

# Givaudan

Human by nature



ALBERT VIEILLE

## The Natural Gazette

Your Market Report



**N°15**

2<sup>nd</sup> quarter 2022

# Your market report

The Natural Gazette is the quarterly market report from Albert Vieille

The Gazette provides you with updates on specific aromatic raw materials. This quarterly report incorporates the various factors that impact production and pricing – economic, geopolitical, climatic – to give you a broader view of price fluctuations and the quantities of raw materials available at the source.

## Ever, our ranges

Ever, to last in time, Ever to capture the scents, Ever for everywhere on earth, Ever for ever.



Our tree resin distillations and extractions.



Our floral absolute production from the concrete.



Our aromatic raw materials sourced and transformed in Andalusia, Spain.



Our crafted qualities processed in our production center.



Our products sourced via our local partners network.

# Content

<p><b>EVERTREE</b> p 4</p> <ul style="list-style-type: none"> <li>• Benzoin</li> <li>• Elemi</li> <li>• Frankincense</li> <li>• Myrrh</li> <li>• Peru Balsam</li> <li>• Styrax</li> </ul>	<p><b>EVERSOURCE</b> p 18</p> <ul style="list-style-type: none"> <li>• Angelica</li> <li>• Buchu</li> <li>• Cardamom</li> <li>• Coriander seeds</li> <li>• Cypress</li> <li>• Cypriol</li> <li>• Davana</li> <li>• Gaiaewood</li> <li>• Geranium</li> <li>• Grapefruit</li> <li>• Juniper berries</li> <li>• Lavandin</li> <li>• Niaouli</li> <li>• Nutmeg</li> <li>• Orange blossom</li> <li>• Roman chamomile</li> <li>• Rose</li> <li>• Rosemary</li> <li>• Tarragon</li> <li>• Siberian pine</li> <li>• Scotch pine</li> <li>• Vetiver</li> </ul>
<p><b>FLOREVER</b> p 8</p> <ul style="list-style-type: none"> <li>• Jasmine</li> <li>• Osmanthus</li> <li>• Rose</li> </ul>	
<p><b>ANDALEVER</b> p 12</p> <ul style="list-style-type: none"> <li>• Cistus</li> <li>• Orange blossom</li> </ul>	
<p><b>EVERCRAFT</b> p 14</p> <ul style="list-style-type: none"> <li>• Blackcurrant buds</li> <li>• Orris Pallida</li> <li>• Patchouli</li> <li>• Pink peppercorn Shinus Molle</li> <li>• Pink peppercorn Shinus Tere.</li> <li>• Tonka beans</li> </ul>	

## Key



Market price fluctuation



Price down > -5%



Price stable -5 to 5%



Price up > +5%





## Benzoin

*Styrax tonkinensis*



## Laos



Harvest calendar



Harvest is in progress and stable volumes are expected.

**Our market position:** Our partner ensures the sustainability of the resource by training his collectors in good harvesting practices. We ensure compliance with legislation at every stage of the supply chain, from harvesting to the export of the plant raw material and process the gum in our Spanish facilities.

**Our product:** resinoid benzoin n°3 & 5 available on DPG

## Elemi

*Canarium luzonicum*



## Philippines



Harvest calendar



The next crop is scheduled for june. New qualities are expected.

**Our market position:** We work directly with a local family business. The harvesting practices ensure the regeneration of the resource and promote good working conditions and safety for the harvesters. We work on the identification and selection of canarium species, ensure the traceability from harvest to export, distill ourselves in our Spanish facilities.

**Our product :** elemi essential oil

## Frankincense

*Boswellia carterii*



## Somalia



Harvest calendar



The situation is stable.

**Our market position:** Collaboration with a local partner through a multi-year contract. Training in good harvesting practices is provided. We ensure compliance with legislation at every stage of the supply chain, from collection to export, and the gum is processed in our production facilities in Spain.

