



APCC

# The Cocommunity

Monthly Newsletter of the Asian and Pacific Coconut Community (APCC)

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The **COCOMMUNITY** is the monthly Newsletter of the ASIAN AND PACIFIC COCONUT COMMUNITY (APCC) incorporating current news, features, statistical data, business opportunities, and market information relating to the world coconut industry.

Established in 1969, under the auspices of the United Nations Economic and Social Commission for Asia and the Pacific (UN-ESCAP), the APCC is an independent regional intergovernmental organization which consists of fifteen member countries and accounts for 85-90% of the world production of coconut. The APCC member countries are: the Federated States of Micronesia, Fiji, India, Indonesia, Kiribati, Malaysia, Marshall Islands, Papua New Guinea, Philippines, Samoa, Solomon Islands, Sri Lanka, Thailand, Vanuatu, and Vietnam.

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Table 1. Monthly Export of Coconut Shell Charcoal by Selected Countries,  
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Table 2. Monthly Export of Activated Carbon by Selected Countries,  
2010-2012 (In MT)

Table 3. Monthly Export of Activated Carbon by Selected Countries,  
2010-2012 (In MT)

## EXECUTIVE DIRECTOR SPEAKS .....

### ***“The Potential of the Coconut Husk Industry”***



The potential of the coconut husk industry which includes coir fiber (mattress, bristle and twisted fiber), coconut pith (cocopeat), husk chips, coir yarns, twines, coir brooms and brushes, mattresses, coir mats and rugs, geotextiles, moulded coir products for use in horticulture, etc. is enormous. There are so many products that can be derived from the coconut husk according to their uses and applications. And they can be used domestically or traded in the export market. There is therefore great value in the processing and marketing of coconut husk products.

India and Sri Lanka are the major producers and exporters of coir-based products in the world market. However, with the volume of coconut husks available in the major coconut producing countries like Indonesia and the Philippines, there is great potential to further develop the coconut fiber industry in these countries. Vietnam, and Thailand and also catching up as we hope to see the development of the coir industry in other countries like Papua New Guinea and other Pacific countries.

Sri Lanka has about 14 types of coir-based export products, with twisted fiber, mattress fiber, coir yarn and twine showing increasing volume of export for as much as 34% in the previous year. Rubberised coir pads and mattress for bedding showed a dramatic increase in export volume last year at 66%. Sri Lanka also exports a very high volume of coconut pith (approx. 135,000 MT/annum) for horticultural use as potting medium, soil-mix and others.

Likewise, India exports about the same number of coir product categories to the world market. These include semi-finished products such as coir yarns, loom mats and mattings, and rubberized coir. The finished products include geotextiles, coir rugs and carpets. Still a great volume of raw coir fiber and coconut pith is exported. Around 321,016 tons of coir products were exported from India in 2012, valued at Rs 1,052.62 crores or US \$195.01 Million.

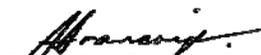
There are more than a hundred country-destinations for the export of coconut husk products in the world market. China is a major export market followed by the USA and European countries like the Netherlands, UK, Germany, Italy, Spain, France, Belgium, Denmark, Portugal, Finland, Belgium, Sweden, Irish Republic, Austria, Greece and others. Japan, Australia, Canada, South Korea, Iran and other Middle Eastern countries are also importing coir-based products.

Indeed, with the abundance of coconut husks in the producing countries, there is great potential for the processing and export of coconut-husk-based products to increase the income of the small coconut farmers. However, a thorough feasibility study must be undertaken to assess the technical, financial, market and economic viability of the enterprise, considering the high cost of inland transport (including shipping), absence and/or high cost of electricity to run the processing machineries, appropriate processing technology, demand for quality standards in the export market and other factors.

The scale or the size of the operation must also be studied to attain economies-of-scale, maximum efficiency and financial viability considering the cost of labor and other variables.

If thoroughly studied, with all economic risks being calculated there is indeed money in the coconut husk industry as the theme of the 2<sup>nd</sup> National Coco Coir Summit in the Philippines espouses. Please see article on page 7 of this Newsletter. As the Philippine Coconut Authority Administrator, Mr. Eculides G. Forbes and Philippine Department of Trade and Industry Undersecretary Ms. Merly Cruz said, the Philippine Government's development agenda on the country's coconut coir industry should enable economic development and achieve inclusive growth and poverty reduction in the countryside.

We hope that like the Philippines, the other APCC member countries will also emulate the successes of the coir industry in Sri Lanka and India and explore concrete action to develop their coconut husk-based industry.

  
ROMULO N. ARANCON, JR.

## PREVAILING MARKET PRICES OF SELECTED COCONUT PRODUCTS AND OILS

*Price of DC increase while Prices of CNO and Copra are Varied in Different Countries.*

**COPRA:** The price of copra in Indonesia (Surabaya) was US\$501 in March 2013, higher than last month's price of US\$483/MT which is higher than 2013 average price of US\$488. When compared to last year's data for the same month, the average price of copra has decreased by 28.6%.

In the domestic market of the Philippines (Manila), the average copra price was at US\$464/MT. The price decrease by 7.2% over the price in February 2013 and about 37.3% lower when compared to the price of US\$740/MT in March 2012. In the Philippines, out of the eight copra market centers, the highest price at US\$491/MT was recorded in the Southern Tagalog region, and the lowest price at US\$320/MT was in N. Mindanao.

**COCONUT OIL:** The average price of coconut oil in Europe (C.I.F. Rotterdam) for the month of March 2013 decreased by US\$52 to US\$815/MT from US\$867/MT in February 2013. This price is lower by 41.2% when compared with the price in March 2012. The average price of March 2013 is still lower than the average price of 2013 which is US\$854 per MT.

The average local price of coconut oil in the Philippines in March 2013 was US\$781/MT. This was US\$26 lower than the price in February 2013, and it was US\$8 lower if compared to the average price in 2013 at US\$809.

The average domestic price of coconut oil in Indonesia in March 2013 decreased by US\$1 to US\$801/MT from US\$802/MT in February 2013. The price of March 2013

was slightly lower than average price of 2013 which was US\$806/MT.

**COPRA MEAL:** The average domestic price of the commodity in the Philippines at selling points was quoted at US\$157/MT. The price was US\$5 lower than 2013 average price.

**DESICCATED COCONUT:** The average price of desiccated coconut (DC) FOB US in March 2013 was US\$1,798/MT. This price was US\$114 higher than that of the previous month's price and US\$411 lower than the price of the same month last year. In Sri Lanka, the domestic price of desiccated coconut in March 2013 was US\$1,773/MT or US\$83 higher than the price in February 2013. Meanwhile, the price of DC in the domestic market in the Philippines was US\$1,781/MT, which was US\$99 higher than the previous month's price at US\$1,682/MT and US\$429 lower than the price in the same month last year. Indonesian price was US\$1,503/MT, increased by US\$17 from last month's, and decreased by US\$47 from last year's price.

**COCONUT SHELL CHARCOAL:** In the Philippines, the average price of coconut shell charcoal is not quoted for March 2013. Meanwhile, in Sri Lanka, the average price of the commodity in March 2013 was US\$337/MT. The average price of charcoal in Indonesia for March 2013 was US\$353/MT, which was US\$55 lower than last year's price for the same month.

**COIR FIBRE:** Coir fiber traded in the domestic market in Sri Lanka was priced at US\$122/MT for mix fiber and US\$489 - 669 for bristle. The price range of the products was slightly lower as opposed to last year. The Indonesian price for mattress (mixed) fiber was US\$295/MT in March 2013.

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**Prices of Coconut Products and Selected Oils (US\$/MT)**


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<b>Products/Country</b>	<b>2013 Mar.</b>	<b>2013 Feb.</b>	<b>2012 Mar.</b>	<b>2013 (Annual Ave.)</b>
<b>Fresh Coconut</b>				
Philippines (Dom. Husked)	123	126	193	126
<b>Copra</b>				
Philippines/Indonesia (CIF Europe)	560	551	900	522
Philippines (Dom. Manila)	464	500	740	482
Indonesia (Dom. Java)	501	483	702	488
India (Dom. Kerala)	832	805	903	804
<b>Coconut Oil</b>				
Philippines (CIF Rott.)	815	867	1,385	854
Philippines (Domestic)	781	807	1,348	809
Indonesia (Domestic)	801	802	1,325	806
Sri Lanka (Domestic)	1,991	1,883	1,601	1,791
India (Domestic), Kerala	1,223	1,353	1,370	1,272
<b>Desiccated Coconut</b>				
Philippines FOB (US), Sellers	1,798	1,684	2,209	1,680
Philippines (Domestic)	1,781	1,682	2,210	1,675
Sri Lanka (Domestic)	1,773	1,690	1,346	1,579
Indonesia (Domestic)	1,503	1,486	1,550	1,431
India (Domestic, Delhi)	n.q.	n.q.	2,200	n.a.
<b>Copra Meal Exp. Pel.</b>				
Philippines/Indonesia (CIF Rott.)	n.q.	n.q.	n.q.	162
Philippines (Domestic)	157	163	204	266
Sri Lanka (Domestic)	339	313	207	200
Indonesia (Domestic)	210	204	125	n.a.
<b>Coconut Shell Charcoal</b>				
Philippines (Domestic), Visayas, Buyer	n.q.	n.q.	380	n.a.
Sri Lanka (Domestic)	337	334	345	334
Indonesia (Domestic Manado), Buyer	353	361	408	365
<b>Coir Fibre</b>				
Sri Lanka (Mattress/Short fibre)	122	145	165	157
Sri Lanka (Bristle 1 tie)	489	500	441	495
Sri Lanka (Bristle 2 tie)	669	654	611	650
India (Geo Textile)	1,060	1,053	1,700	1,075
Indonesia (Mixed Raw fibre)	295	325	335	324
<b>Other Oils</b>				
Palm Kernel Oil Malaysia/Indonesia (CIF Rott.)	830	850	1,377	815
Palm Oil, Malaysia/Indonesia (CIF Rott.)	848	855	1,152	830
Soybean Oil, (Europe FOB Ex mill)	1,119	1,194	1,282	1,148
Palm Kernel Oil, RBD (CIF NY)	845	840	1,400	822

**Rate of Exchange:**

March 28, 2013: 1US\$= P40.72 or Indo.= Rp9,722 or India= Rs54.27 or SL= Rs126.825  
Euro= US\$1.285 n.q.: not quoted n.a.: not available

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## MARKET ANALYSIS OF ACTIVATED CARBON

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Worldwide demand for activated carbon (AC) is predicted to increase by 10% to 25% per annum through 2013 to 2018. Consider 1.2 million tons of current global activated carbon industry then the market size or demand scenario would reach 1.9 million tons in 2016 (Freedonia, 2012), 2.3 million tons in 2017 (Roskil, 2013) or 3 million tons in 2018 (Tech Archival). In general, the end uses application of AC are going for air purification, water treatment, medical and pharmaceutical as well as in the food-beverage industry. The growth is energized mainly by the increasing worldwide concern for environmental safety and health issues that lead to stringent government environmental regulation especially in the USA, Europe and elsewhere around the globe. In the USA, the US Environmental Protection Agency (EPA) has placed into force the new Mercury and Air Toxics Standards (MATS) back in 2011. The rules required drastic reduction in mercury emitted from coal-fired power plants, industrial boilers and Portland cement kilns among other sources.

