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Market Insider

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ESSENTIAL OILS AND OLEORESINS  
MARKET INSIDER



Field still, Madagascar

October 2016 Report

## Market Insider

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## Index

	Page N°
<b>ESSENTIAL OILS</b>	
Market Update and News	1
<b>PRODUCT</b>	
Patchouli oil	11
<b>PRICE INFORMATION</b>	
Conventional oils:	14
Spice oils	
Spice Seed oils	
Citrus oils	
Herb oils	
Perfumery oils	
Organic oils:	18
Spice oils	
Spice Seed oils	
Citrus oils	
Herb oils	
Perfumery oils	
<b>SUPPLIERS OF EQUIPMENT</b>	21
<b>EVENTS CALENDAR</b>	28

## ESSENTIAL OILS

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### Market Update & News

#### News for Essential Oils.

#### Sustainability programmes continue to make the headlines

Barry Callebaut and Prova are to launch a joint project empowering vanilla farmers as part of their corporate sustainability programmes.

Barry Callebaut, the world's leading producer of high-quality chocolate and cocoa, and Prova, one of the world's premier manufacturers of vanilla extracts and flavors, are joining forces to launch a novel project in Madagascar. The aim is to diversify and stabilize revenues of vanilla farmers through the introduction of cocoa farming. With additional services, the project will also increase levels of vanilla curing at the farm level and support the adoption of Good Agricultural Practices (GAP). The joint project activities will improve the livelihoods of the vanilla farmers located in the district of Bemanevika. In return, the activities are playing an important role in Barry Callebaut's and Prova's efforts to extend the sourcing of sustainable vanilla and cocoa.

To accomplish this, Barry Callebaut will apply its long-standing cocoa expertise in association with Prova's local vanilla know-how, creating synergies on the ground for the benefit of the local vanilla farmers. Both Barry Callebaut and Prova will fund and support local communities through social, health and education programs.

IDH, the Sustainable Trade Initiative, will support Barry Callebaut's and Prova's project with professional consulting services as well as financing. The project will run over the next five years. First results regarding the newly introduced cocoa production are expected after three years.

Alessandra Ognibene-Lerouvillois, Chief Sustainability Officer at Prova, on the novel project: "The cocoa and vanilla synergy is an ancient love-story that dates back to the Aztecs, thousands of years ago. Witnessing this marriage in the field, helping farmers to improve their livelihoods is a big achievement. We are excited to embark on this journey with Barry Callebaut. Together, we will initiate the cultivation of cocoa! Our objective is to enable the planters to become stakeholders in their own development, take ownership of these projects and ensure their long-term sustainability. All our efforts are working towards this goal."

#### Market Insider

Essential Oils & Oleoresins – October 2016

Oliver von Hagen, Sustainability Manager Global Sourcing at Barry Callebaut, commented: “We are very happy to partner with Prova on this exceptional project. Vanilla is a key ingredient for us when making chocolate. This project will support farmers in being prepared for a less favorable future vanilla market. It also helps us as a company, securing a significant amount of our vanilla needs from a sustainable source. We are also very pleased that IDH fully supports our intentions and work on the ground. Altogether, this will complement and strengthen the efforts of the Sustainable Vanilla Initiative where we also are an active member.”

Jan Gilhuis, Senior Program Manager at IDH, added: “This is a unique and promising collaboration of experienced supply chain partners, bringing joint investments and technical knowledge on two distinct and valuable commodities together in the promotion of farm income diversification and sustainable farming.”

A major aim of the project is reducing the sole dependency on vanilla by introducing cocoa cultivation.

With about 80,000 vanilla producers, Madagascar is by far the most important producer of vanilla globally. Although vanilla is referred to as the world’s most popular taste and second most expensive spice in the world, it is also one of the most labor-intensive crops.

The vast majority of farmers are smallholders situated in the SAVA region. The rather precarious livelihood of vanilla planters is mainly due to their sole dependency on vanilla and the lack of financial support. Vanilla is harvested and sold from July to December, leading to an income gap of at least 5 months. Cocoa can be harvested throughout the year, helping vanilla farmers to diversify and stabilize their income situation while reducing the dependency on the extremely volatile vanilla market. Through the new project, the involved parties also aim to anticipate future phases with lower vanilla market prices and protect the economic situation of the local vanilla producers.

