Market for U.S.-grown Botanicals
North American Botanical Crops with Economic Potential

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Traditional Medicinals
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Main Points of this Lecture

Main North American Botanical Crops:
 Cultivated, Wild-collected, Where grown?

Snapshot of U.S. Botanicals Exports and Imports

North American Botanicals with Official Standards
 Official Standards = Demand for Specific Grades

North American Botanical Farms
 Main Crops and Acreage

North American Botanical Distributors and Processors

Good Agricultural and Collection Practices for Botanicals

Relevant Trade Associations

Other Resources
Main North American Botanical Crops: Cultivated, Wild-Collected, Where grown?

**Aloe vera**: Cultivated in Texas, and Tamaulipas, Mexico

**American ginseng root**: Cultivated in Ontario, Wisconsin; wild collected in 19 States.

**Black cohosh rhizome**: Wild collected in Kentucky, Tennessee, Georgia, Ohio, North Carolina, Michigan, South Carolina, Virginia, West Virginia, Wisconsin

**Capsicum fruit**: Cultivated in New Mexico, Texas, Arizona, California

**Cranberry fruit**: Cultivated in Wisconsin, Massachusetts, Canada, New Jersey, Oregon, Washington

**Echinacea herb & root**: Cultivated in Oregon, Washington British Columbia; wild in many Midwestern and Mid-southern States

**Flax seed**: Cultivated mainly in Canada; also North Dakota, South Dakota, Montana, Minnesota
Main North American Botanical Crops: Cultivated, Wild-Collected, Where grown?

**Garlic bulb:** Cultivated in California

**Ginger rhizome:** Cultivated in Hawaii

**Hop strobile:** Cultivated in Oregon, Washington, Idaho

**Jojoba seed:** Cultivated in Sonoran Desert in Arizona, California and Mexico

**Lavender flower:** Cultivated in Oregon and Washington

**Peppermint leaf:** Cultivated in Oregon, Washington, Idaho

**Saw Palmetto fruit:** Wild collected in Florida

**Spearmint leaf:** Cultivated in Oregon, Washington
Snapshot of U.S. Botanicals Exports and Imports

SELECTED HIGH VOLUME BOTANICAL IMPORTS

1. USA imports ca. 128 million kg of Garlic annually
2. USA imports ca. 107.5 mg kg of Tea leaf annually of which about 12.5 million kg is Green Tea leaf
3. USA imports ca. 99 million kg of Capsicum fruit annually
4. USA imports ca. 48 million kg of herbal extracts (dry, liquid, soft)
5. USA imports ca. 32.5 million kg of Ginger rhizome annually
6. USA imports ca. 14.0 million kg of Psyllium husk and seed annually
7. USA imports ca. 6.5 million kg of Licorice root annually + 4.5 million kg of licorice extract
8. USA imports ca. 1 million kg of Senna leaf and pod annually + ?? million kg of senna extract
9. USA imports ca. 0.6 million kg of Ginseng root annually + 0.6 million kg of ginseng extract
10. USA imports ca. 0.4 million kg of Mint leaf annually
<table>
<thead>
<tr>
<th>HS Code</th>
<th>2006 Import Values in Dollars</th>
<th>Top five Suppliers</th>
</tr>
</thead>
<tbody>
<tr>
<td>070320 (fresh garlic)</td>
<td>90,334,000</td>
<td>China (77.4%), South Korea (13.6%)</td>
</tr>
<tr>
<td>0712904020 (dried garlic powder)</td>
<td>18,543,000</td>
<td>China (99.6%)</td>
</tr>
<tr>
<td>0712904040 (dried, whole/cut garlic)</td>
<td>30,769,000</td>
<td>China (99.2%)</td>
</tr>
<tr>
<td>HS Codes 0902 through 0910 (tea and</td>
<td>761,964,058</td>
<td>China (12.9%), India (12.7%),</td>
</tr>
<tr>
<td>spices)</td>
<td></td>
<td>Indonesia (8.8%), Germany (5.6%),</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Brazil (5.5%)</td>
</tr>
<tr>
<td>1211 (medicinal plants)</td>
<td>202,055,719</td>
<td>China (25.8%), India (16.2%),</td>
</tr>
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<td></td>
<td></td>
<td>Mexico (10.4%), Canada (6.3%),</td>
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<tr>
<td></td>
<td></td>
<td>Turkey (4.3%)</td>
</tr>
<tr>
<td>121220 (seaweeds, other algae)</td>
<td>64,286,419</td>
<td>China (28.1%), South Korea (16.4%),</td>
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<td></td>
<td></td>
<td>Canada (12.7%), Japan (12.2%)</td>
</tr>
<tr>
<td>1301 (natural gums and resins)</td>
<td>83,140,440</td>
<td>Chad (23.3%), France (18.1%),</td>
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<tr>
<td></td>
<td></td>
<td>India (12.4%), Thailand (10.8%), UK</td>
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<tr>
<td></td>
<td></td>
<td>(9.3%)</td>
</tr>
<tr>
<td>1302 (saps, herbal extracts, mucilages,</td>
<td>622,117,796</td>
<td>India (29.2%), China (12.3%),</td>
</tr>
<tr>
<td>agar-agar, pectic substances)</td>
<td></td>
<td>France (7.2%), Mexico (6.3%),</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Germany (4.7%)</td>
</tr>
<tr>
<td>140490 (vegetable products NESOI)</td>
<td>37,287,254</td>
<td>Mexico (42.7%), Italy (22.5%),</td>
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<tr>
<td></td>
<td></td>
<td>China (18.7%), Thailand (3.7%),</td>
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<td></td>
<td></td>
<td>Sri Lanka (2.5%)</td>
</tr>
<tr>
<td>151311 – 151319 (coconut oil)</td>
<td>284,282,364</td>
<td>Philippines (78.0%), Indonesia (15.7%),</td>
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<td></td>
<td></td>
<td>Malaysia (5.9%)</td>
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<tr>
<td>180400 (cocoa butter)</td>
<td>384,841,854</td>
<td>Malaysia (23.7%), Brazil (21.7%),</td>
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<td></td>
<td></td>
<td>Indonesia (15.4%), China (10.1%),</td>
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<td></td>
<td></td>
<td>Cote d’Ivoire (8.5%)</td>
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<tr>
<td>210120 (tea extracts)</td>
<td>116,601,000</td>
<td>Canada (47.4%), Mexico (12.3%),</td>
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<tr>
<td></td>
<td></td>
<td>India (10.9%), China (9.9%), Kenya</td>
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<tr>
<td></td>
<td></td>
<td>(5.3%)</td>
</tr>
<tr>
<td>283929 (cinchona alkaloids)</td>
<td>3,894,162</td>
<td>Germany (59.4%), Indonesia (31.0%),</td>
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<td></td>
<td></td>
<td>India (6.4%)</td>
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<tr>
<td>3301 (essential oils, resinoids)</td>
<td>424,784,913</td>
<td>Argentina (13.9%), India (12.9%),</td>
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<td></td>
<td></td>
<td>France (10.4%), China (8.9%), Mexico</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(7.0%)</td>
</tr>
<tr>
<td>330290 (mixed odoriferous substances</td>
<td>18,495,445</td>
<td>Canada (23.4%), Spain (23.0%),</td>
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<td>NESOI)</td>
<td></td>
<td>France (20.2%), UK (14.7%),</td>
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<td></td>
<td></td>
<td>Switzerland (8.2%)</td>
</tr>
<tr>
<td>440130 (natural gums)</td>
<td>252,588</td>
<td>Singapore (49.2%), South Korea (17.2%),</td>
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<td></td>
<td></td>
<td>Italy (12.6%), Sri Lanka (11.3%),</td>
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<tr>
<td></td>
<td></td>
<td>Canada (4.3%)</td>
</tr>
<tr>
<td><strong>TOTAL U.S. Imports</strong></td>
<td><strong>3,143,650,012</strong></td>
<td><strong>SOURCE:</strong> Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics.</td>
</tr>
</tbody>
</table>
Snapshot of U.S. Botanicals Exports and Imports

