

Luzern 2019



Market Report: Vegetable Fibres

Urte Rietdorf
Friedrich Platt GmbH

Friedrich Platt GmbH



- About us: www.Friedrich-Platt.de
- 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





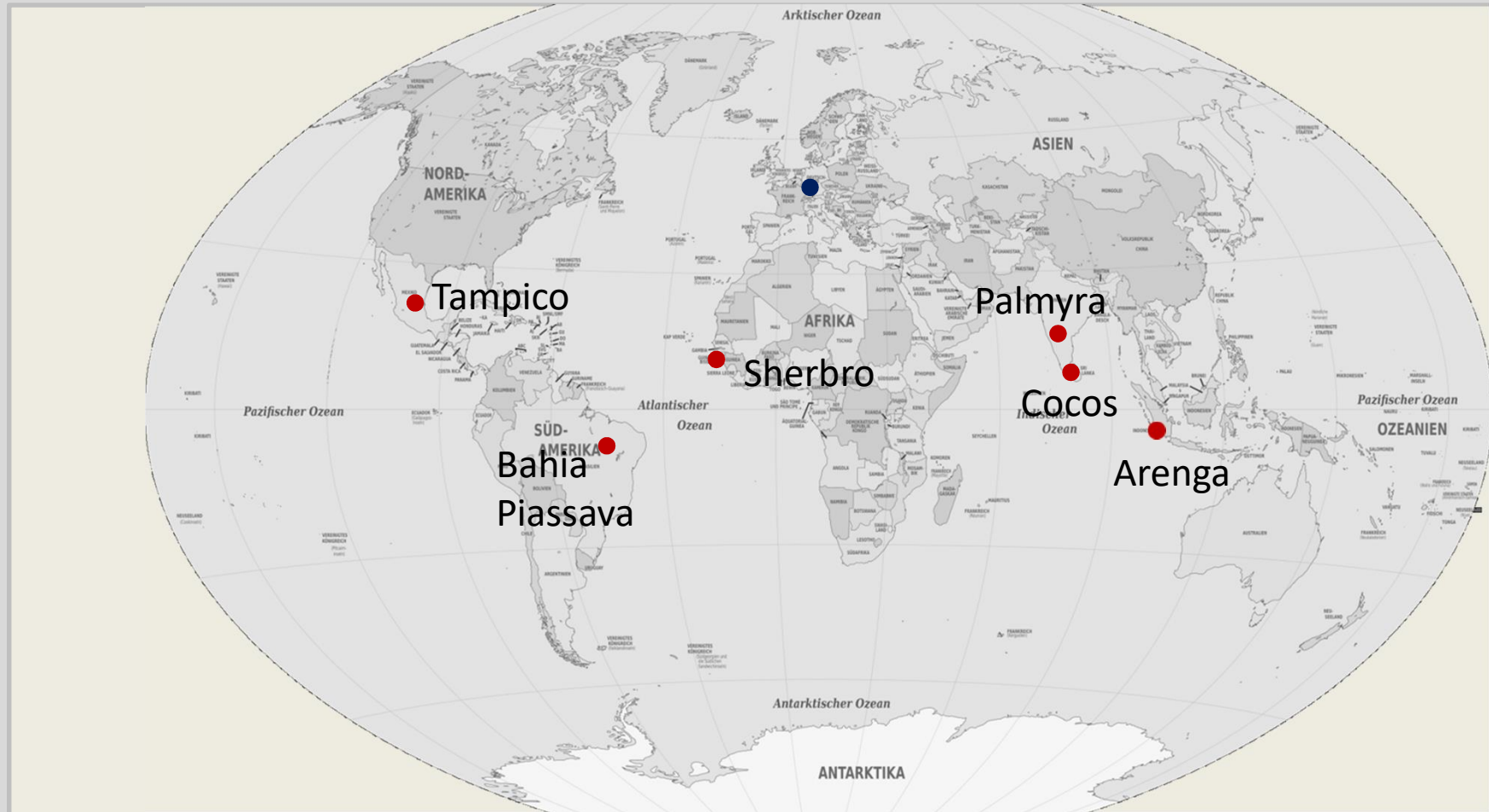
Content

