



agaSAAT GmbH · Kelvinstraße 2 · D-47506 Neukirchen-Vluyn

# BACK\_ GEWÜRZ\_ SAATEN\_

*Natürlich und gesund genießen.*

## agaSAAT® Market Report March 2024

**Dear Readers,**

We've finally reached the start of the new sowing season. Planning of the cultivation areas is complete and the seeds are already on their way to growers. Now all we can do is wait until the harvest starts and hope that the weather gods are on our side. Over the coming months we will be regularly out and about in the fields to see how things are progressing and will keep you up to date with regular reports.

### **Pumpkin seeds**

Prices on the raw material market at origin continue to be high, expectations that market situation would ease up after the Chinese New Year celebrations had come to end were not fulfilled. Due to the ongoing crisis in the Red Sea, sea freight prices are still very high. The new sowing season in China will only start in May – according to current estimates, prices for the available raw materials are still high.

### **GWS-quality seeds**

Here the market situation is a little different, supplies are limited and demand is high. This will result in higher prices further down the line. The quantities of raw materials that are still available at origin will certainly not cover current demand until the new harvest comes in. Raw material prices rise with each additional export container. Do not wait, cover your requirements as soon as possible.

### **Organic pumpkin seeds**

There are no more **GWS A / AA**-quality seeds that meet the requirements of the EU Organic Regulation available. We will have to wait and see what happens when the new harvest comes in. There are some limited availabilities left in European warehouses but they are in high demand. We recommend making the switch to locally-grown seeds. Do not wait and get in touch as quickly as possible if you still have requirements that need covering.

**Shine Skin A / AA** – prices are levels that we have only ever seen with GWS-quality seeds in the past. Again, the available quantities that meet EU importation requirements are incredibly limited. Remember to take lead and delivery times into account.

**Cultivation in the Lower Rhine:** The field and area planning for the 2024 sowing is complete. If you are interested in making the switch to locally-grown, NATURLAND-certified organic seeds and conventionally-grown pumpkin seeds from local farms in the long term, please get in touch as soon as possible.





agaSAAT GmbH · Kelvinstraße 2 · D-47506 Neukirchen-Vluyn

# BACK\_ GEWÜRZ\_ SAATEN\_

*Natürlich und gesund genießen.*

## **Blue poppy**

Previous estimates have now been confirmed, the securing of long-term requirements has not been possible. The remaining raw material quantities and the time left until the new harvest comes in in autumn 2024 has resulted in an explosion in blue poppy prices. The current high price level is already reflected in the growing contracts for the new season. Areas and quantities can only be secured at prices that are significantly higher than last year.

**Organic poppy** from the 2023 harvest is no longer available, the last imported quantities will soon be shipped. We will then simply have to wait until the new harvest comes in. We recently added NATURLAND-certified BLUE POPPY to our range of products. Should you have any long-term requirements that need covering here, we would be happy to hear from you.

**agaBLUE®** - The area planning is finished. Winter poppy develops very differently depending on where it has been sown and is being grown. Some cultivation areas have suffered with the high levels of precipitation in recent months and have literally been drowned. For these areas we are planning a reseedling with summer poppy varieties to compensate for any area losses.

## **Sesame seeds**

Prices at origin are still high. The high transport prices and significantly longer import pre-carriage times are having an impact on the quantities of sesame seeds available on the market. Indian providers are currently trying harder to get a foothold in the European market. Please carefully check the quality of seeds when presented with tempting, cheaper offers.

One additional remark on Sesame. There are increasing warnings about CHLORATE – levels that are outside the permitted max. limit values in Europe. Please be careful to avoid unpleasant surprises. We prevent this by regular quality control of received goods – in addition to the usual monitoring analysis.

**Hulled organic sesame:** The availabilities of organic goods are still significantly limited. There are not enough goods available and it is difficult to find alternative origins right now. As such, demand for the remaining quantities is high and is driving prices up even further.





agaSAAT GmbH · Kelvinstraße 2 · D-47506 Neukirchen-Vluyn

# BACK\_ GEWÜRZ\_ SAATEN\_

*Natürlich und gesund genießen.*

**ORGANIC NATURLAND SESAME:** The first quantities of NATURLAND seeds from Uganda have come in and are being prepared for delivery. The quality of the goods are checked before the containers are shipped to ensure that only perfect goods are exported to Europe. As a precaution, the incoming containers are sampled and analysed again to confirm that the goods have not been negatively affected by the long sea journey. We will be happy to provide you with a quote for this product. Additional raw material quantities are currently being secured and checked to ensure a long-term securing and availability of tested goods.

## **Linseed**

Delays and blockades at EU borders are causing delays in the supplies of raw materials from Kazakhstan and other approved origins. This is reflected in the constantly increasing price structure. Long-term contracts are not currently being offered. We are recommending acting quickly if you still have requirements that need covering. We do not expect the market situation to ease up any time soon.

The area planning for our own **agaSUZANNE®** and **agaGOLDFLAX®** on farms in Germany, Hungary and the Netherlands is finished and the seeds have been delivered. In comparison to last year, we have been able to increase the cultivation areas and are looking forward to the coming months until the harvest. We plan on visiting the growing regions regularly and will keep you up to date with the latest developments.

We can also cover short-term SPOT requirements at short notice with deliveries from our temperature-controlled warehouses.

## **NEW to our range agaSUZANNE – Linseed from controlled organic farms**

– Available from 2024 harvest

## **Sunflower seeds**

The availability of raw materials is significantly lower than originally estimated. As a result, the hulling plants in Bulgaria are gradually raising their prices each week. Cooking oil prices are continuing to increase steadily too. This means that the processors at origin can choose where to sell depending on where they will get better profits at the moment.

**Organic sunflower seeds:** We still recommend securing your long-term requirements to ensure that you have a sufficient supply of the raw materials until the new harvest comes in in autumn 2024. For now, prices are continuing to rise and there seems to be no upper limit.





agaSAAT GmbH · Kelvinstraße 2 · D-47506 Neukirchen-Vluyn

# BACK\_ GEWÜRZ\_ SAATEN\_

*Natürlich und gesund genießen.*

**Organic nigella / black cumin:** The raw material market at origin has been completely exhausted so now we have to wait until the beginning of the new harvest season in May / June this year. The first few deals for the new harvest have already been made. Due to the price developments when selling off the remaining harvest quantities from 2023, contracts can now only be concluded at significantly higher prices than at the same time last year.

It remains to be seen whether prices will remain at this high level. Currently demand for black cumin seeds is not decreasing. Here too we believe that long-term plannable requirements will not be secured and that waiting too long has ultimately led to deals having to be made in the SPOT market at significantly higher prices.

## **Customized core competence – this is what agaSAAT GmbH stands for**

The services that we offer includes the mixing and packaging of **ready-to-use** seed mixes for further processing.

You specify the number of ingredients and the recipes and we mix and package the seeds according to your specifications – making your job easier.

We can even add special ingredients like flakes or malt-based ingredients. Our modern production lines offer a wide range of possibilities enabling us to mix and pack your specific pre-mixes according to your requirements.

We are happy to offer you our services and expertise. We look forward to receiving your enquiry. You can find more information about we offer at

[www.agasaat.de](http://www.agasaat.de)

If you have any questions about this market report or would like to request a tailored quote, please call us on +49 (0)2845-91460.

