

**-PROFILE-**

## **DURDUR FRAMCO**

***DURDUR FRANKINCENSE AND MYRRH  
GUMS COMPANY (DURDUR FRAMCO)***



*Sorted Boswellia Sacra gums ready for consumption*

**A Leading Worldwide Supplier of Aromatic Incenses**

*Existing to Stimulate Local Business Growth and Boost Local  
Production of Frankincense and Myrrh Industry*

## Company Information and Contact:

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## Why do we need Frankincense and Myrrh Gums?

'Multiple usage of frankincense and myrrh gums dated back to immemorial times. Traces of frankincense and myrrh gums were found in the remains of ancient Egyptian and Mesopotamian civilizations as evidenced by the following statement: Quote-*A mural depicting sacks of frankincense from the Land of Punt (current Puntland State) adorns the walls of the Temple of ancient Egyptian Queen Hatshepsut, who died in 1458 BCE*<sup>1</sup>-Unquote.

In the antique times, frankincense and myrrh from Puntland region of Somalia were exported to Egypt for embalming the bodies of Pharaohs, India for cremation of temples, and to China, both for cremation of their shrines and medicine.'

Today, the frankincense and myrrh gums continue to be indispensable to humans and still play a fundamental role in modern man's personal and social life. The gums are commonly used in religious traditions and rituals, preservation, medicine, and, in addition, as aromatic agents in the perfumes and cosmetics' industries.

**DURDUR FRAMCO** is a proficient local companies that exports frankincense and myrrh directly from the production fields to the end users at Europe, Africa, India, Japan, and China. The company excels in quality product, proficiency and consumer/client satisfaction. DURDUR FRAMCO maintains competitive advantages over others in that it has local collection and processing offices at the production sites, which include: Bossaso, Kandala, Alulla, Bargal, Iskushuban, and Ufeyn districts

<sup>1</sup>"Queen Hatshepsut's expedition to the Land of Punt: The first oceanographic cruise?" (<http://ocean.tamu.edu/Quarterdeck/QD3.1/Elsayed/elsayedhatshepsut.html>). Dept. of Oceanography, Texas A&M University.

# **1. Company Overview**

## **1.1. Introduction**

*Durdur Frankincense and Myrrh Gums Company (DURDUR FRAMCO)* is a leading Somali privately-owned business company established in 2005. Its country head office operates in Bossaso, which is located at the entrance of the Gulf Aden along the Red Sea Coast in the semi-autonomous Puntland State of Somalia. The company trades in collection, processing and export of frankincense and myrrh resins/gums. Realizing the economic vitality of the product both for the producers and the consumers and the urgent need for a professional entrepreneurship, the founders established the company in Puntland, the original production land of the incense. DURDUR FRAMCO exports the products to the international markets found in all over the five continents of the globe. In-country, the company has offices in *Bossaso (HQ), Garowe, and Mogadishu*, while at outside countries it has *Liaison Offices in Dubai, Kenya, Mozambique, Japan, Germany, India, Far East and China*.

## **1.2. Vision statement**

*“DURDUR FRAMCO aims to improve the lives of the poor, particular frankincense and myrrh producers”.*

## **1.3. Mission statement**

*“DURDUR FRAMCO thrives to enhance the frankincense and myrrh gums trade by exploring better markets and improving local production in quality and excellence”.*

## **1.3. Principles and Values**

DURDUR FRAMCO builds on and adheres to its established guiding principles and core values in all its operations. These include:

- Honesty in all operations
- Respect
- Accountability
- teamwork
- Diversity and balance in workforce
- Commitment to excellence in improved productivity within the company and enhanced services to outside clients
- Community development and support to local producers
- Empowerment of employees
- Commitment to innovation and change
- Integrity, and
- Ownership

### ***Why do we excel others?***

DURDUR FRAMCO is the number one exporter of frankincense and myrrh gums, due to five major factors which make the company distinctive:

- Improved quality product or professionalism in sorting and grading of the product
- Presence in the production sites.
- Direct access to international markets:
- Reliability of service to customers
- Supports and upholds intimacy to producers

## 2. The Product

Frankincense and myrrh gums production remains until today an import economic source and a major livelihood sector for the pastoralist and coastal communities of Bari Region of Puntland, who harvest these resins/gums. The gums categorize to various species. Frankincense types include: 'Maydi' gum/resin exploited from Yag'ar tree (botanical name: *Boswellia Frereana*), and 'Beeyo' gum extracted from Mohor Tree (botanical name: *Boswellia Sacra*). Both types of frankincense gums are cultivated annually by successive tapping of the respective trees (see below). 'Maydi' gum is often tapped from August to the harvesting period of April-June, while 'Beeyo' is tapped in the hot reason from March to August. Myrrh gums, which are commonly associated with frankincense gums, are obtained from *Commiphora Myrrha* tree and produced for similar purposes.



