

# Canola Responding to Market Demand

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# Canola - current developments

- Agronomics – resistance to:
  - Pod shattering
  - Clubroot
  - Blackleg – new and/or prevalent strains
- Record 2017 Canada/USA crop - in demand
- CCC goal of 26 mmt & 2600 lb/ac yield by 2025
- 2018 economics support acreage increases in Canada/USA
- Nexera, etc (high oleic) demand growth - again

# Developments in progress

- Improved canola meal quality
- Improved oil content
- Non-Gmo opportunities
- Enlist & Xtend opening options for canola in crop rotations

# What Will Increase Production

- Seed Traits
- Seed Breeding
- Fungicides & Seed Treatments
- Nutrient Practices
  - Variable Rate
- In-Crop Chemistry Advancements
- Biologicals
- Harvest Practices
- Agronomic Practices
  - Rotations
- Digital Technologies

# ProPound trait

- Breeding development improves quality & market access for canola meal
- Canola meal with soybean meal properties
- Initiative of Dow & Bunge
- Increased value for canola as its market develops

# Non-GMO canola

- ▶ GMO “quick test” now available
- ▶ Bunge working on Non-GMO program
- ▶ Reaction to consumer demand for non-GMO - niche or trend??

# Bunge Market Development

- ▶ Bunge Large Sales Team
  - Working on new markets
  - Building Deeper Relationships
- ▶ Creative Solutions Center
  - 35,000 Square Feet
  - Full Analytical Lab
  - Features
    - Research Team
    - Culinary Kitchen
    - Bakery Applications Lab
    - 5 Pilot Project Plants
      - » Crystallization
      - » Reactions
      - » Expelling
      - » Dry Milling
      - » Extrusion

# 2018 Nexera Program Features

- Health Bonus – \$1.00-2.00/cwt depending on delivery period
- Loyalty bonus - \$0.10/cwt
- Free On Farm Pickup
- 1500 lb AOG
- Full Production – over 1500 lb at premiums over canola bid delivered by July, 2019
- 1024 RR & 2024 CL hybrids





# Nexera Premiums

## BUNGE CANOLA DELIVERY & PRICING OPTIONS

Delivery Month	Futures Month	Flat Price Option 1	Floating Option 2
September- November 2018	November 2018	\$18.00/cwt	\$1.00/cwt
Dec 2018 – Jan 2019	January 2019	\$18.40/cwt	\$1.40/cwt
February - March 2019	March 2019	\$18.60/cwt	\$1.60/cwt
April - May 2019	May 2019	\$18.50/cwt	\$1.50/cwt
June - July 2019	July 2019	\$19.00/cwt	\$2.00/cwt

### Floating price example @ Dec 5, 2017 market close:

- **Sep-Nov'18**                      **Nexera = 18.68**
- **Dec'18-Jan'19**                      **Nexera = 19.45**
- **Feb-Mar'19**                      **Nexera = 19.79**
- **Apr-May'19**                      **Nexera = 19.73**
- **June-July'19**                      **Nexera = 20.49**

# Canola – picked up or delivered to Altona

- ▶ Delivered bids
  - daily email bids available
- ▶ Farm pick up discount examples:
  - Hallock \$.60/cwt
  - Strandquist, Greenbush \$.80/cwt
  - Roseau, Wannaska \$.90/cwt

# Grain Marketing Team at Altona

- ▶ Nolan Friesen – Grain Manager
- ▶ James Loewen – Grain Marketing Specialist
- ▶ Vanessa Braun – Grain Services Coordinator
- ▶ Jeremy Hildebrandt – Grain Services Coordinator
- ▶ Andrea Hildebrand – Grain Services Coordinator
  
- ▶ Phone: Altona Office 1-800-203-9576
- ▶ [www.BungeServices.com](http://www.BungeServices.com) and Bunge Mobile App!
  - Canola and Nexera prices
  - Daily bid email available