

KSU Grain Market Update Notes

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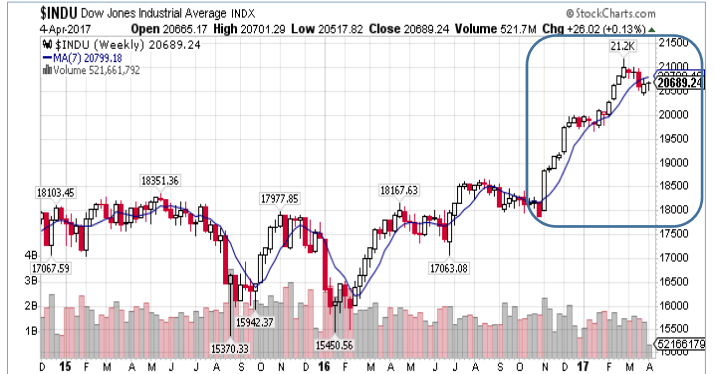
For Great Bend Ag Exposition 12:00-12:40 p.m., Wednesday, April 5, 2017

I. Grain Futures Closes, Changes & Carry on Tuesday, April 4, 2017

Corn Futures				Soybean Futures				Kansas HRW Wheat Futures			
Month	Close	Change	Carry /mo	Month	Close	Change	Carry /mo	Month	Close	Change	Carry /mo
May 17	\$3.63	↓ \$0.0475	---	May 17	\$ 9.37 ¾	↓ \$0.0050	---	May 17	\$4.21 ¾	↑ \$0.0275	---
July 17	\$3.70 ¾	↓ \$0.0450	\$0.03 ⁸⁷⁵	July 17	\$ 9.48 ½	↓ \$0.0075	\$0.05 ¹²⁵	July 17	\$4.34 ½	↑ \$0.0225	\$0.06 ³⁷⁵
Sept 17	\$3.78 ¼	↓ \$0.0450	\$0.03 ⁷⁵	Aug 17	\$ 9.51 ¼	↓ \$0.0075	\$0.02	Sept 17	\$4.50 ¼	↑ \$0.02	\$0.07 ⁸⁷⁵
Dec 17	\$3.87 ¾	↓ \$0.0425	\$0.03 ¹⁶⁷	Sept 17	\$ 9.50	↓ \$0.0050	No Carry	Dec 17	\$4.74	↑ \$0.0225	\$0.07 ⁹¹⁷
Mar 18	\$3.97	↓ \$0.0425	\$0.03 ⁰⁸³	Nov 17	\$ 9.49	↓ \$0.0125	No Carry	Mar 18	\$4.91 ½	↑ \$0.0325	\$0.05 ⁸³³
May 18	\$4.02 ½	↓ \$0.04	\$0.02 ⁷⁵	Jan 18	\$ 9.55	↓ \$0.0125	\$0.02 ⁷⁵	May 18	\$5.00	↑ \$0.0450	\$0.04 ²⁵
July 18	\$4.06 ½	↓ \$0.0325	\$0.02	Mar 18	\$ 9.58 ½	↓ \$0.01	\$0.01 ¹²⁵	July 18	\$5.02 ¾	↑ \$0.0425	\$0.01 ³⁷⁵
Sept 18	\$3.99 ¾	↓ \$0.03	No Carry	May 18	\$ 9.62 ¾	↓ \$0.0075	\$0.00 ⁷⁵	Sept 18	\$5.14 ½	↑ \$0.0350	\$0.05 ⁸⁷⁵

Price^{Soybean} / Price^{Corn} Ratios on April 4, 2017:

- “Current Crop^{2016/17}” ⇨ \$MAY²⁰¹⁷ Soybeans ÷ \$MAY²⁰¹⁷ Corn = \$ 9.37 ¾ ÷ \$3.63 = 2.58
- “New Crop^{2017/18}” ⇨ \$NOV²⁰¹⁷ Soybeans ÷ \$DEC²⁰¹⁷ Corn = \$ 9.49 ÷ \$3.87 ¾ = 2.45 ***



I. USDA Planted Acres and Grain Stocks Reports released on Friday, March 31, 2017

A1. USDA Quarterly Stocks Report – Stocks with Pre-report Trade Estimates for March 31, 2017

(Source: DTN) (billion bushels or 'bb')

Crop	March 1, 2017 Grain Stocks Estimates	Average Pre-report Trade Estimates	Low-End Pre-report Trade Estimates	High-End Pre-report Trade Estimates	March 1, 2016 Grain Stocks	March 1, 2015 Grain Stocks	March 1, 2014 Grain Stocks
Corn	8.616 bb	8.551 bb 100.8% (+0.8%)	8.280 bb 104.1% (+4.1%)	8.900 bb 96.8% (-3.2%)	7.822 bb 110.2% (+10.2%)	7.750 bb 111.2% (+11.2%)	7.008 bb 122.9% (+22.9%)
Soybeans	1.735 bb	1.679 bb 103.3% (+3.3%)	1.627 bb 106.6% (+6.6%)	1.800 bb 96.4% (-3.6%)	1.531 bb 113.3% (+13.3%)	1.327 bb 130.7% (+30.7%)	0.994 bb 174.5% (+74.5%)
Wheat	1.655 bb	1.622 bb 102.0% (+2.0%)	1.417 bb 116.8% (+16.8%)	1.721 bb 96.2% (-3.8%)	1.372 bb 120.6% (+20.6%)	1.140 bb 145.2% (+45.2%)	1.057 bb 156.6% (+56.6%)
Grain Sorghum	0.180 bb	0.195 bb 92.3% (-7.7%)	0.186 bb 96.8% (-3.2%)	0.204 bb 88.2% (-11.8%)	0.202 bb 89.1% (-10.9%)	0.120 bb 150.0% (+50.0%)	0.176 bb 102.3% (+11.8%)

