# **Market Perspectives**





#### June 11, 2020

The COVID-19 pandemic is changing the markets and our working situations on a day-to-day basis - but what is not changing is the U.S. Grains Council's commitment to you, our members' valued customers.

The Council's staff worldwide are committed to providing you the service and market information you have come to expect from us during this time. While we are teleworking, we remain ready to assist you and encourage you to contact us as issues or questions arise.

The Council wishes all our customers around the world good health and safety during this trying time.

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For more information on the contents of this newsletter or the U.S. Grains Council, its mission and programs, please contact Cary Sifferath 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.

### **Chicago Board of Trade Market News**

|                                    | Week in Review: CME Corn December Contract   |  |  |   |   |  |  |
|------------------------------------|--|--|--|---|---|--|--|
| \$/Bu                              | Friday   | Monday   | Tuesday  | Wednesday   | Thursday  |  |  |
|                                    | June 5   | June 8   | June 9   | June 10   | June 11   |  |  |
| Change                             | 2.50   | 2.25   | -4.25  | -1.75   | 2.25  |  |  |
| Closing<br>Price                   | 345.25   | 347.50   | 343.25   | 341.50  | 343.75  |  |  |
| Factors<br>Affecting<br>the Market | Corn futures turned higher and secured their largest weekly gain in over a month. Corn demand is slowly recovering, and shorts are getting squeezed. Expectations for higher driving/gasoline/et hanol demand are buoying cash corn values. Outside markets were supportive. | Hot weekend weather across the Corn Belt sent futures higher and above the 50-day moving avg. for the second consecutive day. Tropical Storm Cristobal will push rain across the Miss. River this week, aiding crop development. Outside markets were supportive with the USD down 32 bps. | Despite weekend heat, USDA's Monday report said 75% of corn was rated good or excellent, the third best rating in 10 years. Weather patterns turn favorable this week. That pressured futures, as did pre-WASDE positioning. The USD fell 30 bps while stocks edged lower. | Pre-WASDE adjustments sent corn lower while farm sales picked up on the recent rally. The market is bracing for a bearish report. Heavy rains have fallen across IA and WI and MI and OH will receive 1-2" of rain through Friday. The USD continues to weaken, falling 35 bps Wednesday. | The WASDE wasn't as bearish as expected, which supported new-crop futures. USDA projected the largest ending stocks figure in 33 years for the U.S. 2020/21 crop. Global supplies will be large, but the agency expects demand to recover. U.S. stocks collapsed while the dollar rallied 83 bps. |  |  |

**Outlook:** December corn futures are 1.5 cents (0.4 percent) lower this week as funds were net sellers heading into what was expected to be a bearish June WASDE. Last week's rally attracted old crop cash sales and 2020 hedges while commercial and international buyers did not chase prices higher. International demand remains solid, but buyers are proving patient so far. The June WASDE was not as bearish as expected but also offered little reason for funds to liquidate their large short position. The market is cautiously searching for any signs of a weather event, but favorable U.S. and global conditions so far have reduced any perceptions of supply risks.

The June WASDE was slightly bearish corn despite the fact USDA's downward revision to 2019/20 production. The agency cut that estimate by 1.27 MMT (45 million bushels) due to a re-survey of production in North Dakota/the Upper Midwest. That, however, was offset by a nearly equal reduction on 2019 ethanol consumption. USDA forecast 2019/20 U.S. ending stocks at 53.419 MMT (2.103 billion bushels), which is slightly higher than the agency's May estimate.

For the coming 2020/21 crop year, USDA forecast U.S. production at 406.294 MMT (15.995 billion bushels), leaving yield and planted area forecasts unchanged from the May report. USDA left its demand-side estimates unchanged as well, with the only substantial change being that ending stocks increased due to higher carry-in stocks. 2020/21 ending stocks are now forecast 0.127 MMT (5 million bushels) higher at 84.409 MMT (3.323 billion bushels). The ending stocks estimate is the largest such projection in 33 years and could grow if 2020 yields are above trendline forecasts.

The June WASDE confirmed large global corn supplies for 2020/21. World production was revised 3.2 MMT higher to 1,188 MMT. The increased production was due the large expected U.S. crop, a record-

large Ukrainian corn cop (39 MMT) and large Brazilian production still forecast at 101 MMT. 2020/21 global ending stocks are forecast at 338 MMT, down 2 MMT from prior estimates but is up 25 MMT from 2019/20 ending stocks.

Beyond the U.S. corn crop, USDA lowered its estimate of 2019/20 sorghum ending stocks but left its 2020/21 projections for the crop unchanged. USDA made no adjustments to the 2020/21 U.S. barley supply/demand sheet, but increased EU production based on a larger UK crop. Barley production was also increased for Australia, but cuts were issued to the crop in Russia, Ukraine, and India.

