



# Ibiza

2024

## Market Report: Vegetable Fibres

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Friedrich Platt GmbH



# Friedrich Platt GmbH



- Established 1849 in Eberbach





# Friedrich Platt GmbH



- Established 1849 in Eberbach
- as a manufacture of curled hair for mattresses, sofas or chairs



# Friedrich Platt GmbH



- Brushes and Broom Filaments

- We are specialized in tipping, flagging & mixing of broom and brush filaments for different uses like paintbrushes, brooms, medical uses, food industrie, industrial & technical brushes,
  - Natural fibres like Arenga, Coconut Fibre, Tampico
  - Synthetic fibres like different kinds of Nylon, PPC, PVC...
  - animal hairs like horse tail hair, pig bristles and cattle tail hair ...
- tipped, flagged, mixed or pure
- and also epoxy resin



# Friedrich Platt GmbH



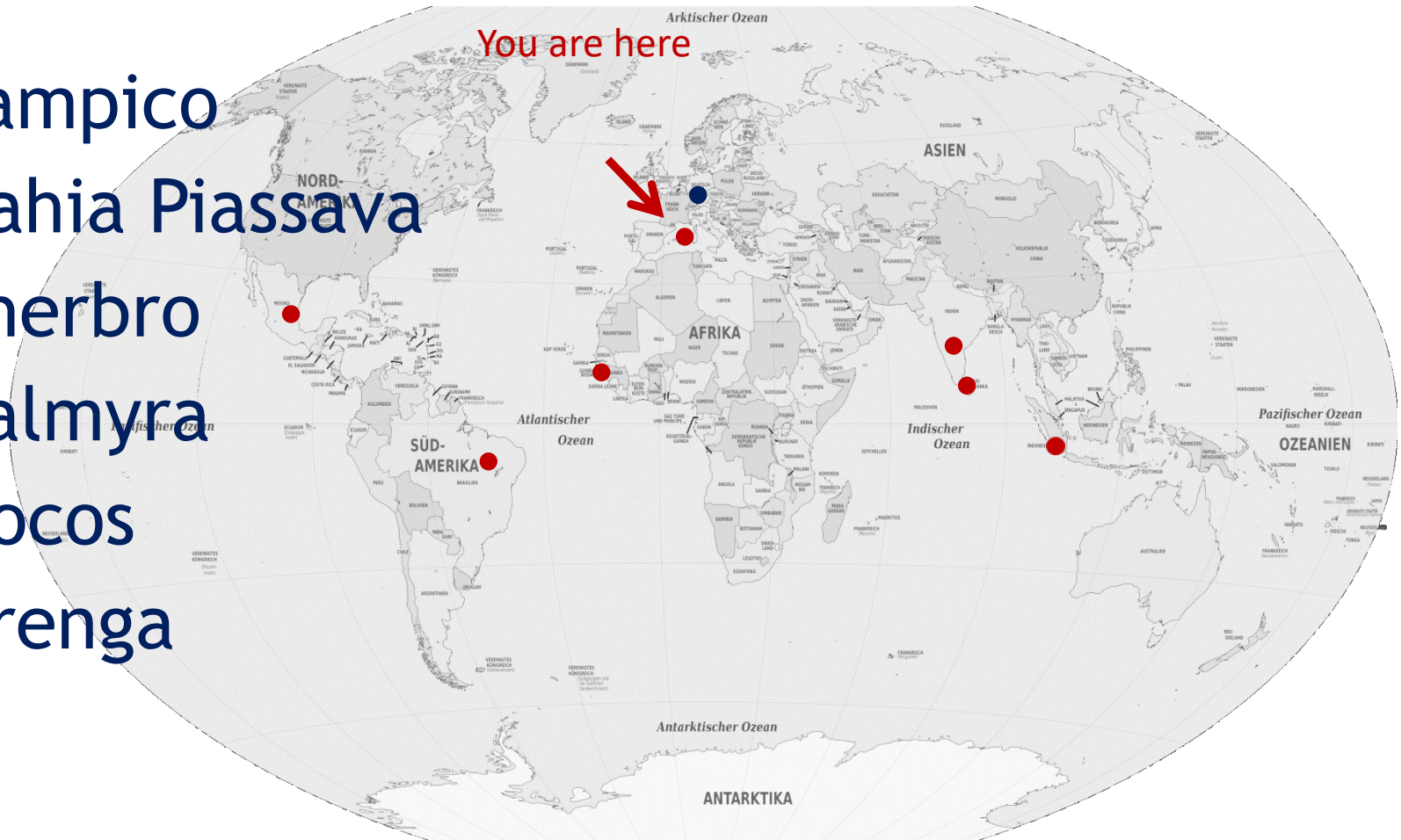
- and for mattresses, sofas or chairs
  - ⇒ our foam plastics branch
    - form cuts for furniture, automobiles, medical products or technical uses



