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DEDICATED TO EXCELLENCE IN FRAGRANCES & FLAVOURS

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PRESIDENT'S MESSAGE

FIRST PERSON



Dear Friends,

A new year, a new decade and new beginnings. Each new beginning comes with it the ingrained promise of better things and times, and we celebrate these beginnings, with aspiration, expectation and most importantly hope towards the future.

Hope, along with affirmative action, is the touchstone for all development and growth. Hope, without the necessary effort, or wherewithal, is of little or no consequence, and is neither productive nor yields the desired results. However, it is even more treacherous is to lose hope. Hope is what propels us to gather all the resources necessary in the first place. Hope is what makes creativity possible, ideas actionable and tomorrow livable.

Hope is also the element that transforms itself into vision and the person a visionary. Hope, accentuated with the elements of talent, determination and hard work is what transforms a thought or an idea into a manifestation of creativity and achievement. There can be no vision nor any visionary without hope.

Hope is the positive energy which gives us the succor to make one's dreams into reality. It is this positivity that is the engine for all growth, development and success and if one is not positive, the glass shall always remain half empty for us.

The socio-eco-political scenario around us may give all of us a lot of reasons to be pessimistic, loose hope and buckle under pressure but there can never be a dawn without dusk, and opportunity is always an adjunct to any adversity provided we have the vision to see it. The ever changing dynamic environment around us throws both challenges and opportunities at us and instead of lamenting and being negative, the one who adapts and is positive shall survive and flourish.

May this new year infuse positivity and hope in our hearts as we all march together towards progress and prosperity for one and all.

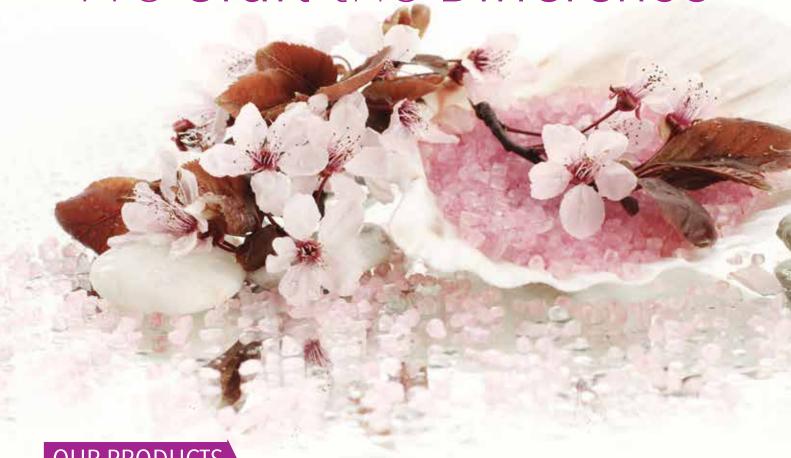
With fragrant wishes,

Rishabh C. Kothari

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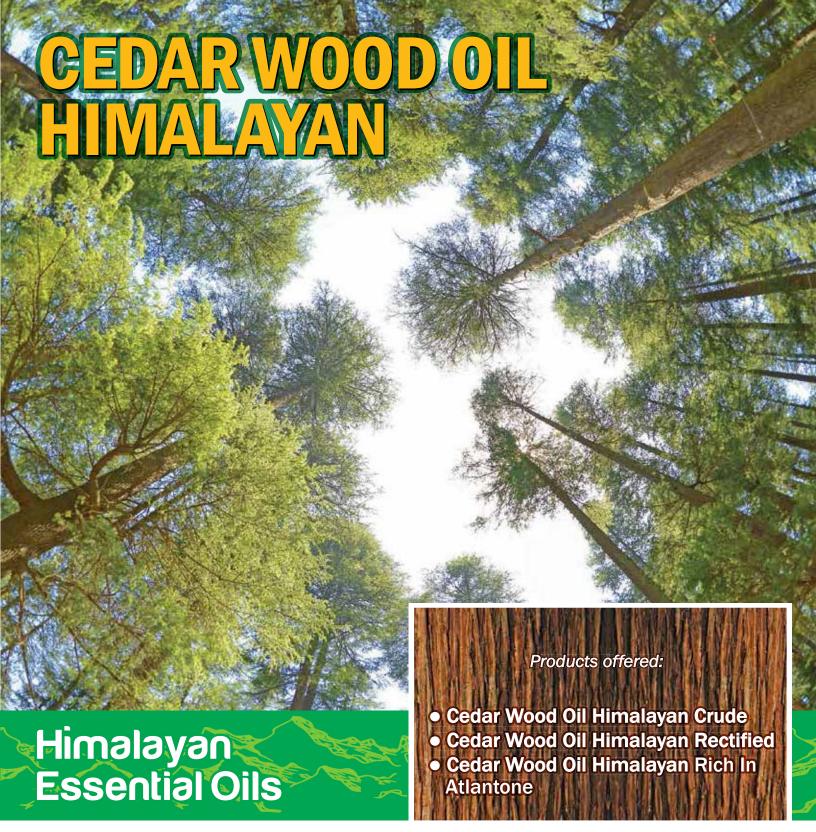
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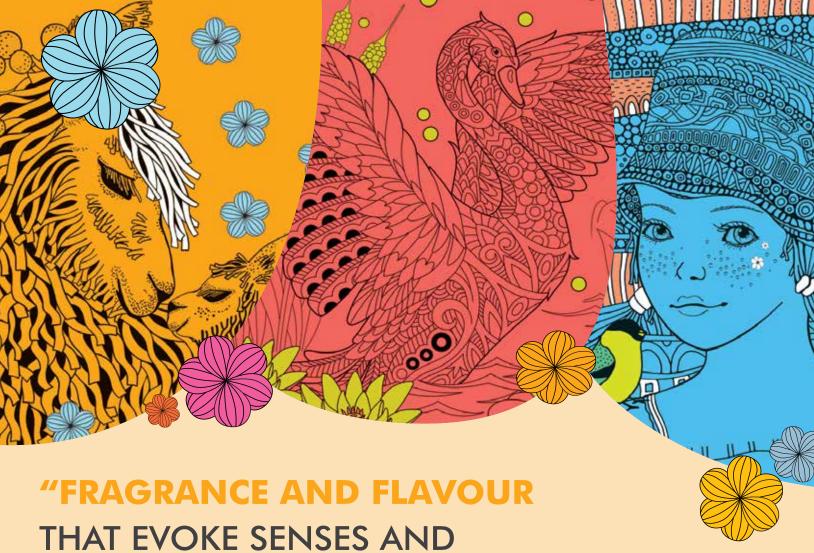


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<u>Product</u>	CAS No	<u>Packing In Kg.</u>
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Interaldehyde C-11 ISO	1337-83-3	5/10/25/180
Liffavert	67633-96-9	5/10/25
PADMA	101-48-4	30/200
Phenyl Ethyl Alcohol pure	60-12-8	30/200
Phenyl Ethyl Alcohol Extra	60-12-8	30/200
Phenyl Ethyl Alcohol Super	60-12-8	30/200
Phenyl Acetaldehyde 50% DEP	122-78-1	5/10/25/200
Phenyl Acetaldehyde 50% PEA	122-78-1	5/10/25/200
Phenyl Acetaldehyde 85% PEA	122-78-1	5/10/20/25
Phenyl Ethyl Acetate	103-45-7	30/200
Phenyl Ethyl Methyl Ether (PEME)	3558-60-9	25/200
Strawberry Aldehyde	77-83-8	30/200

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<u>Product</u>	CAS No.	Packing In Kg.
Aquavanil 80%	2563-07-7	5/25
Auranta A	91-51-0	5/25
Aurantiol	91-51-0	5/25/200
Benzoin Extract	91845-21-5	5/10
Hydratropic Alcohol	1123-85-9	5/25/200
Hydratropic Aldehyde	93-53-8	25/200
Iso Ketone	23787-90-8	25/200
Labdanum Absolute	8016-26-0	5/20
Phenyl Ethyl Salicylate	87-22-9	5/25
Resinoid Benzoin A	91845-21-5	5/25
Resinoid Labdanum	8016-26-0	5/20

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REPORT ON KANNAUJ ATTAR TOUR & KANPUR AROMA WORKSHOP

Organized by:

Fragrances and Flavours Association of India (FAFAI), Mumbai & Fragrance and Flavour Development Centre (FFDC), Kannauj, December 15-16, 2019.

Background

Kannauj is also known as the "Perfume City of India" (also as "Itra Nagri") popular for manufacturing of Attars.

Kannauj is famous for attars and number of essential oils such as Sandal wood, Vetiver, Nagarmotha, Sugandhbala, Sugandhmantri, Jatamansi, Jasmine oil, Rose oil & Kewra oil etc. The attars so made here are having a long tradition and heritage similar to that of history of Kannauj. The attars of Kannauj is nearly 5000 years old and FFDC Kannauj has helped Kannauj Industries to get geographical indication for it too.

Major attars are of Jasmine (Bela/Mogra), Mehandi, Heena/Shamama, Rose, Marigold, Mitti (Baked soil), Saffron etc. Attars are manufactured through hydro distillation method by using traditional equipment i.e. Deg-Bhapka. This unique craft has won good reputation for its traditional art. These invaluable traditional skills need preservation and promotion to stand the tides of changing times. The number of new industrialist in different aprts of India is unaware about it or never saw it.

In view of such background after discussion between FAFAI & FFDC Kanauj. It was decided to have the following events:

i) Kannauj Attar Tour: 15 December, 2019.

ii) Kanpur Aroma workshop: 16 December, 2019

Kannauj Attar Tour

Concept Behind

The concept behind the tour was to let Fragrance & Flavour industry of India (other than Kannauj) to see the following with first hand experience

- a) Cultivation of flowers at Kannauj
- b) Processing of flower to make Attars using age old Deg & Bhapka method.
- c) Distillation of Sandalwood, Vetiver & Nagarmotha etc.
- d) Visit to FFDC Kannauj to know about it's services and recent developments

DAY-1: 15 Dec 2019 KANNAUJ ATTAR TOUR

The delegates gathered at FFDC Kannauj around 10.30 am. They enjoyed Lemon tea along with clean sunshine before start of tour.



Fig. 1: Delegates gathered at the Campus, FFDC Kannauj

Discussion about Attar Park (Itra Gram)

A meeting was held with District Magistrate Kannauj Sh. Ravindra Kumar at FFDC Conference hall. Here Sh. Shakti Vinay Shukla, Director FFDC Kannauj







Fig. 2: Drector, FFDC Sh. S.V. Shukla and Sh. & Rakesh Jha, Regional Manager, UPSIDC, Lucknow

made a presentation about One district One Product (ODOP) scheme for Attar Industry of Kannauj and then Sh. Rakesh Jha, Regional Manager, UP Small Industry Development Corporation made a presentation about Attar Park.

Finally, DM kannauj Sh. Ravindra Kumar after welcoming briefed about the entire concept of Govt. of U.P. and solicited the comments from Industry. Sh. Yogesh Dubry, President EOAI, Sh. Rishabh Kothari, President FAFAI, Sh. Rohit Seth, President Sugandh Vyapar Sangh, Sh. Pawan Trivedi, Secretory, Attar & Perfume Association, Kannauj, Sh. Kamlesh Shah, Mumbai, Ms. Kajal Shah etc shared their views and welcome the initiatives taken by Govt. of U.P.





Fig. 3: (a) Common Discussion (b) D.M., Kannauj, Shri Ravindra Kumar

Visit of Gopal Saini Farmland, Kannauj

Delegates were reached at Gopal Saini Farmland, Kannauj to learn about cultivation of aromatic flowers and crops. Here, they interacted with Shri Gopal Saini about variety of flowers & crops and discussed about their climatic conditions, soil & maturation of crops i.e. Rose, Marigold, Jasmine, Mehndi etc



Fig. 4: Visit at Gopal Saini Farmland, Kannauj

Delegates enjoyed the traditional food such as roasted Potatoes, sweet potatoes with chutney. They also appreciated the tea in earthen pots while enjoying pakories of fresh vegetables cooked in mustard oils.



Fig. 5: Delegates enjoying roasted sweet potatoes & traditional delicacies etc.

Visit to Fragrance & Flavour Development Centre, Kannauj

Delegates after being made in different groups visited facilities of centre such as

- i) Agro technology Division
- ii) Process Technology Division
- iii) Quality Assessment Division



iv) Fragrance & Flavour Division

v) Training Division

The delegates interacted with staff of Centre and Director and showed keen information in recent development and technologies developed by centre.



Fig. 6: Visit of Aroma Crops and Herbal Garden



Fig.7: Visit of Improved attar Technology Unit



Fig. 8: Visit of Quality Assessment Lab, A NABL, EIC & ISO Certified Lab.



Fig.9: Visit of Processing Facilities



Fig. 10: Visit of Fragrance Lab



Fig. 11: Visit of Flavour Lab.





Fig. 12 Delegates departing from FFDC Kannauj

Visit to S.A. Eessential Oil Industry, Kannauj

Delegates visited S.A. Essential Oils Industry P Ltd, Kannauj, owend by Sh. Anoop Kannaujia. Here the distillation of sandalwood, Vetiver & Nagarmotha is done. Sh. Kannaujia welcomes the delegates & explained about the facilities & processese about distillation of Nagarmotha, Vetiver etc.



Visit to V.K. Perfume, Kannauj

Sh. Vipin Dixit explained in detail about the tradional methodology of Attar manufacturing. He explained how same setup is being used to make Rose water, Rose oil & Rose Attar. Delegates should keen interest in it and raised a lot of quarries which were cleared by Sh. Dixit.



Fig. 13 V K Perfume, Kannauj. Making of Attars

DAY 2: KANPUR AROMA WORKSHOP 16 December 2019

Inaugural session:

The Aroma Workshop was inagurated by gracious presence of Chief Guest, Hon'ble Sh. Subrat Pathak, Member of Parliament, Kannauj in the presence of Guest of honour Sh. Narendra Sharma, CEO of Tiranga Agarbati Group, Sh. Shakti Vinay Shukla,



Fig. 14: Inauguration by lightening of the lamp & praising motherland by National anthem.

left to right: Sh. Yogesh Dubey, Shri. Rishabh Kothari, Hon'ble Sh. Subrat Pathak, Sh. Narendra Sharma, Sh. Rohit Seth, Sh. Hasmukh Patel.

Director, FFDC, Shri. Rishabh Kothari, President, FAFAI, Sh. Yogesh Dubey, President EOAI, Sh. Rohit Seth, President, Sugandh Vyapar Sangh,

Sh. Hasmukh Patel and 220 delegates across the country. The workshop was formally inaugurated by lightening of the lamp and praising motherland by National anthem.



During inagural Session Sh, Yogesh Dubey welcome the Chief guest & delegates, later on Sh Shakti Vinay Shukla briefed about the Aroma Workshop & subsequnetly Sh Rishab Kothari gave the concpet behind the Kannauj attar tour and Kanpur Aroma workshop. Sh. Narendra Sharma Guest of honour talked about the importance the Kanpur Aroma workshop for the UP and benefits from aroma in day to day life and it simprtance since vedic period. Chief Guest, Hon'ble MP, Kannauj Shri Subrat Pathak spoke about the imprtance of Kannauj in perfumery & effort made by him for Sandal wood plantation, Aroma University, Agrabtti Industry etc. He also said he is willing to do whats ever he can for the best & beenfit of fragrance & flavour industry. He informed to all delegates & association that now we have fragrant represntation in Parliament due to his presence & he will do his best for industry & society. Finally Sanjay Harlalka Secrearty FAFAI gave vote of thanks.



Fig. 15: Hon'ble MP, Kannauj, Shri. Subrat Pathak ji honoured by Sh Yogesh Dubey





Fig. 16: Hon'ble MP, Kannauj, Shri Subrat Pathak ji addressing the delegates

Technical Session:

First technical talk was delivered by Sh. S.V. Shukla, Director FFDC, Kannauj on Improved Attar Technology He explained the utility of his technical modifications in traditional method of "Deg and Bhapka" for production of Attar. Evidence of the modifications, manufacturers may save 48% of fuel from modified deg and bhapka version where simple insulation using local material & local artisans has been made. In case of Jasmine (Bela attar) 10 more components are found in GC-MS analysis as compared to traditional mode. In nutshell this improved technology will reduce the cost with better quality of attar more close to natural.

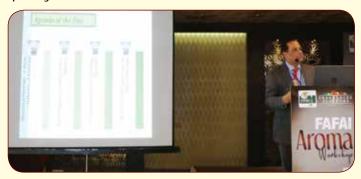




Fig. 17: Sh. S.V. Shukla, showed advantages of new-modified "Deg and Bhapka"-Unit

Second technical talk was delivered by Dr. Alok Kalra, Ex-Director, CSIR-CIMAP, Lucknow. Dr. Kalra gave talk on Aroma of Uttar Pradesh & CSIR-Aroma Mission acknowledged about high yielding cold tolerant menthol mint variety in 'CIM-Kranti', a novel agro-system for menthol mint farming. He also discussed about challenges rural people faced due to natural calamities and how CIMAP is helping them to overcome from it. He described the various varieties of aroma crops cultivations and their utilizations i.e. lemongrass, tulsi cultivation, citronella, nagarmotha, palmarosa, vetiver, geranium, pyrethrum and rosemary etc.





Fig. 18: Dr. Alok Kalra, Director, CSIR-CIMAP, Lucknow and Several New Distillation- Units

Dr. Kalra shared to all participants about his 25 products and improved distillation technologies & designs development.

Third technical talk was delivered by **Sh. Vishesh Vijayvergiya**, **Perfumer**, & Scent Branding Consultant on **Arabic Perfumes** Sh. Vishes discussed about major components of Arabic perfumery. He informed about brief classification

of bukhoor accords i.e. arabic influence on western perfumery special editions. He also emphasized about the requirement of Attar Kannauj in Arabic countries.