The weekly Export Sales report featured net corn sales of 660,700 MT, which was up 4 percent from the prior week. Exports reached 1.241 MMT, down 8 percent from the prior week but above the market's expectation. The recent shipments put YTD exports at 30.25 MMT (down 27 percent) while YTD bookings (exports plus unshipped sales) stand at 41.132 MMT (down 15 percent). The report also featured 69,700 MT of net sorghum sales and 230,300 MT of sorghum exports. YTD sorghum exports are up 143 percent as international demand has remained exceptionally strong.

The U.S. corn crop is 97 percent planted as of Monday's USDA report, which is well above last year's pace (78 percent by the same day) and the five-year average (94 percent). Sorghum planting is 64 percent completed while the barley crop is 97 percent planted. Seventy-five percent of the U.S. corn crop is rated in good/excellent condition, as is 55 percent of U.S. sorghum and 79 percent of barley. Corn conditions are remaining steady due to favorable weather while sorghum ratings declined from the prior week due to heat in the Southern Plains.

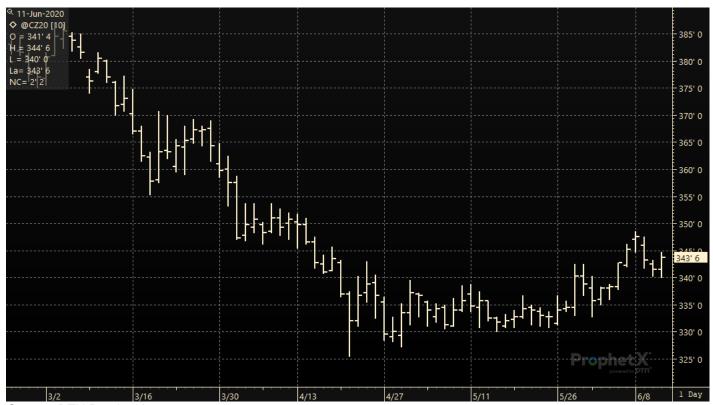
From a technical standpoint, December corn futures rallied to key psychological resistance at \$3.50/bushel last week, pulled back, and appear poised to challenge resistance again after Thursday's higher close. The 50-day moving average has turned into support and heavy trading volume after the WASDE's release suggests this support will hold going forward. Funds are heavily short heading into the summer – a time when weather scares develop suddenly – and any liquidation of this position could spark a rally.

| Interest Rates and Macroeconomic Markets, June 11, 2020 |          |                  |                    |                   |                     |  |  |
|---|----------|------------------|--------------------|-------------------|---------------------|--|--|
|   | Last*    | Weekly<br>Change | Weekly %<br>Change | Monthly<br>Change | Monthly %<br>Change | 1-Year History                         |  |
| Interest Rates  |          |                  |                    |                   |                     |  |  |
| U.S. Prime  | 3.3      | 0.0              | 0.0%               | 0.0               | 0.0%                |  |  |
| LIBOR (6 Month)   | 0.4      | -0.1             | -11.5%             | -0.2              | -36.8%              |  |  |
| LIBOR (1 Year)  | 0.6      | 0.0              | 3.2%               | -0.1              | -16.1%              |  |  |
| S&P 500   | 3,002.1  | -110.3           | -3.5%              | 149.6             | 5.2%                | ~~~~~                                  |  |
| Dow Jones Industrials                                   | 25,128.2 | -1,153.7         | -4.4%              | 1,502.8           | 6.4%                | ~~~~                                   |  |
| U.S. Dollar   | 96.7     | 0.0              | 0.0%               | -3.8              | -3.7%               | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~ |  |
| WTI Crude   | 35.9     | -1.5             | -4.0%              | 8.0               | 28.8%               |  |  |
| Brent Crude   | 38.1     | -1.9             | -4.8%              | 7.0               | 22.4%               |  |  |

Source: DTN ProphetX, World Perspectives, Inc.

