

## **FEIBP Congress 2018**

### **Raw Materials Report Vegetable Fibres – Urte Rietdorf, Friedrich Platt GmbH**

#### **Tampico**

The Tampico availability as well as the price level from Mexico are stable. Thus neither shortages nor extreme price escalations are to be expected at the moment. The quality of the established suppliers is very good.

#### **Bahia**

The extraction of Bahia fibres from the palms is a very manual and therefore labour intense procedure which is mainly done by indigene workers from the region. The fibres' quality depends strongly on the raw material's origin region and on the supplier, whereat the general quality is good. Some suppliers try to depress the prices by circumventing the employment laws. But the established suppliers have no difficulties with this and not also regarding availability and quality.

#### **Sherbro**

Sherbro Fibre is available again. Indeed the prices have risen during the past months, but the fibres are of good quality and available in sufficient quantity.

#### **Palmyra**

The Palmyra Fibre prices have strongly risen during the past year. This is also due to lacks in supply caused by bad weather conditions. Also for the coming year slight price increases are possible, as the wage level has been increased, the transport costs rise and the demand has increased. The Palmyra quality is stable and the availability sufficient.

#### **Coconut Fibre**

For the coming year the price raise seems to relieve, as the weather conditions have improved. Also the supply situation seems to become better. The quality is still on a good level.

#### **Arenga**

Since 2017 the production costs have risen by 5% in average. Primarily responsible for this were risen wage costs, the inflation rate and high raw material prices. Until now it has been possible to balance these costs by improvements in the production process. Therefore there are no price raises to be expected in 2018. The fibre quality is on a good level and is continued to be improved by better production process conditions. This has also positive effects on the availability.

**Bordeaux**  
2018

# Market Report: Vegetable Fibres

Urte Rietdorf  
Friedrich Platt GmbH



# Friedrich Platt GmbH



- About us:
- The beginning : Established 1849 in Eberbach as a manufacture of curled hair for mattresses, sofas or chairs





- Brushes and Broom Filaments
  - We are specialized in tipping, flagging & mixing of broom and brush filaments
    - Natural fibres like Arenga, Coconut Fibre, Tampico
    - Synthetic fibres like Nylon, PVC...
    - animal hairs like horse tail hair, pig bristles and cattle tail hair ...
  - tipped, flagged, mixed or pure
  - and also epoxy resin





- and for mattresses, sofas or chairs?
  - ⇒ our foam plastics branch
    - preparing form cuts for furniture, automobiles, medical products or technical uses







# Content

- Tampico
- Bahia Piassava
- Sherbro
- Palmyra
- Cocos
- Arenga





# Content





# Summary

Material	Availability	Quality	Price
Tampico		depends on supplier 	
Bahia Piassava		depends on region and supplier 	
Sherbro			
Arenga			
Palmyra			
Cocos			






# Tampico





# Tampico

- Prices: Due to an orderly supply of raw fibre, prices adjust downwards and are stable for the time being.
- Quality: Traditional producers keep their good quality. Newcomers often produce inferior quality because of lack in expertise and equipment.
- Availability: A shortage of raw material is not expected, but climate changes can occur at any time and shift the situation with unknown consequences.

Material	Availability	Quality	Price
Tampico		trad.  new 	





# Bahia Piassava





# Bahia Piassava

Bahia fibre is gained from palm trees







# Bahia Piassava





# Bahia Piassava











# Bahia Piassava

## Properties of Bahia

- a rough, semi-stiff and smooth fibre
- buffers water well, does not mold and is very stable. These properties make Bahia the best fibre for semi-stiff yard brooms and platform brooms. Bahia is also widely used for chimney sweeps' brushes.
- perfect for street and yard brooms to use outside: Street, terrace, coal tar floor or chimney sweeps' brushes  
(better not on the mahogany parquet floor in the living room )



# Bahia Piassava

Material	Availability	Quality	Price
Bahia Piassava		depends on region and supplier  	

- Prices: is stable at the moment
- Quality: The quality varies by each origin region. The Bahia extraction process requires a high part of manual work (for example for the fibres' cleaning or separating). Buyers who look for cheap material only look on the prices. Some companies depress their prices by not respecting the employees' rights.
- Availability: The supply of raw material will persist but nevertheless the availability declines. Problem is the declining manpower. Native workers who extract the fiber in the forest are abandoning their profession.