TABLE 1: U.S. Imports of Selected Herbs and Extracts / 2006 Import Volume (MT) / Percentage (%) of Total Quantities imported from China and Hong Kong (combined)

<table>
<thead>
<tr>
<th>Herb Name</th>
<th>HS Codes</th>
<th>2006 Quantity Imported (MT)</th>
<th>2006 Quantity from China + Hong Kong (MT)</th>
<th>% of total from China</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capsicum fruit (<em>Capsicum</em> spp.)</td>
<td>090420</td>
<td>99,003.3</td>
<td>15,082</td>
<td>15.2%</td>
</tr>
<tr>
<td>Essential oils &amp; resinoids</td>
<td>3301</td>
<td>35,983.8</td>
<td>3,048.6</td>
<td>8.5%</td>
</tr>
<tr>
<td>Garlic, fresh (<em>Allium sativum</em>)</td>
<td>070320</td>
<td>79,781.6</td>
<td>62,584.3</td>
<td>78.4%</td>
</tr>
<tr>
<td>Garlic, dried (<em>Allium sativum</em>)</td>
<td>07129040</td>
<td>48,615.4</td>
<td>48,354.9</td>
<td>99.5%</td>
</tr>
<tr>
<td>Garlic essential oil</td>
<td>3301295015</td>
<td>84.2</td>
<td>42.5</td>
<td>50.1%</td>
</tr>
<tr>
<td>Ginger rhizome (<em>Zingiber officinale</em>)</td>
<td>091010</td>
<td>32,553.2</td>
<td>25,594.9</td>
<td>78.6%</td>
</tr>
<tr>
<td>Ginseng root (<em>Panax</em> spp.)</td>
<td>121120</td>
<td>866.9</td>
<td>723.7</td>
<td>83.5%</td>
</tr>
<tr>
<td>Ginseng extracts</td>
<td>1302194020</td>
<td>675.7</td>
<td>465.9</td>
<td>68.9%</td>
</tr>
<tr>
<td>Herbal extracts &amp; saps</td>
<td>130211 thru 130219</td>
<td>47,198.4</td>
<td>7,432.5</td>
<td>15.8%</td>
</tr>
<tr>
<td>Licorice root (<em>Glycyrrhiza</em> spp.)</td>
<td>121110</td>
<td>6,421.9</td>
<td>212.5</td>
<td>3.3%</td>
</tr>
<tr>
<td>Licorice root extracts</td>
<td>130212</td>
<td>4,644.5</td>
<td>3,273.7</td>
<td>70.1%</td>
</tr>
<tr>
<td>Other medicinal plants</td>
<td>121190</td>
<td>50,341.0</td>
<td>7,587.1</td>
<td>15.1%</td>
</tr>
<tr>
<td>Tea leaf (<em>Camellia sinensis</em>)</td>
<td>0902</td>
<td>107,576.5</td>
<td>21,550.8</td>
<td>20.0%</td>
</tr>
</tbody>
</table>

# Snapshot of U.S. Botanicals Exports and Imports

## Table 2: U.S. Imports of Laxative Drug Active Ingredients, 2006, Volume (kg), % from India

<table>
<thead>
<tr>
<th>Herbal Ingredient</th>
<th>HS Code</th>
<th>Quantity Imported (kg)</th>
<th>Quantity from India (kg)</th>
<th>% of total from India</th>
</tr>
</thead>
<tbody>
<tr>
<td>Castor Oil</td>
<td>HS 151530</td>
<td>45,908,470</td>
<td>44,128,593</td>
<td>96.1%</td>
</tr>
<tr>
<td>Karaya Gum</td>
<td>HS 1301909040</td>
<td>229,206</td>
<td>157,150</td>
<td>68.6%</td>
</tr>
<tr>
<td>Psyllium Husk</td>
<td>HS 1211909020</td>
<td>12,553,953</td>
<td>12,378,748</td>
<td>98.6%</td>
</tr>
<tr>
<td>Senna Leaf &amp; Pod**</td>
<td>HS 12119022</td>
<td>410,200</td>
<td>410,200</td>
<td>?</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td>59,101,829</td>
<td>57,074,691</td>
<td>96.6%</td>
</tr>
</tbody>
</table>

** The senna imports shown here reflect only those quantities shipped directly from India, the major source country. Data is not readily available on quantities of Indian senna imported by USA from intermediate sources. A large amount of India senna is shipped to Europe where it is value-added and re-exported to North America (but under a general 6-digit HS Code). There are also other senna producing countries including Egypt and the Sudan.

