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Star Anise & Natural Anethole

Anise oil, grown in the Yunnan Province of China, is distilled from April through June and then again from October through December. Looking back, we observe that anise oil prices are at the lowest levels in six years. We do not anticipate further declines and suggest that customers take advantage of the opportunity and cover. If you have not provided us with your 12 month forecast, please do. We will offer keen pricing to provide you with coverage. While it is impossible to call the low in any market, we see the current situation as quite favorable. It is worth noting that exports of anise oil from China continue to rise and carryover levels are reported to be in decline. Those circumstances often foretell firming prices. We welcome your inquiries.

Basil

The summer crop in Vietnam has ended and its size was below average. It is reported that very little carryover stocks exist at the source and most all of the oil is sold. If your company has requirements for oil in 2017, please contact us before our inventory is committed. Assuming you are covered, the next time to buy will be in August 2017.

Bay

Bay oil continues to be at the top of everyone’s crisis list (including ours) because of governmental policies and Hurricane Erika, which devastated the little island of Dominica along with its largest distillery. Although the main factory has not yet been rebuilt, smaller distillers are making modest headway in a market that is seriously short. Please contact your C&A representative with your current needs. We have had good success helping many of our customers manage this shortage, which is in its second year of distress.

Bitter Orange

Brazil’s summer crop is just a few months away. The previous crop was sold shortly after last year’s harvest. We await new season offers and will update our customers in the summer. In the Dominican Republic, the availability of fruit for processing continues to present a challenge. With that said, we continue to be active in this specialty essential oil from a variety of sources in both the northern and southern hemispheres. We are always happy to provide market updates and respond to inquiries.
Buchu

Severe wild fires and drought have harmed the buchu crop. For the first time in many years, various buchu varieties are in limited supply and prices have risen. Buchu is basic to the C&A portfolio so we do our best to provide accurate and timely information. It is our recommendation that our customers cover their requirements. Please send us your inquiries so we can insure delivery. We will update you when the crop improves.

Cardamom

The 2016-2017 season in India is over and the next global harvest in Guatemala will begin in the late fall. Kerala, the most southern state in India, is facing one of the worst droughts in 100 years. It was reported the rainfall was 70-80% short of typical monsoon levels. This weather has greatly affected the cardamom crop and prices have doubled from last year. If you haven’t covered your requirements, we recommend covering with us, as we are major buyers of cardamom. I congratulate those customers who heeded our advice last October and provided inquiries. The prices for which you contracted were fabulous.

Cassia & Natural Benzaldehyde

The June to August summer crop starts soon. In recent months, prices have increased due to robust demand of natural benzaldehyde combined with expected lower yields from the upcoming crop.

Clove Leaf & Eugenol

Storms and flooding have hampered the usual rainy weather in Indonesia which is creating delays and the loss of volume in clove production. Not surprisingly, in recent weeks, we have seen a considerable tightening in availability. We caution customers to stay a bit long. This is another instance where Mother Nature rules.
After years of troubling news, the price of coriander looks to be at a meaningful low point. Even with the poor Russian crop last fall, prices continued to slide with oil in the hands of resellers. It would be our recommendation to book your requirements until September 2017. We welcome your inquiries.

**Coriander Seed**

having just returned from the growing areas in India where I witnessed new crop production, I believe that this is the best time to book oil for delivery over the next 12 months. The distillers report a good crop, good yield and good quality. C&A is basic in davana and can offer the best quality and at the most competitive prices.

**Davana**

As stock positions in Egypt dwindle, prices are firming. Since the new crop is due in April we would recommend only covering your short term needs.

**Cumin Seed**

Eucalyptus radiata is a new offering from C&A. Production at source has been hampered by both competing crops and historic drought, which has hurt the collection of the leaves and essential oil yields. Not surprisingly, the supply is tight. If you plan to purchase this special variety of eucalyptus from C&A, please give us your 2017 requirements so we can encourage growers in Africa to plant enough to satisfy your needs.

