

November 10, 2016

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CONTENTS

2016 MARKET PERSPECTIVES READERSHIP SURVEY	1
CHICAGO BOARD OF TRADE MARKET NEWS	2
CBOT DECEMBER CORN FUTURES	3
U.S. WEATHER/CROP PROGRESS	5
U.S. EXPORT STATISTICS	5
FOB	7
DISTILLER'S DRIED GRAINS WITH SOLUBLES (DDGS)	8
COUNTRY NEWS	9
OCEAN FREIGHT MARKETS AND SPREAD	10
OCEAN FREIGHT COMMENTS	11
NTEREST RATES	13

2016 MARKET PERSPECTIVES READERSHIP SURVEY

To better serve the readers of *Market Perspectives*, the U.S. Grains Council requests that you take a few moments to complete a quick seven-question survey on the newsletter. Your time and insights are greatly appreciated. We look forward to continuing to provide you with valuable market intelligence!

Please follow this link to access the e-survey. Thank you!

For more information on the contents of this newsletter or the U.S. Grains Council, its mission and programs, please contact Manuel Sanchez or Alvaro Cordero at (202) 789-0789.

The U.S. Grains Council is a private, non-profit partnership of producers and agribusinesses committed to building and expanding international markets for U.S. barley, corn, grain sorghum and their products. The Council is headquartered in Washington, D.C. and has ten international offices that oversee programs in more than 50 countries. Financial support from our private industry members, including state checkoffs, agribusinesses, state entities and others, triggers federal matching funds from the USDA resulting in a combined program value of more than \$26 million.



November 10, 2016

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CHICAGO BOARD OF TRADE MARKET NEWS

	W	eek in Review: CM	E Corn December C	ontract	
\$/Bu	Friday 4 November	Monday 7 November	Tuesday 8 November	Wednesday 9 November	Thursday 10 November
Change	0.750	-2.500	8.0000	-13.5000	2.7500
Closing Price	348.750	346.250	354.250	340.750	343.500
Factors Affecting the Market	Corn rose slightly on light trading but political worries capped the rally. Warm weather is aiding the harvest and is expected to continue into next week. Outside markets were weaker and the dollar lower as non-farm payrolls rose less than expected.	Investor nervousness about Tuesday's election kept the markets quiet today. Corn remained in a comfortable range between support and resistance, waiting on some fundamental news. Equities were sharply higher while corn basis was weaker.	Good export demand, a nearly completed harvest, and expectations of a Clinton victory sent markets higher. Export demand appears on track to prompt upward revisions in USDA's WASDE forecasts. Equities showed no election concern.	Few traders saw a Trump win or a very bearish WASDE coming. Corn fell 14.5 cents before closing just off the day's lows. The WASDE increased production to 15.23 billion bu. with a higher yield of 175.3 BPA and left exports the same.	Shell-shocked markets recovered somewhat today. Export reports were neutral for corn, especially in the face of larger crop production. A four-day winning streak in equities has reassured some investors, including those in commodities.

Outlook: The market survived two major surprises this week between Trump winning the U.S. Presidential election and the USDA coming out with an unexpectedly bearish WASDE report. Earlier in the week, commodity markets and their equity counterparts confidently closed higher on Tuesday, sure of a Clinton victory. Tuesday night, however, the overnight trading quickly turned negative as the prospects of a Trump Presidency became increasingly clear and were then confirmed. Despite the initial shock, markets rebounded in the morning and recovered much of their losses. It was at that point, however, when the USDA announced that there is even more corn out there than was originally thought. Corn futures tanked immediately and closed just barely above their daily low on Wednesday.

Perhaps the biggest surprise in the WASDE was the 1.1 percent *increase* in the U.S. corn yield. Traders had expected a slight reduction in the yield but USDA increased the figure by 1.9 bushels per acre to 175.3. Of course, the increased yield translated to larger production and the previously forecast record high production was increased 169 million bushels to 15.226 billion bushels. All in all, total corn supplies in the U.S. are up 10 percent from last year. Remember, the December WASDE does not include any yield updates so the November numbers are "it" until the final production numbers are published in January.