**SOURCES:** (1) Foreign Trade Division, U.S. Census Bureau. Prepared by the Office of Trade and Industry Information (OTI), International Trade Administration, U.S. Department of Commerce; (2) Government of India Ministry of Commerce & Industry, Department of Commerce Export-Import Data Bank.
<table>
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</tr>
</thead>
<tbody>
<tr>
<td>American or Asian ginseng root, cultivated (Panax quinquefolius or P. ginseng)</td>
<td>1211200020</td>
<td>465.3</td>
<td>598.4</td>
<td>495.4</td>
<td>284.0</td>
<td>295.4</td>
<td>121.7</td>
</tr>
<tr>
<td>American- and/or Asian ginseng root, wild</td>
<td>1211200040</td>
<td>48.0</td>
<td>15.9</td>
<td>157.0</td>
<td>188.6</td>
<td>119.2</td>
<td>96.1</td>
</tr>
<tr>
<td>Asian ginseng root, crude extracts</td>
<td>1302194020</td>
<td>708.0</td>
<td>529.0</td>
<td>628.5</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Capsicum fruit (Capsicum spp.), dried, crushed or ground</td>
<td>0904202000</td>
<td>12,428.3</td>
<td>14,134.9</td>
<td>21,343.3</td>
<td>7,054.5</td>
<td>6,446.0</td>
<td>5,483.1</td>
</tr>
<tr>
<td>Coca leaf, dried (Erythroxylum coca)</td>
<td>1211300000</td>
<td>111.7</td>
<td>90.7</td>
<td>45.4</td>
<td>0</td>
<td>0</td>
<td>0.2</td>
</tr>
<tr>
<td>Flax seed (Linum usitatissimum)</td>
<td>1204000090</td>
<td>36,037.0</td>
<td>42,209.1</td>
<td>50,996.8</td>
<td>66,953.4</td>
<td>31,598.8</td>
<td>87,541.4</td>
</tr>
<tr>
<td>Garlic bulb, powder (Allium sativum)</td>
<td>0712904020</td>
<td>8,686.7</td>
<td>13,781.2</td>
<td>13,298.8</td>
<td>1,832.3</td>
<td>2,004.7</td>
<td>2,426.3</td>
</tr>
<tr>
<td>Garlic bulb, dried, whole, cut, sliced or broken (not powdered)</td>
<td>0712904040</td>
<td>26,731.0</td>
<td>20,924.2</td>
<td>19,446.5</td>
<td>4,656.8</td>
<td>4,171.2</td>
<td>4,845.1</td>
</tr>
<tr>
<td>Garlic essential oil</td>
<td>3301295015</td>
<td>78.9</td>
<td>99.6</td>
<td>79.1</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Ginger rhizome (Zingiber officinale)</td>
<td>0910100000/2000/4000</td>
<td>27,349.1</td>
<td>29,002.4</td>
<td>32,026.5</td>
<td>647.3</td>
<td>564.0</td>
<td>716.1</td>
</tr>
<tr>
<td>Green tea leaf, dried (Camellia sinensis)</td>
<td>0902100000</td>
<td>12,053.5</td>
<td>11,772.6</td>
<td>14,146.4</td>
<td>1,996.5</td>
<td>2,138.9</td>
<td>1,979.1</td>
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</tr>
<tr>
<td>Hemp oil (Cannabis spp.)</td>
<td>1515908010</td>
<td>742.4</td>
<td>328.3</td>
<td>286.6</td>
<td>0</td>
<td>0</td>
<td>0</td>
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<tr>
<td>Hop strobele, whole (Humulus lupulus)</td>
<td>1210100000</td>
<td>2,325.5</td>
<td>813.1</td>
<td>139.8</td>
<td>631.6</td>
<td>425.5</td>
<td>504.2</td>
</tr>
<tr>
<td>Hop strobele, pellets</td>
<td>1210200020</td>
<td>2,609.0</td>
<td>2,762.4</td>
<td>3,576.3</td>
<td>4,915.9</td>
<td>5,898.6</td>
<td>5,054.5</td>
</tr>
<tr>
<td>Hops, ground or powder</td>
<td>1210200040</td>
<td>35.5</td>
<td>11.5</td>
<td>15.0</td>
<td>508.9</td>
<td>409.3</td>
<td>75.3</td>
</tr>
<tr>
<td>Hop strobele extracts</td>
<td>1302130000</td>
<td>86.2</td>
<td>80.4</td>
<td>79.4</td>
<td>4,917.3</td>
<td>5,527.7</td>
<td>4,613.8</td>
</tr>
<tr>
<td>Jojoba bean oil (Simmondsia chinensis)</td>
<td>1515906000</td>
<td>303.1</td>
<td>258.5</td>
<td>643.4</td>
<td>148.2</td>
<td>209.5</td>