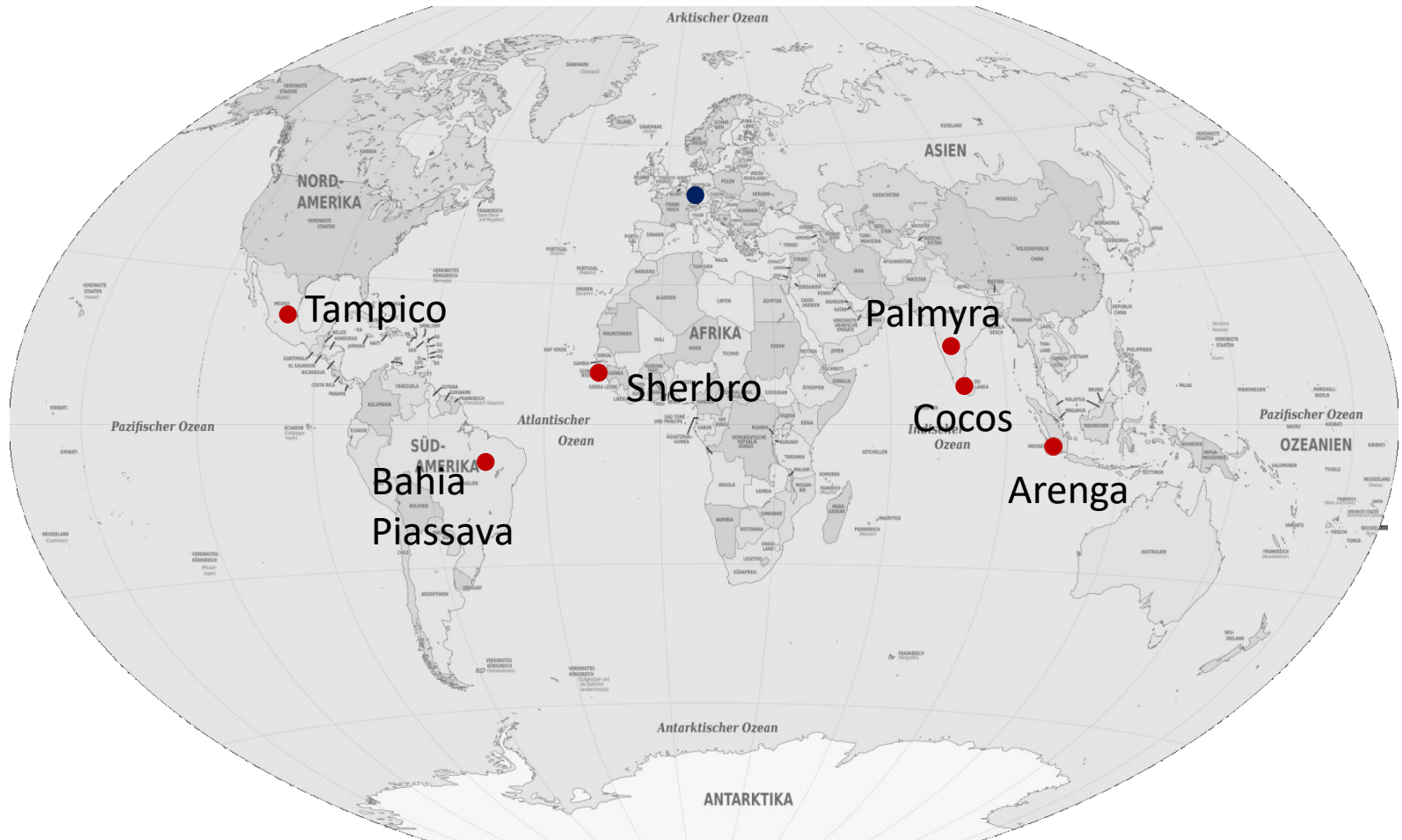


# Content

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




# Content



# Summary



Material	Availability	Quality	Price
Tampico			
Bahia Piassava			
Sherbro			
Palmyra			
Coconut			
Arenga			



# Tampico



# Tampico






**Prices:** Prices are rising because of the following factors:

- Constant price increases on energy
- Risen transportation costs
- Increased production costs
- Constant re-evaluation of the Peso versus the US dollar
- Lack of workforce in the fields (which are caused in part by better working opportunities in the cities and by governmental programs)

A change in the near future is not expected. Most of these factors are out of the producers' control.