The USDA also gave the market some surprises on the demand side, specifically, leaving the corn export forecast unchanged from September. Most market participants anticipated at least a mild increase due to the



November 10, 2016

Developing Markets • Enabling Trade • Improving Lives

strong export pace observed so far this marketing year. However, USDA left the figure unchanged due in part to larger exports forecast for Ukraine and Russia. Corn used for ethanol was increased 1.3 percent from the last report while feed and residual use was left unchanged. In total, U.S. corn use for the 2016/17 MY is forecast at 14.610 billion bushels, up 7 percent from the prior year. Production, of course, is outpacing demand this year and ending stocks were pegged at 2.403 billion bushels, up 3.6 percent from the September forecasts and up 38 percent from one year ago. The ending stocks to use ratio stands at 16.45 percent, up nearly 4 percent from one year ago. Despite larger production and ending stocks, the USDA left its farm-gate price forecasts largely unchanged for 2016/17, citing the higher-than-expected prices already received so far this marketing year.

December corn futures are one month away from rolling off the board and are largely predestined to trade sideways until then. The election/WASDE chaos pulled corn futures from their recent highs but failed to make notable penetration of the uptrend underpinning recent price activity. Thus, it is difficult to say this week's news will turn corn to a bear market, though the fundamentals are hardly bullish. December corn now has little reason to trade above \$3.60 and a test of this point is unlikely Also unlikely is any downward move to \$3.35 or lower and the December contract will largely be a swing trading market with rallies promptly sold and breaks promptly bought.



CBOT DECEMBER CORN FUTURES

Source: Prophet X



November 10, 2016

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Current Market Values:

Futures Price	e Performance: W	eek Ending Nover	nber 10, 2016
Commodity	10-Nov	3-Nov	Net Change
Corn			
Dec 16	343.50	348.75	-5.25
Mar 17	352.00	357.50	-5.50
May 17	359.25	365.00	-5.75
Jul 17	366.50	372.50	-6.00
Soybeans			
Nov 16	989.00	981.50	7.50
Jan 17	998.00	990.75	7.25
Mar 17	1006.50	997.25	9.25
May 17	1013.75	1004.00	9.75
Soymeal			
Dec 16	311.40	309.00	2.40
Jan 17	313.70	310.80	2.90
Mar 17	315.60	312.30	3.30
May 17	317.30	313.90	3.40
Soyoil			
Dec 16	34.77	34.71	0.06
Jan 17	35.02	34.98	0.04
Mar 17	35.26	35.16	0.10
May 17	35.45	35.32	0.13
SRW			
Dec 16	404.75	414.25	-9.50
Mar 17	422.75	432.00	-9.25
May 17	437.50	446.75	-9.25
Jul 17	452.25	459.50	-7.25
HRW			
Dec 16	408.75	411.50	-2.75
Mar 17	426.50	429.75	-3.25
May 17	438.00	442.00	-4.00
Jul 17	449.50	453.50	-4.00
MGEX (HRS)			
Dec 16	515.00	510.25	4.75
Mar 17	519.75	518.25	1.50
May 17	527.25	526.25	1.00
Jul 17	534.50	533.00	1.50

*Price unit: Cents and quarter-cents/bu (5,000 bu)



November 10, 2016

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U.S. WEATHER/CROP PROGRESS

U.S. Drought Monitor Weather Forecast: The National Weather Service medium range forecast calls for continued warmth and dryness over much of the interior U.S. The highest temperature anomalies are expected over the western and central states while East Coast temperatures are forecast to return to more seasonable values. The highest probabilities for precipitation once again are found in the Northwest. Forecast models also indicate a possibility for rain along parts of the Gulf and East Coast.

Follow this link to view current U.S. and international weather patterns and future outlook: <u>Weather and Crop</u> <u>Bulletin</u>.

U.S. EXPORT STATISTICS

U.S. Export Sales and Exports: Week Ending November 3, 2016						
Commodity	Gross Sales (MT)	Exports (MT)	YTD Exports (000MT)	YTD Bookings (000MT)	% Change YTD Bookings	
Wheat	787,100	380,200	11,474.6	17,072.8	31%	
Corn	1,282,600	892,600	9,806.0	25,990.7	89%	
Sorghum	351,600	89,300	565.0	1,811.7	-53%	
Barley	300	800	8.6	14.4	-48%	

Source: USDA, World Perspectives, Inc.

