

Letter to the Editor

Sir:

Following the Fifth International Jojoba Congress held in October 1982 in Tucson, Arizona, the Jojoba Growers Association has published the first statistics regarding the jojoba commercial plantations to-date in the United States.

It is the first time (see JAOCS 59:868A [1982]) that the US jojoba industry has a statistic of planted acreage broken down by state and year of planting.

By extrapolating the available data with the projected harvest expected per acre, we have been able to develop an overall harvest forecast for the next 7 years.

Aside from the approximately 25,000 acres planted from 1978 to 1982 in Arizona and California, we have also projected (arbitrarily) 10,000 acres per year — on average — of new planting from 1983 to 1986; this might or might not happen. No one really knows, for sure, the amount of harvest from wild bushes — these figures are very approximate although conservative.

No statistical average of harvest/acre/year exists at this time. No doubt, in the next 2-3 years more dependable data will be available.

The main reason we have compiled this statistic is to find out at what time the production of jojoba oil from noncommercial/wild jojoba bushes will cease to influence the price and marketing of the product.

Table I points out that only in 1985 will the users of jojoba oil be sure of a continuous supply not wholly depen-

dent on the climate conditions affecting the wild bushes.

However, in 1984 the situation (even under the worst weather conditions) will not influence the price of jojoba oil as much as it had in 1981. Many manufacturers are fearful of using jojoba oil as one of their base products because of the erratic and speculative price experienced during that year.

The 1983 harvest of US wild jojoba bushes is prognosticated as "very good." This could mean that if some manufacturers of finished/consumer products were holding back in using jojoba as a base for their products for fear of wide price fluctuations, this should no longer be a problem this year.

A projection of the price of jojoba oil during the 1980s is also presented; this is obviously more difficult to project, but we do know that the US jojoba industry will need a \$20-25 price per gallon (FOB) (\$6-7 per kg) of oil as soon as possible in order to penetrate economically the vast markets in which jojoba oil and its derivatives can participate successfully.

More detailed data is available upon inquiry.

Sincerely yours,
R.A. MANOLO
So-Cal Jojoba, Inc.
891 Navajo Drive
Riverside, CA 92507

TABLE I

Forecast of USA Jojoba Oil Production and Prices During the 1980s^a

Year	Wild harvest		Commercial harvest		Total harvest	FOB AZ/CA ^b
	Oil/gal ('000)	% of Harvest	Oil/gal ('000)	% of Harvest	Oil/gal ('000)	Price per gal (\$)
1983 ^c	50	71	30	29	80	55/65
1984 ^c	50	39	60	61	110	50/55
1985	50	18	260	82	310	40/50
1986	50	8	545	92	595	30/40
1987	25	3	1000	98	1025	25/35
1988	— ^d	—	1675	100	1675	20/30
1989	—	—	2625	100	2625	20/25

All figures have been rounded off.

^aThis projection is made only for the USA jojoba plantations and wild jojoba bushes population. It does not include the expected harvests from other countries where jojoba has been planted and is growing.

^bPrice is for natural color, cold pressed jojoba oil FOB Arizona/California.

^cWeather conditions could affect the projection, especially for the years 1983-84.

^dIt is projected that the harvest of wild jojoba bushes will cease in about 1988 due to the uneconomical aspect of hand harvesting and the selling price of commercially grown jojoba.