**Our products:** frankincense essential oil & resinoid



## Myrrh

*Commiphora myrrha*



### | Somalia



Harvest calendar



The situation is stable. The crop is regular.

**Our market position:** Collaboration with a local partner through a multi-year contract. Training in good harvesting practices is provided. We ensure compliance with legislation at every stage of the supply chain, from collection to export, and the gum is processed in our production facilities in Spain.

**Our products:** Myrrh essential oil & resinoid

## Peru Balsam

*Myroxylon perei*



### | El Salvador



Harvest calendar



The price has increased because of the increase in direct production costs: transportation (due to the increase in fuel prices (oil), containers (international increase in the cost of iron), energy (propane fuel) to process the balsam of Peru and the increase in electricity.

**Our market position:** We ensure fair remuneration through a community fund that helps provide safety equipment for workers. To protect the trees, training in good harvesting practices is provided to collectors by a local forest ranger. This supply chain is fully traceable and the gum is processed in our facilities.

**Our products:** Peru balsam rectified essential oil & resinoid

## Styrax

*Liquidambar styraciflua*



### | Honduras



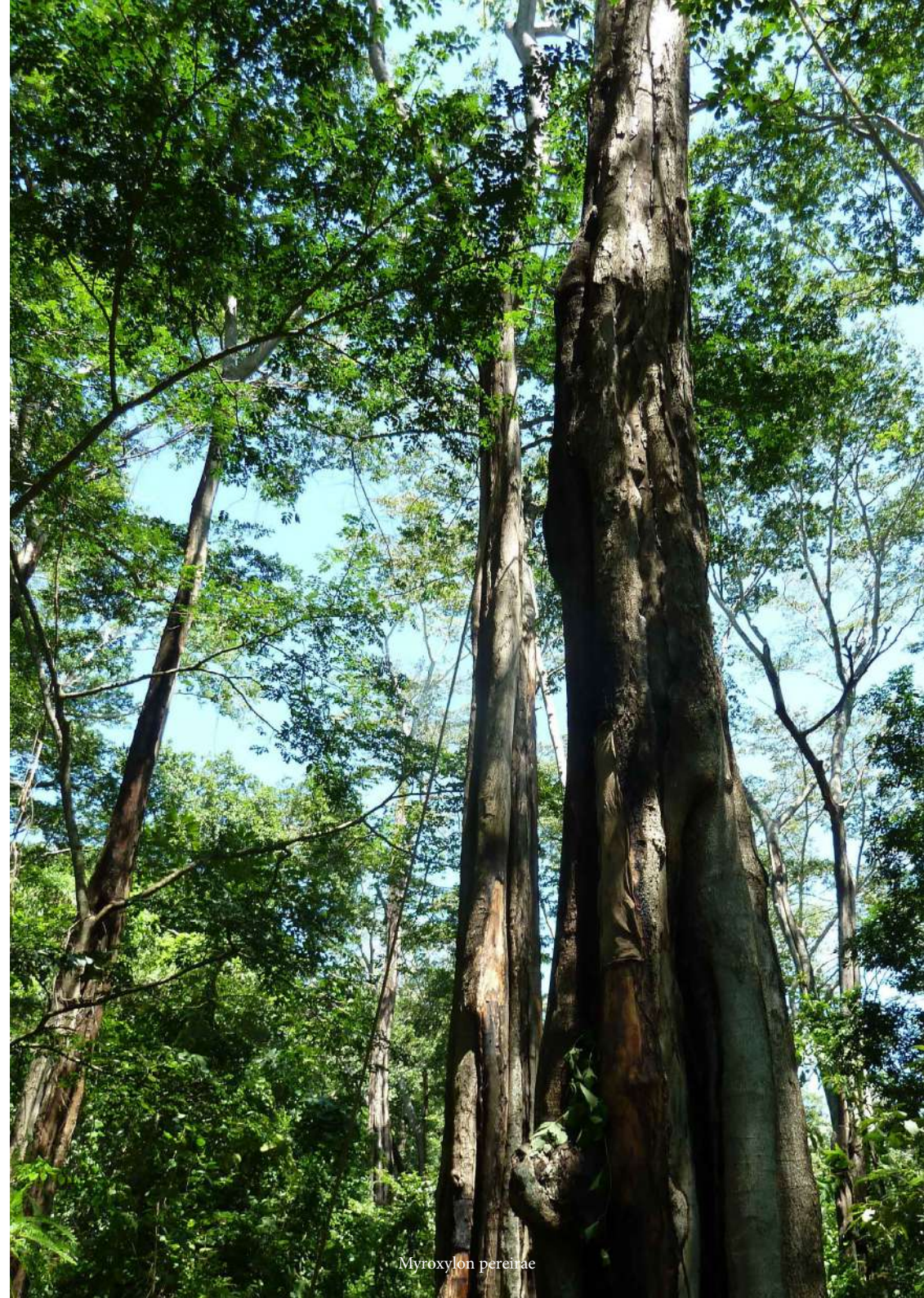
Harvest calendar



The new crop will begin in 2 months. It seems it will be a good one. The price will remain stable.

**Our market position:** We have been a key element to develop a fair & sustainable sector. In early 2018, Albert Vieille financed a photovoltaic solar system in the APARFSS (association of styrax producers) building. We process the gum ourselves at our production center.

**Our products:** Styrax essential oil & resinoid



*Myroxylon perei*





## Jasmine

*Jasminum grandiflorum*



### Egypt



Harvest calendar

J | F | M | A | M | **J | J | A | S | O** | N | D

The price is still increasing.

**Our market position:** We have been working with our partner farmer-processor for more than 15 years. Under a multi-year contract, our partner is committed to the preservation of biodiversity and the education of children. We support the development of crops diversification. We purchase concrete which is then transformed into absolute in our facilities.

**Our products:** Jasmine absolute

### India



Harvest calendar