Corn: Net sales of 1,233,800 MT for 2016/2017 were down 16 percent from the previous week, but up 19 percent from the prior 4-week average. Increases were for Mexico (709,300 MT), Japan (152,200 MT, including 102,300 MT switched from unknown destinations and decreases of 200 MT), Taiwan (138,000 MT), Colombia (72,200 MT, including 58,700 MT switched from unknown destinations and decreases of 100 MT), and South Korea (55,300 MT). Reductions were for unknown destinations (52,000 MT), Costa Rica (2,100 MT), and Chile (400 MT). Exports of 892,600 MT were up 3 percent from the previous week and from the prior 4-week average. The primary destinations were Mexico (308,800 MT), Colombia (143,900 MT), Japan (142,300 MT), Peru (80,600 MT), Chile (44,600 MT), Morocco (33,000 MT), and Costa Rica (29,600 MT).

Optional Origin Sales: For 2016/2017, new optional origin sales totaling 204,000 MT were reported for South Korea. The outstanding balance totals 549,000 MT, and is for unknown destinations (280,000 MT), South Korea (204,000 MT), and Taiwan (65,000 MT).

Barley: Net sales of 300 MT for 2016/2017 were reported for Vietnam. Exports of 800 MT were reported to Japan.

Sorghum: Net sales of 351,500 MT were down 13 percent from the previous week, but up noticeably from the prior the prior 4-week average. Increases were reported for China (292,500 MT, including 58,000 MT switched from unknown destinations and 114,000 MT late reporting), unknown destinations (51,500 MT), Japan (6,500 MT, including 1,500 MT switched from unknown destinations and decreases of 100 MT), and Mexico (1,000



November 10, 2016

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MT). Exports of 89,300 MT were up noticeably from the previous week and from the prior 4-week average. The destinations were China (84,500 MT), Mexico (3,300 MT), and Japan (1,500 MT).

U.S. Export Inspections: Week Ending November 3, 2016							
Commodity	Export Inspections		Current Market		YTD as		
(MT)	Current Week	Previous Week	YTD	Previous YTD	Percent of Previous		
Barley	612	0	25,605	24,415	105%		
Corn	889,609	878,831	10,135,218	5,546,626	183%		
Sorghum	82,315	34,201	692,602	2,117,217	33%		
Soybeans	2,623,821	2,974,811	16,247,837	14,079,444	115%		
Wheat	494,154	335,525	12,138,056	9,337,968	130%		

Source: USDA/AMS. *Marketing Year is June 1-May 31 for wheat and barley and September 1-August 31 for corn, sorghum and soybeans. Week-to-week reports will vary due to exporter reported conditions and cancellations to previous week's reports.

USDA Grain Inspections for Export Report: Week Ending November 3, 2016							
Region	YC	% of Total	WC	% of Total	Sorghum	% of Total	
Lakes	19,115	2%	0	0%	0	0%	
Atlantic	979	0%	0	0%	0	0%	
Gulf	598,327	73%	66,113	0%	78,218	95%	
PNW	50,303	6%	0	0%	0	0%	
Interior Export Rail	154,772	19%		0%	4,097	5%	
Total (Metric Tons)	823,496	100%	66,113	0%	82,315	100%	
White Corn							
Shipments by			7,391	to Colombia			
Country (MT)							
			24,555	to Honduras			
			34,167	to South Africa			
Total White Corn (MT)			66,113				
Sorghum Shipments by Country (MT)					58,303	to China	
					18,450	to Djibouti	
					1,465	to Japan	
					98	to Korea	
					3,999	to Mexico	
Total Sorghum (MT)					82,315		

Source: USDA, World Perspectives, Inc.



November 10, 2016

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FOB

Yellow Corn (USD/MT FOB Vessel)						
YC FOB Vessel	GL	JLF	PNW			
Max. 15.0%	Basis	Flat Price	Basis (#2	Flat Price		
Moisture	(#2 YC)	(#2 YC)	YC)	(#2 YC)		
LH November	+0.68 Z	\$162.00	+0.97 Z	\$173.42		
December	+0.68 Z	\$162.00	+0.97 Z	\$173.42		
January	+0.62 H	\$162.98	+0.92 H	\$174.79		

#2 White Corn (U.S. \$/MT FOB Vessel)					
Max. 15.0% Moisture December January					
Gulf \$196 \$196					

Sorghum (USD/MT FOB Vessel)					
#2 YGS FOB Vessel NOLA TEXAS					
Max 14.0% Moisture	Basis	Flat Price	Basis	Flat Price	
December	+0.70 Z	\$162.79	+0.70 Z	\$162.79	
January	+0.60 H	\$162.20	+0.60 H	\$162.20	

Barley: Feed Barley (FOB USD/MT)					
November December January					
FOB PNW \$180 \$180 \$185					

