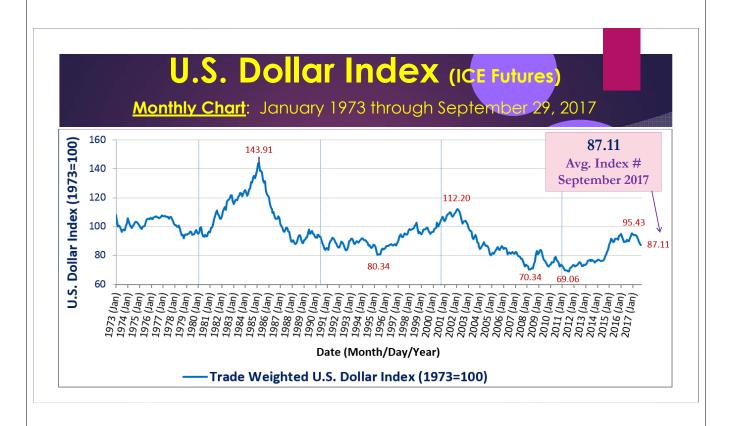


Topics to be discussed.....

- 1) Grain Market Analysis & Outlook
 - Corn & Grain Sorghum
 - Wheat
 - Soybeans & Cotton
- 2) Economic "forces at work" in the grain markets & where they are taking us...





U.S. Corn & Sorghum Supply-Use

- Prospects for a "large" 14 billion bu+ 2017 U.S. Corn Crop
- Large Supplies & Stocks are limiting Feedgrain Price\$'s
- Low Price\$'s are supporting Corn Use

```
o Livestock Feed ^{2017/18} = 5.475 bln bu (10 \text{ year high} - \text{vs } 5.858 \text{ bb in } 2007/08)
```

```
o Ethanol ^{2017/18} = 5.475 bln bu (Record high – vs 5.435 bb last year)
```

```
o Other FSI ^{2017/18} = 1.450 bln bu (4 year high – vs 1.435 bb in 2016/17)
```

o **Exports** $^{2017/18}$ = 1.850 bln bu (vs 2.295 bb in '16/17 & 1.901 in '15/16)

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U.S. Corn & Grain Sorghum Stocks.....

Corn: "Large" Stocks & % S/U

```
• End Stocks ^{2017/18} \Rightarrow 2.335 bln bu (2<sup>nd</sup> highest since 1987/88)
```

o **% Stocks/Use** ^{2017/18} ⇒ 16.4% S/U (Highest since 2005/06)

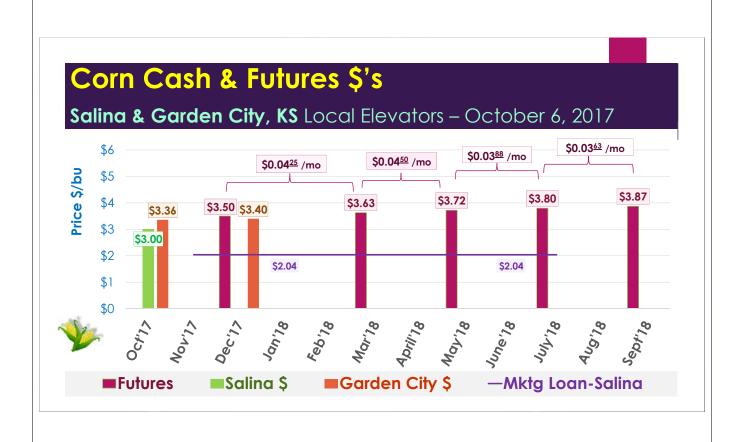
• Grain Sorghum: "Tighter" S/D & Stocks than for Corn

```
    End Stocks <sup>2017/18</sup> ⇒ 29 Mln bu (15 - 55 mb since 2008/09)
```

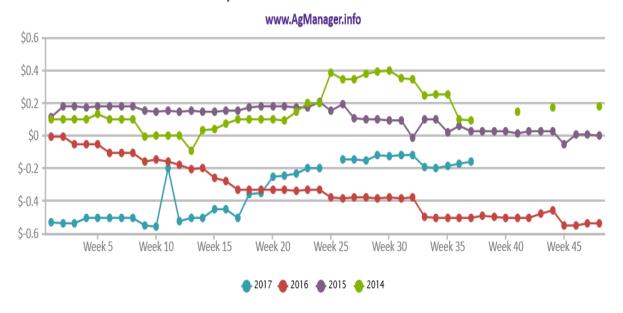
o **% Stocks/Use** ^{2017/18} ⇒ 7.8% S/U (Highest since 2005/06)

