Bookings so far for the 2016 IFEAT Conference, to be held in Dubai in September, are going extremely well. By 27th June we had received around 850 registrations. We are delighted to be welcoming such an important and representative group of people from the essential oils and aroma chemicals trade and related industries. I look forward to meeting delegates at the Welcome Reception, to be held at the Jumeirah Madinat Fort Island at 18.30 on Sunday 25th September.

Four important sessions on the formal programme...

With the theme “The Middle East: Challenges at the Historical Crossroad of the F&F Trade”, the programme of presentations offers much to discuss and learn. Divided into four sessions over Monday 26th and Tuesday 27th September, some thought-provoking papers will be given on the current situation and outlook for the F&F industry in today’s dynamic global marketplace. On the Monday morning, Gilbert Ghostine, CEO of Firmenich will give the inaugural presentation entitled “Challenges and responsibilities for the 21st century fragrance and flavour industry”. This will be followed by a paper on the current industry trend towards consolidation through mergers and acquisitions, presented by Patrick Newton, Managing Director of Houlihan Lokey. A paper by John Bailey will look at the success story of oudh, which is incorporated in over 500 fine fragrances, and discuss the driving force of the Middle East market for this product. There will be much to learn from the session on Monday afternoon which will look at the buoyant markets of the Arabian Peninsula as well as some of the issues surrounding the supply of incense, with a special look at frankincense oil in Oman.

Tuesday morning will start with the IFEAT Annual General Meeting, for which delegates are requested to be ready in their seats by 09.00 sharp. The Business Session will then continue, ending with the 2016 IFEAT Medal Lecture, to be given by Abdulla Ajmal, General Manager of Ajmal Perfume. The final session on Tuesday afternoon, covering regulatory and legislative developments, will bring delegates up to date with a number of topical policy discussions and decisions from around the world. A paper by Kim Bleimann, who liaises on behalf of IFEAT with the organisations working on IFEAT-supported programmes will discuss the testing regime and some of the results from the safety evaluation programme on naturals being carried out by the Research Institute for Fragrance Materials (RIFM). This is seen as a highly important task for our industry, not least for future regulatory discussions.

... followed by two days of Trade Exhibition

A different format to the Conference this year provides two full days (Wednesday 28th and Thursday 29th September) for the IFEAT Trade Exhibition. This new format should allow delegates to arrange their time to include the Conference sessions on Monday and Tuesday with plenty of time for business meetings and networking on the following two days. Members are advised to book their booths soon as there is a limit of 50 available. By 27th June, 38 of these were booked. Details of the companies who have booked booths are available on the IFEAT website, so you can organise your day around those you wish to visit. Please see page 3 for details of Workshops which have also been organised for the Wednesday and Thursday of the conference week.

Marhaba in Dubai!

Hussein A. Fakhry
Conference Chairman

Marhaba meet and greet services available

Marhaba meet and greet services are available to IFEAT Conference attendees who wish to avoid the queues at Dubai passport control in September. Please see details on the IFEAT website or contact Marhaba direct via its website (www.marhabaservices.com) or telephone (+9714 3898989). Or contact Jalees Ahmed (jalees.ahmed@marhabaservices.com) for further information.
2016 IFEAT Medal Lecture

Oudh, perfumery, the Middle East and India: some reflections on a personal journey

by Abdulla Ajmal, General Manager of Ajmal Perfumes

This year’s IFEAT Medal Lecture will be given by Abdulla Ajmal of Ajmal International Trading Co (LLP), Dubai. Ajmal Perfumes was established in 1951 trading primarily in oudh. This is an extremely rare and valuable product derived from specific trees grown in Asia. His presentation will provide personal reflections on some of the challenges and opportunities encountered during the past seven decades, particularly in relation to the production, conservation, manufacturing and marketing of oudh and oudh products. He will discuss the development of the company’s agarwood plantations and extraction and manufacturing activities. The maintenance of high quality and consistency is an important aspect for the company. He will also discuss conservation and R&D activities, including the holding of patents for the artificial inoculation of agarwood trees in four of the countries from where it is sourced, as well as new and creative uses for oudh and perfume products.