Corn Gluten Feed Pellets (CGFP) (FOB Vessel U.S. \$/MT)							
	November	December	January				
New Orleans	\$150	-	-				
Quantity 5,000 MT							
Corn Glute	en Meal (CGM) (FOB V	/essel U.S. \$/MT)					
Bulk 60% Pro.	November	December	January				
New Orleans	\$575	-					
*5-10,000 MT Minimum							
Corn Gluten Meal (C	GM) (Offers, Rail and	Truck Delivered U.S. \$	S/ST)				
	November	December	January				
Rail Delvd. East Coast	-	-	-				
Rail Delvd. Chicago	\$500	\$500	-				
Truck Delvd. Channahon/Elwood	-	-	-				

*All prices are market estimates.



November 10, 2016

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DDGS Price Table: November 10, 2016 (USD/MT) (Quantity, availability, payment and delivery terms vary)					
Delivery Point Quality Min. 35% Pro-fat combined	November	December	January		
Barge CIF New Orleans	160	161	162		
FOB Vessel GULF	166	167	167		
Rail delivered PNW	178	180	183		
Rail delivered California	182	184	186		
Mid-Bridge Laredo, TX	178	179	181		
FOB Lethbridge, Alberta	151	153	153		
40 ft. Containers to South Korea (Busan)	191	192	194		
40 ft. Containers to Taiwan (Kaohsiung)	193	194	196		
40 ft. Containers to Philippines (Manila)	203	203	205		
40 ft. Containers to Indonesia (Jakarta)	196	197	199		
40 ft. Containers to Malaysia (Port Kelang)	197	198	200		
40 ft. Containers to Vietnam (HCMC)	204	204	207		
40 ft. Containers to Japan (Yokohama)	197	198	200		
40 ft. containers to Thailand (LCMB)	194	194	197		
40 ft. Containers to Shanghai, China	193	193	195		
KC & Elwood, IL Rail Yard (delivered Ramp)	150	151	153		

Source: WPI, *Prices are based on offer indications only; terms of delivery, payment and quality may vary from one supplier to another, impacting the actual value of the price.

DISTILLER'S DRIED GRAINS WITH SOLUBLES (DDGS)

DDGS Comments: DDGS prices have worked their way into feed rations by remaining competitive with corn and soybean meal. The drop in CBOT corn prices has stimulated competition in the feedstuffs sector and ethanol plants and DDGS merchandisers are finding ways to move product. On a per protein unit cost basis, DDGS are still over \$2.20 cheaper than competing soybean meal which has seen upward price pressure in recent weeks. Most buyers have secured product for immediate needs and some merchandisers are turning their focus to other commodities. Prices for Lethbridge, Alberta were higher this week, leading the North American market.

Internationally, spot shipments are continuing to hold their value as pre-December demand remains strong. December shipment prices are largely flat due to holiday-induced demand reductions before they rise again in January. Prices for 40 foot containers destined for Southeast Asia increased \$3/ton this week with prices for the Philippines increasing \$7/ton. With the forward curve in its current shape, the average \$196/ton price to Asian destinations could be upwards of \$205 by February.

Ethanol Comments: Continued strength in ethanol margins was created as production fell 20,000 barrels from the prior week to 1.002 million barrels per day. Ethanol demand increased 2 percent last week, reaching 20.191 million barrels per day, which drew down ethanol stocks to 19.229 million barrels, a 3 percent decrease from one week earlier.



November 10, 2016

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The latest WASDE forecast increased corn used for ethanol by 25 million bushels with the new total reaching 5.3 billion bushels. The figure is slightly ahead of the 5.026 billion bushels used during the previous marketing year. The corn use estimate is on-track with the higher-than-expected ethanol grind that has occurred so far this year.

While an army of analysts will continue to figure out what a Trump Presidency means for agriculture at large and specifically for ethanol, initial reactions are positive for the industry. Ethanol refiners are hopeful the new administration will ease Renewable Fuels Standard requirements for blending ethanol with gasoline or purchasing RIN credits. However, any changes are likely to be slow to appear and take effect as Trump will walk a policy tightrope between his Iowa-corn-farming and oil-and-refining-industry supporters.

The margin between the corn price and the value of ethanol and coproducts was higher this past week in three of the four reference markets (see below). Compared to this same week last year, the spread is roughly \$0.54 higher in all reference markets.