The joint project of Barry Callebaut and Prova aims at promoting crop diversification as a solution to income insecurity by training farmers in the cultivation of cocoa. So far, only a handful of farmers are cultivating cocoa in the SAVA region, but a recent feasibility study conducted by VDB has shown that the Sambava area was suitable for growing cocoa. Although Barry Callebaut does not own cocoa farms, the company has a vast knowledge and is a specialist in cocoa farming. Barry Callebaut will bring this long-standing cocoa expertise into the

common project to reinforce farmers' knowledge on Good Agricultural Practices (GAP) and to grow cocoa not only efficiently but also sustainably.

Cocoa grown in Madagascar is certified as "Fine or Flavor Cocoa" by the International Cocoa organization, ICCO. It has particular flavor profiles, which makes it interesting for users of premium cocoa. The price for Madagascar cocoa is higher and more stable than the international cocoa prices.

Barry Callebaut uses a significant amount of vanilla extracts and flavors for its different chocolate factories worldwide. Prova has been a trusted vanilla supplier to Barry Callebaut for many years. Both companies are supporting the Sustainable Vanilla Initiative (SVI), a platform bringing together all the stakeholders of the vanilla sector. Its mission is to promote sustainable production and sourcing in natural vanilla while improving the social and environmental conditions of smallholder farmers, through a combined effort.

Vanilla is a key ingredient when making chocolate – next to cocoa, sugar and milk powder. Vanilla is grown in Madagascar, Indonesia, Papua New Guinea, India or Uganda.

#### About Barry Callebaut Group:

With annual sales of about CHF 6.2 billion (EUR 5.6 billion / USD 6.6 billion) in fiscal year 2014/15, the Zurich-based Barry Callebaut Group is the world's leading manufacturer of high-quality chocolate and cocoa products – from sourcing and processing cocoa beans to producing the finest chocolates, including chocolate fillings, decorations and compounds. The Group runs more than 50 production facilities worldwide and employs a diverse and dedicated global workforce of more than 9,000 people.

The Barry Callebaut Group serves the entire food industry, from industrial food manufacturers to artisanal and professional users of chocolate, such as chocolatiers, pastry chefs, bakers, hotels, restaurants or caterers. The two global brands catering to the specific needs of these Gourmet customers are Callebaut® and Cacao Barry®. The Barry Callebaut Group is committed to sustainable cocoa production to help ensure future supplies of cocoa and improve farmer livelihoods. It supports the Cocoa Horizons Foundation in its goal to shape a sustainable cocoa and chocolate future.

#### **About PROVA ([www.prova.fr/](http://www.prova.fr/)):**

Worldwide leader in conceiving and manufacturing vanilla, cocoa, coffee and sweet brown extracts and flavours for the sweet food industry, PROVA is present in more than 60 countries across five continents. Thanks to the meticulous and

respectful selection of raw materials and innovative extraction methods, the company always delivers high quality flavours specifically tailored to meet consumption trends and local taste preferences of each country. PROVA was created in 1946 and remains an independent family-owned business. Its headquarters are located in Montreuil, near Paris in France.

Source: Barry Callebaut / Prova

### **Natural and Organic Personal Care on Track to \$22 Billion by 2024**

Organic and natural personal care is poised to expand significantly across the globe. Going organic in the beauty world can be a significant sourcing, formulation and efficacy challenge, but there are huge rewards for doing so. According to a new analysis from Persistence Market Research the global natural and organic personal care products market will reach a value of \$11bn in 2016, representing year-over-year growth of 9.7%. The trend-driven global market is projected to be valued at \$21bn by the end of 2024, registering a CAGR of 8.8%. North America is expected to account for 33.5% of the global natural and organic personal care market by the end of 2016, registering a CAGR of 9.7%.

