



Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

Corporate Head Office: Suite 200B, Centre of Commerce, One Bay Street,
PO Box N-3944, Nassau, Bahamas. Email: tradegroup@hammersmith.biz
WWW: hammersmithltd.blogspot.com SKYPE: bacon39a

Representative Office : +33.9.7044.4881 Mobile : +33.6.8068.4564
3 Avenue Marie Gasquet, St Remy de Provence, 13210 France

WEEKLY GRAIN AND PROTEIN REPORT January 11, 2020

The first 2020 WASDE report came out on Friday and didn't really seem to have much effect on the markets. Most trade reports say that the market had expected to actual results so that there were no serious surprises.

The WASDE did have corn ending stocks a little higher than expected and the average yield for corn was also up a bit. All of this is a little bearish for corn, but the US/China trade problems may be getting solved which is a little bullish for corn.

Corn prices were unchanged on the week, but some experts say that the trend now is probably to higher prices.

Soybeans finished the week up by about USD 2 m/t, which is really nothing. The WASDE for soybeans was much like that for corn: perhaps a little bit bearish but there wasn't any major reaction from the market. The experts are not too sure if soybeans are now bullish but they tend to be leaning more to bullish than bearish so prices may increase.

Only the wheat WASDE was considered bullish due to lower planted area and smaller ending stocks. Wheat prices for winter wheat were up by USD 4 to 8 m/t. Winter wheat planting is said to be the lowest in 100 years. The report did mention that due to the poor durum wheat harvest in the USA this year the US is importing durum from Canada.

Top 20 US Export Destinations for Grains and Oilseeds – 11 months to November 2019 – in m/t

Country	Wheat	Corn	Sorghum	Soybeans	Soymeal
Algeria	565,900			30,100	
Argentina				203,000	
Bangladesh	92,700			796,500	25,200
Brazil	192,300				
Belgium				33,000	38,600
Burma				15,800	122,500
Cameroon			20,700		
Canada	87,800	1,968,800	4,300	506,100	858,400
Chile	318,000			15,000	
China	236,100	250,000	756,100	19,950,100	
Colombia	587,700	3,601,000		597,400	1,159,800
Costa Rica	70,300	809,900		195,500	61,100
Cuba		58,000		42,100	
Djibouti			59,100		90,400
Dominican Rep	212,000	355,200		19,000	479,600
Ecuador	249,200	27,600			501,900
El Salvador	202,900	557,800			252,400
Egypt	726,700			2,661,400	



Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

Eritrea			60,300		
Ethiopia	291,300		5,800		
France				95,200	
Germany				400,600	
Guatemala	524,200	937,800			425,500
Haiti	115,400	43,200			
Honduras	280,600	641,800			275,700
Indonesia	1,140,800	3,800		2,226,700	39,700
Iraq	472,500				
Israel	112,400	84,800		76,700	123,200
Italy	633,800		36,600	373,500	106,100
Jamaica	133,300	161,100			76,400
Japan	2,406,400	9,924,400	220,300	2,207,700	295,800
Kenya	124,500		18,900		
Lebanon				48,700	
Madagascar			8,000		
Malaysia	394,300	22,300		597,100	
Mexico	3,172,400	13,302,500	536,000	4,832,000	1,624,600
Morocco	32,200	61,800			267,100
Nepal				86,100	
Netherlands				2,153,400	
New Zealand		126,600			
Nigeria	1,942,000			20,800	
Nicaragua		252,000			87,300
Pakistan				997,500	
Panama	71,600	453,800		20,800	185,300
Peru	312,800	1,029,900		180,000	134,700
Philippines	2,727,500	71,500	700	81,700	1,961,400
Poland					127,200
Portugal				160,000	
Romania					49,700
Saudi Arabia	30,100	550,900			
Somalia			103,000		
South Africa	153,700		64,500		
South Korea	1,095,400	1,875,700	2,000	938,200	60,400
Spain		600	371,700	1,391,100	69,800
Sri Lanka	68,100				190,000
Sudan	53,100		110,600		
Taiwan	1,113,0200	1,140,700	6,500	1,655,500	16,300
Thailand	618,400			1,268,100	138,900
Trinidad	89,800	56,600			19,200
Tunisia				64,400	33,700
UK	25,300			116,600	
Venezuela	83,100	12,000			134,500
Vietnam	136,400	65,300		650,500	534,700
Yemen	739,800				

