

The Scene

"What International Buyers Really Want"

Dr Elsie Meintjies, Chief Technical Advisor, UNIDO GQSP-SA

Session 1: Positioning Southern Africa on the global front

Location

Natural Ingredients Trade Fair 2026

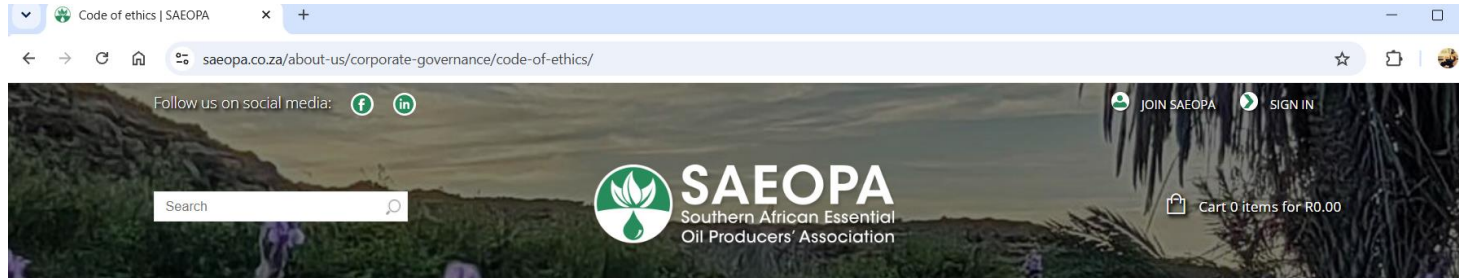
Venice, Italy



The Characters

- Lucia Cartini – International Buyer, **Essential Sensations ES**, Rome, Italy (Headquarters), including **ES** Paris, **ES** Switzerland, **ES** Tokyo
- Samantha Janse van Rensburg – Producer, **Siyakhula Rose Geranium**, KZN, South Africa

SAEOPA Code of Conduct



Code of ethics

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SAEOPA's way of conducting business

1.1 SAEOPA is committed to the highest standards of social and business practices. The delivery of success to our members results from the efforts of our people – it is their resourcefulness, professionalism and dedication that gives SAEOPA its leading edge as the representative voice of the industry. To this end, all directors and employees are expected to observe the highest standards of integrity in the conduct of SAEOPA's business.

1.2 The Board of Directors have approved a King Report IV Gap Analysis, Board Charter and Code of Conduct for Directors to provide a framework within which all business practices involving SAEOPA must be conducted, managed and regulated. The said documents have been developed in accordance with the common values shared by all involved in the business of SAEOPA, the general principles of law and internationally accepted ways of doing business ethically. In addition, comprehensive systems of control have been introduced to ensure that in attaining the objectives of SAEOPA, we behave legally, ethically, appropriately and sustainable.

2. Health and safety

SAEOPA is committed to treating all employees fairly, with respect and dignity, and in order to honour this

Recent News

GQSP/SIPPO Joint Webinar: EU Market Access, Trends & Opportunities for Essential and Vegetable Oils

Good bottling guideline for essential and vegetable oils – Publication

Congratulations to the UNIDO GQSP SA (global Quality and Standards Project)

SAAFFI 2026 Seminar on 19 March 2026, at the GIBS Conference Centre, Illovo, Johannesburg.

Rate your website experience



Rose Geranium Plant



SANS 4731 Essential Oil of geranium (*Pelargonium* x ssp.)

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ISBN 978-0-626-40007-1

SANS 4731:2021

Edition 1

SOUTH AFRICAN NATIONAL STANDARD

Essential oil of geranium (*Pelargonium* × ssp.)

This national standard is the modified implementation of ISO 4731:2012, and is adopted with the permission of the International Organization for Standardization.

WARNING
This document references other
documents normatively.

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www.sabs.co.za
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SANAS Certificate for NMISA

CERTIFICATE OF ACCREDITATION

In terms of section 22(2) (b) of the Accreditation for Conformity Assessment, Calibration and Good Laboratory Practice Act, 2006 (Act 19 of 2006), read with sections 23(1), (2) and (3) of the said Act, I hereby certify that:-

NATIONAL METROLOGY INSTITUTE SOUTH AFRICA
Co. Reg. No.: N/A

NMISA ORGANIC ANALYSIS LABORATORY

Facility Accreditation Number: **T1044**

is a South African National Accreditation System accredited facility
provided that all conditions and requirements are complied with

This certificate is valid as per the scope as stated in the accompanying schedule of accreditation,
Annexure "A", bearing the above accreditation number for