**Eucalyptus Radiata**

We are hopeful that with better weather we will be able to offer additional volumes to our growing customer base.
Garlic

As predicted, garlic prices continue to escalate. It seems there is no positive news on the horizon. While this is a rerun of a movie we have seen before, sourcing garlic oil is becoming more and more complicated. In recent months the distillation of garlic root hair, dry garlic, funkled garlic and garlic sprout has resulted in poor quality garlic oil in terms of color and aroma. Did you know that one pound of garlic oil replaces 1,000 pounds of garlic powder or 4,500 pounds of fresh garlic? As a result, even at high price levels, the oil is a very cost effective replacement for either fresh or dehydrated material. Today, we do not anticipate any softening; in fact, we only see firming prices with availability concerns. The matter may get worse as distillers are often reluctant to distill oil without firm orders from customers. It was also reported that the best raw material, the garlic bulbs, are too expensive to distill. All these factors, including the stricter Chinese environmental policies, will influence the quality and price of garlic oil into 2017 and beyond. C&A continues to have a good position on top quality oils. We welcome your inquiries while supplies last.

Geranium

The trend continues with Egyptian oil and Chinese oil at opposite ends of the price spectrum. Chinese oil (May – September harvest) is double the cost of the Egyptian (June – July harvest). The gap appears to be shrinking but is still considerable as prices for Egyptian oil are firming and inventories are decreasing. In the past month, the Chinese prices firmed due to a severely reduced crop and prolonged rains. If you need the Chinese quality, we would recommend buying sooner than later. We have positions on both oils and welcome your inquiries.

Ginger

Ginger prices continue to strengthen as farmers are plagued with the inability to distill due to stricter environmental safeguards. While the 2017 crop is soon to be harvested we are told by reputable sources that the crop is small. This will exacerbate the current situation.

Ho Wood (Natural Linalool)

Over the past seven years, the number of trees declined and prices increased. Recently, new plantings have matured. This good news has resulted in more production and lower prices. We continue to maintain inventories and welcome your requests.
It is reported that almost all the good quality lavender oil in Bulgaria is sold. Therefore, look for firmer prices until a new crop becomes available in August-September.

In a repeat of our last report, the situation for lemongrass has not changed. We continue to contract well in advance so that Guatemalan lemongrass is planted and distilled on our behalf to keep pace with the demand of this beautiful aromatic Central American essential oil.

The new crop is due at the end of the summer. We will update you when news is available about its condition and expected availability. Please note, last year’s crop was the smallest in years.

January's harvest and distillation is coming to a close. After two years of unpredictable softening prices it is reported that we are near the low. We would recommend contracting for the rest of the year before this buying opportunity has past.

This expensive oil is mainly harvested June through September, when the nutmeg and mace harvest slows. Interestingly, if nutmeg prices are favorable and the supply bountiful, production of massoia oil can be abbreviated. We recently purchased oil at favorable prices and are in a strong position to supply natural massoia lactone.

A full mint report will be forthcoming in the next market report. We will be watching the June harvest in India and the summer harvest in the Pacific Northwest. C&A is well positioned to provide all your regular peppermint and spearmint needs. We welcome your inquiries.
Petitgrain Cordillera

Weather continues to hamper the supply of this beautiful oil from Paraguay. This difficult-to-find essential oil is best purchased by staying at least six months ahead since the availability remains difficult and transit time is frequently measured in months, not weeks. C&A has a position and welcomes your inquiries.

Pimento Leaf

At present the market is steady after last year’s harvest. Expect an updated review regarding the fall reaping season in the next Crystal Ball. C&A is basic in pimento leaf oil and welcomes your inquiries.

Rosemary

The availability of rosemary oil has not improved. The recent harvests in Morocco and Tunisia have been problematic in the face of increasing demand for rosemary antioxidant. We believe rosemary oil will remain a difficult oil to source. Please contact us well in advance for your needs.

Sandalwood

This beautiful aromatic oil from India is available from C&A. In the past year, prices have come down slightly due to competing qualities from other origins. We welcome your inquiries.

Tagetes South African

Production of tagetes oil is improving due to adequate rain and good supply. In drought-stricken South Africa, this product shows signs of recovering. Please send us your inquiries.

Wintergreen

Over the past few seasons, this boutique essential oil harvested in July & August, has been in short supply. So short that we believed the demand exceeded the supply. This past year large customers provided us with expected volumes in sufficient time for us to cover wisely. This year, following the same pattern, we find ourselves offering customers better prices for 2017. We look forward to assisting you with wintergreen oil at the lowest prices in years.