Oudh forms the basis for some of the world’s most exclusive perfumes, and its story is fascinating. Abdulla’s mission is to introduce Ajmal Perfumes to other countries and to create a broader range of products for Ajmal Perfumes to evolve into a lifestyle brand. The energy and drive with which he is taking forward his family’s company will shape what promises to be a most inspirational presentation.

ABC Tours will be present throughout the Conference

The largest tour operator in Dubai will be present at the conference venue during the IFEAT Conference week. Delegates and accompanying persons will be able to organise their own sightseeing trips and adventures while there. A vast range of excursions is available from ABC Tours including deep sea fishing, balloon and helicopter rides, sand skiing, jeep safaris, birdwatching, dhow cruises and quad biking as well as many more sedate tours for the less adventurous. Visit the website for some inspiration:

www.abctoursdubai.com

Closing Banquet

The Closing Banquet will be held at the Event Arena of Jumeirah Beach Hotel on Thursday 29th September from 8pm to midnight. Overlooking the famous Burj Al Arab this is a spectacular location to end the 2016 IFEAT Conference. Delegates who wish to carry on partying can do so at the Jumeirah 360° bar located at the end of Jumeirah Beach Hotel’s marina walkway.
Two courses have been organised as optional extras for delegates during the 2016 IFEAT Conference in Dubai. These will allow participants to discuss in more detail some of the important issues that affect their businesses. Both courses, which will run from 09.30 to 16.30 on their respective days, will be led by world experts in their fields. Please note, there will be a maximum of 30 delegates for each course, so you are advised to book early via the IFEAT website. Delegates are welcome to attend both workshops if there is sufficient room for them at the time of booking.

**The Science of Essential Oils**

**Wednesday 28th September**

Presenter: Dr Brian Lawrence

Dr Brian Lawrence needs little introduction to IFEAT members. With over 50 years’ experience in the flavours and fragrances industry, he has presented at previous IFEAT conferences and has contributed to numerous publications. Since 1976 he has been Scientific Editor and Natural Products Editor of the Perfumer & Flavorist publication and in 1989 he founded the Journal of Essential Oil Research, for which he was Editor-in-Chief until 2010. Dr Lawrence has published 13 books and 18 book chapters on essential oils, and was the first recipient (in 2008) of the IFEAT Ronald Neal Founder’s Award for Special Achievement and Service to the Flavours and Fragrances Industry.

Dr Lawrence’s course will cover a number of areas including:

- **Botanical nomenclature and the glands that contain essential oils**
  It is important to understand botanical nomenclature and to get it right because currently many commercial trade publications or advertising leaflets do not get their nomenclature right (ISO is not always right). In addition, it is useful to understand the differences between the essential oil glands within the plethora of plants used to produce essential oils because this affects the optimisation of their isolation procedures.

- **A historical look at the existence of essential oils**
  This short topic will introduce the attendees as to the historical significance of essential oils and when they were first items of commerce.

- **How to establish an essential crop into a new area**
  A detailed plan will be presented with all potential ramifications from the introduction of essential oil cultivation in a new area.

- **A description of the processes used to isolate essential oils and extracts**
  The methods and their differences used to produce extracts and essential oils will be described.

- **An introduction to the structural complexity of volatile and non-volatile constituents found in nature**
  A brief introduction to the differences between constituents of extracts and essential oils and their structural differences.

- **The production and isolation of sclareol and menthol**
  A description of the cultivation, economics and the isolation of the menthol from cornmint oil and the non-volatile sclareol from clary sage oil; two of the more important natural isolates.

- **The quality control of essential oils and the analytical methods used in essential oil analysis**
  The quality control of essential oils and the laboratory methods used to analyse them should lead to an interesting exchange and discussion.

- **The variability of essential oils and the methods used to determine adulteration**
  The reasons why natural essential oils can differ or vary. In addition, it is important to determine whether an oil is pure or has been adulterated. As a result, the methods used to determine adulteration will be discussed using numerous examples.

