

Dynamic 2022-2023 Grain Markets

Situation & Strategies

Friday, July 15, 2022

DANIEL O'BRIEN

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KANSAS STATE
UNIVERSITY

Department of Agricultural Economics



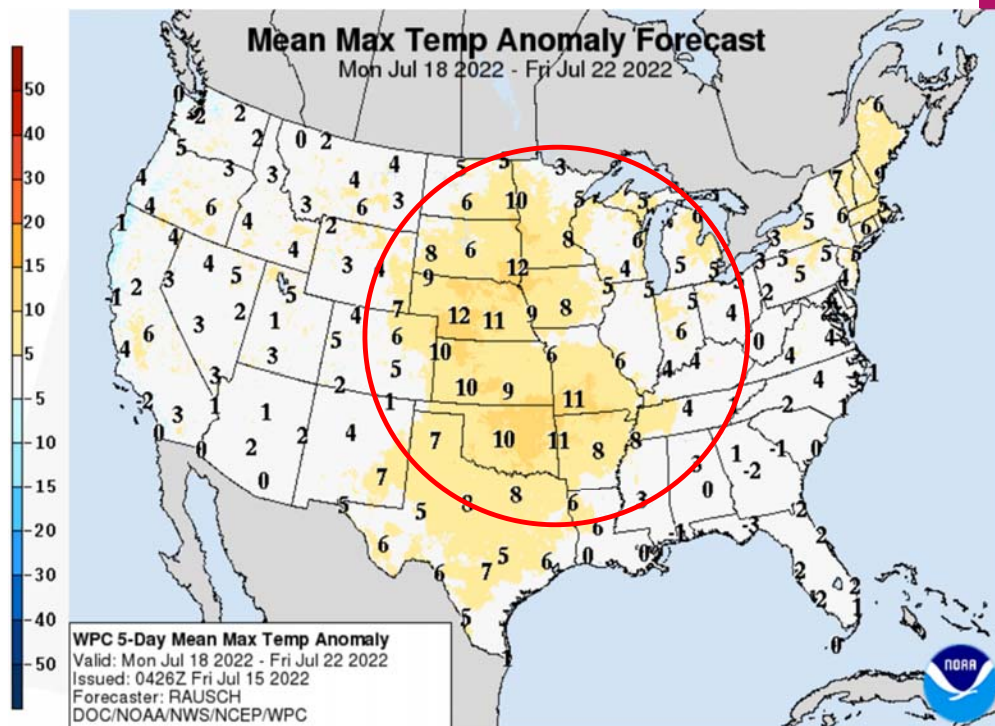
Our Focus.....

1) Key Grain Market Factors & Situations in 2022-2023

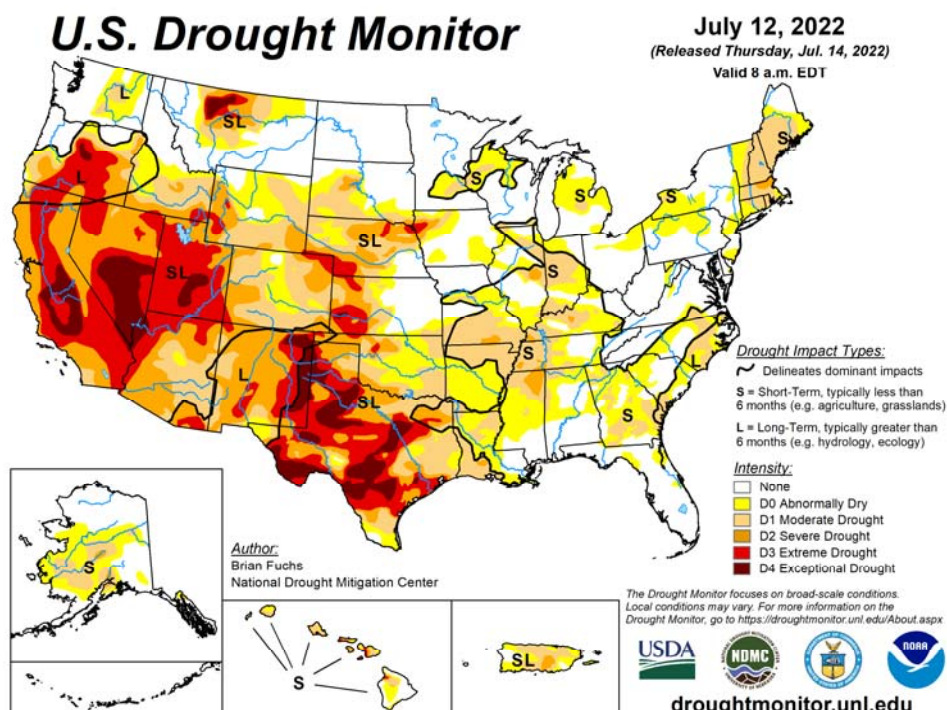
- Supply-Demand Issues U.S.-World $\Rightarrow$ “tight” Stocks/Use - “volatile” Price\$

