Distillers and Dealers of Quality Essential Oils

Haiti Essential Oil Co, SA 6 Fireside Drive Colts Neck, New Jersey 07722 – USA

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HAITI AND HONDURAS ESSENTIAL OIL UPDATE <u>JANUARY - 2010</u>

HAITI

EARTHQUAKE: As the world was immediately informed by the mainstream media on January 12, 2010, Haiti suffered an earthquake measuring approximately 7.0-7.3 on the Richter scale. We, Bernard and Michael Champon, arrived in Port-au-Prince Haiti on January 11, the day before the earthquake. We experienced the earthquake first hand and were fortunate to not have been harmed. We arrived safely back in the USA days later.

Our facility suffered minimal damage and none of our employees were hurt. Cayes, the Vetyver producing capital of Haiti, was virtually untouched.

Since the earthquake, there has been no way of exporting goods from Haiti by air/sea. The airlines advised us last week and yesterday that the US Air Force is in control of the Haitian airspace and was not allowing commercial goods to be exported. Their main focus is importing humanitarian aid to Haiti. However, one of the air cargo carriers advised today that they are accepting limited quantities of cargo without assuring the actual export date.

VETYVER OIL: Those producers who have some fuel have started to produce. Root growers have increased their prices due to increased demand (before and after the earthquake). Non exporting distillers have some limited, pre-existing stock for which they are requesting substantially higher prices. We hope to start making firm offers soon.

AMYRIS OIL: There are limited existing inventories. We are told that the damage to production facilities was minimal. Production should resume soon. We will make firm offers as the ability to ship eases.

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HAITI AND HONDURAS ESSENTIAL OIL UPDATE FEBRUARY - 2010

HAITI

POLITICAL: It's been 1.5 months since the earthquake occurred. US and UN militaries are still managing parts of the infrastructure, as well as the distribution of food, medical and shelter supplies. Haitian President René Préval today underscored, in discussions with Secretary of State Hillary Clinton, that the United States must work with Haiti towards elections if the efforts to build it up again after the devastating January 12 earthquake are to succeed.

VETYVER OIL: Production continues in the main Vetyver producing area, Les Cayes. This area suffered minimal damage from the earthquake, as it is situated approximately 160km west of Port-au-Prince (the epicenter of the earthquake). Production costs have increased, such as transportation, fuel, cost of roots, etc. Export demand is active, which is contributing to higher prices. We have limited stock that we can offer for prompt shipment. Your inquiries are invited.

AMYRIS OIL: Existing stocks are limited. Production is slowly resuming since the earthquake occurred. The damage to the production facilities was worse than originally estimated. Production for this oil is primarily in or around Port-au-Prince, which is where the epicenter of the earthquake was strongest and did the most damage. The producers are finally starting to produce again, but prices are higher because the cost of virtually everything has increased (e.g. wood, fuel, etc.) and the added cost to repair the production facilities. We have limited stock to offer at this time. Your inquiries are invited.

HONDURAS

STYRAX GUM PURIFIED AND OIL (645P): We are at the end of the collection season for crude Styrax Gum. Sales have been active over the past month. We have limited stocks of both Purified Gum and Oil (645P). Your inquiries are invited.

CARDAMOM OIL: As indicated previously, we have produced minimal quantities this season. The price for the seeds is very high, which is encouraging us to proceed with caution and produce smaller quantities for stock. New crop is expected to resume 4th quarter 2010.

We look forward to hearing from you.

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HAITI AND HONDURAS ESSENTIAL OIL UPDATE <u>MARCH - 2010</u>

HAITI

POLITICAL: Recovery from the 12 January 2010 earthquake continues slow and difficult. Even ordinary local transportation in Port-au-Prince is a long drawn out exercise due to the continuous traffic jams. Although cell phone operations are about normal, the local phone system is still practically non existent. The cleaning up and restoration of collapsed buildings/homes in or near P.a.P. is progressing very slowly. Gas and diesel fuel availability is frequently unavailable.

VETYVER OIL: Normal production/distillation during March resumed. All costs have increased: vetyver roots, fuel both for distillation and transportation, as well as generator operations; repairs and replacement parts. As usual during this time of the year, oil yields have been good. Export demand has increased and is being maintained. Prices should remain firm so long as demand continues. Spring rains during April/May have started and this usually means somewhat lower oil yields and occasional difficulties digging for roots. We are holding limited inventories for offering and sampling.

AMYRIS OIL: After almost 2 months of plant/distillery repairs following the earthquake of 12 January, most producers have resumed normal distillation. Export demand has been steady, costs have increased followed by slightly higher sales prices. Here again prices are expected to remain at present levels so long as demand continues.