A2. USDA Quarterly Stocks Report – DEC-FEB Quarterly Use with Implicit Pre-report Trade Estimates of Use for

March 31, 2017 (Source: DTN) (billion bushels or 'bb')

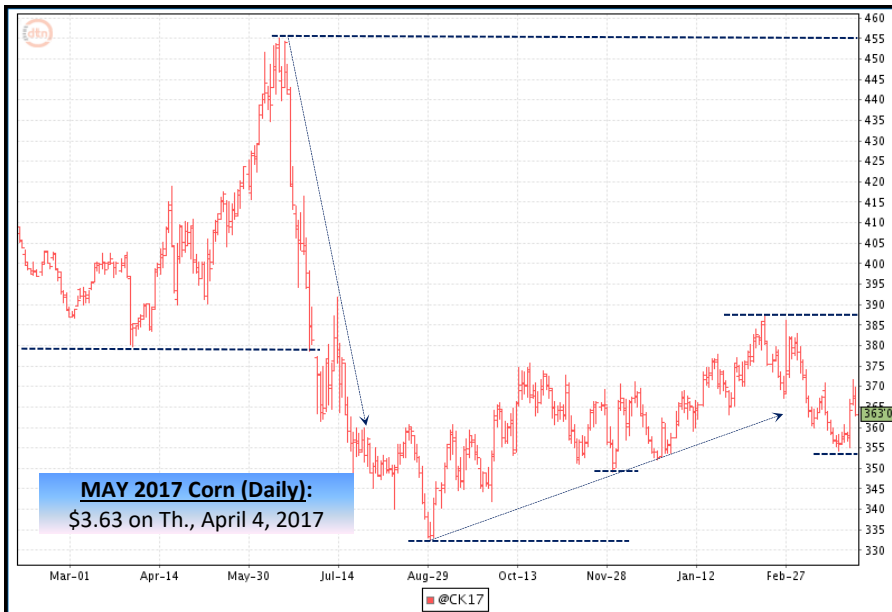
Crop	DEC-FEB 2017 Grain Use Estimates	Implicit Avg. Pre-report Trade Estimates	Implicit Low-End Pre-report Trade Estimates	Implicit High-End Pre-report Trade Estimates	DEC-FEB 2016 Grain Use	DEC-FEB 2015 Grain Use	DEC-FEB 2014 Grain Use
Corn	3.770 bb	3.835 bb 98.3% (-1.7%)	3.486 bb 108.1% (+8.1%)	4.106 bb 91.8% (-8.2%)	3.431 bb 109.9% (+9.9%)	3.468 bb 108.7% (+8.7%)	3.451 bb 109.2% (+9.2%)
Soybeans	1.164 bb	1.219 bb 95.5% (-4.5%)	1.098 bb 106.0% (+6.0%)	1.271 bb 91.6% (-8.4%)	1.189 bb 97.9% (-2.1%)	1.201 bb 96.9% (-3.1%)	1.160 bb 100.3% (+0.3%)
Wheat	0.422 bb	0.455 bb 92.7% (-7.3%)	0.356 bb 118.5% (+18.5%)	0.660 bb 63.9% (-36.1%)	0.409 bb 103.2% (+20.6%)	0.426 bb 99.1% (-0.9%)	0.460 bb 91.7% (-0.8%)
Grain Sorghum	0.128 bb	0.113 bb 113.3% (+13.3%)	0.104 bb 123.0% (+23.0%)	0.122 bb 104.9% (+4.9%)	0.122 bb 104.9% (+4.9%)	0.103 bb 124.3% (+24.3%)	0.056 bb 228.6% (+128.6%)

B. USDA Prospective Plantings Report – With Pre-report Trade Estimates for March 31, 2017 (Source: DTN) (million acres or 'ma')