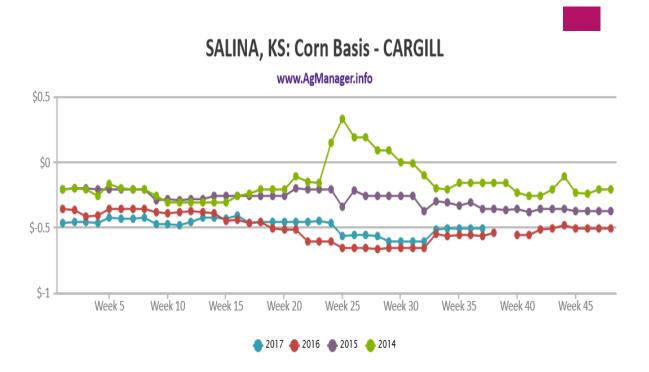
BEITERSTY Period Spinishman



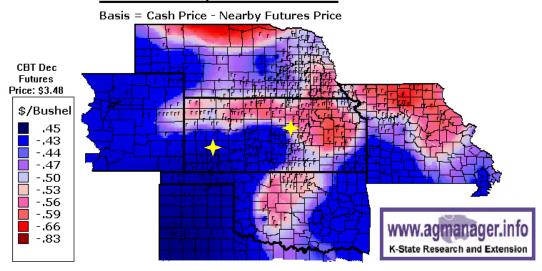








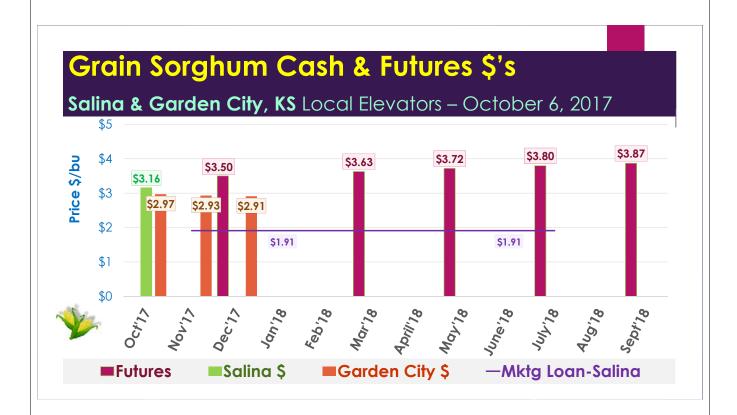
Corn Basis, 10-04-2017

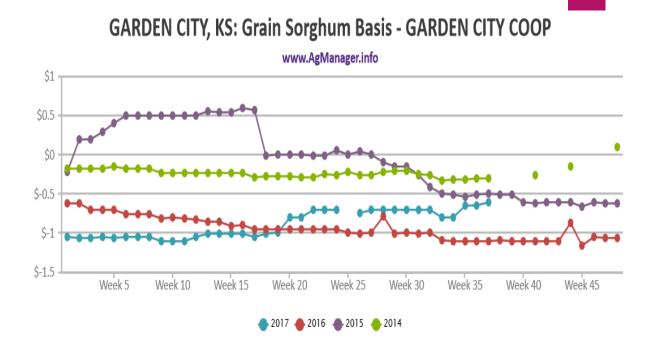


Kansas Corn Seasonal Cash \$ Index

Monthly: 17 yr Avg thru 2015/16 + MY 2016/17 & MY2017/18

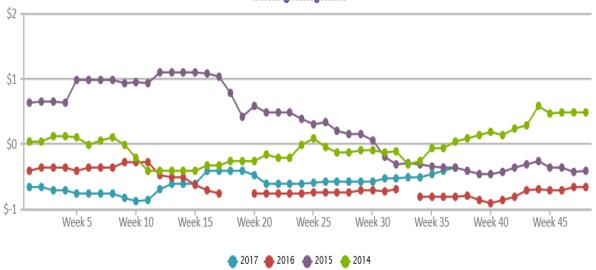




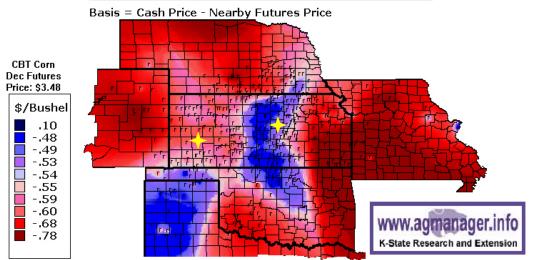


SALINA, KS: Grain Sorghum Basis - CARGILL





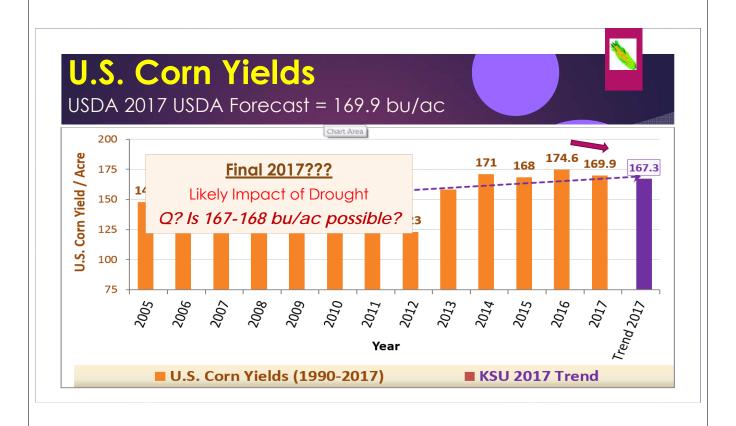
Grain Sorghum Basis, 10-04-2017

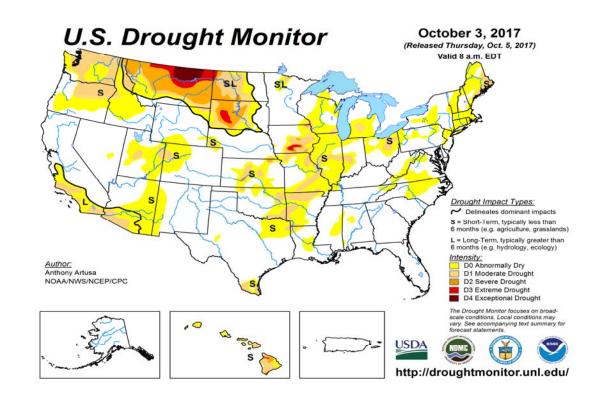


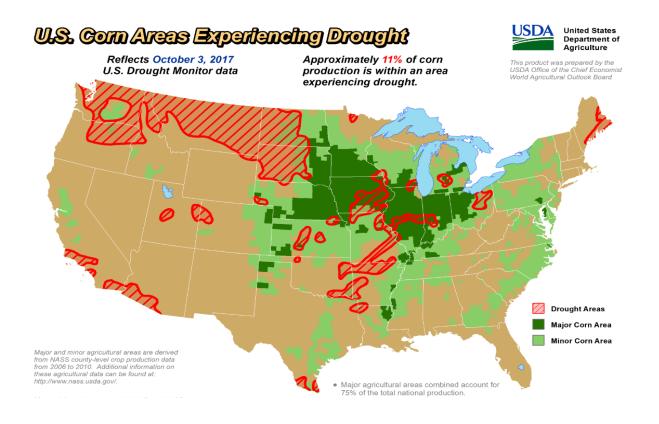
U.S. Corn Supply and Demand

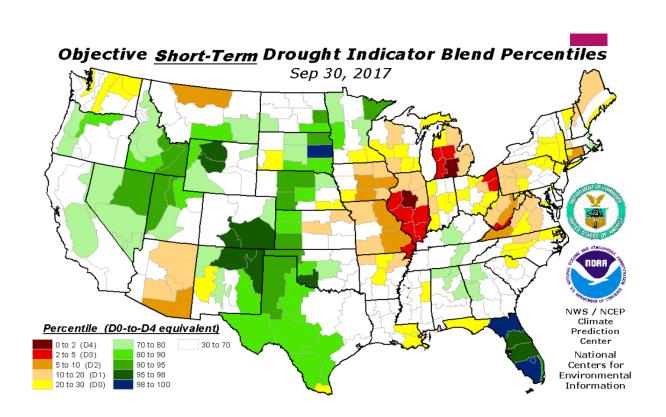
	2016/17	2017/18	2017/18 change	Change from	
	estimate	forecast	from August 10	2016/17	
Planted area (million acres)	94.0	90.9		-3.1	
Harvested area (million acres)	86.7	83.5		-3.3	
Yield (bushels per acre)	174.6	169.9	0.4	-4.7	BUT still
• •		Million bushe	els	L	
Beginning stocks	1,737	2,350	-20	613	Large Supply
Production	15,148	14,184	32	-964	
Imports	55	50		-5	
Total supply	16,940	16,585	12	-356	
Feed and residual	5,425	5,475	25	50	î Domestic Use
Food, seed, and industrial	6,870	6,925	-75	55	
Ethanol	5,435	5,475	-25	40	&
Domestic use	12,295	12,400	-50	105	
Exports	2,295	1,850		-445	
Total use	14,590	14,250	-50	-340	
Ending stocks	2,350	2,335	62	-16	
		Percent			① Stocks/Use
Stocks to use ratio	16.1	16.4	0.5	0.3	&
	D	ollars per bus	hel		₽ Prices
Average market price	3.30/3.40	2.80/3.60	-0.10	-0.15	V THC63



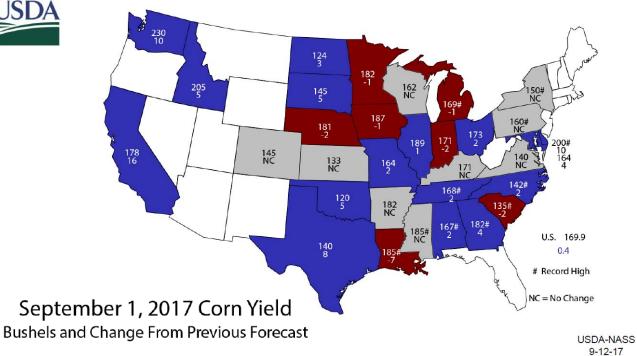






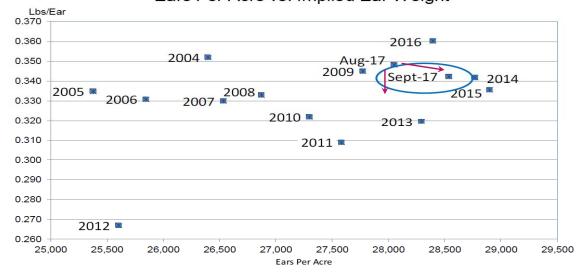








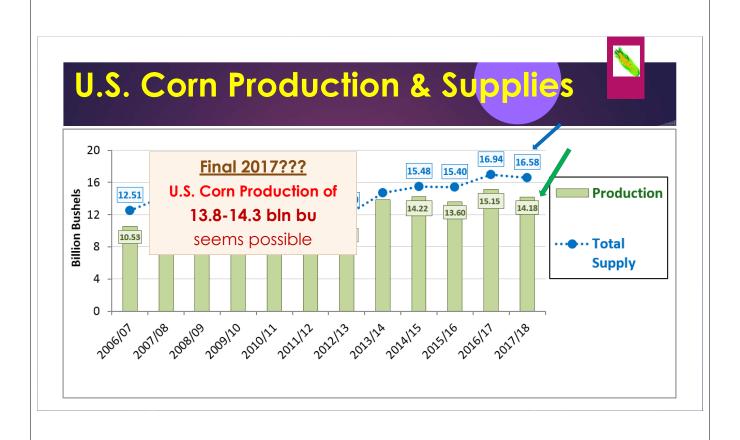
Corn Objective Yield Region Ears Per Acre vs. Implied Ear Weight

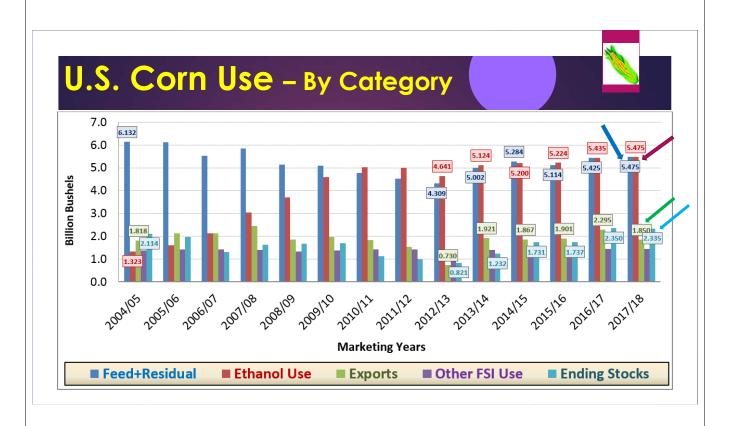


Implied Ear Weight = (Published Yield * 56) / Ears

USDA-NASS 9-12-17

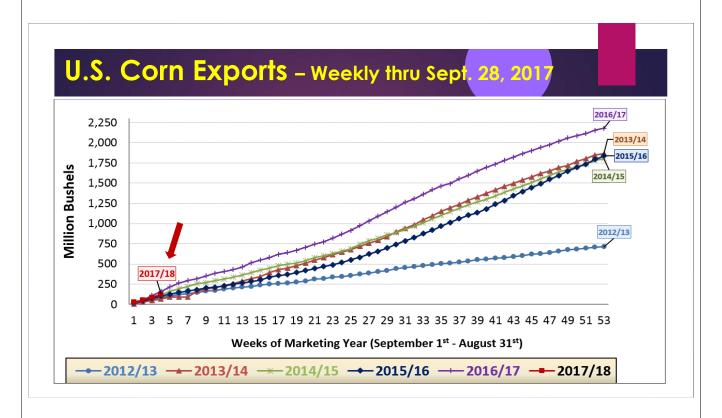
■Difference (bu/ac) ◆September 1 USDA Forecast ◆Final Yield





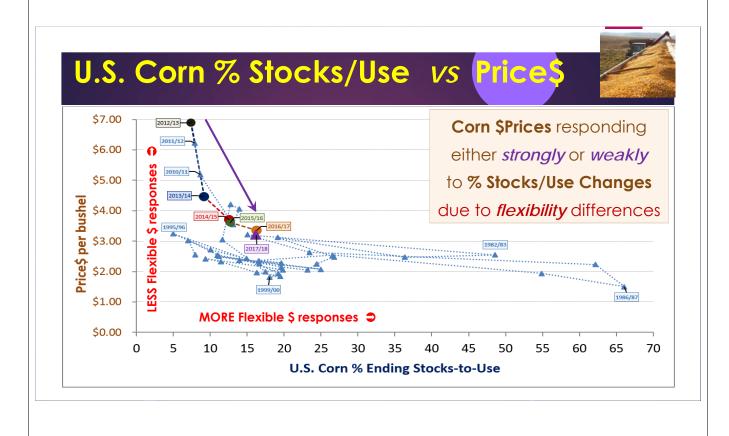
U.S. Meat Production and Prices

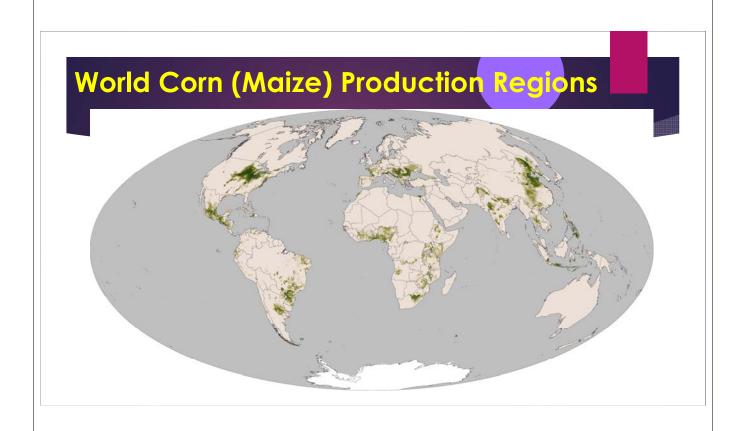
	2017	2018	2018 change	Change from
	forecast	forecast	from August 10	2017
Production		Billion pour	nds	
Beef	26.56	27.28	-0.09	0.72
Pork	25.84	26.72	-0.02	0.87
Broilers	41.29	42.28		0.98
Turkey	6.00	6.18		0.18
Total meat	100.45	103.21	-0.11	2.76
Prices		Dollars/cv	vt	
Steers	119.31	115.25	-1.00	-4.06
Hogs	50.98	48.25		-2.73
		Cents/lb		
Broilers	94.2	88.5		-5.7
Turkey	100.0	104.5		4.5

