

Covid-19

Virtual General Assembly 2020



Market Report: Vegetable Fibres

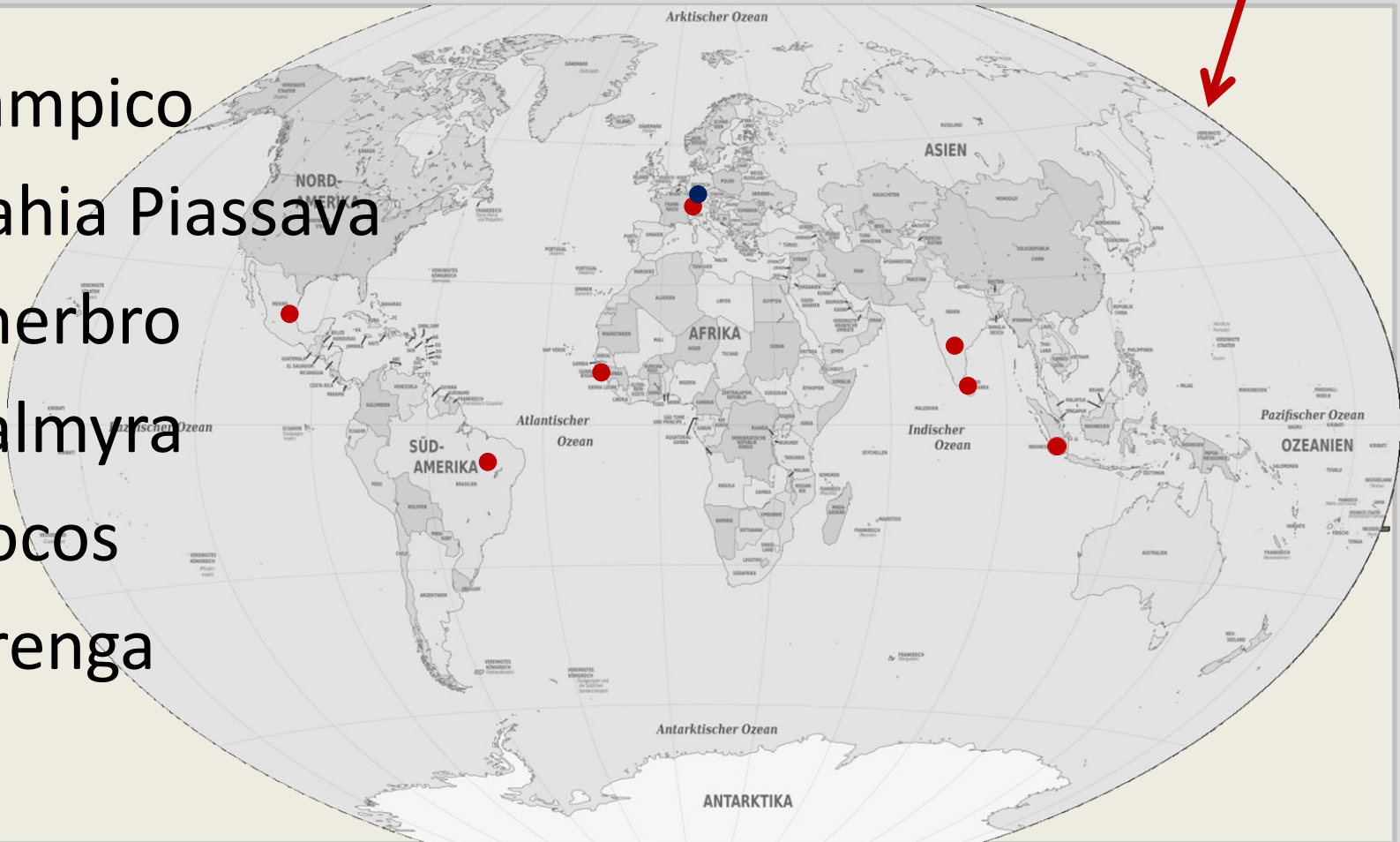
Urte Rietdorf
Friedrich Platt GmbH



Content

You are somewhere on the planet

- 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

- Prices: The producers' prices have slightly increased due to increased costs such as Fiber costs in the field, risen wages, risen costs for energy
- Quality: Traditional processors keep their good quality; new processors are not able to meet the required quality for modern machinery.
- Availability: A shortage of raw material is not to expected at the moment, but climate changes have become more unpredictable and their consequences may occur at any time

Material	Availability	Quality	Price
Tampico		depends on supplier 	



Bahia Piassava

Material	Availability	Quality	Price
Bahia Piassava		depends on region and supplier  	

- no informations from Brazil.....