J | F | M | A | M | **J | J | A | S | O | N | D**

The availability is good and the price is stable.

**Our market position:** For more than 10 years we have been collaborating with our partner. We purchase concrete which is then transformed into absolute in our facilities.

**Our products:** Jasmine absolute

## Jasmine Sambac

*Jasminum sambac*



### India



Harvest calendar

J | F | **M | A | M | J** | J | A | S | O | N | D

New season has started in March and has peaked by the mid of April. Currently the flower availability is limited and the prices are quite high. The trend is expected upwards as the demand is firm and there is limited carry forward stock.

**Our market position:** For more than 10 years, we have been working with several local partners. The concrete, produced locally, is transformed into absolute in our Spanish factory.

**Our products:** Jasmine sambac absolute



# Osmanthus

*Osmanthus fragrans*



## | China



Harvest calendar



Last crop was in november 2021. The production will be available at the end of May. The price has increased due to Covid.

**Our market position:** Partner with long standing local farmers, we buy the concrete and then it into absolute in our facilities in Spain. Our historical quality of osmanthus comes from Anhui, Guangxi and Hubei provinces in China.

**Our products:** Osmanthus absolute, Osmanthus gold absolute

# Rose

*Rosa damascena*



## | Turkey



Harvest calendar



There is no change since the last quarter and the price remains stable.

**Our market position:** We have been working with our farmer-processor partners for several years. We directly transform the concrete into Rose absolute.

**Our products:** rose absolute



Rosa Damascena





## Cistus

*Cistus ladaniferus var. beta maculata*

| Spain



Harvest calendar

J | F | M | A | M | **J** | **J** | A | S | O | N | D

The situation is stable, more rain compared to the previous year. Harvest will start in June-July, as it is a wild crop, we do not yet know what the yields will be this year, which will determine the price of the oil.