<sup>\*</sup> Last price as of 3:52 PM ET

# **CBOT December Corn Futures**



Source: DTN ProphetX

#### **Current Market Values:**

| Futures    | Futures Price Performance: Week June 11, 2020 |        |            |  |  |  |  |
|------------|---|--------|------------|--|--|--|--|
| Commodity  | 11-Jun  | 5-Jun  | Net Change |  |  |  |  |
| Corn       |   |        |            |  |  |  |  |
| Jul 20     | 329.75  | 331.25 | -1.50      |  |  |  |  |
| Sep 20     | 335.00  | 335.50 | -0.50      |  |  |  |  |
| Dec 20     | 343.75  | 345.25 | -1.50      |  |  |  |  |
| Mar 21     | 355.50  | 357.00 | -1.50      |  |  |  |  |
| Soybeans   |   |        |            |  |  |  |  |
| Jul 20     | 866.00  | 867.75 | -1.75      |  |  |  |  |
| Aug 20     | 868.00  | 870.00 | -2.00      |  |  |  |  |
| Sep 20     | 869.50  | 871.75 | -2.25      |  |  |  |  |
| Nov 20     | 876.75  | 879.50 | -2.75      |  |  |  |  |
| Soymeal    |   |        |            |  |  |  |  |
| Jul 20     | 289.70  | 289.10 | 0.60       |  |  |  |  |
| Aug 20     | 292.20  | 291.50 | 0.70       |  |  |  |  |
| Sep 20     | 294.40  | 293.60 | 0.80       |  |  |  |  |
| Oct 20     | 296.10  | 295.10 | 1.00       |  |  |  |  |
| Soyoil     |   |        |            |  |  |  |  |
| Jul 20     | 27.50   | 28.14  | -0.64      |  |  |  |  |
| Aug 20     | 27.69   | 28.33  | -0.64      |  |  |  |  |
| Sep 20     | 27.88   | 28.52  | -0.64      |  |  |  |  |
| Oct 20     | 28.06   | 28.70  | -0.64      |  |  |  |  |
| SRW        |   |        |            |  |  |  |  |
| Jul 20     | 499.25  | 515.25 | -16.00     |  |  |  |  |
| Sep 20     | 505.75  | 520.25 | -14.50     |  |  |  |  |
| Dec 20     | 515.50  | 530.50 | -15.00     |  |  |  |  |
| Mar 21     | 525.50  | 540.00 | -14.50     |  |  |  |  |
| HRW        |   |        |            |  |  |  |  |
| Jul 20     | 447.00  | 461.25 | -14.25     |  |  |  |  |
| Sep 20     | 455.75  | 469.25 | -13.50     |  |  |  |  |
| Dec 20     | 468.50  | 481.00 | -12.50     |  |  |  |  |
| Mar 21     | 481.00  | 492.50 | -11.50     |  |  |  |  |
| MGEX (HRS) |   |        |            |  |  |  |  |
| Jul 20     | 513.25  | 518.75 | -5.50      |  |  |  |  |
| Sep 20     | 526.00  | 530.75 | -4.75      |  |  |  |  |
| Dec 20     | 540.75  | 545.25 | -4.50      |  |  |  |  |
| Mar 21     | 554.00  | 558.25 | -4.25      |  |  |  |  |

<sup>\*</sup>Price unit: Cents and quarter-cents/bu. (5,000 bu.)

| U.S. Crop Planting Progress                       |     |     |     |     |  |  |  |
|---|-----|-----|-----|-----|--|--|--|
| Commodity June 7, Last Last 5-year Week Year avg. |     |     |     |     |  |  |  |
| Corn  | 97% | 93% | 78% | 94% |  |  |  |
| Sorghum   | 64% | 49% | 45% | 60% |  |  |  |
| Barley  | 97% | 93% | 96% | 99% |  |  |  |

Source: USDA, World Perspectives, Inc.

| U.S. Crop Conditions: June 7, 2020 |                               |    |     |     |     |  |  |  |
|------------------------------------|-------------------------------|----|-----|-----|-----|--|--|--|
| Commodity                          | Very Poor Fair Good Excellent |    |     |     |     |  |  |  |
| Corn                               | 3%                            | 3% | 21% | 60% | 15% |  |  |  |
| Sorghum                            | 1%                            | 5% | 39% | 50% | 5%  |  |  |  |
| Barley                             | 0%                            | 2% | 19% | 65% | 14% |  |  |  |

Source: USDA, World Perspectives, Inc.

**U.S.** Drought Monitor Weather Forecast: On June 11, a cold front is forecast to cross the eastern U.S. Surface high pressure, behind this front, is likely to result in mostly dry weather from the Appalachians west to the Rockies. Along with the dry weather, a return of above normal temperatures is likely across the central and southern Great Plains. From June 11-15, the heaviest precipitation (locally more than 1 inch) is forecast across the eastern Carolinas and Florida Peninsula. Following the heavy to excessive rainfall during early June, an extended period of dry weather is likely along the Gulf Coast. Seasonal dryness is forecast across the Southwest and California, while occasional light precipitation occurs across the Pacific Northwest.

The CPC 6-10 day outlook (June 16-20) indicates increased chances of above normal temperatures extending from the Great Plains northeast to the Great Lakes and New England with below normal temperature most likely across the northern Rockies. A large area with increased chances of below normal precipitation covers most of the Great Plains, Mississippi Valley, Corn Belt, and Gulf Coast States. A slight tilt toward above normal precipitation is limited to the mid-Atlantic, south Florida, and parts of the Pacific Northwest and northern Rockies. Above normal temperatures are favored throughout Alaska along with slightly elevated probabilities of above normal precipitation.

