



# PULSE DAYS JANUARY 12, 2010

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## 3 Things...

1. Where we are going in the next 30-60 days?
2. What's my marketing calendar going forward?
3. The outlook for 2010



Year	2006	2007	2008	2009
Acreage	1,285,770	1,335,000	1,745,000	2,400,000
Yield (lbs)	1,088	1,237	1,318	1,387
Production	634,500	748,900	1,043,200	1,510,200
Carry In	555,000	199,000	51,000	32,000
Imports	5,273	4,697	4,000	4,000
Stocks	1,194,773	952,597	1,098,200	1,546,200
Europe	55,342	59,994	45,611	53,600
Mediterranean	100,309	118,208	250,607	218,900
South America	149,986	161,193	150,112	169,100
N/C America	49,514	48,094	57,760	51,800
Pacific Rim	255,267	186,732	227,515	290,100
Arab/Africa	241,494	236,959	240,817	251,700
Total Export	851,913	811,180	972,423	1,035,200
Seed	44,200	58,100	79,200	106,200
Other Domestic	99,661	32,317	14,578	54,800
Total Usage	995,773	901,597	1,066,201	1,196,200
Ending Stock	199,000	51,000	32,000	350,000
Stock/Use	20.00%	5.70%	3.00%	29.30%

# Today...

- ▣ **Farmers in Saskatchewan**
- ▣ **Canada is the only game in town**
- ▣ **Exports for October were record breaking**
- ▣ **Exports for November are likely to follow suit**
- ▣ **Canada received a gift from the weather problems in Australia**
- ▣ **The world is still short lentils**
- ▣ **No competition from other exporting countries till Spring 2010... weather permitting**

Lentil Stocks - 2009 / 2010			WESTERN GRAIN 	
Supply of Lentils	1,546,200	Stats Canada / StatPub		
Seed + Domestic	161,000	Stats Canada / StatPub		
Net Lentils for Sale	1,385,200	Stats Canada / StatPub		
			% of crop Sold	
Aug - Sept	122,354	Actual	8.83%	
Oct	219,401	Actual	15.84%	
Nov	200,000	Heidi's Forecast	14.44%	
Dec	135,000	Heidi's Forecast	9.75%	48.86%
Jan	150,000	Heidi's Forecast	10.83%	
Feb	100,000	Heidi's Forecast	7.22%	
March	100,000	Heidi's Forecast	7.22%	
April	80,000	Heidi's Forecast	5.78%	
May	90,000	Heidi's Forecast	6.50%	
June	60,000	Heidi's Forecast	4.33%	
July	60,000	Heidi's Forecast	4.33%	
Total Sales	1,316,755	Heidi's Forecast	95.06%	
Net Lentils at Year End	68,445	Heidi's July 31, 2010		
Stock To Use	5.20%	Heidi's Number	Bullish	
Industry Number	29.30%	Stats Canada / StatPub	Bearish	

# January

- ▣ Turkish and Syrian crops – Already planted
  - Crop is to be said to be normal size
- ▣ India crop – Harvesting starts in late January in areas of India. Other areas of the country will harvest into March/April, depending on the weather.

# February

- ▣ Turkey – Looking for normal precipitation from Feb – March – April
  - Shipments from Canada must leave by mid March to avoid the import ban
- ▣ India crop – Harvesting of the Rabi crop continues
  - Export ban on pulses expires March 31, 2010
- ▣ Canadian crop – What are grower's seeding intentions?
- ▣ What do I need marketed before spring and am I willing to gamble more on weather?

# March

- ▣ India crop – Lentil harvest continues
- ▣ Turkish / Syrian – Weather needs to be carefully monitored
- ▣ China – Starting to plant lentils
- ▣ Canadian / USA – Seeding intentions

# April

- ▣ Turkish / Syria weather – Crops are sensitive to heat and moisture stress
- ▣ Canada – Seeding starts
- ▣ USA - Seeding starts
- ▣ India – Crop hits local market / balance of harvest finishes
- ▣ China – Seeding starts

# May

- ▣ Canadian / USA – Farmers are seeding
  - Are seeding intentions going to hold? Do I need to re-adjust those numbers?
- ▣ Turkey / Syrian – Harvesting begins in late May
- ▣ China – Seeding
- ▣ Australia - Seeding

# June

- ▣ Canadian crop – Growing
- ▣ USA crop – Growing
- ▣ China crop – Growing
- ▣ Turkish / Syrian – Harvesting the majority of the crop usually occurs after June 15
- ▣ Australia - Seeding

# July

- ▣ Canadian crop – Growing
- ▣ USA crop – Growing
- ▣ China crop – Growing
- ▣ Australia – Seeding

# August

- ▣ Canadian Crop – Growing and in areas close to harvest
- ▣ USA crop – Harvesting
- ▣ China crop – Harvesting

# September

- ▣ Canadian crop – Harvested... Most years we are...done expect for 2009 ☺
- ▣ USA crop - Harvested

# October

- ▣ Canadian and USA lentils dominate market
- ▣ Australia – New crop selling can start to affect market based on their outlook
- ▣ Turkey/Syria – Planting of their lentil crops begins in late October
- ▣ India – Planting of the lentil crop starts in parts of India.

# November

- ▣ Australian harvest may start, weather permitting
- ▣ Canadian and US production numbers are factored into pricing
- ▣ India lentil crop planting continues
- ▣ Syrian /Turkish crop planting

# December

- ▣ Australia harvesting lentils
- ▣ Canadians will start speculating about crop size for the next season
- ▣ Turkish seeding estimates are available
- ▣ Syrian crop planting nearing completion
- ▣ India lentil crop planting complete. Current numbers suggest 12.6% more lentils.

# New Crop Outlook

- ▣ High prices generally solves high prices
- ▣ Acres forecasted at 3,178,000 and production of 2,176,000
  - 32% more acres / 41% more production
- ▣ Sales for new crop production contracts going to be important this next year
- ▣ Buyers will be reluctant to commit to Canada with such a large crop coming

# References Used

- ▣ Ag Canada
- ▣ Statpub
- ▣ Weber Communications
- ▣ World Weather



# Thank-You

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