



# 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: [wbacon@hammersmith.biz](mailto:wbacon@hammersmith.biz)  
WWW: [hammersmithltd.blogspot.com](http://hammersmithltd.blogspot.com) SKYPE: bacon39a

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

## WEEKLY USA GRAIN AND PROTEIN REPORT September 18, 2021

Harvest weather in the USA looks good for the next little while which should get the farmers really cranking out the crop. The markets ended the week a little lower as harvest pressure tried to push prices down.

Cash prices in the USA for corn were a bit up and down with some areas seeing lower cash levels while other took a jump higher --- seems to be a lot of emotion in the market. Soybean cash prices moved higher probably due to the new China interest and the expectation of more to come.

Wheat prices slipped a little lower on Friday but still had a strong up week and no one much seems to be forecasting any lower longer-term prices for wheat. There is just too much demand and bullish news in world wheat markets. While a few producing countries, like Australia, are expecting record wheat crops there is still a very high level of international demand for wheat and the demand is keeping the prices firm.

Russel Marine in New Orleans sent out quite a few very detailed pictures of the aftermath of hurricane Ida on the grain and oilseed transportation and loading facilities in the Mississippi River --- after looking at the pictures it certainly seems that it is going to be quite a while before everything in the river gets back to normal operations.

Russian export tax – September 22 to 28 – wheat USD 50.90 m/t – down USD 1.60, barley USD 31.00 m/t – down USD 2.10 m/t and corn USD 47.80 m/t – down USD 1.20 m/t.

.

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

US Gulf to Europe: Panamax (10,000 disch)	\$30/31.00	Up \$1.00	X
US Gulf to Spain: Panamax m/t (5,000 disch)	\$30/31.00	Up \$1.00	X
US Gulf Israel: Panamax m/t	\$66/67.00	Up \$1.00	X
US Gulf to Egypt: Panamax (6,000 disch)	\$66/67.00	Up \$2.00	X
US Gulf Turkey: Panamax m/t	\$67/68.00	Up \$2.00	X
US Gulf Morocco: 30,000(5,000 disch)	\$63/64.00	Up \$1.00	X
US Gulf Algeria/Tunisia: 30,000 (3,000 disch)	\$65/66.00	Up \$1.00	X
US Gulf Nigeria: 30,000 m/t	\$64/65.00	Up \$1.00	X
US Gulf other Med: 30,000 MT(5,000 disch)	\$67/68.00	Steady	X
US Gulf South Africa: 30,000 m/t	\$65/66.00	Steady	X
US Gulf to India: Panamax	\$67/68.00	Steady	X
US Gulf to Philippines: Panamax	\$68/69.00	Steady	X
US Gulf Japan: Panamax	\$82/83.00	Up \$2.00	X
US Gulf China: Panamax	\$81/82.00	Up \$2.00	X
US PNW South Africa – 40,000 m/t	\$54/55.00	Steady	X
US PNW Egypt: Panamax	\$67/68.00	Up \$2.00	X
US PNW Philippines: Panamax	\$49/50.00	Steady	X
US PNW Japan: Panamax	\$45/46.00	Up \$1.00	X
US PNW China: Panamax	\$44/45.00	Up \$1.00	X



# Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

US East Coast Egypt: Panamax	No price		X
US East Coast Nigeria: Handisize	\$64/65.00	Up \$1.00	X
US Lakes – Europe – 30,000 m/t	\$65/66.00	Steady	X
US Lakes – Morocco – 30,000 m/t	\$68/69.00	Steady	X
France/Germany to Algeria: 30,000 m/t(3,000 dis)	\$21/22.00	Down \$1.00	X
France/Germany to Bangladesh: 35/45,000 m/t	\$71/72.00	Up \$1.00	X
France/Germany to China: Panamax	\$70/71.00	Up \$1.00	X
France/Germany to Egypt: Panamax (10,000 dis)	\$32/33.00	Steady	X
France/Germany to India: Panamax	\$61/62.00	Steady	X
France/Germany to Iran: Panamax	\$62/63.00	Steady	X
France/Germany to Jordan: 35/45,000 (4k dis)	\$51/52.00	Steady	X
France/Germany to Morocco: 30,000 m/t (3k dis)	\$23/24.00	Steady	X
France/Germany to Saudi Arabia: Panamax	\$64/65.00	Up \$1.00	X
France/Germany to South Africa: 30,000 m/t	\$41/42.00	Steady	X
France/Germany to Turkey: 35,000 m/t	\$35/36.00	Up \$2.00	X
France/Germany to Yemen: 30,000 m/t	\$59/60.00	Steady	x
Argentina to Algeria: 25/30,000 m/t(3,000 disch)	\$40/41.00	Up \$1.00	X
Argentina to China: Panamax, with top-off	\$72/73.00	Up \$1.00	X
Argentina to Japan: Panamax, with top-off	\$71/72.00	Up \$1.00	X
Argentina to Egypt: Panamax	\$46/47.00	Up \$1.00	X
Argentina to Europe: Panamax	\$36/37.00	Up \$1.00	X
Argentina to Morocco: 25/30,000 m/t(3,000 dis)	\$36/37.00	Up \$1.00	X
Argentina to Libya: 25/30,000 m/t	\$40/41.00	Up \$2.00	Z
Argentina to Jordan: Panamax	\$57/58.00	Steady	X
Argentina to Saudi Arabia: Panamax	\$71/72.00	Up \$1.00	X
Argentina to Iran: Panamax	\$61/62.00	Steady	X
Argentina to India: Panamax	\$67/68.00	Steady	X
Argentina to South Africa: Panamax	\$27/28.00	Steady	X
Argentina to Spain: Panamax	\$36/37.00	Up \$1.00	X
Argentina to Tunisia: 25/30,000 m/t (3,000 disch)	\$40/41.00	Up \$1.00	X
Argentina to US Gulf: 25/35,000 m/t	No price		X
Brazil to Algeria/Tunisia: 25/30,000 m/t	\$40/41.00	Steady	X
Brazil to China: Panamax	\$67/68.00	Steady	X
Brazil to Japan: Panamax	\$66/67.00	Steady	X
Brazil to South Korea: Panamax	\$68/69.00	Steady	X
Brazil to Europe: Panamax	\$41/42.00	Up \$1.00	X
Brazil to Morocco: 25/30,000 m/t	\$40/41.00	Up \$1.00	X
Brazil to Iran: Panamax	\$61/62.00	Steady	X
Brazil to Saudi Arabia 30/40,000 m/t	\$65/66.00	Steady	X
Brazil to Spain: Panamax	\$41/42.00	Up \$1.00	X
Brazil to Turkey/Egypt: Panamax	\$55/56.00	Steady	X
Australia to China: Panamax – round trip	\$24/25.00	Steady	X
Australia to Japan: Panamax – round trip	\$43/43.50	Down \$1.00	X
Australia to Saudi Arabia: Panamax	\$48/49.00	Down \$1.00	X
Ukraine to China: Panamax	\$69/70.00	Up \$1.00	X
Ukraine to Indonesia: Panamax	\$66/67.00	Steady	X
Ukraine to Bangladesh, Panamax	\$70/71.00	Steady	X
Ukraine to India, Panamax	\$64/65.00	Steady	X



# Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

Black Sea to East Med: 30,000 m/t (3,000 disch)	\$33/34.00	Steady	X
Ukraine to East Med: coaster (1,000 disch)	\$56/57.00	Steady	X
Ukraine to Turkey: Izmir: coaster (1,000 disch)	\$38/39.00	Steady	X
Russia to Turkey - Izmir: coaster (1,000 disch) -	\$46/47.00	Steady	X
Black Sea to Egypt: 40/50,000 m/t – (6,000 dis)	\$30/31.00	Steady	X
Black Sea to Egypt: 30,000 m/t – (4,000 disch)	\$34/35.00	Up \$1.00	X
Ukraine to Egypt: coaster 3,000 m/t (1,000 disch)	\$56/57.00	Steady	X
Russia to Egypt: coaster 3,000 m/t (1,000 disch)	\$63/64.00	Steady	X
Black Sea to Iraq: Panamax (4,000 disch)	\$51/52.00	Steady	X
Black Sea to Iran: Panamax	\$51/52.00	Steady	X
Black Sea to Europe: Panamax (8,000 disch)	\$31/32.00	Steady	X
Black Sea to Morocco: 30,000 m/t (3,000 disch)	\$42/43.00	Steady	X
Black Sea to Spain: Panamax (8,000 disch)	\$31/32.00	Steady	X
Black Sea to Jordan: Panamax (5,000 disch)	\$42/43.00	Steady	X
Black Sea to Libya: 25/35,000 m/t	\$44/45.00	Steady	X
Black Sea to Saudi Arabia – Jeddah – Panamax	\$57/58.00	Up \$1.00	X
Black Sea to Yemen: Panamax	\$58/59.00	Steady	X
Black Sea to Turkey – 30,000 m/t	\$30/31.00	Steady	X
Black Sea to South Africa – 30,000 m/t	No prices		X
Black Sea to Tunisia/Algeria: 30,000(5,000 disch)	\$39/40.00	Steady	X
Baltic Dry Index – 40% Cape, 30% Panamax, 30% Supramax – no Handisize included)	4275	Up 411	X
Baltic Capesize Index (100,000 plus DWT)	6420	Up 853	X
Baltic Panamax Index (60,000 to 80,000 DWT)	3904	Up 309	X
Baltic Supramax Index (45,000 to 60,000 DWT)	3307	Up 137	X
Baltic Handisize Index (25,000 plus DWT)	1861	Up 54	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 October 2021/December 2021

Wheat, USA Soft Red Winter, US Gulf	USD 299/303	X
Wheat, USA Hard Red Winter 11 protein, US Gulf	USD 335>>320	X
Wheat, Ukraine 11.5 pro, 30,000+ m/t	USD 294/299	X
Wheat, Russia 12.5 pro, 30,000+ m/t	USD 301/306	X
Wheat, Romania 12.5 pro	USD 301/307	X
Wheat, Superior, France, Rouen	USD 303/308	X
Wheat, milling, 12.0%, Argentina, Upriver	USD 280/285	X
Wheat, feed, Black Sea	USD 286/290	X
Barley, France, Rouen port	USD 278/280	X
Barley, feed, Argentina, up river	USD 266/269	X
Barley, feed, Black Sea, 30,000+	USD 251/255	X
Barley, feed, Australia	USD 255/258	X
Corn, 2YC FOB NOLA USA	USD 276>>269	X
Corn, 3YC FOB USA Pacific northwest	USD 287>>281	X



## Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

Corn, FOB Argentina port, upriver	USD 238/244	X
Corn, FOB Brazil port	USD 265/268	X
Corn, FOB France – Atlantic	USD 276/279	X
Corn, FOB Romania	USD 263/266	X
Corn, FOB Russia	USD 263/266	X
Corn, FOB Ukraine, 30,000+ m/t	USD 260/264	X
Sorghum, FOB Argentina port	USD 220/225	X
Sorghum, FOB Texas	USD 295/298	X
Soymeal, 48% protein, FOB NOLA	USD 422/426	X
Soymeal, 48% protein, USA, Rotterdam	USD 457/461	X
Soymeal, Argentina, Rotterdam – spot	USD 477/480	X
Soymeal, 47% pro, FOB Argentina	USD 411>>398 new crop	X
Soymeal, 48% protein, Brazil, Rotterdam – spot	USD 481/484	X
Soymeal, 48% protein, FOB Brazil	USD 425>>400 new crop	X
Soybeans, FOB NOLA	USD 523>>518	X
Soybeans, Argentina, FOB	USD 545>>525	X
Soybeans, Brazil, FOB	USD 559>>530	X
Soybeans, Black Sea	USD 573/576	X
Corn Gluten Meal, USA FOB NOLA	USD 660/680 m/t	X
Corn Gluten Feed, USA FOB NOLA	USD 240/250 m/t	X
DDGS corn, 35 profat, USA FOB NOLA	USD 265/275 m/t	x

USA DDGS prices were steady this week but both corn gluten meal and corn gluten feed moved higher. With CGM it is almost impossible to get export CNF prices due to serious container problems. Exporters won't quote prices without freight in hand but container freight is very, very difficult to find.

Depending on the destination the spread between FOB USA and CNF destination is running in excess of USD 100 m/t.