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

### **U.S. Export Statistics**

| U.S. Export Sales and Exports: Week Ending June 4, 2020 |                        |                 |                            |                             |                             |  |  |
|---|------------------------|-----------------|----------------------------|-----------------------------|-----------------------------|--|--|
| Commodity   | Gross<br>Sales<br>(MT) | Exports<br>(MT) | YTD<br>Exports<br>(000 MT) | YTD<br>Bookings<br>(000 MT) | % Change<br>YTD<br>Bookings |  |  |
| Wheat   | 2,413,900              | 172,400         | 172.4                      | 5,828.5                     | -5%                         |  |  |
| Corn  | 836,200                | 1,241,200       | 30,252.2                   | 41,132.9                    | -15%                        |  |  |
| Sorghum   | 69,700                 | 230,300         | 2,856.1                    | 4,016.4                     | 157%                        |  |  |
| Barley  | 9,200                  | 500             | 0.5                        | 40.7                        | -19%                        |  |  |

Source: USDA, World Perspectives, Inc.

**Corn**: Net sales of 660,700 MT for 2019/2020 were up 4 percent from the previous week, but down 12 percent from the prior 4-week average. Increases primarily for Japan (266,900 MT, including 95,300 MT switched from unknown destinations and decreases of 5,100 MT), Colombia (128,700 MT, including 25,000 MT switched from unknown destinations and decreases of 900 MT), South Korea (114,800 MT, including decreases of 7,000 MT), Mexico (90,200 MT, including decreases of 132,300 MT), and Saudi Arabia (59,500 MT, including 63,000 MT switched from unknown destinations and decreases of 3,500 MT), were offset by reductions primarily for unknown destinations (163,000 MT). For 2020/2021, net sales of 25,900 MT reported for Peru (40,100 MT), Jamaica (5,000 MT), and Honduras (2,600 MT), were offset by reductions primarily for Mexico (14,600 MT) and Colombia (7,000 MT).

Exports of 1,241,200 MT were down 8 percent from the previous week, but unchanged from the prior 4-week average. The destinations were primarily to Mexico (293,700 MT), South Korea (237,300 MT), Japan (208,000 MT), Peru (129,800 MT), and Israel (61,900 MT).

Optional Origin Sales: For 2019/2020, new optional origin sales of 65,000 MT were reported for Vietnam. Options were exercised to export 54,000 MT to South Korea from the United States. Decreases totaling 195,000 MT were reported for Vietnam. The current outstanding balance of 459,000 MT is for South Korea (329,000 MT), Vietnam (65,000 MT), and Taiwan (65,000 MT). For 2020/2021, new optional origin sales of 195,000 MT were reported for Vietnam. The current outstanding balance of 195,000 MT is for Vietnam.

Export Adjustments: Accumulated exports of corn to Guatemala were adjusted down 3,469 MT for week ending May 28th. These exports were reported in error.

**Barley**: No net sales were reported for the 2020/2021 marketing year, which began June 1. A total of 9,200 MT in sales were carried over from the 2019/2020 marketing year, which ended May 31. Accumulated exports were 41,100 MT, down 3 percent from the prior year's total of 42,500 MT. Exports for the period ending May 31 totaled 500 MT, with Japan being the destination. There were no exports for the period ending June 1.

**Sorghum**: Net sales of 69,700 MT for 2019/2020 were down 25 percent from the previous week and 19 percent from the prior 4-week average. Increases reported for China (66,700 MT) and Eritrea (33,000 MT, switched from unknown destinations), were offset by reductions for unknown destinations (30,000 MT). For 2020/2021, total net sales of 83,000 MT were for unknown destinations. Exports of

230,300 MT were up noticeably from the previous week and up 83 percent from the prior 4-week average. The destinations were to China (197,300 MT) and Eritrea (33,000 MT, late – see below).

| U.S. Export Inspections: Week Ending June 4, 2020 |                 |                  |            |              |                        |  |  |
|---|-----------------|------------------|------------|--------------|------------------------|--|--|
| Commodity   | Export Ins      | spections        | Current    |              | YTD as                 |  |  |
| (MT)  | Current<br>Week | Previous<br>Week | Market YTD | Previous YTD | Percent of<br>Previous |  |  |
| Barley  | 0               | 0                | 0          | 196          | 0%                     |  |  |
| Corn  | 1,100,078       | 1,146,284        | 29,611,226 | 40,179,103   | 74%                    |  |  |
| Sorghum   | 195,657         | 125,119          | 3,515,642  | 1,465,689    | 240%                   |  |  |
| Soybeans  | 213,047         | 399,152          | 35,624,912 | 34,969,082   | 102%                   |  |  |
| Wheat   | 432,919         | 555,500          | 169,153    | 470,766      | 36%                    |  |  |