Fig. 19: Shri Vishesh Vijayvergiya, Perfumer, and Scent Branding Consultant.

Fourth technical talk was given by Sh. Pranjal Kapoor, Perfumer, Kannauj on Challenges & Prospects of Attar in Global Market Sh. Kapoor has reported about the challenges & prospects of Attars in international markets. He explained the synthesis methods of various type of Attars i.e. Shamama, Attar Gulab / Ruh Gulab, Attar Mitti, Attar Mehndi / Ruh Mehndi, Attar Motia / Ruh Motia, Attar Kewra / Ruh Kewra, Zafraan, Choya Nakh and Loban etc. Sh. Kapoor put lights on global market that how other countries are attracting to Indian perfumes and how Kannauj industry can involve themselves. He also shared for availing digital marketing to promote products of Kannauj in global market.



Fig. 20: Shri. Pranjal Kapoor, Perfumer, Kannauj.

Fifth technical talk was delivered by Dr. Sitaram Dixit, Chairman Consumer Guidance Society of India (CGSI), on Fragrance Application in Consumer Products: Challenges & Solutions Dr. Dixit explained his investigations about the fragrance applications challenges & solutions. He described the various effects on the stability of fragrances in application which are solubility, clarity, color, viscosity, pH, temperature, humidity and light. He was also talked about the role of functional groups, polar, non-polar and hydrophilic/ hydrophobic molecules in cosmetics and perfumery products.



Fig. 21: Dr. Sitaram Dixit, Chairman Consumer Guidance Society of India (CGSI)

General Open Session: The general open session was made to discuss the issues which were not covered earlier or left. It was taken care by Sh Shakti Vinay Shukla, Director FFDC, Dr Sita ram Dixit & Sh. Pranjal Kapoor. The session was quite interesting and issues related to promotion of aromatic crops, attar standardization, regulation & fragrance application were raised and answered by experts.

Lastly all speaker were given mementos by FAFAI. Finally Sanjay Harlalka gave vote of thanks





RAMESH VAZE RECEIVES 2019 FOUNDER'S AWARD

IFEAT President Alastair Hitchen presented this year's Founder's Award to Ramesh Vaze of S H Kelkar.

Presented since 2006, the Founder's award was created to honour Mr Ron Neal, the Founder of IFEAT. It was his desire that it be awarded to individuals to recognise a particular or exceptional service to IFEAT or to the flavour and fragrance industry.

Ramesh Vaze was born in Mumbai, India in 1941 and graduated with a science degree in 1961 from Mumbai University. During his college days, he took a keen interest in perfumery, working part time in his well-established family business S H Kelkar, a manufacturer of fragrances, flavours and aroma chemicals. Soon after graduating, he formally joined the company and remains there today as non-executive Chairman of the Board.

As a highly regarded perfumer, Ramesh has made pioneering contributions to the field of essential oils and aroma chemicals and was actively involved in the production of fragrances from the time he joined the family business, spending many hours on the shop floor. He is an expert in fragrance production and in 1993 was responsible for implementing India's first fully automated fragrance compounding system. He has travelled extensively and was single-handedly responsible for establishing close business

connections in various markets, particularly south east Asia and the Middle East.

Having an active role in the Essential Oil Association of India, Ramesh has been involved in the cultivation of aromatic plants including citronella, lemongrass, palmarosa, vetiver, patchouli, geranium, pink pepper and many minor oils, both in India and rest of the world. He was responsible for conceptualising and implementing an end to end scheme for farmers, starting from cultivation support, 100% buy back of the crops and subsequent manufacturing and marketing of oils. Many farmers have benefitted from this scheme globally. He is also a member of the Advisory Committee for "Project Aroma Mission", a Government of India initiative to help farmers generate more income from agricultural land and become a major exporting nation of essential oils.

Ramesh is also a Founder Trustee of V G Vaze College of Arts, Science and Commerce in India. The College has started a post graduate diploma course in Perfumery and Management, which is the only of its kind in the country.

"It is an honour to receive this award but a special honour to receive it in Indonesia, a country where I have made several friends over the past four decades," said Ramesh.





ANISYL ACETONE

VANILLYL ACETONE

6-METHYL COUMARIN

PROPENYL GUAETHOL

RESORCINOL DI METHYL ETHER

VERATRALDEHYDE

THIOMENTHONE

p-VINYL GUAIACOL

CARYOPHYLLENE OXIDE

4-MERCAPTO-4-METHYL-2-PENTANONE

3-MERCAPTO HEXANOL

2-METHYL-4-PROPYL-1, 3-OXATHIANE

4-METHYL-5-VINYL THIAZOLE

MENTHYL LACTATE

4-METHYL THIAZOLE

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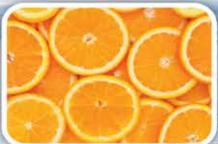
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Linalyl Acetate

Ligustral

Lilial

Methyl Ionone

Nerol

Raspberry Ketone

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Tetrahydrolinalool

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a	_	н	 m	11	ler	10

α - Pinene Ex Eucalyptus

α - Pinene Synthetic (98%)

α - Terpinene

α - Thujene

Anisic Aldehyde (99%)

Anisol

Anisyl Acetate

Anisyl Alcohol

Allyl Caproate

B-Ionone

β- Pinene - Ex Mint

β- Pinene Synthetic (98%)

Camphene

Caryophyllene (98%)

Caryophyllene (80%)

Caryophyllene Oxide

Citronellyl acetate / butyrate

Citronellyl formate

Citronellyl propionate

Caryophyllene Alcohol/Formate/Acetate

Citral

Citronellal

Citronellol (Natural)

Citronellol (96%)

Cis - 3 - Hexanol

Cis - 3 - Hexenyl Acetate/ Butyrate

Cis - 3 - Hexenyl Benzoate

Cyclogalbanate

D-Carvone

Delta - 3 - Carene

Di Hydro Beta Ionone

Di Hydro Eugenol

Di Hydro Terpineol

Di Hydro Terpinyl Acetate

Dimethyl Octanol Extra

Dimethyl Octanyl Acetate/Formate

D-Limonene

Elemol

Eucalyptol (99.5%)

Eugenyl Acetate

Eugenol

Ethyl Benzoate

Ethyl 2 Methyl Butyrate

Fructone

Gama Decalactone

Gamma Terpinene

Geraniol Synthetic (98%)

Geraniol Ex. Palmarosa

Geraniol For Soap

Geraniol Natural

Geranyl Acetate

Geranyl Butyrate **Geranyl Caprylate**

Geranyl Formate / Propionate

Gurjan Balsam Light (α- Copaene)

Gurjan Balsam Light (Gurjunene)

Gurjan Balsam Dark

Herbogreenal

Hydroxy Citronellal (Imp)

Hydroxy Citronellol

Iso Amyl Acetate (99%)

Iso Amyl Alcohol

Iso Amyl Benzoate

Iso Amyl Butyrate

Iso Amyl Phenyl Acetate (98%)

Iso Amyl Propionate

Iso Amyl Salicylate (99%)

Iso Butenol Natural

Iso Cyclo Citral

Iso Eugenol

Isophytol

L- Limonene

L-rose oxide

Linalool Ex Basil

Menthone (70:30)

Menthone (98%)

Menthyl Acetate

Methyl Anisate

Methyl Benzoate (98%)

Methyl Chavicol (99%)

Methyl Eugenol

Methyl Heptanone

Methyl Heptyl Carbonate

Methyl Iso Eugenol

Methyl Phenyl Acetate

Methyl Salicylate

Methyl Toluate

Myrac Aldehyde

Myrcene

Methyl hexyl ketone

Nerol (90% +)

Nerol Super (70%)

Nerolidol

Neryl Acetate / Formate

3 - Octanol

Octanyl Acetate

Ocimene

Olibanum Resinoid & Powder

Orange Oil (10 Fold & 20 Fold)

p-Cymene

p- Cresyl Acetate (99%)

p- Cresyl Methyl Ether

Phenyl Ethyl Acetate

Phenyl Ethyl Alcohol

Phenyl Ethyl Benzoate

Phenyl Ethyl Butyrate

Phenyl Ethyl Caprylate

Phenyl Ethyl Formate

Phenyl Ethyl Methyl Ether

Phenyl Ethyl Phenyl Acetate (98%)

Phenyl Ethyl Propionate (99%)

Pommerol (P.E.I.A.E.) (99%)

p-Tolualdehyde

Rhodinol

Rose Oxide

Roseol

Sabinene

Terpinolene Terpinen-4-ol

Terpineol

Terpinyl Acetate

Tolyl Alcohol

Trans Anethole (99%)

Thymol





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Indolene

Tolualdehyde Schiff's Base

Absolutes

Jasmine Auriculatum Jasmine Grandiflorum Jasmine Sambac Tuberose Rosa Damascena Rose Edward White Ginger Lilly

Essential Oils

Amryis Oil

Apricot kernel Oil

Ajowain Oil

Anethi Oil

Basil Oil

Cade Oil Crude & Rectified

Cardamom Oil Steam Distilled

Cedarwood Oil

Citronella Oil Java

Cinnamon Oil

Clove Oil Rectified 85%

Eucalyptus Oil (60% & 80%)

Frankincense

Galbanum Oil

Geranium Oil

Jojoba Oil

Lavender Oil

Lemongrass Oil

Mentha Piperita Oil

Nagarmotha Oil

Neem Oil

Orange Oil

Palmrosa Oil

Patchouli Oil (Indian)

Patchouli Oil

Peppermint Oil

Spearmint Oil

Tea Tree Oil

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Nagpur to get India's first agarbatti manufacturing cluster:

A common facility centre (CFC) cluster for agarbatti (incense sticks) manufacturing probably the first of its kind in India, will reportedly come up nest year in Nagpur. Land for this special cluster has been allotted to Nagpur Agarbatti Cluster Association (NACA) at Umrer MIDC where activities ranging from manufacturing, packing to logistics will be done on the same campus, according to a Times Of India news report.



Mr. Sandeep Bharne, CEO of NACA said this cluster will provide a big boost to the agarbatti sector. "This has never been attempted before and we are confident that having all aspects of manufacturing and marketing in the same zone will be beneficial to all stakeholders," he said.

NACA is a special purpose vehicle of over hundred micro level agarbatti manufacturers from Nagpur region. Mr. Bharne said the CFC will Help address the manufacturing constraints of cluster members and to improve performance by backward integration as well as forward integration.

As of now, the micro level agarbatti manufacturers buy raw material like imported round bamboo sticks, joss powder for binding, charcoal and saw dust from importers, traders and perfumers of agarbatti. With the setting up the CFC, all raw materials will now be manufactured in Umrer. Mr. Bharne said." Round bamboo sticks are currently imported from China and Vietnam. Our CFC will enable us to source quality raw material locally thus providing huge employment opportunities and a competitive edge."

Indian nail polish market set to grow at 10% CAGR over next five years:

Increasing youth population adoption of western lifestyle & culture and rising penetration of e-commerce is driving growth in the Indian nail-care market. A new report by TechSci Research has projected the Indian nail polish market to register a CAGR of over 10% during 2019-2024 growing from \$88.6-mn in 2018 to reach \$143.6-mn by 2024.



The growth is being supported by factors such an extension of product portfolio by various brands through introduction of a variety of products coupled with expansion of distribution channel in tier-I and tier-II cities. Increasing penetration in rural areas and aggressive marketing and promotional strategies are expected to positively influence the market in the coming years, according to the report.

With more and more companies offering nail polish products at various price points and pack sizes, inclination of middle- income group category towards branded products has increased thus providing a much – needed push for the organized nail polish market in the country.



Hindustan Unilever, Colorbar Cosmetics, L'Oreal, Lakme, Lotus Herbals etc., are some of the leading players in the Indian nail polish market.

On the basis of type, the market is broadly segmented into gel nail polish, matte nail polish, pearl nail polish and others. Of these, gel nail polish dominates due to availability of a variety of products in the category.

Kerala Agricultural University develops a new Vetiver Variety for Soil Conservation:

Kerala Agricultural University (KAU) has developed a new variety of Vetiver, which would be ideal for both oil yield and soil conservation.

Vetiver or *Ramacham*, in local parlance, is an aromatic medicinal plant and is being cultivated in Kerala for oil yield along the coastal regions of around 600 acres in Chavakkad and Ponnami areas in Thrissur.



The university has identified a new South Indian type Vetiver accession with profuse root growth for soil binding in sloopy lands and coastal areas. According to experts, South Indian Vetiver is considered to be the best quality for oil production as it helps produce around 20-25 kg oil from more than five tones of root.

The Aromatic Medicinal Plant Research Station under KAU has found a new Vetiver type which is suited for hedge planting in soil conservation because of its non-flowering nature, good growth performance, high root penetration and drought tolerance, Mr R. Chandrababu, Vice Chancellor, KAU said.

The new type has been approved by the university level variety evaluation committee and is to be placed before State Level Variety Release Committee before it is popularized for soil conservation, said Ms. P. Indira Devi, Director of Research, KAU.

Hpic, September, 2019

Himachal biggest producer of Marigold Essential Oils

With recent reports showing more than one lakh hectares of cultivated area affected by monkeys and other animals in Himachal Pradesh resulting in crop losses of up to 55% and monetary losses of more than Rs.324 crores to agriculture and horticulture crops collectively, the CSIR - Institute of Himalayan Bioresouce Technology (IHBT), Palampur (HP) has intensified efforts to minimize such losses.



In this regards, IHBT supports farmers by introducing high value aromatic crops such as wild marigold, damsk rose, lavender, rosemary, lemongrass and mushkbala under CSIR aroma Mission. This will help farmers revive their economy and double their income. Moreover, such crops are good for cultivation in marginal and wasteland and they do not get affected by wild and stray animals.

Sanjay Kumar, Director, CSIR-IHBT, Palampur, said farmers of remote areas in hills were taking up cultivation of aromatic crops to revive agriculture as they face crop loss due to wild animals, monkeys and stray animals.

With the efforts of CSIR-IHBT, Himachal Pradesh has become largest producer of high quality wild marigold essential oils (4 tonnes per annum) in India to meet the demands of perfumery, flavouring and condiment industries.

The main marigold growing regions are Bhatyat and Salooni in district Chamba, Seraj and Gogardhar in District Mandi, Banjar in District Kullu and Rampur



in District Shimla. Other prominent regions of wild marigold are Batote and Kishtwar in J&K and Bageshwar and Nainital in Uttarakhand.

Kumar said during the last two years, CSIR-IHBT had brought more than 500 hectare of area under these crops.

Cultivation of wild marigold has resulted in production of 7.6 tonnes of essential oils in Himachal Pradesh alone with revenue generation amounting to Rs.5.56 crores, benefiting 861 farmers.

Kumar set to promote cultivation of these aromatic crops, a complete package of agro and processing technologies had been developed and executed in the farmers' fields. This would help them realize the profits. Depending upon the quality and quantity of essential oil, farmers of hills could earn net profit between Rs.80,000 to Rs.1.5 lakh per hectare annually, he added. He said essential oil extracted from aromatic crops had huge demand in perfumery, flavor and fragrance industry in India and abroad.

The essential oil also have insect repellent properties, anti-inflammatory, antifungal and antibacterial characteristics, which make them useful in numerous applications like control of store grain insect pests, healing wound and treatment of eczemam diaper rash, psoriasis and for skin ointment.

He said to uplift the cultivation of aromatic crops different small societies of progressive farmers had been formed in different states by CSIR-IHBT. Nineteen processing units have been set up for these societies.

Times of India, Sept. 11, 2019

Indulekha becomes Rs.2,000-crore brand for Hindustan Unilever:

Hair-care brand Indulekha acquired by Hindustan Unilever Ltd. (HUL) in 2016, has become a Rs.2000-



crore brand for the FMCG major, according to its Chairman and MD, Mr. Sanjiv Mehta. The offering under Indulekha include hair oils and hair cleansers. (Shampoos)

Hinting that it was a successful acquisition, Mr. Mehta said, against the Rs.350 crore paid

three years back, Indulekha generated a business of Rs.400- crore annually. Moreover from a regional brand with strong presence in southern markets, it has expanded pan–India.

Indulekha, as on March 2015, generated a turnover of Rs.100 crore ."Indulekha now generated a turnover of Rs.400-crore annually and is a Rs.2000 crore brand for us", he said during an event organized by the Bengal Chamber of Commerce and Industry.

Initially owned by the Kerala based Moson group, Indulekha was first launched in 2009 as a premium ayurvedic hair oil. Over the years its "Bringha oil" carved out a niche for itself, in the premium naturals segment, supported by endorsements. The brand had a strong presence across Kerala, Tamil Nadu and Karnataka. It had made a foray into Maharashtra at the time of acquisition by HUL.

The acquisition marked HUL's a reentry into the hairoil space a segment it had exited in 2006.

Hpicindia September, 2019

CSIR - CIMAP scientists develop hybrid Tulsi in Lucknow:

Scientists from Central Institute of Medicinal and Aromatic Plants of Council of Scientific and Industrial Research (CSIR-CIMAP) have developed hybrid *Tulsi* in aromatic forms like *paan*, lavender, lemon and cardamom. "The advantage with Tulsi is that it can be grown easily and is disease resistant. It will increase the market value and double farmers income," Dr.Abdul Samad, Acting Director, CIMAP, said.



The scientists claim that the hybrid *Tulsi* can be fully cultivated in around 70 days .





"I used the hybrid mutation process and mixed two kinds of Tulsi. It has all the components which are used in making *paan*, and other aromatic varieties of Tulsi are also beneficial to people," said Dr. Chandan Singh, senior scientist, CIMAP. He further added that people would get the exact taste of *paan* when they consume the *paan Tulsi*, as well as its health benefits.