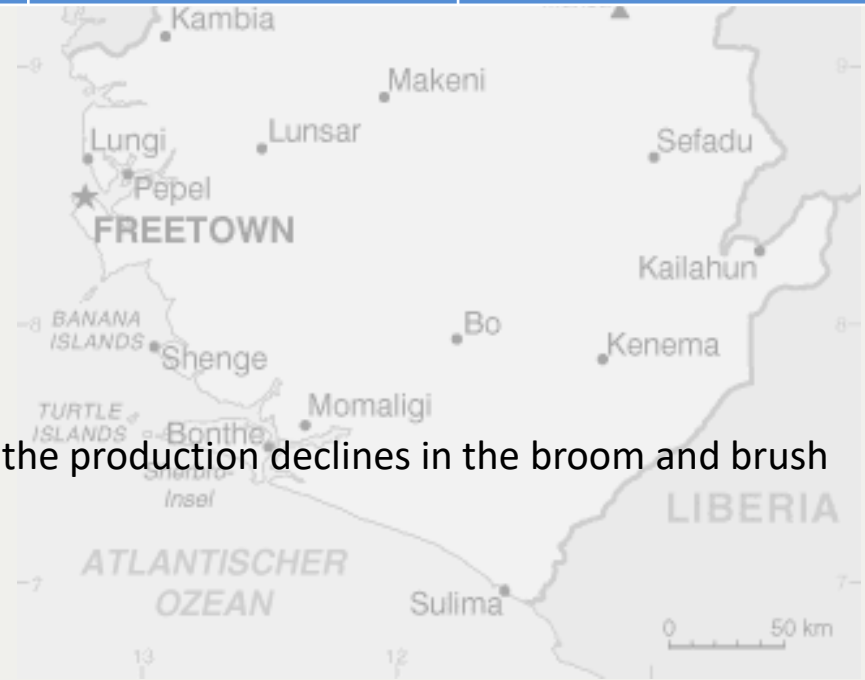




Sherbro

Material	Availability	Quality	Price
Sherbro			

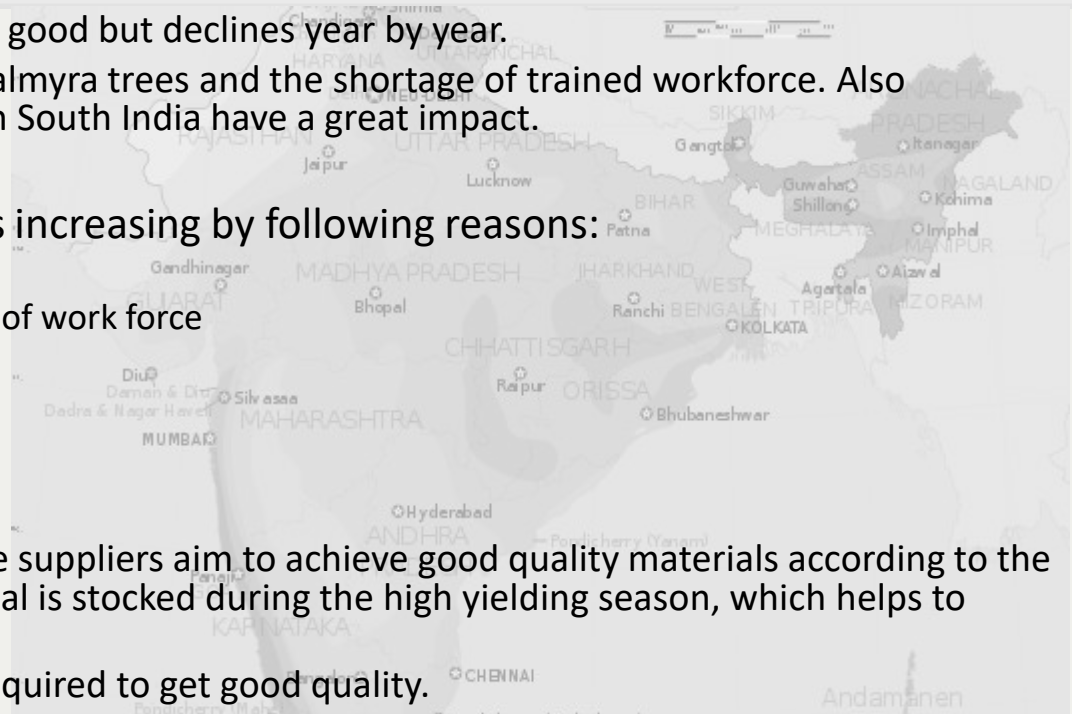
- Price: have increased
- Quality: remains the same, no changes
- Availability: Becomes hard because the production declines in the broom and brush quality category





Palmyra

- **Availability:** The availability is still good but declines year by year.
- Reasons are the cutting down of Palmyra trees and the shortage of trained workforce. Also unpredictable climate conditions in South India have a great impact.
- **Prices:** Price of Palmyra Fibre is increasing by following reasons:
 - Pandemic
 - Less extraction due to shortage of work force
 - Cutting of trees
 - Increased transportation cost
 - Climate change
- **Quality:** The quality is normal. The suppliers aim to achieve good quality materials according to the buyers' requirement. Finest material is stocked during the high yielding season, which helps to ensure the supply.
- Well study of market situation is required to get good quality.



Material	Availability	Quality	Price
Palmyra			



Coconut Fibre

- Price: Price has increased by about 15% because of
 - the pandemic
 - Climate Change: the flood that happened last two years and has lead into a shortage of husk.
- Availability: The climate plays an important role in the availability of coconut husk The long spells of hot and dry weather, severe winters and extremes of temperatures are not favorable for coconut tree growing. The high dryness followed by the flood led to shortage of material. But Nowadays the demand for Coconut Fibre is increasing because the people decide to pay for natural, eco-friendly premium products
- Quality: no changes

Material	Availability	Quality	Price
Cocos			





















Arenga

- Price: It is expected that the price remains nearly stable until beginning of 2021. The material price has not increased. The spreading of Covid 19 has reduced work hours in Indonesia because of curfews (= lockdowns).
- Quality: The Arenga quality is basically divided into non-machinery grades (AB) and CDE grades for machinery broom/brush dressing.
- Availability: The raw material availability is normal. The most important problem is the limitation of work hours in important supply regions, imposed due to the Covid-19 pandemic. This challenge will continue until mid-2021 predicted. Suppliers try to anticipate this challenge by keeping stock quantities of the most requested qualities to maintain a good supply.

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			



Stay healthy