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

| USDA Grain Inspections for Export Report: Week Ending June 4, 2020 |           |               |                  |                             |         |            |  |
|--|-----------|---------------|------------------|-----------------------------|---------|------------|--|
| Region   | YC        | % of<br>Total | wc               | % of Total                  | Sorghum | % of Total |  |
| Lakes  | 0         | 0%            | 0                | 0%                          | 0       | 0%         |  |
| Atlantic   | 0         | 0%            | 0                | 0%                          | 0       | 0%         |  |
| Gulf   | 581,420   | 55%           | 51,324           | 98%                         | 128,321 | 66%        |  |
| PNW  | 298,507   | 28%           | 0                | 0%                          | 67,336  | 34%        |  |
| Interior Export Rail   | 168,029   | 16%           | 798              | 2%                          | 0       | 0%         |  |
| Total (Metric Tons)  | 1,047,956 | 100%          | 52,122           | 100%                        | 195,657 | 100%       |  |
| White Corn Shipments by Country (MT)                               |           |               | 31,487<br>20,635 | to Mexico<br>to El Salvador |         |            |  |
| Total White Corn   |           |               | 52,122           |                             |         |            |  |
| Sorghum Shipments by Country (MT)                                  |           |               |                  |                             | 195,657 | to China   |  |
| Total Sorghum  |           |               |                  |                             | 195,657 |            |  |

Source: USDA, World Perspectives, Inc.

| Yellow Corn (USD/MT FOB Vessel) |         |                  |        |            |  |  |  |
|---------------------------------|---------|------------------|--------|------------|--|--|--|
| YC FOB Vessel                   | GL      | JLF              | PNW    |            |  |  |  |
| Max. 15.0%                      | Basis   | Basis Flat Price |        | Flat Price |  |  |  |
| Moisture                        | (#2 YC) | (#2 YC) (#2 YC)  |        | (#2 YC)    |  |  |  |
| July                            | 0.73+N  | \$158.55         | 1.05+N | \$170.95   |  |  |  |
| August                          | 0.72+U  | \$160.23         | 1.03+U | \$172.23   |  |  |  |
| September                       | 0.75+U  | \$161.11         | 1.03+U | \$172.43   |  |  |  |

| #2 White Corn (U.S. \$/MT FOB Vessel)     |  |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|
| Max. 15.0% Moisture July August September |  |  |  |  |  |  |  |
| <b>Gulf</b> \$174 \$176 \$188             |  |  |  |  |  |  |  |

| Sorghum (USD/MT FOB Vessel) |        |            |        |            |  |  |  |
|-----------------------------|--------|------------|--------|------------|--|--|--|
| #2 YGS FOB Vessel           | NC     | LA         | TEXAS  |            |  |  |  |
| Max 14.0% Moisture          | Basis  | Flat Price | Basis  | Flat Price |  |  |  |
| July                        | 2.40+N | \$224.30   | 2.30+N | \$220.36   |  |  |  |
| August                      | 2.40+U | \$226.37   | 2.15+U | \$216.52   |  |  |  |
| September                   | 2.30+U | \$222.43   | 2.15+U | \$216.52   |  |  |  |

| Corn Gluten Feed Pellets (CGFP) (FOB Vessel U.S. \$/MT) |  |  |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|--|
| July August September                                   |  |  |  |  |  |  |  |  |
| <b>New Orleans</b> \$196 \$196                          |  |  |  |  |  |  |  |  |
| Quantity 5,000 MT                                       |  |  |  |  |  |  |  |  |
| Corn Gluten Meal (CGM) (FOB Vessel U.S. \$/MT)          |  |  |  |  |  |  |  |  |
| Bulk 60% Pro. July August September                     |  |  |  |  |  |  |  |  |
| <b>New Orleans</b> \$512 \$523 \$550                    |  |  |  |  |  |  |  |  |
| *5-10,000 MT Minimum                                    |  |  |  |  |  |  |  |  |