Chemical Weekly, Nov. 2019

Funding of Cosmetics & Beauty startups doubles to \$ 108 mn in 2019

Startups in beauty and cosmetics space saw investments more than double to \$108 mn in 2019 till date, as compared to \$51 mn in 2018. The number of deals also rose to 12 from seven.

Beauty brand Nykaa saw a deal of \$14 mn in April, which increased its valuation to over \$700 mn and MyGlamm brought in \$19 mn from Bessemer Ventures. Smaller firms such as Roots Ventures and Sauce. VC are also placing some bets in the sector, as per data from Venture Intelligence.

In an indication of increasing wellness and fashion consciousness coupled with newer options, more



Indians are buying cosmetics and skin care products, creating business opportunities for a new crop of startups.

According to analysis, the category is moving towards growth-stage funds from seeing just small-scale investments. Venture Intelligence MD Arun Natarajan added that with the economic slowdown, a higher number of proven business models are being funded. "With the success of Nykaa, similar companies within the segment are coming up and are seeing investor attention, he said.

Besides e-commerce, beauty is also seeing an increase in the number of homegrown skincare and cosmetic brands, latest among them being Grofers" own "Orange Something" and Mahesh Bhupatibacked 'Scentials'. With increasing activity in the high margin business, investors are placing bets in this category.

Besides an increase in homegorown brands, the category at large has been expanding with a host of foreign players wanting to come and sell brands in india.

Amway India expects health, beauty segments to revive revenue growth

Direct selling FMCG firm Amway India, is looking to clock 6-7 % growth in revenue next year, driven by health and beauty segments.

Amway India is a wholly-owned subsidiary of US based Amway and operates in segments such as nutrition, beauty, personal care, home care and consumer durables.





The company, which recently introduced new products in its global premium beauty brand *Artistry*, expects a double digit growth in the segment.

"Last year, we had 6 per cent growth when we closed. This year, our health and beauty segments growth is 6 to 7 per cent. However, we do have a slowdown in the personal and home care segments and therefore an overall basis, without any price increase, we are expecting 2-3 per cent growth this year" informed Amway India's CEO Mr. Anshu Budhraja." Next yar, our goal is to go back to 6 to 7 per cent growth again, he added.

In 2018, Amway India had clocked sales of around Rs. 1900 crore, of which 50 percent was contributed by healthcare, 30 per cent by beauty and personal care, and 7 per cent by consumer durables, Mr. Budhraja noted.

Amway, which is present in the beauty segment with its home-grown entry level premium brand 'Attitude' presently gets 13 per cent of its overall India revenue from it.

"With health and beauty as the key focus areas, Amway India expects a double digit growth in its beauty category, contributing 20% to the overall revenue in the next 5 years," said Mr. Budhraja.

The company wants to cash in on the 'good potential' of the beauty and skincare market, which is estimated to be around Rs. 20,000 crore.

"India's beauty and skincare market is witnessing a strong growth on the back of an increasing number of working women, rise in disposable income, and higher demand for quality skincare products across all age groups. With a strong focus on the beauty category and the premium skin range, *Artistry* has been contributing a double-digit growth and grown to become the leading brand in the premium skincare segment in India," said Mr. Budhraja.

Amway is also investing in its online platform, which the company believes will account for up to 40 to 50 per cent of sales in the coming years.

hpicIndia, November 2019

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Symrise plans application labs in Nigeria:

German fragrance and flavoring manufacturer, Symrise is setting up its own application labs in Lagos, the largest city in Nigeria.

"This will strengthen our presence and underpin our growth goals in the region, "said Mr. Rudy McLean, Managing Director at Symrise South Afirca, building on the current sales office in Nigeria.



In the Labs. local Symrise experts will work on flavours for various application areas, in particular for beverages, sweet applications and savory foods, as well as fragrances and cosmetic ingredients. "With these application labs, we can create products in the market for the market,: said McLean." We can deepen our understanding of the preferences and need of local people and - where possible - use local raw materials".

The goal of the new application labs is to "incorporate customer preferences and market requirements in product development locally and with speed". To achieve this, Symrise will employ three new lab specialists in Nigeria.

Emission reduction at US site:

In another development, Symrise said it has started operation of a *Sulfacid* technology system at its

fragrance ingredients production site in Jacksonville, Florida, USA to eliminate gas emissions.

Symrise had inked a deal with US-based technology provider, Carbon Process & Plant Engineering S.A (CPPE), in 2017, for deployment of the *Sulfacid* process for the removal of SO₂ from thermal oxidizer off-gas of the Jacksonville plant. The process eliminates gas emissions and recovers sulphur components and converts them into other products. These are reused in other productions processes, supporting the practice of circular economy.

"We are raising the bar by implementing the Sulfacid technology as we further improve our environmental footprint, "said Dr.Nobert Richter, global President, Aroma Molecules Division of Symrise.

Qatari entrepreneur setting up with new perfume factory:

Qatari entrepreneur Mr. Mohammed Rashid Al Matwi has acquired funding from the Qatar Development Bank (QDB) in order to establish a perfume manufacturing factory in the country in a bid to fill the gap for niche products.



Said to be the first of its kind in the country ,the "Perfume Factory" will create niche products and sell "Made in Qatar" fragrances worldwide. Hoping to be self-sufficient in the sector and support other start-ups, the factory is also offering its services to other perfume manufacturers, individuals and companies.



Speaking in a video on the QDB official Twitter page, Mr. Al Matwi said, "The idea of establishing a perfume factory is new and first-of-its kind in Qatar. This is an effort to create space for perfume manufactures and perfume lovers. This will also provide a platforms for startups who intend to launch their own brands and create a niche customer-base. This new facility provides a good opportunity to the entrepreneurs who are looking forward to make their own brands and pursue career in perfume business."Other services provided by the factory include concept and brand development, perfumes and tailor-made requestes, research, market assessment, development of new products, product sourcing, product manufacturing and packing.

Givaudan acquires UK's Fragrances Oil:

Givaudan, the Swiss flavors and fragrances expert, has acquired Fragrance Oils of UK for an undisclosed amount.

Founded in 1967, Fragrance Oils is a leading manufacturer and marketer of specialty fragrances for fine fragrances, personal and homecare applications. Their facility in Radcliff, UK employs over 250 employees and sells its products in more than 90 countries.



Mr.Gilles Andrier, CEO of Givaudan said, "The acquisition of Fragrance Oils is another step in expanding our capabilities in serving local and regional customers. Following our earlier acquisition of Expressions Parfumees, its fits perfectly with our 2020 ambition to asset our leadership position in this customer segment, as well as leveraging the strong presence of fragrance Oils in high growth, markets.

IFF opens new home & fabric care innovation centre in US:

IFF, the US-based scent, nutrition and ingredients expert, has inaugurated its "Home & Fabric Care Innovation Centre "at Bell works in Holmdel, New Jerseys, USA.

The Centre is a 60,000 square-foot research and development hub with 32 evaluation spaces and labs and will house about 120 employees. "Designed to foster co-creation and spark creativity IFF's space within Bell Works not only provides employees with collaborative areas and an office-wide open floor plan, but also draws inspiration from IFF's newly launched purpose and brand identity ", the company said in press note.

IFF said the innovation centre will host the company's foremost and cutting - edge fragrance technologies forward the future of fragrance for home care and fabric care, including digital olfaction technology, immersive virtual reality scent experiences, the latest generation of encapsulation technology, and industry-first scent printing.

Originally constructed between 1962 and 1964 and designed by world-renowned modernist architect Eero Saarinen, the bell works building is revered for its role in spurring the development of some of the world's foremost inventions and research concepts. In its 40-plus year history as the research headquarters for bell Laboratories, Lucent and Alcatel-Lucent, the building housed a total of seven Nobel Prize winners, including those who conceived theories for the laser, the big bang theory, cellular technology, the transistor and more, IFF informed.

Acquisition of Speximo of Sweden:

In another development, IFF and its affiliate, IFF-Lucas Meyer Cosmetics, announced the completion of acquisition of Speximo AB, a Swedish technology company focused on developing next generation stabilization and encapsulation products. This will support IFF's strategy to develop sustainable personal care and cosmetic commercial application areas.

"It is critical that in our quest for innovation, we find products and technologies that align with and support our purpose-to redefine and transform how we live in and care for the resources of our world", Mirza-yantz noted.





Speximo's patented technology was developed from research carrier out at Lund University in Sweden .The technology platform supports the creation of creams, powders and sprays used in personal care and cosmetics. It also protects active ingredients and enhances texture Developed from quinoa grains, the technology is both natural and sustainable.

Mr. Antonio Lara, President and CEO of IFF-Lucas Meyer Cosmetics commented, "Bringing Speximo's highly regarded technologies and intellectual property in-house will give IFF-LMC a competitive advantage in the market place with their sustainable multifunctional emulsifiers and texturing ingredients. Both are derived from nature and biodegradable, allowing our customers to formulate environmentally friendly transformative textures that can have a great impact on the consumer experiences".

Hpicindia, September, 2019

Firemenich acquires CO₂ extraction technology unit from Evonik; sets up JV in Turkey:

Swiss perfume and taste company, Firmenich has acquired the CO₂ extraction business from German chemicals firm, Evonik, located in Trostberg Germany. Firmenich said the acquisition significantly expands its capabilities in super-critical fluid extraction (SFE), completing its Natural Centre of Excellence in Grasse, France. Financial terms of the deal were not disclosed.

With more than 30 years of experience in botanical raw material extraction, the CO₂ business of Evonik will enhance Firemenich's a bility to address customers growing demand for authentic, natural taste and

scent experiences. According to the company,CO₂ extraction offers the "safest cleanest, and highest-quality method of extracting natural botanical molecules, from flowers and nuts to coffee and tea." "Firmenich has been a pioneer in CO₂ extraction for three decades, creating game-changing ,natural ingredients, such as the unique spicy notes of pink pepper. "said Mr. Patrick Firmenich ,Chairman of the Board, Firmenich. "With this acquisition, I Look forward to expanding our capacity in naturals to delight consumers with sustainably produced new ingredients."

"This technology strengthens our leadership in naturals by enabling us to capture the exact, authentic and vibrant notes we want from natural ingredients," pointed out Mr.Gilbert Ghostine, CEO, Firmenich. "Complementing our established leadership in perfumery and quadrupling our CO₂ extraction capacity, this acquisition gives us the scope to apply SFE to a wider range of flavor products, such as peanuts, tea and coffee".

The facility of Evonik in Trostberg is now part of Firmenich's Centre of Excellence for Naturals, expanding its footprint from Grasse. Its products will be commercialized through Firemenich's Ingredients Business, while adding to the Group's natural palette of Flavours business.

Joint venture in Tukrey

In another development, Firmenich announced a deal to establish a joint venture (JV) with MG International Fragrance Company. Based in Turkey, MG International is owned by Gulcicek family and is renowned for its creative fragrance solutions supplied mainly to mid-size customers across Turkey, the Middle East, Eastern Europe and Africa.

MG International operates a high-concept creation centre in greater Istanbul. The centre also includes a state-of-the-art, 20-000-square-meter manufacturing facility. Post closing of the deal, it will operate as a member of the Firmenich group, maintaining its brand name.

"As an independent, family-owned business for 58 years, we are honored to partner with the world's largest privately held fragrance and flavor company, "commented Mr.Misel Gulcicek, Founder and Chairman, MG International Fragrance Company.



"We are bringing two great perfumery legacies together to expand the MG International "Made in Tukrey" label "added Mr. Aslan Gulcicek, CEO, MG International Fragrance Company." Our combined resources will help us deliver creative and innovative fragrances for customers in both fine fragrance and body home care across Turkey, the Middle-East, Africa and Neighboring markets."

Chemical weekly, Nov.26, 2019

Firmenich opens fine fragrance workshop in Brazil:

Swiss fragrance & flavor company, Firmenich has announced the opening of its first "Fine Fragrance Atelier "Latin America.

The contemporary rooftop workshop will offer the company's customers an exclusive, innovative space dedicated to perfumery culture, creativity and inspiration, Firemenich informed.

"Our Fine Fragrance Atelier will allow us to better collaborate and co-create together" remarked Mr. Armand de Villoutreys, President, Perfumery and Ingredients

"The fine Fragrance Atelier in Brazil marks a new page in the history of Firmenich. We now have a space dedicated to perfumery in the heart of Vila Madalena in Sao Paulo, a modern and inspiring environment to exchange experiences, encourage innovative partnerships and define the future of Fragrances together with our customers." added Mr. Jerry Vittoria, President Fine Fragrance Worldwide.

The opening featured a complete sensorial experience, a "Carte Blanche Brasilis" Exhibition, celebrating the art of Perfumery and delivering a true encounter of perfumers' savoir-faire and creativity, the company informed in a press note.

Hpicindia, September, 2019

Firmenich unveils fine fragrance workshop in China

Swiss fragrance and flavour company, Firmenich has opened a Fine Fragrance Atelier' in Sganghai, china, its first in the country.

The company said the facility will "provide easy access to all fine fragrance capabilities under one

roof, closer to the fine fragrance market in downtown Shanghai."

"we established our first office in China over 30 years ago, and after the opening of our Zhangjiaganj manufacturing site earlier this year, this new investment in the heart of the fine fragrance community in Shanghai further reinforces our strong commitment to China, our second largest market worldwide, commented Mr. Paul Anderson, President, Firmenich China.

"This one-of-a-kind Fine Fragrance Atelier will help us better collaborate and co-create with our customers to deliver quality, creativity, value and growth, added Mr. Jerry Vittoria, President, Fine Fragrance Worldwide.

The atelier will house a cross functional team, including sales, development, marketing and creation.

According to Firmenich, the fine fragrance market in China has grown by 15% last year. "With the rise of the middle class, millennials and Gen Z groups, new domestic fine fragrance brands are booming, providing additional choices to international brands," the company said.

HpicIndia, October, 2019

Givaudan to acquire US-based flavor & fragrances firm, Ungerer:

Switzerland's flavours and fragrances company, Givaudan has agreed to acquire US-based Ungerer & Company for an undisclosed amount.



Headquartered in New Jersey, Ungerer is a leading independent company in the flavor and fragrance specialty ingredients business, most notable in



essential oils, which provides a rich palette of predominantly natural ingredients for flavor and fragrance creation ,as well as for end-customers of such specialties.

"Ungerer also has an impressive local and regional customer presence for both flavours and fragrances in North America. Founded more than 125 years ago, Ungerer has developed a strong market position in all segments and a high-quality reputation with its customer base." Givaudan said in press note. The company added that Ungerer's presence in more than 60 countries, eight manufacturing facilities and six R&D centre's, will further extend market leadership in its core flavor and fragrance activities.

"We are very confident that the acquisition will further enhance our industry leadership both through the vertical integration into key specialty ingredients for our flavor and fragrance creations, as well as in asserting our leadership with local and regional customers," said Mr. Gilles Andrier, Givaudan's CEO.

- Chemical Weekly, Nov. 26, 2019

Givaudan develops new biotech route for making fragrance ingredient, ambroxide:

Swiss flavor & fragrances firm, Givaudan, has announced the development of a new biotechnology approach for synthesizing the one of the most widely used biodegradable fragrance ingredient, ambroxide, which it sells under the brand name, *Ambrofix*.

According to Givaudan, *Ambrofix* a naturally occurring terpenoid, produced using its new breakthrough biotechnology delivers "identical olfactive qualities as the traditional method while being the most sustainable and carbon efficient on the market."

This new biotechnology starts with fermenting sustainably sourced sugarcane to produce *Ambrofix*, which is readily biodegradable, 100% naturally derived while maintaining 100% renewable carbon. It requires a hundred times less land to produce one kilogram of the new ingredient as compared to the traditional production method, the company said.

Fundamentally, this new carbon efficient process aligns to Givaudan's sustainability approach, "A sense of Tomorrow' and is in accordance with Givaudan's Five Carbon Path, where all carbon atoms in the biobased starting material end up in the final product, resulting in zero carbon waste.

Ambrofix was first described in the 1950s and has grown in popularity as a favorite among consumers and perfumers. It is used ubiquitously in consumer products ranging from household and personal care items such as laundry detergents and shampoos to fine fragrances.

Mr.Jeremy Compton, Global Head of Fragrance Science and Technology commented: "We are thrilled that this new biocatalytic process produces *Ambrofix* as a powerful, substantive and stable ambery note while aligning to Givaudan's sustainability approach."

Symrise expands flavours and fragrance innovation centre in Indonesia:

German Flavours and fragrance expert, Symrise recently opened its expanded innovation centre in Jakarta, Indonesia. The company said the modern facility, involving investments of around Euro 3-mn, will help develop creative solutions for fragrances, cosmetics, food and beverages. These applications are specifically tailored for the Indonesian market and can directly be presented to customers on site, it added.

"Indonesia is already a key market today and will continue to be so in the future. Over the past ten years, we have more than doubled our sales and generated an annual growth rate of around eight percent," said Dr.Heinz-Jurgen Bertram, CEO of Symrise while speaking at the opening ceremony. At the centre, Symrise has significantly increased the innovation and laboratory capacities for taste, scent



and care. Perfumers will have access to application laboratories with a wide range of modern test and evaluation equipment. The space technologies in the flavor division has more than doubled.

Through the expansion Symrise has almost doubled its profile in Scent & Care and Flavor business with application possibilities for fragrances, cosmetic ingredients and flavorings for beverages, sweets and savory products. Dr. Bertram also highlighted the region's strategic relevance for the company for sourcing its raw materials." We have early on realized how important the access to strategic raw materials is. Most of our products are based on natural raw materials. Many of them come from Indonesia, such as aromatic patchouli and cloves," he said.

- Chemical weekly, November 5, 2019

Symrise publishes microbiome data for its deodorant active:

Germany's Symrise has re-investigated its deodorant active SymDeo B125 in depth. While long term efficacy has been known for many years, Research & Development have discovered additional key advantages: In contrast to the conventional antimicrobial triclosan, SymDeo B125 has no negative impact on the axillary microbiome.