Activated carbon is the most economical and effective method for controlling pollutant or emission. The MATS regulation will increase 1.102 million to 1.76 million tons of powdered activated carbon (PAC) by 2016. There is also a projected demand of 0.154 to 0.198 million tons activated carbon per year to help potable water plants in the USA to meet US EPA's Disinfection By Product Rule. In India and China, such growth is strengthened by the emphasis on safe water drinking habit and healthy consumption among the increasing numbers of middle class in the two countries.

A particular event could also boost the demand of activated carbon. One sample of how an event could affect activated carbon market instantly was the Tsunami in Japan in March 2011. The fear of radioactive fallout would rain down and contaminate water sources all over the country had increased the demand for activated carbon. Instant purchasing order had depleted the market stock in Asia and took many months to set back to normal levels. Many companies found they could not buy the quantities of activated carbon they normally bought from Asia.

Indonesia, the Philippines, India, Malaysia and Sri Lanka are still the main producing countries of activated carbon derived from coconut shell charcoal [CSC]. In 2012, the total export of CSC activated carbon from Indonesia, the Philippines and Sri Lanka was 86,749 tons which was 6% higher when compared to the volume in the previous year at 81,596 tons. Such rate is relatively low compare to the higher growth of global market demand of activated carbon as explained above.

It seems that some major countries such as China and Japan begin to produce their own activated carbon from raw material they imported from coconut producing region. 14.15% decrease in volume of export of activated carbon from Sri Lanka from 35,260 tons in 2011 to 30,271 tons in 2012 was a contrast to 40% increase export of coconut shell charcoal from the country from 4,957 tons in 2011 to 6,919 tons in 2012. Data from the Coconut Development Authority of Sri Lanka shows that some major importer of activated carbon such as Germany, China, the Netherlands and USA begin to experience an

increase export of coconut shell charcoal. Germany for example had tripled its import of CSC from Sri Lanka from 42 tons in 2011 to 126 tons in 2012 which coincided with a 33.7% decrease of import of activated carbon from Sri Lanka. Importing raw material then processing it into activated carbon seems a feasible option for industrial countries such as Germany or China. According to some exporters and traders of coconut shell charcoal in Indonesia, most of their export going to China will be processed into activated carbon.

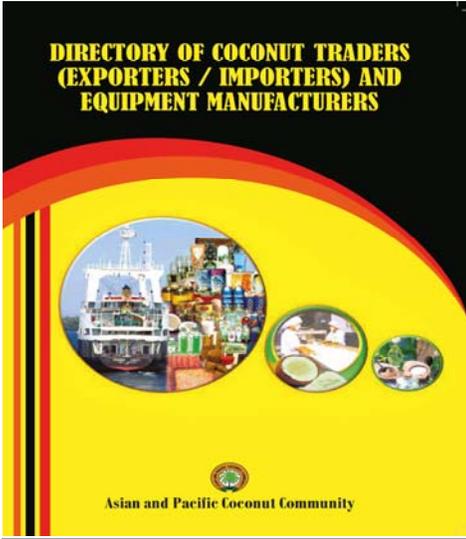
The Philippines exported 30,488 tons of coconut shell activated carbon in 2012. The figures is 32.6% higher than in 2011 which was 22,986 tons. For 2013, it is expected that the export from Philippines will be up since the domestic charcoal supply will increase as a result of better coconut production this year. Total value of activated carbon from the Philippines in 2011 was US\$ 36.63 million. The country also sold coconut shell charcoal to overseas market at 37,470 tons in 2012 which was significantly higher than the previous year [52.1%] which was 24,632 tons.

Indonesian export for the coconut shell activated carbon in 2012 was 25,225 which was 5% higher than the previous year which was 24,003 MT. The export price in 2012 fluctuated with lowest at US\$ 1,150/tons in October and the highest at US\$1,580/tons in January. Average price within the year was US\$1,403/tons. The market destinations included 29 importing countries. The Asian market was the main locus in which Japan, Korea, Sri Lanka and China dominated as the buyers. Sri Lanka bought coconut shell activated carbon from Indonesia for re-export to other countries. In 2012 Indonesia generated an export earning of US\$35.4 million which was 5% higher than the previous year of US\$33.3 million.

In the period of January – December 2011, Indonesian export of coconut shell

charcoal was 18,711 tons which was 7% higher than the previous year at 17,517 tons. The price of coconut shell charcoal experienced the same tendencies as activated carbon which fluctuated over the year. The higher price in 2012 was in November which was US\$346/ton and the lowest was in February which was US\$152/ton. The average price of coconut shell charcoal in 2012 was US\$227/ton. The price is higher than last year price of coconut shell charcoal which averaged at US\$210/ton.

Coconut shell charcoal activated carbon from Sri Lanka was mainly shipped to the USA which was 10,619 tons at around 38.6% of the total export of the country in 2012. This figure was down by 8% from the previous year at 11,531 tons. The second largest export destination of Sri Lanka activated carbon was to Russia which imported 2,281 tons of activated carbon in 2012. This was almost 20% higher than the volume exported last year. Other export destinations that showed a significant growth was France, Myanmar, Ukraine and Sweden which has a growth rate of 545%, 400%, 161% and 101%, respectively.



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## COMMUNITY NEWS

### **NATURAL PRODUCTS EXPO WEST IN ANAHEIM, CALIFORNIA, USA**

Executive Director Romulo N. Arancon, Jr. of the Asian and Pacific Coconut Community (APCC) and Alternate NLO for APCC and OIC-Deputy Administrator for Trade and Market Development Branch, Ms. Lucita M. Falcatan, attended the Natural Products Exposition in Anaheim, California, USA on 6 to 11 March 2013.

This mission is in line with the recommendation of the XLV COCOTECH Meeting which was held in Kochi, India in July 2012 and as endorsed by the 49<sup>th</sup> APCC Ministerial Meeting in Nadi, Fiji in January 2013.

The Natural Products Expo is an international event which brings together major industry players in manufacturing and marketing of natural, organic, and healthy products. This exposition had afforded the opportunity for the APCC Executive Director and Ms. Falcatan to observe current and upcoming market development, such as new products, packaging product innovations, consumer preferences, and purchasing trends. Gathered information would provide significant inputs in the preparation of coconut products roadshows being considered this year. Further, Mr. Arancon Jr. and Ms. Falcatan also had a short meeting with a key coconut processor in the USA and discussed strategies for a certified health claim with the FDA of the USA on coconut.

### **2ND NATIONAL COCO COIR SUMMIT IN THE PHILIPPINES**

The coir industry inter-agency convergence led by Department of Trade and Industry (DTI) and the Philippine Coconut Authority (PCA) has currently conducted the Second National Coco Coir Summit (March 21-22, 2013) to promote and advance the Philippine coco coir industry's growth, and help the country move toward achieving its

rural development goals. PCA Administrator Euclides G. Forbes and DTI Undersecretary Merly Cruz said that, "with the aim of promoting and developing the country's coco coir industry through this summit, we will pursue the government's development agenda to enable economic development and achieve inclusive growth and poverty reduction in the countryside."

Dubbed as "May Pera sa Bunot" (There is money in Coconut Husk) the summit gathers the industry's stakeholders and key players nationwide at the Queen Margarette Hotel in Lucena City, province of Quezon, to assess their performance status, update on the results of government interventions, share best practices for replication, and resolve their concerns. It will also serve as a venue to launch related projects and present forthcoming programs. Coconut is one of the country's biggest agricultural resources.

### **MICRONESIA LOOKS TO COCONUTS FOR SUSTAINABLE ENERGY**

A group working to revitalise the coconut industry in the Federated States of Micronesia says it could have far reaching implications for the rest of the Pacific region.

The main focus for Vital-FSM PetroCorp will be on the production of biofuel, which could pave the way for FSM to become self-sufficient in the future.

Spokesman Olivier Wortel has told Radio Australia's a strategy will be mapped out over the next few months which will provide a clearer picture of achievable targets. He says there is every prospect of developing a modern and economically viable industry.

"We're now engaged with the secretariat of the SPC we've engaged some coconut specialists, they've done mapping of the entire nation already with GIS technology," Mr. Wortel said.

"This is going to help us really determine how much of the FSM coconut tree stock is senile, what needs to be replanted, where are the better varieties and some of these more technical details.

"And this will allow us to start a comprehensive campaign...for replanting and cutting of the senile trees, and then using those trees for different purposes as identified through this process, either for lumber, for furniture, for bio-waste, for waste energy to actually use these old coconut trees and use them to actually create energy themselves."

Mr. Wortel says every part of the coconut tree will be used as a resource for economic gain or to produce sustainable energy. He says although this plan has been designed particularly for the FSM, other Pacific nations can benefit from the same strategy.

"Once we're done I think it will be an excellent - if nothing else - case study that could certainly be replicated in terms of lessons learned...and successes ultimately duplicated across the region if desired."  
(<http://www.abc.net.au/news>)

#### **FIJI GOVERNMENT COMMITTED TO REVITALIZE THE COCONUT INDUSTRY**

The Government of Fiji is committed on revitalizing the country's coconut industry and to accelerate coconut planting and replanting program. It is working on the introduction of replanting subsidy for farmers to motivate replanting coconuts in new areas. Recognizing the great need for replanting of coconuts to replace senile trees, Permanent Secretary for Agriculture Ropate Ligairi said, "The Ministry of Agriculture's Extension Division in its work program for 2012-2015 has and will continue to redress the issues of senile palms, low planting and replanting rate, availability of seedling to growers, distance from markets, low returns, volatile market price, intercropping and diversification options as well as the general technical support".

Through the Ministry's Small Island Concept, improved farms are identified on an island and then selection is narrowed down to improved individual palms where the Ministry will continue to source its seed nuts from to be raised in nurseries. Even though the rehabilitation program is concentrated in the

Northern and Eastern divisions, similar planting and replanting efforts for the Western division is being facilitated by the Ministry through the provision of free seedling while other associated costs are borne by the farmers.

