



ALBERT VIEILLE

Essentials. It's in our nature!

The Natural Gazette

n°1

2016 - 4th quarter



ALBERT . VIEILLE

Essentials. It's in our nature!

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 2016 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.



ALBERT VIEILLE

Essentials. It's in our nature!

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



Cosmetic



Perfumery



Food

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Herbaceous
Dry



Harvest calendar

J

F

M

A

M

J

J

A

S

O

N

D

Chamomilla recutita

Blue chamomile

Essential oil

Egypt



Harvest of this plant began earlier this year, in March, to meet buyers' pressing and ever-increasing needs. This early harvest of barely-opened flowers marred the distillation yield and product quality. In the months after the harvest, essential oil prices were high, but are now lower. To date, quantities available from the source are limited.

Our market position: Our strong relationship with the Egyptian producers means we can provide you with blue chamomile essential oil.



Herbaceous
Fruity



Harvest calendar

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

Anthemmis nobilis

Roman chamomile

Essential oil

France
Italy



France experienced a brutal, alternating succession of rains and high temperatures, which negatively impacted the blooming period, resulting in only a fair yield. This product is in high demand. We have observed an increase in prices at our essential-oil producers.



In Italy, however, the season had good weather, with a reasonable mix of sun and rain, resulting in a wonderful harvest and good yield. There is significant demand for this product. The prices of the essential oil remain stable.

Our market position: In 2015, we established solid agricultural partnerships in Italy's Piedmont region, which means we have had large quantities of Italian Roman chamomile essential oil at a stable price.



Ambery
Resinous



Harvest calendar

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

Cistus ladaniferus var *beta maculatus*

Cistus - Labdanum

Essential oil - absolute - resinoid

Spain



The rather unusual spring, with chilly temperatures in Andalusia, severely disrupted the start of the harvest. The branches were slow to exude gum, then the sudden, very high temperatures, exceeding 44° C in late June, dramatically slowed the vegetative cycle, thus harming yields of essential oil, reducing them to less than half the usual yield of 0.1%. The high heat also reduced the essential's oil α -pinene content. All these factors combined mean that, with respect to cistus essential oils from distillation, the 2016 harvest will go down as one of the worst in our history as a producer. The produced volumes are low and prices are rising.

Fortunately, the yields on extract products – cistus concrete, cistus absolute, labdanum absolute, labdanum resinoid – were better than we anticipated and will ultimately allow us to produce limited, but sufficient, quantities to meet demand.

Our market position: Our production center set in the midst of the vast expanses of cistus in Andalusia undeniably makes us a leading source. Contact your sales representative for cistus and labdanum products.



Herbaceous
Aldehydic



Harvest calendar

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

Coriandrum sativum

Coriander

Essential oil

Russia



The weather conditions were very favorable this year and the coriander therefore grew well, resulting in a good harvest. Furthermore, new coriander producers have started their own operations in Russia, thus increasing the growing surface areas and the quantities produced.

As a result, the price of essential oil is at a three-year low. Nevertheless, though it is easy to source this raw material today, it is important to stay vigilantly aware of the geopolitical shifts in certain regions.

Our market position: Contact your sales representative now, as we have coriander essential oil available at attractive prices.



Spicy
Peppery



Harvest calendar

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

Canarium luzonicum

Elemi

Essential oil

Philippines



The El Niño meteorological phenomenon continues to affect the harvest conditions for elemi and recent typhoons are not helping the situation. The quantities available are not sufficient to satisfy demand for elemi, which is lately on the rise.

As a result, the price of essential oil has increased steadily since last year.

Our market position: Plan ahead on your elemi essential oil needs by communicating with your Albert Vieille sales representative.



Floral
Rosy



Harvest calendar

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

Pelargonium spp

Geranium

Essential oil

Egypt



Egyptian geranium is still very popular due to its quality. In 2016, essential oil production was satisfactory, but demand remains high. At the same time, producers are suffering the effects of the current economic situation in Egypt in the form of the devaluation of Egyptian currency and sudden inflation in the cost of living (increased VAT, discontinued subsidies on petroleum products).

This situation has led to strong speculation and the price of geranium essential oil is double what it was last year. Unfortunately, the low price in 2015 did not encourage growers to retain the seedlings for replanting in 2017 and we fear a decrease in quantities in the future.

Our market position: Our strong relationship with the Egyptian producers means we can provide you with geranium essential oil at an attractive price.



Floral
Jasmine



Harvest calendar

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

Jasminum sambac

Jasmine Sambac

Absolute

India



There was a 20-25% drop in yield in the 2016 crop over last year, because rain, which helps the buds to open, was infrequent. Prices for jasmine Sambac concrete fluctuated between March and October and then stabilized. Prices are slightly lower than last year.

Our market position: We will begin our production at the start of 2017 and encourage you to contact your sales representative in advance for your needs in jasmine Sambac absolute.



Agrestic
Camphoraceus



Harvest calendar

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

Lavandula hybrida Grosso

Lavandin Grosso

Essential oil

France



In recent years, hybrid lavender, *Lavandula hybrida* Grosso, has been planted on increasingly vast surface areas. Last year saw a good harvest and the 2016 crop has enjoyed favorable climatic conditions, as well.

There are ample quantities available and the price of the essential oil is stable.

Our market position: We have Grosso hybrid lavender essential oil available.



Woody
Humic



Harvest calendar

J

F

M

A

M

J

J

A

S

O

N

D

Commiphora myrrha

Myrrh Essential oil

Somalia



As with frankincense, myrrh-producing areas in Somalia have been affected by the severe lack of moisture. For the nomads and their animals, life has become very difficult over the past two years. This drought also weakens the trees and reduces exudation of gum-resin. Moreover, since myrrh harvesting is one of the nomads' principal resources, the trees tend to be cut too intensely.