- Illinois differential is \$2.17 per bushel, in comparison to \$2.15 the prior week and \$1.70 a year ago.
- Iowa differential is \$2.05 per bushel, in comparison to \$2.06 the prior week and \$1.47 a year ago.
- Nebraska differential is \$2.22 per bushel, in comparison to \$2.16 the prior week and \$1.71 a year ago.
- South Dakota differential is \$2.27 per bushel, in comparison to \$2.24 the prior week and \$1.67 a year ago.

COUNTRY NEWS

Brazil: While the word "Safrinha" means "little crop," this second crop has been getting larger each year for five straight years, and the planting of this crop in January is expected to be the largest ever. (Bloomberg) Separately, Brazil was a net importer of 5.7 million liters of ethanol in October, down significantly from being a net exporter of 93 million liters in September. The U.S. was the supplying country. (Platts)

China: China National Grain and Oils Information Center reported that U.S. corn prices for January delivery at 432 yuan/ton (\$63.50) lower than domestic corn. It estimated 2016-17 corn consumption at 199 MMT, versus 176 MMT in 2015-16. Corn exports for 2016-17 are estimated at 30 KMT, versus 4 KMT in 2015-16. Sorghum imports are estimated at 3.5 MMT, up from the 3 MMT forecast in October but down from the 8.3 MMT imported in 2015-16. Barley imports in the year starting in June are estimated at 4.6 MMT versus the 3 MMT estimate a month ago, and down from the 8 MMT imported in 2015-16. (Bloomberg)

France: AgriMer lowered estimated 2016-17 corn production to 11.8 MMT from the 12.2 MMT forecast a month ago, and the 12.8 MMT predicted a month before that. (Bloomberg)

South Africa: Cool and wet conditions are expected to create favorable crop conditions over the next ten days and the country expects to return to being a net exporter of maize in the coming year. (Reuters)



November 10, 2016

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OCEAN FREIGHT MARKETS AND SPREAD

Bulk Freight Indices for HSS — Heavy Grain, Sorghum and Soybeans*						
Route and Vessel Size	Current Week (USD/MT)	Change from Previous Report	Remarks			
55,000 U.S. Gulf-Japan	\$32.00	Up \$0.25	Handymax at \$32.25/MT			
55,000 U.S. PNW-Japan	\$17.75	Unchanged	Handymax at \$18.25/MT			
58-60,000 U.S. Gulf-China	\$30.50	Up \$0.25	North China			
PNW to China	\$16.75	Unchanged				
25,000 U.S. Gulf-Veracruz, México	\$14.00	Unchanged	3,000 MT daily discharge rate			
35-40,000 U.S. Gulf-Veracruz,	\$12.50	Unchanged	Deep draft and 8,000 MT			
México		5	per day discharge rate.			
25/35,000 U.S. Gulf-East Coast	\$16.75	Unchanged	West Coast Colombia at			
Colombia, from Argentina	\$28.00	Unchanged	\$22.25			
43,000 U.S. Gulf-Guatemala	\$22.75	Unchanged	Acajutla/Quetzal - 8,000 out			
26-30,000 U.S. Gulf-Algeria	\$21.75	Unchanged	8,000 MT daily discharge			
20-30,000 0.3. Guil-Aigena	\$24.25	Unchanged	3,000 MT daily discharge			
25-30,000 U.S. Gulf-Morocco	\$21.00	Unchanged	5,000 discharge rate			
55,000 U.S. Gulf-Egypt PNW to Egypt	\$19.50 \$22.25	Unchanged Unchanged	55,000 -60,000 MT St. Lawrence to Egypt			
65-75,000 U.S. Gulf-Europe- Rotterdam	\$14.50	Up \$0.25	\$17.50 Handymax at +\$1.50 more			
Brazil, Santos-China	\$20.00 \$19.50	Unchanged Unchanged	54-58,000 Supramax- Panamax 60-66,000 Post Panamax			
Itacoatiara Port up river Amazonia-China	\$29.00	Unchanged				
56-60,000 Argentina-China Upriver with Top-Off	\$28.00	Unchanged	_			

Source: O'Neil Commodity Consulting

*Numbers for this table based on previous night's closing values.



November 10, 2016

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OCEAN FREIGHT COMMENTS

Transportation and Export Report: Jay O'Neil, O'Neil Commodity Consulting: After losing value Monday and Tuesday, the Baltic Freight indices clawed back up to October 31 levels. It feels like we are once again in a market that is steaming in circles and looking for direction. The North American fall harvest is coming to an end, but we should continue to see good grain export volumes through February or March 2017.