Ten years ago Symrise has introduced SymDeo B125.a readily biodegradable deodorant active. It is used in typical underarm cosmetic products, and has also proven effective in foot care and many other cosmetic formulations. Symrise researchers have now been able to show that this deodorant active is microbiome-friendly and does not disrupt the sensitive underarm biota notably. Symrise's findings regarding the influence of deo actives on the human axillary micro biome are the first in the industry.

"Globally, we are observing a growing interest in exploring the impact of personal care products on healthy skin. "observed Dr. Florian Genrich, Seniror Global Product Manager Micro Protection in the Cosmetic Ingredients Division at Symrise. "Consequently, cosmetic manufacturers are facing continuously increasing expectations from the consumer side, which requires the industry to keep up with state-of-the-art technologies. As a manufacturer of cosmetic ingredients, we

continuously conduct intensive research on our ingredients and explore new methods, such as in the field of skin microbiome analysis. We are proud to deliver our customers additional benefits also within our existing and versatile product portfolio.

"K-beauty products market to reach \$21.8-bn globally by 2026"

According to a new analysis by Allied Market Research, the global Korean Beauty or K-Beauty products industry generated \$9.3 bn in 2018, and is expected to reach \$21.8 bn by 2026, registering a CAGR of 11.3% from 2019 to 2026.

"Surge in inclination toward products developed from unique ingredients, demand for organic and personal care & cosmetic products, and innovation in skincare products, with comprehensive R & D activities is driving the growth of the global K-beauty products market. Male skin care regime products and rise in demand from US and southeast Asian Countries are creating new opportunities in the market," the report noted.

Based on product type, the sheet mask segment held nearly one-forth of the total market share of the global K-beauty products market in 2018, and is expected to maintain its lead position during the forecast period. This was attributed to ease in application and convenience coupled with the launch of innovative products that carter to varying functions requirements. However, the cleanser segment is expected to grow at the fastest CAGR of 11.8% from 2019 to 2026, owing to extensive R&D activities and High moisture retention capability.

Based on distribution channel, the specialty/monobrand store segment held the largest market share in the market, accounting for nearly three-fifths of the total share in 2018, and is expected to continue to dominate in terms of revenue throughout the forecast period. The online retail segment is expected to grow at the fastest CAGR of 13.0% from 2019 to 2026.

Some of the key players operating in the market include Able C & C, Adwin Korea, Annie's Way International, The Beauty Factory, Bluehug, BNH Cosmetics, Ceragem Health and Beauty. CK Beauty Enterprise. LG Household & Health Care and Amorepacific.

Hpicindia, November, 2019





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- **GRISALVA**
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CITRUS

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- DIMYRCETOL
- GERALDEHYDE
- HERBALIME (ABBAROME)
- **KHUSINIL**
- LIMOXAL
- **NOOTKATONE Natural**
- NOOTKATONE NI
- MYRCENOL SUPER
- **VALENCENE** Natural VALENCENE NI

FRUITY

- ALPHA DAMASCONE TOCO
- BETA DAMASCONE TOCO
- **DELTA DAMASCONE**
- **FRAISTONE**
- **HEXALON**
- **NECTARATE**
- PRENYL ACETATE
- **STRAWBERIFF**

GREEN

- **GALBASCONE**
- ISO CYCLO CITRAL
- LIFFAROME
- MELOZONE
- MONTAVERDI

- **SYVERTAL**
- TRIPLAL
- VERTOLIFF

HERBAL

- **APO PATCHONE**
- **CANTHOXAL TOCO**
- **FLEURANIL**
- ISO BUTYL QUINOLENE (IBQ)
- OCIMENE

MUSK

- **APPLELIDE**
- CELESTOLIDE
- **EDENOLIDE**
- **MUSEMOR** ZENOLIDE

GALAXOLIDE 50 DEP

FLORAL

- ACALEA
- **AQUAFLORA**
- **CYCLEMAX** DAMASCOL
- DIOLA
- **FLEURAMONE**
- FLORAL SUPER
- **FLORALOZONE**

- HELIONAL
- **HYACINTH BODY**
- **HYACINTH BODY NO.3**
- **JASMAL**
- **JASMELIA**
- **JESSEMAL**
- KHARISMAL S
- LYRAL

- **MELAFLEUR**
- **MUGUET ALDEHYDE 50**

GALAXOLIDE UNDILUTED

- **PEOMOSA**
- **PHENAFLEUR**
- **PHENOXANOL**
- ROSETHYL
- **VIOLIFF**
- DAMASCENONE

WOODY

- **BACDANOL TOCO**
- CEDRAMBER
- **CEDRYL ACETATE**
- **ISO E SUPER**
- KARMAWOOD

- KOAVONE
- KOHINOOL METHYL CEDRYL KETONE SG
- ORIVONE
- SANJINOL TOCO
- **TIMBERSILK TOBACOROL**
- **TRIMOFIX**
- **VERTOFIX COEUR**
- **VERAMOSS**

FRESH

- INTERELEVEN ALDEHYDE
- PINO ACETALDEHYDE
- PRECYCLEMONE B

POWDERY

BICYCLONONALACTONE

SPICY

PRISMANTOL



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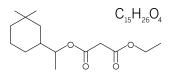
Edenolide

MUSK

Musk, Fruity, Floral

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OLFACTIVE TERRITORY Intimate	OLFACTORY DESCRIPTION A powdery, creamy, warm, relaxed sensuous white musk. With fresh fruity nuances and soft comforting textures.					
RECOMMENDED USES Fine fragrance, personal chome care	are, fabric care,	VISUAL DESCRIPTION GC SUMMARY Clear liquid Sum of section 98.5-100%				
TYPICAL USE LEVEL Up to 30%	MOLECULAR WEIGHT 270.18	FLASHPOINT 141° C	SUBSTANTIVITY > 48 hours			
CAS NUMBER 478695-70-4	REACH REGISTRATION 01-0000019245-71	VAPOR PRESSURE 0.000137 mm Hg @ 23° C		LOGP 4.9		

PRODUCT	PERFORMANCE	STABILITY	NOTE IMPACT
Fine Fragrance	Very Good	Good	
Acid Cleaner	Moderate	Good	Top ()
Liquid Detergent	Moderate	Good	
Powder Detergent	Moderate	Moderate	
Fabric Conditioner	Good	Good	Heart () ()
AP Deo	Good	Moderate	
Shampoo	Good	Good	
Soap	Moderate	Moderate	Base ()
Candles	Moderate	Good	
Bleach	Poor	Poor	Low Med High

FORMULA 19019

			(-)	(+)
Balsamic	Benzyl Salicylate		10.00	
Musk	Ambrettolide	● IFF	2.00	
	Edenolide	◯ IFF	-	10.00
	Galaxolide® Undiluted	IFF	50.00	
Woody	Timbersilk™	◯ IFF	25.00	
	Trimofix®	IFF	1.00	
	Iso Propyl Myristate		12.00	2.00
		TOTAL:	100.00	100.00

Formula 19019 - Accord

This accord shows how the addition of Edenolide helps to harmonize the musk and amber characters to deliver a clean linen effect.



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AMBER

- CISTE ABS BLO
- **CISTE ABS COLORLESS**
- LABDANUM RES BLO
- LABDANUM RESINOID 45 PCT TEC BLO

GOURMAND

- PERU BALSAM OIL
- TONKA BEAN ABS
- VANILLA BOURBON CO2 EXTRACT 35% TEC

BALSAMIC

- BENZOIN RESINOID SIAM 50 PCT PG BLO
- BENZOIN RESINOID SAIM BLO
- MYRRH OIL LMR *
 - MYRRH RESOID 65PCT TEC BLO
 - **OLIBANUM OIL***
 - OLIBANUM RESOID *
 - STYRAX RESOID LOW STYRENE BLO

FRUITY

- BLACKCURRANT BUD ABS MD 37% TEC LMR FLG
- **BLACKCURRANT BUDS ABS ***
- **BRAN ABS ***
- **BRAN RESINOID LMR**
- DAVANA OIL SFO *

FLORAL

MUSK

- BROOM ABS ITALY LMR FRG *
- CASSIE ABS EGYPT LMR *
- **GERANIUM OIL EGYPT ***

AMBRETTE ABS*

- **GERANIUM OIL EGYPT FOR LIFE ***
- GERANIUM OIL EGYPT ORG LMR
- **GERANIUM OIL CHINA ***
- **GERANIUM OIL MADAGASCAR ***
- JASMINE ABS EGYPT *
- JASMINE ABS INDIA *
- JASMINE ABS SAMBAC INDIA *
- MAGNOLIA FLOWER OIL
- MIMOSA ABS FRANCE

- **ROSE ABS BULGARIAN LMR***
- MAGNOLIA LEAF OIL
- MIMOSA ABS INDIA LMR
- NARCISSE ABS FRENCH
- **NEROLI OIL TUNISIA**
- ORANGE FLOWER ABS TUNISIA *
- ORANGE FLOWER WATER ABS TUNISIA *
- ORRIS 8% NAT 2942C *
- **ORRIS NATURAL 15% 4095C ***
- ORRIS RESOID *
- OSMANTHUS ABS LMR *
- PETITGRAIN BIGDE OIL TUNISIA *
- PETITGRAIN CITRONNIER OIL *
- PETITGRAIN OIL PARAGUAY T'LESS

- ROSE CENTIFOLIA ABS TUNISIA LMR
- ROSE ABS BULG LOW METH EUG LMR
- **ROSE ABS TURKISH ***
- ROSE ABS ISPARTA FOR LIFE TURKISH
- ROSE ESSENTIAL LMR FOR LIFE *
- ROSE ESSENTIAL LOW ME FOR LIFE
- **ROSE OIL TURKISH ***
- **ROSE OIL BULGARIA ***
- ROSE ULTIMATE EXTRACT LMR FOR LIFE
- TAGETE OIL MADAGASCAR *
- **TUBEROSE ABS INDIA**
- YLANG YLANG OIL COMPLETE MADAGASCAR *
- YLANG OIL I MADAGASCAR
- YLANG OIL III MADAGASCAR

GREEN

- **BASIL ABS GRAND VERT LMR***
- BASIL OIL GRAND VERT LMR(EGYPT) *
- **BASIL OIL VERVEINA ***
- **GALBANUM OIL***
- GALBANUM RESOID *
- **VIOLET LEAF ABS EGYPT ***

HERBAL

- ARMOISE OIL PURE
- **BASIL OIL VIETNAM LMR ***
- CHAMOMILE OIL ROMAN *
- CYPRESS OIL
- CHAMOMILE OIL WILD LMR
- CHAMOMILE OIL BLUE LMR
 - HAY ABS
- IMMORTELLE ABS BALKANS LMR *
- LAVENDER ABS H *
- LAVENDER OIL BULGARIA *

- IMMORTELLE OIL LMR
 - LAVENDER OIL FRANCE MT *
 - LAVANDIN ABS H *
- LAVANDIN ABS ENFLEURAGE 2.0 ORG LMR
 - LAVANDIN HEART *
- **ROSEMARY OIL TUNISIA BLO**
 - SAGE CLARY ABS FRANCE *
 - SAGE CLARY OIL FRENCH *
 - SAGE CLARY OIL GREEN DISTILLED

SPICY

WOODY

- CARDAMOM GUATEMALA EXT Co2 *
- CARDAMOM OIL GUATEMALA

COPAIBA BALSAM OIL BLO

GUAIAC WOOD HEART BLO

GUAIYL ACETATE BLO

HEALINGWOOD BLO

- CINNAMON BARK OIL MADAGASCAR LMR *
- CINNAMON BARK OIL MADAGASCAR ORG LMR *
- CINNAMON BARK OIL CEYLON LMR CINNAMON BARK ESSENTIAL MADAGASCAR *
- CORIANDER SEED OIL *
- GINGER OIL INDIA * GINGER OIL FRESH MADAGASCAR *
- GINGER OIL FRESH MADAGASCAR ORG
- JUNIPERBERRY OIL BALKANS
- JUNIPERBERRY OIL BALKANS RECT BHT
- MOSS OAK ABS IFRA43
- MOSS TREE ABS MD IMP IFRA 43 OAKWOOD CO2 EXTRACT 60% TEC
- PATCHOULI OIL LIGHT BLO
- PATCHOULI OIL INDONESIA IRON FREE
- PATCHOULI OIL INDONESIA MD

- - MARJORAM OIL EGYPT LMR * PEPPER OIL BLACK MADAGASCAR *
 - PEPPER SICHUAN ABS CO2 EXT LMR *
 - PEPPER PINK Co2 *
 - SCHINUS MOLLE OIL SFO *
 - SCHINUS MOLLE EXT Co2 *
 - TURMERIC ROOT ULTIMATE EXTRACT MD LMR
 - PATCHOULI HEART N3 *
 - PATCHOULOL SESQUITERPENS
 - SANDALWOOD OIL SPICATUM(AU)LMR
 - SANDALWOOD OIL NEW CALEDONIA LMR
 - VETIVER OIL HAITI FOR LIFE *
 - **VETIVER OIL JAVA LMR ***



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ROSE ESSENTIALTM

FLORAL Rose Petal Green

IPC NUMBER 180256

OLFACTORY DESCRIPTION

Typical odor of the fresh rose petal water, with a spicy green and heavy persistent character.

ORIGIN

Turkey

PROCESSED PART

Flowers

PROCESS

Combination of fractions exclusively obtained through physical processes such as hydro-distillation, distillation, steam stripping and ion exchange.

Pale y	ASPECT Pale yellow liquid									
SOLUBI	LITY									
phene ALTERN	MAIN C thyl ald NATIVE II ABS T	cohol, (citrone					aroptei		
CROP										
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec										

DEMO FORMULA /ROSE ESSENTIAL LOW METHYL EUGENOL LMR / Shampoo

INGREDIENT NAME	CORP IPC	IFF		RWE Low ME
ALD AA TRIPLAL BHT	00013090	iff	1,00	
AMBER XTREME PRG 0.1% DPG	00012982	iff	2,00	
BERGAMOT OIL CP BERGAPTFREE	00021292		100,00	
BICYCLONONALACTONE	00151245	iff	20,00	
CASHMERAN	00032329	iff	10,00	
CLOVE LEAF OIL MADAG FFI	00037385		1,00	
COUMARIN	00036603		4,00	
ETH ACETO ACET	00058481		2,00	
ETH-2,4-DECADIENOATE TOCO 10% IPM	00050663		6,00	
ETHYLENE BRASSYLATE	00015345	iff	100,00	
GALAXOLIDE 50 PCT DPG	00070076	iff	230,00	
GERANIOL 980 PURE	00072534	iff	10,00	
GERANYL ACET PURE	00073099	iff	2,00	
HELIONAL	00082322	iff	20,00	
HYDROXYCIT PURE SYN	00089372		10,00	
IONONE BETA EXTRA	00094128		40,00	
ISO EUGENOL 10% DPG	00098905		6,00	
KHARISMAL SUPER PRG	00110609	iff	200,00	
LILIAL TOCO	00124189		45,00	
MUSCEMOR	00131730	AROMOR/ iff	30,00	
MYSANTOL	00161647	iff	10,00	
PHEN ETH ALC WHITE EXTRA	00163990		50,00	
STYRALYL ACET	00198605		1,00	
DIPROPYLENE GLYCOL	00045655		100,00	99,00
ROSE WATER ESSENTIAL LOW ME LMR	180278	Ø/iff	0,00	1,00
TOTAL			1000,00	1000,00

LMR Rose Essential[™] is obtained through 3 exclusively physical processes:

- Hydro-distillation / decantation
- Steam-Stripping
- Adsorption / Desorption

Followed by molecule distillation for the low methyl eugenol version.

The utmost in femininity and sophistication, fresher and greener than rose essence, LMR Rose Essential is also more modern and transparent than existing rose oil and absolute.