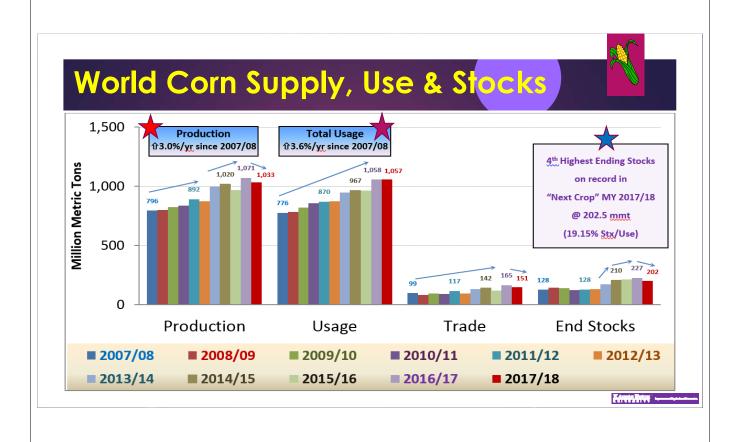






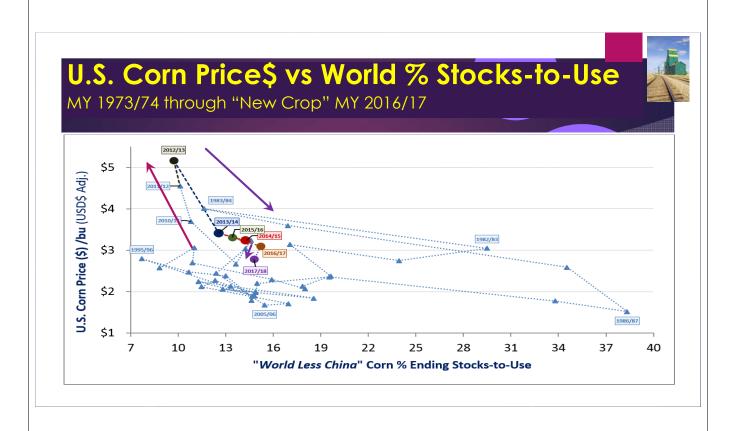


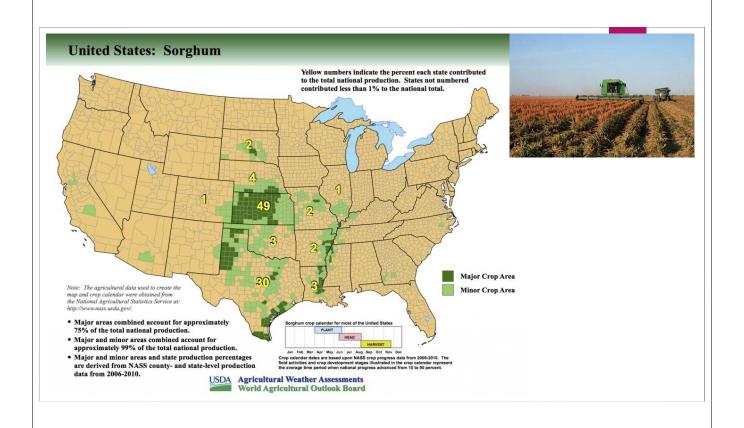


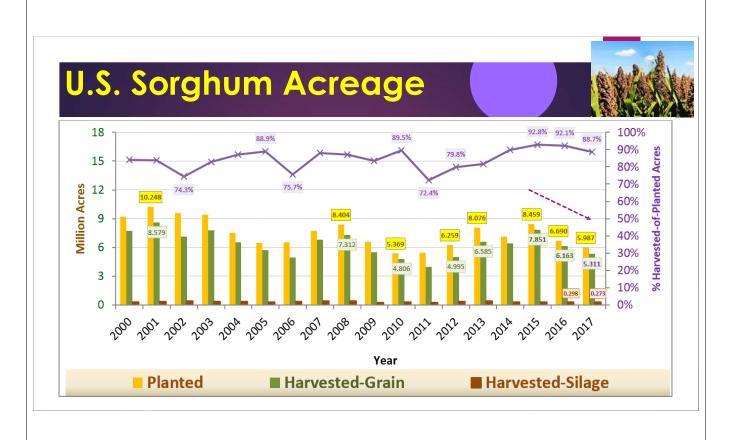


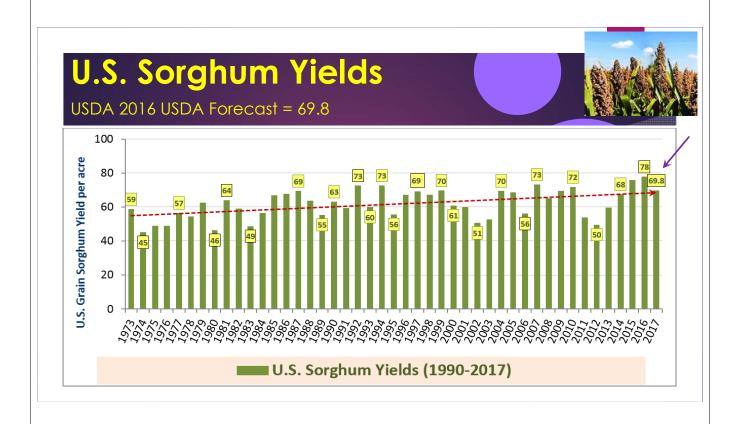
World Corn Production

Country or Region	2016/17 estimate	2017/18 forecast	2017/18 change from August 10	Change from 2016/17	
		Million Tons		_	
World	1,071.2	1,032.6	-0.84	-38.6	
United States	384.8	360.3	0.80	-24.5	•
Foreign	686.4	672.3	-1.64	-14.1	BUT still
Argentina	41.0	42.0	2.00	1.0	Large Supply
Brazil	98.5	95.0		-3.5	
Mexico	27.4	26.0	1.00	-1.4	
Canada	13.2	13.9		0.7	
European Union	61.3	59.4	-0.62	-1.9	
Serbia	7.6	4.0	-2.60	-3.6	
FSU-12	47.4	47.7	-1.55	0.4	
Ukraine	28.0	27.5	-1.00	-0.5	- BUT
Russia	15.3	16.0	-0.50	0.7	
South Africa	17.1	12.5		-4.6	_
China	219.6	215.0		-4.6	1 Russia
India	26.3	25.0		-1.3	











U.S. Wheat Market Overview

- U.S. Wheat <u>Production</u> trending <u>lower</u> (to a 15 year low in 2017)
- Large <u>U.S. & World Stocks</u> continue to limit Wheat <u>Price\$'s</u> **
- "Moderate" Exports limiting 2017/18 Wheat <u>Disappearance</u>

```
• Exports ^{2017/18} = 975 mln bu (778 mb - 1.291 bb range since 2008/09)
```

o Food Use
$$^{2017/18}$$
 = 950 mln bu (Level Food Use since MY 2012/13)

o **Feed Use+**
$$\frac{2017/18}{}$$
 = 150 mln bu (*Down from 228-365 mb in 2012 - 2013*)

o HRW Exports $^{2017/18}$ = 400 mln bu (*Down from 455 mb in MY 2016/17*)



U.S. Wheat Stocks.....

