



LUPIN BULLETIN

Like last year, 2021 turned out to be a tricky year for lupin growers, with a very cold, wet period in May leading into a poor, dull summer. As a result, the yields have been on the low side, and many crops were later to harvest than usual.

On a more positive note, the general picture for lupins is an improving one. High soya prices are driving interest in alternative protein sources, and lupins are very much in the driving seat when it comes to growing a soya alternative. On markets, the old problem of the feed trade being totally wedded to imported soya (and unwilling to look at lupins), is showing some small signs of hope with some flickers of interest in lupins within various parts of the feed trade.

Weed control is also improving. There are more products in play than ever before, and we are looking at the possibility of applying for EAMU's for more products.

The result of all this, is that we think that lupins remain an attractive option for next year, and we are already seeing strong interest for spring 2022. As ever, our seed situation is limited and this is being compounded by the high demand for nitrogen-fixing crops, so please take note of the seed ordering details below.

Spring 2022 - Seed Situation

Seed Availability

The good news is that unlike last year, we still have availability of both blue and white lupin seed, however we are also seeing a big upswing in interest in lupins and supplies are tight across the board. This means that we do have seed, and we can also offer the range of products, but it is not a situation we expect to prevail for long.

The bad news is that it will not last very far into the new year, so PLEASE fill in the order form enclosed, and get it back to us **a.s.a.p.** to avoid disappointment.

We would very much prefer that you - our existing customers get the first offer of this seed, and we believe we have enough seed to cater for our existing growers, but we are keen that you tell us what your plans are – even if it is just an estimate. It would be an enormous help if you could let us know your intentions.

- Either contact your usual supplier, or **fill in the enclosed reply form**, put it in the freepost envelope, and return it to us. If you do not know your acreage exactly, please make your best guess and write it on the form.
- You can email us on enquiries@soya-uk.com and book acreage this way. Again if you don't know exactly please make your best guess.
- If you do not receive a confirmation of sale from us within two weeks, please telephone us to make sure your acreage is reserved.
- If you don't know your exact acreage please make your best guess, but please be realistic – we don't want a booking for 60 acres really being 20 acres. We will ask you to confirm your acreages later on, or when the crop is sold out.

Varieties

As has been the way with lupin varieties over the years we have seen the same situation where white varieties remain the same (Dieta), whilst there is very active turnover in the world of blue lupins. This year is no exception, and we will principally be offering Roland and Homer. Roland is a bit earlier than Homer, whilst Homer is suitable for forage mixes and a good option for combining in more southern regions.

Seed Prices for 2022

After many years of holding the same prices for lupin seed, we have been forced to accept that with increasing costs and murderously high haulage rates, we have little choice but to introduce a modest increase in the seed cost. Lupins will therefore be priced at £60 per acre this year (a £5 increase).

We look forward to supplying your lupin seed in spring 2022, and please feel free to contact us on 02380 696922 to discuss any queries you may have.

DM 03/12/21