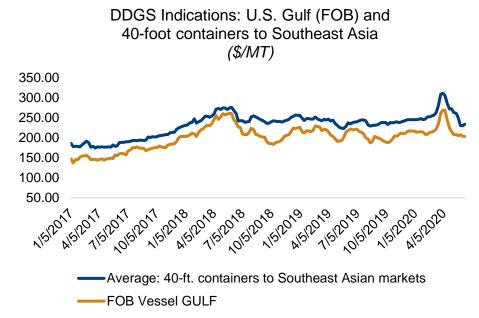
| DDGS Price Table: June 11, 2020 (USD/MT) (Quantity, availability, payment and delivery terms vary) |      |        |           |  |  |  |
|--|------|--------|-----------|--|--|--|
| Delivery Point Quality Min. 35% Pro-fat combined   | July | August | September |  |  |  |
| Barge CIF New Orleans  | 185  | 190    | 189       |  |  |  |
| FOB Vessel GULF  | 203  | 202    | 200       |  |  |  |
| Rail delivered PNW   | 210  | 210    | 210       |  |  |  |
| Rail delivered California  | 210  | 210    | 209       |  |  |  |
| Mid-Bridge Laredo, TX  | 206  | 206    | 206       |  |  |  |
| FOB Lethbridge, Alberta  | 185  | 185    | 186       |  |  |  |
| 40 ft. Containers to South Korea (Busan)   | 225  | 225    | 226       |  |  |  |
| 40 ft. Containers to Taiwan (Kaohsiung)  | 223  | 224    | 224       |  |  |  |
| 40 ft. Containers to Philippines (Manila)  | 234  | 234    | 235       |  |  |  |
| 40 ft. Containers to Indonesia (Jakarta)   | 225  | 226    | 226       |  |  |  |
| 40 ft. Containers to Malaysia (Port Kelang)  | 226  | 226    | 227       |  |  |  |
| 40 ft. Containers to Vietnam (HCMC)  | 227  | 228    | 228       |  |  |  |
| 40 ft. Containers to Japan (Yokohama)  | 228  | 229    | 229       |  |  |  |
| 40 ft. containers to Thailand (LCMB)   | 235  | 235    | 236       |  |  |  |
| 40 ft. Containers to China (Shanghai)  | 227  | 227    | 228       |  |  |  |
| 40 ft. Containers to Bangladesh (Chittagong)   | 253  | 253    | 254       |  |  |  |
| 40 ft. Containers to Myanmar (Yangon)  | 256  | 256    | 257       |  |  |  |
| KC Rail Yard (delivered ramp) 176 177  |      |        |           |  |  |  |
| Elwood, IL Rail Yard (delivered ramp) 176 175 175  |      |        |           |  |  |  |

Source: World Perspectives, Inc. \*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:** Cash corn prices are down slightly across the U.S. this week, as farm sales have picked up on recent futures market strength. Prices for DDGS FOB ethanol plants are down \$8.50/MT this week while Kansas City soymeal prices hold steady. DDGS are priced at 120 percent of cash corn values, down from last week and falling from five-year highs of 186 percent. The DDGS/soymeal price ratio is 0.45, down one percent from the prior week and above the three-year average of 0.42.

DDGS prices are mixed this week with Barge CIF NOLA offers down \$5/MT for July shipment while July/August FOB NOLA offers are steady/\$1 higher. U.S. rail rates are unchanged while values for 40-foot containers for shipment to Southeast Asia are up \$3-4/MT. The average offer for containerized DDGS to southeast Asia reached \$234/MT for July/August/September shipment.



Source: World Perspectives, Inc.

## **Country News**

**Argentina**: The Buenos Aires Grain Exchange reports that the corn harvest accelerated on a break in the weather. There were two cargoes of sorghum sold to China with delivery in July. (AgriCensus; Refinitiv)

**Brazil**: The consultancy AgRural reduced by 1.4 MMT its forecast for the second-crop corn output to 65.3 MMT. Int'l FCStone estimated the second corn crop down 1.75 percent to 72.6 MMT. The government agency Conab cut its estimate for safrinha corn production to 74.233 MMT, and overall crop year production to 100.99 MMT. Persistent drought has harmed production in the central-south part of the country. (Refinitiv; Reuters)

**China**: The government lowered its estimate for 2019/20 corn consumption by 500 KMT to a total of 82 MMT as higher prices suppressed demand. Its estimate for new crop corn production and imports was not changed and it said prices will fall as a result of imports and sales from reserve stocks. (Reuters)

**EU**: FranceAgriMer said winter barley production in France will fall by 12 percent to 8.17 MMT but spring barley planted acres in Europe will be up 14 percent over last year. (Reuters)

**Russia**: The consultancy firm Ozip is estimating barley production to fall 5 percent year-over-year to 19.45 MMT. (The Western Producer)

**Saudi Arabia**: The Saudi Grains Organization (SAGO) issued a tender seeking 960 KMT of feed barley. (Reuters)

**South Africa**: The country made its first bulk corn export cargo in 18-months. (AgriCensus)

**Ukraine**: CPT and FOB corn prices were driven higher due to demand from China. APK-Inform estimates 23 percent reduction in barley production to 6.83 MMT. (AgrCensus; The Western Producer)

**Tunisia**: The government's ODC tendered for soft barley with delivery in July-September. (AgriCensus)

**Venezuela**: A decade ago the country produced 3 MMT of corn and 377 KMT of sorghum but last year it produced just 450 KMT of maize and in 2020 it lacks the fuel to even plant a crop. (Bloomberg)