This excessive demand takes its toll on the tree, making it less and less productive from one crop to the next. There are challenging years ahead. Nevertheless, gum-resin prices are stable for the moment.

Our market position: We have established a partnership as close as possible to the source, reducing the number of middlemen and allowing us to secure prices and quantities of gum-resin over the long term. Nevertheless, the supply chain is challenged, affecting the quality of the gum resin, which strongly impacts the yield of the essential oil we produce.



Woody
Resinous



Harvest calendar

J

F

M

A

M

J

J

A

S

O

N

D

Boswellia carterii

Olibanum

Essential oil

Somalia



The Somalia region has been in a prolonged period of drought lasting nearly two years, which is weakening the trees and reducing the gum-resin secretion. This drought also affects the life of the nomadic peoples, who are suffering from reduced water resources. Their animals, too, indispensable in collecting frankincense, are also victims of this drought.

Further, these secretory trees are hard to reach, meaning that frankincense harvesting requires more and more effort on the part of the nomads. Current weather forecasts are unlikely to improve the situation. The harvested amounts of gum resin have decreased. Prices are on the rise.

Our market position: The contract we have with our partner means we can minimize middlemen, which streamlines supply and guarantees stable pricing, giving us access to quantities of gum-resin throughout the year. However, in view of the problems faced by this supply chain, the gum's quality is unreliable, which significantly impacts the yield of the essential oil we produce.



Fruity
Floral



Harvest calendar

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

Osmanthus fragrans

Osmanthus

Absolute

China



A succession of heavy rains and periods of severe drought in the osmanthus-producing regions has had several consequences. First, the flowers took longer to open, lengthening the harvest time by two weeks and increasing labor costs. Second, the flowers, which have been weakened by the climatic conditions and fade very quickly, are likely to give poor yield.

Crops in the main producing regions are down by 50% compared to the last two years. To compensate for these challenging conditions, new provinces, such as Sichuan, are going to produce osmanthus. At present, osmanthus concrete prices are stable, as availability is still strong because of a carry-over of 2015 stock. Nevertheless, this situation is not likely to last because of the 2016 yield.

Our market position: Our osmanthus absolute production will begin in January. Plan ahead for your osmanthus needs, contact your sales representative.



Woody
Resinous



Harvest calendar

J

F

M

A

M

J

J

A

S

O

N

D

Abies sibirica

Pine siberian

Essential oil

Russia



Siberian fir production is facing several challenges. First, the government has put forest restrictions in place to preserve the resource. Harvested quantities were low, decreasing production. Furthermore, the industry has been affected by the severe inflation that has gripped the country for the last two years, impacting exports, the exchange rate, and diesel and labor costs.

The material's limited availability due to these challenges has led to an increased price for the essential oil compared to last year.

Our market position: We can satisfy needs for Siberian fir essential oil until the next harvest.



Floral
Rosy



Harvest calendar

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

Rosa damascena

Rose of Damas

Absolute

Turkey



In Turkey, though this year's flower harvest was slightly better than last year, it is still below the usual quantities of 7,000 tons. Since 2014, the country has been seen annual decreases of 20-25% in harvested flowers. On top of unfavorable climatic conditions, the crop is also suffering because of aging plantations and difficulties to pass on their know-how.

In 2015, producers began pulling up old rosebushes to plant new ones, meaning another one or two years will be required for a good yield to be possible. As demand is still high relative to available supplies, the price of rose concrete has increased considerably.

Our market position: As a producer of Turkish rose absolute, we have this product available.



Balsamic
Spicy



Harvest calendar

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

Liquidambar styraciflua



Rain was insufficient in 2015, and it is a necessary element that promotes the trees' gum-resin secretion. Less styrax was harvested then and prices were high. The 2016 crop was better thanks to a wetter rainy season that encouraged production of gum-resin.

Furthermore, the initiatives implemented by the NRSC* have borne fruit, helping increase collectors' earnings. Today, gum-resin prices are more stable, but are higher than last year.

Our market position: Our production center in Spain means we can provide you in styrax essential oil

***NRSC : Natural Ressource Stewardship Circle*



Gourmand
Almond like



Harvest calendar

J

F

M

A

M

J

J

A

S

O

N

D

Dipteryx odorata

Tonka bean

Absolute

Brasil



In 2015, the harvest period was quite challenging and did not result in substantial crops. This year's harvest, however, was good. Prices for this raw material are stable.

Our market position: We will begin our production of Tonka bean absolute at the end of the first quarter of 2017.



Woody
Smoky



Harvest calendar

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

Vetiveria zizanioides

Vetiver

Essential oil

Haiti



Production was halted from January to February 2016 due to lack of rain, before recovering slowly in March. Then April rains limited access to the vetiver plots. In the end, with a combination of active demand and very limited available quantities of high-quality vetiver, prices remained high. As early as last year, periods of high temperatures caused by El Niño had reduced the root yields, resulting in increased prices.

Unfortunately, the passage of powerful Hurricane Matthew last September will further complicate the vetiver situation in the future, as the producers' cooperatives were heavily damaged or destroyed. To help alleviate these dire circumstances, Albert Vieille has supported the NRSC fundraising campaign to help these cooperatives and their member families recover as swiftly as possible.

Our market position: Our longstanding involvement in the sector through our work in the NRSC means we can provide you with vetiver essential oil.



FLORAL WATER
CONCRETE
RESINOID
EXTRACT

Our products



Product list





ALBERT VIEILLE

Essentials. It's in our nature!

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