



ALBERT VIEILLE

*Essentials. It's in our nature!*

# The Natural Gazette n°7

2018 - October



# 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.

# Contents

4 • News

8 • Product profile: cistus



10 • Chamomile roman



12 • Coriander



14 • Elemi



16 • Frangipani



18 • Everlasting



20 • Jasmine



22 • Lavandin grosso



24 • Myrrh



26 • Rosemary



28 • Tansy blue



# News

## An agricultural subsidiar

Tierras Aromaticas del Sur is an agricultural company founded in early 2018 and is wholly a subsidiary of Albert Vieille SAS. It manages a team of farm workers to harvest cistus, take part in fincas auctions, and oversee farming projects for growing local plants.



## A fair-price contract

The 2018 IFEAT trade show was the chance for Albert Vieille to sign a fair-price agreement with its producer of Damask rose essential oil. This contract covers pricing variations for the raw material at time of purchase, depending on the harvest year and for a preestablished and stable volume.



## A new global correspondent network

Since 2016, Albert Vieille has been committed to expanding its network of local correspondents in India, Tunisia, Bulgaria, Peru, and the Philippines. Suppliers are now able to respond with great accuracy to such matters as traceability, quality control, and regulation.

# News

## Chirality analysis in progress

Since June, Albert Vieille has brought its chirality analyses on terpineol and linalool/linalyl acetate molecules in-house. A risk analysis paved the way to establishing a list of the raw materials concerned, which are then analyzed according to a very precise control plan.



## A CIFRE thesis on naturalness

Since May 2018, Albert Vieille has been financing and collaborating with Lyon's Institut des Sciences Analytiques on a CIFRE (Conventions Industrielles de Formation par la Recherche) thesis addressing "the development of analytical methods and databases for control and authenticity of aromatic plants." One of the major challenges of this work is creating a reliable, traceable database on aromatic plants.



## Cistus SEV absolute joins us

This year's WPC, held in June in Nice, France, was an opportunity to spotlight cistus in its many forms and nuances. Cistus SEV absolute just took its place in the Albert Vieille product catalog!

## Products REACH registered

Albert Vieille has successfully submitted REACH dossiers on more than a dozen natural products. These investments are part of a sustainable sourcing approach for major products. Albert Vieille SAS is the Lead Registrant on myrrh.



# News

## 600 trees planted worldwide

This year, Albert Vieille took part in planting 600 trees as part of its CSR policy and carbon-offsetting partnership with MyTree. These trees – 284 planted in France, 89 in Haiti, and 194 in India – helped offset 35 tons of CO2 emitted by freight shipping from these countries in 2017.



## Increased production capacity

Our frankincense, myrrh, and pink peppercorn production capacities have increased, as we've hired three new people, reorganized schedules to 3x8 (three eight-hour shifts), and established a new staffing structure.



# Product profil: cistus

*Essential oil, absolutes, resinoid*



## Harvest calendar



For several generations, the Albert Vieille company has been manufacturing a wide range of cistus products and derivatives, including essential oil, absolutes, and cistus specialties.

A few kilometers from Seville, not far from the Sierra Norte Natural Park, is Albert Vieille's production facility where the cistus is processed. The plant has been harvested here by the locals for decades, using traditional techniques. Every three years, the cistus is sickle-cut at a height of 30 cm from the plant base to ensure the plant's rapid regrowth.

In recent months, the economic balance of cistus production has been threatened by implementation of a new public land management plan based on an auction system. In early 2018, to address this radical change in the collection process, Albert Vieille founded an agricultural company, Tierras Aromaticas del Sur.

Another challenge in this area is finding and retaining a steady workforce. It is now impossible to collect both family assistance and cistus income, which could well lead to



a decline in available manual labor. The physical difficulty of the work is another factor that endangers cistus harvesting.

What's more, the area is seeing a deterioration of this resource due to years of unmanaged harvesting. Work is being done to address this through renewal of the resource via auctions, and new access options are now opening.