CHEMICAL ANALYSIS

The facility is accredited in accordance with the recognised International Standard

ISO/IEC 17025:2017

The accreditation demonstrates technical competency for a defined scope and the operation of a
quality management system

While this certificate remains valid, the Accredited Facility named above is authorised to
use the relevant accreditation symbol to issue facility reports and/or certificates

Mr M Phaloane
Acting Chief Executive Officer

Effective Date: 18 September 2023
Certificate Expires: 17 September 2028

ANNEXURE A

SCHEDULE OF ACCREDITATION

Facility Number: **T1044**

Permanent Address of Laboratory:

NMISA Organic Analysis Laboratory
Building 5, CSIR Campus
Meiring Naude Road, Brummeria
Pretoria
0040

Postal Address:

Private Bag X34
Lynnwood Ridge
0040

Tel: (012) 841-3193

Fax:

E-mail: L.Ntatamala@nmisa.org

Technical Signatories:

Mr PC Makgatho (ISO 592, 1242, 875 and 280)
Dr DS Mkhize (ISO 7609, 592 and 280)

Nominated Representative:

Ms L Ntatamala

Issue No.: 02

Date of Issue: 24 September 2025

Expiry Date: 17 September 2028

Material or Products Tested	Type of Tests / Properties Measured, Range of Measurement	Standard Specifications, Techniques / Equipment Used
CHEMICAL		
Essential Oils	Determination of Acid Value	ISO 1242
	Determination of Optical Rotation	ISO 592
	Determination of Refractive Index	ISO 280
	Evaluation of Miscibility in Ethanol	ISO 875
	Analysis by Gas Chromatography on Capillary Columns - General Method	ISO 7609