U.S. Crop	March 1, 2017 Planted Acres Estimates	Average Pre-report Trade Estimates	Low-End Pre-report Trade Estimates	High-End Pre-report Trade Estimates	2016 U.S. Planted Acres	2015 U.S. Planted Acres	2014 U.S. Planted Acres
Corn	89.996 ma	91.000 ma 98.9% (-1.1%)	89.700 ma 100.3% (+0.3%)	92.500 ma 97.3% (-2.7%)	94.004 ma 95.7% (-4.3%)	88.019 ma 102.2% (+2.2%)	90.597 ma 99.3% (-0.7%)
Soybeans	89.482 ma	88.100 ma 101.6% (+1.6%)	85.900 ma 104.2% (+4.2%)	90.200 ma 99.2% (-0.8%)	83.433 ma 107.3% (+7.3%)	82.650 ma 108.3% (+8.3%)	83.276 ma 107.5% (+7.5%)
All Wheat	46.059 ma	46.100 ma 99.9% (-0.1%)	44.200 ma 104.2% (+0.8%)	48.200 ma 95.6% (-4.4%)	50.154 ma 90.0% (-10.0%)	54.999 ma 83.7% (-16.3%)	56.841 ma 81.0% (-19.0%)
Winter Wheat	32.747 ma	32.400 ma 101.1% (+1.1%)	32.000 ma 102.3% (+2.3%)	33.000 ma 99.2% (-0.8%)	36.137 ma 90.6% (-9.4%)	39.681 ma 82.5% (-17.5%)	42.409 ma 99.2% (-0.8%)
Spring Wheat	11.308 ma	11.300 ma 100.1% (+0.1%)	9.900 ma 114.2% (+14.2%)	12.200 ma 92.7% (-7.3%)	11.605 ma 97.4% (-2.6%)	13.367 ma 84.6% (-15.4%)	13.025 ma 86.8% (-13.2%)
Durum Wheat	2.004 ma	2.100 ma 95.4% (-4.6%)	2.000 ma 100.2% (+0.2%)	2.500 ma 80.2% (-19.8%)	2.412 ma 83.1% (-16.9%)	1.951 ma 102.7% (+2.7%)	1.407 ma 142.4% (+42.4%)
Grain Sorghum	5.757 ma	6.000 ma 96.0% (-4.0%)	5.400 ma 106.6% (+6.6%)	6.600 ma 87.2% (-12.8%)	6.690 ma 86.1% (-13.9%)	8.459 ma 68.1% (-31.9%)	7.138 ma 80.7% (-19.3%)

III. Corn Market Information

Daily MAY 2017 Corn Futures



Key Corn & Grain Sorghum Supply-Demand Factors:

U.S. Corn Exports: "Bullish" short-term MY 2016/17 U.S. corn export shipments with "positive" long term outlook for total sales

- **Weekly Export Shipments** week of 3/30/2017 for MY 2016/17 = 58.1 mb vs 41.5 mb/wk needed to meet USDA's March 9th projn of 2.225 bb exports
- **Total shipments through 3/30/2017** for MY 2016/17 = 1.312 bb i.e., 59.0% of 2.225 bb USDA projn with 57.7% of MY complete (30/52 weeks)
- **Total sales (3/23/2017)** for "current" MY 2016/17 = 1.867 bb i.e., 83.9% of 2.225 bb USDA projn w. 55.8% of MY complete (29/52 weeks)

U.S. Grain Sorghum Exports: "Positive" short-term MY 2016/17 grain sorghum export shipments & "neutral-positive" long term sales

- **Weekly Export Shipments** wk of 3/30/2017 for MY 2016/17 = 5.4 mb vs 3.5 mb/wk needed to meet USDA's March 9th projn of 225 mb exports
- **Total shipments through 3/30/2017** for MY 2016/17 = 147.4 mb i.e., 65.5% of 225 mb USDA projn with 57.7% of MY complete (30/52 weeks)
- **Total new sales (3/23/2017)** for "current" MY 2016/17 = 151.0 mb i.e., 67.1% of 225 mb USDA projn w. 55.8% of MY complete (29/52 weeks)

World & U.S. Corn Supply-Demand Fundamentals

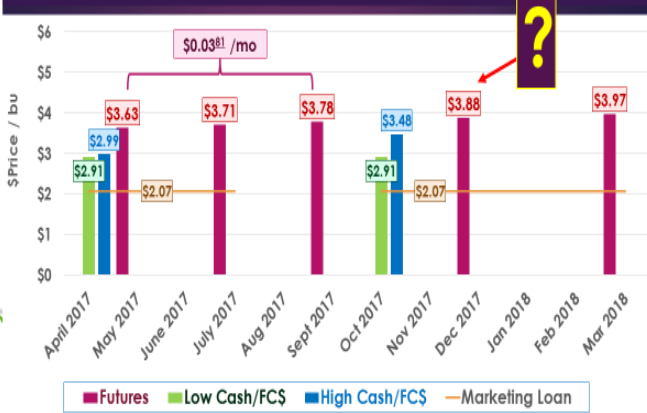
Mktg Yr	World % S/U	U.S. % S/U	U.S. \$/bu	U.S. Crop
2007/08	16.5% S/U	12.8% S/U	\$4.20 /bu	13.038 bln bu
2008/09	18.3% S/U	13.9% S/U	\$4.06 /bu	12.043 bln bu
2009/10	17.2% S/U	13.1% S/U	\$3.55 /bu	13.067 bln bu
2010/11	14.5% S/U	8.7% S/U	\$5.18 /bu	12.425 bln bu
2011/12	14.8% S/U	7.9% S/U	\$6.22 /bu	12.314 bln bu
2012/13	15.3% S/U	7.4% S/U	\$6.89 /bu	10.755 bln bu
2013/14	18.6% S/U	9.2% S/U	\$4.46 /bu	13.829 bln bu
2014/15 ^{USDA}	21.4% S/U	12.6% S/U	\$3.70 /bu	14.216 bln bu
2015/16 ^{USDA}	22.0% S/U	12.7% S/U	\$3.61 /bu	13.601 bln bu
2016/17 ^{USDA}	21.2% S/U	15.9% S/U	\$3.40 /bu	15.148 bln bu
2017/18 ^{USDA}	na	15.6% S/U	\$3.50 /bu	14.065 bln bu

