



dōTERRA

# *Brazil's Amazon*

CO-IMPACT SOURCING STORY



## The Meeting of the Waters



## Natural Beauty

Larger than the contiguous United States, Brazil is home to over 207 million people. Brazil is the only South American country to officially speak Portuguese, and it possesses many unique features that draw attention worldwide. As varied as it is beautiful, Brazil boasts breathtaking coastlines, grandiose mountain ranges, open arid landscapes, and is widely recognized as having the largest and most biodiverse tract of tropical rainforest in the world.

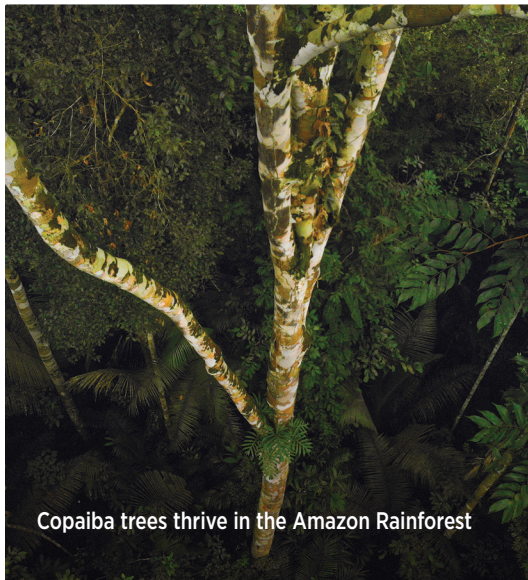
The Amazon basin encompasses an estimated 2,700,000 square miles and extends to 9 different countries in South America. Sixty percent of the Amazon Rainforest is found within Brazil, and over half of the world's plant and animal species call this rainforest home. Due to the large impact that the Amazon has on the consumption of carbon dioxide and the production of oxygen, the Amazon Rainforest has often been called the "Lungs of the Planet."

## The Meeting of the Waters

The Amazon River is the largest river in the world by volume. A few of its tributaries also claim space among the largest rivers in the world, including the Madeira and the Negro rivers. Remarkably, 80 percent of the Amazon River flows within the borders of Brazil and the legendary "Meeting of the Waters" is a striking event that occurs at several confluences along the Amazon. One of the largest confluences can be seen from Manaus, the largest city in the Amazon.

At this “Meeting of the Waters,” the noticeably dark Rio Negro and the chocolate brown Solimoes Rivers join together as one river—but fail to mix. Due to their great difference in density, temperature, and speed, the two rivers flow side-by-side for about 100 kilometers before fully intermixing. This creates a clear “toothpaste stripe” phenomenon within the river bed that is truly stunning. The volume of water that flows together at this point is more than ten times greater than the water from Niagara, Iguaçu, and Victoria falls combined.

Along the riverbanks, the people of the Amazon River basin experience about 80–85 percent humidity year-round, with an average of 90 inches of rainfall per year. The Amazon Rainforest is located just south of the equator, experiencing 12 hours of sunlight per day, 365 days per year. These factors, along with several others, create exceptional conditions for plant growth. It is in this unique climate that Copaiba and many thousands of other plant species thrive. dōTERRA is excited to be directly involved in sourcing Copaiba oleoresin from the Amazon.



Copaiba trees thrive in the Amazon Rainforest



Our Copaiba harvesters are true artisans

## Copaiba Harvesting

January to June is considered the “rainy season” in the Amazon. During this time, the Amazon River and its tributaries rise significantly (an average of 20 feet or more) and this “flooding” creates a unique window of access to thousands of Copaiba trees that otherwise could not be reached. Families work together during this season to sustainably collect oleoresin from the Copaiba trees in their harvesting areas.

A Copaiba harvester is as much an artist as a harvester. After careful evaluation of the tree canopy and branching arrangement, the Copaiba harvester locates the ideal place to tap the tree. Once this tap hole has been made, the tree will give an initial volume of oleoresin. The hole is then plugged, and this tree will continue to be visited an average of one to two times per year. The amount of oleoresin varies due to the diameter of the tree, the size of the tree canopy, and its location within the jungle canopy. It is estimated that each tree can produce between two and six liters annually. Each harvesting family takes care of several trees; in rare cases, one harvester’s family may care for over 100 trees.





dōTERRA works directly with this network of harvesters to source pure and natural Copaiba oleoresin. The oleoresin is then distilled into essential oil at a yield of approximately 50 percent, which means that the Copaiba tree naturally produces an oleoresin that is 50 percent essential oil. The harvesters take pride in their knowledge of the Copaiba trees and demonstrate a feeling of stewardship over them, a culture that has been fostered over many generations.

## A Need for Opportunity

The rural Amazon areas are among the most poverty-stricken in Brazil. Despite being an economic leader in Latin America, Brazil experiences some of the highest rates of income inequality in the world with at least 25 percent of the population living at or below the poverty line (measured as living on less than \$5.50/day). Brazil's extreme income inequality is partially due to a lack of support for small-holder farmers, as

well as the challenge of providing technical support and other services to rural areas. Fortunately, dōTERRA is uniquely equipped to help in some parts of Brazil.

## Partnership: A Perfect Fit

Cō-Impact Sourcing® is dōTERRA's supply chain initiative that creates shared value for all stakeholders in the supply chain by being at the source and intentionally implementing environmental stewardship and/or social impact initiatives. While deliberately seeking to improve the social, economic, and environmental well-being of the harvesting networks working with dōTERRA, dōTERRA also pursues the purity and continued supply of Copaiba oil, which creates shared value with harvesting communities and provides economic opportunities so communities can lift themselves out of poverty. This is accomplished in part through dōTERRA's Sourcing Guiding Principles (see [www.sourcetoyou.com](http://www.sourcetoyou.com)), including job creation, fair and on-time payments, capacity building, environmental sustainability, and community development projects funded through the dōTERRA Healing Hands Foundation®.



**Copaiba essential oil  
post-distillation**

**Copaiba Oleoresin  
as harvested from  
the trees**





## QUICK FACTS

Brazil is home to 21 UNESCO World Heritage Sites, including Iguazu National Park, the world's largest waterfalls at 1.7 miles wide.

*Copaifera* trees can live up to 400 years and grow to more than 100 feet tall

*Copaifera* are evergreen trees native to Central and South America, where they flourish in tropical rainforest, including the Amazon Rainforest.

The unique ecosystem of the Amazon includes more than 40,000 plant species.

The Amazon Rainforest, the world's largest tropical rainforest, covers 60% of Brazil and makes up one-third of all rainforests on Earth.





Patient receiving care  
at the dental clinic

## dōTERRA Healing Hands Foundation in the Amazon

As the Amazon basin is a vast network of waterways and thick jungle, Copaiba harvesters and their families use boats for their daily transportation needs. With limited access to important resources that lie outside of their communities, healthcare options for these community members are sparse if at all available. Although the Brazilian government and other non-profit organizations assist many Amazonian communities, many of the communities with which dōTERRA works still do not have access to such healthcare programs. In 2019, the dōTERRA Healing Hands Foundation provided a dental camp in Copaiba harvesting regions of the Amazon Rainforest. Three dentists traveled by boat to set up temporary clinics that provided extractions and fillings, toothbrushes and toothpaste, and education on proper dental hygiene to more than 150 people in 11 communities. The dōTERRA Healing Hands Foundation intends to continue working with Copaiba harvesters and their families to identify needs and provide additional assistance in the future as needed.

**dōTERRA**<sup>®</sup>  
pursue what's **pure**

  
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*healinghands*  
FOUNDATION™

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