

GENERAL INFORMATION

The rapid changes in the global shipping and the evolving landscape of international trade, the agricultural produce market is facing unprecedented challenges and opportunities. This report aims to provide a comprehensive market analysis, focusing on the stock levels of pumpkin seeds and walnut kernels in China post-December 2023, and forecasting the production of pine nuts for the year 2024.

The recent surge in shipping costs has significantly impacted global trade, affecting cost structures and posing new challenges to supply chain stability. We will share our procurement advice to deal with the immediate changes in sea freight schedules. Wish this report will bring you solid support for your procurement decisions.



What Challenges Are You Facing?

1. ****Extended Shipping Schedules****: The global maritime market is experiencing uncertainties, especially recent challenges in shipping. Notably, shipments from China to Europe are now taking a detour around the Cape of Good Hope, doubling the usual shipping time to about 60 days. We recommend considering advancing your purchasing plans to navigate these delays effectively.
2. ****Ongoing High Freight Costs****: According to the latest insights from shipping companies, freight costs are expected to stay elevated before Chinese New Year. To accommodate this, we've prepared two pricing options – CIF and FOB. These options are designed to help manage your costs and risks adaptively.
3. ****Reasons for Early Procurement and FOB Consideration****: High freight costs have caused delays in many orders. If sea freight returns to normal, it's likely to coincide with the peak purchasing period for pumpkin seeds, leading to significantly higher procurement costs than present. To mitigate this, you might want to consider placing FOB orders with delayed shipment dates. This approach could secure more favorable terms and prices before the anticipated market rush.

Quick review to find your products

Pumpkin Seed
Sunflower Seed

Walnuts
Raisins

Pumpkin Seed Inshell
Goji Berries

Macadamia Nuts
Pine Nut

**PUMPKIN
SEED**

Pumpkin Seeds

Shine skin

The Chinese New Year in 2024 is scheduled for the second week of February, and this undoubtedly plays a significant role in influencing the market prices. As most Chinese retail brands will continue to replenish their inventories, it is inevitable that there will be short-term price fluctuations, which are expected to persist until February. The good news, however, is that the current stock levels in China are relatively abundant, suggesting that there are unlikely to be major price changes in the short term.



During the 2023 growing season, the majority of pumpkin growers achieved desirable returns. Information from seed selling companies indicates that the planting season for 2024 is expected to see an increase compared to 2023, although the exact volume of planting is still being tallied. This suggests that the supply of pumpkin seeds in 2024 could be more abundant than in 2023, potentially impacting market prices.

GWS

Chinese GWS are mainly used for export. Due to the sudden increase in sea freight, many orders have been delayed or stalled. As a result, the price of GWS has been affected. The FOB Tianjin/Dalian have decreased, now similar with shine skin pumpkin seeds, but the CIF prices EU basis have increased indeed. Therefore, we recommend prioritizing the purchase of FOB orders, and we can discuss the freight costs at a later stage.



Snow white



This year's SNOW WHITE SEEDS season faced significant challenges due to heavy rains at the start of the season, leading to damage to much of the high-quality produce. The damaged produce resulted in lower yields and quality, leading to reduced profits for farmers. This economic setback is crucial as it influences farmers' future decisions regarding planting. Given these unfavorable factors, it is anticipated that the planting area for SNOW WHITE SEEDS will be reduced in the 2024 season. Despite the supply challenges, the demand remains high. Considering the current market situation, a decrease in prices seems unlikely.



WALNUTS

XinJiang Origin

Inshell

Whether Xinjiang's walnut stocks will last till the Chinese New Year is something to think about. Basically, there is no harvesting in 2023 crop season for Northern walnut as we reported before. Xinjiang is now the main place where walnuts come from. This puts a lot of pressure on its supply. Also, this year in China, walnuts inshells are in trend as a replacement for pecans, which has increased the demand for walnuts. This situation of more demand than supply raises an important question: Will Xinjiang have enough walnuts until the Chinese New Year? This is something to keep an eye on.

Also, walnut kernels are really popular now among Chinese and some European customers. The kernels are roasted at high heat and coated with syrup, which not only makes them taste better but also helps them last longer. I've sent some pictures for you to look at. If you need more information, feel free to get in touch with us.

Yunnan Origin

The color of Yunnan walnut kernels is not as good this season compared to the 2022 season. Most of the stock is primarily light-colored, with very few Extra Light Half (ELH) walnuts. The main sales are in China and Russia.



Macadamia

Macadamia

Even though China now occupies a major portion of the Macadamia cultivation share, the supply and demand levels remain unequal. The sustained high exchange rate of the US dollar against the Chinese yuan has led Chinese import companies to reduce their purchases of macadamias from African countries. Currently, China's inventory primarily consists of 22-25mm nuts, with the larger size of 25mm+ almost sold out.

Pine Nut

Pine Nut

For the 2024 season, the yield of cedar nuts is expected to be even less than the 2023 season. The total yield for 2023 was 14 million tons. Currently, prices have already begun to rise.

Goji

Goji

The price of smaller granules has increased slightly, such as those sized 380-550, because this size is more popular in the market. European countries, like France and Germany, tend to need more of the 250-280 size, while in the Americas, there's a higher demand for the 180-250 size. Price is tending to stabilize.

