



WESTERN BARLEY GROWERS ASSOCIATION

A strong voice for a vibrant, market responsive barley industry in western Canada

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Canadian wheat board under sells world market

January 29, 2007, Airdrie, AB. “It is no wonder grain buyers from around the world lined up to support the Canadian Wheat Board” comments Jeff Nielsen, President of the Western Barley Growers Association on Mr. Mohamed Kacem, the Director General of OAIC (the Algerian state trading organization involved in wheat and durum production, handling and imports) telling an Algerian newspaper “...CWB’s selling prices are very low, since our country benefits from preferential prices. This preferential price saves Algeria several tens of dollars per tonne purchased. No other country gives us such benefits.”

“This flies in the face of repeated CWB claims that the CWB single desk monopoly is able to extract a premium from the market” states Nielsen. “According to the report, Algeria buys 400,000 tonnes a year, “several tens of dollars” could mean 20 or 30; that’s a 10-12 million dollar gift per year from western durum growers to the government of Algeria ! “ “Why would the CWB do that? Was there political pressure?” questions Nielsen. “If there was no external pressure to undersell the market, what would be the motivation, why would they knowingly undersell that much wheat for so much under the market?”

“The CWB is not legally accountable to producers, so we cannot challenge the board marketing, but the CWB is legally accountable to parliament, and we have asked Honourable Chuck Strahl, the Minister responsible for the Canadian Wheat Board to ask the board of directors of the CWB for an explanation as to why they are discounting wheat to Algeria” concludes Nielsen.

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Algeria is a privileged client for Canadian Wheat

Canada exports more than 400 000 tonnes of durum to Algeria at preferential prices, according to the Algerian Inter-professional Office of Cereals.

In effect, Canada offers the Algerian organization a battery of guarantees and advantages not found anywhere else. The quality of the current crop only reinforces the exceptional rapport between the two parties. The seminar, organized yesterday at the Hotel Mouflon D'Or on the quality of Western Canadian wheat for 2006 by the Canadian Wheat Board, allowed representatives from Algeria and Canada to report on the harvest and its characteristics. The Director General of the OAIC, Mr. Mohamed Kacem, judged Canada's production this year to be of "excellent quality."

Canada's choice as a unique supplier of durum, according to Mr. Kacem, rests on a certain number of objective elements which mean that "Algeria gains a lot and on all of the plans this relationship is based on confidence and duration." "The guarantee, it is the Canadian government that assures us because it is the government that has control over the products," he mentions, underlining that the sale prices to Algeria are well studied because it is preferential prices which are applied to that country. This preferential pricing means that Algeria saves several tens of dollars on each tonne purchased. This control allows Algeria to save more than a dollar per treated tonne.

According to Mr. Jean-Benoit Gauthier, senior marketing manager representing the Canadian Wheat Board in Europe, Russia, Central Asia, the Middle East and Africa, Canada sells an average of 400 000 to 500 000 tonnes of wheat to Algeria per year. However, the list of advantages offered by the Canadian market don't end there because, according to Mr. Kacem, Canada also ensures technical assistance in terms of training for the OAIC executives and for the agricultural sector. Added to this is the assumption of responsibility for loading fees charged by the Canadian supplier and facilitations in the mode of payment. "There is no other country that accords us such benefits," adds Mr. Kacem.

. The article was published on December 17, 2006.

L'Algérie est un client privilégié du blé canadien
Le Canada exporte vers l'Algérie plus de 400000 tonnes de blé dur à des prix préférentiels, selon l'Office algérien interprofessionnel des céréales.

dimanche 17 décembre 2006.

En effet, le Canada offre à l'organisme algérien une batterie de garanties et d'avantages que l'on ne retrouve pas ailleurs. Et la qualité de la présente récolte ne fait que renforcer encore davantage ces rapports exceptionnels entre les deux parties. Le séminaire, organisé hier à l'hôtel Mouflon d'Or sur la qualité du blé de l'Ouest canadien pour 2006 par la Commission canadienne du blé, a permis aux représentants de l'Algérie et du Canada de faire le point sur cette récolte et ses caractéristiques. Le directeur général de l'OAIC, M. Mohamed Kacem, a d'ailleurs jugé la production canadienne de cette année d'"excellente qualité".

Le choix du Canada comme fournisseur unique de l'office en blé dur repose, selon M. Kacem, sur un certain nombre d'éléments objectifs qui font que "l'Algérie gagne beaucoup et sur tous les plans avec cette relation basée sur la confiance et la durée". "La garantie, c'est le gouvernement canadien qui nous l'assure puisque c'est lui qui effectue les contrôles sur les produits", relève-t-il, soulignant que les prix de vente à l'Algérie sont bien étudiés puisque ce sont des prix préférentiels qui sont appliqués à notre pays. Ce prix préférentiel fait gagner à l'Algérie plusieurs dizaines de dollars sur la tonne achetée. Pour le contrôle, il permet à l'Algérie une économie de plus d'un dollar pour la tonne traitée.

Selon M. Jean-Benoît Gauthier, gestionnaire représentant de la Commission canadienne du blé pour l'Europe, la Russie, l'Asie centrale, le Moyen-Orient et l'Afrique, le Canada vend à l'Algérie une moyenne de 400 000 à 500 000 tonnes de blé annuellement. Cependant, la liste des avantages offerts par le marché canadien ne s'arrête pas là puisque, selon M. Kacem, ce pays assure également une assistance technique en termes de formation au profit des cadres de l'OAIC et du secteur de l'agriculture. Il faut ajouter à cela la prise en charge des frais de chargement par le fournisseur canadien et les facilitations accordées dans le mode de paiement. "Il n'y a aucun autre pays qui nous accorde de tels avantages", relève M. Kacem.

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