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
















Content

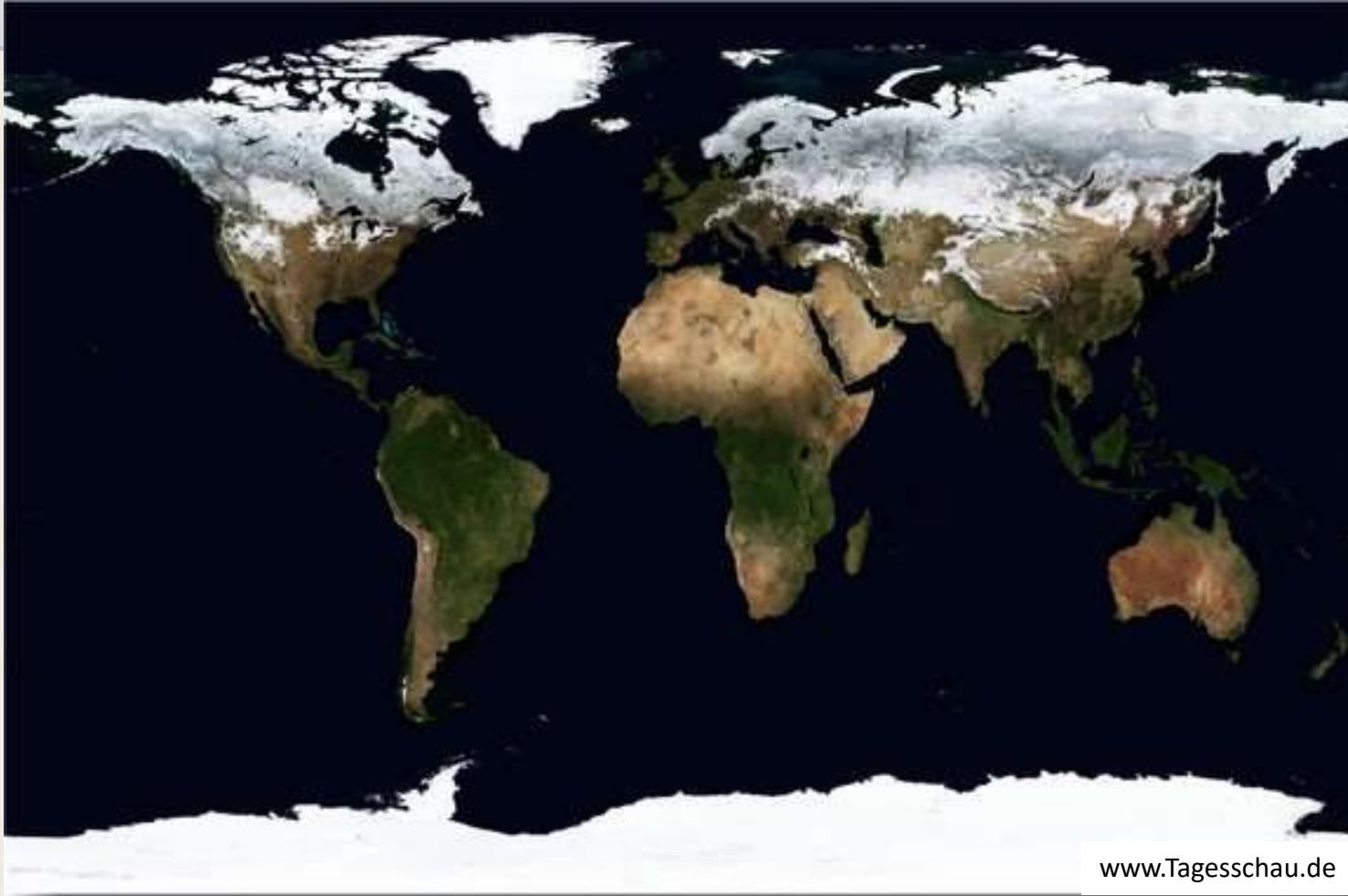




Summary

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

Tampico Mexico







Tampico



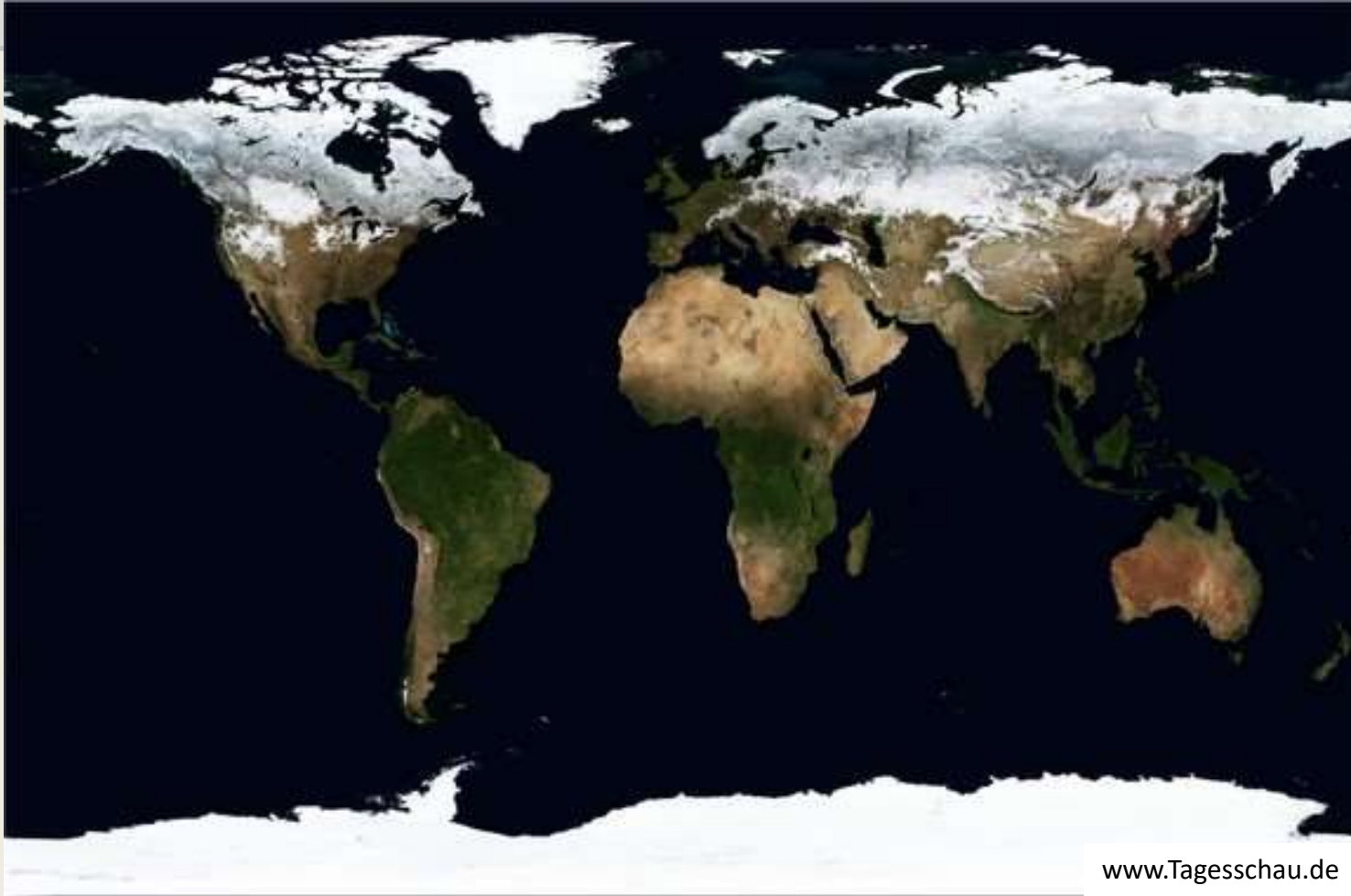


Tampico

- Prices: Prices are stable at the moment and no changes are expected for the coming year.
- Quality: Still a very good quality for traditional producers. Newer producers still have lacks in knowledge and machinery which lead into a worse quality.
- Availability: Currently no problems in availability as the situation is stable.