The interesting part of the market is that the USA cash prices have not really changed – it is the freight and logistic costs that are pushing prices higher.

Egypt starts its new computerized import and clearance procedures on October 01 and while all shippers are aware of the new system most are expecting a variety of problems as things get started. Hopefully, it will not be nearly as bad as we are all expecting. Egypt has been working on and evaluating the new system for many months now so many of the kinks on the Egypt side should be eliminated – now it is mainly kinks from the supplier side.

### Container shipments, minimum 200 m/t

Australian MBM 45% protein	USD 470/490 m/t CNF Asia
Australian MBM 50% protein	USD 525/545 m/t CNF Asia
Australian Feathermeal, 80% protein	USD 670/680 m/t CNF Asia
Australian Poultry Meal, pet food	USD 1000/1020 m/t CNF Asia
USA Meat & Bone meal, 50% protein	USD 595/615 m/t CNF China
	USD 560/580 to Indonesia
USA Feathermeal, 80% protein	USD 680/700 m/t CNF Asia
USA Poultry by-product Meal, feed grade	USD 490/510 m/t CNF Asia



# Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

USA Poultry Meal, pet food grade

USD 990/1010 m/t CNF Asia

The Jacobsen report this week says that animal protein prices into major markets in Asia are being pushed higher again this week by increased container freight rates. Australian supplies of meat and bone meal are reported to be getting tight due to a drop in cattle slaughter – much of which is said to be due to COVID restrictions.

Animal protein prices in the USA are lower, pushed down by dropping exports and higher domestic supply. Export logistics are very difficult due to container problems and buyers are not as active due to much higher CNF prices and long shipment delays.

It is not an easy time for animal protein export markets at present.

## SECTION 2 --- FISHMEAL COMMENTS AND PRICES: PERUVIAN

Still no landings in the South of Peru.

According to trade reports the current IMARPE research cruise is running a little behind due to bad weather.

Reports say that there is a “moderate” risk of an El Niño event into early 2022 but no risk of an El Niño. According to a table published by ENFEN, the El Niño/Niña study service, all should be normal for at least until the end of 2021.

There are stories in Peru about new business being booked for the next season – experts say at slightly higher prices. Producers are still very hesitant about booking business as the freight costs are very, very difficult to forecast. At present, no one is expecting any weakness in container freight prices for the balance of 2021. The feeling is that prices will go higher before they go lower.

MSI Ceres pointed out a problem this week with ethoxyquin antioxidant that is used to treat fishmeal --- it all comes from China where the container congestion is the worst and they say that container rates from China to Peru have increased from USD 2500 per box to USD 15000 --- that will certainly push prices higher.

Peru's fishmeal exports to the end of August reached almost 943,000 m/t with 891,000 m/t going to Asia – 816,000 m/t to China alone.

MSI Ceres also published an interesting table on Peru's exports and the share to China --- back in 2010 to 2014, China was less than 60% of fishmeal exports, as low as 51%, but since then has always been above 70% and up to over 80% several years. Has the fishmeal business become too dependent on China?

## PERU “INDICATION” FISHMEAL PRICES:

### European fishmeal prices – FOB North German port.

Type	Protein %	Price per m/t USD
Herring fishmeal	72% protein	1,990
Danish fishmeal	64% protein	1,485
Peru fishmeal	64% protein	1,600
Chile fishmeal	67% protein	1,640
Iceland fishmeal	70% protein	2,010



## Hammersmith Trade Services

A division of Hammersmith Marketing Ltd.

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	1380/1400 m/t	
67% protein standard steam	1450/1470 m/t	
67% protein 150 TVN	1500/1520 m/t	1500/1520 m/t
67% protein 120 TVN	1550/1570 m/t	1550/1570 m/t
67% protein 1000 hist, 120 TVN	1600/1620 m/t	1620/1640 m/t
68% protein 500 hist, 120 TVN	1650/1670 m/t	1650/1670 m/t
Fish oil, crude bulk	2000/2100	
Fish oil, crude drums	2050/2150	
Fish oil, flexi tank	2100/2200	
Fish oil, Omega 3: 28%EPA/DHA	2400/2500	

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 © 2021 Wayne S. Bacon