<td>263.4</td>
</tr>
<tr>
<td>Lavender flw essential oil (Lavandula spp.)</td>
<td>3301230000</td>
<td>432.0</td>
<td>496.4</td>
<td>424.0</td>
<td>44.6</td>
<td>52.2</td>
<td>75.7</td>
</tr>
<tr>
<td>Lemon peel essential oil (Citrus x limon)</td>
<td>3301130000</td>
<td>3,848.7</td>
<td>3,244.3</td>
<td>4,580.0</td>
<td>871.5</td>
<td>1,101.0</td>
<td>1,579.2</td>
</tr>
<tr>
<td>Licorice root, dried (Glycyrrhiza spp.)</td>
<td>1211100000</td>
<td>11,675.4</td>
<td>9,764.3</td>
<td>7,165.2</td>
<td>160.0</td>
<td>106.0</td>
<td>48.5</td>
</tr>
<tr>
<td>Licorice root extracts</td>
<td>1302120000</td>
<td>4,547.5</td>
<td>3,281.0</td>
<td>3,209.6</td>
<td>5,180.1</td>
<td>8,158.0</td>
<td>12,204.3</td>
</tr>
<tr>
<td>Maté leaf, dried (Ilex paraguariensis)</td>
<td>0903000000</td>
<td>984.6</td>
<td>849.7</td>
<td>1,093.7</td>
<td>39.7</td>
<td>62.9</td>
<td>10.6</td>
</tr>
<tr>
<td>Mint leaf, unprocessed (peppermint, spearmint)</td>
<td>1211902000</td>
<td>123.2</td>
<td>177.0</td>
<td>156.3</td>
<td>?</td>
<td>?</td>
<td>?</td>
</tr>
<tr>
<td>Mint, used as herbal tea</td>
<td>1211904020</td>
<td>121.6</td>
<td>82.3</td>
<td>178.9</td>
<td>?</td>
<td>?</td>
<td>?</td>
</tr>
<tr>
<td>Mint leaf, cut, crsh, pwd</td>
<td>1211904040</td>
<td>177.8</td>
<td>171.9</td>
<td>124.1</td>
<td>?</td>
<td>?</td>
<td>?</td>
</tr>
<tr>
<td>Mint leaf essential oil (cornmint)</td>
<td>3301250010</td>
<td>981.4</td>
<td>884.5</td>
<td>869.0</td>
<td>?</td>
<td>?</td>
<td>?</td>
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<tr>
<td>Mint leaf essential oil (peppermint leaf)</td>
<td>3301240000</td>
<td>623.0</td>
<td>635.1</td>
<td>798.7</td>
<td>2,406.2</td>
<td>2,192.6</td>
<td>2,666.6</td>
</tr>
<tr>
<td>Mint leaf essential oil (spearmint leaf)</td>
<td>3301250020</td>
<td>505.3</td>
<td>618.7</td>
<td>758.2</td>
<td>769.3</td>
<td>865.3</td>
<td>807.6</td>
</tr>
<tr>
<td>Mint leaf essential oil (other mints: NESOI)</td>
<td>3301250050</td>
<td>80.6</td>
<td>113.5</td>
<td>86.6</td>
<td>429.7</td>
<td>456.5</td>
<td>234.0</td>
</tr>
<tr>
<td>Opium poppy exudate (Papaver somniferum)</td>
<td>1302110000</td>
<td>260.4</td>
<td>44.6</td>
<td>91.3</td>
<td>63.4</td>
<td>20.9</td>
<td>18.0</td>
</tr>
<tr>
<td>Orange peel essential oil (Citrus sinensis)</td>
<td>3301120000</td>
<td>12,292.3</td>
<td>10,097.7</td>
<td>19,072.6</td>
<td>7,164.0</td>
<td>8,129.5</td>
<td>6,813.9</td>
</tr>
<tr>
<td>Psyllium seed husk (Plantago spp.)</td>
<td>1211909020</td>
<td>14,012.2</td>
<td>13,584.8</td>
<td>14,441.4</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Other herbs used as herbal teas (single species), NESOI</td>
<td>1211909080</td>
<td>7,182.9</td>
<td>7,272.0</td>
<td>6,680.7</td>
<td>1,400.7</td>
<td>1,806.4</td>
<td>2,567.3</td>
</tr>
<tr>
<td>Other herbs used as herbal teas (mixed species), NESOI</td>
<td>2106906587</td>
<td>1,920.0</td>
<td>1,991.4</td>
<td>1,505.8</td>
<td>6,889.9</td>
<td>14,443.5</td>
<td>14,925.3</td>
</tr>
<tr>
<td>Other herbs used in pharmacy, NESOI</td>
<td>1211909090</td>
<td>16,429.8</td>
<td>16,280.4</td>
<td>19,627.2</td>
<td>5,595.7</td>
<td>7,617.3</td>
<td>7,223.3</td>
</tr>
<tr>
<td>Other medicinal herbal extracts and saps, NESOI</td>
<td>1302190000</td>
<td>23,579.3</td>
<td>25,291.6</td>
<td>21,548.5</td>
<td>6,691.4</td>
<td>5,885.8</td>
<td>6,817.6</td>
</tr>
</tbody>
</table>