2) Grain Market Analysis & Outlook

- Corn
 - Sorghum
 - Wheat
 - Soybeans

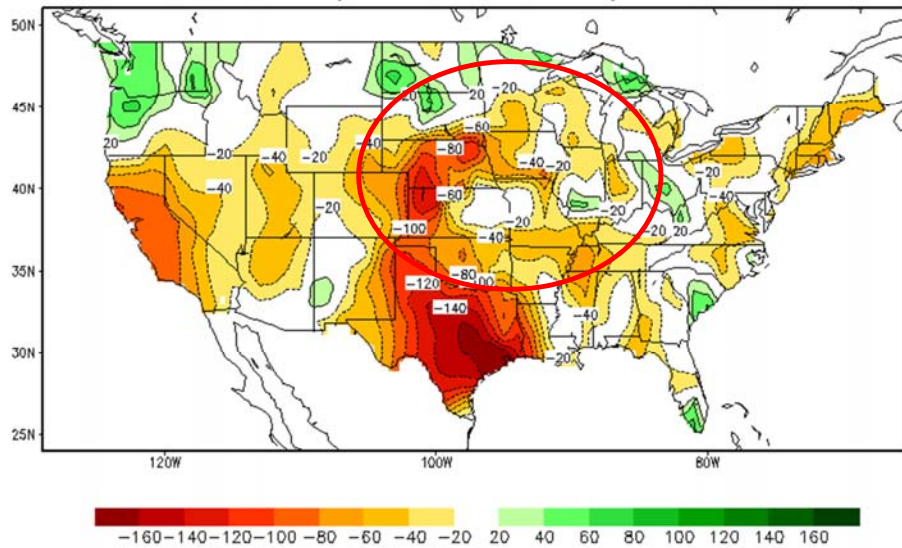


3



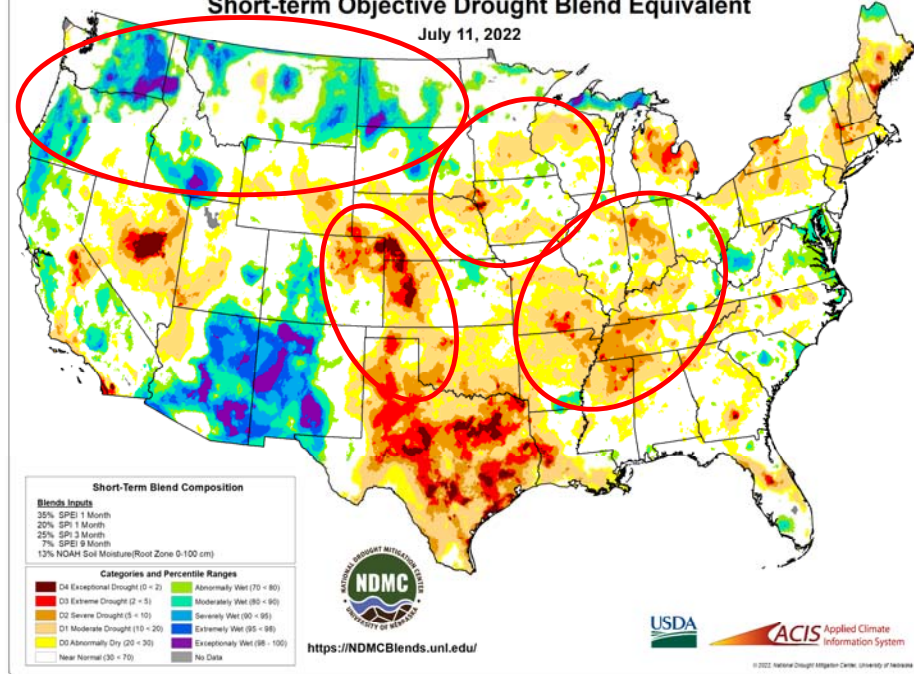
4

Predicted Soil Moisture Anomaly (mm)
(14Jul2022–21Jul2022)