**Our market position:** Encouraging the conservation of traditional practices and culture linked to natural endemic resources. We work to improve community life. The sustainable and controlled management of cistus is crucial for the forest structure, preventing fire and helping the plant to restart: cistus is harvested by hand, and plough strips are created. Our facility is closed to the cistus source allowing us to reduced our carbon footprint. We work closely with the local environmental agency and meet all their requirements. Cistus growing areas are certified organic. Our cistus products are fully traceable.

**Our products:**

Cistus essential oil, organic essential oil, essence  
Cistus absolute & SEV absolute  
Labdanum resinoid & absolute

## Orange blossom

*Citrus aurantium ssp amara*

| Spain



Harvest calendar

J | F | **M** | **A** | M | J | J | A | S | O | N | D

The crop is starting during this spring and price remains stable.

**Our market position:** Our new Orange blossom Absolute sustains Seville's historical orchards of bitter orange trees, through an exclusive partnership with traditional and local farmers. Fully traceable and cultivated without pesticides, the blossoms are transformed into absolute in our own extraction unit located near the collection area.

**Our products:** Orange blossom absolute





### Blackcurrant buds

| France



*Ribes nigrum*



Harvest calendar



It is a good year of harvest and extraction yield.

**Our market position:** Since 2006, we collaborate with a cooperative structure imposing strict rules regarding phytosanitary treatments allowing us to guarantee buds without any quantifiable pesticide residue. The entire transformation process is carried out in our facilities in Spain: from the buds to the concrete, then from the concrete to the absolute.

**Our products:** balckcurrant buds absolute.

### Orris

| France



*Iris pallida*



Harvest calendar



The 2021 crop was good and the next harverst will start next summer.

**Our market position:** Albert Vieille has developed its Iris pallida plantations with producers on the Plateau de Valensole and in Hérault, in France. This project is part of a process of setting up traced and sustainable supply chains, from planting to processing. We guide each farmer in the organic cultivation of orris, the removal of rhizomes from the ground. We process the ground rhizomes at our production center in Spain. Moreover, since this year, the process of ditillation in Aromazur is organic certified. Our EO 100% Irris Pallida, 100% France with the standardized quality at 8% of irones is ready.

**Our products:** Orris essential oil 8%.

### Patchouli heart

| Indonesia



*Pogostemon cablin*



Harvest calendar



Patchouli stabilizes at a relatively low price. May is the month of Aid which has a real impact on the volumes of Patchouli traded. It will go up towards the end of the year.

**Our market position:** We rectify the essential oil in our facilities, to obtain a 50% patchoulol essential oil.

**Our products:** patchouli heart essential oil



## Pink Peppercorns

*Schinus molle*



### Peru



Harvest calendar

J | F | M | A | **M** | **J** | **J** | A | S | O | N | D

The situation is stable.

**Our market position:** The pink peppercorns are directly distilled in our production center.

**Our products:** pink peppercorns essential oil.

## Pink Peppercorns

*Schinus terebenthifolius*



### Indian Ocean



Harvest calendar

J | F | M | A | **M** | **J** | **J** | A | S | O | N | D

Reunion and Madagascar have suffered from cyclones (2 cyclones in 15 days), available volumes will be disrupted. Demand is high for this product. We are also expecting weather disruptions which could potentially affect post-harvest operations (berry drying). In general, the price is on the rise for the 2 origins as well as Brazil, but for Brazil, this is only linked to the strong demand and the increase in the price of crude and transport.

**Our market position :** We work directly at the origin through multi-year contracts with local collectors to guarantee availability and a fair price. We control the process of transformation of pink berries into CO2 extract.