If there is sufficient time attendees can select the final topic from the following:

(i) Coniferous oils (ii) Citrus oils (iii) Asian oils (iv) An eclectic mixture of oils from various parts of the world.

**Special Topics in Flavours and Flavourings**

**Thursday 29th September**

Presenter: Dr Michael Zviely, PhD, Senior Consultant, Flavours & Fragrances Ingredients, O’Laughlin Corporation, China

Dr Zviely is a senior consultant on technology and strategy of fragrance and flavour ingredients and gives workshops on these subjects in China, India and Europe. His experience in the F&F industry began at Frutarom, where he held the position of Global VP for Research, Development and Science for eleven years. After that, he was the CTO for Research and Development for O’Laughlin Corporation (Shanghai) before taking a Visiting Professorship at Jiangnan University in China for five years. Dr Zviely has published more than 20 patents, over 60 articles and chapters in monographs on flavours and fragrances, and given numerous speeches and presentations at international events.

Some of the issues Dr Zviely will discuss include:

- Flavours and flavourings and sweet taste modifiers
- Quality control of flavourings
- Flavours stability and changes during shelf life
- Flavourings and interactions with food and beverage matrices
- Gas chromatography mass spectrometry (GC/MS) as a tool for development of flavourings
EUCALYPTUS GL

COMMON NAME: Eucalyptus globulus (in Australia it is called Tasmanian Blue Gum)
BOTANICAL NAME: Eucalyptus globulus

INTRODUCTION

Eucalyptus globulus is one of the most commonly used essential oils. A major use of the oil is for flavouring food, with candies and chewing gum being the most popular products. In fragrance compounds its refreshing impact and “cleanliness” feeling is of great importance in toiletries (toothpastes and mouth refreshing products), as well as in various household cleaning products. The same effect is used by perfumers in fine fragrances. It is also used in pharmacy as an antimicrobial agent, especially in respiratory tract infections and similar problems. It is a very common and efficient ingredient in nasal and sinus sprays and also in cough sweets, ointments and chest rubs and stickers to ease breathing difficulties. For the same purpose it is widely applied in aromatherapy. It has invigorating properties and is used as a skin anti-inflammatory agent as well as a painkiller for rheumatic ailments. Eucalyptus globulus oil is used for massage and in healing spa baths as well as for sports massage (for muscle fatigue). It can also be used as an insect repellent.

China produces around 17,000 tonnes of crude E. globulus essential oil of which around 10,000 tonnes were exported in 2015 according to customs data from China. The crude oil contains 45-52% eucalyptol.

PRODUCTION AND PROCESSING CHARACTERISTICS

In all the producing areas, oil production was one of the aims of establishing the eucalyptus plantations and the total area of plantations is around 4.6 million hectares.

Plantations are mainly found in the western and southern parts of Yunnan Province. Actually, in the southern part of Yunnan Province, the extraction of eucalyptus oil by steam distilling the leaves is not the major purpose for the planting of eucalyptus trees, although China has been the largest commercial producer. In China, these trees are widely used for constructing timber roof supports in mines. Eucalyptus trees reach maturity after five years of growth. In order to help the tree grow better, the farmers have to trim the foliage periodically. Whether to extract eucalyptus oil from the leaves or not, the cutting of leaves is indispensable work. During the initial growing period, farmers have to prune the trees twice a year and this work can be reduced to once a year after three years.

The harvesting and distillation season varies depending on the production area:
- Dali: May/June to December
- Chuxiong: October to March
- Kunming and southern part of Yunnan: Non-stop year round activity

IFEATWORLD will continue to give updates on the work of the Socio-Economic Sub-Committee, chaired by George Paul, over forthcoming months and will publish reports on the other four products that are included in the committee’s remit (the next one will be eucalyptus citriodora). This is an important study for IFEAT, as the information gathered could help to reinforce Federation views in future legislative/regulatory discussions.
The distillation of crude oil is mainly located in the western and southwestern parts of Yunnan Province. Oil distillation is of two kinds. In the first kind, the farmers use their own stills to distill the leaves from their own forest land or purchased from land owned by other farmers. Their only investment is the still which costs around US$400 and the farmers start the process when they have collected enough leaves. The second kind is where areas of land with eucalyptus trees are leased from the local government. Rural workers are then hired to collect and distill the leaves. The stills are provided by the contractors.

