

Dear client,

We are pleased to share with you our latest update about the sunflower and pumpkin market.

If you have any questions or interests regarding our market information you can contact us through our contact details below. We always appreciate your feedback.

## **PUMPKIN**

### **Market**

Current market situation is difficult for the producers and farmers. The demand for export is low and prices are under pressure. Some packers have decreased their price last week slightly with about USD 20 per ton. Most packers kept their prices on the same level. Farmers are simply not lowering their prices, because they don't want to sell their materials with losses. They prefer to wait instead of selling lower.

Even if the export is low, the raw material is getting slowly less these days. In this time of the pumpkin season, it is getting more important to analyse the quality before you import. The risk on high % broken kernels, big size difference, foreign material and death insects is getting bigger.

### **Crop**

#### **Snow white pumpkin seeds**

Snow white pumpkin seeds are produced in Northeast of China -Heilongjiang province. In last 2 years, farmers tried to produce in Xingjiang origin and succeeded. Now we see planting areas keep increasing there. The harvest in Xingjiang origin starts early September and early October in Northeast.

We do not predict any big price changes for the new crop on the snow white kernels. The stocks of current crop snow white seeds is limited, but as the demands are low as well we do not expect any problems in the availability.

#### **Shine Skin pumpkin seeds**

Shine skin pumpkin seeds are produced in the Northeast (Jilin province, Heilongjiang province) and the Northwest (Xingjiang origin, Inner Mongolia, Gansu province).

The planting areas in Northeast are almost the same as last year, the plantations are growing well recently and the conditions are favorable. We expect this harvest early October.

The planting areas in inner Mongolia increased by 40% (farmers replaced some corns and sunflowers with pumpkins due to weather conditions). We expect this harvest by the first half of September. The planting areas are almost the same as last year in Xingjiang origin. We expect the harvest here during the second half of August.

All the plantation in Northwest are growing very well too and also the weather conditions ( and forecasts) are favorable. If mother nature keeps the (weather) conditions like this we expect a good crop, and bigger quantities of the shine skin than last year.

Generally we had about 120.000mt of shine skin of crop 2015 and forecast up to 150.000-180.000mt of shine skin crop 2016. We already see upcoming demands for new crop kernels and we believe that the interest for the 2016 harvest keeps rising.

### **GWS pumpkin seeds**

GWS were planted in Xingjiang and Gansu this year. Inner Mongolia did not plant GWS anymore. Planting areas of GWS in Xingjian have increased compared to last year. Also the conditions for the GWS are good and we expect the harvest will start middle of September.

### **Please be aware of:**

- 1: The quality of current crop seeds, as we see higher risks on foreign material and insects during this period.**
- 2: The high demand for new crop pumpkin kernels. Current prices for new crop are stable but the high demand at the beginning of the crop can have a big influence on the prices.**

### **Advise**

**Our advice is to buy only the quantities you need for a short period of the current crop. To cover longer needs we would advise to buy this with material from the 2016 crop. Due to the expected high interest of the new crop we advise not to wait too long.**

## **SUNFLOWER**

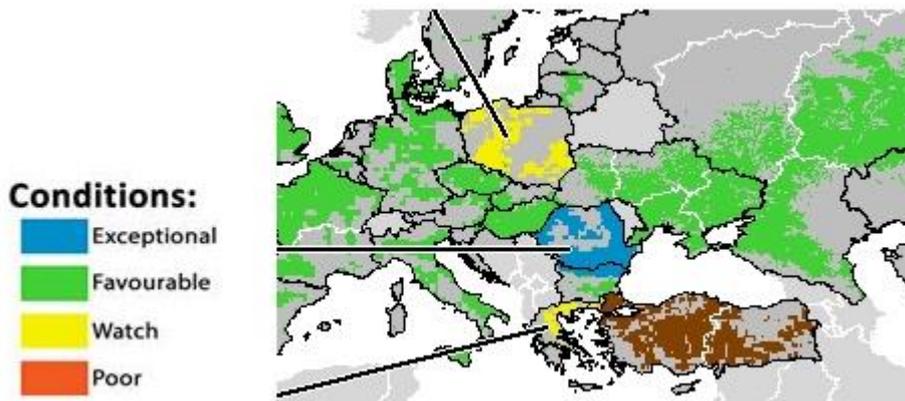
### **East Europe (Bulgaria)**

#### **Current crop**

In our last update we mentioned that the sunflower market is seeking for a direction. This situation did not change during July. Prices are quite stable and the market is slow. A fact is that we see more and more packers that stopped offering current crop material, because they are sold out or closing their facilities because of the summer period. There is still material available for prompt loading, but as the options get limited the price will get higher as well. Packers know this and looking for higher prices.