❖ U.S. Grain Sorghum Supply-Demand Fundamentals

2014/15 ^{USDA}	67.6 bu/ac ^{US}	4.0% S/U	\$4.03 /bu	433 mln bu
2015/16 ^{USDA}	76.0 bu/ac ^{US}	6.4% S/U	\$3.31 /bu	597 mln bu
2016/17 ^{USDA}	76.5 bu/ac ^{US}	7.9% S/U	\$2.70 /bu	480 mln bu
2017/18 ^{USDA}	67.1 bu/ac ^{US}	9.6% S/U	**\$3.00 /bu	362 mln bu

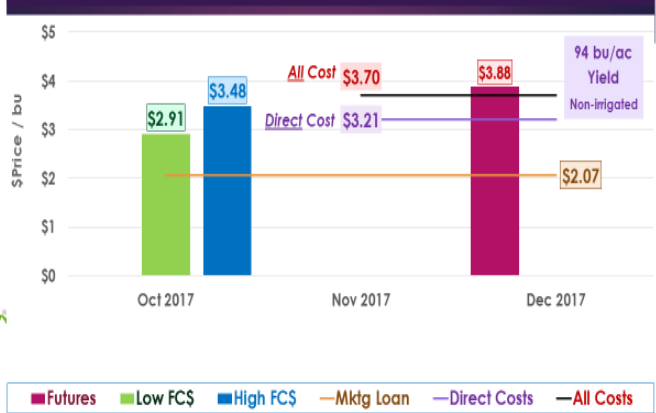
Corn Cash & Futures Prices – Great Bend, KS

Local Elevators – April 4, 2017



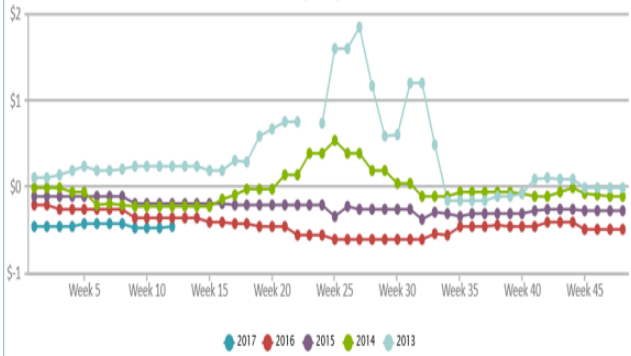
Corn Prices & 2017 Costs^{KSU} – Great Bend, KS

Local Elevators – April 4, 2017



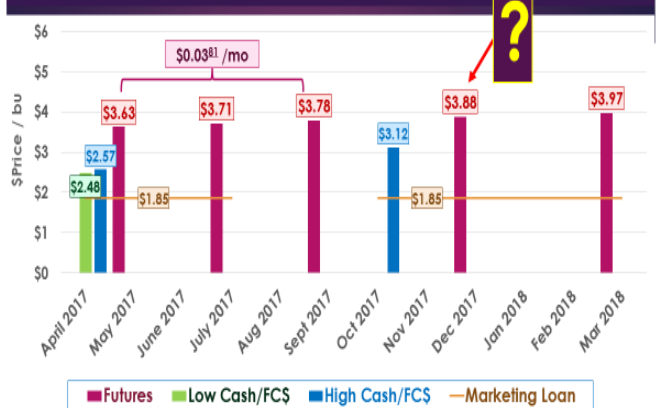
HUTCHINSON, KS: Corn Basis - CARGILL

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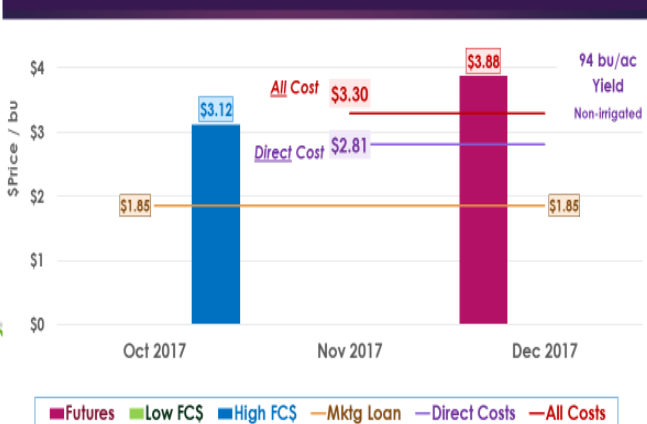
Sorghum Cash & Futures \$'s – Great Bend, KS

