13/kg
Menthone 80/20	Indian	\$15/kg
Menthone 90/10	Indian	\$16/kg
Spearmint	China 60% carvone	\$23/kg
	India 55% carvone	\$20/kg
	India 60% carvone	\$21/kg
Chamomile (German)	German blue	\$670/kg
	Morocco (wild)	\$450/kg
	Egypt (blue)	\$1,200/kg
Chamomile (Roman)	UK	\$1100/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
Eucalyptus globulus & other high cineole types	China	\$15/kg container; \$35/kg 1 kg lots
	Australian	\$44/kg
	India, 85%	\$18/kg
	India, 60%	\$16/kg
	China	\$38/kg 1kg lots
Eucalyptus citriodora	Madagascar	\$31/kg
	China	\$49/kg 1 kg lots
Litsea cubeba	Madagascar	\$25/kg
	Spain	\$22/kg
Ylang ylang	China	\$21/kg container
	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	\$44/kg
	Sulawesi min 30% pa	\$46/kg
	Sulawesi min 30% pa, light	\$49/kg
	Sumatra min 30% pa	\$52/kg
	Sumatra min 32% pa	\$55/kg
	Sumatra min 34% pa	\$62/kg
	Sumatra min 30% pa, light	\$55/kg
Rose	Bulgaria	\$10,000/kg
Geranium	Egypt	\$80/kg
	Egypt	\$70/kg
	China	\$165/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

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		lots
Sandalwood	India	\$2,900/kg
	East Indies	\$2,500/kg
	Australian	\$1,600-2,000/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 80%	\$17/kg
Citronellal 85%+	Indonesia	\$19/kg
Lemongrass	Indian	\$20/kg container; \$37/kg 1 kg lots
	Madagascar ( <i>C. giganteus</i> )	\$55/kg
Palmarosa	Indian	\$25/kg; \$130/kg 1 kg lots
Vetiver	Indonesian	\$240/kg; \$380/kg 1 kg lots
	Indonesian	\$260 rectified
	Indonesian, molecular dist.	\$260/kg
Tea Tree	Australia	\$48/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

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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

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	India	\$65/kg drum
Mint, Cornmint	India, mentha arvensis	\$52/kg
Mint, spearmint, M. spicata	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 (P. silvestris)	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;
	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  
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**SOUTH AFRICA:**

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[www.stillpure.co.za](http://www.stillpure.co.za)  
Skype: werner.bester2  
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  
[orasatajsoa@yahoo.fr](mailto:orasatajsoa@yahoo.fr)  
Attn: Jsoa 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  
[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

Email: [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

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### Calendar of Events:

In-Cosmetics Formulation Summit

19-20 October. London, UK

[www.in-cosmeticssummit.com](http://www.in-cosmeticssummit.com)

Beauty India

24-26 October 2016. Bombay, India

[www.beautyindiashow.com](http://www.beautyindiashow.com)

Cosmoprof Asia-Hong Kong

15-18 November 2016. Hong Kong

[www.cosmoprof-asia.com](http://www.cosmoprof-asia.com)

Health Ingredients (Hi) Europe

29 November – 1 December 2016. Frankfurt, Germany

[www.figlobal.com/hieurope/](http://www.figlobal.com/hieurope/)

Food Ingredients (Fi) Europe

29 November – 1 December 2016. Frankfurt, Germany

[www.figlobal.com/hieurope/](http://www.figlobal.com/hieurope/)

SuluExpo 2016: 12<sup>th</sup> International Exhibition for Cosmetics, Beauty & Hair

8-10 December 2016. Astana, Kazakhstan

[www.kazexpo.kz/eng/sulu/bw\\_eng.htm](http://www.kazexpo.kz/eng/sulu/bw_eng.htm)

Biobased World Tradeshow

15-16 February 2017. Cologne, Germany

[www.boibasedworld.de/en/home.html](http://www.boibasedworld.de/en/home.html)

Fi & Hi Russia

28-30 March 2017. Moscow, Russia

[www.figlobal.com/russia/](http://www.figlobal.com/russia/)

Beauty Eurasia Exhibition

27-29 April 2017. Istanbul, Turkey

[www.BeautyEurasia.com](http://www.BeautyEurasia.com)