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Visitors are invited to find out more about all CBI participants in the natural ingredients development programme. We are situated in **Hall 8, stand X100**.

PRODUCT APPROACH

CBI companies at in-cosmetics 2006 (Barcelona, Spain; 4 - 6 April 2006)

This month sees the annual trade fair, *in-cosmetics 2006*. CBI will present five exporters and producers from Africa, Asia and Latin America. These participants, whose displays include essential oils, plant extracts, natural colours and vegetable oils, have completed a programme tailored to the specific needs of the European natural ingredients industry.

The five companies in the CBI pavilion represent a supply chain that is socially, economically and ecologically sustainable. These exporters offer a wide range of high-quality natural ingredients and therefore bring an innovative dynamic to *in-cosmetics 2006*. The companies below represent the following countries:

- Sri Lanka:* HDDES offers Essential oils
- Ecuador:* Sisacuma offers Essential oils
- Peru:* Ecopro offers plant extracts, natural colours
- Uganda:* Guru Nanak offers shea butter
- Colombia:* Ecoflora offers Essential oils, natural colours and plant extracts

Each company has been given support in quality management, ecological sustainability and marketing through both CBI and the UNCTAD BioTrade Facilitation Programme. Their processes and documentation are transparent and meet the strict standards of cosmetics, toiletries and personal care manufacturers. Where applicable, the companies comply with the Good Manufacturing Practices (GMP) and the Good Agricultural and Collection Practices (GACP) of the World Health Organization. Our companies can also help you find new ingredients, be they vegetable oils, essential oils or other plant extracts.

Quick reference list of ingredients from CBI companies at in cosmetics

Ambrette Essential oil	Clove Oleoresin
Avocado Oil	Garlic Oleoresin
Black Pepper Essential Oil	Genipa Extract
Black Pepper Oleoresin	Guaviduca Essential oil
Borojo Powder	Holy Wood Essential Oil
Capsicum Oleoresin	Lemongrass Essential Oil
Cardamom Essential Oil	Nutmeg Essential Oil
Cardamom Oleoresin	Ruda Oleoresin
Cinnamon Bark Essential Oil	Shea Butter
Cinnamon Leaf Essential Oil	Stevia Powder
Citronella Essential Oil	Sunflower Oil
Clove Bud Essential Oil	Thyme Oleoresin

REGIONAL FOCUS

Biodiverse ecosystems: Amazonia and Pacific

In-cosmetics 2006 provides Latin American firms with a host of particularly interesting opportunities; the fair's new "in-focus" feature is dedicated entirely to what the organisers have dubbed "Amazonia" and highlights sustainable sourcing and fair trade practices. Some ingredients available from the CBI companies fit well within this theme taking into account that they are derived from ecosystems rich in biodiversity, such as the Amazon and Choco (the northern Pacific coast of South America). Examples of these products are *Genipa americana* – a natural black colorant – and *Borojó* – a fruit extract from the Colombian Pacific rainforest.

Amazonia is an exciting theme for cosmetics and there are potentially many new ingredients yet to be developed. For the fair's "in-focus", it is useful to take a complex subject like sustainability and fair trade and focus on one region of the world. *Amazonia* is a great example of the bigger picture of sustainable sourcing, ethical practices in the supply chain and introducing innovation to products.

Over the next few months we will be reporting in more detail on the work the UNCTAD/BioTrade Facilitation Programme, which is helping to develop the introduction of innovative ingredients that ensure sustainable use and equitable sharing of benefits.



Photo : Ecoflora

Quality, Traceability and Sustainability in the supply chain

Good Agricultural and Collection Practices (GACP) for cultivated or wild collected medicinal and aromatic plants are gaining increasing importance. In the future, GACP may be formally included in the supply chain audit processes required of the pharmaceutical and health industries.



Photo : Andrew Jones

Generally speaking, GACPs include defined methods or practices for cultivation, collection, harvest, post-harvest processing, handling and storage of herbs that are critical not only for the sustainable production of botanical raw materials but also to ensure that the herbs produced will consistently meet high quality standards. The implementation of GACP requires close interaction between buyers, companies and suppliers, who need to work together to provide markets with high-quality products derived from raw material that has been sustainably managed.

There are a number of different organisations and associations that have developed Guidelines for GACPs but the primary reference document is the WHO GACP Guidelines. There are also a number of different events taking place now and over the next few months where the spotlight will fall on sustainable procurement of plant materials.