**Our products :** pink peppercorns CO2 extract

## Tonka beans

*Dipteryx odorata*



### Brazil



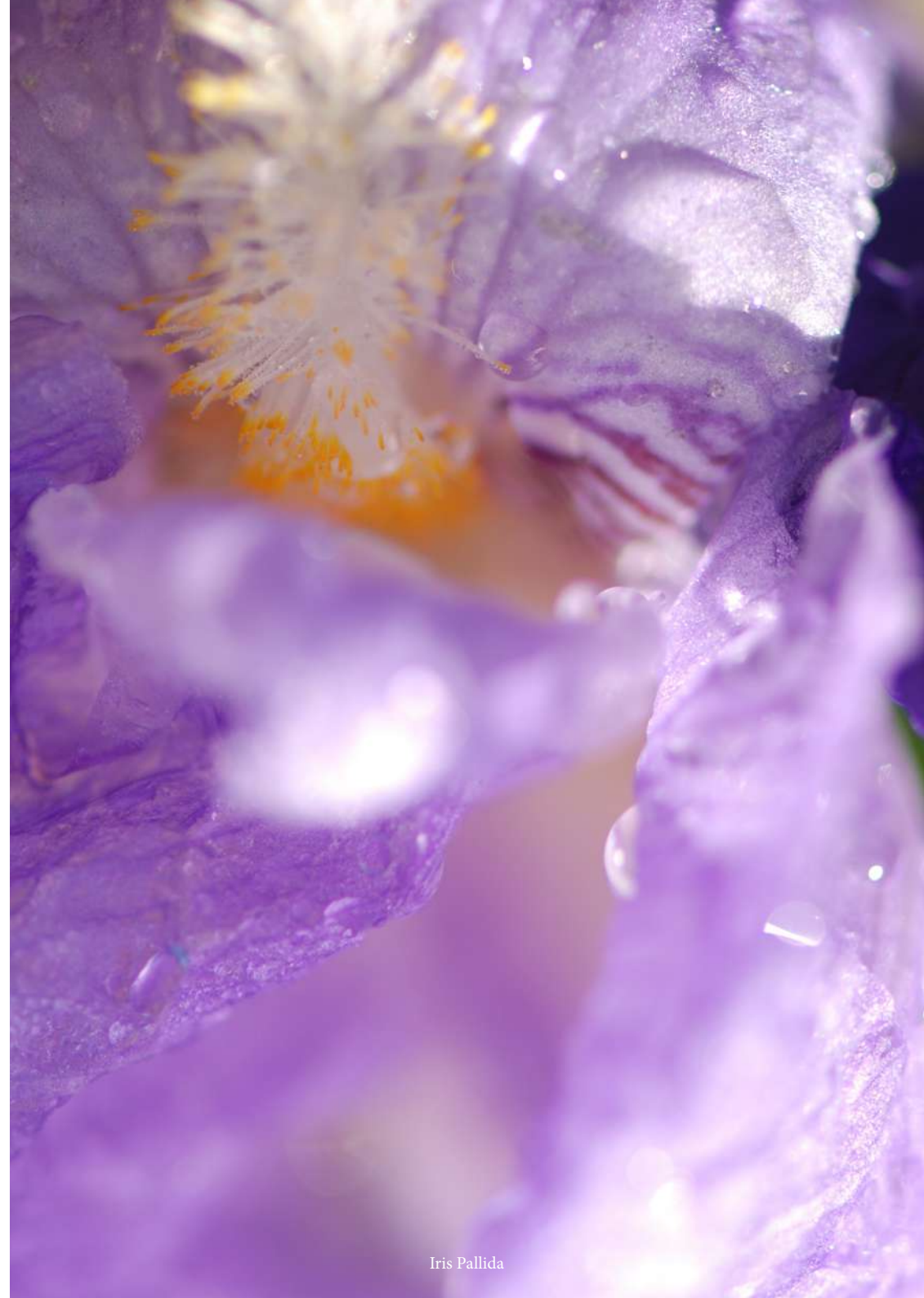
Harvest calendar

J | F | M | A | M | J | J | **A** | **S** | O | N | D

The crop was really bad last year. The availability is very scarce at that time, and the price has reached high level.

**Our market position:** We collaborate with a company that coordinates nearly 500 bean collectors and is committed to ensuring fair remuneration for their activity. This makes it possible to maintain the harvesting activity and, as a result, to fight against deforestation. We process tonka beans ourselves at our production plant.