Material	Availability	Quality	Price
Tampico		trad.  new 	

Bahia Piassava from the rainforest of Brazil



Bahia Piassava from the rainforest of Brazil



The rainforest is one of the tipping elements for the world climate

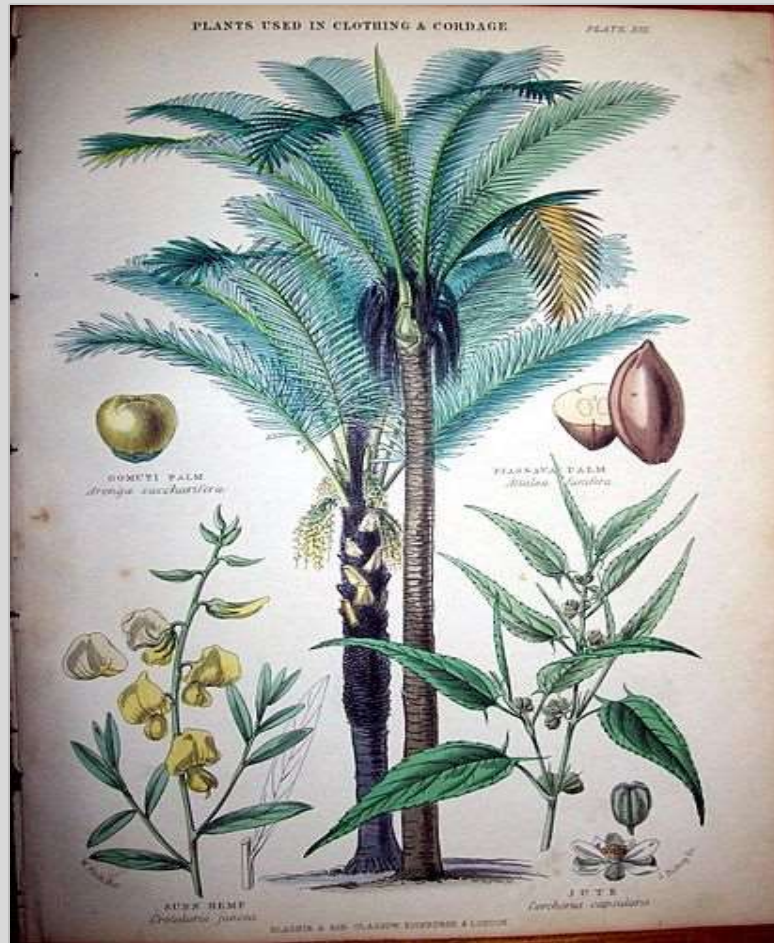


Bahia Piassava





Bahia Piassava








Bahia Piassava



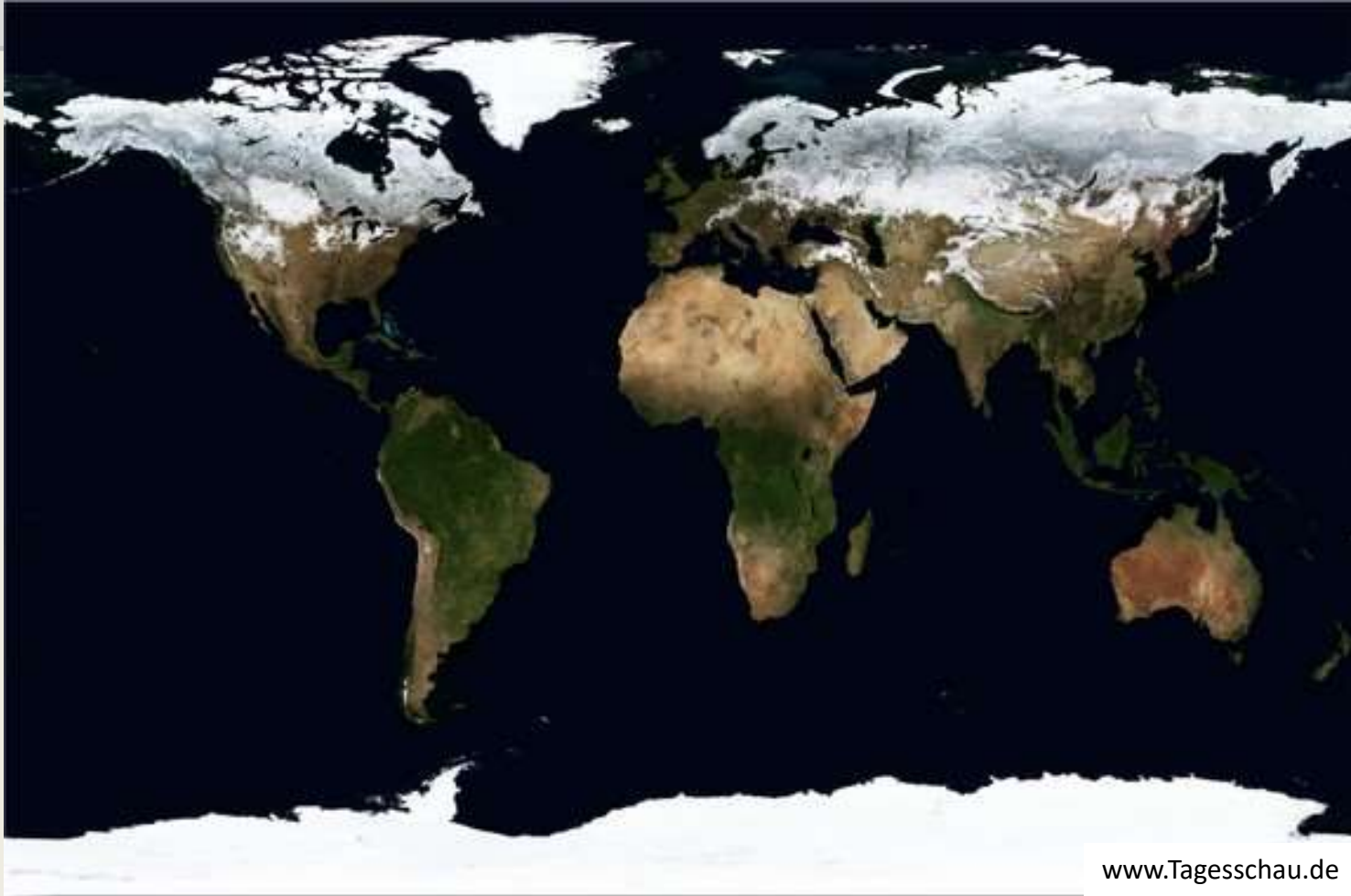


Bahia Piassava

Material	Availability	Quality	Price
Bahia Piassava		depends on region and supplier 	

- Prices: Stable at the moment.
- Quality: Quality for traditional suppliers is still good, but some newer suppliers use worse material in the production process, therefore differences in colour and fragile fibres may occur.
- Availability: Supply of raw material will persist and the demand is rising as the natural product is becoming more popular.