#### **INDIA'S PER CAPITA CONSUMPTION OF EDIBLE OIL SET TO INCREASE**

India's per capita consumption of cooking oil is set to increase 4.2 percent in the current financial year encouraged by low prices of edible oils. Price-sensitive low strata consumers that make up about 40 per cent of India's edible oil demand are set to consume an additional 0.4 million MT of cooking oil this year, increasing its demand per capita to 13.92 kg this year as compared to 13.36 kg in the previous year. This, along with the continuous focus of the affluent class more on fast foods that are generally rich in oil, would set to raise India's overall consumption of cooking oil to 17.55 million MT this year, a rise of around one million MT or six per cent over the figure the previous year.

Dorab Mistry, Director, Godrej International and a global voice in edible oil industry said at the recently concluded palm and lauric oil price outlook forum in Kuala Lumpur, "we expect India's per capita edible oil consumption to continue to rise this year in the wake of sustained positive growth in the country's economy. Also price sensitive consumers continued excessive consumption this year, resulting in higher per capita consumption in the country." With estimated crude palm oil production between 19.5-19.7 in Malaysia and around 30.5 million MT in Indonesia, a large quantity of about six million MT of surplus oil is expected to remain available for world consumption for the current year. Large tracts oil palm plantations in Thailand, Central America, Colombia and Africa would also come into maturity during 2013. As a result total palm oil production in 2013 is set to grow by about 3.9 million MT globally. (*UCAP Bulletin*)

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## **VANUATU'S LARGEST COCONUT PLANTATION IS ABOUT TO GO ORGANIC**

More than 200 hundred growers, members of Sanma Community Coconuts on Espiritu Santo will be converting to organic.

The move is part of the Vanuatu Sustainable Agri Business Initiative which encourages producers and growers to go organic to increase profits.

According to the APCC Coconut Statistic 2011, Vanuatu has 1.22 M ha of the total area and 96,000 ha of area are under coconut. Exported copra, coconut oil and copra meal was 13,500, 7,200, and 1,200 MT, respectively. (<http://www.radioaustralia.net.au>)

## **INDIAN GOVT PLAN TO PRODUCE NEERA ON COMMERCIAL BASIS TURNS STALE**

The much-awaited programme to produce Neera, a coconut water-based soft drink, on commercial basis may be delayed as the panel set up to make recommendations in this regard has sought extension of its tenure. According to sources, the committee which met in the first week of February has decided to seek six-month extension. The nine-member panel headed by excise commissioner Anil Xavier was to submit the report before March 15, prior to the announcement of next year's Abkari policy and the state Budget.

Thought the UDP had declared in its election manifesto that it would allow coconut farmers to produce and sell Neera, a non-alcoholic beverage with high commercial value, the government has been dragging its feet on the matter due to various compulsions.

"We hope that the permission to extract Neera can be announced in the Abkari policy for the next year. But before that, we need to get the report of the committee," said excise Minister K. Babu. For allowing the commercial production of Neera, the government needs to amend the Abkari Act, in which toddy that comes under the category of liquor; is defined as fermented or unfermented juice extracted from coconut tree, date palm etc. Though Neera is non-alcoholic, the excise department still holds control of it. (*Media-Times of India*)

## **INDIA - KERALA FOOD SAFETY AUTHORITY TESTS COCONUT OIL FOR ADULTERATION**

Reports from Kochi, India say Kerala Food Safety authorities have commenced inspection of coconut oil arriving from Tamil Nadu following reports of adulteration with palm kernel oil. Thalath Mahamood, former President, Cochin Oil Merchants Association (COMA), said that the officials had started collecting coconut oil samples for a random inspection from traders in Ernakulam following complaints that spurious coconut oil mixed with palm kernel oil are landing in various parts of the State. He added, however, that Kerala was also receiving good quality oil from Tamil Nadu and only a few players were involved in the adulteration.

Around 30-40 tankers are coming to the State from Tamil Nadu every day and traders are complaining on the inferior quality of oil. A senior official at the Food Safety Authority said separate teams have been formed in Kochi, Kozhikode, and Thiruvananthapuram based on complaints from Kerafed on coconut oil adulteration. Samples have been collected from traders and will be sent for further inspection. Since the labs in Kerala are not equipped to test the level of adulteration, the samples will be sent to labs accredited by the National Accreditation Board for Testing and Calibration Laboratories. (*UCAP Bulletin*)

## **A COCONUT SHELL CHARCOAL COMMUNITY BUSINESS FROM INDONESIA**

It was based on his concern over two of his neighbors who left their work as factory workers because the garment factory where they work had to reduce the number of their employees. Mr. Sukya, a civil servant at a local district office in Balaraja Tangerang and friends decided to establish a small coconut shell charcoal (CSC) processing unit in Krui District, Lampung, Sumatera where the raw material (coconut shells) are available and one of the group comes from the area.

The initial investment was purchasing of four of drums for furnace and hiring of five

local workers. Their charcoal product is usually packed for 25 kg/bag then sent to small warehouse in Tangerang, 2 hrs drive from Jakarta, and transported to a coconut shell briquette processing plant in Bogor. The price of coconut shell charcoal is US 0.36/kg.

To fill up half empty truck from Lampung to Tangerang which drive 3 hours on land and 1.30 hours in ferry Mr. Sukya and his friends decided to buy 3,000 fresh mature coconuts to sell in the local market in Tangerang and Jakarta. In the local market, the price ranges from 0.28 - 0.33 USD/nut depending on the size.

Running after two years, Sukya and his friends survived on this business and at present, they try to market their coconut shell charcoal through the internet. They set legalities for their business operation and named their business CV. Bangun Karsa Karya Jaya which in Bahasa Indonesia means *Work for Success and Glory*. Sukya and his friends can be contacted at Perum Cisoka Indah Regensi Blok ET. 7/05 Jln. Raya Cisoka Ds. Sukatani Kec. Cisokaum Cisoka Indah Regensi Cisoka-Tangerang, Tangerang 15730, Banten, Indonesia. Email: bangunkarsakaryajaya@gmail.com.

## MARKET NEWS

### PHILIPPINE EXPORT OF COCO PRODUCTS UP SHARPLY IN FEBRUARY

UCAP preliminary data show Philippine export of coconut products in February reached 115,446 MT in copra terms, increasing substantially by 35.7% over similar month year ago at 85,080 MT. The figure, however, depicted a shortfall of 9.6% when compared with the 2012 monthly average at 127,636 MT.

All export products under review but desiccated coconut reflected magnified year-on-year growth in volume traded. Coconut oil export leaped 45.1% from 42,854 MT to 62,167 MT but fell 12.5% short of the average

monthly shipment last year at 71,020 MT. On the other hand, delivery of by-product copra meal at 52,605 MT expanded to more than fourfold the previous year total at 12,012 MT but was 2.3% shy of the monthly average last year at 53,837 MT. Oleochemicals export at 2,750 MT as copra more than doubled from previous year at 1,055 MT and topped the monthly average in 2012 at 2,129 MT by 29.2%. Desiccated coconut shipment, in contrast, dropped 11.7% to 9,067 MT from 10,272 MT but surpassed the monthly average last year at 8,240 MT by 10.0%. There was no reported export of copra this month against 121 MT logged in same month last year.

Total export for the first two months of 2013 amounted to 308,397 MT in copra terms, amplifying last year data at 198,717 MT by a whopping 55.2%. Breakdown is as follows, in MT: copra nil (209 last year), coconut oil 174,353 (106,372), copra meal 102,431 (39,426), desiccated coconut 17,170 (18,127), oleochemicals as copra 5,100 (1,640). (*UCAP Bulletin*)

### PHILIPPINES' TOP 10 NON-TRADITIONAL COCO EXPORTS UP EARNINGS IN 2012

The country's 10 leading non-traditional coconut products and by-products export turned in a total USD116.308 million in calendar year 2012. This bested the previous year earnings at USD110.998 million by 4.8%. The group accounted for 94.1% of total revenue from non-traditional export at USD123.546 million during the year.

The 2012 top 10 non-traditional exports, based on generated revenue, were as follows: (1) glycerin, (2) virgin coconut oil, (3) toilet/bath soap, (4) coconut water, (5) coconut milk powder, (6) liquid coconut milk, (7) nata de coco, (8) shampoo, (9) coir & coir products, and (10) acid oil. The top five performers maintained respective previous year rankings while acid oil was the newest member in the group after climbing three notches higher from last year. On the other hand, liquid coconut milk, shampoo and coir & coir products climbed a step upward while nata de coco dropped one step downward.

GLYCERIN earned USD28.833 million during the year from export of 30,313 MT. This year's volume was 6.6% higher from same period year-ago at 28,445 MT. Top destination was Japan with 16,000 MT (52.8%), followed far behind by China with 7,669 MT (25.3%). Other destinations each had market share of less than 4%, namely Korea, Singapore, United States, Russia, Malaysia, Hong Kong, Vietnam and 21 others.

VIRGIN COCONUT OIL had gross receipts of USD24.503 million from sale of 6,002 MT, an improvement by 22.2% from previous year at 4,914 MT. The United States was principal market capturing 3,465 MT, followed by Canada at 1,240, for respective participation of 57.7% and 20.7%. The balance was shared by 39 other countries that notably included among others Singapore, Germany, Brazil, China, Belgium, Australia, Malaysia, United Kingdom, Finland, Taiwan, Hong Kong and Netherlands.

TOILET/BATH SOAP generated income of USD19.873 million from shipment of 4,957 MT, a sharply reduced tonnage compared to 6,496 MT in the previous year (-23.7%). This year's export went to 49 countries led by Thailand which cornered 41.8% of total trade at 2,074 MT. Smaller volumes went to Vietnam at 547 MT (11.0%), Malaysia 521 MT (10.5%), Singapore 484 MT (9.7%), Indonesia 327 MT (6.6%), and India 247 MT (5.0%). Others took in less than 5% each.

COCONUT WATER export was valued USD18.543 million. Sales volume at 17.936 million liters rose by 7.5% from same period year ago at 16.685 million liters. The USA remained almost an exclusive market accounting for 77.2% from purchases of 13.846 million liters. The product also was sold to 37 other countries including Australia, Netherlands, Canada, Singapore, New Zealand, Hong Kong, Brazil, UAE, and Saudi Arabia.

COCONUT MILK POWDER export was worth USD5.774 million. The year's volume at 1,599 MT dropped by 35.5% from 2011 level at 2,481 MT. Top five importing countries

were Netherlands at 276 MT (17.3%), Japan at 241 MT (15.1%), USA 222 MT (13.9%), Brazil 154 MT (9.6%) and Korea at (7.6%). Twenty other countries took in the remaining 584 MT (36.5%).

LIQUID COCONUT MILK netted USD5.631 million from trade of 3,104 MT. Tonnage during the year rose by 6.3% from previous year at 2,919 MT. USA was the biggest country destinations at 813 MT (26.2%), trailed by Japan at 428 MT (13.8%), Thailand 414 MT (13.3%), Australia 408 MT (13.1%), China 166 MT (5.3%), United Kingdom 157 MT (5.1%), and Honduras 101 MT (3.25). Other 18 countries were jointly responsible for the remaining 618 MT (19.9%).