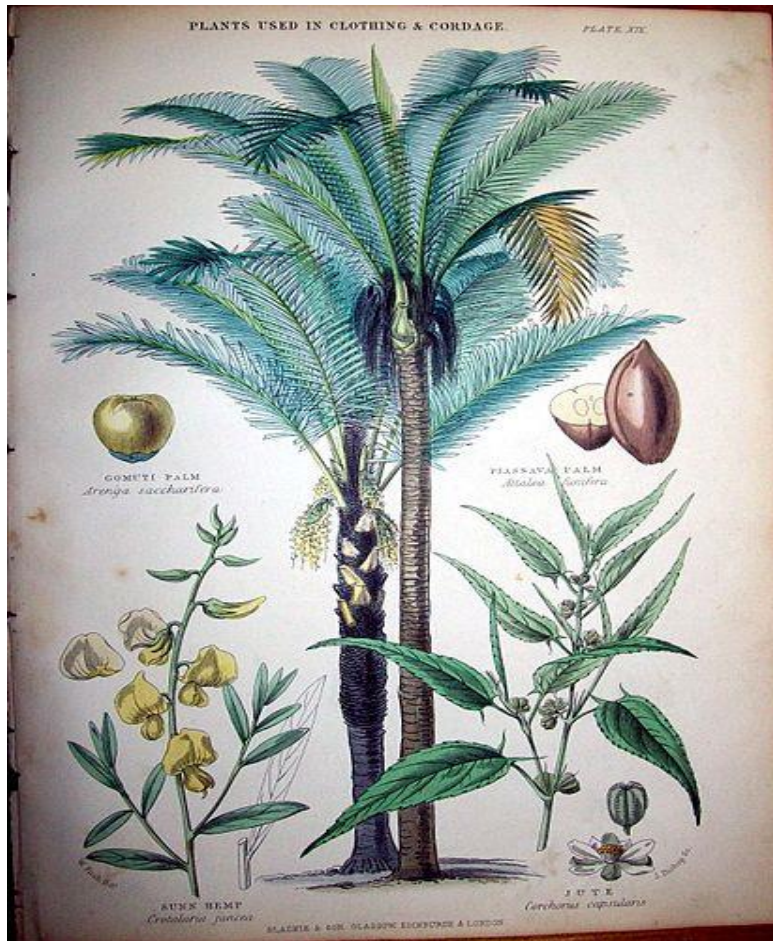
**Quality:** The drought has still impacts on the plants' cultivating region for several years now. It has affected the plants' quality. In spite of all, serious producers are committed to produce the best possible quality.

**Availability:** The drought and the lack of workers in the fields have shortened the raw material. Presumably, this situation will persist in the coming year.