A growing number of distribution channels, including digital, will fuel the expansion, along with rising consumer spending on premium brands and larger marketing and product development investments, according to the report. The increasing popularity of online retail for cosmetics and hair care will also drive growth, with top players including Walgreens, Amazon.com, Drugstore.com, Sephora.com and Vitacost. These retailers have enhanced natural and organic personal care product penetration, consumer reach and have expanded the overall consumer base. The analysis concludes that online sales for natural and organic personal care will total \$2bn by the end of 2016.

Looking ahead, natural and organic skin care products will be boosted by demands for clean label products and rising numbers of health-conscious consumers. The analysis notes:

- Natural and organic skin care will comprise 30.9% of the overall segment by 2024
- The hair care segment will be the second largest natural and organic segment
- Hypermarkets and supermarkets will account for 28.4% of the global retail market in 2016, with a CAGR of 9.6% through 2024
- Specialty retailers will remain the second largest retail segment for natural and organic personal care

- North America is expected to account for 33.5% of the global natural and organic personal care market by the end of 2016, registering a CAGR of 9.7%
- Europe and Asia Pacific are the other top markets for natural and organic personal care products, with Japan, China and India being the major markets in Asia

Source: Persistence Market Research

### **Anti-pollution and halal among hot topics at in-cosmetics Asia**

If you are producing essential oils and extracts for the fragrances market, you need to think Asia as well as the traditional Western markets. According to Euromonitor International, the Asia Pacific (APAC) beauty and personal care market is set to grow by almost 25% over the next four years, reaching a value of US\$167bn.

This will be fuelled by increasing demand for products in China and India, which will contribute three-quarters of the absolute growth by 2020. While China and India will be the driving forces behind the region's growth, Japan remains a key player, with sales of beauty and personal care products accounting for a fifth of the marketplace. Indonesia, which has seen its market double in size since 2010, will continue to thrive, with growth of 7.5% expected per annum, as will South Korea – where the male grooming sector continues to play a major role.

From a global perspective, APAC currently represents 31% of the market. Come 2020, that figure is expected to reach 34%. Asia is now seen as a leading source of innovation, which is helping create new demand for cosmetic products, not only in the region but across the world. Asia-led trends, like eye-raising snail cream, and functional cosmetics have taken the industry by storm and are becoming increasingly popular in the West.

To enable cosmetic manufacturers to take advantage of the exciting growth opportunities in the region, in-cosmetics Asia will provide a platform to source and learn about innovative new ingredients and formulations, while highlighting the latest consumer trends.

Taking place in Bangkok from 8-10 November, the business-to-business, must-attend event will feature 400 leading suppliers and over 50 hours of educational sessions, all of which are free-to-attend. Sarah Gibson, Exhibition Director of in-cosmetics Asia, commented: "Our ambition is that finished product manufacturers and R&D professionals leave in-cosmetics Asia with a clear idea of how they will create the next generation of products. The 2016 event will present the latest

ingredients, raw materials and formulations, from across the globe, alongside a programme of seminars that will deliver invaluable technical information, regulatory advice and marketing trends.”

The in-cosmetics Asia exhibition floor will be a hotbed for innovation and visitors will find new local suppliers as well as dynamic international businesses – the organisers anticipate that around a third of the companies on the show floor will have travelled from outside of the Asia Pacific region and 89% from outside Thailand. Already confirmed to exhibit at the event are Evonik Nutrition & Care, Innospec, Mibelle AG Biochemistry, Natura Tec, Silab and Lucas Meyer Cosmetics.

The popular Innovation Zone will showcase the latest ground-breaking ingredients and technologies that will have launched within eight months of the show, or are set to be revealed there. The comprehensive educational programme will present the latest trends, market analysis and research that will shape the future of the APAC cosmetic market. R&D professionals will also be able to attend practical sessions that provide hands-on formulation training, while a series of seminars will highlight unique ingredients, claims and formulation techniques.