With increasing concerns over over-exploitation of medicinal and aromatic plants and possibly wild collected oilseeds, the need for implementation of GACP in the supply chain is becoming increasingly relevant to industry and consumers. In this context, BTFP is working to develop guidelines and support trade promotion programmes tailored to companies in developing countries whose products are derived from native biodiversity and are interested in managing it in a sustainable way. For example, companies working with BTFP are committed to the implementation of sustainable management plans for wild collected species (more can be found in [the sixth issue of the BTFP Technical Updates](#)).

Different interest groups have developed their own guidelines and some of these are presented below:

- World Health Organization (WHO) Guidelines on Good Agricultural and Collection Practices (GACP) For Medicinal Plants <http://whqlibdoc.who.int/publications/2003/9241546271.pdf>
- European Agency for the Evaluation of Medicinal Products (EMA) Guideline on Good Agricultural and Collection Practice for Starting Materials of Herbal Origin <http://www.emea.eu.int/pdfs/human/hmpc/24681605en.pdf>
- European Herb Growers Association (EHGA) Guidelines for Good Agricultural Practice (GAP) of Medicinal and Aromatic Plants <http://www.europam.net/Working%20documents.htm>
- European Herb Growers Association (EHGA) Guidelines for Good Wildcrafting Practice (GWP) of Medicinal and Aromatic Plants <http://www.europam.net/Working%20documents.htm>
- European Herbal Infusions Association (EHIA) Guidelines for Good Agricultural and Hygiene Practices for Raw Materials Used For Herbal Infusions (GAHP) http://www.ehia-online.org/documents/gahp_edition_2005.pdf

A number of different organisations are working on standards and procedures for sustainable wild collection. Some of those activities are mentioned below:

- The World Wildlife Fund (WWF) and World Conservation Union (IUCN) are in the process of developing an international standard for Sustainable Wild Collection of Medicinal and Aromatic Plants (ISSC-MAP). Further details can be obtained from: <http://www.floraweb.de/proxy/floraweb/map-pro/>

INDUSTRY EVENTS

Vitafoods International - the largest and most important nutraceutical event in Europe.

9-11 May 2006: Hall 1, Geneva Palexpo, Switzerland.

UNCTAD/BTFP will organise a parallel event to bring together Businesses and public organisations to discuss BioTrade and Natural Ingredients.

For more information on Vitafoods International: www.vitafoods.eu.com

Sustainable Wild Production

During the forthcoming IFOAM conference on Organic Wild Production latest developments in organic wild production will be discussed. http://www.ifoam.org/events/ifoam_conferences/IFOAM_Wild_Conference.html

WHAT IS B2B ?

The Business to Business (B2B) programme for natural ingredients is designed to significantly increase the opportunities of exporters to make direct contacts with European buyers in the cosmetics, pharmaceutical and health care industries. The aim is to assist companies gain a firm and lasting position on the EU market by creating linkages between buyers and sellers. Those linkages are facilitated by two international experts on natural ingredients who actively promote the offer of the exporters among European buyers.

The B2B programme for natural ingredients was launched in June 2005, and is a joint activity of CBI and UNCTAD/BioTrade Facilitation Programme (BTFF) in close collaboration with partner organisations in the beneficiary countries (namely, BioTrade National Programmes and Export Promotion agencies). The B2B programme complements other technical assistance activities such as business development and trade fair participation.

UNCTAD/BTFF has added to the CBI export promotion programme and the capacity of companies to produce and trade innovative value-added ingredients derived from native biodiversity. UNCTAD/BTFF also delivers technical assistance to entrepreneurs and their value chains, in order to apply the BioTrade Principles and Criteria to sustainably manage the natural resources of such ingredients.

BTFF

The BioTrade Facilitation Programme (BTFF) is UNCTAD/BioTrade Initiative's programme to assist developing countries in trade promotion of sustainable biodiversity-based products and services. It enables specific activities in beneficiary developing countries, which enhance sustainable bio-resource management, product development, value-added processing, marketing and exports.

CBI

CBI, Centre for the Promotion of Imports from developing countries, contributes to trade-led economic growth and the resulting reduction of poverty in developing countries. The objective of CBI is to strengthen the economic relations between these countries and Europe, to be a professional and practical coach, a source of inspiration, and an insider on the European market. Our business is to share every piece of knowledge we acquire concerning business opportunities regulations, markets and technology with companies in developing countries.

FOR FURTHER INFORMATION:

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