*Yield processes of Frankincense tree*



*First Processing after Yield*



*First Processing after Yield*

Although other countries along the Red Sea produce and export some Frankincense and myrrh gums, nevertheless, the product is mainly produced in the Bari coastal mountainous ranges and its hinterlands of Karkaar ridges of Bari Region, which lie at the northern tip of the Horn of Africa. Myrrh plants, however, have a wider geographical range of growth throughout Puntland and the adjacent Somali Fifth Region of Ethiopia.

Usually, middle traders/companies buy the product from the harvesters/collectors, conduct processing by sorting and grading of the globules (resins) and then export it to the international markets. Large amounts of the product are exported to the Arabian Gulf Markets, which further pass on the bulk of the product to the end users of Africa, Europe, Far East, India, Japan, and China.

## Sampling and Retail Sales



**Boswellia Sacra Gum Samples**



**Commiphora Myrrha Gum Samples**





**Boswellia Frereana gum Samples**



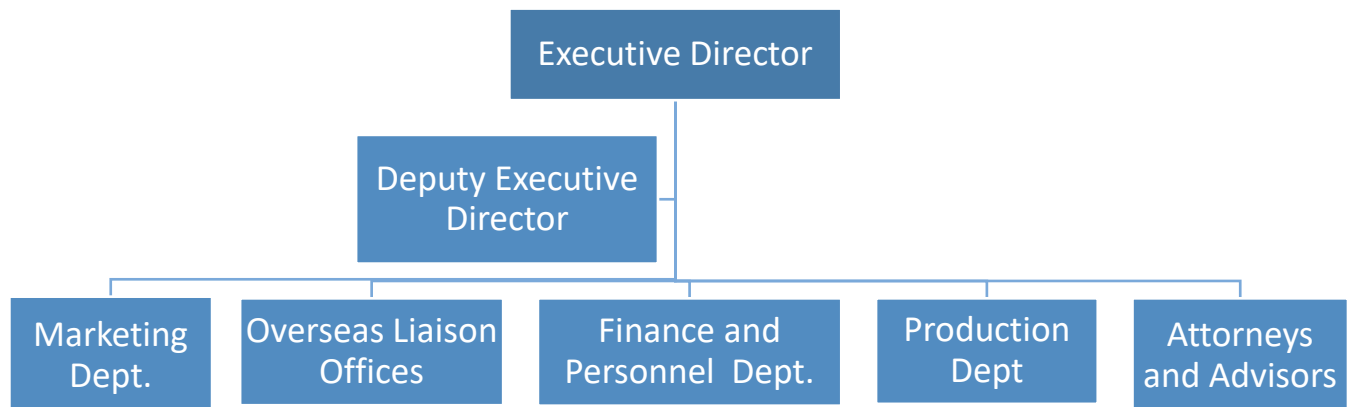
## Other Gum Samples



### 3. Management

#### DURDUR FRAMCO Management structure

A competent core staff directs DURDUR FRAMCO. The company is managed from two main offices in Bossaso, Somalia, and Dubai, UAE. Other Liaison offices located in Africa, Europe, India, China and Japan coordinate with the above two main offices. Below is an organogram depicting the management structure and hierarchy of the company:



## **f. Office and administrative personnel**

To get our services, please contact our head offices in Bossaso and Dubai or our overseas liaison representatives as below:

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## **5. Current customers**

DURDUR FRAMCO trades in the international markets. It exports frankincense and gums from Puntland, Somalia and Dubai, UAE, to the markets in Africa, Japan, China, India, Middle East, and Europe. Our annual export of frankincense and myrrh to these countries exceeds 400 tonnes. The company excels in a timely delivery service and a quality product. The product is exported to clients through sea and air transport.