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- Geraniol Fine
- Nerolex

Para-Cymene

- Linalool Coeur
- Linalyl Acetate Coeur
- Tetrahydrolinalool

Anethole Extra 21/22



- Odor Profile: A sweet taste and characteristic of anise-like odor
- Common Uses: Used in a wide variety of flavors and fragrances

Carvone-L



- Odor Profile: A refreshingly cool, minty odor and taste
- Common Uses: Used extensively in flavor oils such as spearmint, but is also used in spice and floral fragrances

Symcool® WS-3



- Profile: Flavorless and odorless. Cools mainly the roof of the mouth, back of the mouth and the back of the tongue
- Common Uses: Chewing Gum, Confectionery, Oral Care Flavors

Symcool® WS-5



- Profile: Flavorless and odorless. Cools mainly the roof of the mouth and throat.
- Common Uses: Chewing Gum, Confectionery, Oral Care Flavors

Symcool® WS-23



- Profile: Flavorless and odorless. Cools mainly the front of the tongue and front of the mouth.
- Common Uses:

 Chewing Gum,
 Confectionery, Oral
 Care Flavors

Symcool® WS-12



- Profile: Flavorless and odorless. Cools mainly on the top of the tongue.
- Common Uses: Chewing Gum and Confectionery Flavors



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Absolutes, Resinoides, Essential Oils



MOSSY

OAKMOSS ABSOLUTE

WOODY

- COPAIVA BALSAM ABSOLUTE
- COPAIVA BALSAM RESINOID PURE
- **OLIBANUM OIL**

AMBER

- LABDANUM ABSOLUTE
- LABDANUM ABSOLUTE EXTRA
- LABDANUM RESINOID PURE

GREEN

- GALBANUM ABSOLUTE
- GALBANUM OIL
- GALBANUM RESINOID PURE

BALSAMIC

- BENZOIN ABSOLUTE
- BENZOIN RESINOID PURE
- MYRRH ABSOLUTE
- MYRRH RESINOID PURE
- **OLIBANUM RESINOID PURE** OPOPONAX ABSOLUTE

- PERU BALSAM ABSOLUTE
- PERU BALSAM RESINOID PURE
- STYRAX ABSOLUTE
- STYRAX RESINOID PURE
- TOLU BALSAM ABSOLUTE
- **TOLU BALSAM RESINOID PURE**



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AMBER

- AMBER RECON ECO
- AMBER SOLID RECON
- CISTUS RECON BH
- CISTUS RECON BH MOD II
- LABDANUM RECON FFPL Lb015
- LABDANUM RECON POURABLE
- LABDANUM RESINOID (LABD K-15812-2)

HERBAL

- LAVANDER RECON BT
- LAVANDER RECON ECO
- LAVANDER RECON EXTRA
- LAVANDIN RECON
- LAVANDIN RECON ECO

ANIMALIC

COSTUS OIL RECON

BALSAMIC

- BENZOIN RECON ECO
- **BENZOIN RECON FFPL BZ110**
- COPAIVA BALSAM RECON FFPL CV210 **OLIBANUM RECON MOD-2**
- OPOPONAX RECON FFPL OP020
- STYRAX RECON FFPL ST010
- STYRAX RECON IND

OAKMOSS RECON OAKMOSS RECON IND

MOSSY

TOLU BALSAM RECON FFPL Tb018

OAKMOSS RECON POURABLE

TOLU BALSAM RECON IND

CITRUS

- BERGAMOT RECON IND
- **BERGAMOT SUBCONSTITUTE BT**
- LEMON OIL IND -A
- LEMON OIL SYNTH
- PETITGRAIN OIL RECON (ECO)
- PETITGRAIN OIL RECON (PETIT-K)
- PETITGRAIN OIL RECON IND
- PETITGRAIN POWER RECON

WOODY

- PATCHOULI OIL RECON 015
- PATCHOULI OIL RECON ECO-2

FLORAL

- **BOIS DE ROSE RECON**
- **GERANIUM RECON CHINA**
- **GERANIUM RECON (TYPE BB)**
- **GERANIUM RECON POWER**
- **GERANIUM RECON SUPER GERANIUM RECON RBT**
- JASMIN SAMBAC RECON
- **NEROLI OIL RECON**
- YLANG OIL SYNTH
- YLANG OIL SYNTH SUPER
- YLANG RECON ECO



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OUR NATURAL INGREDIENTS INSPIRE THE WORLD'S LEADING FRAGRANCES.

- Essential Oil: Ajowan | Aniseed | Basil | Bay Leaf* | Black Pepper | Cabreuva Red* | Cajeput* | Calamus | Cardamom | Carrot Seed* | Cedarwood Virginia* | Celery Seed | Cinnamon Bark | Cinnamon Leaf | Citronella Java | Citronella Lemon | Clary Sage | Clove Bud | Clove Leaf | Coriander Leaf* | Coriander Seed | Cumin Seed | Curcuma Aromatica | Curry Leaf | Cypress | Davana | Dill Seed | Dill Weed | Eucalyptus Globulus 80 | Fennel Seed | Galangal | Geranium Egypt/China | Ginger Grass* | Ginger | Holy Basil* | Jatamansi* | Java Galanga | Lavandin Grosso | Lavender Officinalis | Lemongrass | Litsea Cubeba* | Mace | Marjoram* | Nutmeg | Palmarosa | Parsley Leaf* | Parsley Seed | Peppermint* | Petitgrain | Sage | Tagetes | Tea Tree | Thyme | Turmeric Leaf | Valerian Root | Vetivert | Ylang Ylang 3
- Oleoresins: Black Pepper | Capsicum | Cardamom |
 Celery Seed | Clove Bud | Coriander Seed | Fennel
 Seed | Ginger | Mace & Nutmeg | Rosemary
- SCFE: Black Pepper | Cardamom | Cinnamon | Cumin | Ginger | Nutmeg | White Pepper
- Gums
 Oils: Elemi | Galbanum | Myrrh |
 Olibanum Somalia/India | Opoponax | Styrax
 Resinoids: Benzoin | Elerni | Labdanum | Oakmoss |
 Olibanum | Opoponax | Peru Balsam | Styrax
- Eco Series
 Oils: Bergamot | Cardamom | Geranium | Lavendar |
 Lavandin | Lemon | Lemongrass | Palmrosa |
 Rosemary | Vetrivert | Ylang
 Resinoids: Benzoin | Labdanum | Oakmoss
 | Styrax | Tolu Balsam
- Matural ingredients*: Citral Ex Lemongrass |
 Geraniol Ex Citronella 85% | Geraniol Ex Palmarosa
 85% & 98% | Thymol crystals 95% | Parsley Seed Oil
 Terpeneless



Fragrance Application in Consumer Products - Challenges & Solutions

Dr Sitaram Dixit - Independent Consultant - Fragrances, Personal, Fabric & Home Care Chemical Industry www.sitaramdixit.weebly.com, www.sitaramdixit.bravesites.com, www.sitaramdixit.yolasite.com

Paper persented at FAFAI Aroma Workshop held in Kanpur on 15th December 2019.

Introduction

All of us tend to perceive fragrance in a consumer product as an individual single ingredient whereas in reality it is one of the most complex chemical additives. Fragrances are sometimes a combination of even well over one hundred aroma compounds, consisting of essential oils and isolates in addition to synthetic chemicals.

Fragrances although are specifically designed for various applications, we cannot consider them to be indefinitely stable in the final product formulation as adverse changes to product clarity, colour, solubility, viscosity, pH, etc., can occur because of reactions that can happen due to product base and fragrance interactions, largely owing to environmental conditions of light, temperature and humidity.

Accelerated stability testing procedures that stimulate these reactions in laboratory conditions can help predict the compatibility and stability of fragrances in the desired application. Today, we will examine the basics of fragrance chemistry and try linking it to the many common interactions that occur between aromatic chemicals and cosmetic formulations.

Functional Groups

All fragrance molecules consist of a chain of carbon bonds forming a vastrange of molecular structures with functional groups of carbon, oxygen, hydrogen, nitrogen and sulphur that interacts with its environments consequently becoming vulnerable to chemical change. The (C=O) carbonyl group may undergo numerous reactions like addition, oxidation with other acids, etc., that interfere with other base ingredients. See chart for major functional groups relevant to aroma industry ingredients.

ALCOHOLS	—он	ESTERS	-c-o-
PHENOLS	(O)−○H	ETHERS	-0-
ALDEHYDES	—с-н О	NITROGEN COMPOUNDS	-n-
KETONES	-c=0	SULFUR COMPOUNDS	-s-

Solubility & Clarity

We all know that "Like dissolves Like", and utilizing this principle we make use of solvents that influence the overall polarity of the fragrance thereby regulating the polarity parameters range of aroma ingredient molecules. Hydrophilic bases namely shampoo and shower gels will therefore require a polar solvent whereas a non-polar solvent is more appropriate for lipophilic bases like lipstick or styling wax.

Simply inter changing the fragrance solvent system can address most fragrance base insolubility problems, making the fragrance to becoming more compatible in the relevant non-polar and polar product bases. However, in product formulation largely consisting of water, a polar solvent alone may not be enough to achieve complete fragrance solubility and non-ionic surfactants may be necessary to accomplishthis task. A simple freeze - thaw test on the cosmetics product can predict whether a fragrance will remain soluble or not.

Fragrances that contain ingredients having a long chain non-polar hydrocarbon exhibit limited solubility in aqueous and alcoholic systems. Using solubilizers



may not work in such polar conditions and fragrances could continue to cause opaqueness, haziness or separation. Likewise, cosmetic formulations having large amounts of silicones or mineral oil also tend to loses clarity on fragrance addition. In fact, even with a non-polar solvent, a polar aroma ingredient present in the fragrance formulation mix can cause undesirable haziness.

Logically, creating fragrance by using minimum amount of polar aroma chemicals or reducing and optimising the amount of silicones or other petroleum-based ingredients in the formulated product is the best bet for reducing haziness. In case of non-transparent products, where clarity is unimportant, incorporating an emulsifier system into the final formulationis usually the best possible bet.

Colour

We all know that it is not easy to change the fragrance oil colour without affecting fragrance profile and integrity. Using fragrances in small dosage levels may not show immediate effect on the overall colour of the finished product; however, it may cause discolouration over time. Clove oil, citrus oils, vanilla, indole, skatole, etc., are susceptible to product darkening due to theirready and quick oxidation, with the other base ingredients.

Making use of suitable antioxidants, preservatives and product packaging options by avoiding exposure to light (e.g. opaque, darkor non-transparent container), can diminish this largely. Some aroma chemicals can directly react with the dye molecules (e.g., FDC Blue colour) present in the cosmetic formulation and can cause colour bleaching that using a UV absorber inthe fragrance formulation becomes imperative to prevent product discolouration.

Experimentally testing the product formulation using heat and UV light studies can confirm formulation stability by accelerating effects of any reaction the fragrance may undergo causing colour change in the cosmetic product.

Viscosity

Adjusting viscosity with salt is a commonly prevalent practice in any surfactant-based application. Saltis an electrolyte that increases viscosity of the finished product by increasing the size of the micelles. This is

all due to its competition with surfactants for water molecule. When we add fragrance, its ometimes shifts the salt curvein the final product disrupting the desired viscosity. All fragrances have their own polarity that competes for space in an emulsion system, consequently leading to the break of the emulsion causing complete viscosity loss in the final consumer product.

Solvents and solubilizers influence product formulation viscosity however, many times for removing a specific viscosity issue; replacing or removal of the problem causing aroma ingredients is the best solution. Alternatively, one can also add a viscosity modifier to resolve the problem.

pH

Addition of a fragrance sometimes alters the pH of the final formulation; occasionally even disturb its functionality. The pH of the fragrance oil and base thus become important as aroma ingredients is capable to react in both acidic and alkaline conditions. More the deviation from the neutral pH, more are the chances for fragrance ingredient degradation. Product formulations with extreme pH, limits the creative profile sophistication of many pH stable fragrance types as one cannot use less stable fragrance ingredients in fragrance creation.

Typical Fragrance Interactions

Soap

Using vanillin and ethyl vanillin in a soap fragrance invariably leads to discoloration issues for white coloured soaps especially in the presence of UV light and the alkaline pH of soap and replacing them with vanilla cresol could resolve this issue. Similarly, it is better to avoid the use of eugenol, citral, heliotropin, indole, skatole, and certain mosses in soap fragrances.

Shampoo & Shower Gels:

A small amount of sodium thiosulphate (an antichlorine agent) can help in products especially made for users using water containing traces of chlorine disinfectant present in municipal water, swimming pools, etc.



Detergents:

Avoiding the use of highly water-soluble ingredients, and making use of higher boiling point materials with lower volatility is advisable. Alternatively making use of encapsulated fragrances are ideal.

Hypochlorite Bleaches:

Using encapsulated fragrance is advisable as a high pH somewhere between 12.5 - 13.5 is necessary to keep hypochlorite formulations effectively stable and at this high pH adverse effect on fragrance odour could occur. Tetrahydromyrcenol and sandal cyclopentene are stable aromatics that one can effectively use to create a stable fragrance for this specific application. Use of polyacrylate polymers as thickening agent can also stabilize the formulation.

Chlorine Bleaches:

Due to high pH and reactivity, most surfactants are unstable. Among the surfactants, sulphates are more stable than sulfonates viz., sodium alkyl sulphates (alkyl chain length is <C12), alkylated diphenyl oxide disulfonates, phosphate ester are also stable.

Hydrogen Peroxide:

Most surfactants are stable in H2O2 at pH 2-5, however most fragrances are unstable. Metal contaminants can also cause problematic issues when present.

Anti-Perspirants (Aluminium Chlorhydrates):

Phenolics, unsaturated terpene alcohols and esters (e.g., linalool, linalyl acetate), unsaturated or reactive aldehydes (e.g., lilialdehyde, lilyall, ligustral), metal ions and essential oils like bergamot, lavender, rosemary, citrus oils and spices (e.g., nutmeg and black pepper) are all unstable and are best avoided in a fragrance formulation.

Candle:

Fragrance that use non-polar aromatic ingredients soluble in waxand in solvents like dioctyl adipate, mineral oils or capric/caprylic triglycerides are suitable. It is best to avoid azo colorants that react with fragrances in the candle formulation and making use of stabilizers and chelating agents.

Conclusion

Varying environments lead to unforeseen fragrance interactions product issues over time. Base odour, packaging, storage conditions, use of actives, etc., also have a strong impact on the fragrance's stability and longevity and we cannot ignore this.

Collaboration amongst stakeholders in product development like formulators, marketers and perfumers alone ensures fragrance formulations for maximum stability in its intended application.

Properly understanding fragrance chemistry's technical aspects thus becomes vital for developing a stable consumer product and for achieving commercial success.

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Agarbatti - Today & Tomorrow

Anshul Agrawal
Director, Mysore Deep Perfumery House, Indo

Paper persented at FAFAI Workshop held in Indore on 21st September 2019.

The presentation covered the present scenereio and what future holds for the Agarbatti Industry of India in 4 sub topics - 1. Fragrance 2. Packaging 3. Governmet Policy 4. Manufacturing. Presentation was concluded with "Footmarks for Future" for the Agarbatti Industry of India.

Fragrance

Fragrance is the main differentiator. Fragrance plays a vital role when a consumer is thinking to buy Agarbatti. Whenever a customer gives feedback of agarbatti and he says that the quality is good, in most cases he means the quality of the fragrance. Fragrance is the key differentiator between a successful and an unsuccessful product when it comes to agarbatti.

New generation of India prefers exotics fragrances over the regular fragrances of rose, mogra, Jasmine. Fruity series has become an instant hit, and end consumers love such new products in the market. However, trends like fruity fragrances will not be very long lived in market as todays customer is spoilt with choices and is regularly looking for new options.

Also fragrance should not only be exotic in name, but also in its purpose. Today the use of Agarbatti is not limited to prayer. For example an agarbatti that can claim to play a significant role in having properties of stress-relieving, sleep-deriving, peace-giving, room freshener, etc will find easy entry in market. We need to do R&D on such fragrances which serve a purpose apart from just smelling good.

Another way to attract customer can be by giving them option of fusion fragrances.

Packaging

Importance of display will increase due to modern trade, e-commerce, etc. Agarbatti players will need to innovate in packaging in such a way that the outer of the retail packs becomes a display in itself without an escalation in cost.

Even we as end-consumer we get attracted towards good packaging, anything that looks good will definitely sell more, and shaped packaging will have a niche market of its own.

With increase in purchase power, Rs. 50 will become the new Rs. 10 for Agarbattis. New product will be launched in Rs. 50 packing as consumer will prefer to buy bigger packs. More denomination pack will increase the repeat-demand time substantially.

Packaging will have to be eco-friendly. Gennext is becoming more concious about their personal cabon footprint. There is an urgent need for agarbatti manufacturers to innovate and package their product in environment friendly packagaing. Thought needs to be given on how plastic can be eradicated from the packagaing of agarbatti. The EPR (Entended Producer Responsibility) will put the onus on brand manufacturer to dispose the quantity of plastic that he is using in his packaging. Maybe in future we will have to mention amount of plastic used on the packaging.

Government Policy

Till now the Agarbatti industry was mostly untouched by any changes in Government Policy. Recently Government of India has put a restriction on import of Agarbatti in India. This restriction has suddenly distrurbed the supply chain of Perfumed Agarbatti manufacturers as one of their major raw material, Raw Agarbatti, was being imported from Vietnam. In absence of sufficient infrastructure, machinery, labour and raw material available in India to manufacture Raw Agarbatti, such sudden over-night ban of Raw Agarabatti import has put whole industry in a jeopardy.

This problem is to be dealt in 2 ways – internally & externally. Internally every agarbatti brand



manufacturer should plan for backward integration and become self dependent. Exeternally everyone who is attached to this industry should play role in strengtheining the exisiting state and national level organisations and give proper representation to the Governmet at the right time so that such sudden issues can be avoided. To face the changes made by the government everyone should work together and make state and national level organisations stronger.

Industry should be well prepared for policies related to BIS, Plastic Packaging, etc

Manufacturing

Now its high time that agarbatti industry should also think about automation. For years we have been doing the process manually. Recent developments of Raw Agarbatti making machine, Incense Stick Dipping Machine and Incense Stick Counting and Packing machine have mechanised the process to some extent. There is a need to automise the whole process in a line process to achieve higher production capacity, better standards, more efficiency and less dependnce on manual process.

Future Footmarks

As of today, the market is valued at 6,000 corers but are we capable of making the market a 20,000 corer market in near future? There have been a lot many associations in different industries in the market who have not just educated the consumer about the product but also have run campaign to inform the customer about the product and the sales of that product have been skyrocketing. We at FAFAI & AIAMA should think of such campaigns where we can educate the consumers regarding the benefits of

using Agarbatti & Dhoopbatti. Instead of competing with other players in market, we should think about increasing the market size alltogeather. Can we encourage the customer who uses product once a day to use it twice a day thru our ad campaigns?

Can we replace room-freshners with incense sticks? Can we make Incense stick from just a religious product to also a lifestyle product? Slowly agarbatti is finiding its place at spas, hotels and other luxurious places to light up the environment in the aroma of peace. Can we use it as gift like what some cholocate companies did with giftpacks?

Technology will play a bigger role in how the product sells in future. Very soon people will ask google and Alexa for review before buying agarbatti. Also traditional distribution channels will be disrupted by technology. Are we prepared for this?

As places are becoming compact day by day and there are no ventilated areas much so smoke and indoor pollution will become an issue and the products that support better health will find a better place in the market. We need to guide and educate the end consumer about the benefits of agarbatti. Are we ready for such challenges?