Local Elevators – April 4, 2017



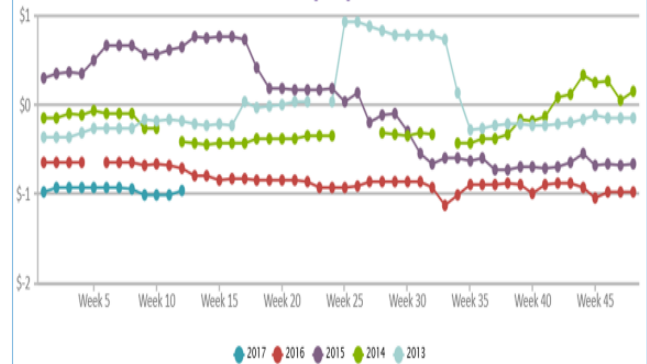
Sorghum Cash & 2017 Costs^{KSU} – Salina, KS

Local Elevators – March 27, 2017



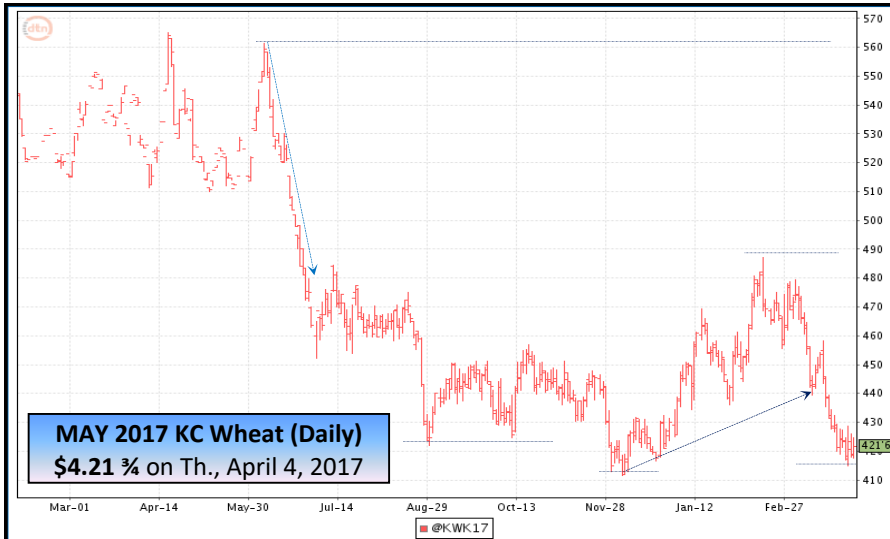
HUTCHINSON, KS: Grain Sorghum Basis - MID KANSAS COOP

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IV. Wheat Market Outlook

Daily MAY 2017 HRW Futures



Wheat Export Situation:

U.S. All Wheat Exports: “Bearish” Short Term Export Shipments with “neutral-positive” long run export prospects in “current” MY 2016/17 total sales

- Weekly Export Shipments wk of 3/30/2017 for “current” MY 2016/17 = 20.6 mb vs 65.0 mb /wk needed to meet USDA’s March 9th projn of 1,025 mb exports
- Total shipments through 3/30/2017 for “current” MY 2016/17 = 801.8 mb i.e., 78.2% of 1,025 mb USDA projn with 86.5% of MY complete (45/52 weeks)
- Total shipments + new sales 3/23/2017 for “current” MY 2016/17 = 964.5 mb i.e., 94.0% of 1,025 mb USDA projn with 84.6% of MY complete (44/52 weeks)

U.S. Hard Red WINTER Wheat Exports: “Neutral-negative” Shipments with “neutral” long run prospects in “current” MY 2016/17 total sales

- Weekly Export Shipments wk of 3/23/2017 for “current” MY 2016/17 = 9.0 mb vs 13.2 mb /wk needed to meet USDA’s March 9th projn of 425 mb exports
- Total shipments through 3/23/2017 for “current” MY 2016/17 = 319.5 mb i.e., 75.2% of 425 mb USDA projn with 84.6% of MY complete (44/52 weeks)
- Total shipments + new sales 3/23/2017 for “current” MY 2016/17 = 396.3 mb i.e., 93.2% of 425 mb USDA projn with 84.6% of MY complete (44/52 weeks)