TABLE 3 (Cont.): USA: SELECTED HERB IMPORTS & EXPORTS (including re-exports)
North American Botanicals with Official USP Quality Standards

Official Standards = Demand for Specific Grade Designations
<table>
<thead>
<tr>
<th>USP Botanical Articles that are grown in North America</th>
<th>Mainly Cultivated</th>
<th>Mainly Wild Harvest</th>
<th>Where mainly?</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Aloe:</strong> dried latex of leaf</td>
<td>X</td>
<td></td>
<td>Texas</td>
</tr>
<tr>
<td><strong>American Ginseng:</strong> dried roots</td>
<td>X</td>
<td></td>
<td>Ontario, Wisconsin</td>
</tr>
<tr>
<td><strong>Black Cohosh:</strong> dried rhizome and roots</td>
<td></td>
<td>X</td>
<td>Kentucky, Tennessee, Georgia, Ohio, North Carolina, Michigan, South Carolina, Virginia, West Virginia, Wisconsin</td>
</tr>
<tr>
<td><strong>Capsicum:</strong> dried ripe fruit</td>
<td>X</td>
<td></td>
<td>New Mexico, Texas, Arizona, California</td>
</tr>
<tr>
<td><strong>Caraway:</strong> dried ripe fruit</td>
<td>X</td>
<td></td>
<td>Canada</td>
</tr>
<tr>
<td><strong>Cascara Sagrada:</strong> dried, aged bark</td>
<td></td>
<td>X</td>
<td>California, Oregon, Washington, British Columbia, Idaho, Montana</td>
</tr>
<tr>
<td><strong>Coriander oil:</strong> Steam distilled volatile oil</td>
<td>X</td>
<td></td>
<td>Canada</td>
</tr>
<tr>
<td><strong>Cranberry Liquid Preparation:</strong> juice derived from fruits</td>
<td>X</td>
<td></td>
<td>Wisconsin, Massachusetts, Canada, New Jersey, Oregon, Washington</td>
</tr>
<tr>
<td>USP Botanical Articles that are grown in North America</td>
<td>Mainly Cultivated</td>
<td>Mainly Wild Harvest</td>
<td>Where mainly?</td>
</tr>
<tr>
<td>-------------------------------------------------------</td>
<td>-------------------</td>
<td>---------------------</td>
<td>---------------</td>
</tr>
<tr>
<td>Echinacea angustifolia: dried rhizome and root</td>
<td>Increasing</td>
<td>X</td>
<td>Midwestern and midsouthern States</td>
</tr>
<tr>
<td>Echinacea pallida: dried rhizome and root</td>
<td>Increasing</td>
<td>X</td>
<td>Midwestern and midsouthern States</td>
</tr>
<tr>
<td>Echinacea purpurea Aerial Parts: flowering tops</td>
<td>X</td>
<td></td>
<td>Oregon, Washington, British Columbia</td>
</tr>
<tr>
<td>Echinacea purpurea Root: dried rhizome and root</td>
<td>X</td>
<td></td>
<td>Oregon, Washington, British Columbia</td>
</tr>
<tr>
<td>Elm USP: dried inner bark</td>
<td></td>
<td>X</td>
<td>Eastern Canada and Eastern USA (Missouri, Illinois, Kentucky, Tennessee, North Carolina)</td>
</tr>
<tr>
<td>Feverfew: dried leaf</td>
<td>X</td>
<td></td>
<td>Oregon, Washington, British Columbia</td>
</tr>
<tr>
<td>Garlic: fresh or dried compound bulb</td>
<td>X</td>
<td></td>
<td>California</td>
</tr>
<tr>
<td>Ginger: dried rhizome</td>
<td>X</td>
<td></td>
<td>Hawaii</td>
</tr>
<tr>
<td>USP Botanical Articles that are grown in North America</td>
<td>Mainly Cultivated</td>
<td>Mainly Wild Harvest</td>
<td>Where mainly?</td>
</tr>
<tr>
<td>------------------------------------------------------</td>
<td>-------------------</td>
<td>---------------------</td>
<td>---------------</td>
</tr>
<tr>
<td>Ginkgo: dried leaf</td>
<td>X</td>
<td></td>
<td>South Carolina</td>
</tr>
<tr>
<td>Goldenseal: dried root and rhizome</td>
<td>Small-scale</td>
<td>X</td>
<td>Canada, USA (Illinois, Indiana, Missouri, Kentucky, Minnesota, North Carolina, Ohio, Virginia, Wisconsin)</td>
</tr>
<tr>
<td>Lemon Oil: volatile oil of fresh peel of fruit</td>
<td>X</td>
<td></td>
<td>California, Florida</td>
</tr>
<tr>
<td>Orange Oil: volatile oil of fresh peel of fruit</td>
<td>X</td>
<td></td>
<td>California, Florida</td>
</tr>
<tr>
<td>Peppermint: dried leaf and flowering tops</td>
<td>X</td>
<td></td>
<td>Oregon, Washington, Idaho, British Columbia</td>
</tr>
<tr>
<td>Peppermint Oil: volatile oil of fresh aerial parts</td>
<td>X</td>
<td></td>
<td>Oregon, Washington, Idaho, British Columbia</td>
</tr>
<tr>
<td>Podophyllum: dried rhizome and root</td>
<td>Some</td>
<td>X</td>
<td>Eastern half of North America</td>
</tr>
<tr>
<td>Red Clover: Dried inflorescence</td>
<td>X</td>
<td></td>
<td>Oregon, Washington</td>
</tr>
<tr>
<td>USP Botanical Article</td>
<td>Mainly Cultivated</td>
<td>Mainly Wild Harvest</td>
<td>Where mainly?</td>
</tr>
<tr>
<td>----------------------------------------</td>
<td>-------------------</td>
<td>---------------------</td>
<td>---------------------------------------</td>
</tr>
<tr>
<td>St. John’s Wort: dried flowering tops</td>
<td>Both</td>
<td>Both</td>
<td>Oregon, Washington, Idaho</td>
</tr>
<tr>
<td>Saw Palmetto: partially dried ripe fruit</td>
<td>X</td>
<td></td>
<td>Florida</td>
</tr>
<tr>
<td>Stinging Nettle: dried root and rhizome</td>
<td>Both</td>
<td>Both</td>
<td>Oregon, Washington, North Carolina</td>
</tr>
<tr>
<td>Storax: Balsam from trunk</td>
<td>some</td>
<td>X</td>
<td>Eastern half of USA and Mexico</td>
</tr>
<tr>
<td>Witch Hazel: recently cut and partially dried dormant twigs</td>
<td>Some</td>
<td>X</td>
<td>Eastern North America</td>
</tr>
</tbody>
</table>


North American Botanical Farms
Main Crops and Acreage

ALOECPORP de MEXICO
Large scale cultivation of aloe vera in State of Tamaulipas, Mexico
http://www.aloecorp.com

A.M. TODD COMPANY
Large scale cultivation of peppermint leaf and spearmint leaf for oil production
http://www.amtodd.com

AROMATICS INC.
Organic herb farms in Oregon: catnip, peppermint, spearmint, and other herbs
aromatics@msn.com

B&G FARMS
30,000 acre mint farms in Washington (conventional & organic)

BOSTON JOJOBA COMPANY
940 acre jojoba farm in Arizona
http://www.jojobacompany.com

CACHALOT, EL NINO, & MILLA VERDE FARMS
Largest commercial jojoba plantation in USA
http://www.desertwhale.com

CANADIAN IMPERIAL GINSENG ONTARIO LTD.
570 acres of American Ginseng in Ontario
http://www.imperialginseng.com
North American Botanical Farms
Main Crops and Acreage

CHAI-NA-TA FARMS LTD.
1,500 acres of American ginseng in Ontario and British Columbia
http://www.chainata.com

ELECTIC INSTITUTE FARM
90 acre organic herb farm in Oregon; 40 herbs: California poppy, echinacea, feverfew, ginkgo, goldenseal, hops, stinging nettles, St. John’s wort
URL: http://www.eclecticherb.com

GAIA HERB FARM
250 acre organic herb farm in North Carolina; 50 herbs: burdock, California poppy, dandelion, echinacea, feverfew, skullcap, stinging nettles, valerian
http://www.gaiaherbs.com/brochure.php?id=34

GARNAY, INC.
1,200-acre ginkgo farm in South Carolina
http://www.garnay-inc.com

GOLDEN STATE HERBS
Organic herb farm in California: Dill, Basil, Italian Parsley, Greek Oregano, Marjoram
http://www.goldenstateherbs.com

HERB PHARM FARM
85 acre organic herb farm in Oregon; 110 herbs: arnica, black cohosh, bloodroot, calendula, echinacea, skullcap, valerian
http://www.herb-pharm.com
North American Botanical Farms
Main Crops and Acreage

