

# Update

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Beacon Commodities



The trials and tribulations of the 2016 Juniper harvest are well documented. We have not experienced such difficulties for a number of years but were still able to source the quantities (and more) we required. There is no doubt that we have our collectors to thank as well as our ability to finance the goods and purchase ahead.



Un-ripe Juniper



In search of Juniper



Green Juniper with an un-picked berry from last year

## 2016 – A terrible year

A poor yield last year at a time when demand for Juniper was extremely high caused crazy prices and vast differences in quality. There were a number of reasons for this poor supply but the core factor being the berries not ripening on the bushes.

We decided to visit Macedonia a couple of weeks ago to try and learn more about the shortages last year whilst also inspecting the prospects for the 2017 harvest. Although the 2017 harvest is some time off in September/October/November, our previous experiences have taught us the importance of planning ahead.

## Fingers crossed

Having scaled several hills throughout Macedonia we can report back that there does appear to be a large number of green berries on the bushes. This is obviously good news and a few of the photos within this report highlight this point. However, the Haughton's are not 'mountain goats' and therefore their daily range was somewhat restricted but our inspection and reports from other regions and collectors are generally on the whole positive!



A mountain goat!



Wild horses



Trying to encourage the Juniper to ripen with a blue cap!



Sheep coming after our Juniper

The caveat, however, as with any wild botanical, is that there are still many weeks left before harvest and a lot can happen in this time. Weather being the most important factor. An example of just how changeable the weather is took place whilst we were in Skopje. Having enjoyed most of the day in 28-30°C, within 15 mins we were hit by the most almighty hail storm – quite spectacular and luckily for us we were undercover and not half way up some mountain with our nose in a Juniper bush!

We will continue to monitor the situation as we get closer to harvest, most collectors are currently picking/collecting mushrooms such as chanterelles and taking note of good/bad areas for Junipers.



A Macedonian hail stone

## The market

Unfortunately, there is no doubt that the market for Juniper will open up strong as many buyers rush to purchase the first lots available. This occurs in any market when it is short as buyers rush to replenish stocks. Later, in 2018 (March time) and subject to a positive yield, we should see prices starting to stabilise and hopefully reduce once the markets have corrected and supply starts to outstrip demand once more.

However, we would like to exercise caution and feel that this is a hopeful view as in our opinion demand for Juniper is at an all-time high with a market that has little to no carry over stock. There is no doubt the market will open up strong and we feel collectors have enjoyed high prices for a year and therefore it may be hard to shake-off this expectation!

We hope the above provides a useful insight but if you have any further questions then please do not hesitate to contact us.



Two mountain goats!