

Challapata Market Update, 19.5.2014

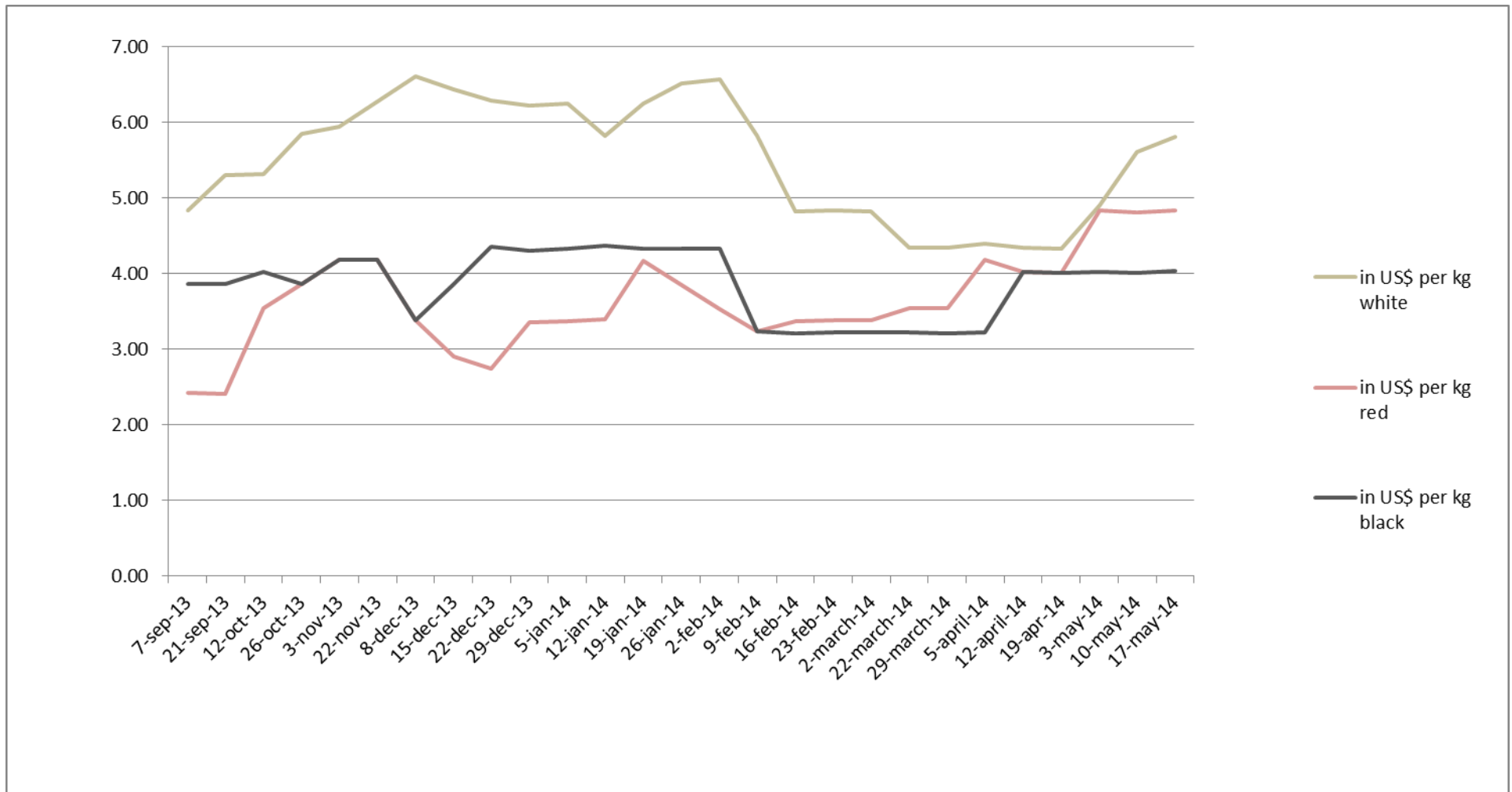
Price Development

Since the beginning of keeping record of the Challapata price, the price for white quinoa is higher (almost double for white in comparison to red) than the price for white or red coloured quinoa. Contrary to the usual observation that red and black quinoa are more exclusive and therefore more expensive, the strong (international) demand for white quinoa caused this opposing price increase. The same reason explains why the price of the coloured varieties seems to be more stable than the one of the white varieties.

Shortly before the beginning of the new season (in February and March), prices stabilized: black quinoa remained at \$3.20, red quinoa between \$3.30 - \$3.50 and white quinoa between \$4.20 - \$4.80.