Asian consumer trends will be explored in detail during a presentation by Joanna Chan, Research Analyst at Euromonitor International. She will advise visitors that the Asian beauty market has yet to reach maturity and that there is significant room for growth, which could be realised by tapping into the region’s diverse markets and evolving ingredients ranges. Chan will also discuss key trends, focusing on customisation, wellness and digital retailing.

Tommy Kong, General Manager of the Cosmetic Division in the REACH24H Consulting Group, will provide the latest updates on Chinese cosmetic regulation and the potential impacts. Since last year, the Chinese cosmetic regulatory environment has seen much change following the revision of Cosmetic Safety and Technical Standards, the issuing of Cosmetic Safety Assessment Guidance and the adjustment on the new plant ingredient registration. This session will provide an overview of China’s cosmetic regulatory system and the recent changes, providing attendees with essential information.

With increasing consumer demands and the pressures of launching innovative new products, developing disruptive formulations quickly is paramount. The standard development time of 12-18 months is no longer acceptable to brands or conducive to consumer trends. Belinda Carli, Director of the Institute of Personal Care Science, will deliver a session designed to help manufacturers rapidly

create new bases, as well as exploring how to test the stability of formulations and ensure good quality delivery and efficacy.

Given the global focus on anti-pollution products, Personal Care magazine will give visitors an overview of the concept of skin protection, as well as considering the reasons behind this sector's growth in popularity. Editor Richard Scott will take attendees through ingredients that can help protect against pollution, HEV light and the sun, as well as discussing the skin microbiome.

Visitors will come away from the session with the knowledge required to create innovative skin protection products. With a huge number of Chinese consumers now shopping online, Khyathi Nirmal Kumar from Happy Marketer and Jamie Mills from Canadean will provide manufacturers with advice on how to develop new digital strategies that can target different demographics.

### **Fragrance Zone and the Testing & Regulation Zone**

Fragrance plays a key role in cosmetics and is a major motivator for consumers when deciding which personal care products to buy. The Fragrance Zone at in-cosmetics Asia will help visitors discover the latest products and technologies from a number of fragrance suppliers. International suppliers, including Parfumis and LUZI fragrance compounds, will be on hand to answer specific questions.

Visit <http://www.in-cosmeticsasia.com/> for further information and register online to gain free entry to the event.

### **About in-cosmetics Asia**

In-cosmetics Asia brings together over 200 exhibitors of ingredients, fragrances, lab equipment, testing and regulatory solutions with over 3,000 cosmetic manufacturers from Asia and overseas. In-cosmetics Asia promotes innovation in ingredients and technologies, providing quality education and consumer insights for formulators, R&D and regulatory professionals. Showcasing local and global industry trends, in-cosmetics Asia offers the most cost-effective business and networking opportunities for the personal care ingredients community in the dynamic Asian market.

Source: In-cosmetics Asia

### **Symrise achieves notable sustainability**

- Sustainability rating agency EcoVadis awards Symrise gold status for its corporate social responsibility
- Systematic valuation of sustainability with regard to the environment, social aspects, ethics and sourcing management
- Reference portal for strategically important customers and partners

For the second time running, EcoVadis has awarded the fragrance and flavoring manufacturer Symrise gold status for its responsible corporate business practices. In terms of ecological, social and ethical sustainability, the German company is among the top 2.79 percent of the manufacturers of chemical basic materials evaluated by EcoVadis. Symrise thus supplies strategic key customers with all important data regarding sustainability in the supply chain at a glance.

EcoVadis analyzes and rates the corporate social responsibility (CSR) of companies according to 21 criteria in the areas of the environment, social aspects, ethics and sustainability in the supply chain. The aim is to make it easier to integrate sustainability criteria into business relationships. That would allow companies to determine quickly whether their suppliers fulfill their own sustainability standards. Key companies in the consumer goods industry in particular use the EcoVadis online portal to evaluate suppliers in this regard. More than 10,000 suppliers are now registered there.

“The CSR rating by EcoVadis allows us to transparently present our sustainability achievements to current and new customers and thus to establish ourselves as preferred partners,” Dr. Helmut Frieden, Vice President Corporate Sustainability at Symrise, explained. “This method shines a light on all relevant sustainability criteria in a standardized and goal-oriented manner.”