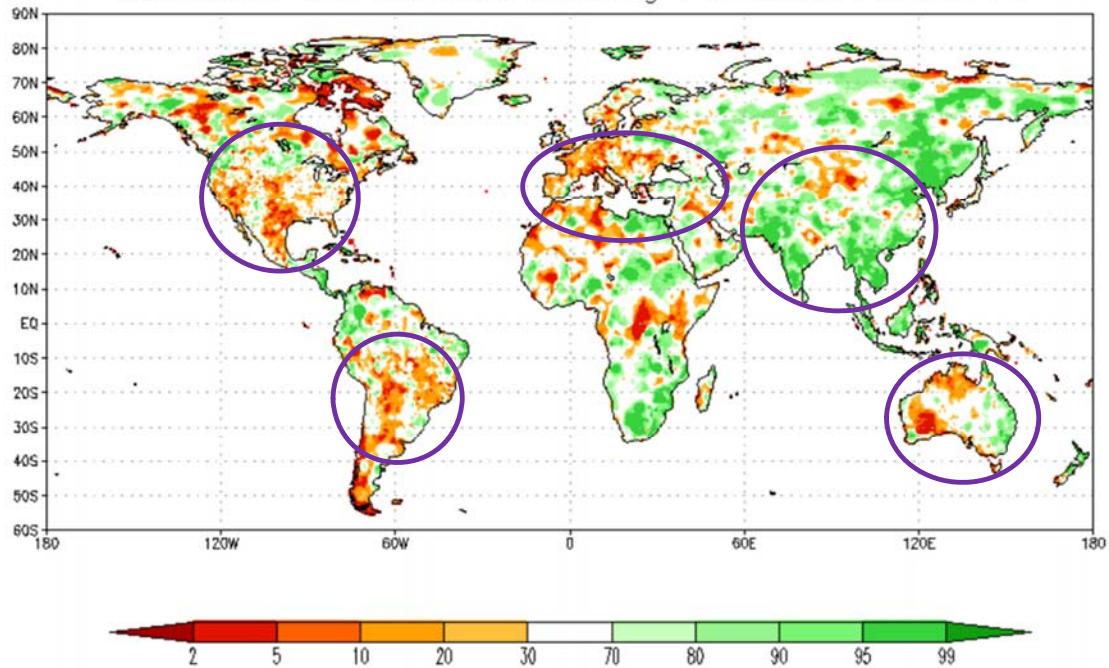


Short-term Objective Drought Blend Equivalent

July 11, 2022



Calculated Soil Moisture Ranking Percentile 20220713



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Corn & Sorghum Markets

8



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2022 Corn Marketing Plan: July 14, 2022

ZCZ22 - Corn - Daily OHLC Chart

Op:597-2, Hi:608-0, Lo:589-2, Cl:601-0

2/3 Priced at an average CME DEC Corn price of \$6.44, \$1.44 over estimated COP. Targets: \$7.90 or July 15 \$8.30 or Aug 15



9

ELEC. CORN (@C2022U)

