



ALBERT VIEILLE

*Essentials. It's in our nature!*

# The Natural Gazette

n°5

2017 - 4<sup>th</sup> quarter



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## 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 from our 2017 catalogue. These raw materials include both those we produce ourselves and those for which we have established partnerships with reputable growers.

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.

For each raw material, we will also share our current market position, to help you best tailor your needs and ordering plans based on reported conditions. Your Albert Vieille sales representative is also at your complete disposal to advise you further.



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## Our savoir-faire

For nearly a century, Albert Vieille has crafted exceptional savoir-faire in the realm of aromatic raw materials, acting as your partner in the formulation of your creations by offering more than 200 exceptional products that are exclusively 100% pure and natural.

Over the years, we have developed a network of producers in over 40 countries and built reliable, long-lasting relationships with our agricultural partners. Doing so means we can offer raw materials on a consistent basis in terms of quality, availability, and pricing. At our production center in Spain, we have the ability to expertly process fresh and dried aromatic raw materials, gum-resins, and floral concretes using a variety of techniques.

# Key



Our integrated farming subsidiaries



Our own production



Market supply trends



Market price fluctuation



Supplies up



Supplies stable



Supplies down



Price down



Price stable



Price up

## Product applications



Aromatherapy



Cosmetic



Perfumery



Food

# Contents

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Fruity  
Animalic



## Harvest calendar

J	F	M	A	M	J	J	A	S	O	N	D
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Ribes nigrum

# Blackcurrant buds

## *Absolute*

France



In the Burgundy region, the high temperatures last spring and summer were cause for concern. Fortunately, however, the blackcurrant plants were little affected by insects and disease, resulting in good budding and a satisfactory harvest of nearly 40 tons of buds.

The harvest began in late November, rather than mid-December, and was still underway as of early February, when it typically ends in January. The change in timing was caused by too much moisture, as the buds are best harvested in cold, dry weather.

**Our market position:** The agricultural partner with whom we work is certified “Fair for Life.” Production of blackcurrant bud absolute, from our concrete, began in January at our production center in Spain. Now is the time to inform us of your needs.



Floral  
Rosy



## Harvest calendar

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

Pelargonium spp

# Geranium

## *Essential oil*

Egypt



The 2017 harvest conducted in May and June was a good one, ultimately producing 120 tons of essential oil, to which was added the 50 tons of stock remaining from 2016 [see Gazette 3]. To date, however, there is little stock left, but demand has calmed for the moment and prices are stable. In December and January, a great deal of geranium was planted and, if all goes well, we can expect equivalent quantities to be harvested next season.

**Our market position:** We suggest you take advantage of the geranium essential oil stock that we still have available and recommend planning ahead with regard to your needs from the next harvest. Contact your account manager for additional guidance.



Floral  
Jasmine



## Harvest calendar

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

Jasminum grandiflorum

# Jasmine

## *Absolute*

# Egypte



Jasmine crops in northern Egypt enjoyed good weather conditions and the flowers harvested between June and September were plentiful and of good quality. Nearly five tons of concrete were produced, added to a carryover of one ton of the concrete manufactured in 2016. The price for jasmine concrete is stable.

**Our market position:** The jasmine absolute from Egypt that we have to offer is now made in our production center using concrete from our Egyptian partner. Get in touch with your sales representative to discuss your needs.



Woody  
Humic



## Harvest calendar

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

*Commiphora myrrha*

# Myrrh Essential oil

## Somalia



In the myrrh-producing regions of Somalia, like those that produce frankincense, the rainy season helped ease the effects of the drought that has gripped the country. Conditions were better for harvesting the gum-resin exuded by the trees. Demand remains brisk and prices are high.

**Our market position:** We have formed a partnership as close as possible to the source, reducing the number of middlemen and making it possible for us to offer long-term security in both pricing and quantities of gum-resin. We produce myrrh essential oil and resinoid on a continuous basis to ensure availability throughout the year. Contact your sales representative.



Woody  
Resinous



Harvest calendar

J

F

M

A

M

J

J

A

S

O

N

D

*Boswellia carterii*

# Olibanum

## Essential oil

## Somalia



The dayr, the second rainy season from October to December, helped alleviate the drought in the Somaliland region, even though the rainfall was below normal levels. Conditions were better for harvesting the gum-resin exuded by the trees. Demand for this raw material remains very strong and prices are still high.

**Our market position:** The contract we have with our partner limits the number of middlemen, facilitates supply, and guarantees stable prices for the gum-resin. We produce frankincense essential oil and resinoid on a continuous basis to ensure availability throughout the year. We suggest contacting your sales representative.



Fruity  
Floral



## Harvest calendar

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

Osmanthus fragrans

# Osmanthus

## Absolute

# China



High temperatures in August and September in southern China delayed blooming by four weeks. The buds opened sparsely, drawing out the harvest period until late November. As in 2016 [see Gazette 1], the weakened flowers offered reduced yields and a lower-quality concrete. Supplies are difficult to obtain, particularly since osmanthus is becoming increasingly popular with the food industry. As of now, the price of the concrete is stable.

**Our market position:** Production of osmanthus absolute was finalized last year in our production center in Spain. We have some stock available to address this year's demand, though the year is likely to be a challenging one. Let us know your needs.



Woody  
Resinous



Harvest calendar

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

*Abies sibirica* Ledeb.

# Pine siberian

## *Absolute*

Russia



The year 2017 was a better one for the Siberian fir twig harvest. The high prices of 2016 prompted producers in the Taiga region to harvest more twigs over a longer period of time, and they began their work as soon as the snow melted last April. Prices for Siberian fir essential oil returned to near-normal levels. It should be noted that there has been very active demand for this product and, to date, there is very little availability at the source.

**Our market position:** We have stock and can cover your needs for Siberian fir essential oil until the next harvest. Take action quickly for your supplies.



Woody  
Smoky



Harvest calendar

J	F	M	A	M	J	J	A	S	O	N	D
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Verivera zizanioides

# Vetiver

## Essential oil

# Haiti



The situation in Haiti is still complicated following the impact of Hurricane Matthew in the fall of 2016, which affected millions of people [see Gazette 1]. Fortunately, in 2017, Haiti was spared by the year's natural disasters, which devastated a number of islands in the Caribbean.

With respect to vetiver, essential oil production is slowly resuming, having been halted during the rainy season, as it always is.

Production costs are still high, demand remains brisk, and there are fewer available quantities. The price of vetiver essential oil continues to be high.

**Our market position:** Our long-standing involvement with the supply chain supported by the NRSC means we have vetiver essential oil for your needs.



# FLORAL WATER CONCRETE RESINOID EXTRACT

# Our products



Product list





ALBERT . VIEILLE

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