NATA DE COCO had turnover of USD5.030 million from deals amounting to 5,164 MT. This year's shipment sharply dropped by 18.6% from previous year at 6,346 MT. Japan remained a major destination responsible for 3,556 MT (68.9%) followed distance behind by the USA at 683 MT (13.2%). Thirty-seven other countries including Korea and Canada took in the remaining 926 MT.

SHAMPOO registered returns amounting to USD3.487 million from transactions involving 1,136 MT. This load expanded by 65.3% from year-ago at 687 MT. Key importers were UAE at 365 MT (32.1%) and South Africa 240 MT (21.1%). The rest consisting of 39 other countries together bought 531 MT or 46.7%.

COIR & COIR PRODUCTS shipment during the year cost USD3.204 million with quantity registered at 8,201 MT, above year-ago at 7,635 MT by 7.4%. This went chiefly to China at 5,809 MT (70.8%). Other destinations were USA 454 MT (5.5%), Korea 421 MT (5.1%), Singapore 405 MT (4.9%), Japan at 358 MT (4.4%) and 13 other countries which together accounted for 754 MT or 9.2%.

ACID OIL contributed USD1.429 million to the total revenue of the top 10 non-traditional exports with traded volume

reaching 1,879 MT (1,917 MT). China was virtually an exclusive buyer with uptake of 1,856 MT (98.8%). Pakistan shared 22 MT (1.2%). (*UCAP Bulletin*)

### **SRI LANKA DESICCATED COCONUT EXPORT DOWN IN DECEMBER 2012**

Figures from Sri Lanka's Coconut Development Authority show the country's export of desiccated coconut sharply dropped by 53.2% to 2,488 MT in December 2012 from 5,227 MT in a similar month year-ago. The shipment was worth USD4.238 million, a rapid decline by 63.3% from prior year at USD11.556 million. Average traded price at USD1,731.18/MT FOB plunged by 21.7% from prior year at USD2,211.34/MT.

Export in December went to at least 30 countries. The top eight importers held volume above 100 MT and collectively accounted for 64.5% of total trade. Leading the pack was U.A.E./Dubai with 341 MT (13.9% share), followed by Egypt with 280 MT (11.4%), United States with 227 MT (9.3%), Singapore with 183 MT (7.5%), Iran with 182 MT (7.4%), United Kingdom with 138 MT (5.6%), Spain with 129 MT (5.3%), and Brazil 100 MT (4.1%). The remaining 22 countries which aggregately accounted for 35.5% of total sales took in volume ranging from a low of 1 MT to a high of 91 MT.

Total export for calendar year 2012 was 40,224 MT, down by 12.1% from prior year at 45,761 MT. The top seven destinations during the year were Egypt with 4,594 MT (11.4%), UAE/Dubai 4,545 MT (11.3%), Saudi Arabia 3,588 MT (8.9%), Pakistan 2,946 MT (7.3%), United States 2,884 MT (7.2%), Jordan 2,687 MT (6.7%), and Iran 2,234 MT (5.6%). Five countries also took in significant volume ranging 1,006-1,853 MT and jointly accounted for 19.2%, namely, Spain, Germany, France, United Kingdom, and Portugal. (*UCAP Bulletin*)

### **SRI LANKA COCONUT SHELL CHARCOAL EXPORT UP IN 2012**

Figures from Sri Lanka's Coconut Development Authority (CDA) show the

country's export of coconut shell charcoal markedly increased by 39.6% to 6,919 MT in January-December 2012 from 4,957 MT in a similar period year-ago. The shipment worth USD3.697 million jumped 46.8% from last year at USD2.518 million. Average traded price at USD1,871.27/MT FOB fell by 4.9% from prior year at USD1,968.23/MT.

Export during the 12-month period went to at least 36 countries. The top two importers jointly accounted for 80% of total trade namely, Netherlands with uptake at 2,942 MT (42.5%) and Denmark with 2,597 MT (37.5%). Three other importers held volume above 100 MT and jointly contributed 14.6%: Japan 523 MT (7.6%), Vietnam 357 MT (5.2%) and Germany 126 MT (1.8%). The remaining 14 countries with combined share of 5.4% of total sales took in volume ranging from a low of 1 MT to a high of 56 MT. (*UCAP Bulletin*)

### **SRI LANKA ACTIVATED CARBON EXPORT DOWN IN 2012**

Figures from Sri Lanka's Coconut Development Authority show the country's export of activated carbon slid by 3.5% to 30,271 MT in January-December 2012 from 31,359 MT in a similar period year-ago. The shipment valued at USD68.575 million rose by 2.6% from previous year at USD66.833 million. Average traded price at USD2,265.37/MT FOB was up by 6.3% from prior year at USD2,131.20/MT.

Export during the calendar year 2012 went to at least 61 countries. The top eight importers held volumes above 1000 MT and collectively accounted for 75.0% of total trade. Leading the pack was United States with 11,942 MT (39.4% share), followed far behind by Russia with 2,465 MT (8.1%), Japan with 1,948 (6.4%), Turkey with 1,564 MT (5.2%), Singapore with 1,347 MT (4.4%), Italy with (1,328 MT (4.3%), Netherlands with 1059 MT (3.5%) and Germany with 1,051 MT (3.5%).

Twenty-one countries also took in significant volume ranging 101 MT-823 MT and jointly accounted for 20.6%, namely South Korea, United Kingdom, Finland, Sweden, China, South Africa, Taiwan,

Belgium, Estonia, France, Ecuador, Venezuela, Ukraine, Chile, Australia, Nicaragua, Switzerland, Indonesia, Iran, Hongkong and Croatia. The remaining 32 countries which aggregate accounted for 4.3% of total sales took in volume ranging from a low of 1 MT to a high of 80 MT. (*UCAP Bulletin*)

#### **COMBINED EXPORT OF WORLD'S TOP DESICCATORS DOWN IN NOVEMBER 2012**

A collated country data from the Philippine Coconut Authority and Sri Lanka's Coconut Development Authority show combined export in November 2012 from the world's major desiccated coconut producers, the Philippines and Sri Lanka, was down by 26.8% year-on-year to 9,254 MT from 12,643 MT.

Export from the Philippines at 7,121 MT, which accounted for 77% of combined volume, fell by 11.2% from 8,023 MT while shipment from Sri Lanka at 2,133 MT dropped more steeply by 46.2% from 4,620 MT. Average border prices likewise plummeted from similar month last year. Philippine desiccated coconut at USD1,307.40/MT FOB tumbled 47.7% from USD2,489.95/MT FOB and that of Sri Lanka plunged 31.8% to USD1,677.85/MT FOB from USD2,459.41/MT FOB.

The combined export for the period January-November 2012 at 126,404 MT slid by 10.8% same period year ago total at 141,757 MT. Export from the Philippines at 88,628 MT was behind by 12.4% from 101,223 MT. Shipment from Sri Lanka fell by 6.8% to 37,776 MT from 40,534 MT. In terms of market share, however, the Philippines was responsible for 70.1% and Sri Lanka 29.9%. (*UCAP Bulletin*)

#### **RUSSIAN IMPORT OF LAURIC OILS DOWN IN 2012**

Data from *Oil World* show Russia imported 79,000 MT of lauric oils in 2012, down by 9.9% from same period year-ago at 87,700 MT. Coconut oil accounted for 49.0% of the total with 38,700 MT (54,300 MT year-

ago), while palm kernel oil comprised 51.0% with 40,300 MT (33,400 MT). The decline in lauric oil import was exclusively on account of coconut oil which contracted by 28.7%. Import of palm kernel oil in contrast jumped 20.6%.

Bulk of lauric oil supply came from Indonesia at 51,400 MT (44,000 MT) of which 30,100 MT (22,300 MT) was palm kernel oil and 21,300 MT (21,700 MT) was coconut oil and represented 65.1% of the pack. Shipment from EU-27 was responsible for 12.8% and consisted of 10,100 MT (4,900 MT) of coconut oil only. Malaysia contributed 12.5% or 9,900 MT (27,700 MT) of which 6,700 MT (23,900 MT) was coconut oil and 3,200 MT (3,800 MT) was palm kernel oil. Purchases from other countries totaled 7,600 MT (10,660 MT) of which 600 MT (3,300 MT) was coconut oil and 7,000 MT (7,300 MT) was palm kernel oil. (*UCAP Bulletin*)

#### **U.S. IMPORT OF LAURIC OILS UP IN DECEMBER 2012**

Data from *Oil World* show the U.S. imported 62,300 MT of lauric oils in December 2012, a sharp rise by 24.8% from December year-ago at 49,900 MT. Of this total, coconut oil accounted for 63.9% or 39,800 MT (36,000 MT in the prior year) while palm kernel oil contributed the remaining 36.1% or 22,500 MT (13,900 MT).

The Philippines was top supplier of lauric oil to the U.S. during the month with shipment of 38,000 MT (21,300 MT) of coconut oil, the equivalent of 61.0% of total import. Malaysia was the second biggest origin of lauric oil, contributing 36.4% at 22,700 MT (13,700 MT) of which 22,200 MT (13,700 MT) was palm kernel oil and 500 MT (nil) was coconut oil. Indonesia shared 1.7% or 1,100 MT (14,600 MT) of which 1,000 MT (14,500 MT) was coconut oil and 100 MT (100 MT) was palm kernel oil. Purchases from other countries totaled 400 MT (200 MT) of which 200 MT (100 MT) was coconut oil and 200 MT (100 MT) was palm kernel oil.

The cumulative January-December 2012 figure stood at 767,900 MT, sliding by 6.3% from a comparable year earlier period

total at 819,400 MT. Coconut oil uptake was 511,200 MT (497,800 MT) of which 77.5% or 396,300 MT (332,700 MT) came from the Philippines. Palm kernel oil was 256,700 MT (321,600 MT) of which 93.7% or 240,500 MT (288,900 MT) originated from Malaysia. (*UCAP Bulletin*)

### **COCONUT GETS CELEBRITY STATUS AT THE OSCARS**

What USA Today names one of this year's big food trends, coconut, is kicking 2013 off with a smash at the Oscars. Backstage and in the dressing rooms at this year's Academy Awards, Hollywood elite will be enjoying Blue Monkey's 100% pure, not-from-concentrate Coconut Water and new Coconut Chips.

A family-owned company formed in response to the demand for quality, not-from-concentrate coconut water and all-natural juice and coconut blends, the Blue Monkey Coconut Collection makes its coconut water preservative free with nothing added. Naturally a great source of minerals and electrolytes, coconut water is also characteristically low in fat and calories; free of cholesterol and contains a natural balance of sodium, potassium, calcium and magnesium - making it a very healthy beverage. It's no wonder coconut water has received such solid celebrity recognition over the years.