- All U.S. Wheat: "Large" Stocks (but declining)
 - End Stocks $^{2017/18}$ \Rightarrow 933 mln bu (1.184 bb last year)
 - o **% Stocks/Use** ^{2017/18} ⇒ 43.6% S/U (53.4% S/U last year)
- <u>U.S. HRW Wheat</u>: "Large" Carryovers (but <u>also</u> declining)
 - o **End Stocks** $^{2017/18}$ \Rightarrow 463 mln bu (593 mb last year)
 - o **% Stocks/Use** ^{2017/18} ⇒ 51.7% S/U (63.2% S/U last year)



U.S. Wheat Quality & Grade



- U.S. HRW Wheat ²⁰¹⁷ ⇒ 11.4% protein, 60.8 lb test, 1.1% defects
 Versus 11.2% protein, 60.7 lb test wt, 1.2% defects in 2016
- <u>U.S. SRW Wheat ²⁰¹⁷</u> ⇒ **9.5% protein**, 58.8 lb test, 1.7% defects o *Versus 9.4% protein, 58.6 lb test wt, 1.4% defects in 2016*
- U.S. Soft White ²⁰¹⁷ ⇒ 9.6% protein, 60.9 lb test, 0.6% defects
 Versus 10.1% protein, 60.8 lb test wt, 0.6% defects in 2016
- <u>U.S. HRS Spring Wheat ²⁰¹⁷</u> ⇒ **14.6% protein**, 61.2 lb test, 1.0% defects
 - o Versus 14.2% protein, 61.3 lb test wt, 0.9% defects in 2016

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World Wheat Market Prospects

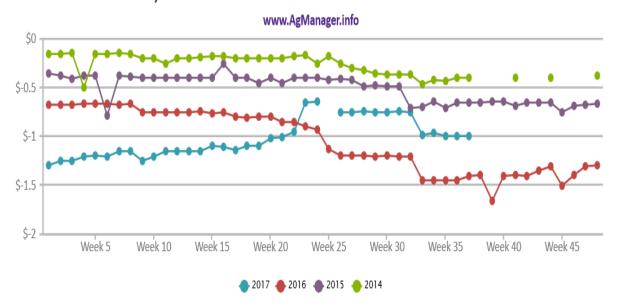
Large Supplies ⇒ A "Buyer's Market"

- Record Supplies & Large Usage Forecast for 2017/18
 - 4 consecutive record high World wheat crops
- Varying 2017/18 Crop Prospects by Country
- Still a "buyer's market" for World Wheat Trade....but....
 - Uncertainty about U.S. & World Crops in 2017-2018?
 - BUT a TIGHT "World-Less-China" supply situation has emerged***

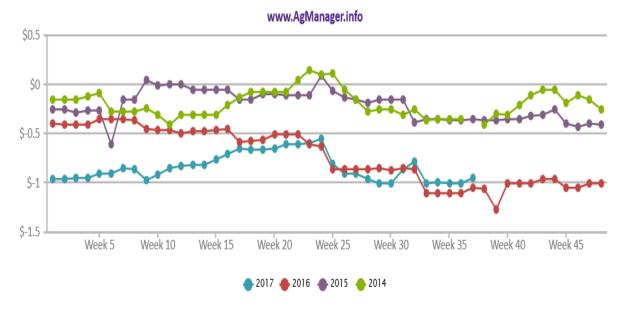
KANDAS HVANI



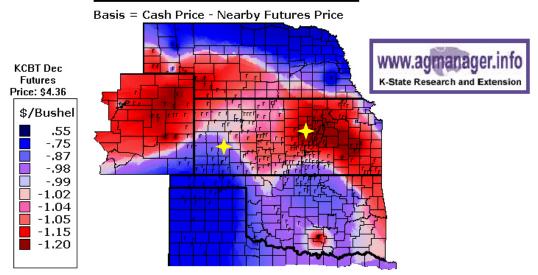
GARDEN CITY, KS: Hard Red Winter Wheat Basis - GARDEN CITY COOP

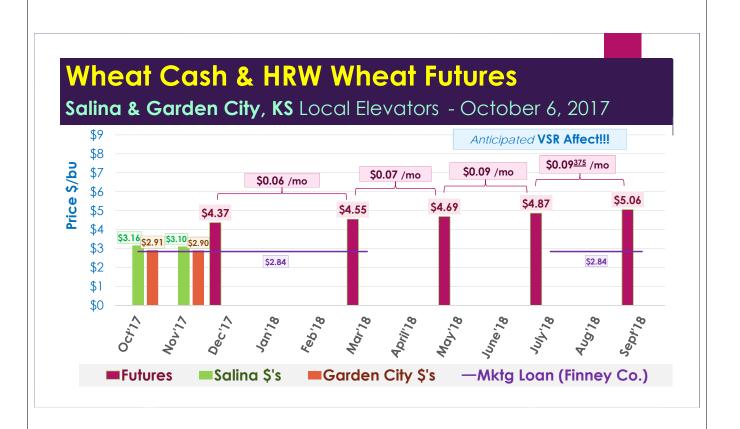


SALINA, KS: Hard Red Winter Wheat Basis - CARGILL



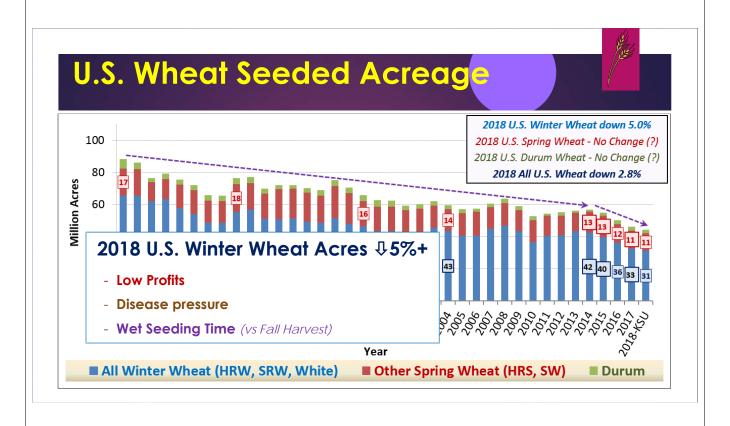
Wheat Basis, 10-04-2017

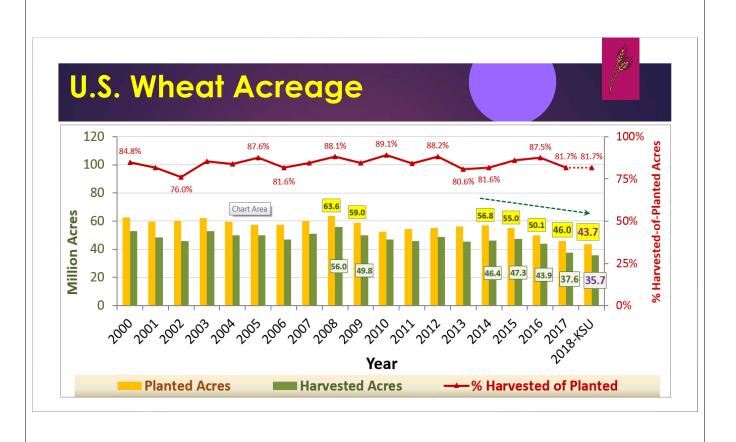


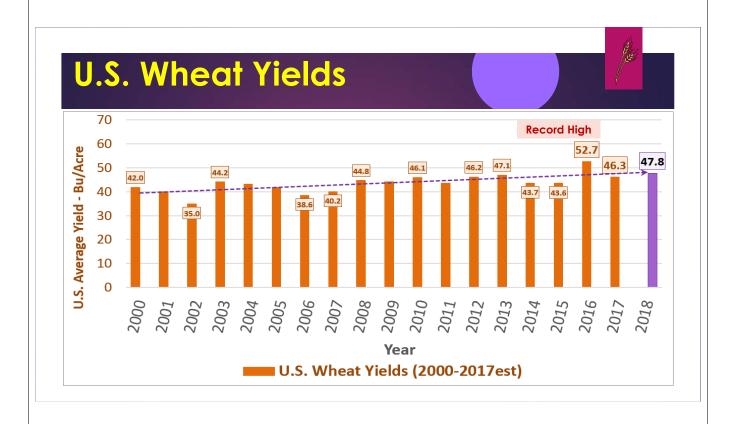


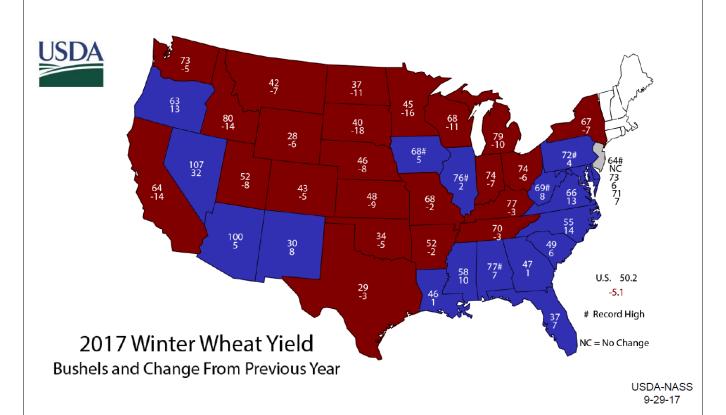
U.S. Wheat Supply and Demand

	2016/17 estimate	2017/18 forecast	2017/18 change from August 10	Change from 2016/17	-
Planted area (million acres)	50.2	45.7		-4.5	
Harvested area (million acres)	43.9	38.1		-5.8	 Crop
Yield (bushels per acre)	52.6	45.6		-7.0	BUT still
	1	Million bush	iels	L	
Beginning stocks	976	1,184		209	Large Supply
Production	2,310	1,739		-570	
Imports	118	150		32	
Total supply	3,403	3,074		-330	
Food use	949	950		1	2 Danie 18 - 11 -
Seed	61	66		5	Same Domestic Use
Feed and residual	154	150		-4	&
Domestic use	1,164	1,166		2	₽ Exports
Exports	1,055	975		-80	
Total use	2,219	2,141		-78	
Ending stocks	1,184	933		-252	
		Percent			
Stocks to use ratio	53.4	43.6		-9.8	&
	D	ollars per bu	ishel		ी Prices
Average market price	3.89	4.30/4.90	-0.20	0.71	n Thees

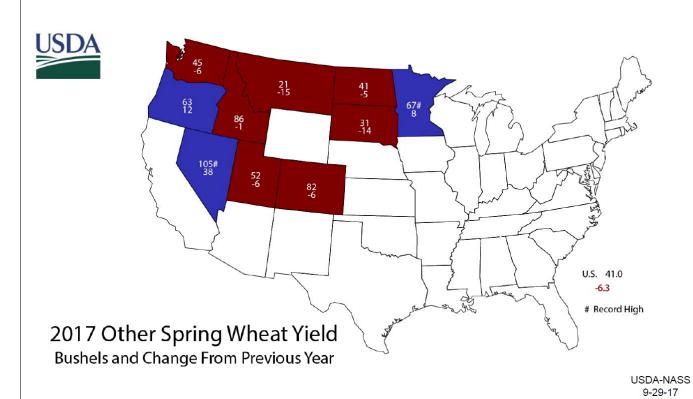








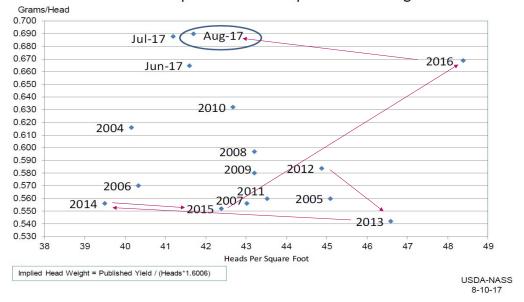
Reflects October 3, 2017 U.S. Drought Monitor data Approximately 51% of spring wheat production is within an area experiencing drought. Approximately 51% of spring wheat production is within an area experiencing drought. Drought Monitor data Drought Areas Major Wheat Area Minor Wheat Area