Agarbatti customer has been least brand conscious till date but Branding will play major role in future. In absence of time, youth prefers to buy brand because of trust factor. Every company should think of converting its product into a brand.

Future looks bright for the Agarbatti Industry provided we focus on innovation, technology and keep ourseleves aware about changes happening around us.





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February- March	28-29, 1- 2020	Event: India International Beauty Fair 2020 organised by ASSOCHAM Location: Hall 5, Bombay Exhibition Centre, Mumbai Contact: E-mail: love.bhardwaj@assocham.com Website: www.indiabeautyfair.in
March	8, 9, 10, & 11, 2020	Event : International Spice Conference organized by All India Spices Exporters Forum (AISEF) Location : Grand Hyatt, Bolgatty Kochi Contact : Tel : +91 98954 99793 / 9895146966 E-mail : ed@aisef.org Website : www internationalspiceconference.com
April	16-17, 2020	Event: HPIC India 2020 Location: Mumbai Contact: E-mail: rohit@chemicalweekly.com Web: www.hpicindiaexpo.com
July	5-8, 2020	Event: 6 th ISDC Conference – International Conference on Soaps, Detergents and Cosmetics Location: Goa Contact: Tel: 91-28771857 E-mail: ihpcia@ihpcia.org
September	23-25, 2020	Event : ANUTEC Ingredients India 2020 Location : Bombay Convention & Exhibition Centre, Mumbai Contact : E-mail : n.kaur@ koelnmesse-india.com

Web: koelnmesse-india.com

The Global Growth Engine

Event: 25th FAFAI Seminar - Asia:

Location: ITC Royal Bengal, Kolkata Contact: FAFAI Office, Mumbai Tel: 91-22-22090184 / 22076075; E-mail: mail@fafai.org; Web: www.

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February	16-20, 2020	Event : Gulfood Location : Dubai World Trade Centre, Dubai Contact : Web : gulfood.com
February	26-28, 2020	Event : The Personal Care and Homecare Ingredients Trade Show Location : Shangai, China Contact : E-mail : shuangyang.Liu@reedsinopharm.com
March- April	31-2, 2020	Event : In Cosmetics Global Location : Barcelona, Spain Contact : E-mail : rama.khoury@ reedexpo.co.uk Web : www.mxmexhibitions.com
May	13-15, 2020	Event: 10th ICIS World Surfactants Conference Location: New Jersey, USA Contact: www.icrsevents/ worldsurfactantsevents.registration@icis. com
June	2-4, 2020	Event: World Perfumery Congress 2020 Location: Miarni, Florida Contact: Allured Business Media E-mail: dataman@allured.com Web: worldperfumerycongress.com
June	17, 18, 19 2020	Event : Foodtec Africa – International Exhibition on Food Technology Location : KICC, Nairobi, Kenya Contact : www.foodtecafrica.com
June	17-20, 2020	Event : Taipei International Food Show Location : Taipei World Trade Centre, Taiwan Contact : Mrs. Savita Gupta Tel : +91 99119 77500 ; E-mail : savitagupta@itpo.gov.in
October	20-23 2020	Event : IFSCC 31st Congress Location : Yokahana, Japan Contact : web : www.ifscc2020.com E-mail : ifscc2020@convention.co.jp

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Fragrance and Flavour Application Technologies and Challenges

By Anand Malankar Research & Development and Marketing Head Naturon Health Care Ltd. Mumbai

Paper presented at 24th FAFAI Seminar held at Kochi on january 18-20,2019

In Todays competitive fragrance and Flavour world, Technical competencies in winning signature fragrance and Flavour is key to success of any cosmetic, Personal care and Oral care product.

To design winning signature Fragrance and Flavour, the concept of "Product performance and Quality by design" plays a vital role in entire development cycle postulating that product performance, Quality and Stability cannot be controlled and inspected on products but rather is created process approach along with end to end fragrance, Flavour and Application development continuum has become increasingly important for organizations which are committed to design successful signature product lines.

A journey of Product development and Quality by design that take time and careful process planning across the product development cycle but the trip is worth to give an array of signature winning product prepositions which are unique, Performing, Stable Quality products. Therefore it becomes vital to understand application technologies in details to serve our purpose

Briefly I will be discussing two applications Toilet Bar Soap and Toothpaste to understand the concepts with couple of examples

 Choosing the best fragrance for cosmetics and personal care products can be a daunting task for the simple reason that there are so many scents available. Consumers can also be a unpredictable and change their minds about preferred scents almost as often as they change their clothes.



 To compound the conundrum, certain fragrances work better in certain products. For example, floral, fruity, fantasy, gourmand and fresh and clean abound within the personal care categories.
 For soaps and bath products and body care, floral fragrance reigns supreme. For deodorant, personal care manufacturers have come to recognize that fantasy fragrances fare the best.

Why Some Scents Work Better Than Others?

Both entrepreneurs and established businesses selling cosmetics or scented personal care products must understand one very important fact before adding a fragrance to a particular product line. while the ideal business strategy might seem to be maintaining a single fragrance that is consistent with an entire product line, this doesn't usually work for a number of reasons.

For one thing, the fragrance must coexist with our body's natural scent, and no company can ever predict whatever other fragrances from soap, shampoo or deodorant, etc) we may choose to combine with them. for example, a shampoo or other hair product should not have a scent that clashes



with a body mist made by the same company. the end result must be a pleasing scent. the key world in adopting a successful scent for a cosmetic or personal care product is flexibility. all fragrances mixed and matched must be both complementary and complimentary (flattering, not free).

For any modern consumer, the initial impression of a cosmetic or personal care product comes before applying it to the hair, face or skin. although packaging is considered the number one attraction, scent is very important in creating a positive or negative opinion about a cosmetic or personal care product. one size never fits all and each item in a product line works best with its own range of scents.

What Does Fragrance Say About Your Brand Or Cosmetic Line?

A good signature fragrance, whether for a luxury boutique or a new line of cosmetics and personal care products beckons to customers in a multisensorial way. The importance of a particular aroma lies in its appeal to a target audience.

It was very important to create a product fragrance that captured the essence and sophistication of the line and at the same time worked well with our product formulations." Scent must never be randomly selected in any type of business environment or product line because of the powerful impression it creates on human emotions, creativity and memory. Researchers now believe that human beings can distinguish more than 10,000 different aromas!

4 Things To Consider When Adding Fragrance To A Product

Be transparent about the ingredients in your fragranced product: While the word, "fragrance" is usually found on any product label, it is rare to see a listing of specific ingredients. This lack of disclosure is not fair to consumers even if no laws are being broken. Do the right thing; be transparent. In the end, your customers will appreciate it.

 Understand fragrance allergens and the interactions between fragrances and other ingredients: As a product formulator, whether green entrepreneur or very experienced, if you are adding a new fragrance to an established product line, you must responsibly educate yourself about the dark side of scent manufacture, particularly fragrance interactions and the misuse of essential oils, which can be very concentrated. Some may need to be diluted before use and some can stimulate and even irritate the skin.

- Know your target audience: The fragrances that are often used in personal care products are chosen because formulators believe they will affect a consumer's perception of the product's performance. This is why knowing to whom the scent will appeal in terms of age, gender, etc., is so important.
- Use more natural and organic ingredients:

Briefly I will be discussing two applications Toilet Bar Soap and Toothpaste to understand the concepts with couple of examples

Scents That Work Best In Cosmetics & Personal Care Products

Soaps: Creating wonderfully fragrant soaps comes from the educated blending of essential oils. The choices are as many as are the scent options, making selections both mindful and time-consuming. The reason essential oils work so well in the making of soap is that they emit distinctive aromas and contain therapeutic aspects as well. Some of these benefits are olfactory in that they derive from the aroma itself and others work by means of contact with the skin (topical application).





Bar Soap Formulation

Opaque Soap

Ingredients	%
Soap Noodle	97
Perfume	1
Titanium Dioxide	0.5
Other Do Goodies	1.5

Transparent Soap

Ingredients	%
Soap Noodle/ Fatty Acid	45
Perfume	1
Total Polyol	35
Water	19

Translucent Soap

Ingredients	%
Soap Noodle	93
Perfume	1
Glycerin	5
Other Do Goodies	1

Syndet Bar

Ingredients	%
Sodium Cocoyl Isthonate	50
Sodium Isthonate	5
Stearic Acid	25
Soap Noodle	20

Client Expectation and Technical Challenges

Challenges

- Rancidity
- Dis-Coloration
- Perfume Performance in Hard Water
- Stability above 45 Dec C

Solution

- Free Fatty Acid Level
- Iron content Usage of Chelating agent
- Acid Soluble salts from Filler





Ingredients CaCO3 45 Silica 5 Total Humectant 20 Xanthan Gum 1 SLS 2 Flavour 1 Water 20

Toothpaste Formulation				
sed Toothp	aste	Silica Based		
	%	Silica	8	
	45	Total Humestant	70	
	5	iotal numectant	70	
t	20	Xanthan Gum	1	
	1	SLS	2	
	2	_		
	1	Flavour	1	
	20	Water	15	





Solution Challenges · Product Separation · Rheology Modifier · Tip Separation Impurities in CaCO3 Acid Soluble Iron De-Coloration Preservative



In Conclusion

So give a great deal of thought to that haunting fragrance you are thinking of adding to your cosmetic or personal product line. Remember that while it may be true that first impressions are important, lasting impressions fare even better, for they transport customers back to another time and place and act as a reactivation trigger to forgotten memories.



PUSHPA FLAVOUR & FRAGRANCE PVT LTD

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PH: 022-28811931/32/8380081933

EMAIL: pushpaflav@gmail.com & office.pushpaflav@gmail.com

Distributor in India for -



Fragrance And Flavour Ingredients:

ALDAROME (Adoxal)

ALDEMONE (Precyclemone B)

ACETALDEHYDE

2-ACETYL PYRAZINE

2-METHYL PYRAZINE

2-METHYL-2-PENTENOIC ACID

FURFURYL THIOPROPIONATE

GRAPEFRUIT MERCAPTEN

CILANTRO ALDEHYDE (Trans-2-Dodecenal)

CIS JASMONE

2-ISOPROPYL-4-METHYL THIAZOLE

CIS-6-NONENAL

MELONYL (Melonal)

DIMETHYL SULPHIDE

p-MENTHA-8-THIOL-3-ONE (THIOMENTHONE)

NUTMEG OIL TRANS-2-HEXENAL

ORANGE TERPENES (D-LIMONENE) TRANS-2-HEXENOL

ORANGE OIL 5 FOLD, 10 FOLD PADMA

PAMPLEROM (METHYL PAMPLEMOUSSE) 3-PROPYLIDENE PHTHALIDE

STYRAX RESINOID TRANS-2-OCTENAL

TRANS-2-HEXENYL ACETATE

FURFURAL

FURFURYL ACETATE

FURFURYL MERCAPTAN

FURFURYL THIOACETATE

FURFURYL PENTANONE

2-ETHYL-3-METHYL PYRAZINE

BALSAM TOLU/BALSAM PERU

LABDANUM RESINOID

METHYL OAKMOSS (Evernyl)

2-METHYL BUTYRIC ACID

2,3, PENTANEDIONE

SULFUROL

TRANS-4-DECENAL



INTRODUCING MATIÈRES PREMIÈRES ESSENTIELLES FRANCE

PURE NATURAL ESSENTIAL OILS

AMYRIS OIL

ARMOISE OILBAY SAINT THOMAS CRUDE/RECTIFIED

BUCCHU BETULINA OIL

CAJEPUT OIL

CANANGA OIL

CEDARLEAF OIL

CEDARWOOD OIL VIRGINIA /ATLAS/TEXAS

CLARYSAGE OIL

COPAHU BALSAM OIL

CORIANDERLEAF OIL

CYPRESS OIL

GERANIUM BOURBON REUNION

GALBANUM OIL

GRAPEFRUIT OIL FOLDED 5X/10X

JUNIPERBERRY OIL

LAVANDIN OIL ABRIALIS/GROSSO

LAVANDIN SUPER

LEMON OIL COLD PRESSED

LEMON OIL TERPENELESS

LOVAGELEAF / ROOT OIL

MANDARIN OIL COLD PRESSED - GREEN/YELLOW/RED

MYRRH OIL

NIAOULI OIL

OLIBANUM OIL

PETITGRAIN OIL BIGARADIER /CITRONNIER /MANDARINIER

PIMENTO LEAF/BERRY OIL

ROSE OIL

PINE OIL SACHALINENSIS / SIBERIAN / SYLVESTRIS

ROSEMARY OIL

SAGE OIL OFFICINALIS

SANDALWOOD OIL NEW CALEDONIAN

TAGET OIL

VERBENA OIL

WHITE THYME OIL

ANGELICA ROOT/SEED OIL

BERGAMOT OIL (VARIOUS GRADES)

CADE OIL

CALAMUS OIL

CARAWAY OIL

CHAMOMILE OIL BLUE

CHAMOMILE OIL ROMAN

COGNAC OIL GREEN & WHITE

COPAHU BALSAM RECTIFIED

CORIANDER SEED OIL

CISTUS OIL

GERANIUM OIL EGYPT

GRAPEFRUIT OIL COLDPRESSED

HELICHRYSUM OIL

LAUREL LEAF OIL

LAVANDIN SUMIAN

LAVENDER 40/42, 50/52

LEMON OIL FOLDED 5 X / 10 X

LIME OIL COLDPRESSED / DISTILLED

MARJORAM OIL

NEROLI OIL

MYRTLE OIL

ORIGANUM OIL

PARSLEYHERB/SEED OIL

PERU BALSAM NATURAL

RED THYME OIL

RUE OIL

RHODINOL NATURAL

SWEET ORANGE OIL /5X/10X

SAVORY OIL

TARRAGON OIL

VETIVER OIL

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BENZOIN SUMATRA RESINOID

BRAN ABSOLUTE/CONCRETE

CASTOREUM ABSOLUTE/RESINOID

COCOA ABSOLUTE

ENCENS RESINOID

FUCUS ABSOLUTE

GERANIUM ROSAT CONCRETE/ABSOLUTE

HELYCHRISUM CONCRETE

LABDANUM RESINOID

LAVANDIN CONCRETE/ABSOLUTE

MATE ABSOLUTE

MYRRH RESINOID

ORANGER CONCRETE/ABSOLUTE

OSMANTHUS ABSOLUTE

SEAWEED ABSOLUTE

STYRAX RESINOID

TONKA BEANS ABSOLUTE

VANILLA ABSOLUTE

BASIL LINALOOL CONCRETE

BLACK CURRENT ABSOLUTE

CASSIE CONCRETE / ABSOLUTE

CIVET ABSOLUTE

ELEMI RESINOID

FENUGREEK ABSOLUTE

GENET CONCRETE / ABSOLUTE

HAY ABSOLUTE

JASMIN CONCRETE/ABSOLUTE

LAVENDER CONCRETE/ABSOLUTE

MARIGOLD CONRETE/ABSOLUTE

MIMOSA CONCRETE/ABSOLUTE

OPOPONAX RESINOID

ORIS BUTTER 8, 11, 15% IRON

ROSE CONCRETE/ABSOLUTE

SON CONCRETE / ABSOLUTE

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3) C.V. AROMA, INDONESIA

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4) INDIAN PURE SPICE ESSENTIAL OILS & OLEORESINS

BLACK PAPPER OIL CARDAMOM OIL CINNAMONLEAF OIL CUMINSEED OIL CLOVEBUD OIL CORIANDER OIL COFFEE EXTRACT COCOA EXTRACT NUTMEG OIL TURMERIC OIL

The Ten Commandments

A.P.K Padmanabhan

apkpadmanabhan123@gmail.com

Mob:9946446182



Introduction

Travelling across the country, one cannot miss the pathetic scene of sick units here and there, some are permanently closed, few are struggling to exist. The situation is originated not because of financial problems alone but because of many avoidable factors such as improper planning and mismanagement. It is possible to nullify or remove the hurdles by following ten guidelines given below. Let us say as THE TEN COMMANDMENTS.

I. Location

Find out a suitable site at least 2 acres of land with hygienic surrounding access to road, railway port and airport areas will enable for quick transportation of raw material and finished goods. Ensure the site is not near residential area, school, hospital and other government establishments.

II. Utilities

Plenty of water is required for cleaning, processing and other uses. Evaluate the quality and quantity of water and install purification equipment if necessary. Minimize the water consumption by recirculation arrangement. Avail three phases electrical connection and install generator stand by in case of power cut. Recruit technical and non technical staff from local area preferably.

III. Registration Formalities

Obtaining licenses from various departments is a tiresome and time consuming process. The following registrations are required from :-

- 1. Village office
- 2. Industry department
- 3. Factory act
- 4. Electrical department
- 5. Water authority
- 6. Land registration
- 7. Building registration

- 8. Insurance
- 9. Export/ Import license
- 10. Sales tax
- 11. Income tax
- 12. Labour department
- 13. Health department
- 13. Spices board
- 14. Police station
- 15. Quality assurance certificates

Secure the above registration from the authorities in time for uninterrupted running of industry.

IV. Technology

Many types of technology are available in India and abroad. Select a proven technology for manufacturing value added products from spices which will avoid loss of money, material and time. Study the project thoroughly in detail as under:-

- a) Economic viability of project
- b) Total investment required
- c) Source of capital
- d) End product and quality standards
- e) Method of processing and machinery detail
- f) Availability of raw material
- g) Quality parameters in domestic and export market
- h) Market demand and supply position
- i) Profit
- j) Future prospects

Ones the factory is functioning and marketing the products the manufacturer too aggressively derive new products development through innovation and improvements by parallel R&D lab with a mission & vision



V. Raw Materials

INDIA is home of spices and blessed with innumerable varieties of spices. Hence the manufacturer is fortunate to procure raw materials of their choice. The concept of house wife and manufacturers for their requirement of spices are different.

