

**BASES FOR THE COMMERCIALIZATION OF SUNFLOWER SEED  
IN THE ARGENTINE REPUBLIC**

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Commercialization of sunflower was performed until the crop period 1968/69, according to quantity of seeds and strange elements in a particular volume of seeds. This method was considered unsuitable by oil industry, since there is no relation between them and the oil content.

In 1964, by resolution of the Agriculture and Live Stock Department, a Composite Research Commission for the Commercialization of Oil-seeds and Oil-fruits was appointed, made up by representatives from the government and private activities, aiming to analyze the possibility to establish as a basis to commercialization of oil producing seeds, the oil content.

Due to various reasons, this commercialization method was not applied in the country until 1968, through a resolution of the Cereal National Council which is competent within the administrative structure of the country, to rule every thing concerning commercialization of cereals and oilseeds. As from this date, purchase of sunflower seeds is performed in Argentina according to oil content, which method is also applied to peanut and soybean, though with respect to the latter, the protein content is also taken into account.

The standards established for the purchase of the 1968/69 crop were modified in January 1970, on the basis of experience accumulated through application, and bearing in mind as well, the suggestions and demands submitted by different entities related with the commercialization and industrialization of said oilseeds.

The commercialization standards in force are the following :  
— Sunflower grains are those corresponding to *Helianthus Annuus* species, bound to the obtention of oil ; the whole country is considered as only one area and type.

— The purchase and sale are subject to the following commercialization basis :

- a) Oil content : 33%
- b) Oil acidity : 1.5%
- c) Moisture : 11%

With the following tolerances :

- a) Acidity : 2%
- b) Strange matters : 3% including two chamico seeds
- c) Moisture : 14%

— Bonuses and deductions foreseen in the regulation are the following :

- a) Oil content :

On the surplus of the basis (33%), a bonus of 2% will be applied on every percent or proportional fraction.  
On values under the basis (33%), a deduction of 2% will be applied on every percent or proportional fraction.

- b) Oil acidity :

On the surplus of the basis (1.5%) and up to 3%, 2.5% will be deducted on each percent or proportional fraction

- c) Strange matters :

Up to tolerance (3%), a deduction of 1% will be applied on each percent or proportional fraction. On tolerance (3%) surplus and up to 5%, a deduction of 1.5% will be applied on each percent or proportional fraction.

- d) Moisture :

When the seed surpasses moisture basis (11%) and up to tolerance of 14%, the deductions fixed by the Cereal National Council prior to each crop, shall be applicable.

The regulation also establishes the standards to which determinations must be subject, i.e. the methods to be adopted for the obtention of values corresponding to oil content, moisture, strange matters and acidity. These must be made duplicate.

Whenever tolerances are surpassed or seed quality is doubtlessly inferior, sale may be made „according to wax-sealed samples“ and sale will be construed as being made, unless otherwise established, on the basis resulting from said sample analysis.

Regulation fixes likewise the way to take samples, in sacked goods or in goods delivered in bulk.

Until 1973/74 crop, purchase and sale of sunflower were made freely, on a price fixed by offer and demand which could not be, however, under the minimum price fixed by the government for the respective crop. This assured the farmer a minimum income per 100 kg seed. In case no offers were made at the minimum price which had been fixed, the Cereal National Council bought at this price.

As from the present crop, it has been established that the only sunflower seed purchaser is the Cereal National Council, which in its turn, sells it to manufacturers who transform it in oil and by-products.

This compulsory mediation is connected with the establishment of maximum price for sunflower oil bound for domestic consumption, and is also in force for important products of the national agricultural production (maize, wheat, etc.).