Piassava: Bahia and Sherbro



www.Tagesschau.de





Sherbro

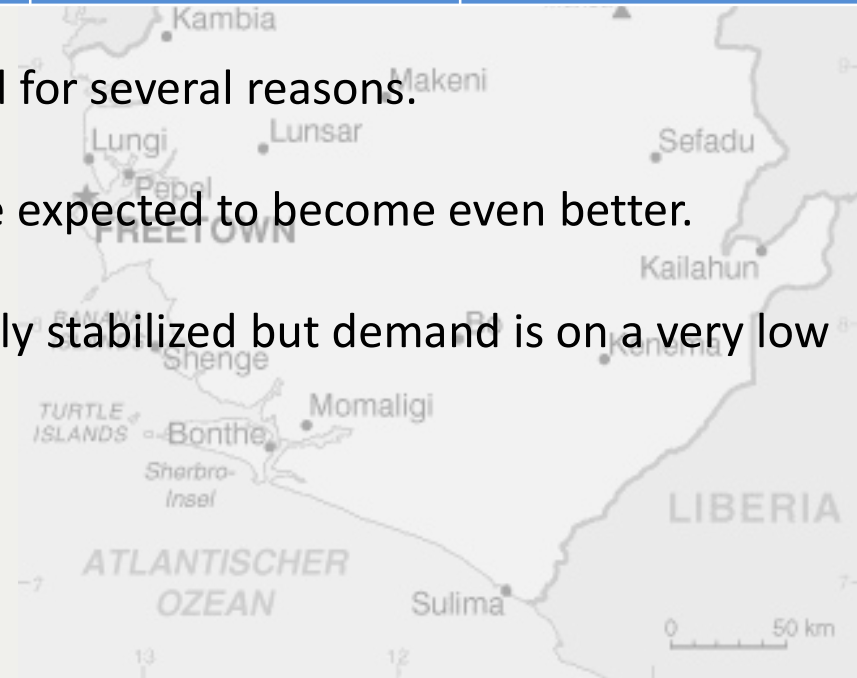




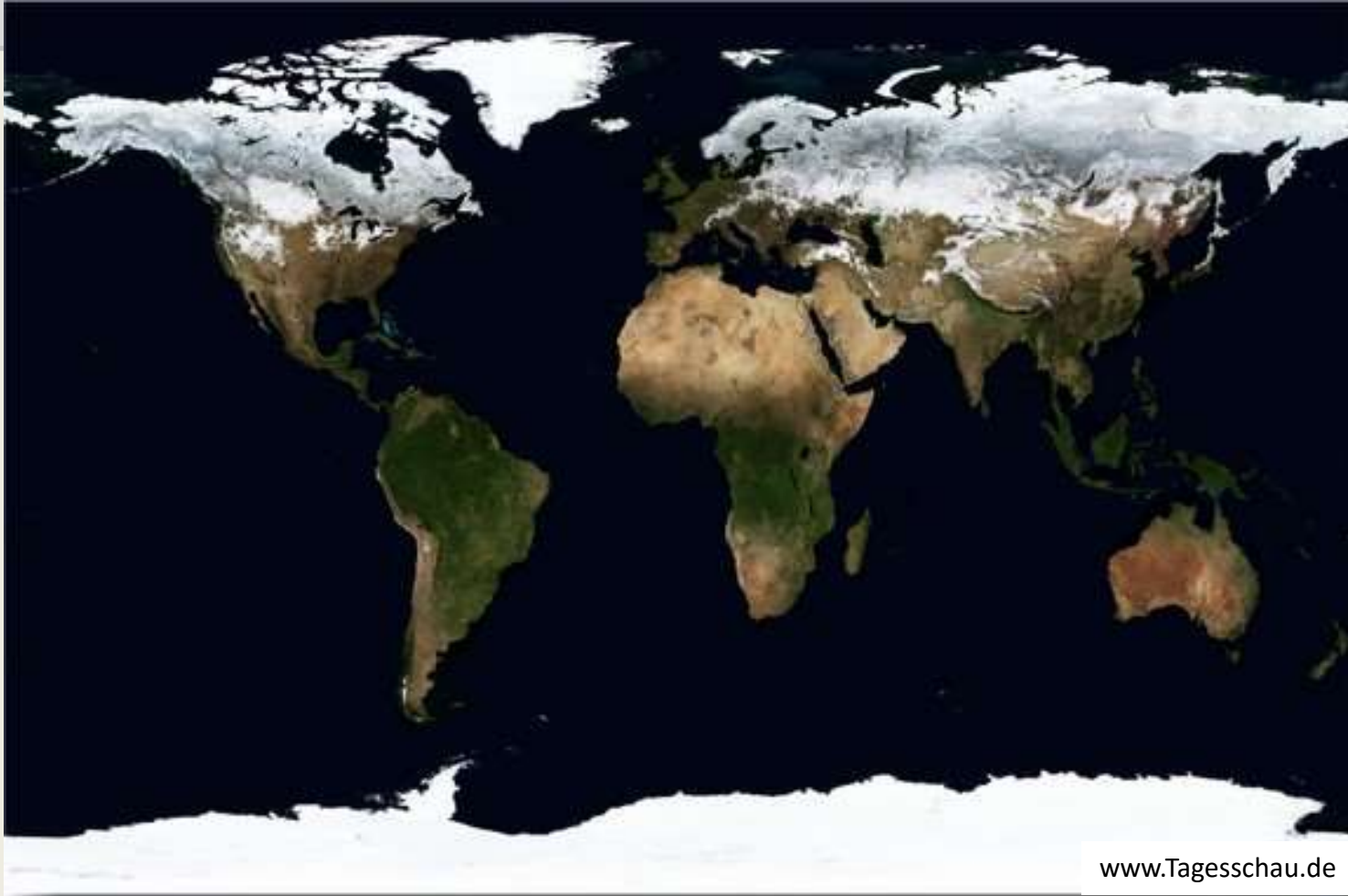
Sherbro

Material	Availability	Quality	Price
Sherbro			

- Price: Rising prices can be expected for several reasons.
- Quality: Quality is good and can be expected to become even better.
- Availability: Availability is completely stabilized but demand is on a very low level which may reduce the stock.