Material	Availability	Quality	Price
Tampico			



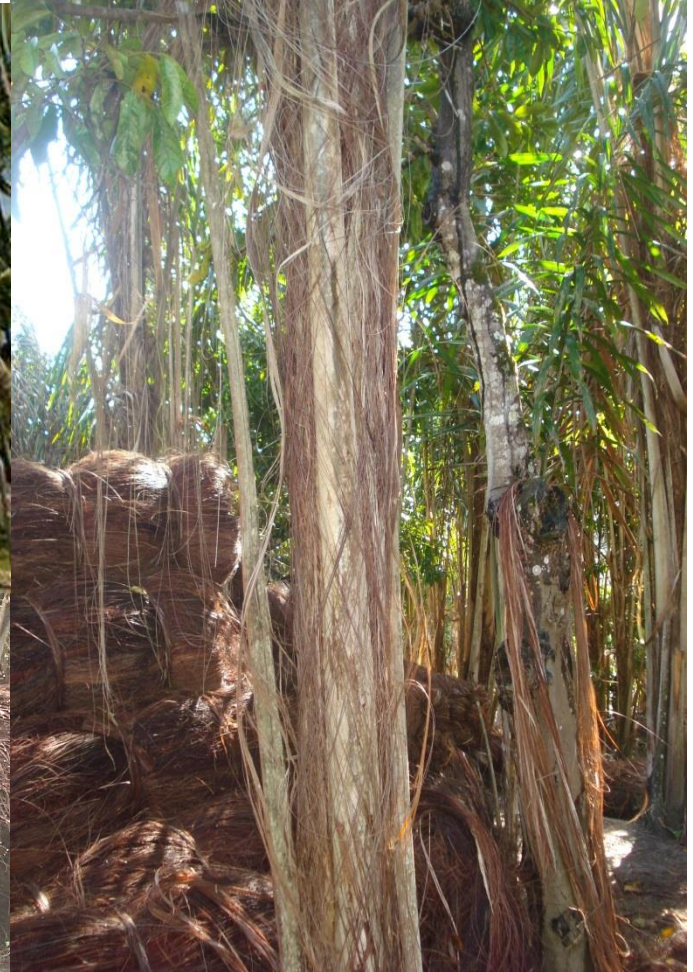
# Bahia Piassava





# Bahia Piassava

gained from palm trees








# Bahia Piassava



# Bahia Piassava



Material	Availability	Quality	Price
Bahia Piassava			

Prices: Prices are **slowly rising**.

Firstly, the raw material prices have risen.

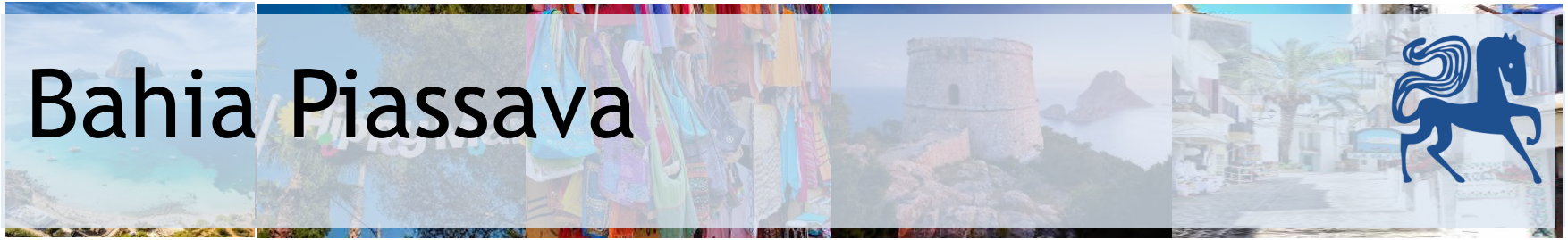
Secondly, every production run requires high investments in raw material and workforce.

Quality: The producers do their best to **keep the quality** consistently good.

Availability: There is high demand for the fibre, but its **availability is bad**. It takes very long time to obtain raw material of a sufficiently good quality. Another problem is finding workforce for its production.



# Bahia Piassava








# Sherbro





# Sherbro

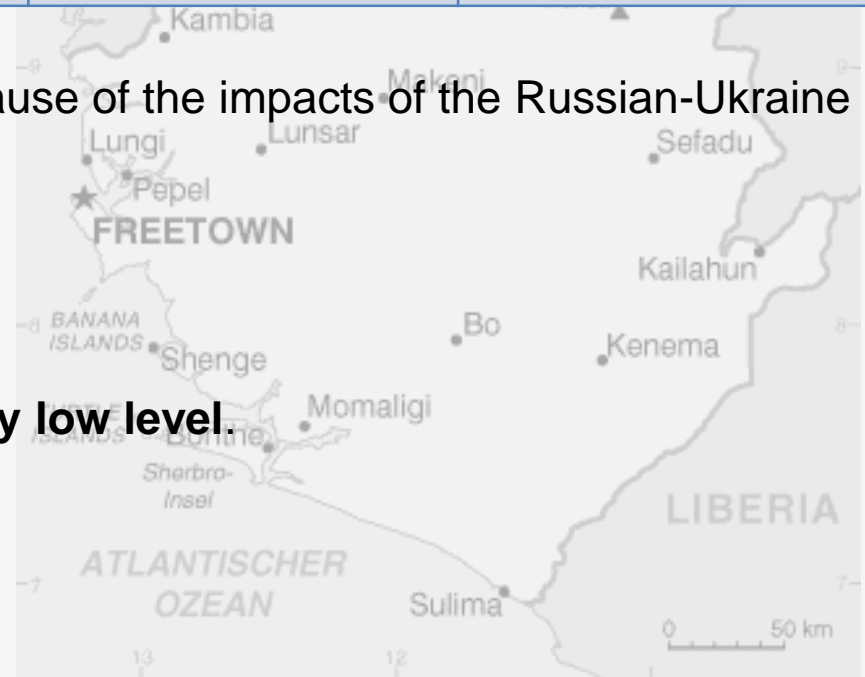


Material	Availability	Quality	Price
Sherbro			

Prices: The prices **continue rising** because of the impacts of the Russian-Ukraine war and increasing gas and fuel prices.