**Our market position:** On site, the area has seen major droughts in recent years and, more generally, climate change has clearly impacted this plant. This year was the third consecutive year in which yields have gone from low to very low, to the point of sometimes even having to cease distillation. This worrying situation has led Albert Vieille to take action in several ways, including diversifying its harvest sites, reassessing its supplies, and reevaluating its distillation model. This has translated to a price increase of nearly 50%. The 2018 harvest started late (early July) due to weather conditions and will, in turn, face the consequences of this distressing trend.



Herbaceous  
Fruity



### Harvest calendar

J	F	M	A	M	<b>J</b>	<b>J</b>	A	S	O	N	D
---	---	---	---	---	----------	----------	---	---	---	---	---

*Anthemis nobilis* L.

# Chamomile roman

## *Essential oil*

France  
Italia



**In Italy**, the 2018 harvest was difficult! Unlike in 2017, weather conditions were far from ideal. Great swings in temperature, frequent thunderstorms, and attacks of rust forced the farmer-distillers to harvest early, altering the plant's development. The yields of both the raw material mass and the resulting essential oil are therefore lower. Declining volumes have caused prices to rise this year.

**In France**, the harvest was better than in years past, especially as the planted crops we established with our farmer-distiller partners in the country's Côte d'Or and Eure departments are starting to come into production. We have stock available and the price is stable.

**Our market position:** The bad weather conditions in Italy prevented us from obtaining the volumes we expected. Nevertheless, the increase in land surfaces used to grow this plant means we have managed to maintain reasonable supply levels. The rise in the France-grown plant continues and helps round out any issues with Italy.



Herbaceous  
Aldehydic



### Harvest calendar

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

*Coriandrum sativum* L.

# Coriander

## Essential oil

# Russia



Despite the embargo, Crimea remains the key region for coriander seed production. It has been very hot in recent months and the region is suffering from a marked lack of rainfall. As a result, a large portion of the planted fields have dried up and the seed yield per farmed hectare is therefore lower than expected. Farmers say this is an unprecedented situation, the worst they've seen in 30 years!

On top of the high temperatures and scarce rains, 30% fewer plots were cultivated compared to previous years because of the overproduction in 2016/17 [see Gazette 4] and the low revenue that coriander seed generates for farmers.

These two phenomena combined have made 2018 a catastrophic year.

There is therefore less essential oil being produced and prices are already climbing.

**Our market position:** In light of previous years' excellent production and our having anticipated the current circumstances, our coriander stock is sufficient and our prices are still competitive.



Spicy  
Peppery



Harvest calendar

J

F

M

A

M

J

J

A

S

O

N

D

Canarium luzonicum Miq.

# Elemi Philippines

## Essential oil



Super typhoon Mangkhut hit the Philippines hard in September. Considered the year's most powerful storm, with wind gusts reaching 330km/h in places, it ravaged agricultural areas in northern Luzon, triggering floods and landslides. Fortunately, the trees are in areas that were spared by the typhoon.

Nevertheless, the elemi gum harvest was not as good as last year's. Despite new plantings, too many trees are being cut down, leading to an overall decrease in available quantities. On the other islands of the archipelago, the weather has remained normal and the harvest is satisfactory.

**Our market position:** Despite the disastrous weather conditions, the resin is on its way to our processing center and elemi essential oil will be available by the end of this year.



Floral  
Spicy



Harvest calendar

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

Plumeria alba L.

# Frangipani

## *Absolute*

# India



Frangipani is harvested wild. The 2018 blooming was uneventful and similar to last year. Average annual concrete production is 150 kg, but can reach 400 kg if driven by substantial market demand.

**Our market position:** Our production center produces frangipani absolute from the concrete. We currently have quantities available.



Herbaceous  
Spicy



## Harvest calendar

J	F	M	A	M	J	<b>J</b>	A	S	O	N	D
---	---	---	---	---	---	----------	---	---	---	---	---

*Helichrysum italicum* subsp. *picaralii* Boiss & Reuter

# Everlasting

## *Essential oil - Absolute*

Spain



In Andalusia, after several dry years, the *Helichrysum Italicum Picardii* plants were able to recover from the stress brought on by lack of moisture. The Doñana Natural Area saw a cool, rainy spring, giving the flower perfect blooming conditions. Nevertheless, the harvest was delayed by the rains. The yields are satisfactory compared to last year.