Rectification of crude eucalyptus oil is undertaken by almost 10 factories in Yunnan Province. They collect the crude oil and produce E. globulus oil 80% or any other specification according to the customers’ requirements. The factories are able to process 20,000 tonnes of crude oil per year (Le Li, 2009).

SOCIAL AND ECONOMIC CHARACTERISTICS

It is estimated that around 500,000 people are engaged in the eucalyptus globulus oil industry in China.

CONCLUSION

The production of eucalyptus globulus oil amounts to around 17,000 tonnes (of crude oil) per year, making it the largest essential oil in China and a critical income provider to 500,000 people.

REFERENCES:

- ISO 770:2002. Crude or rectified oils of Eucalyptus globulus
ALBA GRUPS

a leading

Bulgarian producer of
essential oils, floral waters
and Natural/Organic cosmetics

www.roseoilbulgaria.com
e-shop: naturalcosmetics-alba.com
Below is a list of new IFEAT members who had joined by 4th May 2016:

Tradework BV
Den Hamweg 3, haven 2740
3089 KK - Rotterdam
THE NETHERLANDS
Tel: +49 40 3499 45 0
Email: martina.bobek@tradework.de
Website: www.tradework.de
Contact: Ms Martina Bobek

United Flavors & Fragrances Co Ltd
Street C, Abdullah II Bin Ali-Hussein Industrial Estate
Amman
JORDAN
Tel: +962 6 402 3938
Email: fnemeh@uffjo.com
Website: www.uffjo.com
Contact: Ms Fareh Nemeh

Fuzhou Farwell Import & Export Co. Ltd
Room 1518, Wuzhou Building
817 North Road
350001 Fuzhou
CHINA
Tel: +86 591 875 18030
Email: sales@farwell.cn
Website: www.farwell.cn
Contact: Ms Chloe Wu

Efecan A.S.
Malaklar Mah. Kadilar
Sokak No:24 Anamur
Mersin 33630
TURKEY
Tel: +90 324 322 55 55
Email: Seyma@efecan.com.tr
Website: www.efecan.com.tr
Contact: Mrs Seyma Yildirim

Vivatis Pharma GmbH
Gruener Deich 1 - 3,
20097 Hamburg
GERMANY
Tel: +49(0) 40 23 69 09-51
Email: l.kunau@vivatis.de
Website: www.vivatis.de
Contact: Mr Lars Kunau

Suyash Ayurveda
Suyash House,
4311/3 GIDC
Sachin, Surat
Gujarat - 394230
INDIA
Tel: +91 261 324 3607
Email: admin@suyashherbs.com
Website: www.suyashherbs.com
Contact: Mr Nilesh Barjatya (Jain)

2016 CONFERENCE
No more queues at Registration Desk upon arrival

A new system will be put in place for delegates to register their arrival at the 2016 Conference in Dubai. You will now be able to register at your hotel, whether it is the Conference hotel or a satellite hotel. Previously, delegates were only able to register at the Conference hotel. The aim of this new system is to alleviate the queuing system by having registrations distributed on all five hotel sites.

Book now for the IFEAT Dinner

We still have a few seats remaining for the IFEAT Dinner on Tuesday 27th September. This will be on the Armani Terrace in the famous Burj Khalifa. Spectacular views and first class hospitality will be provided, and we look forward to seeing as many of our members as possible at this special event. Book now to avoid disappointment, as there is a limit on numbers for this Dinner.
Clary sage

By David Zhao, Managing Director, Frachem Technologies (Beijing) Inc

It was 1993 when I first got into the business of clary sage. Some of my friends were joking: “Hi David, are you a flavour businessman or a flower lover?” Actually, it is hard to answer this question, as I have been in the clary sage business so long, helping growers to bear their losses in drought years while enjoying the good harvest years with them and our production team.