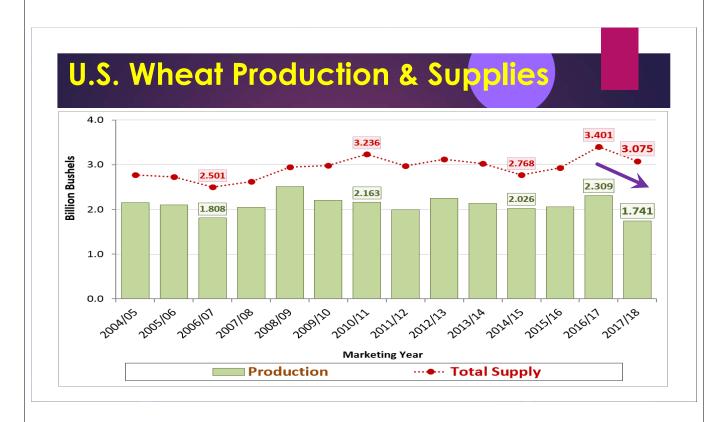


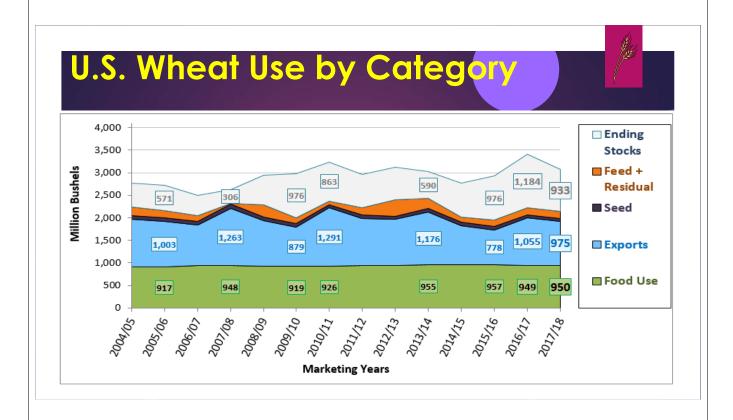


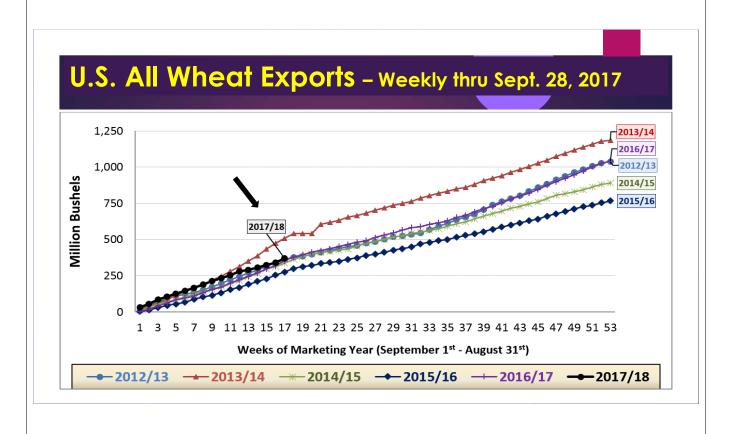


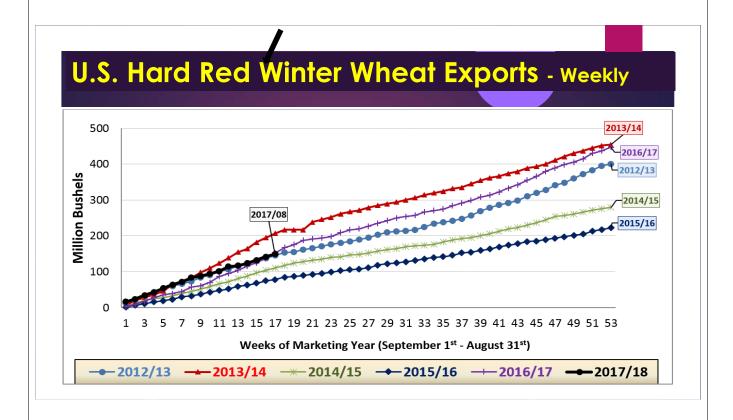
Wheat Objective Yield Region Heads Per Square Foot vs. Implied Head Weight

