



**ChampFood**  
MUSHROOM SUPPLEMENTS

**Supplementary  
to your mushroom  
business!**



## Newsletter ChampFood International

July 2021 / 02

As a respected relation of ChampFood International we share actual items about our company and the technological developments in the mushroom business. The topics of this edition are:

- Sector developments
- Developments on the commodity markets
- A critical Comparison of Dutch and US Mushroom Growing Strategies

### Sector developments

Since the Covid pandemic we are experiencing several positive trends throughout the worldwide mushroom industry. The initial lower demand for mushrooms in gastronomy (i.e. hotels and restaurants) was compensated rather quick due to greater demand from retailers. Nowadays compost yards in Northwestern Europe produce at almost full capacity. Also in other parts of the world we see great demand for both mushrooms, compost and (of course) supplement. In these troubled times our industry remains standing. Overall we see that food is booming. Increased customer awareness on health, food quality and safety provides lots of opportunities for our great industry.

The positive boom in the food producing sector has triggered the interest of financial institutions. Private equity firms and other investors look with more and more interest at the robustness and solidness of the food producing industry. The growing population numbers and the increased awareness regarding health and food quality creates growing demand for new investments. Also the mushroom industry has become more familiar with these new entrants. Considering the high share of family businesses in our industry and the ageing of their current owners, we expect this trend to gain momentum.

Overall the outlook of our industry seems promising to us. Nevertheless, our industry faces problems of its own. All over the world we see that composters and mushroom growers find it increasingly difficult to find sufficient amounts of pickers and technical staff. Years of sourcing people from other places seems to be becoming harder. Like other industries, such as asparagus and blueberry production, we hope that automation and robotics brings the needed relief to our labor-intensive industry in the next coming years.

### Developments on the commodity markets

In our previous newsletter (December 2020) we informed you about a turbulent commodity market. Towards the end of January/early February, commodity prices temporarily peaked at five-year-high price levels. Since then commodity prices came down steadily and stabilized. Nevertheless current price levels remain 20-30% higher compared to last year.

● Spot price ● 3 months price ● 6 months price ● 12 months price



Chart showing the price trend of soya over a period of 5 years.

By the end of June a new FDA report was published concerning US soybean sowing data and harvest projections. Due to the report's negative content, commodity prices soared the day after. The severe drought and heatwaves in the US have disrupted sowing plans and therefore puts the supply side of soya under more pressure. Now, three weeks later, the price of soya came back to the price level of days prior to the FDA report. This shows that the commodity market remains volatile and sensitive to sudden developments and rumors.

Our suppliers don't expect a return to the pre-Covid price levels anytime soon. For that situation to happen, soya harvests should be extremely positive and we would need to see a dramatic weakening of the US dollar.

### A Critical Comparison of Dutch and US Mushroom Growing Strategies By Ray Samp, Agari Culture Mushroom Consulting Services

ChampFood International is a market leader in the worldwide mushroom industry. For that reason we are in contact with many renowned composters, mushroom growers and consultants. Due to our international network we are familiar with the latest developments, trends and newly acquired knowledge. Frequently we ask our international contacts to share their experiences and knowledge with us. This time it's Ray Samp's turn. We asked Ray to share his thoughts regarding the differences between Dutch and US mushroom growing strategies.

Why do they do what they do? In order to read this article, please click on this link:

<https://www.champfood.com/news/a-critical-comparison-of-dutch-and-us-mushroom-growing-strategies/>



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