Symbol Search | Symbol Lookup

Historical Chart | Chart | Options | Futures Chain | Spread Matrix

Current Month: Sep 2022 prev next

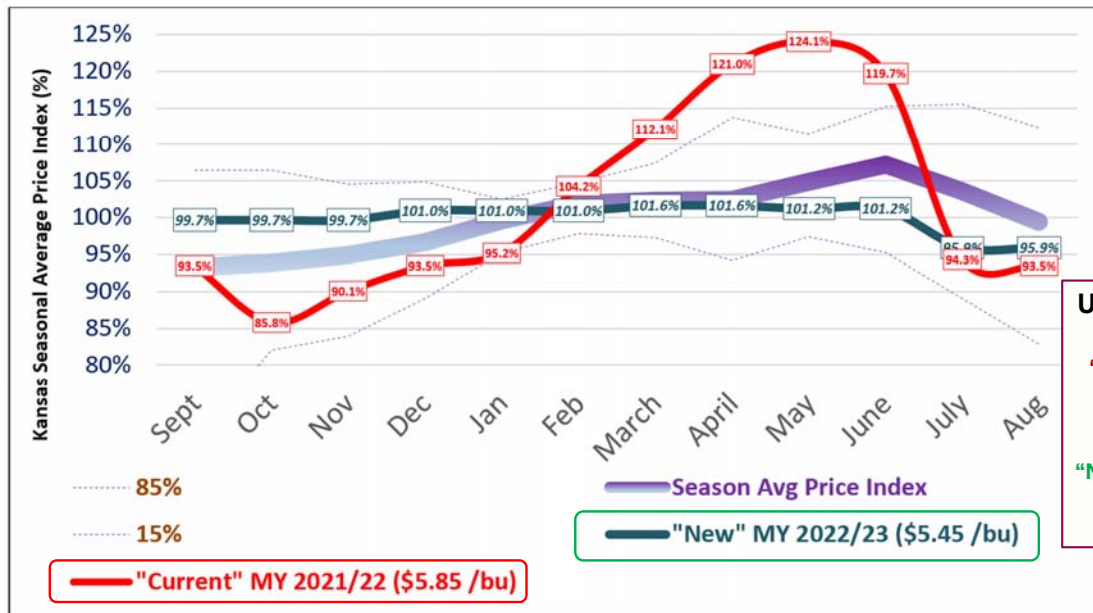


10

Kansas Corn Seasonal Prices: MY 1999/00 – MY 2019/20 plus "Current"

11

MY 2021/22 & "New Crop" MY 2022/23 as of July 14, 2022



USDA Forecasts:

"Current" 2021/22

= \$5.95 /bu U.S.

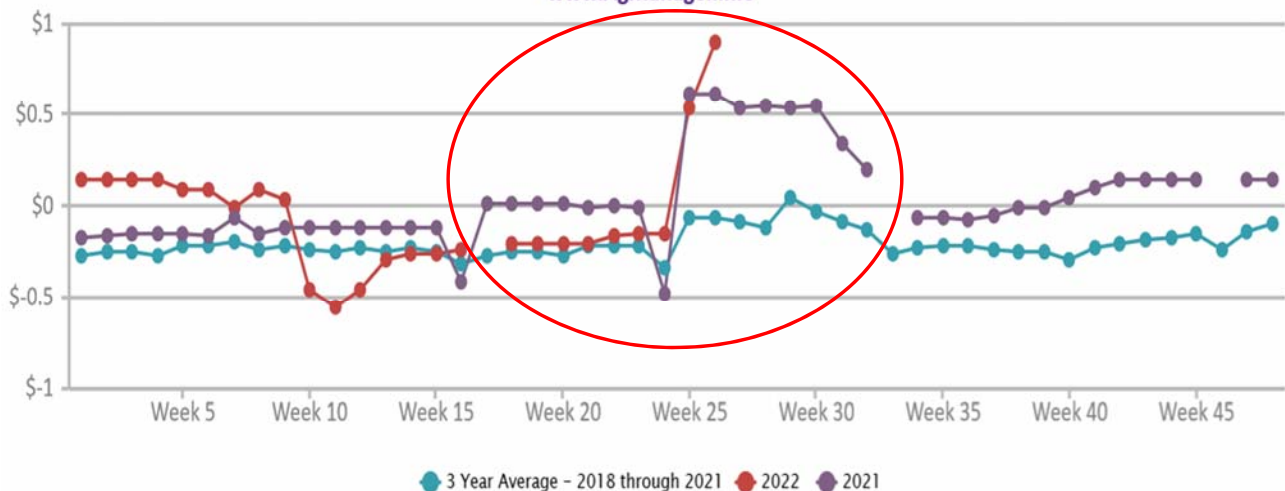
"New Crop" 2022/23

= \$6.65 /bu U.S.