LavenderFarms.com
A group of four lavender flower farms in Washington
http://www.lavenderfarms.com/olympic/oly.htm

PACIFIC BOTANICALS
114 acre organic herb farm in Oregon; burdock, chamomile, echinacea, red clover, valerian
http://www.pacificbotanicals.com

Pu'u'ala FARM AND RANCH
1,000 acre organic herb farm in Hawaii: kava, neem, noni fruit
http://www.puuala.com

PURCELL JOJOBA INTERNATIONAL
1,200 acre jojoba farm in Arizona
http://www.purcelljojoba.com

SAN FRANCISCO HERB & NATURAL FOOD CO.
Cultivation of echinacea, peppermint, spearmint in Oregon
http://www.herbspicetea.com

SAW PALMETTO BERRIES CO-OP OF FLORIDA
Saw palmetto fruit collection in Florida
http://www.sawpalmettoco-op.com

STRATEGIC SOURCING, INC.
Large range of cultivated and wild collected medicinal herbs
http://www.strategicsourcinginc.net
North American Botanical Farms
Main Crops and Acreage

TROUT LAKE FARM, LLC
1,200 acre organic herb farm: catnip, echinacea, feverfew, marshmallow, peppermint, red clover, skullcap, stinging nettle, valerian
http://www.troutlakefarm.com

TUSCAN FARM GARDENS
80 acre herb farm in British Columbia: echinacea, lavender

VAN DRUNEN FARMS
Cranberry, fennel, garlic, mint, orange peel, parsley, rosemary, sage, thyme
http://www.vandrunenfarms.com

WEST KOOTENAY HERB GROWERS COOPERATIVE
Agroforestry in British Columbia: cascara, devil’s club, hawthorn, huckleberry
d_sawyer@columbiacable.net

WISCONSIN GINSENG & HERB CO-OP
Cooperative of 90 American ginseng farmers
http://www.ginsengherbco-op.com

YAKIMA CHIEF, INC. HOP GROWERS
Cooperative of hop farmers
http://www.yakimachief.com/about/history.html

YOUNG LIVING FARM
1,600 acre organic herb farm (lavender, lemon balm, peppermint, clary sage)
North American Botanical Distributors and Processors (USA)

A.A. SAYIA & COMPANY, INC.
Internet: http://www.aasayia.com

A.M. TODD BOTANICALS
Internet: http://www.amtodd.com

ALCHEM INTERNATIONAL
Internet: http://www.alcheminternational.com

AMAX NUTRASOURCE, INC.
Internet: http://www.amaxnutrasource.com

AMERICAN BOTANICALS
Internet: http://www.americanbotanicals.com

AMERICAN INGREDIENTS
Internet: http://www.amer-ing.com

AMERICAN MERCANTILE CORPORATION
Internet: http://www.americanmercantile.net

BDS NATURAL PRODUCTS
Internet: http://www.bdsnatural.com

BI NUTRACEUTICALS
Internet: http://www.botanicals.com
North American Botanical Distributors and Processors (USA)

BIO BOTANICA
Internet: http://www.bio-botanica.com

CHART CORPORATION
Internet: http://www.chartcorp.com

FAMARCO LIMITED INC
Internet: http://famarco.com

FEDERAL LABORATORIES CORP.
Internet: http://www.federalabs.com

FOREESTRADE
Internet: http://www.forestrade.com

FRONTIER NATURAL PRODUCTS CO-OP
Internet: http://www.frontiernaturalbrands.com

FUTURECEUTICALS
Internet: http://www.futureceuticals.com

GCI NUTRIENTS
Internet: http://www.gcinutrients.com

GENCOR PACIFIC
Internet: http://www.gencorpacific.com
North American
Botanical Distributors and Processors (USA)

GEORGE UHE COMPANY
Internet: http://www.uhe.com

GLOBAL MARKETING ASSOCIATES
Internet: http://www.gmaherbs.com

GLORY BEE FOODS
Internet: http://www.glorybeefoods.com/gbf

G.S. HALY COMPANY
Internet: http://www.gshaly.com

HERB BARBER & SONS FOOD BROKERS INC.
Internet: http://www.herb-barber-sons.com

HERB TRADE
Internet: http://www.organicherbtrade.com

KALUSTYAN CORPORATION
Internet: http://www.kalustyan.com

K.H.L. FLAVORS
Internet: http://www.khlf.com

LIBERTY NATURAL PRODUCTS
Internet: http://libertynatural.com
North American Botanical Distributors and Processors (USA)

MARROQUIN INTERNATIONAL
Internet: http://www.marroquin-organics.com

MB NORTH AMERICA
Internet: http://www.mbnorthamerica.com

MOORE INGREDIENTS LTD
Internet: http://www.moorelab.com

MOUNTAIN ROSE HERBS
Internet: http://www.mountainroseherbs.com

NATURE'S THYME LLC
Internet: http://www.naturesthyme.com

NUTRISCIENCE INNOVATIONS
Internet: http://www.nutriscienceusa.com

OPTIPURE CHEMCO INDUSTRIES
Internet: http://www.optipure.com

ORCAS INTERNATIONAL
Internet: http://www.orcas-intl.com

PACIFIC BOTANICALS
Internet: http://www.pacificbotanicals.com
North American Botanical Distributors and Processors (USA)

PARCHEM NUTRITION
Internet: http://www.parnutrition.com

PHARMACHEM LABORATORIES
Internet: http://www.pharmachemlabs.com

PHARMAVITE LLC
Internet: http://www.pharmavite.com

PHARMLINE
Internet: http://www.pharlineinc.com

P.L. THOMAS
Internet: http://www.plthomas.com

PLUS PHARMA INC.
Internet: http://www.pluspharm.com

RFI INGREDIENTS
Internet: http://www.rfiingredients.com

SABINSA CORPORATION
Internet: http://www.sabinsa.com

SAMPAC ENTERPRISES
Internet: http://www.sampacent.com
North American Botanical Distributors and Processors (USA)