Palmyra India



www.Tagesschau.de





Palmyra



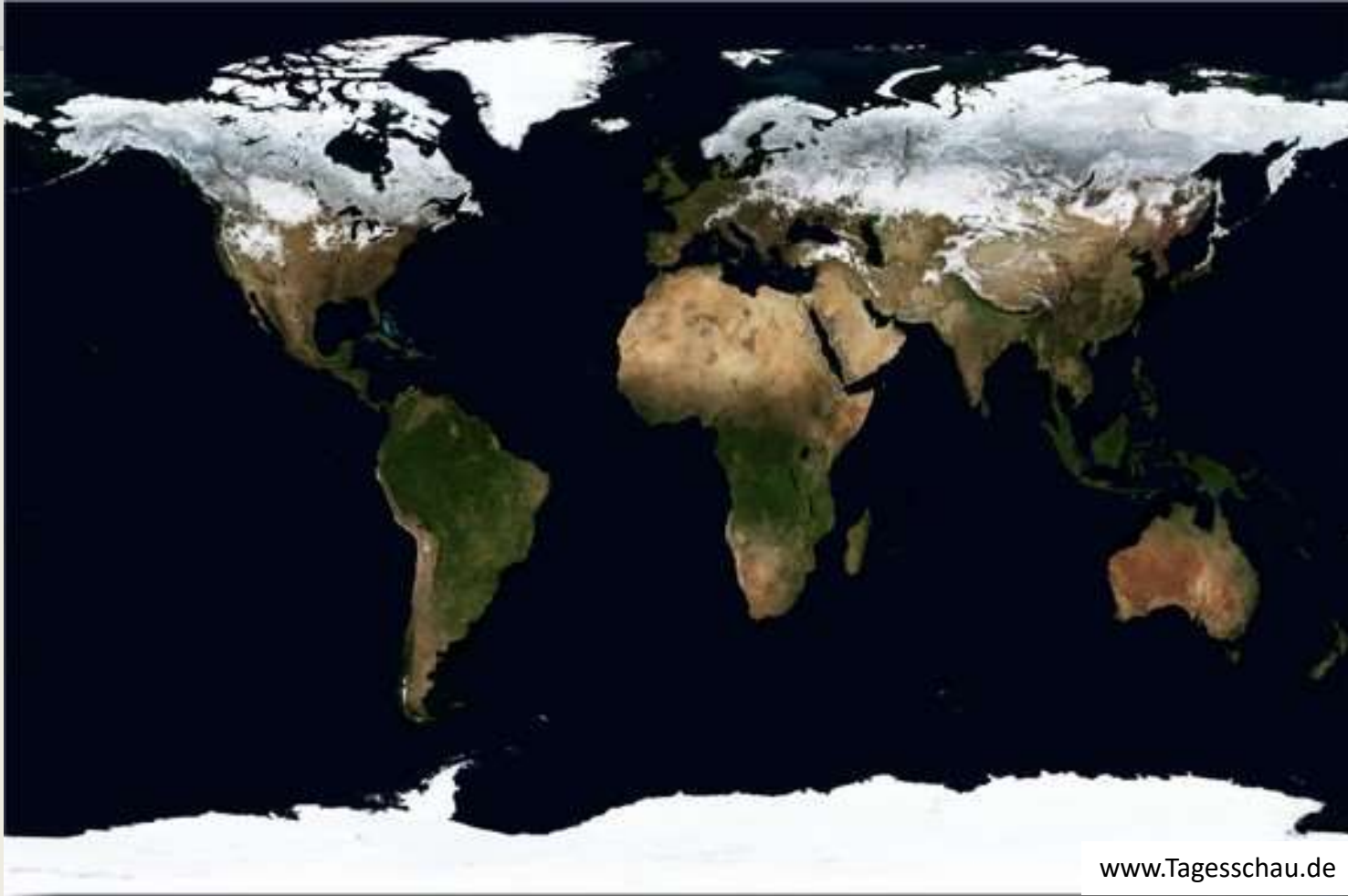


Palmyra

- Availability: The manual extraction does yield low volumes and the technical support has not been successful enough yet . The raw fibre supply does not suffice for the requirements. Another problem is that bad weather and climatic conditions destroyed a lot of plants. But the good news are that smaller towns started with the plantation of new palmyra palms.
- Prices: The Palmyra price level has increased for the third year as the weather conditions were bad for the third year. Another reason for the increase are the risen labour costs.
- 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