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SALINA, KS: Corn Basis - CARGILL

www.AgManager.info



GARDEN CITY, KS: Corn Basis - GARDEN CITY COOP

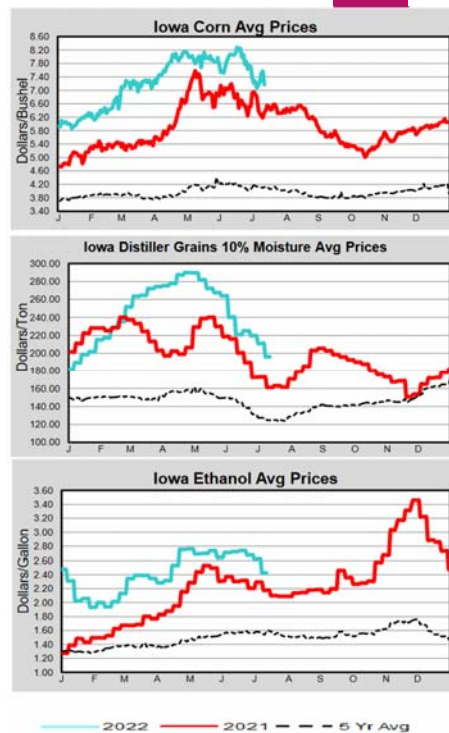


USDA Daily Ethanol Report
Agricultural Marketing Service
Livestock, Poultry & Grain Market News

Thu. Jul 14, 2022

US #2 Yellow Corn - dollars/bushel

	Cash Bids	Chg	Basis	Avg:
Iowa-Eastern:	7.0000 - 7.5000	↑	100U to 150U	126.75
Iowa-Western:	6.9000 - 7.5000	↑	90U to 150U	124.50
Illinois:	7.0000 - 7.2500	↑	100U to 125U	114.00
Indiana:	6.6500 - 7.2000	↑	65U to 120U	83.56
Ohio:	6.6500 - 6.8500	↑	65U to 85U	77.50
Michigan:	6.4500 - 6.5000	↑	45U to 50U	47.50
Kansas:	7.2500 - 7.6500	↑	125U to 165U	150.00
Minnesota:	6.8500 - 7.1000	↑	85U to 110U	99.17
Nebraska:	6.5500 - 7.6500	↑	55U to 165U	122.53
Wisconsin:	6.4500 - 6.9000	↑	45U to 90U	63.75
South Dakota:	6.4200 - 7.3000	↑	42U to 130U	82.46
Missouri:	6.9900 - 7.5500	↑	99U to 155U	126.50



U.S. Corn S/D & Stocks USDA WASDE Report, July 12, 2022

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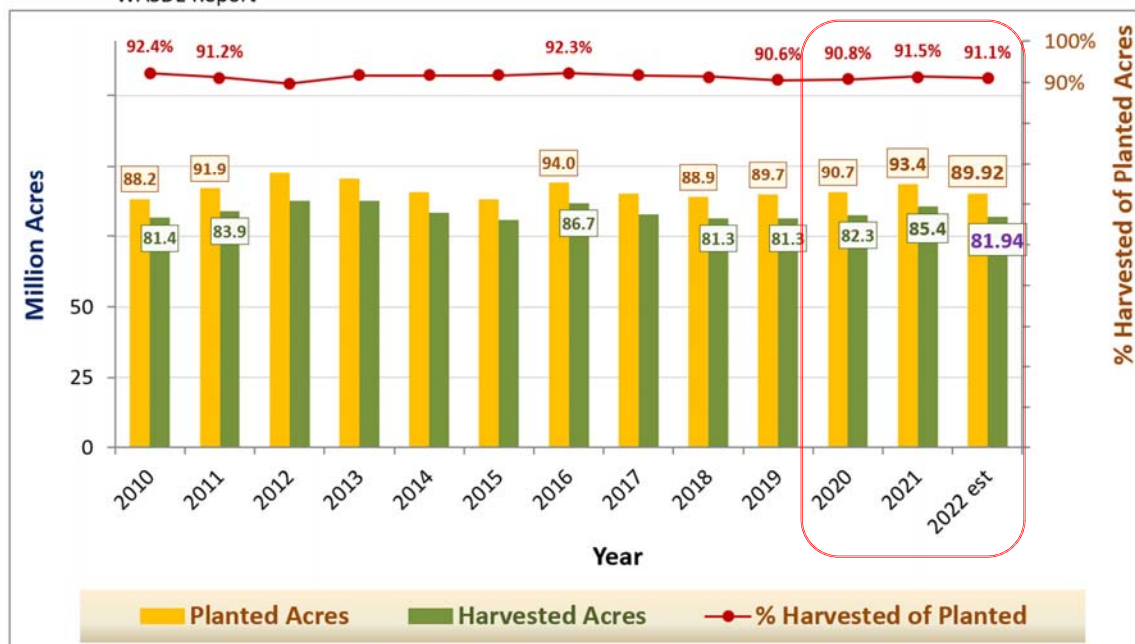
□ Corn: “Tight” Stocks & % S/U – **Strong** “Volatile” \$’s