Blue Monkey will also be premiering a new product at the star-struck Hollywood event: Coconut Chips. A delicious combination of salty and sweet, Blue Monkey's Coconut Chips are 100% natural, baked free of preservatives, and lightly sweetened with coconut nectar sugar and non-GMO cane sugar. Available in unsweetened, ginger and wasabi flavors, the product is a great source of heart-healthy fiber (packing in a solid seven grams per serving!) and is already available at most Whole Foods locations across the U.S. and Canada and online at Amazon.com.

"The philosophy of our company is to stay as pure as possible to the original source,

simply including what is found naturally in the coconut itself," shared Simon Ginsberg, Blue Monkey founder. "Coconut meat is often called the king of foods due to its wonderful texture and nutritional makeup. Maybe after the Oscars, coconut will be the king of Hollywood."

### **About Blue Monkey Coconut Collection**

Founded in 2010 by the husband and wife team of Simon and Mary-Jane Ginsberg (the pair behind the successful Ice Age Glacier water brand), all Blue Monkey coconut products feature 100% pure coconut – not from concentrate, with nothing added and preservative free. The Blue Monkey Coconut Collection is a full beverage line including juice blends and instant coconut water. Visit [www.bluemonkeydrinks.com](http://www.bluemonkeydrinks.com) for more information, and find the brand on Facebook and Twitter. (<http://www.fortmilltimes.com>)

### **BAI LAUNCHES COCONUT BEVERAGE WITH ELECTROLYTES**

A taste of the tropics is now part of the bai5 family of 100% natural Antioxidant Infusions. bai brands, llc today announced the introduction of Molokai Coconut, the brand's first coconut beverage and its first flavor to boast electrolytes. The new flavor is expected to be in stores by June 1st and will initially be offered as a summer thirst quencher, the first in a line of bai5 seasonal varieties.

"Molokai Coconut brings remarkable coconut taste to the coconut beverage experience," says bai brands Founder and CEO, Ben Weiss. "Coconut waters provide excellent hydration but none of the pleasant, tropical refreshment one would expect from the name," he says. "Molokai is the first product in the natural beverage space to deliver hydration, low calories, electrolytes and satisfying delicious flavor all in one."

The newest bai5 is infused with antioxidant-rich coffeefruit and lightly sweetened with organic stevia and all-natural erythritol. Molokai Coconut is gluten-free, low-glycemic, Kosher, vegan, GMO-free and soy-free. Since each BPA-free bottle is aseptically filled, the antioxidants and electrolytes in

Molokai remain potent. The brand's first-ever seasonal release provides refreshment for health-conscious consumers, sports enthusiasts and everyone who craves a cooling yet healthy drink for hot summer days.

"Molokai Coconut arrives in a marketplace crowded with coconut waters but thirsty for coconut taste," says bai brands Vice President of Sales, Ken Kurtz. "This category is expected to reach the \$1 billion mark by 2014, but until now it has struggled to deliver a taste profile that could appeal to the mainstream. bai5 Molokai Coconut changes all of that with a product that delivers great taste in an all-natural, 5-calorie format."

Consumers and industry were introduced to the island-fresh flavor of Molokai Coconut at Expo West in Anaheim, California.

#### **About Bai Brands LLC**

Bai brands, llc began in Indonesia where entrepreneur and coffee industry pioneer Ben Weiss stumbled upon the fact that coffeefruit, the casing that surrounds the coffee bean, is an antioxidant powerhouse. Back home in Princeton, New Jersey, he mixed coffeefruit and exotic fruit juices in his kitchen for over a year to create a great-tasting, healthful beverage. The result was an antioxidant-rich, refreshing line called bai. In August 2009 bai brands, llc was founded. A year later, in response to customer demand, a second line of beverages was launched: bai5, a low-calorie, low-sugar variety of the original recipe. It became an instant bestseller. Today, bai5 beverages are available online at Amazon.com, at leading retailers throughout the U.S. and at premium stores and supermarkets along the East Coast and West Coast. Every bottle of bai5 delivers a thirst-quenching experience that is 100% natural, infused with antioxidant power and flavored with exotic fruit juices. Eight delicious varieties packed with flavor not sugar. (<http://www.bevnet.com/news>)

#### **COCO COIR TUFTING PLANT TO BE ERECTED IN DAVAO CITY, PHILIPPINES**

A P150 million coco coir tufting plant facility is expected to be built in this city to

process coco coir fibers into mats, ropes, twines, and other coir products that will benefit thousands of coconut farmers providing coco husks as raw materials. Department of Trade and Industry (DTI) Undersecretary Merly Cruz said she has already met with the Philippine Coconut Authority (PCA) Administrator Euclides Forbes to discuss the plans for the proposed Tufting Facility Project. A complete business plan will be drawn up that includes a detailed production study, market study, financial study, and management study, Cruz said. The business plan will be prepared by a special study group composed of representatives from PCA, Department of Science and Technology, Bureau of Export Trade Promotions (DTI-BETP), and Department of Agriculture.

The study team visited two possible project sites in this city, the first one is located at the PCA Compound in Bago Oshiro, and the second is located at the company compound of the Regwill Industries in Ilang, Tibungco, about 15 kilometers north of the city proper. The study group is also looking into the possibility of getting a private firm to operate and manage a common service facility, and act as buying center for ropes and twines, and main processor and marketing center for tufted mats and other coir products. Construction of the tufting plant facility, along with fabrication work, is expected to start in May and expected to be finished and launched by July this year. (*UCAP Bulletin*)

#### **NATURAL PRODUCTS EXPO WEST 2013 PART II: NUTS FOR COCONUTS**

Another food found all over the Natural Products Expo West was coconut products. Coconut was once vilified, but as people are learning the truth about saturated fat, they're now embracing coconut as the super food that it is. Among many of its health benefits, coconut contributes to growth and proper functioning of the brain. Coconut can also be used to make a plethora of different foods: oils, sweeteners, flour, desserts, and many more. A number of companies utilizing coconuts for different purposes had booths at the Expo West.

NUTIVA has a great lines of super foods, including coconut and palm oils. Tropical oils were demonized for a long time. Even if vegetables are organic and non-GMO, their properties still change greatly under high heat, becoming rancid and having bad omega-3 / omega-6 ratios. Coconut and palm oil, on the other hand, remain stable when heated. Nutiva's efforts now is to promote fair trade and sustainable agriculture.

In addition to coconut being used for oils, flower buds can be cut from the coconut un-open inflorescence to obtain the sap then process to coconut sugar. This is a great alternative to any of the refined sugars, including cane sugar. It even has a lower glycemic index than dehydrated cane sugars like sucanat. The founder of BIG TREE FARMS (Mr. Benjamin Ripple) brought coconut sugars and participated in the Expo in this year. Big Tree Farms also produces several varieties of coconut palm nectar. The nectar is similar to a maple syrup and a much better alternative than agave nectar or high fructose corn syrup.

DANG FOODS founder and Chief Culinary Officer Mr. Vincent Kitirattragarn introduced his coconuts chips as a natural product. This was a sweet and tasty snack, further demonstrating the great versatility of the coconut.

In addition, the coconut products made in the Philippines were also presented in the booth of PREMIX - CELEBRES Companies. Moreover, coconut milk beverage, coconut milk creamer for coffee mix and coconut milk with chocolate taste were presented and be tested in the booth of SO DELICIOUS Company in the West Expo 2013. (<http://appropriateomnivore.com>)

#### **ZOLA INTRODUCES COCONUT WATER WITH PULP AT EXPO WEST 2013**

Zola®, maker of the fastest selling coconut water and Açaí juices in the United States, has expanded its product line to include an all-natural coconut water with pulp, just in time for Expo West 2013. Zola's newest addition furthers their commitment to going

directly to the source to find Mother Nature's most naturally hydrating and replenishing ingredients.

The coconut water market is growing significantly, with over \$104M in sales (up 60% from last year), and in less than one year since entering the fast growing coconut water category in March 2012, Zola has become the number four brand along with industry giants and the 1L has quickly become the fastest growing and fastest turning coconut water in U.S. Conventional Grocery.

Zola's newest addition, coconut water with pulp makes it easy to stay hydrated as it naturally contains five essential electrolytes (potassium, sodium, calcium, phosphorus and magnesium) and is a delicious and refreshing way to replenish, rehydrate and recover. By adding pieces of real coconut pulp, Zola's coconut water with pulp delivers a completely new hydration experience.

"We're thrilled to offer coconut water with pulp, our latest product, to meet our customer's demands," said CEO of Zola, Chris Cuvelier.

"We are committed to sourcing the best ingredients and have developed innovative processes for the highest quality, best tasting products on the market today."

Zola has become the fastest selling Açaí juice and coconut water brand and continues to expand with nationwide retail partners and distributors. Zola's coconut water and Açaí juices are now available at Lucky's, Safeway, SaveMart, Dominick's, ShopRite, Vons, Whole Foods, Duane Reade, and online at Amazon.com. (<http://www.redorbit.com/news>)

#### **COCONUT PRODUCTS SALES REACHED NEW HEIGHTS BUT NUTRITIONISTS WARN NOT BE OVERUSED**

The coconut craze has reached new heights, with health food retailers struggling to meet demands for the superfood trend, as consumers spend up big for coconut-derived waters, flours and dairy replacement products, despite the high saturated fat content, says a report by Sharnee Rawson, *The Courier-Mail*, Canberra.

Organic food retailer Deborah Wray reports that coconut water sales have tripled in the past six months, and her eight Wray Organic stores are unable to import enough coconut flour to keep up with customer demand. There's also strong demand for drinking coconuts and coconut milk-based beverages, yoghurts and ice cream. Coconut oil used for nutritional and beauty reasons sells for up to \$32.95 per liter online, while coconut flour costs \$15-20 per kg. Demand has steadily grown since Miranda Kerr was misquoted by *Cosmopolitan* magazine in late 2011 saying she consumed four tablespoons - rather than teaspoons - of the oil daily.

On the other hand, city-based nutritionist Jessica Cox cautions that it can be easy to overdo it. "It's not evil but it's not a miracle cure," she said. It would concern me if you were having a smoothie in the morning, with loads of coconut milk, snacking on coconut chips then roasting with coconut oil. "A certain amount of fat in the diet is really important but once you exceed that it will start to affect your fatty acid profile, which can bump up your cholesterol." (*UCAP Bulletin*)

## COCONUT TECHNOLOGY NEWS

### NEW NATURAL FAT ENHANCER DEVELOPED

Natural Taste Consulting (NTC) has developed a new natural fat enhancer that works by stimulating fat taste receptors, replicating the taste and aroma of fat. Derived from selected vegetable oil fractions, the company claims the new fat enhancer can replace up to 25% of the fat in a range of application, including bouillons, gravies, seasoning, meat products, snacks, ready meals and French fries. It is vegetarian and allergen-free. It would be used at a proportion of 0.1% to 0.2% in a ready-to-consume product, and can be labeled as 'natural flavor' on ingredient lists both in Europe and in the US. (*UCAP Bulletin*)

### IDEAL FOR FITNESS FREAKS, CITY-BASED INNOVATORS DEVELOP JUICER-CUM-COCONUT SCRAPER

Perhaps it might take you to the past, to those hot and dusty little villages of Tamil Nadu, where men would pedal out juice from sugarcane on hot summer days.

