

Internationally More Growers Are Going to Opt for Potatoes and Grain

Detail Introduction :

On Waterman Onions' website, Wim Waterman gives a short update of what he observes in the market. This was his forecast for the season's last three months. "Global onion demand won't decrease any time soon and the world's market prices are decent too." According to Wim, European demand will also improve.

"Enough lower quality onions have been sent to alternative destinations like Poland. The remaining lots are therefore, of reasonably good quality. There will probably be fewer imports from popular countries such as the USA and New Zealand. So, you could argue that the global market will have more room for Dutch onions."

There was talk of a surplus when the season began; now, says Wim, the Netherlands has managed to ease the pressure on all its onions. "Only the logistical problems continue to frustrate us, and the latest developments in Ukraine are indirectly affecting the flow of goods."



Shrinking acreage

Dutch onion acreage is expected to shrink in the 2022/2023 season. According to Wim, that will ease the pressure on the market. "I think growers worldwide will increasingly opt for potatoes and grain. These products' prices are climbing due to tensions on the global market. That will probably result in less interest in onion cultivation." Whether that will lead to increased prices in the coming season is still hard to predict. "Price-wise, we're completely dependent on transport prices; if that rises even further, the market price, too, will climb even more. That price increase doesn't benefit growers or us."

Certified cultivation

Wim has some advice for those growers who will cultivate onions in the coming season: "Demand for certified cultivation continues to grow, both in Europe and worldwide. Retailers increasingly require certificates like GlobalGAP and Proof. Do you, as a grower, want to expand your sales markets? Then I recommend you obtain the required certificates. With non-certified onions, you're at the mercy of the bulk market. And this year, the market is very tight."

it harder for growers to set prices," he concludes.

All in all, Wim thus sees enough, albeit possibly tricky, prospects for the end of this season and the upcoming season.