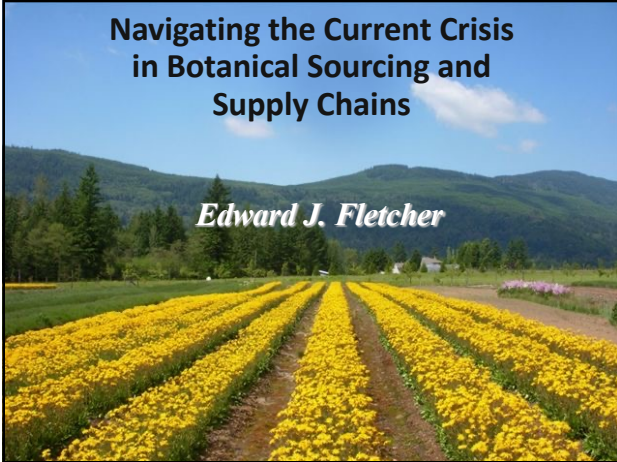


## Navigating the Current Crisis in Botanical Sourcing and Supply Chains

*Edward J. Fletcher*




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### State of the World's Plants 2017: KEW Royal Botanic Gardens



•28,000+/- different Medicinal and Aromatic Plant (MAP) species are used medicinally around the world

•Estimated between 75-85% of the MAP species are collected from the wild, **based on volume only**, not dollar value

•This varies greatly depending on the species  
•e.g., Echinacea vs. black cohosh

•Just 3% of the worlds medicinal flora has been evaluated for global conservation status

• 55.6% of all traded plants worldwide are for health products based on CITES plant related seizures at Heathrow airport in 2016.

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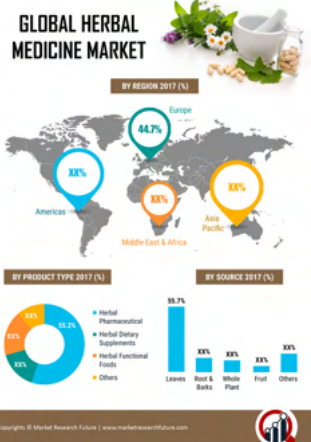
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### TRAFFIC

WILD AT HOME REPORT JUNE 2018 Exploring the global harvest, trade and use of wild plant ingredients

- “It is estimated that in China over 70% of the species involved, and 30% of the material by volume, comes from wild plants.”
- “Shout out to **wild collectors**”
- “the craft of wild-harvesting is linked to traditional knowledge, what parts can be collected, when, how much and how often.”




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## Botanical Sourcing and Supply Chains

- “current crisis” ... not so current perhaps
  - but exacerbated by covid most recently
- BRM supply has always been ‘exciting’
  - Challenges, hurdles, requirements, regulatory,...
- Shortages shine a brighter spot-light on them
  - Shipping backups & cost increases
- Economy, inflation, stimulus checks, etc.
  - Some don’t need the money, so not wildcrafting...

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Relationship Based Purchasing is beneficial in more ways than just the tangible material being produced and sold.

**Know the species that you are working with & work hand in hand with your growers/suppliers for mutual success.**



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## QUALITY over PRICE = VALUE

- A ‘higher-priced’ supplier/ingredient can often deliver a lower ‘net cost’ when considering
  - Quality
  - Service
  - Compliant product
- You generally get what you pay for in our Industry
- GACP’s, auditing, 3<sup>rd</sup> party certifications will help to assure compliance with specifications
- Does anyone know the **total** cost of a rejection or a recall??????

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### Which will come first...

- The extinction of some to most of our botanicals that have medicinal value
- The extinction of the people groups that have the traditional knowledge and culture about these species

### Actionable items

- We must highlight the need for fair for life earnings for producers around the world through transparency in all links of the supply chain.....

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### Equitable sharing supports sustainability

- Whether forest farming in the highlands of Chiapas intercropping sarsaparilla
- Or in the jungles of Nicaragua propagating ipecac
- Fair for life will allow the generations that follow to carry on the traditions



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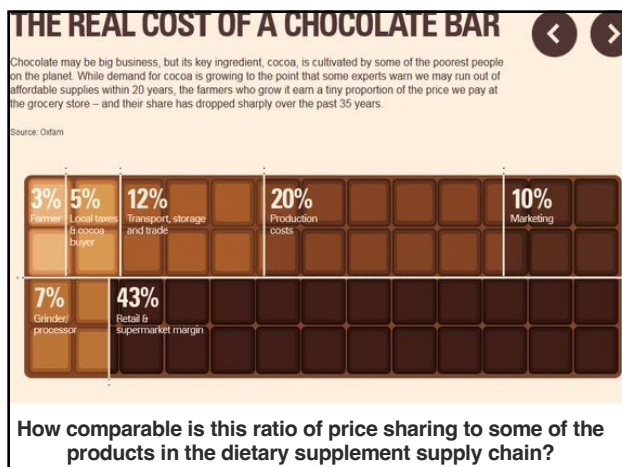
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## In conclusion

The seeds for sustainability are germinated and growing, so...

- Support the organizations that are established and doing the work that You and/or your organization believe in
- Think globally, Act locally
- Sustainability of the suppliers is of utmost importance
  - They will assure the sustainability of the plants
- Get involved with Industry Organizations
- As consumers, support these efforts with your buying dollars

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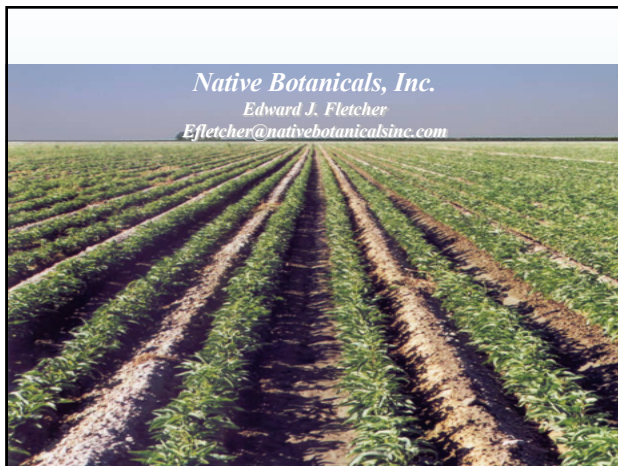
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