Quality: **Remains constant.**

Availability: The **production is on a very low level.**



# Palmyra





# Palmyra

Palmyra Market



# Palmyra



**Prices:** The price was **stable** in 2023. Price stability is expected, provided that nothing unforeseen happens.




The future prospects is a balanced market situation without great changes.

**Quality:**

Presumably, the **quality will remain consistent** and high-quality material will continue to be available. The volumes of processed fibre remain low. A shrinking number of workforce can restrict the production volumes.

**Availability:**

For the coming year, **no significant shortages are expected.** The supply is steady. The today's situation has now greatly improved.

Material	Availability	Quality	Price
Palmyra			



# Coconut Fibre



# Coconut Fibre



**Prices:** The following factors had impacts on the price situation 2023-2024:

- the world-wide demand for Coconut Fibre
- the **demand** for Coconut husks
- **Weather conditions** in Sri Lanka
- The Coconut harvest volumes
- The inflation level due to ongoing economic risks

The production of material was lower as in the years before. The freight rates increased in 2024 again due to the Red Sea crisis and due to high transportation demand from China.

These factors will influence prices and demand in 2024.





# Coconut Fibre






**Quality:** The prospect for 2024 is a lower quality than in the previous years.

The main influence factors on are

- The **weather situation:** Too much rain means less sun-drying of the fibres and consequently increased moisture in the bundles
- The **demand for Coconut Fibre:** At a high demand, the producers focus on high quantity volumes and less on high quality.

**Availability:** The prospect for the next 1-2 years is a shortness of material.

A serious rain period had drastically reduced the fibre production. Additionally, a very high demand in the agricultural sector for Coconut husk-based substrate (as growing medium) has shortened the supply.

Material	Availability	Quality	Price
Coconut Fibre			

# Arenga

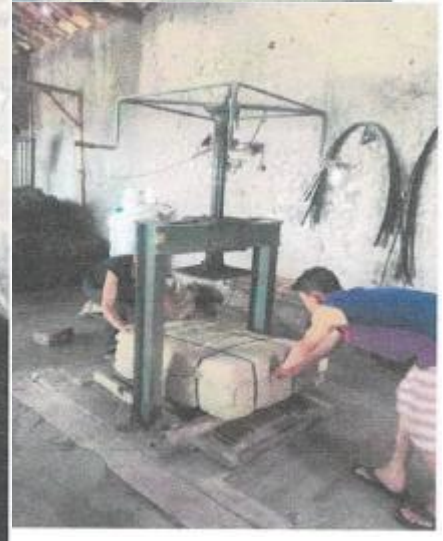
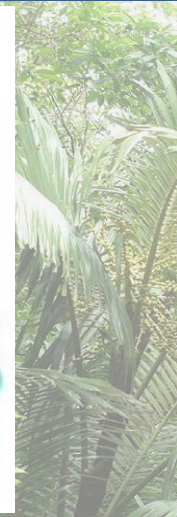
Lippy Max





# Arenga

Lippy Market



# Arenga




Lippy Max



Prices: The Arenga price has risen between 5% and 10%. The following factors are creating instability and are weakening the export prices:

- **increased local demand**
- **the inflation rate**
- **the wars** in Middle East and between Russia/Ukraine
- **an ongoing global weakness**
- **the exchange rate between Rupiah and Euro**

Quality: Consistent controls are required because the extraction of the fibres is completely done manually. This can make the quality vary from each worker in charge. The processing stages are cleaning, tidying, drying, grading, cutting, weighing and packing.

Material	Availability	Quality	Price
Arenga			



# Arenga

Lippy Market






The entirely manual extraction can cohere with the following delay factors:

**Weather:** The drying process requires sunlight; the Arenga farmers cannot work during the rain season.

**Production staff:** The Arenga workers are using a piecework system and are consequently less professional.

**Availability:** Due to Covid 19 and the Russia-Ukraine war, the supply situation has decreased. The production capacity has reduced from formerly 25-30 tons on 15-20 tons per month now.

In spite of all, the producers have always been able to deliver in accurate times and to schedule shipments according to their customers' requests.

Material	Availability	Quality	Price
Arenga			

# Summary



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Tampico			
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Thank You!