

July, 2020

Dear client,

Hereby we share with you our latest update about the pumpkin market from China.

If you have any questions or interests regarding this you can contact us through our contact details below.

PUMPKIN



Due to the COVID-19 the market in China started with problems this year. Because of the lock down production facilities were closed and shipments were on hold and after some period of silence the first shipment were sent as from March this year.

This week, the price for GWS will be quite stable due to the low demand and the market of pumpkin seeds is still slow. There is no stock left from Northeast region.

Normally buyers should book orders for the second half of the year but it seems buyers are still waiting and see how the market will develop.

Shine Skin.

The market price is stable. Not much raw material from Northwest region, therefore, no expectation for big decrease on price.

GWS.

The price is stable. The market goes into the off-season. At the moment it is still unclear where prices will go to.

Price difference Shine Skin versus GWS and availability Grade A.

We think the reason is the raw material shortage, as last year the Shine Skin and GWS quality were very good. Most of the output is GWS Grade AA, which leads to less A quality although the market demand is much higher for the single A quality.

Inshell



Small sizes as 8-9 cm are available for shipments but 10cm+ size market is empty and the market has to wait for the new crop for this item. This as well for the North West region and North East region Inshells from the North west (better) quality are more white colored.

New Crop

This year, for Shine Skin the planting area increased around 20%, for GWS Pumpkin the area will be the same as the previous year. As for the new crops price, we expect in September or October the price will stay the same as current, but for the near future, we have to wait what new crop prices will do.



Weather conditions in the next few weeks is crucial, so far, the weather condition is good and the plants are growing well.

Key Market Trends:

Growing health concerns leading to eat nutritional food.
Raising awareness of pumpkin kernels.
Higher availability of seeds through online stores.

Advice and expectations.

Right now, the pumpkin market is at a stable and acceptable level, which gives the opportunity to buy good quality seeds at attractive prices. Especially the prices for nearby shipment are attractive. If you would like to take advantage of this favorable market, we advise to consider covering your needs until the next crop. We are able to offer all varieties and grades on a fixed price level for these longer spreads. We advise to keep following the market especially during the month August and September because of the next crop news.

Demand for GWS AA will increase as an alternative for the less available GWS A quality.

We advise to cover these needs up to and including October/November awaiting for the new crop will arrive.

There are still +/- 4 months to go before the new crop.

According to the planting situation and the carry-overs situation of the current season, some market players think that in the circumstance of good harvest of 2020 crop, the 2020/2021 season shine skin supply can meet demand while GWS may not be sufficient to meet demand.

However only in the coming months will it become clear how the crop and, above all, the demand situation will actually develop in the year of the corona pandemic

Current **stock** on FCA Rotterdam basis from **Aldebaran**:

Pumpkin GWS AA						
Packaging	Bags	Total MT	Origin	Grade	Crop	Price/USD/Mt
25 kg poly bags	1440	36	China	Grade AA	2019	2900
25 kg vacuum bags	720	18	China	Grade AA	2019	2910

Pumpkin GWS AA HEAT TREATED						
Packaging	Cartons	Total MT	Origin	Grade	Crop	Price/USD/Mt
25 kg poly bags	720	18	China	Grade AA HT	2019	2990
25 kg vacuum bags	720	18	China	Grade AA HT	2019	3000

Above is subject availability. Please contact us in case of firm interest and we will make a special price for you. Of course, we can quote you with prices for shipments from origin directly to your desired port of destination.

Kindest regards,
Paul, Nurcan, and Ronald
Trade department

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