The new pedal-powered juicer-cum-coconut scraper, designed by a non-profit organisation based in the city- Innovation experience, looks nothing like the old contraption. It is compact and sleek and easy to use.

"As you move the pedal, be it any fruit, the juicer squeezes out the juice slowly. So slowly that it does not lose any of its nutritional elements as it happens in a fast-grinding juicer," said Shyam Kumar, Technical Director of Innovation experience.

"This is a home model. Think of a larger one with a lot of pedals. We can install such pedal-run juicers at public places like the Museum Grounds, where fitness freaks can get exercise done by pedaling and at the same time drink nutritious juice at the end of it," he added. Brimming with enthusiasm, Shyam even has a banner planned - one that says 'Juice Your Own Juice.'

"It is something that the Kudumbasree Mission can take up. One member will have to take up the running of the unit, but it should generate sufficient funds if the units are kept at appropriate places. We will be upgrading the product, changing the plastic parts to metallic ones," said Shyam.

What's more, an attachment for a coconut scraper can also be used in place of the juicer.

The pedal-powered juicer was one of the exhibited products at the British Chevening and UK Alumni Meet with a special focus on 'Young Innovators.' The Innovation experience had also demonstrated a solar bike and a solar reading lamp as well.

But they were not the only ones to think solar. Sreevas Sahasranamam came with the rich experience of having completed an

innovative rural solar electrification project in Kollam district funded by the Institution of Electrical and Electronic Engineers (IEEE).

“We worked in an area adjacent to the forest, away from the main electrical grid. There were eight families there with no access to electricity. Even post-graduate students had no means to study after 6 pm. So that was when we thought of the solar option,” said Sreevas.

They installed a single unit for five families that were nearby, generating enough energy to light up two CFL lamps per house. Even a book has been published on this project, titled ‘Rural electrification using solar power - a model for developing country’ and is available on Amazon.

ASIMOV Robotics, who conceptualise, design, manufacture and undertake projects to apply robotics to a range of sectors, including medicine, agriculture, space, defence and security and even entertainment, was also a participant at the Young Innovators meet. (*The New Indian Express*)

#### **FIJIAN - VCO PROCESSING EQUIPMENT**

A lot of good sense has been said about the potential in the coconut industry. This came with the Asian and Pacific Coconut Community Ministerial meeting ending in Nadi on last January.

The bigger local businesses have impressed the visiting delegates.

Two such were: (1) Punja & Sons Limited, of Lautoka, and Pacific Green Industries (Fiji) Limited, near Sigatoka. Punja & Sons process coconut oil, soap, shampoo, conditioners and coconut-based lotions, (2) Pacific Green Industries showcased some of its palm wood furniture that sells internationally. Another area of untapped potential lies in the virgin coconut oil industry.

The availability of Fijian-made equipment designed by Jim Bandy to ease the production of virgin coconut oil coincides well with Government’s plant-a-million-coconut-trees campaign.

A scraper, a dryer and a press are the three major pieces of equipment all personally

designed by Mr. Bandy to assist produce more and better quality virgin coconut oil. Interested equipment has been shown from neighbouring countries such as Kiribati and New Caledonia, and elsewhere.

Although an initial investment of \$30,000, the returns look lucrative as simple maths would indicate. At 700 coconuts a day, four days a week, you have a return of \$40,000 per year.

Mr. Bandy’s successful ‘Also Island Virgin Coconut Oil’ is proof of the high quality of this type of oil possible to produce here. The potential business in an increasingly health conscious world is great.

Now with more high-breed coconut trees being encouraged to be planted, it makes more sense than ever to invest in equipment like that developed by Mr. Bandy. Those who said the coconut industry was dead with the decline in copra prices are being proven wrong daily.

Innovative Fijian business people, supported by the initiatives of the Bainimarama Government, are showing there is not only life in coconuts. There’s also money to be made and jobs developed.

#### **KANSHI SALTED COCONUT BODY SCRUB**

The Salted Coconut Scrub does a great job of exfoliating without feeling scratchy or irritating the skin. Kanshi Salted Coconut body scrub made in India is a blend of natural sea salts and coconut shell which work to exfoliate and soften the skin. This scrub reveals touchable, silky, smooth skin. It’s mentioned that coconut provides an aromatic essence while sea salts and coconut shells thoroughly exfoliate and renew the skin’s surface.

#### **NEW BOOK ON COCONUT FLOUR RECIPES NOW AVAILABLE**

*Coconut Flour Gourmet: 150 Delicious Gluten-Free Coconut Flour Recipes*, by Bruce Fife and Leslie Fife is now available. Published by Picadilly Books, Ltd., the new book can be ordered online at [www.piccadillybooks.com](http://www.piccadillybooks.com) or email: [orders@piccadillybooks.com](mailto:orders@piccadillybooks.com).

## BIO-DIESEL NEWS

### INDONESIA TO MAKE BIODIESEL

According to The Jakarta Post newspaper (<http://tinyur1.com/palm-oil-Indonesia>), Indonesia is considering making biodiesel as a partial solution to its oversupply of palm. Deputy Trade Minister Bayu Krisnamurthi said on January 9 that there was need to convert up to 3 million metric tons (MMT) of palm oil into biodiesel. The government is considering subsidizing the production of more biodiesel as a means to lessen the country's dependence on fossil fuels. Because of the current oversupply of palm oil, Bayu also told the newspaper that the government expected the local palm oil industry to enlarge the capacity of its storage tanks from around 2.5 MMT, a one-month stock supply, to 8 MMT. (*Inform, March 2013*)

### AVIATION BIOFUEL TEST RESULTS IN CANADA

The National Research Council (NRC) of Canada flew the first civilian jet powered by 100% unblended biofuel on October 29, 2012 (see *Inform* 24:21, 2013). A Dassault Falcon 20 twin-engine jet flew over Ottawa, Canada, at 30,000 feet (9,000 meters), an altitude normally used by commercial aircraft. A Lockheed T-33 followed the Falcon 20 to collect information on the emissions generated by combusting the biofuel.

A team of experts analyzed the data and announced on January 7 there had been a 50% reduction in aerosol emission when using biofuel compared to conventional fuel. Furthermore, additional tests performed on a static engine showed a significant reduction in particles (up to 25%) and in black carbon emissions (up to 49%) compared to conventional fuel. These tests also showed a comparable engine performance, but an improvement of 1.5% in fuel consumption during the steady-state operations. The jet's engines required no modification, as the biofuel tested in-flight meets the specifications of petroleum - based fuels

(<http://tinyur1.com/AviationBiofuel>). (*Inform, March 2013*)

### ZUBIRI SUPPORTS HIGHER BIODIESEL BLEND

United Nationalist Alliance (UNA) senatorial candidate Juan Miguel Zubiri called on the Secretary of the Department of Energy (DOE) to give the Philippine biofuels sector serious attention by increasing the current coco biodiesel blend of 2 percent to 5 percent in all diesel fuel requirements. Under Republic Act 9367, otherwise known as Biofuels Act, DOE through the National Biodiesel Board is empowered to increase the biodiesel blend in all diesel fuel sold and distributed across the country by all oil companies. The current 2 percent blend has been in effect since January 19, 2009, increasing from 1 percent.

Zubiri was the principal author of the Biofuels Act. He stressed that the NBB was mandated by law to recommend to DOE within two years upon the effectivity of the law the maximum blending targets to promote wider utilization of biodiesel and allow a meaningful contribution of this alternative fuel to the country's energy consumption. Noting the sharp drop in copra prices at present, Zubiri said increasing the blend will increase demand for coconut and provide financial benefit to coconut farming communities. At the same time, it will lessen the country's dependence on imported oil. It will also further improve the country's air quality. (*UCAP Bulletin*)

## OTHER VEGETABLE OIL NEWS

### PALM AND LAURIC OILS CONFERENCE IN MALAYSIA

The 24<sup>th</sup> Annual Palm and Lauric Oils Conference and Exhibition 2013 (POC 2013) took place on March 04-06 at the Shangri-La Hotel in Kuala Lumpur. With the theme: "Price Volatility. Ride It. Manage It.", the event brought together the largest gathering of global players from the palm and edible oils industry to network and exchange ideas and

hear experts discuss the price outlook for the year. The event was hosted by Bursa Malaysia and supported by the Chicago Mercantile Exchange.

### **PALM OIL TO REMAIN AN ATTRACTIVE LONG TERM COMMODITY**

Malaysian Palm Oil Council (MPOC) Chief Executive Officer Tan Sri Dr. Yusof Basiron said palm oil continued to be an attractive long term commodity for producers and consumers. He said China, the European Union and India will continue to be "chronic" net importers of oils and fats through 10 million MT annually, with Malaysia and Indonesia, the two biggest palm oil producers, being net exporters. He was speaking at the Palm & Lauric Oils Conference & Exhibition held early this week in Kuala Lumpur, Malaysia.

However, Yusof said at present, the price of palm oil was affected by a temporary oversupply, and supply rationalization is needed to stabilize the market. He said the temporary supply imbalance is wrongly speculated as having reduced demand which affect price stability. "Demand is easy to forecast. But we have had to manage the extraordinary palm oil supply that occurred over three or four months of last year, and which led to a price drop, low prices and even reduced our projected price RM3,000 to RM2,700 a ton for 2012," he said in his address, "Market Challenges and Opportunities for Palm Oil in 2013 and Beyond".

On supply rationalization, he said it would include building more tanks to cater for peak months, and more ships for shipment during peak production periods. The issue, however, must be addressed both by Malaysia and Indonesia, as the biodiesel programs in both countries can stabilize palm oil prices. With respect to challenges in global palm oil industry, he cited ideology threat, growth of world population versus food security, scarcity of land, and global warming. (*UCAP Bulletin*)

### **MALAYSIA KEEPS PALM EXPORT TAX UNCHANGED**

Malaysia left the tax on crude palm oil exports unchanged for April as the world's second-largest producer seeks to boost shipments and cut near record inventories. Futures in Kuala Lumpur rallied.

Shipments will be taxed at 4.5 percent next month, the same as this month, as the reference price was set at 2,383.84 ringgit (\$762) a metric ton, within the minimum band for a levy to be applied, according to a Customs Department statement. The tariff was set at zero in January and February as the reference price was below the threshold that triggers the tax.