# **Ocean Freight Markets and Spreads**

| Bulk Freight Indices for HSS — Heavy Grain, Sorghum and Soybeans* June 11, 2020 |                             |                                   |  |  |  |
|---|-----------------------------|-----------------------------------|--|--|--|
| Route and Vessel Size   | Current<br>Week<br>(USD/MT) | Change from<br>Previous<br>Report | Remarks  |  |  |
| 55,000 U.S. Gulf-Japan  | \$35.50                     | Up \$0.50                         | Handymax \$36.00 mt  |  |  |
| 55,000 U.S. PNW- Japan  | \$18.75                     | Up \$0.25                         | Handymax \$18.50 mt  |  |  |
| 66,000 U.S. Gulf - China  | \$34.50                     | Up \$0.50                         | North China  |  |  |
| PNW to China  | \$18.00                     | Up \$0.25                         |  |  |  |
| 25,000 U.S. Gulf- Veracruz, México  | \$15.75                     | Up \$0.25                         | 3,000 MT daily discharge rate  |  |  |
| 30-35,000+ U.S. Gulf- Veracruz,<br>México                                       | \$13.75                     | Up \$0.50                         | Deep draft and 6,000 MT per day discharge rate.                                    |  |  |
| 25-35,000 U.S. Gulf – East Coast,<br>Colombia                                   | \$19.00                     | Up \$0.50                         | West Coast Colombia at \$28.75 USG to E/C 50,000 mt at \$15.25                     |  |  |
| From Argentina  | \$34.00                     | 4                                 |  |  |  |
| 43-45,000 U.S. Gulf - Guatemala   | \$28.25                     | Up \$0.50                         | Acajutla/Quetzal - 8,000 out   |  |  |
| 26-30,000 U.S. Gulf – Algeria   | \$33.00                     | Up \$0.50                         | 8,000 mt daily discharge   |  |  |
| 26 20 000 HS Cult Maragas   | \$33.75                     | LID CO EO                         | 3,000 mt daily discharge   |  |  |
| 26-30,000 US Gulf-Morocco   | \$33.25<br>\$23.75          | Up \$0.50                         | 5,000 discharge rate<br>60,000 -55,000 mt  |  |  |
| 55-60,000 U.S. Gulf –Egypt PNW to Egypt   | \$23.00                     | Unchanged                         | Romania- Russia- Ukraine<br>\$10.00-\$10.00 -\$10.25-<br>\$10.25<br>France \$13.00 |  |  |
| 60-70,000 U.S. Gulf – Europe,<br>Rotterdam                                      | \$13.75                     | Up \$0.75                         | Handymax at +\$1.75 more   |  |  |
| Brazil, Santos – China  | \$25.75                     | Up \$1.00                         | 54-59,000 Supramax-<br>Panamax   |  |  |
| Brazil, Santos – China  | \$24.75                     |                                   | 60-66,000 Post Panamax   |  |  |
| Northern Coast Brazil - China   | \$28.75                     |                                   | Upriver No. Brazil Plus -<br>55,000 mt Plus \$7.50/mt                              |  |  |
| 56-60,000 Argentina/Rosario –<br>China, Deep Draft                              | \$29.25                     | Up \$1.00                         | Upriver with BB Top Off<br>\$32.75   |  |  |

Source: O'Neil Commodity Consulting

<sup>\*</sup>Numbers for this table based on previous night's closing values.

### **Ocean Freight Comments**

**Transportation and Export Report: Jay O'Neil, O'Neil Commodity Consulting:** The rally in Baltic Dry Bulk indices continued, and again was led by the Capesize paper market. Physical markets have cautiously followed. Daily hire rates for Capesize vessels reached \$13,000/day (up from \$10,250 last week), while Panamax vessels move up to \$8,400/day in the spot market and \$9,300/day for Q3. The market is now watching to see if, as in past weeks, sellers will once again show up at the end of week. Cargo demand is improving however, and this should provide good support.

| Baltic-Panamax Dry-Bulk Indices         |        |        |            |        |  |  |
|---|--------|--------|------------|--------|--|--|
| June 11, 2020 This Last Difference Perc |        |        |            |        |  |  |
| Route                                   | Week   | Week   | Difference | Change |  |  |
| P2A: Gulf/Atlantic – Japan              | 13,577 | 13,463 | 114        | 0.8    |  |  |
| P3A: PNW/Pacific- Japan                 | 7,482  | 7,721  | -239       | -3.1   |  |  |
| S1C: U.S. Gulf-China-S. Japan           | 15,033 | 10,714 | 4,319      | 40.3   |  |  |

Source: O'Neil Commodity Consulting

| Capesize Vessel Freight Values              |  |  |  |  |
|---|--|--|--|--|
| Western Australia to South China (iron ore) |  |  |  |  |
| Four weeks ago: \$3.60-3.75                 |  |  |  |  |
| Three weeks ago: \$4.60-4.75                |  |  |  |  |
| Two weeks ago: \$4.05-4.50                  |  |  |  |  |
| One week ago: \$4.40-5.20                   |  |  |  |  |
| This week \$5.45-5.70                       |  |  |  |  |

