

IN THIS ISSUE:

1. GENERAL COMMENTS
2. DDGS REFERENCE PRICES
3. OCEAN FREIGHT MARKET COMMENTS AND INDICATIONS
4. LATEST EXPORT FIGURES (CALENDAR AND CROP YEARS)
5. FOB US DDGS AND CORN PRICES
6. FOB US DDGS AND SOYBEAN MEAL PRICES

FOR HISTORICAL REPORTS, CLICK [HERE](#)
FOR MORE INFORMATION ON DDGS NUTRITION & FEEDING GUIDES, CLICK [HERE](#)

GENERAL COMMENTS

U.S. DDGS prices are down \$2.50/MT this week as buyers remain quiet with Q4 needs already filled. The recent surge in ethanol production has created ample domestic supplies amid a seasonal slowdown in purchases. Soymeal prices continue to strengthen amid strong end-user demand, sending Kansas City prices up \$17/MT this week. The Kansas City soymeal/DDGS ratio fell to 0.49 this week, down from 0.51 last week but above the 3-year average of 0.42. The DDGS/cash corn ratio slipped to 0.90 this week, down from 0.93 last week and below the 3-year average ratio of 1.09.

DDGS prices are mixed on the export market with Barge CIF NOLA and FOB NOLA offers rising this week. Barge rates are up \$8-10/MT this week while FOB Gulf offers are up \$7/MT for December positions and up \$5-6/MT for Q1 2022. Brokers report Asian destinations remain quiet despite the recent pullback in freight values. The average offer price for 40-foot containers to Southeast Asia hit \$350/MT for December/January shipment this week, down \$8/MT from last week.

Please note that FOB Gulf markets will likely be more volatile than normal as the industry works to recover full capacity in New Orleans area export facilities. There are significant questions about elevation capacity and availability and the DDGS market will have to compete with other grains as the U.S. new crop harvest approaches. Consequently, both flat prices and spreads versus other markets may see greater than normal volatility.

| DDGS Price Table: November 11, 2021 (USD/MT) (Quantity, availability, payment and delivery terms vary) | | | |
|---|----------|---------|----------|
| Delivery Point Quality Min. 35% Pro-fat combined | December | January | February |
| Barge CIF New Orleans | 261 | 261 | 260 |
| FOB Vessel GULF | 274 | 274 | 270 |
| Rail delivered PNW | 308 | 310 | 312 |
| Rail delivered California | 311 | 313 | 316 |
| Mid-Bridge Laredo, TX | 308 | 310 | 313 |
| FOB Lethbridge, Alberta | 281 | 282 | 284 |
| 40 ft. Containers to South Korea (Busan) | 335 | 335 | 335 |
| 40 ft. Containers to Taiwan (Kaohsiung) | 340 | 340 | 340 |
| 40 ft. Containers to Philippines (Manila) | 355 | 355 | 355 |
| 40 ft. Containers to Indonesia (Jakarta) | 349 | 349 | 349 |
| 40 ft. Containers to Malaysia (Port Kelang) | 348 | 348 | 348 |
| 40 ft. Containers to Vietnam (HCMC) | 349 | 349 | 349 |
| 40 ft. Containers to Japan (Yokohama) | | | |
| 40 ft. containers to Thailand (LCMB) | 349 | 349 | 349 |
| 40 ft. Containers to China (Shanghai) | | | |
| 40 ft. Containers to Bangladesh (Chittagong) | 410 | 410 | 410 |
| 40 ft. Containers to Myanmar (Yangon) | 349 | 349 | 349 |
| KC Rail Yard (delivered ramp) | | | |
| Elwood, IL Rail Yard (delivered ramp) | 237 | 238 | 240 |

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.

**** Note that FOB Gulf and other DDGS markets may be more volatile than normal going forward as the industry works to recover full operations and capacity in the U.S. Gulf region following Hurricane Ida.**

OCEAN FREIGHT MARKET

Vessel owners and FFA traders are hoping dry-bulk freight markets have finally hit bottom and are bouncing higher. The last three weeks were very dramatic, and painful, for vessel owners and paper traders who were long. This week saw a slow recovery from last week's big fall in values. The market recovery has not been robust but, at least, seems to have stopped the free fall correction in rates. Current market values are still below last week's close but are an improvement from this week's earlier lows. We are heading into the December-January holiday season and will have to see which side of the market is more motivated before the Christmas and New Year holidays down time arrives.

Container rates continue to fall and there is hope that logistics will start to improve after the Christmas holiday season. But supply chain problems still exist and empty spaces on store shelves remain. It will take time to resolve the multitude of issues involved in port and interior logistics.