Monthly Kansas HRW Wheat eFutures

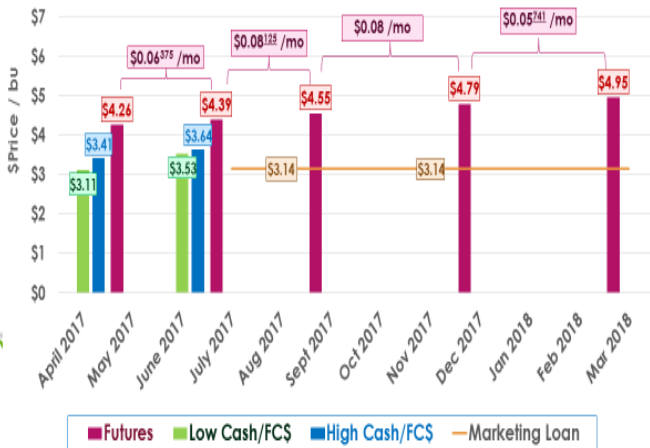


“Negative” World & U.S. Wheat S/D Fundamentals

Mktg Yr	World % S/U	World Crop	U.S. % S/U	U.S. \$/bu	U.S. Exports
2007/08	20.8% S/U	611.7 mmt	13.2% S/U	\$6.48 /bu	1,263 mln bu
2008/09	26.5% S/U	683.7 mmt	28.7% S/U	\$6.78 /bu	1,015 mln bu
2009/10	31.2% S/U	687.0 mmt	48.6% S/U	\$4.87 /bu	879 mln bu
2010/11	30.4% S/U	679.3 mmt	36.4% S/U	\$5.70 /bu	1,291 mln bu
2011/12	28.6% S/U	696.9 mmt	33.4% S/U	\$7.24 /bu	1,051 mln bu
2012/13	25.7% S/U	658.3 mmt	29.9% S/U	\$7.77 /bu	1,012 mln bu
2013/14	28.1% S/U	715.1 mmt	24.2% S/U	\$6.87 /bu	1,176 mln bu
2014/15	30.8% S/U	728.3 mmt	37.3% S/U	\$5.99 /bu	864 mln bu
2015/16 ^{USDA}	33.7% S/U	735.3 mmt	50.0% S/U	\$4.89 /bu	775 mln bu
2016/17^{USDA}	33.7% S/U	751.1 mmt	49.7% S/U	\$3.85 /bu	1,025 mln bu
2017/18^{USDA}	na	na	40.9% S/U	\$4.30 /bu	975 mln bu

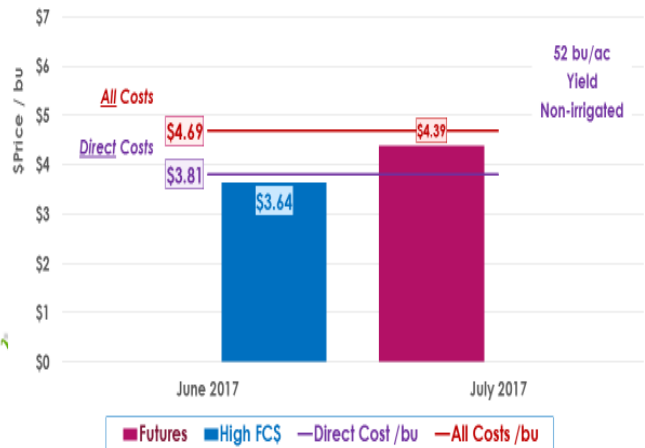
Wheat Cash & Futures Prices – Great Bend, KS

Local Elevators – April 4, 2017



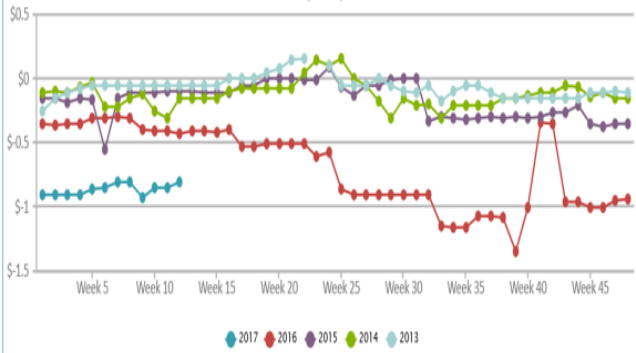
Wheat Prices & 2017 Costs^{KSU} – Great Bend, KS

Local Elevators – April 4, 2017



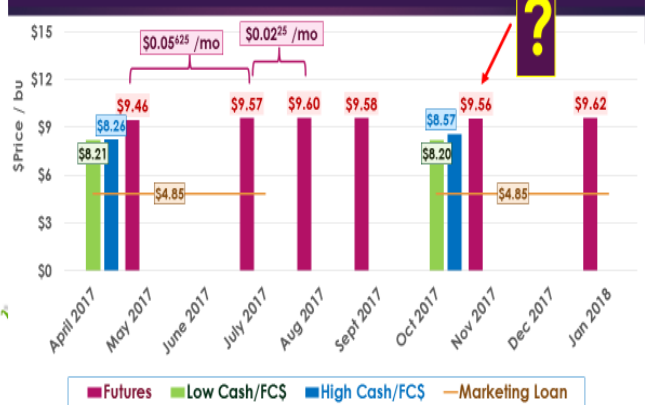
HUTCHINSON, KS: Hard Red Winter Wheat Basis - CARGILL