# Sherbro

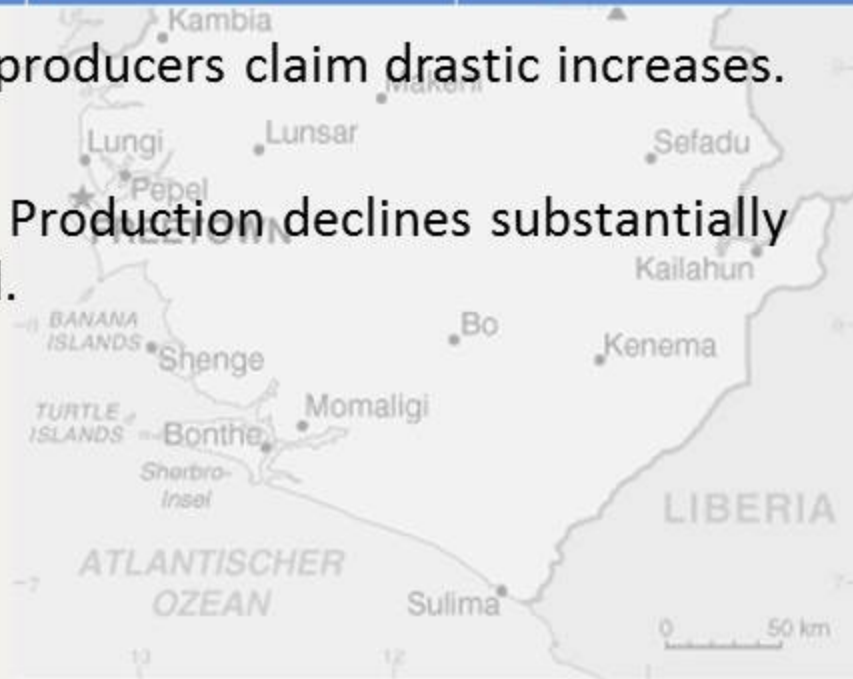




# Sherbro

Material	Availability	Quality	Price
Sherbro			

- Price: High raw material price, producers claim drastic increases.
- Availability: Very scarce stocks. Production declines substantially because of insufficient demand.
- Prices & Quality: stable





# Palmyra










# Palmyra

- Availability: The manual extraction does yield low volumes. The raw fibre supply does not suffice for the requirements.
- Prices: The Palmyra price level has increased by 10-12% during 2017-2018. An increase continuation of 2-3% is expected. A reduction of costs cannot be expected
- Quality: Standard has remained normal this year. The extraction requires the old, manual method but it ensures a continuous standard. Therefore the brush manufacturers will continue to obtain the so-produced material.