**SAN FRANCISCO HERB & NATURAL FOOD COMPANY**  
Internet:  [http://www.herbspicetea.com](http://www.herbspicetea.com)

**STARWEST BOTANICALS, INC.**  
Internet:  [http://www.starwestherb.com](http://www.starwestherb.com)

**STAUBER PERFORMANCE INGREDIENTS**  
Internet:  [http://www.stauberus.com](http://www.stauberus.com)

**STELLA LABS LLC**  
Internet:  [http://www.stellalabs.com](http://www.stellalabs.com)

**STRATEGIC SOURCING, INC.**  
Internet:  [http://www.strategicsourcinginc.net](http://www.strategicsourcinginc.net)

**STRYKA BOTANICS**  
Internet:  [http://www.stryka.com](http://www.stryka.com)

**THE LEBERMUTH COMPANY**  
Internet:  [http://www.lebermuth.com](http://www.lebermuth.com)

**THE WHOLE HERB COMPANY**  
Internet:  [http://www.wholeherbcompany.com](http://www.wholeherbcompany.com)

**TRIARCO INDUSTRIES**  
Internet:  [http://www.triarco.com](http://www.triarco.com)
Good Agricultural and Collection Practices (GACPs) for Botanicals

• American Herbal Products Association (AHPA) & American Herbal Pharmacopoeia (AHP)

• Committee on Herbal Medicinal Products (HMPC) of European Medicines Agency (EMEA)

• European Herb Growers Association (EHGA)

• European Herbal Infusions Association (EHIA)

• State Food and Drug Administration P.R. China (SFDA PRC)

• World Health Organization (WHO)
Good Agricultural and Collection Practices (GACPs) for Botanicals

American Herbal Products Association (AHPA)
American Herbal Pharmacopoeia (AHP)
Good Agricultural and Collection Practice (GACP) for Herbal Raw Materials
http://www.ahpa.org/Portals/0/pdfs/06_1208_AHPA-AHP_GACP.pdf

Committee on Herbal Medicinal Products (HMPC)
European Medicines Agency (EMEA)
Guideline on Good Agricultural and Collection Practices (GACP) for Starting Materials of Herbal Origin

European Herb Growers Association (EHGA)
Guidelines for Good Agricultural Practice (GAP) of Medicinal and Aromatic Plants
http://www.europam.net/Working%20documents.htm
Good Agricultural and Collection Practices (GACPs) for Botanicals

European Herb Growers Association (EHGA)
Guidelines for Good Wild crafting Practice (GWP)
of Medicinal and Aromatic Plants
http://www.europam.net/Working%20documents.htm

European Herbal Infusions Association (EHIA)
Guidelines for Good Agricultural and Hygiene Practices
for Raw Materials used for Herbal Infusions (GAHP)

State Food and Drug Administration P.R. China
Good Agricultural Practice for Chinese Crude Drugs
(Interim)
http://www.sfda.gov.cn

World Health Organization (WHO)
WHO Guidelines on Good Agricultural and Collection
Practices (GACP) for Medicinal Plants
Relevant Trade Associations (USA)

American Botanical Council (ABC), PO Box 144345, Austin, Texas 78714-4345
TEL: 512.926.4900 / FAX: 512.926.2345
E-MAIL: abc@herbalgram.org
WEB: http://www.herbalgram.org/

American Herbal Products Association (AHPA), 8484 Georgia Ave., Suite 370, Silver Spring, Maryland 20910, TEL: 301.588.1171, FAX: 301.588.1174
E-MAIL: ahpa@ahpa.org
WEB: http://www.ahpa.org/

American Spice Trade Association (ASTA), 2025 M Street, NW, Suite 800, Washington, DC 20036, TEL: 202-367-1127
E-MAIL: info@astaspice.org
WEB: http://www.astaspice.org/

‘Awa (Kava) Development Council, PO Box 26344, Honolulu, HI 96825, TEL: 808.256.5605, FAX: 808.395.3772 / WEB: http://awadevelopment.org/

Carolina Agri-Solutions Growers Association (CASGA), Conway, South Carolina, President Greg Hyman, TEL: 843-397-1502; E-MAIL: ghyman@sccoast.net

Great Plains Herb Growers Association (GPHGA), 908 W. 20th Terrace, PO Box 4422, Lawrence, Kansas 66046, TEL: 785-841-9241, FAX: 785-841-4975
E-MAIL: herbgrowers@sunflower.com
WEB: http://www.kansasruralcenter.org/greatplains.htm
Relevant Trade Associations (USA)

**Hop Growers of America (HGA)**, PO Box 9218 Yakima, Washington 98909
WEB: [http://www.usahops.org](http://www.usahops.org)

**Hop Growers of Washington (HGW)**, P.O. Box 1207, Moxee, WA 98936, TEL: 609.453-4749 / FAX: 509.457.8581
E-MAIL: [ann@wahops.org](mailto:ann@wahops.org)

**International Aloe Science Council (IASC)**, 415 East Airport Freeway Suite 365, Irving, Texas 75062 USA, TEL: (972) 258-8772
E-Mail: [iasc@airmail.net](mailto:iasc@airmail.net)
WEB: [http://www.iasc.org/iasc.html](http://www.iasc.org/iasc.html)

**New Mexico Herb Growers Association (NMHGA)**, Albuquerque, New Mexico, Contact: Charles Martin, 505.852.4241
E-MAIL [cmartin@nmsu.edu](mailto:cmartin@nmsu.edu)

**North Carolina Herb Association (NCHA)**, 455 Research Drive, Fletcher, North Carolina 28732. TEL: 828-684-3562
E-MAIL: [jeanine_davis@ncsu.edu](mailto:jeanine_davis@ncsu.edu)
WEB: [http://www.ncherbs.net/ncha](http://www.ncherbs.net/ncha)

**Northwest Ginseng Growers Association (NGGA)**, 4820 NE 306th Circle, La Center, Washington 98629
WEB: [http://www.nwginseng.org/home.html](http://www.nwginseng.org/home.html)
Relevant Trade Associations (USA)

**Roots of Appalachia Growers Association (RAGA),** 33560 Beech Grove Road, Rutland, Ohio 45775  
E-MAIL: elise@ruralaction.org  
WEB: [http://www.rootsofappalachia.org/index.htm](http://www.rootsofappalachia.org/index.htm)

**Sequim Lavender Growers Association (SLGA),** 55 Parrish Road, Sequim, Washington 98382  
WEB: [http://www.lavendergrowers.org](http://www.lavendergrowers.org)