Original Date of Accreditation: 18 September 2023

ISSUED BY THE SOUTH AFRICAN NATIONAL ACCREDITATION SYSTEM

Accreditation Manager

SAEOPA PRODUCTION GUIDE



Rose
geranium oil
Pelargonium var Rosé

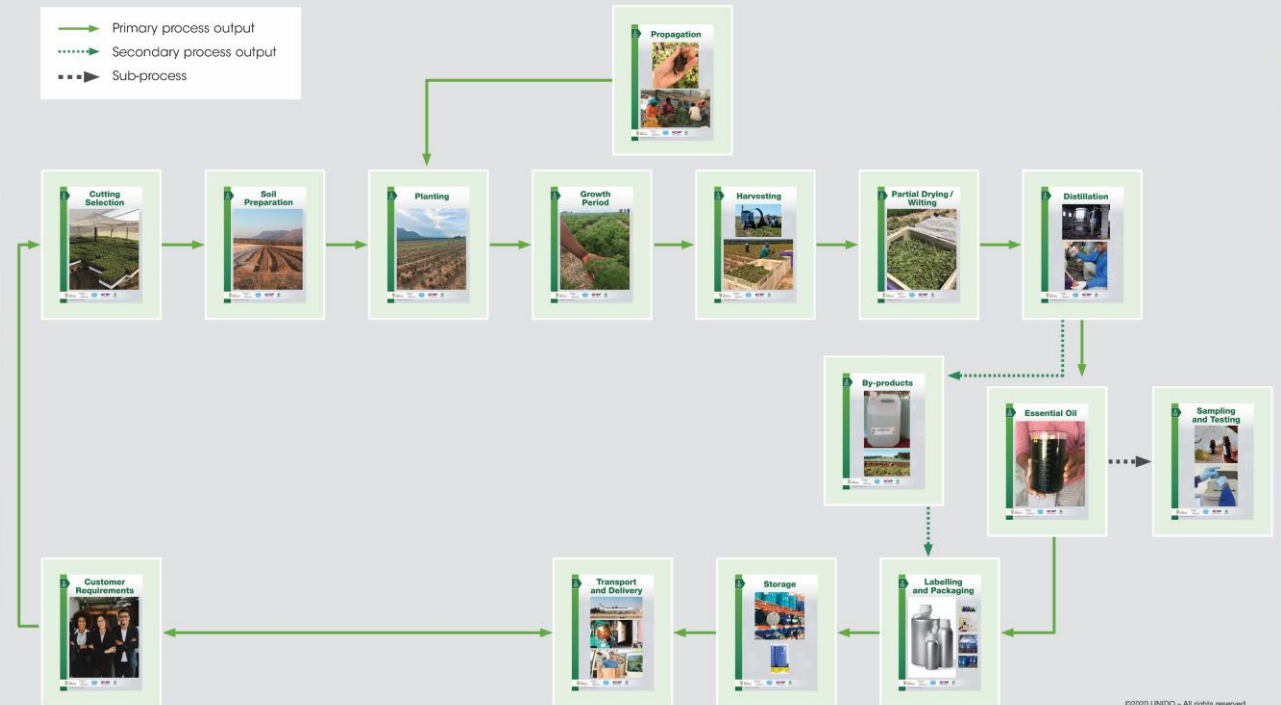


SAEOPA
Southern African Essential
Oil Producers' Association



Processing of rose geranium oil

CREATING VALUE THROUGH
QUALITY PERFORMANCE



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**Good bottling
guideline
for essential and
vegetable oils**

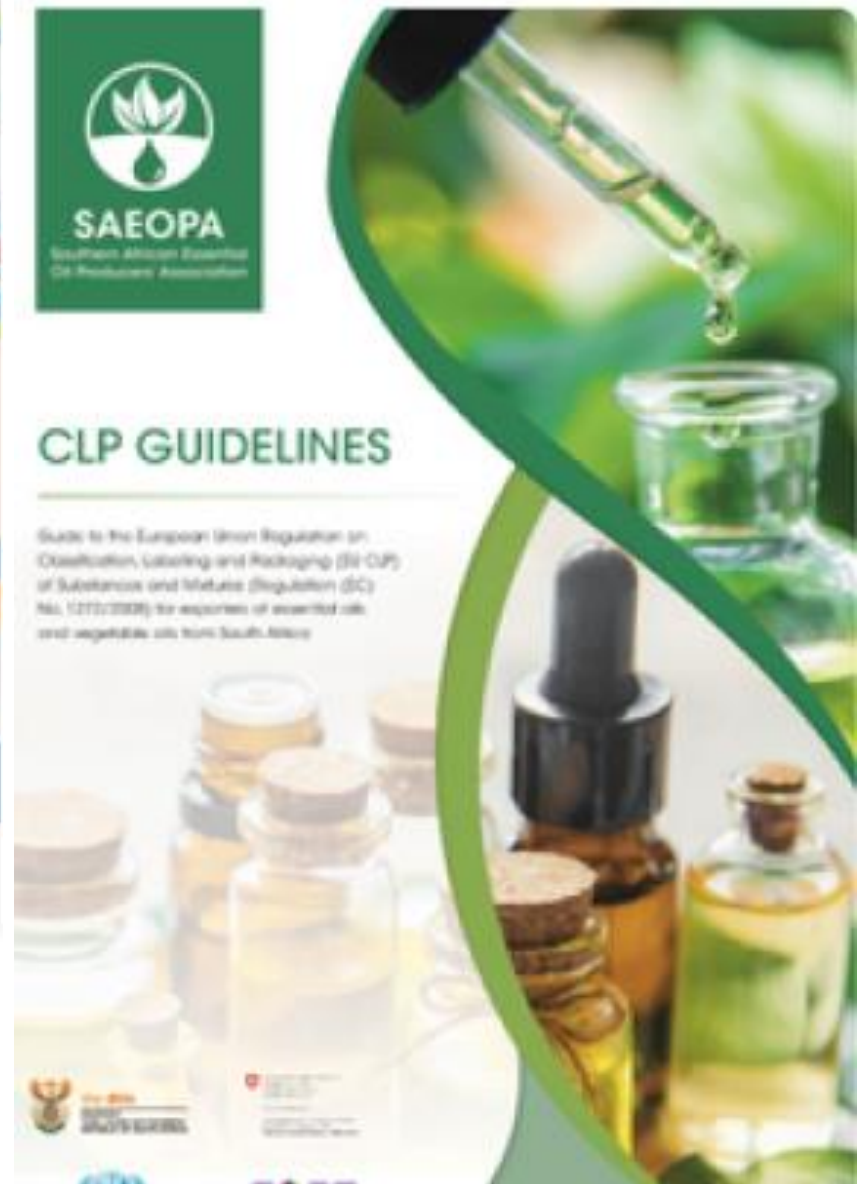
“e” MARK SYSTEM IN SOUTH AFRICA

**Control of quantity
of contents in
prepackaged
goods**



CLP GUIDELINES

Guide to the European Union Regulation on Classification, Labelling and Packaging (CLP) of Substances and Mixtures (Regulation (EC) No. 1272/2008) for exporters of essential oils and vegetable oils from South Africa



Resources applicable to the entire essential and vegetable oils industry; including a range of production guides are available from SAEOPA



Thank you