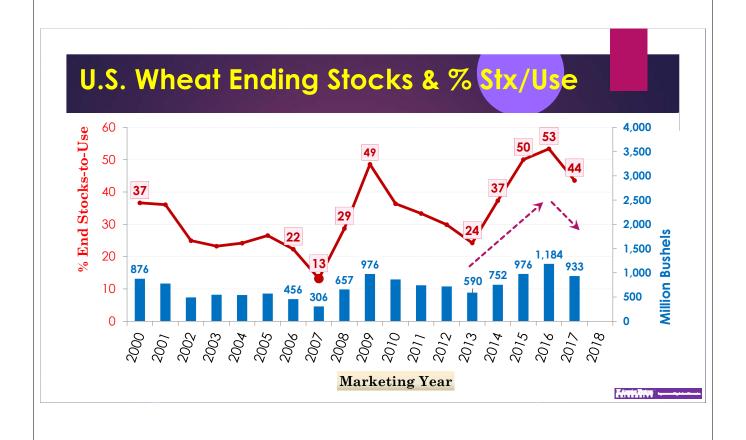


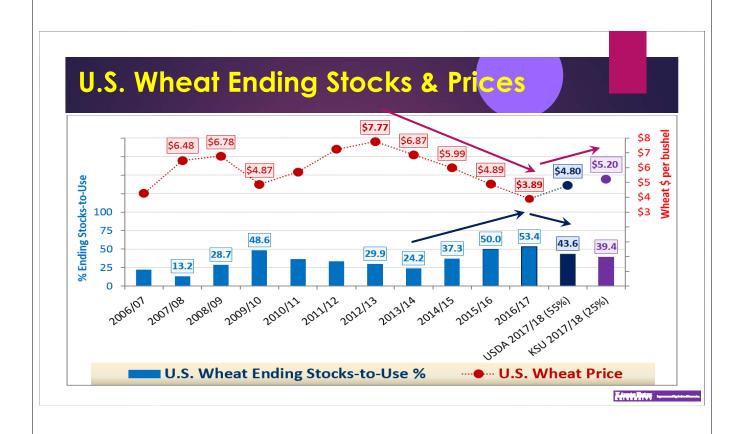


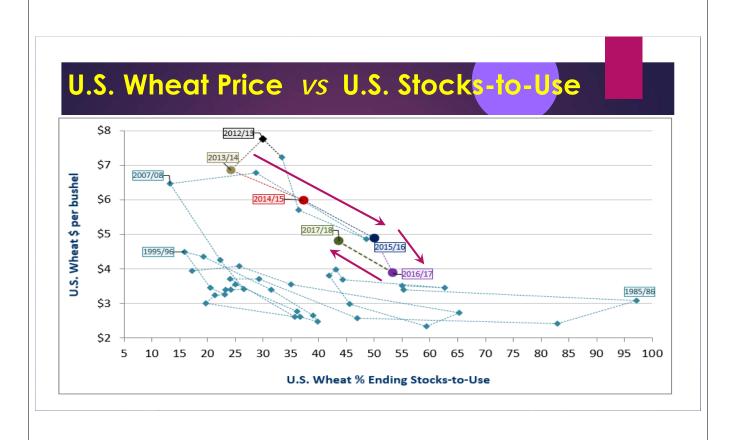


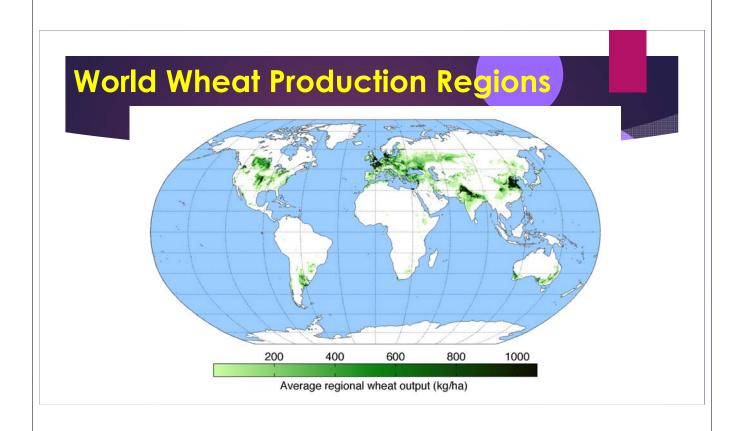


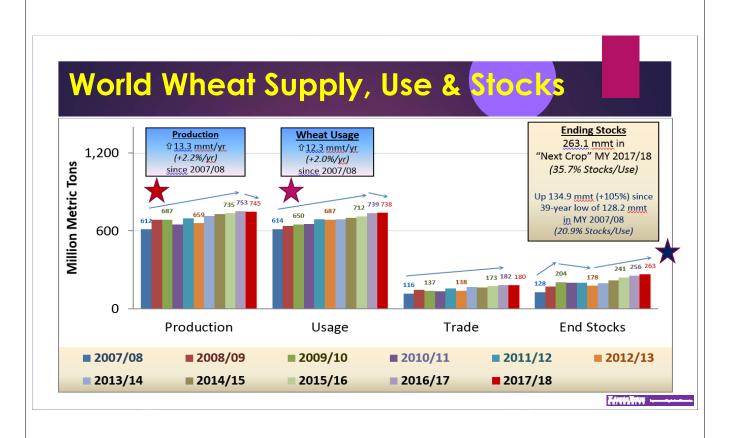








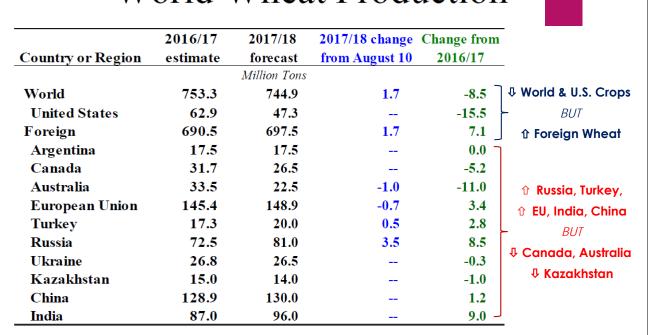




World Corn Production

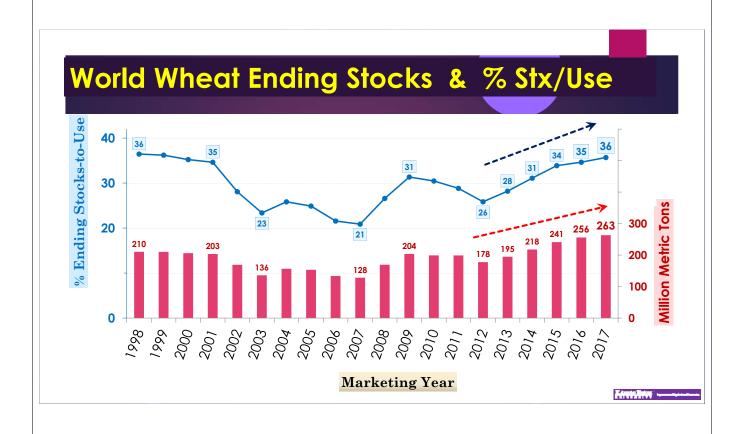
Country or Region	2016/17 estimate	2017/18 forecast	2017/18 change from August 10	Change from 2016/17	
World United States Foreign Argentina Brazil Mexico Canada	1,071.2 384.8 686.4 41.0 98.5 27.4 13.2	Million Tons 1,032.6 360.3 672.3 42.0 95.0 26.0 13.9	-0.84 0.80 -1.64 2.00 1.00	-38.6 -24.5 -14.1 1.0 -3.5 -1.4 0.7	♣ World Crop BUT still Large Supply
European Union Serbia FSU-12 Ukraine Russia South Africa China India	61.3 7.6 47.4 28.0 15.3 17.1 219.6 26.3	59.4 4.0 47.7 27.5 16.0 12.5 215.0 25.0	-0.62 -2.60 -1.55 -1.00 -0.50	-1.9 -3.6 0.4 -0.5 0.7 -4.6 -4.6 -1.3	♣ China & EUBUT♠ Argentina♠ Russia

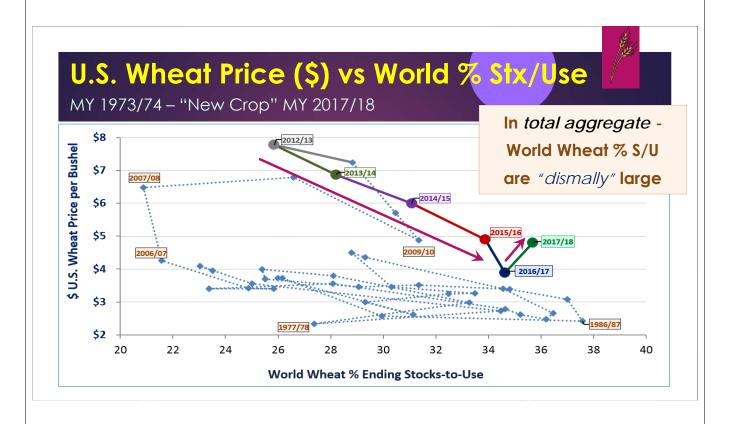
World Wheat Production

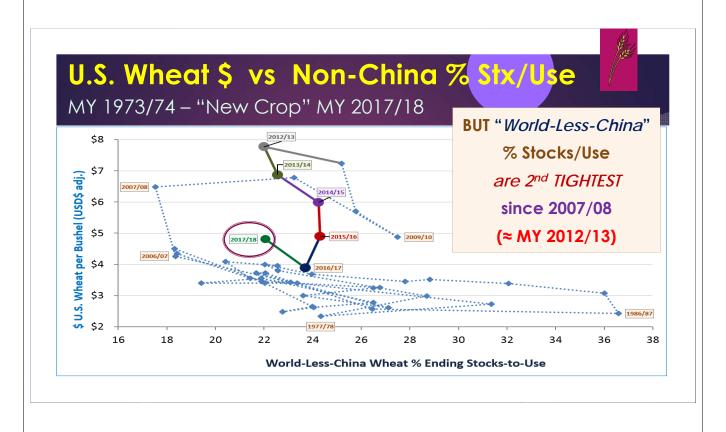


World Wheat Supply and Use

	2016/17 estimate	2017/18 forecast	2017/18 change from August 10	Change from 2016/17	
		Million Tons			
Beginning stocks	241.2	255.8	-2.7	14.6	☆ Beg. Stocks
Production	753.3	744.9	1.7	-8.5	♣ Production
Total Supply	994.5	1,000.7	-1.1	6.2	① Supplies
Feed use	147.1	140.6	0.0	-6.5	
Total use	738.7	737.6	0.5	-1.1	
Trade	181.7	180.0	0.1	-1.6	&
Ending Stocks	255.8	263.1	-1.6	7.3	











Department of Agricultural Economics

U.S. Soybean Market Prospects

- Strong Use & Exports, Large Stocks, & Weaker Prices
 - <u>U.S. soybean exports in 2017/18</u> to remain *historically large* in spite of large 2017 South American Production
 - Depends on <u>continued growth in import demand</u> from
 China, EU, Southeast Asia, Mexico, elsewhere
 - Questions & concerns to emerge in fall-winter 2017-2018 re: 2018 South American soybean crop size



U.S. Soybean Supply-Use

- 2017 U.S. Soybean Production & Supplies @ a record high
- Large Soybean Stocks in U.S. & So. America limit Price\$'s
- Low Price\$'s supporting "New Crop" MY 2017/18 Usage ***

```
o Soy Crush ^{2017/18} = 1.940 bln bu (Record – vs 1.895 bb 1 year ago)
```

- o **Exports** $^{2017/18}$ = 2.250 bln bu (*Record vs* 2.170 bb 1 year ago)
- o **Total Use** $^{2017/18}$ = 4.326 bln bu (*Record vs* 4.183 bb 1 year ago)
- o SBM Use $^{2017/18}$ = 46.4 mln tons (vs 44.9 in MY 2016/17 & 45.1 in MY 2015/16)

KANSAS SPANS

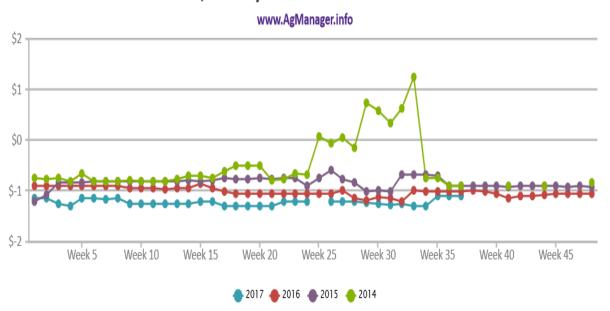
U.S. Soybean & Cotton Stocks.....

- Soybean: "Large" Stocks & % S/U
 - o **End Stocks** ^{2017/18} ⇒ 475 mln bu (*High vs 574 mb in 2006/07*)
 - o **% Stocks/Use** ^{2017/18} ⇒ 11.0% S/U (High vs 18.6% in 2006/07)
- Cotton: "Large" 2017 Crop & "Growing" Stocks
 - o **Production** ^{2017/18} ⇒ 21.8 mln bales (17.2 & 12.9 mb last 2 years)
 - o End Stocks $^{2017/18}$ \Rightarrow 6.0 mln bales (2.8 & 3.8 mb last 2 years)
 - o **% Stocks/Use** ^{2017/18} ⇒ 32.9% S/U (14.9% & 30.2% last 2 years)



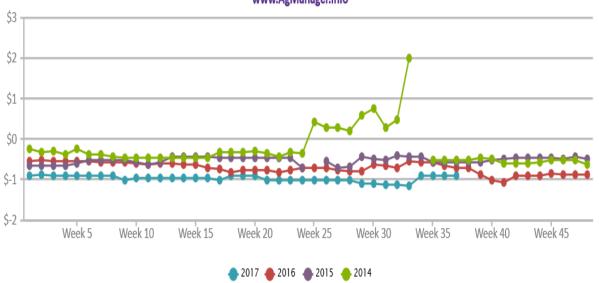


GARDEN CITY, KS: Soybeans Basis - GARDEN CITY COOP



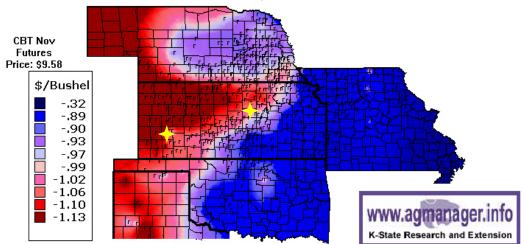
SALINA, KS: Soybeans Basis - CARGILL

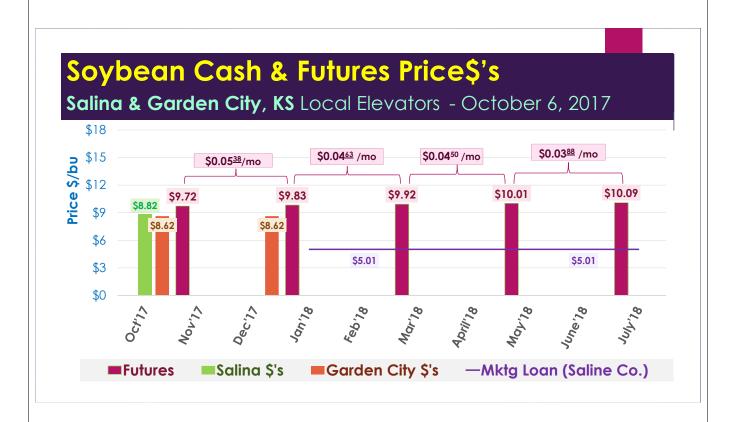
www.AgManager.info



Soybean Basis, 10-04-2017

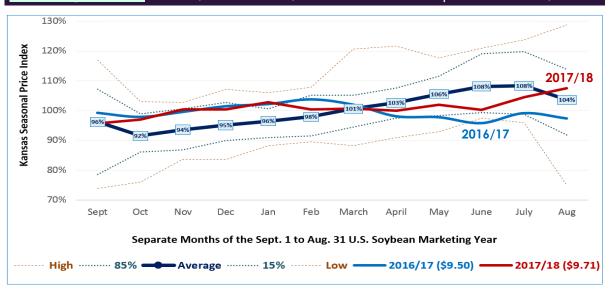
Basis = Cash Price - Nearby Futures Price