October was a record month for U.S. grain export ports. The Mississippi River shipped 8.91 MMT of grain in a single month. Soybeans were the commodity that made it happen, as beans were the only commodity to have a record single month. Corn experienced it eighth-highest month on record, wheat came in with its 17th and sorghum with its 18th biggest loading month. However, the weather was excellent and logistics were perfect; together with soybean demand this led to a record single month of export loadings. For cargo demand, that is about as good as it gets.

Baltic-Panamax Dry-Bulk Indices							
November 10, 2016 This Last Difference Percent							
Route	Week	Week	Difference	Change			
P2A: Gulf/Atlantic – Japan	11,896	11,528	368	3.2%			
P3A: PNW/Pacific– Japan	7,246	6,891	355	5.2%			
Source: O'Neil Commodity Conculting							

Source: O'Neil Commodity Consulting

Below is a recent history of freight values for Capesize vessels of iron ore from Western Australia to South China:

Week Ending November 10, 2016					
Four weeks ago:	\$6.00-\$6.45				
Three weeks ago:	\$5.35-\$6.10				
Two weeks ago:	\$4.90-\$5.10				
One week ago:	\$4.90-\$5.50				
This week	\$5.75-\$6.00				

Source: O'Neil Commodity Consulting

U.SAsia Market Spreads							
November 10, 2016 PNW Gulf Bushel Spread MT Spread Advantage							
#2 Corn	0.93	0.70	0.23	\$9.05	PNW		
Soybeans	0.93	0.69	0.24	\$9.45	PNW		
Ocean Freight	\$16.75	\$30.50	0.34-0.37	(\$13.75)	December		
Courses O'Neil Commedity Consulting							

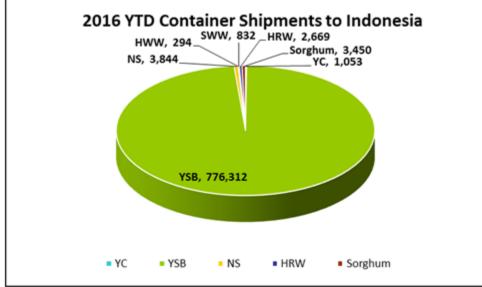
Source: O'Neil Commodity Consulting



November 10, 2016

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The charts below represent year-to-date 2016 versus January-December 2015 annual totals for container shipments to Indonesia.



Source: O'Neil Commodity Consulting



Source: O'Neil Commodity Consulting



November 10, 2016

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International Freight Rates for Feed Grains – Select Routes Estimated Spot Price (\$/MT) – Week Ending November 10, 2016									
Commodity	Origins	China	Japan	Korea	Morocco	Egypt	Saudi Arabia	Morocco	Colombia
Vessel Size	Vessel Size PNMX PNMX PNMX PNMX PNMX PNMX Handy Hand							Handy	
Corn	Argentina	\$26.00	\$27.50	\$26.75	\$22.25	\$21.75	\$26.50	\$28.75	\$28.25
(Yellow)	Brazil	\$18.75	\$21.25	\$20.50	\$12.25	\$25.00	\$15.75	\$24.00	\$25.00
Corn	Argentina	\$26.00	\$27.50	\$26.75	\$22.25	\$21.75	\$26.50	\$28.75	\$28.25
(White)	Brazil	\$18.75	\$21.25	\$20.50	\$12.25	\$25.00	\$15.75	\$24.00	\$25.00
Barley	Argentina	\$26.00	\$27.50	\$26.75	\$22.25	\$21.75	\$26.50	\$28.75	\$28.25
Daney	Brazil	\$18.75	\$21.25	\$20.50	\$12.25	\$25.00	\$15.75	\$24.00	\$25.00
Sorghum	Argentina	\$26.00	\$27.50	\$26.75	\$22.25	\$21.75	\$26.50	\$28.75	\$28.25
Sorghum	Brazil	\$18.75	\$21.25	\$20.50	\$12.25	\$25.00	\$15.75	\$24.00	\$25.00

Note: Bid-ask spreads can vary in width and initial offers may be higher on less active routes. Source: World Perspectives, Inc.

INTEREST RATES

Interest Rates (%): November 10, 2016							
Current Week Last Week Last Month							
U.S. Prime	3.50	3.50	3.50				
LIBOR (6 month)	1.25	1.26	1.26				
LIBOR (1 year)	1.56	1.58	1.59				

Source: www.bankrate.com