## New crop

All conditions for the new sunflower crop are positive and the sunflowers are in good condition. And everybody is very positive about the crop estimation for the next 2016/17 season. On the other hand, any small change (in the weather conditions) can have a big influence on the crop, especially during this part of the growing season. We see some packers who have sold already a big part of their crop production till December 2016. (mainly the packers that grow the raw material their self's) But mostly of them still trying to force sales for new crop. They can use more sales in their books to make sure their production facility can run on full power when the fresh seeds arrives. For the new crop we can also say that the market is looking for a direction. Prices are at interesting levels and we expect no big price changes during the summer months anymore if the weather stays this way. We see in the market that buyers still expect lower price levels, but we see that packers and farmers are not moving in their prices.



As you can see on the weather analyses of Geoglam are the conditions in the black sea area very good.

### East Europe (Moldova)

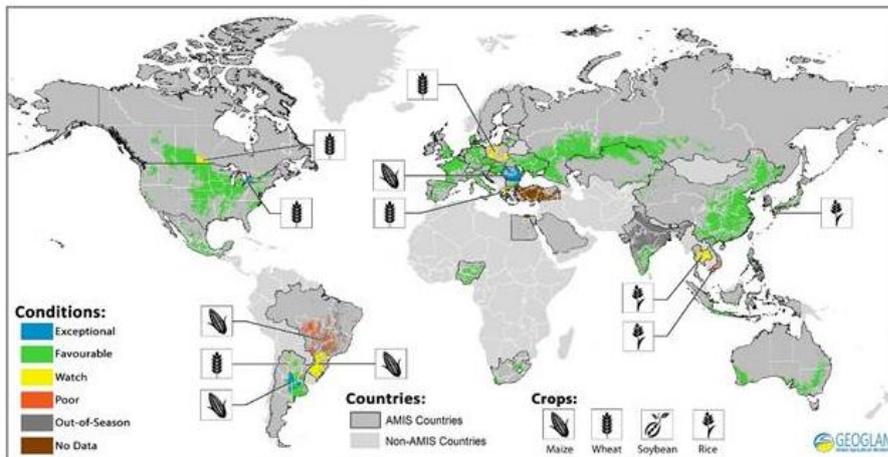
After the high results of 2015, Moldavian farmers decreased sunflower sowing area for the new harvest of 2016/17, but not because of the lowering interest in this crop. The reason for the lower area was essential increase in sowing material prices after high crop losses in 2015/16. Still, despite the decreased sowing area for the new crop (-10% compared with 2015/16). Moldavian farmers have a good chance to harvest a good quality and high volume sunflower crop. Probably one of the biggest they ever had.

**Please we aware of;**

1. Insects in the sunflower kernels during the hot summer periods in origin. We advise fumigation during these periods.
2. Tightness on bakery will appear especially for the period August and September 2016

## Argentina

Market in Argentina is still slow and the demand that producers expected after the Ramadan month were disappointing. Prices for 22/64 are between USD 790 to USD 840pmt CFR and for 24/64 between USD 890 and USD 940. There is still some availability of the old crop which packers want to sell on bottom prices.



## USA (by sunflowernsa)

### Crop Progress

Minnesota's sunflower condition rated 57% good to excellent, up 6% from last week. In the Dakotas, sunflower fields are beginning to bloom: 22% of North Dakota's sunflowers are reported blooming, and 18% in South Dakota. Kansas also reports 20% of the sunflower crop in that state are blooming.

#### Crop Progress - Monday, July 25, 2016

State	This Week	Last Week	Last Year	5 Year Average
North Dakota				
<i>Blooming</i>	22	13	20	12
South Dakota				
<i>Blooming</i>	18	11	6	11
Kansas				
<i>Emerged</i>	96	94	94	96
<i>Blooming</i>	20	9	13	15

#### Crop Conditions - Monday, July 25, 2016

State	Very Poor	Poor	Fair	Good	Excellent
North Dakota	1	5	24	65	5
South Dakota	0	4	49	46	1
Minnesota	2	4	37	50	7
Colorado	0	1	28	63	8
Kansas	0	3	27	65	5

*Kindest regards,*

Paul, Nurcan and Mark  
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