**Our products:** Tonka beans absolute.







## Angelica

*Angelica archangelica*



## | Belgium



Harvest calendar

J | F | **M** | **A** | M | J | J | A | **S** | **O** | **N** | D

**Roots:** The crop was very bad (Sept 2021-until April 2022), Essential Oil yield had never been so low with approx 4 kg of oil /ha, vs the standard 10 kg /ha. That is due to unfavorable weather conditions with a drought after the planting in August-September 2020 and continuous rainfall last summer. That is the main driver for the price increase, with the high price for fuel oil for drying on top of it. The next crop will start in September.

**Our product:** roots essential oil, seeds essential oil

## Buchu

*Barosma betulina*



## | South Africa



Harvest calendar

J | F | M | **A** | M | J | J | A | S | O | **N** | D

2022 harvest is available.

**Our product:** essential oil

## Cardamom

*Elettaria cardamomum*



## | Guatemala



Harvest calendar

J | F | **M** | A | M | J | J | A | S | **O** | **N** | D

Last crop was good. Prices have dropped a lot.

**Our product:** essential oil



### Coriander seeds

### Russia



*Coriandrum sativum*



Harvest calendar

J | F | M | A | M | J | **J | A** | S | O | N | D

Due to the war in Ukraine, export of goods from Russia via Europe by road has become difficult. Major shipping lines are closing sea routes in and out of several Russian ports. So at this moment, it is impossible to import goods from Russia.

**Our products:** seeds essential oil.

### Davana

### India



*Artemisia pallens*



Harvest calendar

J | **F | M** | A | M | J | J | A | S | O | N | D

New harvest is delayed to the end of April. Availability will be limited. The reason is unseasonal rainfall had led to destruction of earlier crop and replantation of herbage had happened. This has led to delay in availability the raw material.

**Our products:** essential oil.

### Cypress

### Spain



*Cupressus sempervirens*



Harvest calendar

**J | F | M | A | M | J | J | A | S | O | N | D**

The demand exceeds the offer. The price has increased and will increase further in a near future.

**Our products:** essential oil.

### Gaiacwood

### Paraguay



*Bulnesia sarmientoi*



Harvest calendar

**J | F | M | A | M | J | J | A | S | O | N | D**

This product is still difficult to buy as it takes 2-3 months between CITES permit export/import to the delivery.

**Our products:** essential oil.

### Cypriol

### India



*Cyperus scariosus*



Harvest calendar

J | **F | M | A | M | J** | J | A | S | O | N | D

It has been raining in the key raw material belts since January beginning which have seriously impacted the harvest season – less collection and very less production as we do not have optimum weather to get rhizomes dry due to lack of sunshine. The low collection will put pressure in market in buying in next few weeks. The price remains stable but could increase in the future.

**Our products:** essential oil.

### Geranium

### Egypt



*Pelargonium x spp*



Harvest calendar

J | F | M | A | M | **J | J | A | S** | O | N | D

Availability in the market is very limited while the new crop did not start yet. Demand is steady. Spot price are high vs last season price.

**Our products:** essential oil



# Grapefruit

*Citrus paradisi*



| United States



Harvest calendar



The availability is low and the price is increasing.

**Our products:** essential oil

# Juniper berries

*Juniperus communis*



| Macedonia



Harvest calendar



There is a scarcity at this time on this product (no more quantity at the origin) The new crop will be only available next September/October.

**Our products:** essential oil

# Lavandin Grosso

*Lavandula x intermedia 'Grosso'*



| France



Harvest calendar



The situation is unchanged and the price remains stable.

**Our market position:** We collaborate with several farmer-processors and cooperatives in Provence. We also act directly on the sector by supporting trials, carried out by the ITEIPMAI, on how plant cover impacts resistance to water scarcity in lavender and lavandin.

**Our products:** essential oil

# Niaouli

*Melaleuca quinquenervia*



| Madagascar



Harvest calendar



The situation is stable.