Source: O'Neil Commodity Consulting



| Bulk Freight Indices for HSS — Heavy Grain, Sorghum and Soybeans* November 11, 2021 | | | |
|---|-------------------------------|-----------------------------|---|
| Route and Vessel Size | Current Week (USD/MT) | Change from Previous Report | Remarks |
| 55,000 U.S. Gulf-Japan | \$78.00 | Down \$6.50 | Handymax \$78.50/MT |
| 55,000 U.S. PNW- Japan | \$42.00 | Down \$3.25 | Handymax \$42.50/MT |
| 66,000 U.S. Gulf – China | \$77.00 | Down \$6.50 | North China |
| PNW to China | \$41.25 | Down \$3.25 | |
| 25,000 U.S. Gulf - Veracruz, México | \$27.75 | Down \$2.00 | 3,000 MT daily discharge rate |
| 30-36,000+ U.S. Gulf - Veracruz, México | \$25.00 | Down \$2.00 | Deep draft and 6,000 MT per day discharge rate. |
| 30-38,000 U.S. Gulf - Colombia 50,000 MT U.S. Gulf to East Coast Colombia From Argentina | \$40.50 \$39.50 \$56.00 | Down \$3.50 | <u>West Coast Colombia at \$48.00</u> |
| 43-45,000 U.S. Gulf - Guatemala | \$46.25 | Down 3.00 | Acajutla/Quetzal - 8,000 out |
| 26-30,000 U.S. Gulf – Algeria | \$65.00 \$67.00 | Down \$5.00 | 8,000 MT daily discharge 3,000 MT daily discharge |
| 26-30,000 US Gulf - Morocco | \$62.50 | Down \$5.00 | 5,000 discharge rate |
| 55-60,000 U.S. Gulf –Egypt | \$63.00 | Down \$6.00 | 60,000 -55,000 MT -Egypt |
| PNW to Egypt | \$63.50 | | Romania – Russia - Ukraine \$27.00 - \$28.00 - \$28.50 France \$40.00 |
| 60-70,000 U.S. Gulf – Europe, Rotterdam | \$29.00 | Unchanged | Handymax at +\$2.00 more |
| Brazil, Santos – China | \$62.50 | Down \$4.25 | 54-59,000 Supramax-Panamax |
| Brazil, Santos – China | \$61.00 | | 60-66,000 Post Panamax |
| Northern Coast Brazil - China | \$62.00 | | Upriver No. Brazil Plus -55,000 MT Plus \$7.50 - 8.00/MT |
| 56-60,000 Argentina/Rosario- China, Deep Draft | \$67.25 | Down \$4.25 | Upriver with BB Top Off Plus \$3.75 - 4.00/MT |

Source: O'Neil Commodity Consulting

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

LATEST EXPORT FIGURES

Calendar Year (January-December):

| Partner | 2018 | 2019 | 2020 | Jan - Sep 2020 | Jan - Sep 2021 | CHANGE Y/Y (%) | CHANGE Y/Y (MT) |
|--------------------|------------|------------|------------|----------------|----------------|----------------|-----------------|
| <i>World Total</i> | 11,799,279 | 10,792,499 | 10,930,190 | 8,171,690 | 8,586,397 | 5% | 414,707 |
| Mexico | 2,012,746 | 2,022,752 | 1,732,282 | 1,255,965 | 1,738,599 | 38% | 482,634 |
| Vietnam | 1,246,899 | 1,202,103 | 1,280,377 | 923,268 | 1,074,327 | 16% | 151,059 |
| Korea, South | 1,139,457 | 1,242,497 | 1,263,476 | 925,478 | 835,012 | -10% | -90,466 |
| Indonesia | 843,582 | 913,488 | 934,261 | 671,026 | 649,209 | -3% | -21,817 |
| Thailand | 1,016,581 | 574,380 | 848,838 | 720,864 | 290,573 | -60% | -430,291 |
| Turkey | 887,129 | 577,364 | 790,455 | 567,270 | 656,175 | 16% | 88,905 |
| Japan | 465,962 | 516,881 | 463,118 | 405,879 | 316,583 | -22% | -89,296 |
| Canada | 664,483 | 643,994 | 397,450 | 292,931 | 487,136 | 66% | 194,205 |
| Ireland | 396,265 | 277,440 | 291,278 | 227,276 | 238,828 | 5% | 11,552 |
| Philippines | 196,418 | 261,977 | 281,101 | 227,941 | 151,659 | -33% | -76,282 |
| New Zealand(*) | 250,081 | 208,571 | 278,870 | 200,679 | 178,402 | -11% | -22,277 |
| China | 192,174 | 174,338 | 271,697 | 165,394 | 270,220 | 63% | 104,826 |
| Taiwan | 220,547 | 242,521 | 241,254 | 182,828 | 166,540 | -9% | -16,288 |
| Colombia | 220,222 | 200,615 | 209,961 | 147,071 | 186,970 | 27% | 39,899 |
| Israel(*) | 276,156 | 212,153 | 196,975 | 175,177 | 165,122 | -6% | -10,055 |
| Morocco | 190,682 | 223,352 | 188,929 | 136,253 | 172,650 | 27% | 36,397 |
| Egypt | 193,254 | 142,141 | 182,822 | 150,895 | 155,186 | 3% | 4,291 |
| Bangladesh | 150,788 | 160,873 | 164,989 | 107,740 | 132,120 | 23% | 24,380 |
| United Kingdom | 323,780 | 180,625 | 121,609 | 104,219 | 106,629 | 2% | 2,410 |
| Costa Rica | 77,142 | 92,651 | 83,807 | 66,915 | 59,807 | -11% | -7,108 |
| Honduras | 53,526 | 62,508 | 75,218 | 49,974 | 47,162 | -6% | -2,812 |
| Guatemala | 66,435 | 73,214 | 73,335 | 47,371 | 63,453 | 34% | 16,082 |
| Spain | 213,717 | 103,369 | 64,670 | 64,670 | 129,624 | 100% | 64,954 |