**Our market position:** Our Andalusian everlasting flower is processed in our production center in Almadén de la Plata, not far from the harvesting areas. Our essential oil and absolute are of excellent quality.



Floral  
Jasmine



Harvest calendar

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

*Jasminum sambac* (L.) Aiton

# Jasmine

## *Absolute*

# India



In the Tamil Nadu region, the weather was good for jasmine, compared to a 2017 season that was too dry or too damp, depending on the period. The monsoon, which fell heavily before the harvest, helped the plant regenerate. The flowers that matured during the harvest currently indicate that this year's production will be at least equal to last year's. Prices remain fairly stable.

**Our market position:** There are large quantities of jasmine Grandiflorum available, giving us the pick of the market for quality.



Agrestic  
Camphoraceous



### Harvest calendar

J	F	M	A	M	J	<b>J</b>	<b>A</b>	S	O	N	D
---	---	---	---	---	---	----------	----------	---	---	---	---

Lavandula hybrida, Grosso

# Lavandin grosso

*Essential oil*

France



The 2018 crop is slightly better than those of the past two years, both of which were affected by the drought. Producers have again suffered losses this year, particularly on the Valensole plateau, which is the leading production area. Mortality, estimated at 30%, is particularly high on fourth-generation cuts.

Hybrid lavenders (lavandins) that have survived the last three years should yield good crops in 2019, assuming the fields are not hit by any other diseases or weather disasters.

It's very likely that the price will increase between now and the next harvest, but the market should recover its balance within a few years.

**Our market position:** The lack of production has been anticipated and offset by investment in new production areas and by a planting campaign that surpasses previous years. Stock is available!



Woody  
Humic



Harvest calendar

J

F

M

A

M

J

J

A

S

O

N

D

# Myrrh

## Essential oil - Resinoid

# Somalia



Rainfall has been plentiful this year in Somalia, in striking contrast to the past three years. The rains that fell from March through June helped the trees regain their balance. It is difficult to anticipate harvest and yields, but these early signs are encouraging. The price remains stable.

**Our market position:** We have formed a partnership closer to the source to secure gum-resin prices and quantities over the long term. We produce myrrh essential oil and resinoid throughout the year.



Herbaceous  
Cineolic



Harvest calendar

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

*Rosmarinus officinalis* L.

# Rosemary

## Essential oil

Morocco  
Tunisia



**In Tunisia**, the spring rains have helped this resource regenerate. Rosemary leaves are impacted by lack of moisture, a common scenario in the region, which greatly influences the quality, quantity, and price of the harvested branches. But rains were sufficient and more abundant this year than in 2017. The harvest went well and the quality is very good.

**In Morocco**, rosemary's antioxidant properties are still attracting the food and cosmetics markets, creating considerable tension in the quantities available for distillation. This pressure on supply is disrupting the balance of the supply chain and driving prices upward.

**Our market position:** Our multi-year contracts with major local entities ensure we have stable volumes and prices.



Agrestic  
Camphoraceous



Harvest calendar

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

Tanacetum annuum L.

# Tansy blue

## Morocco

*Essential oil*



The shortage of annual tansy in 2015 and the attractive prices the plant fetches prompted Moroccan farmers to significantly increase their planted surface areas in 2017. Tansy is now overproduced in Morocco and the quality is well below market expectations. The tansy has been distilled traditionally, in iron stills, beside the fields. We recommend being vigilant with respect to product quality and the presence of pollutants.

**Our market position:** All the distillations carried out with our partners in Morocco respect very strict specifications, ensuring optimum product quality. In parallel, we have developed fully mechanized production in Italy, thereby guaranteeing pure and reproducible qualities at stable prices over the long term.

# 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



Price down



Supplies stable



Price stable



Supplies down



Price up

## Product applications



Aromatherapy, wellness



Perfumery



Food



ALBERT VIEILLE

*Essentials. It's in our nature!*

629 route de Grasse - BP 217  
06227 Vallauris Cedex  
FRANCE

+33 (0)4 93 64 16 72  
[www.albertvieille.com](http://www.albertvieille.com)  
[info@albertvieille.com](mailto:info@albertvieille.com)