**Our products:** essential oil

# Nutmeg

*Myristica fragrans*



| Indonesia



Harvest calendar



The situation is stable.

**Our products:** essential oil

# Orange blossom

*Citrus aurantium ssp amara*



| Morocco Tunisia



Harvest calendar



**MOROCCO** The new season is just starting. The trees were affected by the drought of 2021 that irrigation could not compensate fully. The price is increasing.

**Our product:** Neroli essential oil, Orange blossom floral water absolute

**TUNISIA** It is the same situation as in Morocco.

**Our products :** Orange blossom absolute, Neroli essential oil, Organic Orange blossom floral water



## Roman chamomile | France, Italy



*Anthemis nobilis*



Harvest calendar

J | F | M | A | M | J | J | A | S | O | N | D

Next harvest will start in July/August The price remains stable.

**FRANCE - Our market position:** Albert Vieille has set up partnerships with French farmers-processors. These partnerships include supporting the producers in the development of their activity, from the farming of the fields to the distillation.

We encourage the sharing of knowledge and the transmission of know-how through the organization of inter-producer meetings.

This supply chain is fully traceable.

**ITALY - Our market position:** Our partnerships in the Piedmont region began 40 years ago when Mr.Vieille started working with a tarragon producer. Gradually, the producer moved towards cultivating Roman chamomile. Our agreements include the support of producers in the development of their activity, from field cultivation to distillation.

Our partners respect human rights and fair working conditions. Furthermore, they also work on their environmental impact, first by reducing the use of chemicals, second, by working on energy savings.

This supply chain is also fully traceable.

**Our products:** From France, essential oil & organic essential oil. From Italy, essential oil & Fair For Life essential oil.

## Rose

*Rosa damascena*



## | Bulgaria



Harvest calendar

J | F | M | A | M | J | J | A | S | O | N | D

The price is increasing now as the farmers already know that the 2022 crop will be at higher price than 2021 (production costs will be higher).

**Our products:** rose essential oil

## Rosemary

*Rosmarinus officinalis CT cineole*



## | Morocco, Tunisia



Harvest calendar

J | F | M | A | M | J | J | A | S | O | N | D

**MOROCCO :** The situation is stable. The new crop will be available in July.

**Our product :** Rosemary ct cineol essential oil

**TUNISIA :** The quantities are scarced at the origin at this moment. The distillation will take place in May. The new crop will available in June. Despite some delayed rains, there has been a big drought this winter. The forests are damaged and we don't know yet if the crop will be good this year.

**Our product :** Rosemary ct cineol essential oil

## Tarragon

*Artemisia dracunculus*



## | Hungary



Harvest calendar

J | F | M | A | M | J | J | A | S | O | N | D

The availability is low in Hungary. The price remains stable.

**Our products:** essential oil

## Scotch pine

*Pinus sylvestris*



## | Bulgaria



Harvest calendar

J | F | M | A | M | J | J | A | S | O | N | D

The situation is stable.

**Our products :** essential oil

## Siberian pine

*Abies sibirica*



### | Russia



Harvest calendar

J | F | M | A | M | **J | J | A | S | O** | N | D

Due to the war in Ukraine, export of goods from Russia via Europe by road has become difficult. Major shipping lines are closing sea routes in and out of several Russian ports. So at this moment, it is impossible to import Siberian Pine from Russia.