Material	Availability	Quality	Price
Palmyra			





# Coconut Fibre





# Coconut Fibre

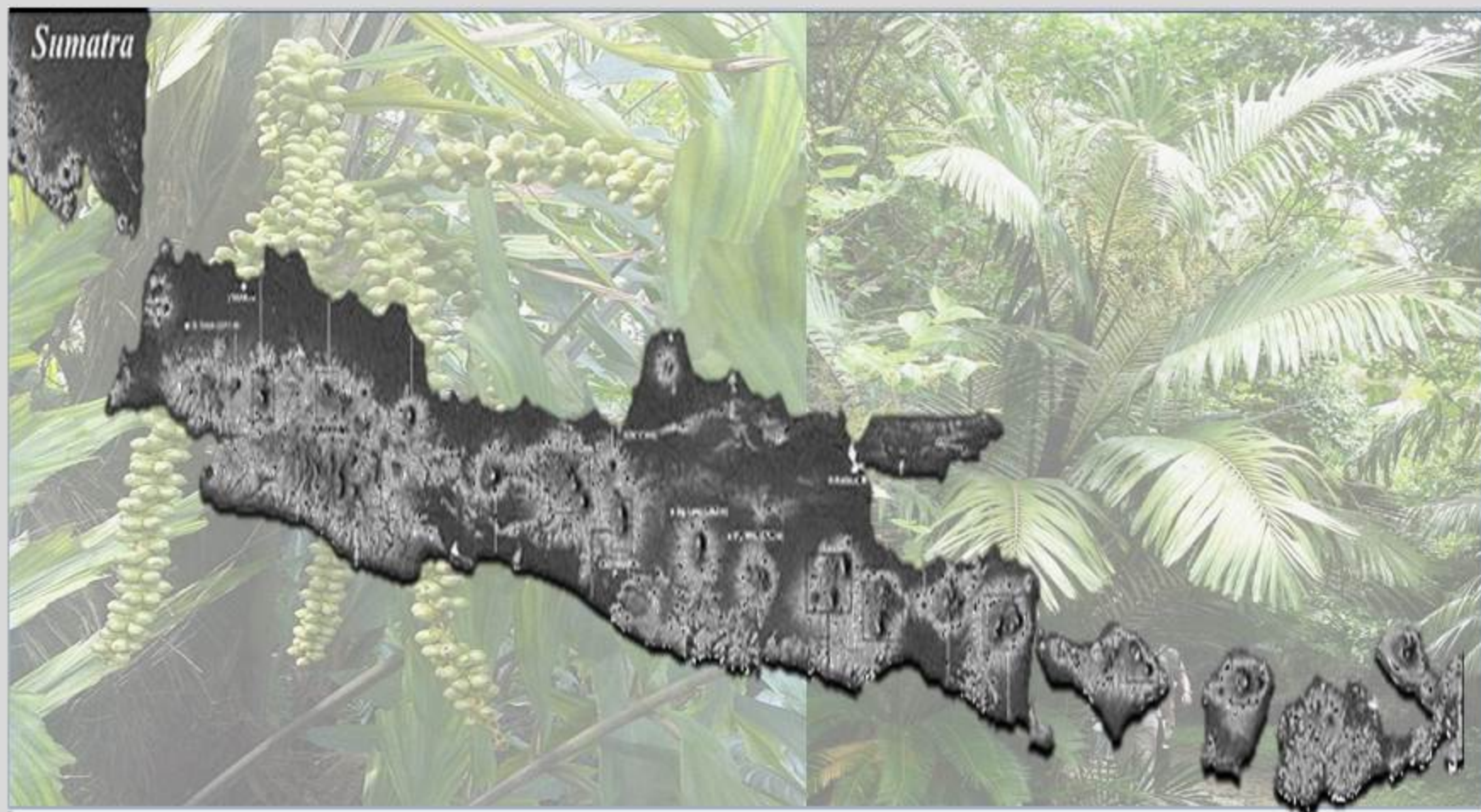
- Price: The present price level has been consistent for the past 6 months. The price is influenced by the harvest results and the demand. Sri Lanka as leading Coco Fibre bristle producing country determines the price standard.
- Availability: There is no change of availability expected. However, bad weather conditions can affect the harvest situation at any time.
- Quality: The quality has remained unchanged.

Material	Availability	Quality	Price
Cocos			








# Arenga





# Arenga

- Price: The costs of raw fibre has increased up to 5% since mid 2017. The increased costs can be balanced by production improvements and a depreciation of the exchange rate yet.
- Quality: Quality has remained steady during 2017-2018. The competition in the Arenga export business became higher. Producers optimize their quality.
- Availability: The availability is stable.

Material	Availability	Quality	Price
Arenga			





# Summary

Material	Availability	Quality	Price
Tampico		depends on supplier 	
Bahia Piassava		depends on region and supplier 	
Sherbro			
Arenga			
Palmyra			
Cocos			



Thank You!