### **Making CSR comparable**

EcoVadis analysts first compare the services of the company in the four sub-areas of the environment, social aspects, ethics and sustainability in the supply chain. The results are shown for each sub-area using an index value between 0 and 100 points. These sub-results are then weighted based on the industry and the size of the company to determine the overall CSR rating. For major manufacturers of chemical raw materials, the key areas are social aspects, which include working conditions, and environmental protection. The companies in this industry that were evaluated received an average of 43 of 100 possible points.

## Top marks for Symrise

Symrise achieved a rating far above the industry average for its corporate social responsibility with 68 points. This puts the company into the top 2.79 percent of manufacturers of chemical raw materials evaluated by EcoVadis. In the sub-area of the environment Symrise is even in the top two percent with 80 points, and in terms of sustainability in the supply chain the company is in the leading 0.7 percent.

“We are very happy with our excellent results,” says Frieden. “On the one hand, it is encouraging recognition from outside the company for our efforts to become more sustainable. On the other hand, it is also important for the success of the company since strategically significant customers require a CSR rating of at least 65 points in order to do business together.”

## About Symrise

Symrise is a global supplier of fragrances, flavorings, cosmetic active ingredients and raw materials, as well as functional ingredients. Its clients include manufacturers of perfumes, cosmetics, food and beverages, the pharmaceutical industry and producers of nutritional supplements and pet food. Its sales of more than € 2.6 billion in the 2015 fiscal year make Symrise a leading global provider in the flavors and fragrances market.

Headquartered in Holzminden, Germany, the Group is represented in over 40 countries in Europe, Africa, the Middle East, Asia, the United States and Latin America. Symrise works with its clients to develop new ideas and market-ready concepts for products that form an indispensable part of everyday life. Economic success and corporate responsibility are inextricably linked as part of this process. Symrise thus takes sustainability into account in every part of its corporate strategy. The company was awarded the German Sustainability Award in 2012. In 2013, Symrise was certified as a “Green Company” by DQS.

Source: Symrise

## Organic sales growth continues in USA

Consumer demand for clean-label foods and beverages continues to gain momentum particularly for the organic farming sector. In fact, sales of certified organic products hit \$6.2 billion in 2015, up 14 percent from 2014, according to results of the 2015 Certified Organic Survey from USDA’s National Agricultural Statistics Service (NASS).

According to the survey, there are 12,818 certified organic farms in the United States. The top 10 states in terms of sales accounted for 78 percent of total U.S. certified organic sales in 2014 and in 2015, showing continued national leadership by California with \$2.4 billion, up \$205 million since 2014. The industry shows potential for growth in production as existing organic producers are transitioning another 151,000 acres nationally to organic production.

The selection of certified organic products sold by U.S. farms in 2015 ranged from dairy and meats to fruits, vegetables and grains. The value of sales from livestock and poultry products led the way (\$1.9 billion) followed by vegetables (\$1.4 billion); fruits, tree nuts, and berries (\$1.2 billion); livestock and poultry (\$743 million); and field crops (\$660 million).

The top five commodities in certified organic sales were:

- Milk, \$1.2 billion, up 8.4 percent from \$1.1 billion in 2014
- Eggs, \$732 million, up 74.5 percent from \$420 million in 2014
- Broiler chickens, \$420 million, up 13.1 percent from \$371 million in 2014
- Apples, \$302 million, up 20 percent from \$251 million in 2014
- Lettuce, \$262 million, down less than 1 percent from \$264 million in 2014.

Seventy-one percent of U.S. certified organic farms and ranches reported selling products to wholesale markets. Wholesale markets, such as buyers for supermarkets, processors, distributors, packers and cooperatives, were serving as the marketing channel of choice for U.S. organic farmers and ranchers to get their products to customers. Thirty-six percent sold directly to consumers and 22 percent sold directly to retail markets and institutions.

At the retail level, US sales of organic food and non-food products posted new records in 2015, skyrocketing to a whopping \$43.3 billion, up 11 percent from the previous year and outpacing the overall food market's growth rate of 3 percent, according to the latest survey on the organic industry from the Organic Trade Association (OTA).