Source: O'Neil Commodity Consulting

| U.SAsia Market Spreads |         |         |                      |           |           |  |
|------------------------|---------|---------|----------------------|-----------|-----------|--|
| June 11, 2020          | PNW     | Gulf    | <b>Bushel Spread</b> | MT Spread | Advantage |  |
| #2 Corn                | 0.98    | 0.70    | 0.28                 | \$11.02   | PNW       |  |
| Soybeans               | 1.18    | 0.78    | 0.40                 | \$14.70   | PNW       |  |
| Ocean Freight          | \$18.00 | \$34.50 | 0.42-0.45            | \$16.50   | July      |  |

Source: O'Neil Commodity Consulting

Bulk Grain Freight Rates to Europe from Select Origins



Source: World Perspectives, Inc., O'Neil Commodity Consulting

| Bulk Grain Freight Rates for Key Suppliers and Destinations June 11, 2020 |              |       |        |             |        |                    |   |
|---|--------------|-------|--------|-------------|--------|--------------------|---|
| Origin  | Destination  |       | Change |             | Change | Yearly %<br>Change | 2-Year History  |
|   |              |       |        | Supramax Ve |        |                    |   |
| U.S. Gulf   |              | 35.50 | 1.5    | 4.4%        | -7.75  | -17.9% .           |   |
| U.S. PNW  | Japan        | 18.75 | 1      | 5.6%        | -5     | -21.1% .           | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| Argentina   | •            | 25.50 | -2     | -7.3%       | -10    | -28.2%             | -warranger of the same of the |
| Brazil  |              | 23.50 | 2      | 9.3%        | -9     | -27.7%             | ~~~~~~~~  |
| U.S. Gulf   |              | 34.50 | 1      | 3.0%        | -8.25  | -19.3% .           | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| U.S. PNW  | China        | 18.00 | 1      | 5.9%        | -5     | -21.7% .           | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| Argentina   | Ollila       | 29.25 | 3.75   | 14.7%       | -7     | -19.3%             | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| Brazil  |              | 28.75 | 3.75   | 15.0%       | -4.5   | -13.5% ,           | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| U.S. Gulf   |              | 13.65 | 1.15   | 9.2%        | -3.85  | -22.0%             | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| Argentina   | Europe       | 9.50  | -4     | -29.6%      | -20    | -67.8% -           |   |
| Brazil  |              | 22.50 | 0      | 0.0%        | -4     | -15.1%             | Juneary   |
| Argentina   | Saudi Arabia | 42.50 | -6     | -12.4%      | 7      | 19.7%              | 1   |
| Brazil  | Saudi Arabia | 48.50 | 1      | 2.1%        | 11     | 29.3%              |   |
| U.S. Gulf   |              | 24.50 | 2.00   | 8.9%        | -5.00  | -16.9%             | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| U.S. PNW  |              | 22.20 | 0.10   | 0.5%        | -6.80  | -23.4%             | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| Argentina   | Egypt        | 13.50 | -4.00  | -22.9%      | -16.00 | -54.2% -           |   |
| Brazil  |              | 25.50 | 1.00   | 4.1%        | -4.00  | -13.6%             | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
|   |              |       | Handy  | sized Vesse | ls     |                    |   |
| U.S. Gulf   |              | 33.50 | 1.00   | 3.1%        | -3.00  | -8.2%              | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| U.S. Great<br>Lakes   | Morocco      | 42.30 | 0.70   | 1.7%        | -2.65  | -5.9%              | homory park-to-   |
| Argentina   |              | 28.50 | 0.00   | 0.0%        | 4.00   | 16.3% .            |   |
| Brazil  |              | 25.50 | -1.00  | -3.8%       | -1.00  | -3.8% .            |   |
| U.S. Great<br>Lakes   | Europe       | 41.30 | 0.65   | 1.6%        | -2.65  | -6.0%              | anny Jane   |
| Brazil  |              | 25.75 | 1.25   | 5.1%        | -0.60  | -2.3%              | Lunder warmen   |
| Argentina   | Algeria      | 28.50 | -1.00  | -3.4%       | 1.00   | 3.6%               | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| Brazil  | , agena      | 32.50 | 2.00   | 6.6%        | 4.00   | 14.0% /            | <u>~^</u>   |
| U.S. Gulf   |              | 19.00 | 2.00   | 11.8%       | -0.50  | -2.6%              | Vmm-n-m   |
| U.S. PNW  | Colombia     | 28.20 | 1.25   | 4.6%        | -0.80  | -2.8%              | my many   |
| Argentina   |              | 34.00 | 2.25   | 7.1%        | 1.00   | 3.0% -             | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |
| Shipping Indexes  |              |       |        |             |        |                    |   |
| Baltic Dry I  | ndex         | 698   | 224    | 47.3%       | -427   | -38.0% -           | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~  |

Source: World Perspectives, Inc. and O'Neil Commodity Consulting