Raw materials for manufacturing oil and oleoresin are required with more yields with active principles and essential oil whereas housewife prefers bold and fresh and colorful spices for curlinary preparations.

- Storage of adequate stock of raw material from time to time.
- Provide cold storage facilities to prevent oil loss and fading of color if necessary.
- Storage of material on quality vice to avoid flavor contamination.
- Take preventive measures to eradicate insects, flies and microbial attacks.
- Clean and dry the material as per requirements.
- Provide wooden or suitable crates to store the gunny bags to arrest moisture.
- Identify the supplier, stockiest and farmers at different areas.
- Purchase of bulk raw material is advisable after sample evaluation and approval.
- Planning for import of raw material if necessary.

VI. Building, Plant & Machinery

Out of capital investment a Lion share of money is spent on buildings, plant and machinery. The size and area of building and other civil construction is planned and estimated as per the capacity of production and area for housing the plant and machinery including future expansion program.

Better to construct the buildings as per the flow sheet for comfort and convenience:-

Drying and cleaning platform

↓

Raw material storage

↓

Grinding section

↓

Processing plant



Administration

Construction of building and plant and machinery installation are done as per guidelines of factory act and quality standards. Flame proof motors and lights are preferred for extraction plant using inflammable solvent. A spacious cemented platform will enable for cleaning and drying purpose.

VII. Quality Control

Quality control is the tool for development of marketing strategy and it should begin from farmer's level. They are being reflected both in recent rigid and stringent guidance and regulations enforced throughout the consuming regions for reliability and safety aspect.

The responsibility falls on the manufacturer on collection, processing, quality parameters and packaging and forwarding finished goods to the destination. Therefore there is a need for maintaining vigilance and alert throughout the stages of production and distribution.

For domestic market follow AGMARK, ISI, GMP, ISO series specifications. For export business, different countries are following global standards and individual specification.

A well equipped laboratory with qualified personal staff will take care of the job. Initially if necessary the entrepreneur can carry out quality analysis work seeking the help of SPICES board or any approved laboratory for saving huge investment on lab equipments.

It will be very amusing and interesting to know an incident. A Turkey towel manufacturer secured a trial order from abroad. The manager and the staff were very happy and they dispatched towel promptly. The buyer appreciated the quality and wanted to place continues orders and they sent their representatives to visit the factory. Alas! After their return they send



a fax message as STOP FURTHER DESPATCH.

It was not because of quality. During the visit they traveled through a remote village to factory surrounded with unhygienic and filthy locality.

VIII. Packaging And Forwarding

While dispatching spice products from manufacturing end to the destination, through road, railway, ship and air it is prone to moisture, heat, light, vibration, shock, microbial contamination and dust, etc. Therefore suitable packaging materials are preferred for strong unbreakable and leak proof quality materials. Packaging technology is still on transformation of finding a suitable packing material for certain regions like Arctic and Antarctic and other planets like moon and mars!

Long back leak proof and rigid containers was not available in India and the situation has changed now. There was an incident of a businessman travelling in an A/c coach carrying a tiny sample of oil. Unfortunately the oil leaked out and the entire coach was filled with obnoxious odor. He tried to wipe out the oil but it was in vain. The other passengers become uneasy and the businessman was forced to move to another compartment. The villain was none but GARLIC OIL!



We also often hear breakage of bags and bottles in transit incurring loss of material and money. Exported material is also no exception. Spice products are agro based and sensitive to heat and light. Therefore protecting its flavors and color is very important. Select economic viable and suitable strong/flexible

standard material for packing spices, curry powder, oil and oleoresin and related products. Vacuum packing offers special protection to food items for long shelf life. Compressed vacuum packing is also available to reduce the volume of bulk materials for export.

IX. Publicity

TV And visual display is a strong media that play a powerful influence among the people. Telecommunications amazingly influence development of any products anywhere at any time. Different media is selected for products promotion and introduction of new products.

Publicity through newspaper, magazine is another strategy. Advertising through cutouts and distribution of notice and catalog etc. also prevails. Participation in seminar and trade fares also attracts sales promotion and acquaintance with actual buyers. Spices board extends guidance to secure common logo for consumer products. It is identification to the buyer about the quality of INDIAN spice products. Personal contact with buyers through telecommunications and sending sales representatives will also conducive and help sales promotion.

X. Administration

Proprietor/Manager is a captain of an industry who sail the ship towards the shore of development and prosperity. Needless to say a sound administration is the key success of any institution.

Conclusion

The above mentioned guidelines if carefully followed, there's no reason to believe any obstacles will interfere the day today function of an industry.

Besides India is emerging a leading supplier of SPICES in the world is not a surprise but a REALITY.



...where fragrance is the only identity

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- o Beauty Soaps
- o Body Lotions
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- o Hair Oil
- o Shampoos
- o Shaving Aid
- o Talc





Perfume Concentrates

- o Body Oils
- o Colognes
- o Deodorants
- o EDT Sprays

Home Care

- o Floor Cleaners
- o Laundry Detergents
- o Laundry Soap
- o Liquid Soaps





Incense Sticks

- o Designer
- o Florat
- o Fruity
- o Herbal
- o Spicy
- o Woody





Karnataka Aromas is a trusted name in sourcing and supply of essential oils. We believe in delivering essential, natural oils and its derivatives in its best possible form, preserving the core essence. Our patchouli oil spreads a clear scent of the trust placed in us.

PRODUCTS

Patchouli Alcohol 98%

Patchouli Oil 30+

Patchouli Oil 30+ Iron Free

Patchouli Oil 32+ Iron Free

Patchouli Oil 32+ Molecular

Distilled

Patchouli Oil 34+ Dark

Gurjan Balsam Dark

Gurjan Balsam Light

Clove Oil 85%

Cananga Oil

Cajeput Oil

Eugenol

Iso Eugenol

Methyl Iso Eugenol

Nutmeg Oil

Methyl Eugenol











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Karnataka Aromas will be happy to help by provide more light on listed products. Feel free to write us in this regard.

PRODUCT	CAS. No.	
Ambrocenide 10%	211299-54-6	
Aprifloren	67663-01-8	
Aurelione	88642-03-9, 3100-36-5	
Boronal	3155-71-3	
Citrowanil B	97384-48-0	
Claritone	74338-72-0	
Corps Racine	2110-18-1	
Farenal	141-13-9	
Floropal	5182-36-5	
Mandaril	124358-45-8, 134769-33-8	
Mugetanol	63767-86-2	
Nerolione 10 %	23911-56-0	
Poivrol	68966-86-9	
Rosaphen	25634-93-9	
Symroxane	393517-29-8, 676125-00-1	
Terranol	57566-26-4, 88644-30-8	



The speciality ingredients from Symrise which are acclaimed for its quality that will take your home & personal care product development to a different realm. Please get in touch, Karnataka Aromas will be happy to help you provide more light on listed products.

PRODUCT	CAS. No.
Aldehyde C-12 MNA	110-41-8
Aldehyde C-18	104-61-0
Allyl Caproate	123-68-2
Amber Wood F	58567-11-6
Ambrocenide 100%	211299-54-6
Ambroxide Crystal	6790-58-5
Brahmanol	72089-08-8
Cis-3-Hexanyl Salicylate	65405-77-8
Citronellyl Tiglate	24717-85-9
Corps Eglantine	64988-06-3
Cyclodumol Acetate	25225-10-9
Cyclogalbanate	68901-15-5

PRODUCT	CAS. No.
Farnesol Special	4602-84-0
Filbertone	81925-81-7
Geranyl Tiglate	7785-33-3
Globalide	34902-57-3
Globanone 100%	3100-36-5
Globanone 50%	3100-36-5
Indo Flor Crystal	18096-62-3
Iso Muscone	2550-52-9
Iso Muscone 50% DEP	2550-52-9
Macrolide Supra	106-02-5
Rose Oxide L	16409-43-1
Sultanene	15848-49-4



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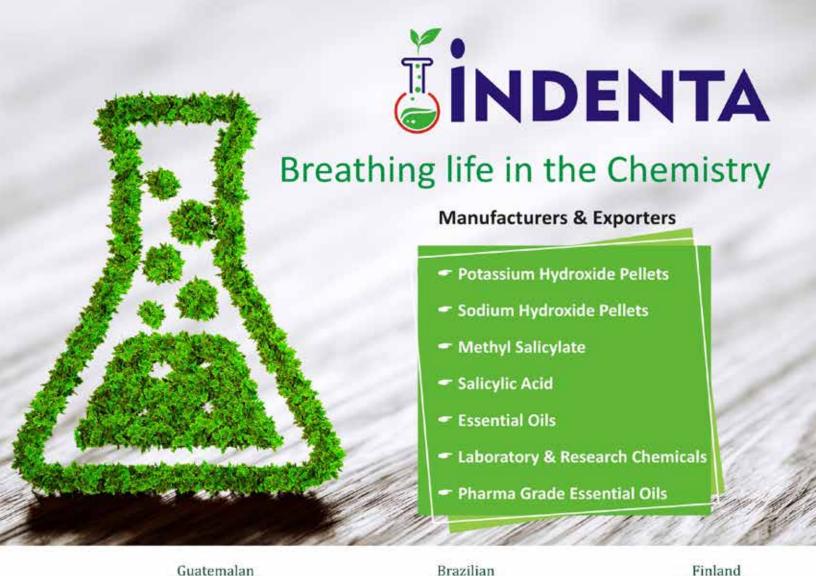


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ESSENTIAL OIL REVIEW ((



INULA OIL

PRODUCT DETAILS: -

BOTANICAL NAME	INULA GRAVEOLENS
COMMON NAME	"INULA"
ORIGIN	NATIVE TO EUROPE, ASIA
	AND AFRICA
PLANT PARTS USED	FLOWERING TOPS
EXTRACTION	STEAM DISTILLATION
METHOD	
COLOR	EMERALD GREEN MOBILE
	LIQUID
PLANT FAMILY	ASTERACEAE FAMILY

CHEMICAL COMPOSITION:-

Its major constituents, Camphene-3.03%, Borneol-37.38%, a-terpineol-2.16%, Bornyl acetate-32.97%, β -caryophyllene-2.95%, Caryophyllene- 3.02%.

ANALYTICAL DETAILS:-

Specific Gravity (20 °C): 0.975 Refractive Index (20 °C): 1.485 Optical Rotation (Degrees): -4.66

INTRODUCTION OF ESSENTIAL OIL :-

Essential oils are the link between the world's old medicinal traditions of Ayurveda to the exciting new breakthrough of aromatherapy in modern times. Despite the original positioning of aromatherapy as a part of ayurvedic medicinal practice, it is now regarded as an independent alternative therapy, with additional cosmetic benefits. This paper traces the origins of the art of using aromatic essential oils to ancient India's ayurvedic philosophy and its guiding principles. The paper details the basics of aromatherapy, the merits and demerits of its practice. The World Health Organization (WHO) defines health as a state of physical, mental and social well-being and not merely the absence of disease or infirmity. This closely resembles the definition of Ayurvedic texts



almost 3000 years old. The **CHARKA SAMHITA** defines Ayurveda as:-

'HITAHITAM SUKHAM DHUKAM AYU TASMAY HITAHITAM MANAM

CHA TADANCHA YABHOKTHAM AYURVEDA SA UCCHATE- BHAGAVAN DHANVANTHAR"

[https://www.academia.edu/31298734/ aromatherapy_in_personal_care_products_ sitaram_dixit]

WHAT IS INULA OIL:-

Inula Graveolens, often called Elecampane, is known as the "Queen of Mucolytic Essential Oils". Inula graveolens grows in the Mediterranean area's rocky soil and has pale green leaves and yellow flowers. 2,646 pounds of leaves and flowers are distilled in order to produce a single liter of essential oil.

The potent essential oil is earthy and similar to Eucalyptus globulus, but without the minty top notes. It is used to support clear sinuses and lungs, promote a healthy immune system, and to freshen air and clean surfaces around the home. Inula should always be diluted.



Inula essential oil is renown among skilled aroma therapists as the most powerful essential oil for all sorts of adverse respiratory conditions. From bronchial conditions such as asthma or congestion to the flu, Inula is an impressive mucolytic although this remarkable essential oil does not possess the degree of camphoraceous notes one would expect as is generally the case with mucolytic essential oils. The aroma is camphoraceous as evidenced by its Camphene content, but there is a unique slightly floral sweetness that transforms this essential oil into a most pleasant aromatic.

In chest rubs and inhalers Inula essential oil is a must have! If suffering from sinus infection or flu/cold symptoms just a few drops in a diffuser bedside during the night opens sinus passages, gives clear breathing and is calming to the body especially during flu aches and pains. Blending with other mucolytic essential oils such as Angelica Root, Saro or Rosalina results in an extremely pleasant and comforting aroma for the diffuser.

Although Inula is known for its aroma-therapeutic qualities this is an essential oil that can be used successfully in perfumery to brighten and lift while adding a slightly floral sweet note to herbal and spicy accords.

This rare Inula essential oil is hand harvested and distilled by artisans in France and Corsica. It is superb for relieving any kind of distressed breathing, such as asthma, emphysema, and bronchitis.



HEALTH BENEFITS OF INULA OIL: -

An amazingly powerful respiratory oil, Inula should be treated with respect. Inula is probably the strongest mucolytic oil available to the aromatherapies. It is the most effective oil know of for loosening bronchial congestion. It can be amazingly effective in relieving asthma, bronchial asthma, and chronic lung infections. (We are testing it out on my daughter's bronchial asthma right now.)

Shirley Price lists it as a powerful immune system stimulant in her discussion of AIDS/HIV support, although I suspect most aroma therapists would reach for more commonly accepted oils.

Useful in treating the symptoms of asthma, both chronic and acute bronchitis, unproductive coughs, and laryngitis, there is nothing better for loosening deep congestion in the lungs, bronchial tract or sinuses. Its antibacterial properties make it especially effective for infections of the respiratory system.

Some authorities recommend *Inula graveolens* for lymphatic drainage and circulation, although I would reach for Cistus for this purpose.

Jeanne Rose also recommends Inula Graveolens Oil by inhalation for treating seriously congested infected sinus'. (For the times that our SineEase Synergy just isn't enough!)

I have recently seen research indicating that Inula graveolens is also an effective antibacterial, specifically effective agains staph infections.



APPEARANCE: In the past we have offered a striking deep green Inula oil. The green color comes from distillation in a copper still. Molecules of copper bond to molecules of essential oil giving the familiar green color. Unfortunately, our French distiller has retired and is no longer producing the copper distilled oil. This organic Albanian species was quite obviously distilled in stainless steel, not copper, hense the



golden rather than green hue. Yes, the bluegreen oil was beautiful. But I can attest from personal experience that this golden oil is as effective. We were lucky to find it.

WARNINGS: A close cousin of this Inula graveolens, Inula helenium, is a known strong sensitizer and skin irritant that has NO use in aromatherapy. The much safer Inula graveolens does not bear these warnings. It appears to be both non-irritating and non-sensitizing. However, because it lacks extensive testing, I would still avoid its use with infants, children, and the elderly, and during pregnancy and lactation. (For infants and children with respiratory problems, I would reach for our lovely, gentle Green Myrtle oil.) NOTE, Robert Tisserand says no known hazards or contra indications. Perhaps I am overly conservative.

[https://www.naturesgift.com/product/inu-la-graveolens-2ml/]

PROPERTIES OF INULA ESSENTIAL OIL:-

- JOINT PAIN AND ARTHRITIS-Inula Essential
 Oil has both analgesic and anti-inflammatory
 properties, making it a good choice for joint pain
 and arthritis. In addition, it contains borneol, a
 compound which appears to act in the same way
 as some popular anti-arthritis medications.
- SKINCARE-Inula Essential Oil is a great choice for oily or acne-prone skin, due to its antibacterial properties and its ability to regulate sebum production.
- RESPIRATORY HELP- Inula Essential Oil is useful in a range of respiratory conditions. It is a powerful decongestant, and it can be helpful with asthma, colds, coughs, and sinusitis.
- PROPERTIES: Mucolytic, Anti-Inflammatory, Decongestant, Anti-Asthmatic, Immunity Booster, Used in Lymph Drainage, Tonic, Stimulant.

[REF-https://www.miraclebotanicals.com/Inula-Essential-Oil- Fragrant-Aster_p_834.html]

THE USES FOR THE INULA OIL:

 One of the most useful oils for the respiratory system, Inula helps to break up mucus and deepen the breathing. It may also help to heal ear, nose and throat infections. Useful in treating the symptoms of asthma, both chronic and acute bronchitis, unproductive coughs, and laryngitis, there is nothing better for loosening deep congestion in the lungs, bronchial tract or sinuses.

- Its antibacterial properties make it especially effective for infections of the respiratory system.
- Inula essential oil is used extensively in making medical blends for diffusion. A small amount added to eucalyptuses, citruses, and conifer oils can greatly increase the mucolytic and decongestant properties of the blends.
- The aroma of Inula oil is calming, and brings a sense of peace and relaxation when diffused. It is sedative to the nervous system, and instills courage. It has an affinity for the heart and the heart meridian.
- In natural perfumery, it can add a fresh and impactful note to herbal perfume blends, florals, fougeres, and modern perfumes. It combines especially well with eucalyptus dives, eucalyptus macarthurii, ponderosa pine, and templin.
- Massage a few drops added to a carrier oil into sinus areas such as around nose, ears and throat.
 Also massage into chest and back and breathe in the aromas.
- Inula may be diffused or inhaled to support the respiratory system. Promote healthy immunity by applying diluted Inula topically or by breathing in the aroma.
- Inula graveolens was widely used in aromatherapy for the treatment of asthma. It was used as bronchospasmolytic and mucolytic.
- Inula graveolens is widely used in Iraq for the treatment of rheumatic fever, infant convulsions, toothache, to reduce blood sugar, to dissolve internal blood clots, and to aid digestion.
- In Iranian traditional medicine it is used as a anti-inflammation, anti rheumatism, anti tumor, anti pathogene and anti infection specially in the treatment of leishmaniosis.
- It is also used for treatment of urinary tract infections, hemorrhoids, cold and wound infections.