**West Virginia Herb Association (WVHA),** 1289 Smoke Camp Road, Weston, West Virginia 26452, TEL: 304.269.6416  
WEB: [http://www.wvherb.org](http://www.wvherb.org)

**Yerba Mate Association of the Americas (YMAA),** President & Chairman David Karr, 468 Drager Street, Ashland, Oregon 97520 / FAX: 541.482.6780  
E-MAIL: david@yerbamateassociation.org  
WEB: [http://yerbamateassociation.org](http://yerbamateassociation.org)
Relevant Trade Associations (CANADA)

Alberta Natural Health Agricultural Network (ANHAN)
204, 5904B – 50 Street, Leduc, Alberta, T9E 6J4 Canada
TEL: 780.986.0262, FAX: 780.986.0862
E-MAIL: info@anhan.org
WEB: http://www.anhan.org

Associated Ginseng Growers of British Columbia (AGGBC)
Box 241, Vernon, B.C. V1T 6M2 Canada, TEL: (250) 545-4737, FAX: (250) 545-0479
E-MAIL: info@bcbginsenggrowers.com
WEB: http://www.bcbginsenggrowers.com

British Columbia Herb Growers Association (BCHGA)
C/O 33511 Kinsale Place, Abbotsford, British Columbia V2S 8B2
E-mail: info@bcherbgrowers.com
WEB: http://www.bcherbgrowers.com

British Columbia Sea Buckthorn Growers Association
Box 471, Vernon, British Columbia V1T 6M4, TEL: 250.542.1816
E-MAIL: panaxg@junction.net
WEB: http://www.hippophae.com/membership.htm

Canadian Herb, Spice and Natural Health Products Coalition
TEL: 306.694.4622, FAX: 306.694.2182
E-MAIL: shsa@imagewireless.ca

Canadian Spice Association (CSA)
885 Don Mills Road, Suite 301, Don Mills, Ontario M3C 1V9
E-MAIL: info@canadianspiceassociation.com
WEB: http://www.canadianspiceassociation.com/
Relevant Trade Associations (CANADA)

Filière des plantes médicinales biologiques du Québec
C.P. 43, Magog (Québec) J1X 3W7 Canada
TEL: 819.847.2676, FAX: 819.847.1862
E-MAIL: fpmq@plantesmedicinales.qc.ca
WEB: http://www.plantesmedicinales.qc.ca/index.html

Medicinal & Aromatic Plants Association of Manitoba
PO Box 20024, Selkirk, Manitoba R1A 1S0 Canada
TEL: (204) 766-2669, FAX: (204) 482-8667

National Herb and Spice Coalition (NHSC)
TEL: 306-694-4622, FAX: 306-694-2182
E-MAIL: shsa@imagewireless.ca
WEB: http://www.nationalherbspice.com/

Northern Alberta Herb Growers
8716 - 112 Street, Fort Sask., AB T8L 2S8 Canada
TEL: (780) 997-4372 / FAX: (780) 998-0078
WEB: http://www.nabherb.com/content/home.shtml

Ontario Ginseng Growers Association (OGGA)
1283 Blueline Road, Simcoe, Ontario N3Y 2N5 Canada
TEL: (519) 426-7046 / FAX: (519) 426-9087
E-MAIL: admin@ginsenggrowers.com
WEB: http://www.ginsengontario.com
Relevant Trade Associations (CANADA)

Ontario Herb Growers and Marketers Initiative
E-mail info@OntarioHerbs.com
WEB: http://www.ontarioherbs.com/

Saskatchewan Herb and Spice Association (SHSA)
Box 19 Phippen, Sask. S0K 3E0 Canada
E-MAIL: lonewolf@sasktel.net
WEB: http://www.saskherbspice.org/

Quebec Seabuckthorn Growers’ Association (APAQ)
30, rue Sainte-Marguerite, Beaupré (Qc) G0A 1E0, CANADA
E-MAIL: info@argousier.qc.ca / TEL: 418.827.1659
WEB: http://www.argousier.qc.ca/eng

Western Canadian Organic Herb and Spice Association
PO Box 16, Opal, Alberta T0A 2R0 Canada
TEL: (780) 909-1634, FAX: (780) 942-3992
E-mail: wcdnherb@telusplanet.net
Other Resources

**Market News Service (MNS) for Essential Oils and Oleoresins**
Quarterly overview of world market for a wide variety of Essential Oils & Oleoresins; Specific country profiles; Exporter contacts; Price information
WEB: [http://www.intracen.org/menus/search.htm](http://www.intracen.org/menus/search.htm)

**Market News Service (MNS) for Medicinal Plants & Extracts**
Quarterly report of the International Trade Centre (ITC) UNCTAD/WTO promoting international trade in medicinal plants & extracts with regional reviews
WEB: [http://www.intracen.org/mas/mns.htm](http://www.intracen.org/mas/mns.htm)

**Market News Service (MNS) for Spices**
Monthly report of the International Trade Centre (ITC) UNCTAD/WTO providing detailed price and market information on selected spices and culinary herbs of particular interest to developing countries and economies
WEB: [http://www.intracen.org/mas/mns.htm](http://www.intracen.org/mas/mns.htm)

**The Organic Market News Service (MNS)**
A bi-monthly market report for producers, exporters and importers, and trade support institutions in developing countries. It contains information on market trends, and in-depth features on selected organics products and geographical focus areas.
Other Resources

Marketing Manual and Web Directory for Organic Spices, Culinary Herbs and Essential Oils
No of pages: 52
Year of publication: 2006
Publisher: International Trade Centre (ITC)

Natural Ingredients for Pharmaceuticals and for the Food Industry: Overview and market access information for producers and international trading companies
No of pages: 216
Year of publication: 2005
Publisher: Swiss Import Promotion Organization (SIPPO) and Centre for the Promotion of Imports from Developing Countries (CBI)
Available at: http://www.sippo.ch/files/publications/agri_ingredients05.pdf

The Natural Ingredients for Pharmaceuticals Market in the EU
No of pages: 84
Year of publication: 2006
Publisher: CBI
Available at: http://www.cbi.nl

The United States Market for Natural Ingredients used in Dietary Supplements and Cosmetics
No of pages: 141
Year of publication: 2003
Publisher: International Trade Centre UNCTAD/WTO (ITC) and Biotrade Facilitation Programme (BTFP)
Available at: http://www.p-maps.org