Marketing Year (September-August):

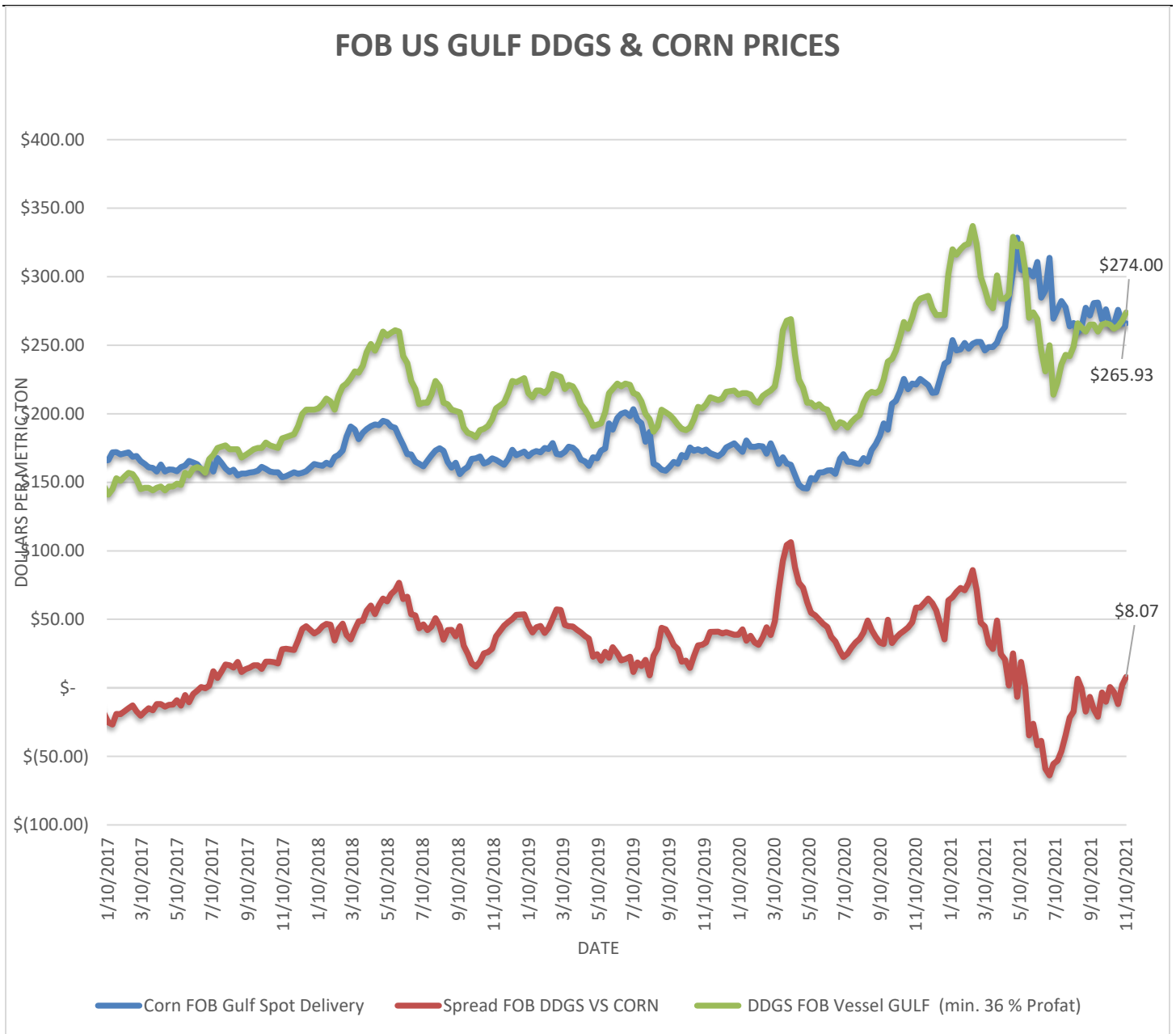
| Partner | MY 18/19 | MY 19/20 | MY 20/21 | Sep-20 | Sep-21 | CHANGE Y/Y (%) | CHANGE Y/Y (MT) |
|--------------------|------------|------------|------------|-----------|---------|----------------|-----------------|
| <i>World Total</i> | 11,271,838 | 10,487,573 | 11,617,032 | 1,125,886 | 853,751 | -24% | -272,135 |
| Mexico | 2,011,034 | 1,789,732 | 2,149,847 | 94,589 | 159,658 | 69% | 65,069 |
| Vietnam | 1,294,321 | 1,206,237 | 1,440,756 | 126,045 | 116,725 | -7% | -9,320 |
| Korea, South | 1,189,038 | 1,209,995 | 1,166,612 | 101,688 | 108,086 | 6% | 6,398 |
| Turkey | 498,947 | 601,596 | 937,058 | 86,187 | 28,489 | -67% | -57,698 |
| Indonesia | 971,736 | 905,812 | 910,667 | 66,947 | 68,724 | 3% | 1,777 |
| Canada | 701,610 | 426,510 | 532,268 | 34,062 | 93,449 | 174% | 59,387 |
| Japan | 481,178 | 482,063 | 475,560 | 114,940 | 13,202 | -89% | -101,738 |
| Thailand | 724,888 | 880,000 | 453,023 | 50,716 | 16,240 | -68% | -34,476 |
| China | 178,169 | 196,858 | 368,620 | 42,074 | 49,977 | 19% | 7,903 |
| Ireland | 339,843 | 259,117 | 330,248 | 55,456 | 28,038 | -49% | -27,418 |
| Colombia | 195,446 | 209,611 | 268,732 | 29,651 | 10,779 | -64% | -18,872 |
| New Zealand(*) | 202,115 | 282,083 | 259,593 | 25,000 | 22,000 | -12% | -3,000 |