www.Tagesschau.de






Coconut Fibre



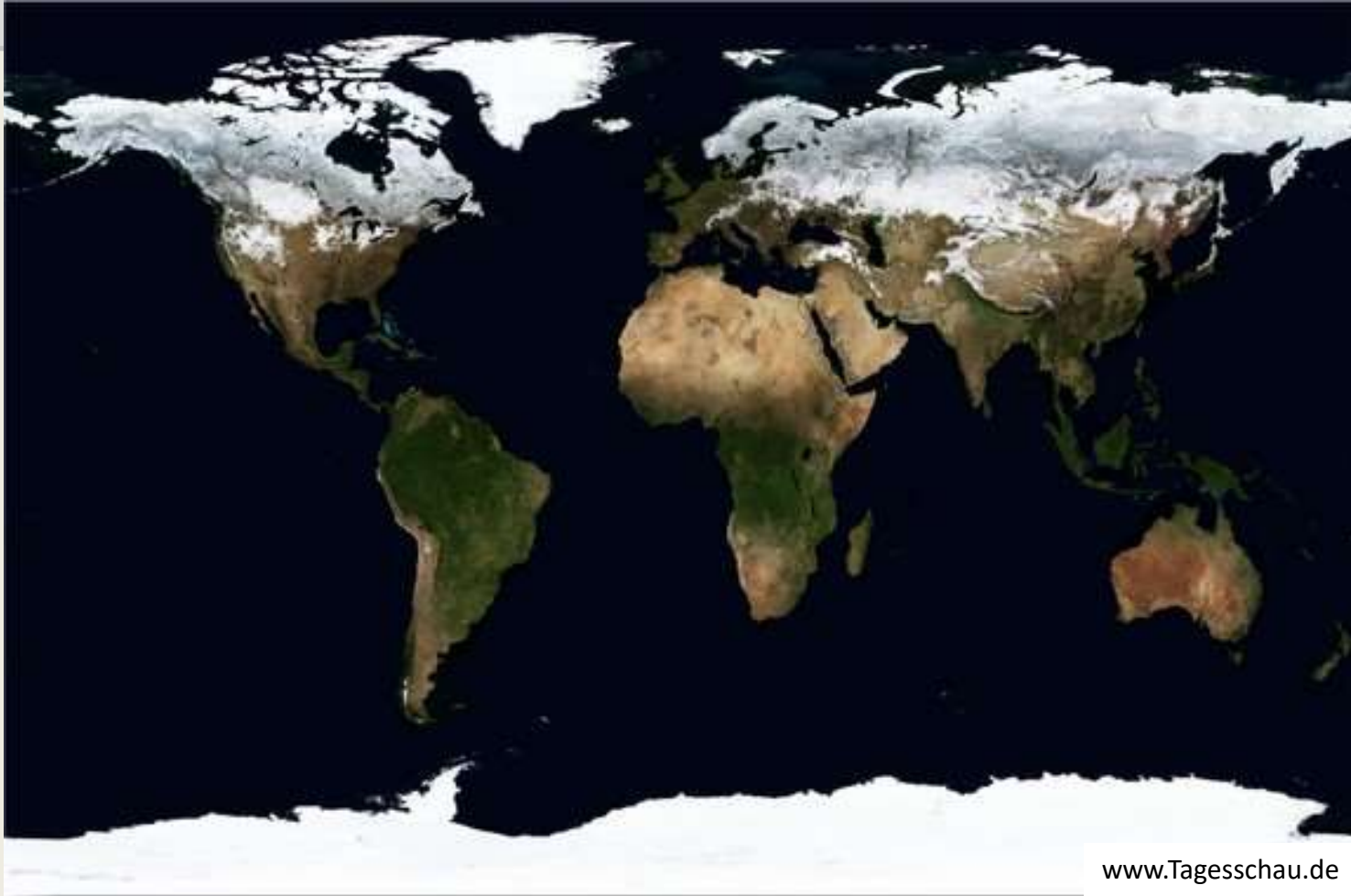


Coconut Fibre

- Price: Price level is still constant. It is influenced by the global demand, the weather and the harvest results, but there are no dramatical changes seen at the moment.
- Availability: For the last 12 months the conditions were constant. The harvest conditions are unchanged. The global demand has been a little bit lower in the first half of 2019 but rises again in the second half, so in general 2019 seems to have a similar or even higher demand as in 2018.
- Quality: Some suppliers concentrate more on quantity than on quality. But in general the quality is good.

Material	Availability	Quality	Price
Cocos			

Arenga



www.Tagesschau.de





Indonesia





Indonesia






Arenga






Arenga

- Price: Material price for Arenga itself has not changed very much for at least 3-4 years. Changes in the market price are mainly influenced by transport and labour costs. Maybe the price level could be raised by the government, but for the transport costs there is no change expected. The main problem is caused by the exchange rate. Therefore the producers try to reduce their costs to keep the price stable.
- 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			

Change is coming -
whether we like it or not.