### **U.S. Skin Care Market to Reach Nearly \$11 Billion in 2018**

Skin care products are an important end user of essential oils – primarily as fragrance, but some oils – such as chamomile – have recognized beneficial properties for skin. As expected, skin care is not slowing down. The global skin care industry is estimated to reach \$121 billion in 2016. And by 2018, the U.S. skin care market will reach nearly \$11 billion. The industry includes:

- Facial care;
- body care;

- 
- hand care;
  - depilatories; and
  - makeup remover products.

There is a rising demand driven by natural organic products with no unnecessary chemicals, parabens, additives or fillers. Some of the most popular natural and organic brands are:

- RMS Beauty;
- Tracie Martyn;
- Seventh Generation;
- J.R. Watkins; and
- 100% Pure.

## PRODUCT & MARKET NOTES

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### Patchouli oil

#### The shifting production of patchouli oil in Indonesia

Patchouli oil is a major export of Indonesia, and Indonesia dominates supply. However, many other countries have suitable conditions for its cultivation and it is already well established in India (where production is all taken by the domestic market); there have been development programmes in both Rwanda and Burundi, although significant commercial production is still to be achieved; commercial production has been established in Guatemala; and Uganda has also made attempts to cultivate the crop.

Kenya is now also starting to assess production potential. The industry would like access to other established origins, to protect against the risk of crop failures and other factors causing annual fluctuations in supply when supply is limited to a single origin. This report includes material first reported in *Perfumer and Flavorist*.



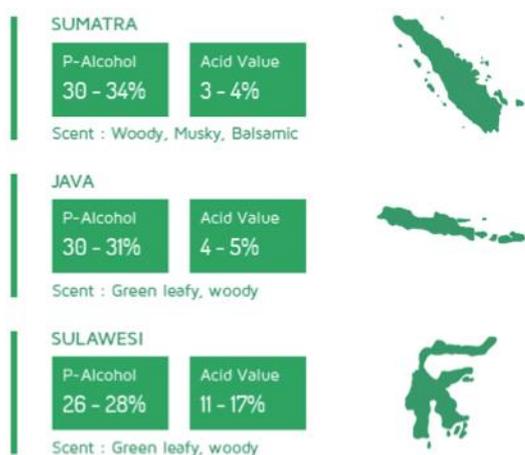
Map of Indonesia showing the 3 major growing regions, past and present

There is never a dull moment when it comes to patchouli. As a key raw material in the perfumery world it is one product where every buyer needs to take extra care when planning and fixing prices for future formulation costs. Understanding the dynamics surrounding the supply of patchouli will help understand these frequent movements in price, quality and availability.

Indonesia is the world's largest producer of patchouli, accounting for over 80% of the global market. Patchouli is a perennial species that thrives in warm tropical climates. Current annual production volumes are around 1,000-1,200MT with market demand calculated to be around the same. Historically Java and Sumatra have been recognised as the key growing regions for this oil but today this is no longer the case and in fact is one of the contributing factors to current availability and quality issues.

Until fairly recently Java and Sumatra would have contributed around 90% of the raw materials used to make each kilo of patchouli oil but today the two regions represent only 20% with Sulawesi now being the primary growing region. This development has happened in a relatively short period of time. At the turn of the century and until 2005, 100% of patchouli leaves would have come from Sumatra in the West of Indonesia. In just a few short years, by 2005, Sumatra was only responsible for 20% of all harvests with Java now accounting for 80%. Again this pattern lasted around 5 years and since 2010 until now the balance shift has moved to Sulawesi with almost no raw materials coming from Java.

There is a good reason for this evolution and one which will re-occur over time. Patchouli crops cannot be grown on the same patch of land for long periods as certain components and nutrients in the soil, which the plant needs, are depleted over time. Over a five-year period what was once a good growing area will become a bad one so plantations need to be moved to different areas and often to different islands. Over the past 15 years Java and Sumatra have delivered good quality materials that yielded oils with low acid and high patchouli alcohol (PA) content. Unfortunately, this time the ecological shift has left us with the major producing island (Sulawesi) providing us with below typical standard oil due to high acid values and low PA levels. This is why today we are experiencing quality issues. The wide differences in PA and acid values for each of the 3 growing regions is shown below.