@USDA GATS January 2020



Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

Estimated Bulk Grain Freight in USD per m/t, basis heavy grains

US Gulf to Europe: 60/70,000 (10,000 disch)	\$17/18.00	Down \$1.00	X
US Gulf to Spain: 50,000 m/t (5,000 disch)	\$17/18.00	Down \$1.00	x
US Gulf Israel: 50,000 m/t	\$28/29.00	Down \$1.00	x
US Gulf to Egypt: Panamax (6,000 disch)	\$27/28.00	Down \$1.00	x
US Gulf Turkey: 50,000 m/t	\$29/30.00	Down \$1.00	x
US Gulf Morocco: 30,000(5,000 disch)	\$34/35.00	Down \$1.00	x
US Gulf Algeria/Tunisia: 30,000 (3,000 disch)	\$34/35.00		x
US Gulf Nigeria: 30,000 m/t	\$57/58.00		X
US Gulf other Med: 30,000 MT(5,000 disch)	\$41/42.00		X
US Gulf South Africa: 45,000 m/t	\$44/45.00		X
US Gulf Japan: Panamax	\$45/46.00	Down \$1.00	X
US Gulf China: Panamax	\$44/45.00	Down \$1.00	X
US PNW South Africa – 40,000 m/t	\$37/38.00		X
US PNW Japan: Panamax	\$24/25.00	Down \$1.00	X
US PNW China: Panamax	\$23/24.00	Down \$1.00	X
US East Coast Egypt: Panamax	\$56/57.00		X
US East Coast Nigeria: Handisize	\$56/57.00	Down \$2.00	X
France/Germany to Algeria: 30,000 m/t(3,000 disch)	\$19/20.00		X
France/Germany to Bangladesh: 35/45,000 m/t	\$41/42.00		X
France/Germany to China: 50,000 m/t	\$37/38.00	Down \$1.00	x
France/Germany to Egypt: 50,000 m/t (10,000 disch)	\$18/19.00	Down \$1.00	X
France/Germany to India: 50,000 m/t	\$29/30.00	Down \$1.00	X
France/Germany to Jordan: 35/45,000 m/t (4k disch)	\$22/23.00		X
France/Germany to Morocco: 30,000 m/t (3k disch)	\$16/17.00		X
France/Germany to Saudi Arabia: 50/60,000	\$31/32.00	Down \$1.00	X
France/Germany to South Africa: 30,000 m/t	\$44/45.00		X
France/Germany to Turkey: 35,000 m/t	\$19/20.00		X
France/Germany to Yemen: 30,000 m/t	\$52/53.00		X
Argentina to Algeria: 25/30,000 m/t(3,000 disch)	\$33/34.00		X
Argentina to China: 50,000 m/t, with top-off	\$36/37.00		X
Argentina to Japan: 50,000 m/t, with top-off	\$35/36.00		X
Argentina to Egypt: 50,000 m/t	\$28/29.00		X
Argentina to Europe: 50/60,000 m/t	\$27/28.00		X
Argentina to Morocco: 25/30,000 m/t(3,000 disch)	\$27/28.00		X
Argentina to Jordan: 50,000 m/t	\$45/46.00	Up \$1.00	X
Argentina to Saudi Arabia: 50,000 m/t	\$44/45.00	Up \$1.00	X
Argentina to South Africa 50,000 m/t	\$44/45.00		X
Argentina to Spain: 50,000 m/t	\$27/28.00		X
Argentina to Tunisia: 25/30,000 m/t (3,000 disch)	\$33/34.00		X
Argentina to US Gulf: 25/35,000 m/t	\$21/22.00		X
Brazil to Algeria/Tunisia: 25/30,000 m/t	\$44/45.00	Up \$1.00	X
Brazil to China: 55,000 m/t	\$33/34.00		x
Brazil to Japan: 55,000 m/t	\$32/33.00		x
Brazil to Europe: 50,000 m/t	\$31/32.00	Down \$2.00	X
Brazil to Morocco: 25/30,000 m/t	\$39/40.00	Up \$1.00	X
Brazil to Saudi Arabia 30/40,000 m/t	\$45/46.00		X
Brazil to Spain: 50,000 m/t	\$31/32.00	Down \$2.00	X
Brazil to Turkey/Egypt: 50,000 m/t	\$32/33.00	Down \$2.00	x



Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

Australia to China: 40-55,000 m/t – round trip	\$20/20.50		X
Australia to Japan: 40-55,000 m/t – round trip	\$21/21.50		X
Australia to Saudi Arabia: 40-55,000 m/t	\$33/34.00		X
Ukraine to China: 50,000 m/t	\$35/36.00	Up \$2.00	X
Black Sea to East Med: 30,000 m/t (3,000 disch)	\$18/19.00	Up \$1.00	X
Ukraine to East Med: coaster (1,000 disch)	\$25/26.00		X
Russia to Turkey - Izmir: coaster (1,000 disch) -	\$25/26.00		X
Black Sea to Egypt: 40/50,000 m/t – (6,000 disch)	\$16/17.00		X
Black Sea to Egypt: 30,000 m/t – (4,000 dich)	\$18/19.00	Up \$1.00	X
Ukraine to Egypt: coaster 3,000 m/t (1,000 disch)	\$28/29.00		X
Russia to Egypt: coaster 3,000 m/t (1,000 disch)	\$40/41.00		X
Black Sea to Iraq: 50,000 m/t (4,000 disch)	\$36/37.00		X
Black Sea to Europe: 50,000 m/t	\$24/25.00	Up \$1.00	X
Black Sea to Morocco: 30,000 m/t (3,000 disch)	\$21/22.00		X
Black Sea to Spain: 40/50,000 m/t (8,000 disch)	\$24/25.00	Up \$1.00	X
Black Sea to Jordan: 50,000 m/t (5,000 disch)	\$24/25.00		X
Black Sea to Libya: 25/35,000 m/t	\$24/25.00	Up \$1.00	X
Black Sea to Saudi Arabia – Jeddah – 50k	\$32/33.00	Up \$1.00	X
Black Sea to South Africa – 30,000 m/t	\$44/45.00		X
Black Sea to Turkey – 30,000 m/t	\$17/18.00		X
Black Sea to Tunisia/Algeria: 30,000(5,000 disch)	\$21/22.00		X
Baltic Dry Index – 40% Cape, 30% Panamax, 30% Supramax – no Handisize included)	774	Down 133	X
Baltic Capesize Index (100,000 plus DWT)	1066	Down 441	X
Baltic Panamax Index (60,000 to 80,000 DWT)	771	Down 178	X
Baltic Supramax Index (50,000 to 60,000 DWT)	570	Down 92	X
Baltic Handisize Index (25,000 plus DWT)	452	Down 44	X

FOB port or location specified. Prices in US\$, in metric tons:
All shipments in bulk grain vessels unless stated otherwise
 (NOLA is New Orleans, Louisiana, USA.)

ALL PRICES ARE FOR February 2020/April 2020

Wheat, USA Soft Red Winter, US Gulf	USD 255/258	X
Wheat, USA Hard Red Winter 11 protein, US Gulf	USD 230/233	X
Wheat, Ukraine 11.5 pro, 30,000+ m/t	USD 215/217	X
Wheat, Russia 12.5 pro, 30,000+ m/t	USD 221/223	X
Wheat, Romania 12.5 pro	USD 217/219	X
Wheat, Superior, France, Rouen	USD 219/221	x
Wheat, milling, 12.0%, Argentina, Upriver	USD 210/213	X
Wheat, feed, Black Sea	USD 212/215	X
Barley, France, Rouen port	USD 192/194	X
Barley, feed, Argentina, up river	USD 182/185	X
Barley, feed, Black Sea, 30,000+	USD 186/189	X



Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

Corn, 2YC FOB NOLA USA	USD 177/179	X
Corn, 3YC FOB USA Pacific northwest	USD 189/191	X
Corn, FOB Argentina port, upriver	USD 178/181	x
Corn, FOB Brazil port	USD 185/188	x
Corn, FOB France – Atlantic	USD 195/197	X
Corn, FOB Romania	USD 177/180	X
Corn, FOB Russia	USD 193/196	X
Corn, FOB Ukraine, 30,000+ m/t	USD 178/181	X
Sorghum, FOB Argentina port	USD 143/146	X
Sorghum, FOB Texas	USD 183/186	X
Soymeal, 48% protein, FOB NOLA	USD 343/346	X
Soymeal, 48% protein, USA, Rotterdam	USD 368/371	X
Soymeal, Argentina, Rotterdam	USD 362/365	X
Soymeal, 47% pro, FOB Argentina	USD 331/334	X
Soymeal, 48% protein, Brazil, Rotterdam	USD 353/356	X
Soymeal, 48% protein, FOB Brazil	USD 324/327	X
Soybeans, FOB NOLA	USD 367/370	X
Soybeans, Argentina, FOB	USD 370/373	X
Soybeans, Brazil, FOB	USD 366/369	X
Soybeans, Black Sea	USD 367/370	x
Corn Gluten Meal, USA FOB NOLA	USD 545/550 m/t	x
Corn Gluten Feed, USA FOB NOLA	USD 211/215 m/t	x
DDGS corn, 35 profat, USA FOB NOLA	USD 218/223 m/t	x

There didn't seem to be much activity in corn byproducts this week – it was a very quiet week. There were some Asian buyers shopping around but no one much seemed to be in a buying mood. Perhaps the main buyers were waiting for the WASDE report to see which way the market will move.

Corn Gluten Meal (CGM) prices were a little higher again this week which might be due to higher prices for Peru fishmeal exports. Fishmeal prices are expected to move higher for the next few weeks so that could give some upward strength to CGM.

DDGS and corn gluten feed didn't do anything much this week and seemed to be working in about a USD 5 m/t trading range. A couple of trade reports did suggest that severe winter weather in some parts of the US could cause logistics problems and push export prices higher.

USA exports of corn by-products – 11 months to November 2019 – major destinations and selected countries – in m/t

Country	Distillers Dried Grains DDGS 2019	Corn Gluten Meal 2019	Corn Gluten Feed 2019
Australia		2,600	
Bangladesh	157,700	30,900	400
Burma	43,700	2,400	600
Cambodia	34,300		
Canada	565,900	56,500	



Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

Chile		121,300	
China	166,100	13,300	
Colombia	179,800	81,700	28,400
Costa Rica	66,100		
Ecuador	21,200	2,700	
Egypt	139,700	129,200	15,500
El Salvador	47,000	9,000	
Guatemala	46,400	4,300	1,800
Honduras	44,300	7,400	
Indonesia	819,800	137,300	9,400
Ireland	252,500		326,300
Israel	210,000		226,500
Japan	464,600	10,500	
Malaysia	44,500	36,600	
Mexico	1,887,100	17,100	27,700
Morocco	215,700		41,600
New Zealand	181,900		36,700
Peru	10,100	7,900	
Philippines	240,400	1,800	700
Portugal	14,200		18,000
South Korea	1,126,000	900	
Spain	103,400		
Taiwan	222,500	33,400	
Thailand	542,800	30,000	500
Turkey	575,500		125,600
UK	180,600		51,100
Vietnam	1,123,300	20,800	

@USDA GATS January 2020

Container shipments, minimum 200 m/t

Australian MBM 45% protein	USD 340/350 m/t CNF Asia
Australian MBM 50% protein	USD 370/380 m/t CNF Asia
Australian Feathermeal, 80% protein	USD 410/420 m/t CNF Asia
Australian Poultry Meal, pet food	USD 630/640 m/t CNF Asia
USA Meat & Bone meal, 50% protein	USD 440/450 m/t CNF Asia
	USD 380/390 to Indonesia
USA Feathermeal, 80% protein	USD 400/420 m/t CNF Asia
USA Poultry by-product Meal, feed grade	USD 380/400 m/t CNF Asia
USA Poultry Meal, pet food grade	USD 590/600 m/t CNF Asia

Once again this week, there is no new comment on animal protein.



Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

USA exports of animal protein – 11 months to November 2019 – major destinations – in m/t

Destination	Meat and bone meal – includes poultry and pork meal	Feather meal
Burma	5,200	
Cambodia	1,500	
Canada	46,100	7,000
Chile	35,400	40,300
China	132,500	3,600
Colombia	1,400	
Ecuador	25,900	500
Germany		
Guatemala	3,100	
Honduras	6,000	1,500
Indonesia	213,600	24,000
Jamaica		
Malaysia	10,600	
Mexico	177,500	
Peru	3,300	1,200
Philippines	32,200	300
Sri Lanka	1,900	
Thailand	30,200	
Vietnam	85,800	3,400
Total exports	813,700 Up 41.0%	82,000 Down 20.0%

@USDA GATS January 2020

SECTION 2 --- FISHMEAL COMMENTS AND PRICES: PERUVIAN

PERU "INDICATION" FISHMEAL PRICES:

Not much new on the fishing side of things with the mini-ban in place. Imarpe has started a voyage to check out the fish situation with results expected this coming week. If all looks ok, then we could be back to fishing for a couple of weeks.

People are now talking about the next fishing season – just as if this season is over. The feeling seems to be that the high levels of juvenile fish could mean that the catch next season will be very good.

No sales at all were reported this week in Peru – some say that producers have increased their asking prices by about USD 200 m/t, but no business is being done.

Peru's final 2019 export numbers show that total fishmeal exports were just a little over 1 million with 74.3% of the exports (764,000 m/t) going to China, Japan was second at 76,000 m/t then Vietnam at 46,000. Total fishmeal shipments from Peru to all of Europe were just less than 51,000 m/t with all Asia reaching 923,000 m/t Or 90% of total fishmeal exports of 1,028,600 m/t.



Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

European fishmeal prices – FOB North German port.

Type	Protein %	Price per m/t USD
Herring fishmeal	72% protein	1,565
Danish fishmeal	64% protein	1,375
Peru fishmeal	64% protein	1,450
Chile fishmeal	67% protein	1,500
Iceland fishmeal	70% protein	1,590

ALL PRICES SHOWN ARE IN CONTAINER, ON VESSEL, AT ORIGIN --- US DOLLARS
Minimum shipment of 200 m/t for fishmeal

<u>Specification</u>	<u>Price per m/t FOB vessel Peru port</u>	<u>Price per m/t Chile port</u>
65/66 protein	1050/1070 m/t	
67% protein standard steam	1150/1160 m/t	
67% protein 150 TVN	1200/1210 m/t	No prices
67% protein 120 TVN	1250/1260 m/t	No prices
67% protein 1000 hist, 120 TVN	1300/1310 m/t	No prices
68% protein 500 hist, 120 TVN	1400/1420 m/t	No prices
Fish oil, crude bulk	1800/1850	
Fish oil, crude drums	1850/1900	
Fish oil, flexi tank	1950/2000	
Fish oil, Omega 3: 28%EPA/DHA	2000/2200	

INFORMATION: gtee = guarantee, TVN = total volatile nitrogen, hist = histamine

The information contained herein is based on sources that we believe to be reliable, but we do not represent that it is accurate or complete. Nothing contained herein should be considered as an offer to sell or a solicitation of an offer to buy. All references to prices are subject to change without notice. Any opinions expressed herein are solely those of the author. As such, they may differ in material respects from those of, or expressed or published by or on behalf of, Hammersmith Marketing Ltd or its officers, directors, employees or affiliates

Copyright © 2020 Wayne S. Bacon