| Philippines | 242,381 | 281,616 | 239,773 | 47,872 | 12,918 | -73% | -34,954 |
| Morocco | 218,396 | 200,341 | 236,168 | 10,842 | 0 | -100% | -10,842 |
| Taiwan | 234,317 | 252,422 | 228,718 | 18,078 | 14,326 | -21% | -3,752 |
| Egypt | 79,936 | 158,273 | 228,147 | 56,285 | 15,251 | -73% | -41,034 |
| Bangladesh | 178,891 | 124,516 | 202,256 | 21,845 | 8,958 | -59% | -12,887 |
| Israel(*) | 250,648 | 168,131 | 196,662 | 23,742 | 14,000 | -41% | -9,742 |
| Spain | 179,068 | 20,699 | 154,217 | 43,971 | 19,378 | -56% | -24,593 |
| United Kingdom | 362,848 | 135,149 | 124,019 | 0 | 0 | | 0 |
| Guatemala | 75,909 | 74,232 | 89,417 | 0 | 0 | | 0 |
| Costa Rica | 88,074 | 81,195 | 82,669 | 12,311 | 6,341 | -48% | -5,970 |
| Honduras | 59,954 | 58,640 | 77,280 | 9,558 | 4,684 | -51% | -4,874 |

NOTES:

1. Data Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics
2. (*) denotes a country that is a summarization of its component countries.
3. Users should use cautious interpretation on QUANTITY reports using mixed units of measure. QUANTITY line items will only include statistics on the units of measure that are equal to, grouped commodities. Or are able to be converted to, the assigned unit of measure of the grouped commodities.
4. Product Group : BICO-HS10

CHARTS BASED ON MOST RECENT DATA FROM FAS GATS DATABASE (SEPTEMBER 2021)

FOB US DDGS AND CORN PRICES



FOB US DDGS AND SOYBEAN MEAL PRICES