Clary sage, *Salvia sclarea* L., was introduced to China in the 1970s from Europe. Before 1993, there were only about 130 hectares grown by Professor Li Dianrong’s institute in Dali County, near Xi’an City. The main product was clary sage oil, steam distilled from the flowers for local cosmetic and tobacco applications. Clary sage concrete and sclareol was just at trial pilot scale.

Following an inquiry for quite a large quantity of sclareol, I was lucky to meet the plant manager Mr Xu and Professor Li in June 1993. I was deeply attracted by the beautiful sight of clary sage flower blossom and was also impressed with the pilot scale processing plant owned by the institute. That year was the first year of sclareol exports from China (700kg), and was the start of my romance with clary sage. Today, the production area has expanded to more than 2,500 hectares in 5 provinces. China has become the major growing country and an important source for clary sage oil, clary sage seed oil, sclareol and its downstream products.

Almost the whole clary sage plant has value: the flowers are used for delicious teas, clary seeds have a mucilaginous coat, and like chia seeds, are a healthy choice for those wishing to keep slim. The distilled essential oil has more than 30 fractions, mainly linalyl acetate and linalool, and is used widely in perfumes and as a muscatel flavouring for vermouths, wines and liqueurs. It is also used in aromatherapy. Further extraction after steam distillation can be carried out by hexane to obtain clary sage concrete, with about 50% sclareol content. The concrete can be further processed to obtain clary sage absolute and sclareol. Sclareol is still the most important natural precursor for sclareolide and ambroxan. Sclareolide is used by the tobacco industry as an odour corrective agent, and in slimming tablets and chewing gum. Ambroxan is one of the most powerful fixing agents for many fragrances and perfumes. There are still many other flavours to be developed from the other 50% of the concrete. Clary sage seed oil is one of the best sources of natural botanic omega 3,6,9 unsaturated linolic acids which are very good for the brain and heart. After hexane extraction, the final residue can be used for incense making or at least for bio-fuel and organic fertiliser.

The method of clary sage production varies according to the different locations (climate, soil type of farm etc.). Production is also affected by the international market, labour/energy costs and the profitability of competition crops (e.g. rapeseed, corn and wheat). The production area in China rapidly increased from 1993 to 1997, then slowed down due to the Asian economic crisis until 2000. Strong growth followed, with the area peaking at 4,000 hectares in 2005. Rapid growth in production, along with China’s economic progress, led to cost increases and some production bottleneck issues. Raw material quality control also faced problems. In 2007, to address these problems, Frachem introduced clary sage growing to Yili, Xinjiang. Now, after nine years hard work on seed development and cultivation techniques, the area in Xinjiang has reached 1,500 hectares. The processing technology has transformed from batch extraction to continuous counter-current extraction, with the aim of producing higher yields and feeding back more profit to the growers.

Now you may start to understand why clary sage is my favourite:

Clary sage is a beautiful flower; its colour varies from white, pink to purple. Its smell is very special with a strong note that some people like and others don’t. Because of the smell, insects do not attack it, except for bees. So, in China, no insecticide is used on clary sage. Bees are beneficial for yields of clary sage oil, sclareol and also seed development. Clary sage honey has a very special odour and taste, and is a speciality of the growing regions. In the north of Xi’an, farmers choose to grow clary sage instead of corn, as local wild boar (which can eat and destroy corn crops) dislike the clary sage’s strong smell. In the blossom season the fabulous scenery of clary sage is a huge attraction for photographers and tourists.

It is my honour and pleasure to share with you my unique experience and romance with clary sage. The IFEAT Study Tour to France in 2015 gave me a special opportunity to visit the origin of clary sage, my favourite flower, and I am grateful to all those involved in that trip.