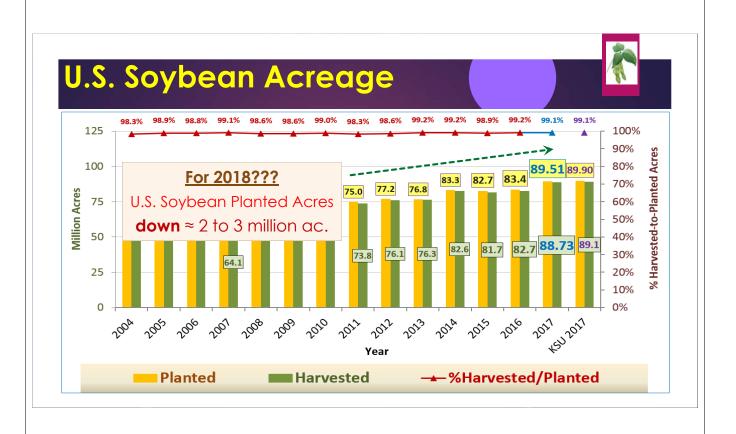
Kansas Soybean Seasonal Cash \$ Index

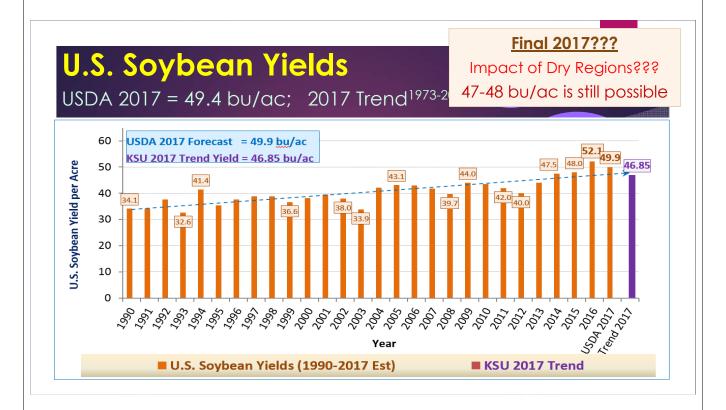
Monthly Prices: 1999/00 - 2014/15 + "New Crop" MY 2016/27

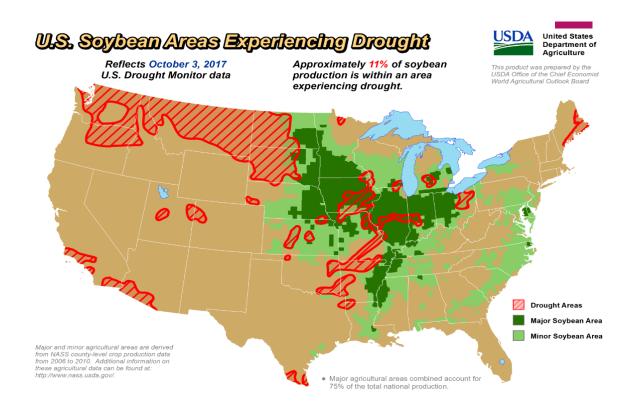


U.S. Soybean Supply and Demand

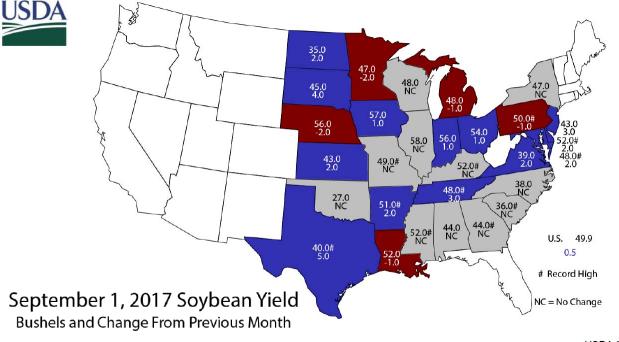
	2016/17 estimate	2017/18 forecast	2017/18 change from August 10	Change from 2016/17	
Planted area (million acres)	83.4	89.5		6.1	
Harvested area (million acres) Yield (bushels per acre)	82.7 52.1	88.7 49.9	0.6	6.0 -2.1	û Record Cro
Beginning stocks	197	Million bushels 345	-25	149	_ <i>and</i> Large Supply
Production Imports	4,307 25	4,431 25	50	124 0	Large Joppiy
Total supply Crush	4,528 1,895	4,801 1,940	25	273 <u>]</u> 45]	↑ Record Use
Seed and residual Domestic use	118 2,013	136 2,076	0	19 64	& &
Exports Total use	2,170 4,183	2,250	25 25	80	
Ending stocks	345	4,326 475	-0	144 <u>]</u> 130 ך	A 611 /II
Stocks to use ratio	8.3	Percent 11.0	-0.1	2.7	↑ Stocks/Use
Average market price	9.50	Dollars per bushe 8.35/10.05	-0.10	-0.30 _	♣ Prices









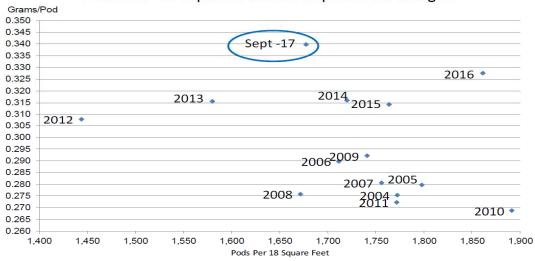


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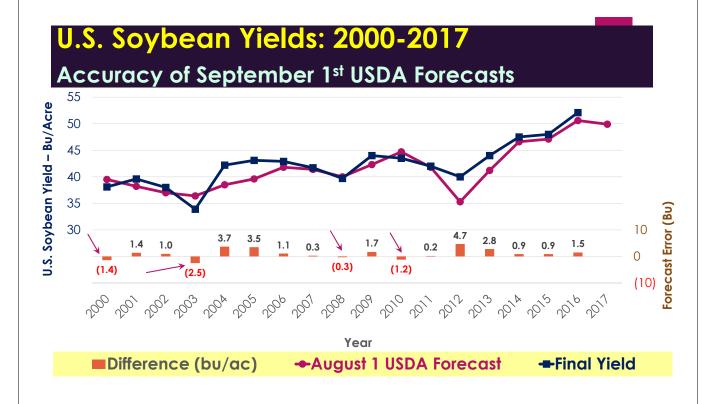


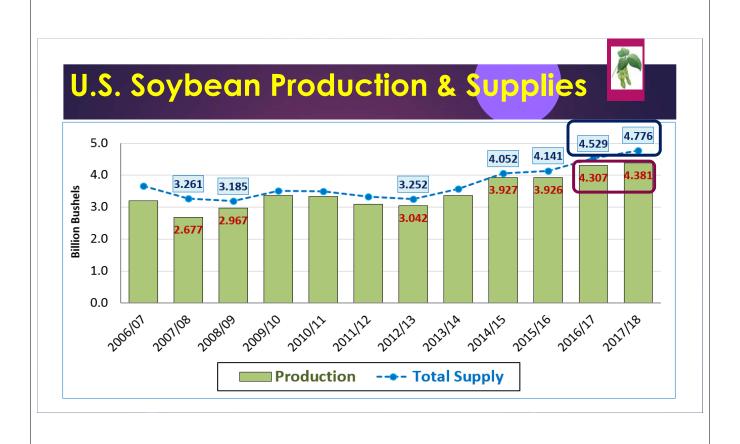
Soybean Objective Yield Region Pods Per 18 Square Feet vs. Implied Pod Weight