Sulawesi plantations have been established in flatlands close to the sea, where the soil is naturally more acidic but patchouli best grows on hill slopes at around 400-600 meters above sea level. This improves the chances of good rainfall which patchouli requires. The pressure on Sulawesi, given the market demands, has meant that farmers have resorted to harvesting younger plants, which typically mean lower PA and higher acid values. Over the past year, more plantations have been created to try and provide a better platform for growing patchouli in Sulawesi. It is hoped that these can be allowed to mature longer to improve the overall qualities from this region.

For patchouli the soil pH needs to range from 5.5 to 7.5. Plants require a deep, well-drained, fertile, deep loamy soil, rich in humus and nutrients. Once the soil has been exhausted by the crop up to 10 years are needed for the soil to regain its fertility.

There are differences in the odour profile of patchouli oil from different islands. Odour is always subjective and a constant battle between buyers and their internal QC teams but an understanding of how nature can change may help convince perfumers and evaluators that sometimes internal standards also need to be updated.

Patchouli oil improves with age. This is key because as the product matures the odour gets more round and loses some of those harsher green notes. However, when you review the patchouli odour profiles of the different Indonesian regions, you can see that there is a variance between the Sumatra quality and those from Sulawesi and Java.

- Sulawesi: Green, Leafy, Woody
- Java: Green, Leafy, Woody
- Sumatra: Woody, Musky, Balsamic

As there is currently little material coming from Sumatra replicating this profile can be difficult.

With supply and demand fairly balanced each year any interruptions in supply or spikes in demand can disrupt the market for a matter of weeks or months.

## 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

### Market Insider

Essential Oils & Oleoresins – October 2016

## 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
Peppermint	China	\$15/kg container
Peppermint dementholised	Indian	\$13/kg

### Market Insider

Essential Oils & Oleoresins – October 2016

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 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

PLEASE REMEMBER THAT THESE ARE ONLY PRICE INDICATIONS.

#### 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 ( <i>C. aurantium</i> )	Paraguay	\$110/kg

#### Herb Oils

Product	Origin/Grade	Prices per KG
Basil	Egypt	\$187/kg
	India	n/a
Lavender	France	\$210/kg
Lavandin	French Grosso	\$55/kg
Mint, peppermint	USA	\$90/kg
	India	\$65/kg drum
Mint, Cornmint	India, mentha arvensis	\$52/kg
Mint, spearmint, <i>M. spicata</i>	USA	\$112/kg

#### Market Insider

Essential Oils & Oleoresins – October 2016

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

### Market Insider

Essential Oils & Oleoresins – October 2016

Nairobi. Kenya  
Tel: +254 20 533 627  
Attn: General Manager

**UGANDA:**

**Specialised Welding Services** (previously Kasise Kleinsmedie Uganda Ltd)

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

**MADAGASCAR:**

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

**ATICOM**

Lot IT 91A Itaosy  
102 Antananarivo - Atsimondrano. Madagascar  
Tel: +261 32 07 744 34  
[morasatajsoa@yahoo.fr](mailto:morasatajsoa@yahoo.fr)  
Attn: Jsoa Andriamorasata

**SOUTH AFRICA:**

**EDESA (Essential Distillation Equipment)**

PO Box 123  
Riebeek Kasteel 7306  
Western Cape. South Africa  
Tel: +27 (82) 334 3324  
fax: 0866 088508  
[info@edesa.co.za](mailto:info@edesa.co.za)  
[werner.ede@vodamail.co.za](mailto:werner.ede@vodamail.co.za)  
[www.edesa.co.za](http://www.edesa.co.za)  
[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  
[morasatajsoa@yahoo.fr](mailto:morasatajsoa@yahoo.fr)  
Attn: Josoia 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:

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