With the beginning of the new season in April 2014, we observe that prices tend to slowly increase again since the beginning of May. May the 10th, prices of white quinoa have increased to 1,750 Bolivianos/quintal which is equivalent to \$5.63/kg. The price of red quinoa remains stable at 1,500 Bolivianos/quintal which is equivalent to \$4.80/kg. Since many farmers as well as exporting companies still have stock of black quinoa from the last season and international demand for black quinoa is very low, there is no movement of black quinoa to be observed in Challapata. That is reflected in the price which stays low and stable at \$4.00.

The week after on the 17th of May, the prices for red and black quinoa do not change whereas the price of the white varieties increases by 50 Bolivianos which means an increase of \$0.20. Export prices therefore raise from \$6,500 to \$7,000.



		In the local currency: Bolivianos/quintal	in US\$/kg (1 quintal=46 kg)	currency conversion, www.oanda.com
7-sep-13	white	1,500	4.83	6.75153
	red	750	2.41	
	black	1,200	3.86	
21-sep-13	white	1,650	5.30	6.76671
	red	750	2.41	
	black	1,200	3.86	
12-oct-13	white	1,650	5.30	6.76305
	red	1,100	3.54	
	black	1,250	4.02	
26-oct-13	white	1,820	5.85	6.76525
	red	1,200	3.86	
	black	1,200	3.86	
3-nov-13	white	1,850	5.94	6.7748
	red	1,300	4.17	
	black	1,300	4.17	
22-nov-13	white	1,950	6.26	6.76817
	red	1,300	4.18	
	black	1,300	4.18	
8-dec-13	white	2,050	6.61	6.7464
	red	1,050	3.38	
	black	1,050	3.38	
15-dec	white	2,000	6.44	6.7551
	red	900	2.90	
	black	1,200	3.86	
22-dec-13	white	1,950	6.28	6.7531
	red	850	2.74	
	black	1,350	4.35	
29-dec-13	white	1,950	6.21	6.824
	red	1,050	3.34	
	black	1,350	4.30	
5-jan-14	white	1,950	6.24	6.7888
	red	1,050	3.36	



	black	1,350	4.32	
12-jan-14	white	1,800	5.82	6.7258
	red	1,050	3.39	
	black	1,350	4.36	
19-jan-14	white	1,950	6.24	6.7906
	red	1,300	4.16	
	black	1,350	4.32	
26-jan-14	white	2,030	6.50	6.7852
	red	1,200	3.84	
	black	1,350	4.33	
2-feb-14	white	2,050	6.56	6.7931
	red	1,100	3.52	
	black	1,350	4.32	
9-feb-14	white	1,800	5.81	6.73
	red	1,000	3.23	
	black	1,000	3.23	
16-feb-14	white	1,500	4.82	6.7718
	red	1,050	3.37	
	black	1,000	3.21	
23-feb-14	white	1,500	4.83	6.7489
	red	1,050	3.38	
	black	1,000	3.22	
2-march-14	white	1,500	4.82	6.7614
	red	1,050	3.38	
	black	1,000	3.22	
22-mar-14	white	1,350	4.34	6.763
	red	1,100	3.54	
	black	1,000	3.21	
29-mar-14	white	1,350	4.33	6.7705
	red	1,100	3.53	
	black	1,000	3.21	
5-apr-14	white	1,370	4.40	6.7746
	red	1,300	4.17	
	black	1,000	3.21	



12-apr-14	white	1,350	4.34	6.7615
	red	1,250	4.02	
	black	1,250	4.02	
19-apr-14	white	1,350	4.33	6.7833
	red	1,250	4.01	
	black	1,250	4.01	
3-may-14	white	1,520	4.89	6.7559
	red	1,500	4.83	
	black	1,250	4.02	
10-may-14	white	1,750	5.60	6.7935
	red	1,500	4.80	
	black	1,250	4.00	
17-may-14	white	1,800	5.80	6.7477
	red	1,500	4.83	
	black	1,250	4.03	



The Meaning of the Challapata Price

The price figures below give an insight into the market price for Bolivian quinoa as it is determined weekly on the Challapata market in the Bolivian Southern Altiplano. Challapata is the main national open market for quinoa, named "Quinoa Wallstreet" for the consequences its price setting dynamics have on international trade. Every week, producers and traders from all over the country come to the small town to buy and sell quinoa. The price for which the grain is traded is decided weekly and can raise or drop within the day. The Challapata price is determined by supply and demand. It is so important since it is the benchmark for most exporting companies and associations. The price politics of most companies take the Challapata price as a basis and then adds 50, 60 or 100 Bolivianos extra.

At Mercadero, we update the Challapata price every fortnight and explain why the price moves in a certain direction. The price refers to white quinoa, which can be both organic and non-organic but should mainly be sold as non-organic due to the spot market character of the Challapata market (hence, back-tracing is not easily done).



Quinoa farmers and their produce in Challapata, Picture: Annika Gabriel, March 2013.