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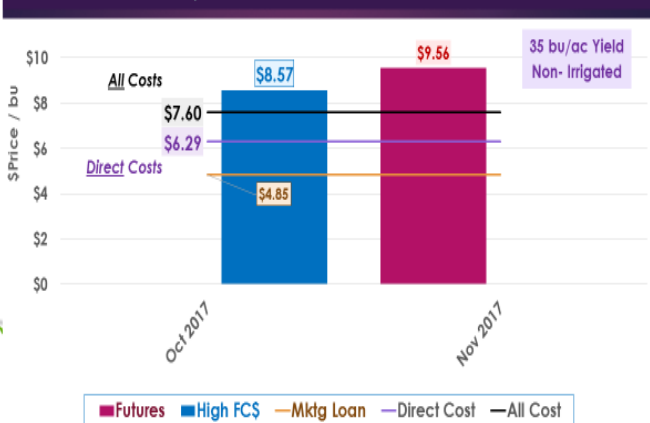
Soybean Cash & Futures \$'s – Great Bend, KS

Local Elevators – April 4, 2017



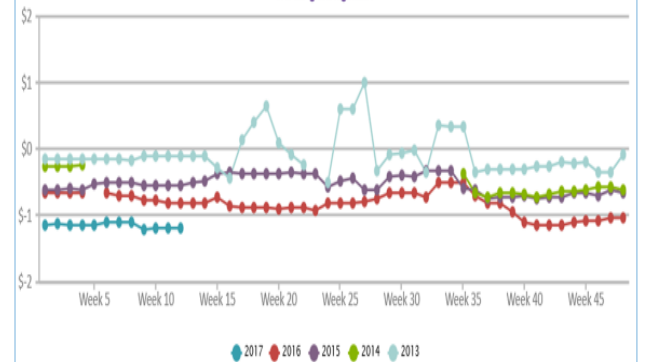
Soybean Prices & 2017 Costs^{KSU}, Great Bend, KS

Local Elevators – April 4, 2017



HUTCHINSON, KS: Soybeans Basis - FARMERS COOP

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VI. Soybean Market Outlook

Daily MAY 2017 Soybean Futures



Monthly Soybean eFutures



Key Soybean Supply-Demand Issues:

❖ U.S. Soybean Exports: “Neutral-positive” short run export shipments in MY 2016/17 and “positive-bullish” total sales

- Export Shipments for week of 3/30/2017 for “current” MY 2016/17 = 22.8 mb vs 13.5 mb/wk needed to meet USDA’s March 9th projn of 2.025 bb exports +
- Total shipments through 3/30/2017 for “current” MY 2016/17 = 1.725 bln bu i.e., 88.6% of 2.025 bb USDA projn with 57.7% of MY complete (30/52 weeks)
- Total new sales (3/23/2017) for “current” MY 2016/17 = 2.009 bb i.e., 99.2% of 2.025 bb USDA projn with 55.8% of MY complete (29/52 weeks)

❖ U.S. Soybean Meal Exports: “Bullish” short run export shipments in MY 2016/17 and “positive” total sales +

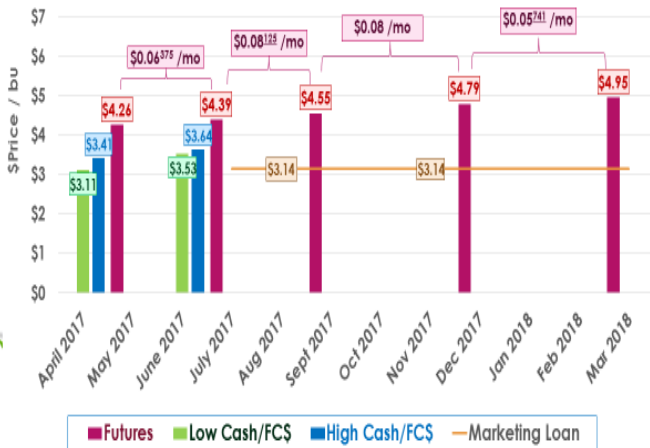
- Export Shipments for week of 3/23/2017 for “current” MY 2016/17 = 430,000 mt vs 184,607 mt/wk needed to meet USDA’s March 9th projn of 10,520 mmt exports
- Total shipments through 3/23/2017 for “current” MY 2016/17 = 5.536 mmt i.e., 52.6% of 10.520 mmt USDA projn with 48.1% of MY complete (25/52 weeks)
- Total shipments & new sales (3/23/2017) for “current” MY 2016/17 = 8.442 mmt i.e., 80.2% of 10.520 mmt USDA projn with 48.1% of MY complete (25/52 weeks)