HONDURAS

STYRAX GUM PURIFIED AND OIL (645P): The harvesting/collecting from the forest has terminated until resumption in September. We are carrying some purified gum inventory as well as limited stocks of the oil - 645P. Prices have been steady and should remain a present levels. Many of the impediments imposed by the previous government have been altered, permitting somewhat easier tapping of the trees and collecting the crude material.

CARDAMOM OIL: Due to the exorbitant prices paid for the seeds and the consequential high oil costs, we have had very limited production during this past season. Hopefully the markets will stabilize during the coming crop in September

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HAITI AND HONDURAS ESSENTIAL OIL UPDATE <u>APRIL - 2010</u>

HAITI

POLITICAL: Clean-up and rebuilding after the January earthquake is progressing slowly. This causes many long and difficult road-blocks, making transportation within Port-au-Prince very long and difficult. Repair and reconstruction has not yet become very evident. Outside of the capital, in the southwest peninsular repair work is such that the area is slowly coming back to normal.

VETYVER OIL: Production during the last month kept up quite well with local demand and export sales. Vetyver oil prices have leveled off for the time being. However, because of the spring rains, collecting roots and lowering yields have not reduced the cost of production. Inventories in the hands of non exporting producers are moderate. Qualities, in general, are good. We have some inventory from which we can offer and sample. Your inquiries are invited.

AMYRIS OIL: Production and sales have been normal during April. The distilling plants have been repaired/rebuilt and are functioning. There is some inventory available for offering and sampling. Qualities have been excellent. Prices are steady. We look forward to your inquiries.

HONDURAS

STYRAX GUM PURIFIED AND OIL (645P): We are between crop collecting times, but we do have some limited inventories of both the purified gum and the oil 645P. Prices are unchanged and steady. We look forward to your inquiries.

CARDAMOM OIL: Hopefully normal production will resume in the fall. We have no stocks at the present time.

We look forward to hearing from you.

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HAITI AND HONDURAS ESSENTIAL OIL UPDATE MAY - 2010

HAITI

POLITICAL: Recovery from the February earthquake disaster is a slow drawn out affair. Many hundreds of thousands of former Port-au-Prince residents are in tent cities in and around the capital. Conditions are very difficult and rendered even more catastrophic since there have been many days of rain during the spring. International help continues.

VETYVER OIL: Since the main production area is located 150 kms. south and west of the earthquake center (Port-au-Prince and surrounding areas), the distilleries have been repaired and have been producing for over 1-1/2 months. Export sales have been active, production costs have increased. There are limited stocks in the hands of producers. During the last weeks, demand and sales slowed a bit. We have some stock from which we can offer and sample.

AMYRIS OIL: The distilleries have been repaired and are producing normally. For this product also, export sales have been active. And, as with Vetyver, there has been a general slow-down in the last few weeks. We also carry some stock at you disposal for offering and sampling.

HONDURAS

STYRAX GUM PURIFIED AND OIL (645P): We made a special effort to increase production of the crude gum during the last collecting season. We hope that usage and demand does not diminish too much. We await your inquiries. As for the Styrax oil 645P, we do have stocks also in case of interest.

CARDAMOM OIL: The new season should start at the end of the summer. We have no carryover stock and will advise when production resumes.

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HAITI / HONDURAS ESSENTIAL OIL UPDATE <u>JUNE - 2010</u>

HAITI

POLITICAL: President Preval, according to a Reuters report, has rejected a US Senate proposal for the upcoming general election, stating they would sow "anarchy" in the earthquake devastated country. The general elections were due to take place on February 28th but were postponed due to the earthquake which reportedly killed up to 300,000 people and left over 1 million survivors living in crowded camps. Preval's successor is now scheduled to take office in February 2011. Little actual reconstruction work has begun so far.

VETYVER OIL: Excessive spring rains have adversely affected production during May and June, with harvesting of roots and lower yields being a consequence. Inventories in the hands of non-exporting distillers are modest, local costs and prices remain firm. Export demand was well maintained during the month and therefore prices were stable. We invite requests for offers and samples.

AMYRIS OIL: Production and export sales have remained steady, prices are also stable.

HONDURAS

STYRAX: We have stocks of the purified gum as well as limited stocks of Styrax oil 645P. The new season will start at the end of the summer months, beginning of autumn. Export demand seems to have slowed somewhat. Prices remain steady. Inquiries are invited.

CARDAMOM OIL: The new season should start at the end of the summer months. We will look forward to resuming distillation, if the market for the seeds does not become as volatile and excessively high as during the last 2 seasons. We have no carry-over stocks.

We look forward to hearing from you.