**Our products :** essential oil

## Vetiver

*Vetiveria zizanioides*



### | Haiti

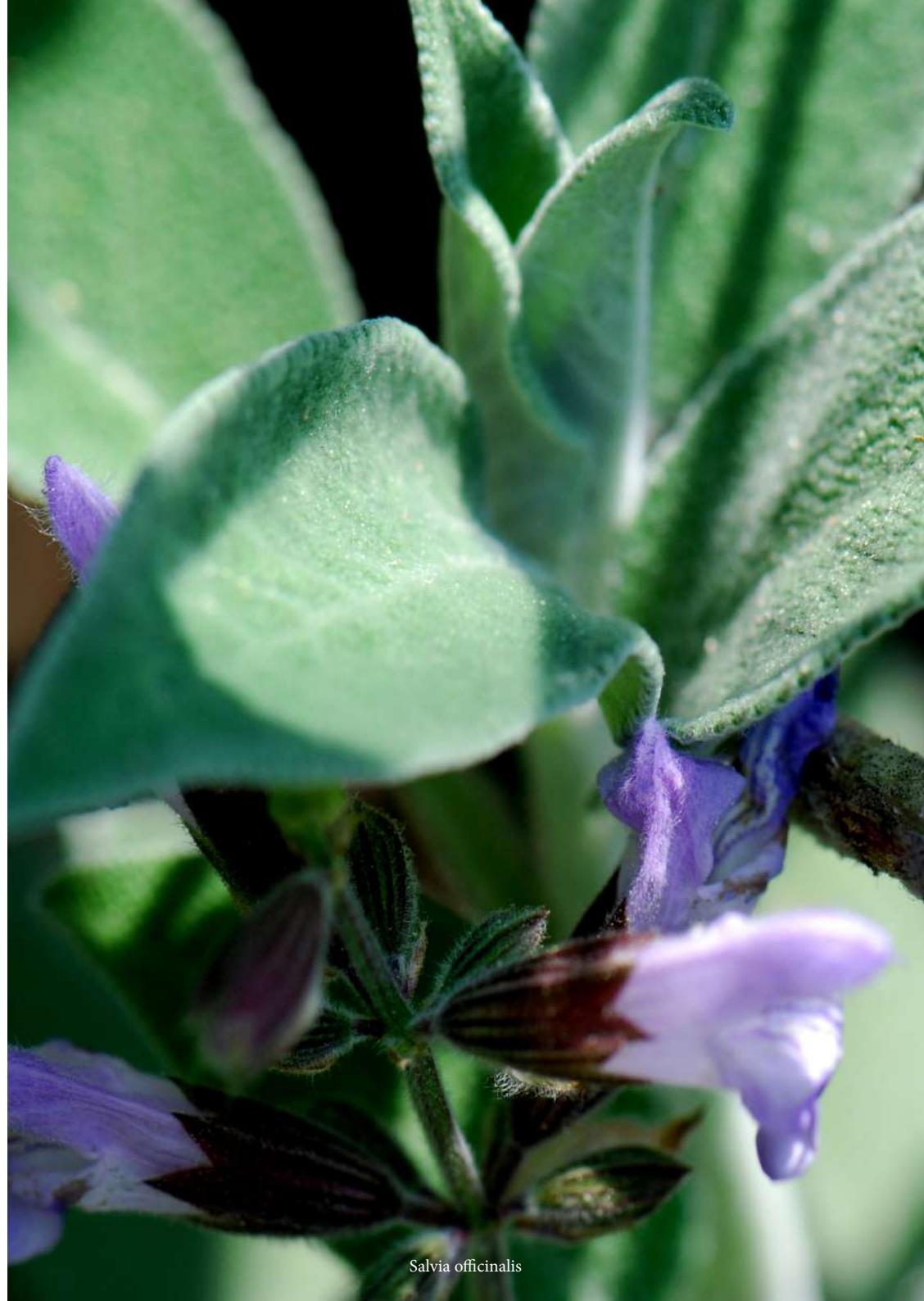


Harvest calendar

**J | F | M | A | M | J | J** | A | S | O | N | D

Production costs continue to increase, driven by the cost of fuel which has a very significant impact. The situation at the origin is as chaotic as before, no improvement foreseen.

**Our products:** essential oil



Salvia officinalis



Givaudan  
Human by nature



ALBERT VIEILLE

## ALBERT VIEILLE

629 route de Grasse, BP217  
06627 Vallauris Cedex  
France

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