Malaysia said in October it would cut the export tax to between 4.5 percent and 8.5 percent from about 23 percent, to help trim record stockpiles and compete with Indonesia, the largest producer. Futures, which slumped to a three-year low of 2,217 ringgit on Dec. 13, have lost 29 percent in the past year because of falling demand.

"Palm oil investors are still counting on a seasonal drop off in production that could ease stocks and support prices," Gnanasekar Thiagarajan, Director at Mumbai-based Commtrendz Risk Management Services Pvt., wrote in a report today. "However, export data remains unimpressive so far. Malaysia's move to keep the April CPO export tax rate unchanged may mean a tepid export demand trend in April."

Shipments from Malaysia were little changed at 675,210 tons in the first 15 days of this month from 673,555 tons in the same period in February, surveyor Intertek said Friday. (*The Jakarta Post*, 16<sup>th</sup> March 2013)

### **DID YOU KNOW.....**

#### **THE APPLICATION OF OLEOCHEMICALS**

Coconut oil is a source of many oleochemicals such as fatty acids, glycerol, methyl esters, fatty alcohols, etc. Coconut oil has the maximum content of glycerin. The natural

glycerin has superior efficiency when used in pharmaceuticals and cosmetics. From the above primary chemicals various oleo-chemical derivatives or down stream chemicals such as alkanolamides, medium chain triglycerides, etc. are manufactured. The fatty acids of coconut oil can be fractioned to obtain industrially important products which have varied applications in many industries.

Oleo chemicals are also produced from coconut oil. The formation of basic oleo chemical substances like fatty acids, fatty acid methyl esters (FAME), fatty alcohols, fatty amines and glycerol are done by various chemical and enzymatic reactions. Intermediate chemical substances produced from these basic oleo chemical substances include alcohol ethoxylates, alcohol sulfates, alcohol ether sulfates, monoacylglycerols (MAG), diacylglycerols (DAG), structured triacylglycerols (TAG) and sugar esters. Consumer trend is increasing globally towards the application of oleochemicals in the detergent, soap and personal care products.

One of the applications of oleo chemicals is for biodiesel production. The fatty acids in coconut oil is esterified with an alcohol, commonly methanol to form methyl esters. Another common application is in the production of detergents and surfactants. Lauric acid is also used to produce sodium lauryl sulfate, the main ingredient in many personal care-products. Other applications include the production of lubricants, green solvents, and bioplastics.

#### **APPLICATIONS OF ACTIVATED CARBON**

Though activated carbon can be made from various kinds of biomass, coconut shell based activated carbon is reported to be superior in quality and commands a good price in the international market. Coconut shell activated carbon has certain inherent qualities that make them superior to activated carbons from other sources. High hardness levels (>95%) ensures superior material handling and minimizes dust generation, high surface area (up to 1300 m<sup>2</sup>/g) gives high adsorption efficiency and high microporosity (<20

Angstroms) gives high adsorption and retention capacity. This is important for the removal of low-molecular weight organics and trace levels of contaminants. Low ash content gives high purity preventing contamination of adsorbates. High density provides for economical containment for the same level.

#### **Applications**

##### *Waste Treatment*

Activated carbon can be used to treat a number of contaminants in liquid wastes including Non-biodegradable organic compounds (COD), Adsorbable Organic Halogens (AOX), Toxicity, Colour compounds and dyestuffs, Inhibitory compounds for biological treatment systems Aromatic compound including phenol and bis-phenol A (BPA), Chlorinated/halogenated organic compounds, Pesticides and a host of toxic substances.

##### *Air Pollution Control*

In the context of air pollution control, Volatile Organic Compounds (VOC's) from air and other gases can be removed by activated carbon to below the detection limit. Noxious compounds such as hydrogen sulphide and mercaptans are readily trapped through adsorption on activated carbon and help to prevent odours. Dioxins and heavy metals such as mercury and cadmium are not normally removed to low enough concentrations by conventional treatment. A range of industrial inorganic compounds and materials can be removed from gas streams, before venting to the atmosphere, using specialized impregnated or catalytic (Centaur) carbons.

##### *In the Food and Beverage Industry*

Activated carbon can be used in the Food and Beverage industry to decolourise, dechlorinate, deozone, decaffeinate, debitter, deodorize a number of food products.

##### *In the Pharmaceutical Industry*

In the Pharmaceutical Industry, activated carbons are used for removal of colour compounds, odour compounds, proteins and

other contaminants that could be present in the raw materials or that form during production.

#### *As a Catalyst*

With its large surface area, purity and relative hardness, activated carbon is an ideal carrier for catalytic metals or a catalyst by itself. Activated carbons have been successfully used as a catalyst in the manufacture of dry cell batteries, production of biodegradable herbicides like cyanuric chloride glyphosate, mercaptan removal in petroleum distillates and in the production and destruction of phosgene.

#### *In the production of natural gas*

Activated carbons have also been used for removal of mercury from natural gas for the production of L.N.G., removal of mercury from liquid hydrocarbons and the removal of mercaptans/thiols, hydrogen sulphide and amine solutions from natural gas and natural gas scrubbing.

#### *In the brewing industry*

Industrial uses of activated carbon also include its use for the purification of hydrocarbon contaminated Carbon Dioxide generated from the conversion of sugars to alcohol and its reuse for carbonation in the brewing industry thereby eliminating the need from purchasing Carbon Dioxide from outside sources.

#### *For the storage of gases*

It can also be used to remove trade lubrication oils from waste streams and in fruit storage for gas storage (under pressurized condition the extensively developed carbon porosity provides for greatly enhanced volume storage of either a pure gas, such as carbon dioxide or nitrogen, or a gas mixture such as air) and delivery and also in applications that provide alternatives to greenhouse gas emissions.

#### *In the Caustic soda Industry*

Caustic Soda is used extensively in, and is also a by-product from, the chlor-alkali industry. Mercury cells are used for production

of chlorine, hydrogen, and sodium (in a few plants potassium) hydroxides by electrolysis of a brine solution, and this can cause contamination. Steam activated and impregnated carbons are proven for this application.

#### *For the purification of Electroplating Chemicals*

Electroplating chemicals that become contaminated with organics and metal finishing residues can be purified by the use of steam activated carbon and the chemicals can be recycled for reuse. Chromium can be recovered from electroplating solutions.

#### *In Process Water treatment*

In process water treatment, activated carbons are used to remove tastes and odors, disinfection byproducts like chloramines, free and combined chlorine, trihalomethanes and halocarbons, for pH and alkalinity control, condensate recovery and treatment systems in steam generating operations, personal and collective protective masks against toxic gases including Industrial and military respirators.

#### *Other Applications*

Other applications include within air filtration systems in archives and museums, ozone management in ponds and aquaria, treatment of swimming pool water for removal of organic matter, chloroform, ozone, chloramines and other bonded chlorine and in cigarette filters, filters for treating cabin air in automobiles.

#### *Industrial Applications of Activated Carbon*

##### *Liquid-Phase applications*

- Refining and bleaching of vegetable oils
- Purification of potable and beverage water
- Treatment of municipal and industrial waste water
- Remediation of contaminated ground water by absorbing pesticides
- Purification of aquarium and pond water

- Purification, extraction and adsorption of pharmaceuticals and chemicals
- Solvent recovery
- Removal of color and odor contaminants in food

#### *Gas-Phase applications*

- Air purification systems like indoor air conditioning and industrial air cleaning systems
- Adsorption of hydrocarbon vapors and volatile organic compounds (VOC's)
- Solvent vapor recovery
- Clarification and purification of effluent and industrial gas
- Automotive evaporation control systems
- Gas masks and cigarette filters

#### *Gold Recovery*

High grade coconut shell based granular activated carbon is used to recover gold from low grade ores and residue streams. Activated carbon finding its applications in gold recovery process are: Carbon-in-pulp (CIP), Carbon-in-leach (CIL), and Carbon-in-column (CIC). (*Indian Coconut Journal*)

## COCONUT RECIPE

### **“Sugar-coated Coconut”**

#### *Ingredients:*

- 1 kg (about 4 cups) tender coconut meat, shredded
- 700 g (about 3 cups) sugar
- 1 tsp salt

#### *Methods:*

1. Blanch coconut meat.
2. Sprinkle with sugar and salt. Let stand for 15 minutes.
3. Stir-fry without oil
4. Spread evenly on flat tray and sun-dry.

5. Serve immediately or store in airtight container. Makes 15 servings.

(*COGENT Coconut Recipes*)

## BUSINESS OPPORTUNITIES

### ❖ **ACTIVATED CARBON AND COCONUT CHARCOAL BRIQUETTE**

Ready stock/supply capacity: 40 tons a month. Offered selling price: USD 340 per ton FOB Makassar, Indonesia. Warehouse and factory open for visit or survey. For further details contact:

Mr. Jadmiko  
PT. Asmir Agro Prima  
Jl. Insinyur Sutami No. 3  
Makasar  
Mobile: +62-82190659999  
Email: djadmiko\_sby@yahoo.com

### ❖ **VCO AND VCO-BASED PRODUCTS**

Virgin Coconut Oil (VCO) made in Indonesia by centrifugal process is available for domestic and international market. Other VCO based products such as herbal scent body soap, hand body lotion, coco-spa body scrub and sprayed flu care are also available. Interested parties may directly contact SME producer:

Mr. Wisnu Gardjito  
CEO Sumber Rejeki Ltd  
Permata Duta E3 No. 17  
Sukmajaya, Depok  
West Java  
Indonesia 16415  
Email: sumberkelapaindonesia@yahoo.com  
Mobile: 62-818802921  
Website: www.thegreencocoisland.net

### ❖ **COIR PITH / COCO FIBRE**

‘Alwin Coir Products’ is one of the largest manufacturing and exporting companies in India and supplying premium quality Coir Pith/Coco Fibre related products such as: 1) Coir Pith 5 kg bales; 2) Coir Pith 650 gm Briquettes; 3) Coir Pith Grow Bag (slab); 4) Coir Husk Chips; 5)

Coir/Coco Disk and 6) Coir Fibre / Coco Fibre. Interested buyers please visit [www.allwincoir.com](http://www.allwincoir.com) or directly contact:

Mr. Alwin  
 Managing Partner  
 Alwin Coir Products  
 Tuticorin-628210  
 Tamil Nadu, India  
 Website: [www.allwincoir.com](http://www.allwincoir.com)  
 Email: [info@allwincoir.com](mailto:info@allwincoir.com)  
 Tel: 91-4639-227545  
 Mobile: 91-98417 27594  
 Fax: 91-4639-227690  
 Skype ID: allwin85

❖ **COCONUT FIBRE**

GTL Company is looking for coconut fibre. Suppliers may directly contact:

Ms. Busayawan Santivarangkana  
 GTL (Thailand) Co., Ltd.  
 227 Soi Suanplu 6  
 South Sathorn Road  
 Thungmahamek, Sathorn  
 Bangkok 10120  
 Thailand  
 Tel: 662-675 4172-8  
 Fax: 662-675 4170-1  
 Mobile: 08-1814-1248  
 Email: [busayawan@gtl-thailand.com](mailto:busayawan@gtl-thailand.com)

❖ **COCONUT OIL**

A company is looking for crude (unrefined) coconut oil. Interested parties, please contact:

Mr. Gilberto Hernandez  
 Jose Paiewonsky e Hijos S.R.L.  
 Santiago R.D.  
 USA  
 Tel: 809-5751512 Ext. 240  
 Fax: 809-5758553  
 Email: [gilberto@josepaiewonsky.com](mailto:gilberto@josepaiewonsky.com)

❖ **DESICCATED COCONUT AND COCONUT MILK POWDER EXPORTER**

Viet Delta Corp. can supply the said products with good quality and at a competitive price. Interested parties may contact:

Ms. Susan Nguyen  
 Export Department

Viet Delta Corp.  
 20/5 Dinh Bo Linh, Ward 24  
 Binh Thanh District  
 Ho Chi Minh City  
 Vietnam  
 Tel: 84-8-35114928  
 Mobile: 84-01689977498  
 Fax: 84-8-38998085  
 Email: [sales14@vdelta.com.vn](mailto:sales14@vdelta.com.vn)

❖ **COCONUT OIL, DESICCATED COCONUT AND COCONUT FAT**

Agrirom the Romanian company based in Vietnam starts to import coconut products such as coconut oil, desiccated coconut and coconut fat. Interested parties may contact:

Ms. Marietta Keri  
 Sales representative  
 Vietnam  
 Tel: 84 (0) 165 931 5073  
 Email: [mariettakeri@agrirom.rot](mailto:mariettakeri@agrirom.rot)  
 Website: [www.agrirom.ro](http://www.agrirom.ro)

❖ **WHITE COPRA**

White copra produced in Indonesia is available for shipment at 4 tons/day. Interested parties, please contact:

Mr. Marzuki Chen  
 Jln. Raya Malingping Banyah Km.4  
 Desa Cilangkahan, Kec. Malingping  
 Lebak, Banten 42391  
 Indonesia  
 Tel: 62-818123052  
 Fax: 62-252-508020  
 Email: [marzuki.chen@gmail.com](mailto:marzuki.chen@gmail.com)

❖ **COCONUT WOOD**

A company is looking for suppliers of wood of red coconut and black palmyra (black palm tree) as lumber/timber/squares/logs/planks with specification of the thickness: 20/30/40/50 mm, widths: 5 – 15 cm (may be 20 cm), or square: 5x5 6x6 8x8 10x10 cm, Lengths: 1m+, high + medium density, best quality, and dry (AD+KD). Interesting parties may contact:

Mr. Mathias Pfeifhofer  
 Email: [brainwood@gmx.de](mailto:brainwood@gmx.de)

## STATISTICS

**Table 1. Monthly Export of Coconut Shell Charcoal by Selected Countries,  
2010-2012 (In MT)**

M O N T H	Indonesia			Philippines			Sri Lanka		
	2010*	2011*	2012	2010	2011	2012	2010	2011	2012
January	25,069	14,147	4,071	2,108	576	2,971	334	340	358
February	21,515	15,527	4,069	1,621	1,806	2,734	260	366	584
M a r c h	18,373	18,042	5,183	4,072	2,219	3,317	375	564	618
April	25,294	24,796	3,537	2,534	2,065	3,541	329	202	617
M a y	18,849	17,343	4,515	3,299	1,050	3,150	135	539	354
June	17,855	18,876	3,670	2,624	2,978	4,220	291	399	1,169
July	13,063	17,330	3,326	2,401	2,229	3,508	156	24	530
August	12,567	18,177	3,275	2,191	2,315	5,492	61	9	569
September	12,995	21,148	4,616	618	311	3,073	130	20	725
October	11,638	17,795	5,443	943	783	4,755	316	48	309
November	12,230	21,812	3,175	2,368	2,133	2,850	254	40	554
December	21,607	18,200	2,883	4,486	2,628	2,373	232	36	532
<b>TOTAL</b>	<b>189,562</b>	<b>223,193</b>	<b>47,762</b>	<b>29,265</b>	<b>21,093</b>	<b>41,984</b>	<b>2,873</b>	<b>2,586</b>	<b>6,919</b>

\*mixed with wood charcoal

**Table 2. Monthly Export of Activated Carbon by Selected Countries,  
2010-2012 (In MT)**

M O N T H	Indonesia			Philippines			Sri Lanka		
	2010	2011	2012	2010	2011	2012	2010	2011	2012
January	1,801	2,158	1,565	1,426	997	2,291	1,260	3,288	2,525
February	1,802	1,494	2,512	2,388	2,689	2,628	1,652	2,312	2,823
M a r c h	2,061	2,608	2,346	2,439	2,499	2,970	1,195	2,875	3,081
April	1,966	1,836	1,862	2,661	2,421	2,969	1,709	2,438	1,864
M a y	2,577	2,697	2,682	4,128	1,165	2085	2,061	2,603	2,599
June	1,903	2,030	2,105	1,936	1,693	3144	3,324	2,298	3,106
July	2,055	2,630	2,184	1,500	2,402	3029	2,903	3,211	2,026
August	2,218	1,756	1,616	3,828	1,673	1273	2,097	2,320	2,933
September	1,578	1,595	1,833	2,974	1,547	2867	3,972	4,393	2,274
October	2,607	1,816	2,520	2,487	2,399	5822	2,419	2,676	2,131
November	2,122	1,633	1,925	2,046	2,443	2100	3,434	3,798	2,151
December	2,101	1,750	1,585	1,759	405	565	2,756	3,048	2,758
<b>TOTAL</b>	<b>24,791</b>	<b>24,003</b>	<b>25,225</b>	<b>29,572</b>	<b>23,333</b>	<b>31,743</b>	<b>28,782</b>	<b>35,260</b>	<b>30,271</b>

**Table 3. Monthly Export of Activated Carbon by Selected Countries,  
2010-2012 (In MT)**

Month	Coconut Shell Charcoal				Activated Carbon			
	Volume (MT)		Value (US\$/000)		Volume (MT)		Value (US\$/000)	
	2011	2012	2011	2012	2011	2012	2011	2012
January	340	358	161.05	226.71	3,288	2,525	5,715.01	6,353.50
February	366	584	152.40	340.16	2,312	2,823	4,063.00	5,976.34
March	564	618	221.20	217.55	2,875	3,081	5,378.49	6,819.88
April	202	617	72.50	299.37	2,438	1,864	4,688.64	4,498.48
May	539	354	271.09	144.55	2,603	2,599	5,028.87	6,081.01
June	399	1,169	196.92	666.77	2,298	3,106	4,967.07	7,484.52
July	190	530	98.53	329.44	2,204	2,026	4,899.06	5,018.29
August	546	569	329.67	291.17	2,502	2,933	6,209.98	6,699.14
September	472	725	290.25	400.19	2,555	2,274	6,007.65	4,820.92
October	631	309	313.11	154.16	2,277	2,131	5,373.63	4,551.96
November	398	554	180.75	325.43	3,210	2,151	7,669.04	4,612.30
December	310	532	231.03	301.97	2,797	2,758	6,852.13	5,658.72
<b>Total</b>	<b>4,957</b>	<b>6,919</b>	<b>2,518.50</b>	<b>3,697.47</b>	<b>31,359</b>	<b>30,271</b>	<b>66,832.57</b>	<b>68,575.06</b>

**COMING EVENTS**

1. SEOUL FOOD & HOTEL 2013, 14-17 May 2013, at Korean International Exhibition Center, Korea.
2. THAI FEX (World of Food Asia 2013), 22-26 May 2013, at Challenger Hall 1, IMPACT Exhibition Center, Thailand.
3. Alimentaria Mexico 2013, 4-6 June 2013, at CENTRO BANAMEX, Mexico City, Mexico.
4. 119<sup>th</sup> International Oil Mill Supervisors Association Summer Convention, 16-18 June 2013, Denver, Colorado, USA.
5. FOOD TEIPEI, 26-29 June 2013, at Teipei World Trade Center, Nangang Exhibition Hall, Teipei, Taiwan.
6. Summer Fancy Food Show, 30 June-2 July 2013, at Jacob K. Javits Conventional Center, New York, United States.
7. The National Coconut Week, Philippines, August 2013.
8. Chile and A World of Oils, 20-23 August 2013, Sheraton Santiago Hotel and Convention Center, Santiago, Chile.
9. Sail the Asian Food Marketplace China 2013, 7-9 September 2013, at Shanghai New International, China.
10. 10<sup>th</sup> Oilseed & Oil Processing Short Course, 17-18 September 2013, Munich, Germany.
11. 54<sup>th</sup> International Conference on the Bioscience of Lipids, 17-21 September 2013, Bari, Italy.
12. Oils & Fats International (OFI) Asia 2013, 2-3 October 2013, Landmark Hotel, Bangkok, Thailand.
13. ANUGA 2013, 5-9 October 2013, at Cologne Exhibition Centre, Koeln Messplatz 1 Cologne, Germany.
14. American Fats & Oils Association Annual Meeting, 9-10 October 2013, New York, USA.
15. 11<sup>th</sup> Euro Fed Lipid Congress and 30<sup>th</sup> ISF Lectureship Series, 27-30 October 2013, Antalya, Turkey.

## APCC NEW PUBLICATIONS JUST RELEASED / AVAILABLE FOR SALE

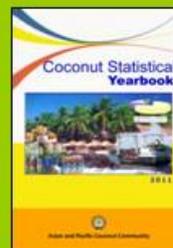
### Directory of Coconut Traders and Equipment Manufacturers.

Price including postage—  
US\$50 (APCC Member  
Countries) and US\$60 (Non-  
APCC Member Countries)



### Coconut Statistical Yearbook 2011.

Price including postage—US\$50  
(APCC Member Countries) and  
US\$60 (Non-APCC Member  
Countries)



### Inclusive Growth and Sustainable Development of the Coconut Industry - Proceedings of the 45<sup>th</sup> COCOTECH Meeting, 2012.

Price including postage—US\$50  
(APCC Member Countries) and  
US\$60 (Non-APCC Member  
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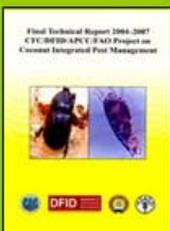
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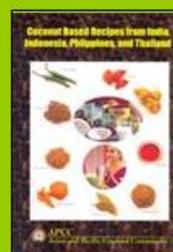


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