



Supply Chain Impact of Export Sales Data Transparency in Canada's Grain Industry – Why Changes Must Be Made

Canadian farmers operate at a significant information disadvantage compared to producers in competing regions such as the U.S. and EU, who have robust reporting and transparency requirements. The Government of Canada can help reverse that disadvantage through the introduction of export sales reporting. Export sales data could be used to optimize grain marketing strategies, minimizing local basis levels to appropriately time grain sales decisions and assess local and global demand trends to optimise cropping decisions and on-farm storage use.

Improving grain market transparency has been a longstanding request of Canadian grain farmers. Together, the Agricultural Producers Association of Saskatchewan (APAS) and SaskCrops (consisting of SaskBarley, SaskOats, SaskOilseeds, Saskatchewan Pulse Growers and Sask Wheat), call for the creation of an [Export Sales Reporting](#) program, so Canadian farmers have timely access to sales and export data. This group initiated an independent study to illustrate how access to export sales data could empower farmers to make better decisions for their operations, increasing their overall competitiveness.

The study suggests that closing the information gap, could generate returns of up to \$56.6 million annually for Canadian grain farmers. Enhanced data transparency would also improve demand forecasting, operational planning and logistical efficiency for grain companies, processors and transportation providers, making Canada's grain supply chain more resilient and making us a more reliable trading partner.

The estimated returns from closing the information gap are conservative, given the improvements that could be realized through Canada's grain supply chain. As Canada looks to grow and diversify export markets it is critical to focus on not only physical infrastructure, but also the information and data infrastructure for the agriculture sector to reach its full potential.

We call on the Canadian government to create an Export Sales Reporting Program to report data on large and cumulative grain sales to individual destination for major grains. This would provide the foundation for Canada's agriculture sector to respond effectively to rapidly changing global market conditions.