❖ World & U.S. Soybean Supply-Demand Fundamentals

Mktg Yr	World % S/U	World Crop	U.S. % S/U	U.S. \$/bu	U.S. Exports
2007/08	22.9% S/U	219.0 mmt	6.7% S/U	\$10.10 /bu	1.159 bln bu
2008/09	19.3% S/U	212.0 mmt	4.5% S/U	\$ 9.97 /bu	1.279 bln bu
2009/10	25.2% S/U	260.5 mmt	4.5% S/U	\$ 9.59 /bu	1.499 bln bu
2010/11	27.7% S/U	264.3 mmt	6.6% S/U	\$11.30 /bu	1.505 bln bu
2011/12	20.3% S/U	240.6 mmt	5.4% S/U	\$12.50 /bu	1.365 bln bu
2012/13	21.0% S/U	268.6 mmt	4.5% S/U	\$14.40 /bu	1.328 bln bu
2013/14	22.4% S/U	282.5 mmt	2.7% S/U	\$13.00 /bu	1.638 bln bu
2014/15	25.7% S/U	319.6 mmt	5.0% S/U	\$10.10 /bu	1.842 bln bu
2015/16 ^{USDA}	24.3% S/U	312.8 mmt	5.0% S/U	\$ 8.95 /bu	1.936 bln bu
2016/17 ^{USDA}	25.0% S/U	340.8 mmt	10.6% S/U	\$ 9.60 /bu	2.025 bln bu
2017/18 ^{USDA}	na	na	10.3% S/U	\$ 9.60 /bu	2.125 bln bu

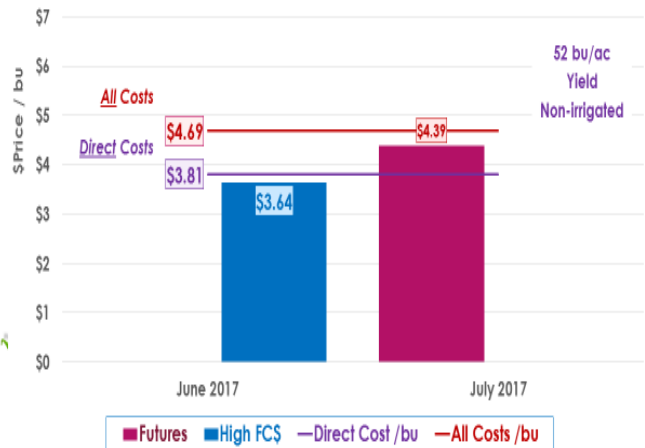
Wheat Cash & Futures Prices – Great Bend, KS

Local Elevators – April 4, 2017



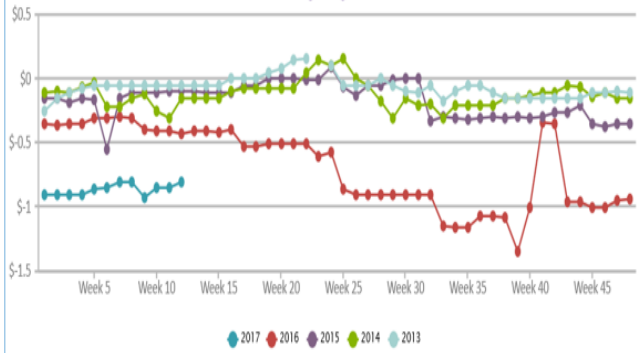
Wheat Prices & 2017 Costs^{KSU} – Great Bend, KS

Local Elevators – April 4, 2017



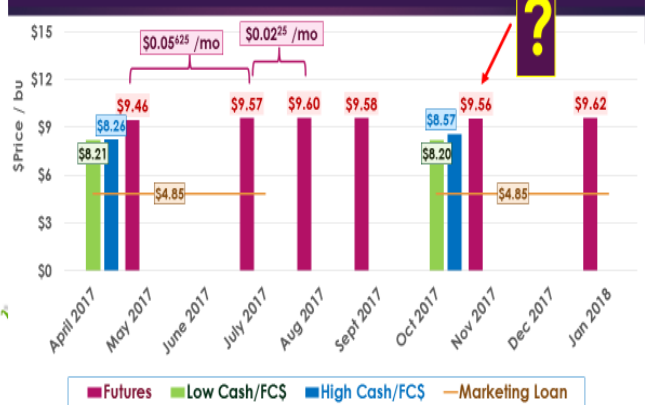
HUTCHINSON, KS: Hard Red Winter Wheat Basis - CARGILL

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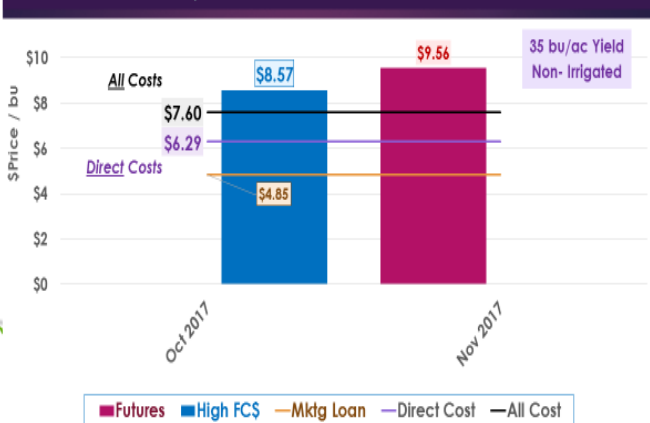
Soybean Cash & Futures Prices – Great Bend, KS

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Soybean Prices & 2017 Costs^{KSU}, Great Bend, KS

Local Elevators – April 4, 2017



HUTCHINSON, KS: Soybeans Basis - FARMERS COOP

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