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HAITI / HONDURAS ESSENTIAL OIL UPDATE JULY - 2010

HAITI

POLITICAL: According to AP - Donors holding out on Haiti pledges - Bill Clinton. Frustrations are running high nearly 7 months after the quake, which killed a government estimated 300,000. people. Reconstruction remains all but stalled as 1.6 million people remain homeless and rubble continues to choke thoroughfares in the capital and surrounding areas.

VETYVER OIL: Since our June report, the typical spring showers/rains, which usually subside in June/July, have continued past their normal season. This hampers the collection of roots and also keeps the oil yields low. Export demand continued to be quite active and the existing stocks in the hands of non-exporting producers were diminishing. Mid-July, a sudden change occurred in the local vetyver oil market. Someone purchased a large quantity of the existing local stock. This unusual purchase has increased the local price for the existing oil as well as the local production costs – price of roots, etc. We have limited stocks and hopefully distillation will resume as the rains should subside. Steady buying rather than sudden large quantity buying should help keep prices steady.

AMYRIS OIL: Production has resumed and demand continues at the usual rate. Prices are steady and inventories are sufficient to satisfy normal demand.

HONDURAS

CARDAMOM OIL: We should resume production next month. Hopefully the export demand for the seeds will be normal rather than excessive, which should hopefully keep prices at reasonable levels. It is impossible to predict costs and prices at this time.

STYRAX GUM AND OIL 645P: Demand has slowed during the last months. We have sufficient inventory to supply normal demand. After having made a concerted effort during the last harvesting period, we are hesitant to push production for the coming new season unless demand resumes. Decisions regarding our operations/collections in the jungle have to be made soon. Therefore, buyer's interest for the coming collecting time hopefully will manifest itself during August. Styrax oil (645P) production will continue as needed.

We look forward to hearing from you.

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HAITI / HONDURAS ESSENTIAL OIL UPDATE <u>AUGUST - 2010</u>

HAITI

Recovery from the January devastating earthquake, principally centered in the capital, Port-au-Prince, has been very slow; only a very small portion of the rubble caused by the earthquake has been cleared; rebuilding of housing for the large segment of the population is negligible; most of the displaced persons still live in squalid conditions; it is also reported that only 20% of the pledged contributions from the various countries of the world have actually been paid. This year presidential elections are to be held in November.

VETYVER OIL: August, as usual, was a quiet, slow month for business because many companies and buyers take summer vacations. However, production was also at a low level due to continued rains, which is not the norm during this time of the year. Nevertheless, export sales were sufficient to maintain the price level and even increase it during mid-month when there was a spurt of local buying from the non-exporting producers. Prices immediately firmed on the local and export markets. Inventories are very modest and any resumption of exports could quickly cause price increases. We have inventory and we invite your requests for offers and samples.

AMYRIS OIL: The export sales were also slow and prices are easier than they had been. We have stock and your inquiries are solicited.

HONDURAS

CARDAMOM OIL: Production should resume in late September. Seed prices are still high. We should be in a position to make offers in late September/early October. The seed crop seems to be close to normal and the demand for seeds for export should determine the price for the oil.

STYRAX GUM AND OIL 645P: Inventories are good due to our encouragement with the collectors at the end of the last harvesting period in May. The new harvesting period will soon resume. Prices are at reasonable levels for both the purified gum and our oil 645P. Your inquiries are invited.

We look forward to hearing from you.

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HAITI / HONDURAS ESSENTIAL OIL UPDATE <u>SEPTEMBER 2010</u>

HAITI

Recovery from the disastrous remains January earthquake is slow and tedious.

VETYVER OIL: Despite the noticeable slowdown in export demand (IFEAT, together with world-wide economic recession) for this oil during September, prices have maintained themselves exceptionally well and even advanced. This is due to the fact that production/distillation of the oil has been very slow. The usual weather/production cycle is --- spring showers --- followed by dry summers --- a resumption of production --- an accumulation of stock in the hands of non-exporting distillers --- typically ending with softer prices for export. This cycle did not occur this year because of the abnormally wet summer. Not only did this make the colleting of roots more difficult, but more expensive. Furthermore, when wet roots are distilled, the yield of oil is lower, and more roots are required to complete a full 204Kgs NET drum. These 2 factors certainly impacted prices upward. Now, the expected autumn rains have begun, and we are anticipating prices to be firm, possibly higher --- depending on production and demand. We do have some stocks from which we can offer and sample.

AMYRIS OIL: The production is normal and sales steady. Prices are maintained at reasonable levels. The rains do not affect the production to the same extent as for Vetyver Oil. We have some inventory from which we can offer and sample.

HONDURAS

CARDAMOM OIL: The seed harvesting has begun. However, our office in Honduras just advised that they are trying to negotiate "reasonable" prices for the seeds with the farmers. We may be able to quote a price soon, but the quantity may be small to start. Your inquiries are invited.