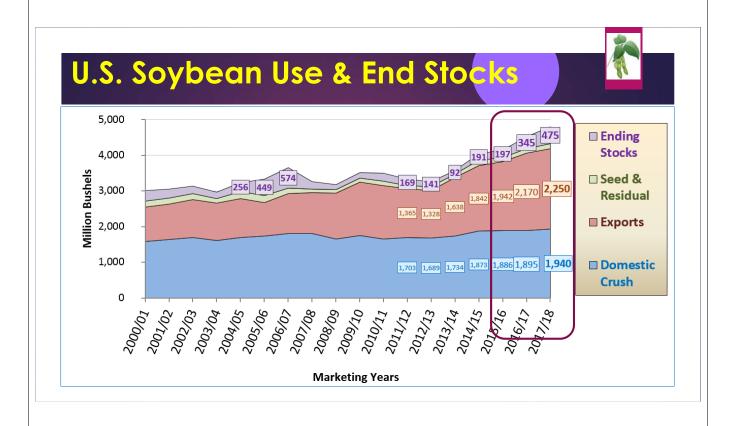


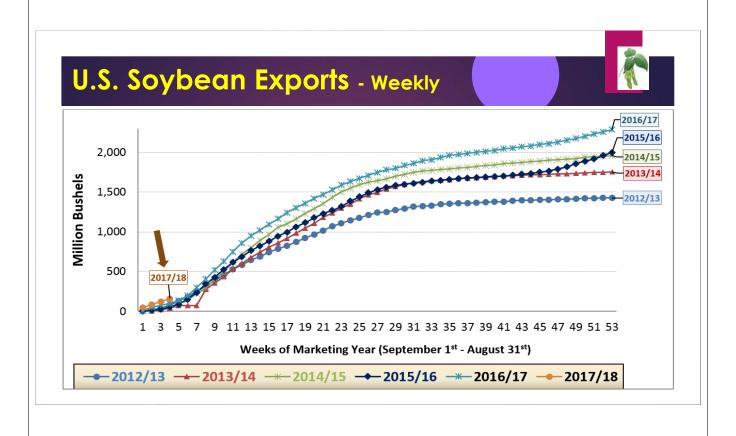


Implied Pod Weight = (Published Yield / Pods) /0.0889



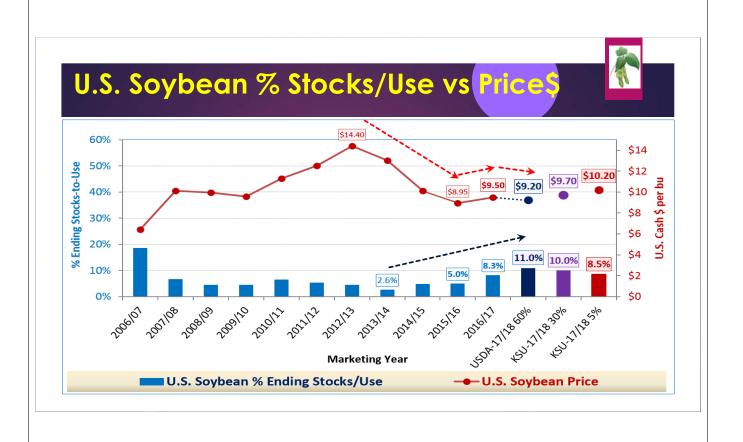


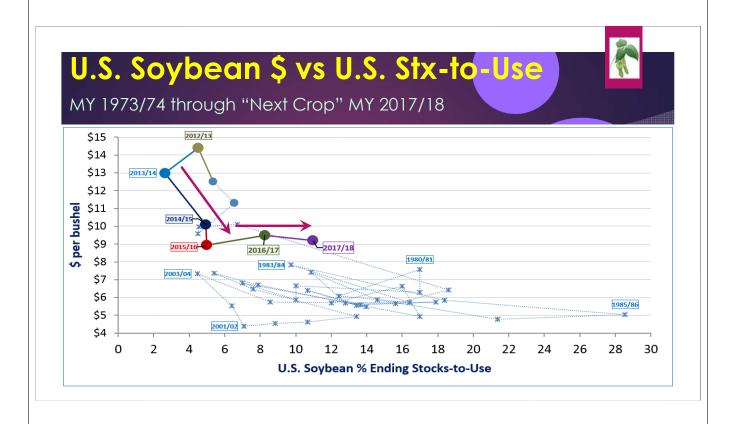


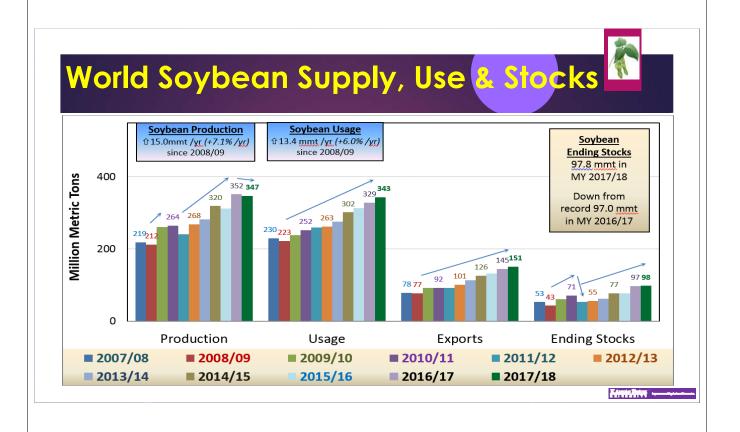


U.S. Soybean Ending Stocks & % Stx/Use



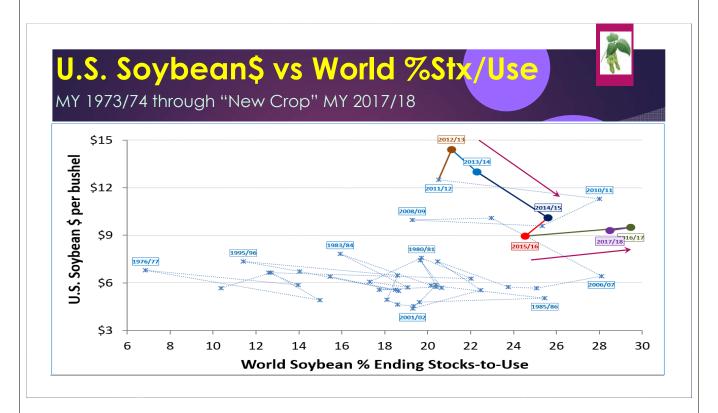


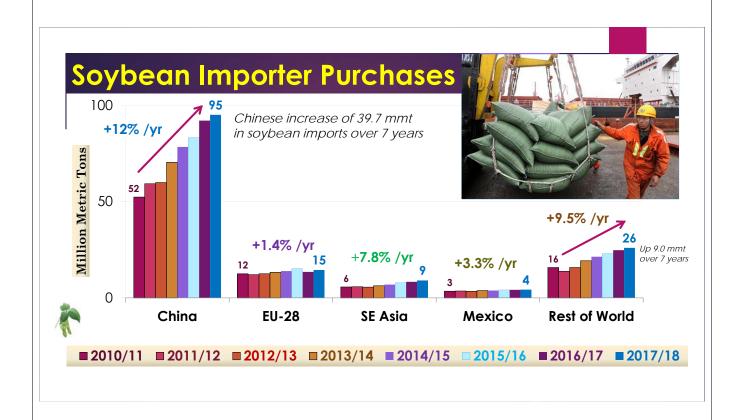


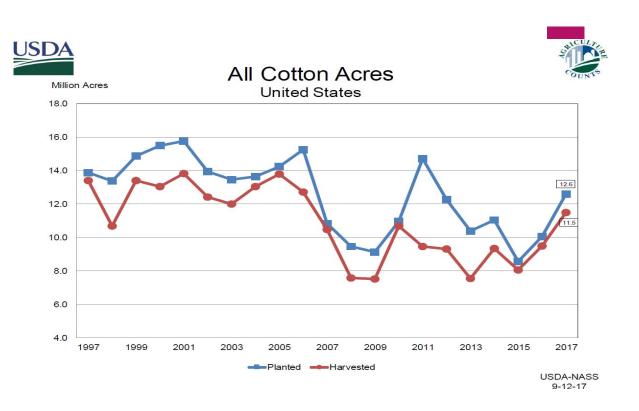


World Soybean Production

Country or Region	2016/17 estimate	2016/17 change from August 10	2017/18 forecast	2017/18 change from August 10	Change from 2016/17
			Million To	ns	
World	351.4	-0.3	348.4	1.1	-3.0
United States	117.2		120.6	1.4	3.4
Foreign	234.2	-0.3	227.8	-0.3	-6.4
Argentina	57.8		57.0		-0.8
Brazil	114.0		107.0		-7.0
Paraguay	10.7		9.4		-1.3
Canada	6.5	-0.1	8.2		1.7
India	11.5		10.0		-1.5
China	12.9		14.0		1.1



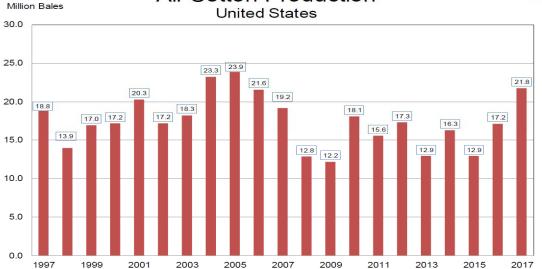








All Cotton Production

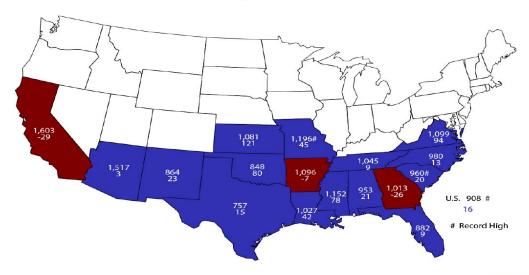


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September 1, 2017 All Cotton Yield Pounds and Change From Previous Forecast





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U.S. Cotton Supply and Demand

	2016/17	2016/17 change	2017/18	2017/18 change	Change from			
	estimate	from August 10	forecast	from August 10	2016/17			
Planted area (million acres)	10.07		12.62	0.56	2.55			
Harvested area (million acres)	9.51		11.51	0.45	2.00			
Yield (pounds per acre)	867		908	16	41			
	Million bales							
Beginning stocks	3.80		2.75	-0.05	-1.05			
Imports	0.01		0.01	_	0.00			
Production	17.17		21.76	1.21	4.59			
Total supply	20.98		24.52	1.16	3.54			
Mill use	3.25		3.35	 3	0.10			
Exports	14.92		14.90	0.70	-0.02			
Total use	18.17		18.25	0.70	0.08			
Unaccounted	0.06	0.05	0.27	0.26	0.21			
Ending stocks	2.75	-0.05	6.00	0.20	3.25			
			Percent					
Stocks/use	15.1	-0.28	32.9	-0.2	17.7			
			Cents per pound	1				
Average market price	68.00		54.0/66.0	-1.0	-8.00			

⁻⁻ No change