- It is also mildly anti-infectious, anti-inflammatory and anti-spasmodic.
- From an Ayurvedic perspective, this oil would be indicated for access kapha, lethargy, and congestion.
- One of the great features of a high quality Inula is the pleasantness with which this occurs; the aroma is not overly medicinal and makes one want to come back for more.
- In the aromatherapy texts, it is mentioned that the concentration necessary is only at odor threshold and no more – so if one can smell it, it should have the desired effect.
- Sweet Inula helps to relax and can be a sleep support for those times when the mind needs to be quiet.

SPECIAL PRECAUTIONS & WARNINGS:



- This oil is generally regarded as safe at normal doses.
- Avoid use with pregnant and lactating mothers, Infants, and small children.
- Keep all essential oils away from eyes.
- Store in a safe place.
- All internal uses should be researched and/or supported by a health care professional. Product quality and dosage are critically important when using essential oils internally.
- Generally non-toxic, non-irritant and nonsensitizing. Always test a small amount first for sensitivity or allergic reaction.

- It is also a very "hot" oil, and should not be allowed to come into direct contact with mucous membranes. Inula graveolens should not be interchanged with Inula helenium. Helenium is considered one of the most dangerous oils available for aromatherapy despite its antimicrobial effects.
- If pregnant consult with a physician prior to use.
- For External use only. Other than Aromatherapy, it is necessary to dilute with a Carrier oil. For topical use, rub a very small amount on the inside of your elbow area to test for any allergic reaction before use. Keep out of the reach of pets.
- Do not apply to the skin before sun exposure. Do not use pure on the skin.

HOW TO USE INULA OIL?:-



AROMATHERAPY INHALER

- 14 drops Inula graveolens
- 12 drops Green myrtle (Myrtus communis)

Combine drops in small bowl, place organic cotton pad into bowl to soak up essential oils. Place cotton pad in inhaler tube, close tube with bottom. Use inhaler as needed throughout the day.

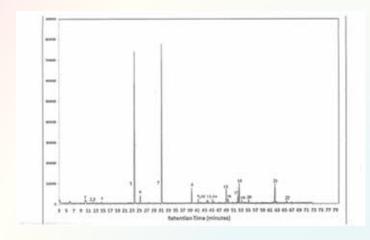
QUICK REMEDY FOR COUGHS – Add 2 drops in a teaspoon of honey. Stir with a toothpick and then take internally.

DIRECT PALM INHALATION: Place 2-3 drops in palm of hand, rub hands together and then do a few deep inhalations with hands about 1-2 inches away from face.

[REF: https://aromaticstudies.com/]



GC REPORT OF INULA OIL :-



ABSTRACT:-

The phytochemical study showed that Inula graveolens contained polyphenols, tannins, flavonoids, oil, steroidal triterpenoids, sesquiterpene and anthraquinones. The pharmacological researches revealed that Inula graveolens exerted antimicrobial, insecticidal, anti-platelet aggregation, anti-proliferative, anti-diarrheal, anti-pyretic, analgesic, anti-inflammatory and anti-cholinergic effects. The current review discussed the chemical constituents and pharmacological effects of Inula graveolens.

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Benzyl Alcohol FFC	Di ethanolamine 99%	White oil/ Wax Peraffin
Butyl Acetate	(Di ethylene Glycol (Digol	Tri ethyl citrate
(ISO Butyl Acetate (Tert	Di ethyl Phthalate	Vanilline Ethyl
(N-Buty Alcohol (Secondary	Di pentine	Emulsifier x-100/4.5/9.5 Moles
(Butylated Hydroxy Anisole (BHA	(.Dioctyl phthalate (D.O.P	Ethyl Acetate
(Butylated Hydroxy Toluene (BHT	EGMS NSE	Fructose
Camphor	Eucaltptus Oil	Glycerine Pure / IW
Camphor Oil	Ether Petrolium 40-60/60-80/80-100	Hexylene Glycol
(Carbito (Ethyl	Sorbitol liquid	(Iso Propyl Alcohol / Either (IPE
(Carbolic Acid Crystal / liqld (Phenol	Tea Tree Oil	Iso Propyl Myristate
Menthol Bold	Terpienol EP	Jojaba Oil
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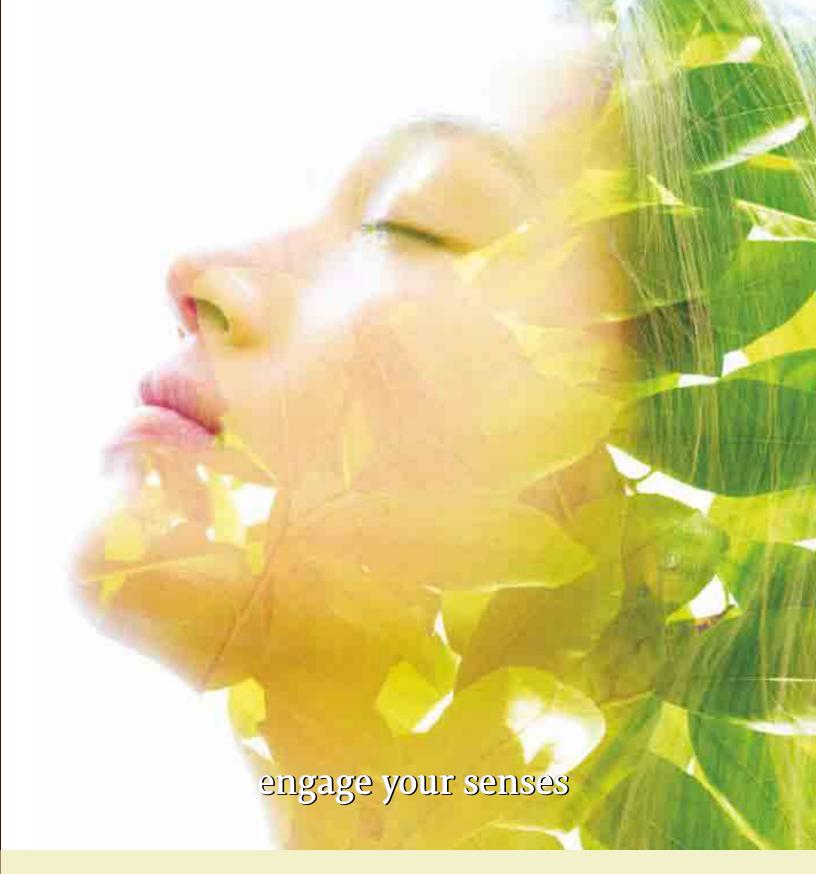
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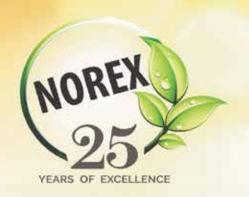
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Market Indicators

LOCAL MARKET INFORMATION INDICATIVE PRICES

SR. NO.	NAME OF THE ITEM		PRICES	(INR)	
		(PAST)	(PAST)	(CURRENT) FUTURE	
110.		MARCH 2017	APRIL 2019	February 2020	TREND
1	A.C.H.P.	875	800	800	≈
2	ALDEHYDE C - 10	500	475	450	≈
3	ALDEHYDE C – 11 Undecylenic	1200	1500	1400	Ψ
4	ALDEHYDE C – 12 LAURIC	500	475	450	≈
5	ALDEHYDE C – 12 MNA	1250	950	800	
6	ALDEHYDE C - 18	950	850	650	Ψ
7	ALDEHYDE C – 8	650	600	550	Ψ
8	ALDEHYDE C – 9	1500	1250	1000	Ψ
9	ALLYL AMYL GLYCOLATE	650	650	675	≈
10	ALLYL CAPROATE	500	550	500	Ψ
11	ALPHA DAMASCONE	7000	7500	6000	Ψ
12	AMBROXAN / AMBERMOR -EX (AROMOR)	38000	33500	33000	≈
13	AMYRIS OIL	6700	8700	8000	Ψ
14	ANETHOL SYNTHETIC	850	850	850	≈
15	AQUAMOR/ CALONE / WATER MELON KETONE	11000	18000	15500	Ψ
16	ARMOISE OIL	15200	11000	12500	•
17	BACDANOL	1200	1400	1300	•
18	BALSAM PERU	1700/2700	1800/3400	2800/5000	•
19	BALSAM TOLU	2700	2700	2800	•
20	BENZYL SALICYLATE	265	275	275	≈
21	BERGAMOT OIL	21500	20000	20000	≈
22	BETA DAMASCONE	15000	15000	15000	≈
23	BLUE CHAMMOMILE OIL	130000	120000	120000	≈
24	BOISAMBRENE FORTE / AMBERWOOD F	1700	4250	2750	•
25	BRAHMANOL - F	5000	5400	5500	Ψ
26	BUCCOXIME	16000	32000	24000	•
27	BUCHU OIL BETULINA	26000	120000	110000	4
28	C.P.D/CYCLOPENDADECANLIDE	2400	8000	3500	•
29	CASSIA OIL	2800	3000	3000	≈
30	CEDAR LEAF OIL (THUJA OIL)	11000	14000	14000	≈
31	CEDARWOOD OIL (TEXAS)	1650	2300	2200	•
32	CEDARWOOD OIL HIMALYAN RECTIFIED	675	850	800	≈
33	CEDARWOOD OIL VIRGINIA	2400	2600	2600	≈
34	CEDRYL ACETATE LIQUID	925	900	900	≈
35	CINNAMIC ALCOHOL	550	550	525	Ψ
36	CINNAMIC ALDEHYDE	280	240	220	4
37	CINNAMON BARK OIL	17000	21000	21000	≈
38	CINNAMON LEAF OIL	1550	2100	1500	4
39	CIS 3 HEXENOL	2200	5500	13000	^



LOCAL MARKET INFORMATION INDICATIVE PRICES

	NAME OF THE ITEM	PRICES (INR)				
SR. NO.		(PAST)	(PAST)	(CURRENT)	FUTURE	
		MARCH 2017	APRIL 2019	February 2020	TREND	
40	CIS 3 HEXENYL ACETATE	2300	5300	13000	•	
41	CIS 3 HEXENYL SALICYLATE	1900	2300	2800	≈	
42	CIS JASMONE	11000	10000	10000	≈ →	
43	CITRONELLA OIL CITRONELLOL	1200	1400	1100	V	
44	CLARY SAGE OIL	800 17500	750	600 18500	V	
45 46	CLOVE OIL REC 85%	1200	19000 1650	1200	V	
47	CLOVE TERPENES	160	250	250	·	
48	COGNAC OIL GREEN	45000	55000	55000	≈ ≈	
49	CORIANDER LEAF OIL	14000	6500	6500	≈ ≈	
50	CORIANDER SEED OIL	9300	8500	8250	<u>~</u>	
51	CYCLAMEN ALDEHYDE	1200	1150	1200	≈	
52	CYCLOGALBANATE/ ISO ANANATE	1500	1000	1500	J	
53	CYRESS OIL SPANISH	6500	6000	6000	≈	
54	D-LIMONENE (ORANGE TERPENES)	850	500	250	¥	
55	DAMACENONE	60000	55000	53000	Ψ	
56	DIHYDROMYRCENOL	400	1200	600	•	
57	DIMETOL	1500	1200	1100	•	
58	DMBCA	700	950	650	Ψ	
59	ETHYL 2 METHYL BUTYRATE	650	650	650	≈	
60	ETHYL MALTOL	1300	1450	1000	Ψ	
61	ETHYL VANILLIN CHINA	1150	1150	1300	^	
62	EUCALYPTUS OIL 60 %	1250	1800	1600	≈	
63	EUCALYPTUS OIL 80 %	1600	2350	200	≈	
64	EVERNYL	6000	4300	4250	≈	
65	FIR NEEDLE OIL SIBERIAN	4200	4200	4200	≈	
66	GALAXOLIDE - DEP 50%	470	525	460	•	
67	GALBANUM OIL	20000	29500	40000	≈	
68	GERANIOL	900	950	800	Ψ	
69	GERANIUM OIL CHINESE	19500	21000	13000	Ψ	
70	GERANIUM OIL EGYPTIAN	7500	8500	8250	≈	
71	GUAIACWOOD ACETATE	3000	3400	3400	≈	
72	GUAIACWOOD OIL	2100	2200	2700	₩	
73	HEDIONE / MDJ	650	900	775	•	
74	HELITROPIN	1900	2800	2400	Ψ	
75	HERCOLYN - D / FORALYN	600	550	500	≈	
76	HEXYL CINAMIC ALDEHYDE	500	375	365	Ψ	
77	HEXYL SALICYLATE	350	400	400	≈ .1.	
78	HYDROXY CITRONELLOL	2300	2500	1900	•	
79	INDOLE	1300	1350	1300	^	
80	ISO DAMASCONE	16000	13000	13000	1	
81	ISO E SUPER	475	1000	700		
82	ISO EUGENOL	1700	2100	2000	1	
83	ITD ALCOHOL / OXO C13	500	500	500	≈	



LOCAL MARKET INFORMATION INDICATIVE PRICES

SR.		PRICES (INR)				
NO.	NAME OF THE ITEM	(PAST)	(PAST)	(CURRENT)	FUTURE	
84	LABDANUM ABSOLUTE	MARCH 2017 6000	7500	February 2020 19000	TREND	
85	LAVANDIN OIL GROSSO	3300	4400	4400	<u>Τ</u>	
86	LAVENDER OIL BULGARIAN	11000	14000	12500	~ •	
87	LAVENDIN OIL ABRALIS	3200	6000	6000	≈	
88	LEMON OIL C.P.	5500	4200	4000	≈	
89	LIME OIL CP	6500	4500	4300	~ ↓	
90	LIME OIL DISTILLED MEXICAN	4500	5500	5250	V	
91	LINALOOL	600	700	625	V	
92	LINALYL ACETATE	800	875	825	V	
93	LYRAL/ KOVYRAL	1080	2100	1750	4	
94	LYSMERAL	650	1450	800	4	
95	MALTOL	1450	2500	1100	4	
96	MANDARINE OIL GREEN	10000	11000	11000	≈	
97	METHYL BETA NAPHYL KETONE (ORANGE CR)	900	750	750	≈	
98	MUSK AMBRETTE	1300	1550	1500	Ψ	
99	MUSK KETONE	1550	2250	1800	Ψ	
100	MUSK T	800	800	800	≈	
101	MUSK XYLOL	550	575	550	≈	
102	MYSOLENE SANDAL	4800	4800	4800	*	
103	NEROLI OIL NATURAL	250000	250000	250000	≈	
104	OAKMOSS ABSOLUTE	28500	24500	24000	Ψ	
105	ORANGE OIL COLDPRESSED BRAZIL	1075	750	500	Ψ	
106	OREGANUM OIL	8500	9000	9000	≈	
107	PADMA	850	750	700	Ψ	
108	PATCHOULI OIL	2700	3700	4300	^	
109	PETITGRAIN OIL	5500	5800	5750	↑	
110	PHENYL ACETALDEHYDE 85%	1000/1800	1000	1000	≈	
111	PHENYL ETHYL ALCOHOL	350	300	225	Ψ	
112	PIMENTO BERRY	13500	14500	14500	≈	
113	RASPBERRY KETONE	1750	1500	1400	Ψ	
114	RESINOID LABDANUM	1700	1600	1600	≈	
115	ROMAN CHAMMOMILE OIL	120000	98000	95000	Ψ	
116	ROSE OXIDE INACTIVE	2550	3300	2350	Ψ	
117	ROSEMARY OIL SPANISH	6500	6500	6500	≈	
118	SANDENOL CHINA / ICCH	425	650	900/550	≈	
119	TONALIDE PFW	1650	3000	1800	Ψ	
120	VANILLIN CHINA	825	850	1000	↑	
121	VERTOFIX COEUR CHINA	2500	1600	1400	₩	
122	VERTOFIX METHYL CEDRYL KETONE-CHINA	1550	1350	1250	Ψ	
123	VETIVERYL ACETATE	32000	42000	36000	Ψ	
124	VETIVER OIL HAITI	27000	34000	30000	Ψ	

Intrepretation of symbols;
Possible price increase ↑
Possible price decrease ↓
Price Stable ≈

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Ethyl Linalool
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Geranium Oil Gurjun Balsam Oil Dark / Light

Lavender Absolute

Lavender Oil Lemon Finest

Mandarin Oil Red / Green

Oakmoss Absolute

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faced with the necessity of trying to keep unchanged the bouquet of his fragrances, and moreover, to ensure no loss of strength and diffusiveness. Table of contents (13 chapters) 1. Historical Sketch 2. The Production of Natural Perfumes 3. The Purchase and Use of Flower Absolutes 4. Odour Classification and Fixation 5. Monographs on Flower Perfumes 6. Miscellaneous Fancy Perfumes 7. Toilet Waters 8. Soap Perfumery 9. Tobacco Flavours 10. Floral Cachous 11. Incense and Fumigants 12. Sachels and Solid Perfumes 13. Fruit Flavours



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cis 6 NONENAL

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GERANIOL 98

iso BUTYRIC ACID

ISO VALERIC ACID

METHYL AMYL KETONE

n HEXANOL

n BUTYRIC ACID

PROPIONIC ACID

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SCLAREOL

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TRANS-2-HEXENOL

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Linalool Oxide

Maltol

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Methyl Di Hydro Jasmonate (Hedione)

Methyl Salicylate Milk Lactone Musk Ambrette

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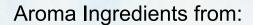
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