STYRAX OIL AND GUM: We have stocks available for the purified gum. Prices are remaining steady. As for the oil, demand has slowed and we are producing accordingly. Your inquiries are invited for both products.

We look forward to hearing from you.

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HAITI / HONDURAS ESSENTIAL OIL UPDATE <u>OCTOBER - 2010</u>

HAITI

A Cholera epidemic has begun to spread from the countryside toward the capital, Port-au-Prince. The strain resembles a south Asian origin. The deadly cholera epidemic showed no signs of stabilizing, even as the government and international aid groups scrambled to try to curb its spreading.

VETYVER OIL: Production was minimal during October due to early, steady, autumn rains that hampered collection of roots and caused lower oil yields, thereby higher production costs. The inventories of vetyver oil in the hands of non-exporting distillers have dwindled and as a consequence prices have firmed up. Export demand was steady.

AMYRIS OIL: Both export demand and production have remained normal and steady. Inventories are sufficient to meet all normal demand.

HONDURAS

CARDAMOM OIL: Prices for new crop seeds have been subjected to such violent movements that we have hesitated to produce. Hopefully, the local seed market may stabilize as the seed crop arrivals increase.

STYRAX GUM AND OIL: Both the purified gum and Styrax oil 645P are available at this time in moderate quantities. Your inquiries are solicited.

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HAITI / HONDURAS ESSENTIAL OIL UPDATE <u>NOVEMBER - 2010</u>

HAITI

The elections in Haiti were a "hot" topic during November. Here are some November headlines (click links below to read articles):

<u>United States Urges Haitians to Vote in November 28 Election</u>
<u>Haiti on edge, credibility doubts taint elections</u>
Angry voters flood streets as several candidates reject Haiti election

VETYVER OIL: While international demand was slow, production also was minimal due to almost daily rains in the producing area. Local high costs for roots, difficulties of transportation, and low oil yields continued to result in high production costs. Inventories in the hands of non-exporting distillers remained at low levels. Late December usually brings a relief in rainfall, a possible resumption of more normal production and increased international demand. We have some stocks from which we can offer and sample.

AMYRIS OIL: Demand and production have remained steady. There is no excessive stock and prices remained steady. Here also, we have stocks from which we can offer and sample.

HONDURAS

CARDAMOM OIL: We initiated some production in early November. Prices for the seeds suddenly rose and seed deliveries were arbitrarily cancelled. We did not want to follow the sharp rise and we were forced to discontinue our production. We do not want to contribute to these excessively high prices for seed followed by the high, speculative oil prices.

STYRAX GUM AND OIL: Export demand for the purified gum has slowed. Our inventory position is adequate for normal international demand. Prices are steady. As for Styrax Oil 645P, we are a position to offer some quantities.

We look forward to hearing from you.

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HAITI / HONDURAS ESSENTIAL OIL UPDATE DECEMBER - 2010

HAITI

This year, 2010, the Haitian people suffered three major calamities: (1) The severe earthquake in January, (2) Cholera epidemic later in the year and (3) a tumultuous November first round election. The earthquake's major damage centered in the Capital causing the loss of shelter (and numerous severely damaged buildings) for hundreds of thousands of city dwellers who now mostly live in tent cities with a shortage of basic facilities, clean water, sanitation and electricity. The city cleanup operations are still rather slow in becoming evident. The economy has suffered in the manufacturing, hotel and other sectors. The cholera epidemic has spread throughout the country. Finally, the first round of the November elections caused much agitation and tumult in the entire country. The second round is still to come.

VETYVER OIL: The world demand for this oil kept up with the production. Production, however, was hampered by excessive rains, which were well beyond the normal timing/season. Consequently, the year ended with minimal stocks of Vetyver Oil in the hands of producers. This caused a firmness in the local market as well as the export market. Normally, production should resume in January, due to more favorable climatic conditions. However, if export demand outpaces production, we could see a firm market continuation beyond normal timing. We hold some stock from which we can offer and sample.

AMYRIS OIL: The export demand has been steady throughout the year. Production was normal and supply of wood adequate. Prices have remained very steady throughout the year. We have some stock and solicit your inquiries.

HONDURAS

CARDAMOM OIL: This is the second consecutive year we experienced difficulties procuring green "distilling" seeds at reasonable prices, thus had very limited production of oil. The speculation aspect encouraged us to take caution and reluctance to purchase seeds and distill our usual quantities. Hopefully the market may become more normal in 2011.

STYRAX GUM AND OIL: Sales have been slow but prices have remained steady for both the oil and the purified gum. We carry adequate stocks of the gum and can produce the oil as needed.

We look forward to hearing from you.