- **U.S. Corn Yield** ²⁰²² ⇒ **177 bu/ac**
- **Production** ²⁰²² ⇒ **14.505 bln bu** (vs **15.115 bb** in 2021)
- **Ending Stocks** ^{2022/23} ⇒ **1.470 bln bu** (vs **1.510 bb** last year)
- **% Stocks/Use** ^{2022/23} ⇒ **10.1% S/U** (↓ vs **10.2% S/U** year ago)
- **U.S. Farm \$** ^{2022/23} ⇒ **\$6.65 /bu** (vs **\$5.95** year ago)

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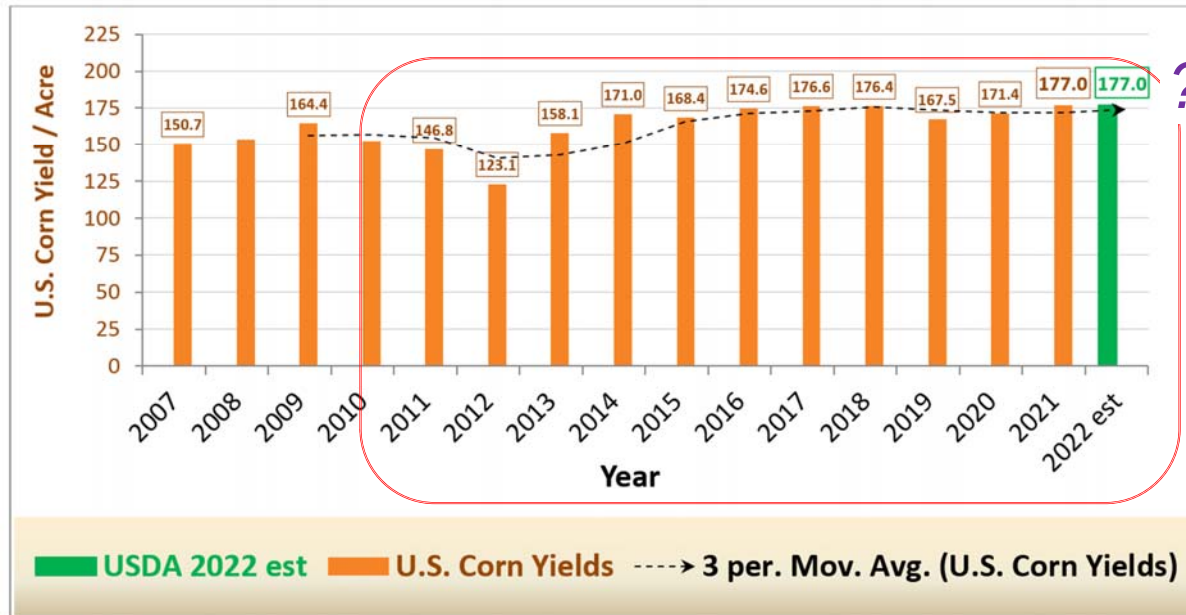
U.S. Corn Acreage for Years 2010-2022 as of the July 12, 2022 USDA WASDE Report

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U.S. Corn Yields for 2007-2022 as of the July 12, 2022 USDA World Agricultural Supply and Demand Estimates Report

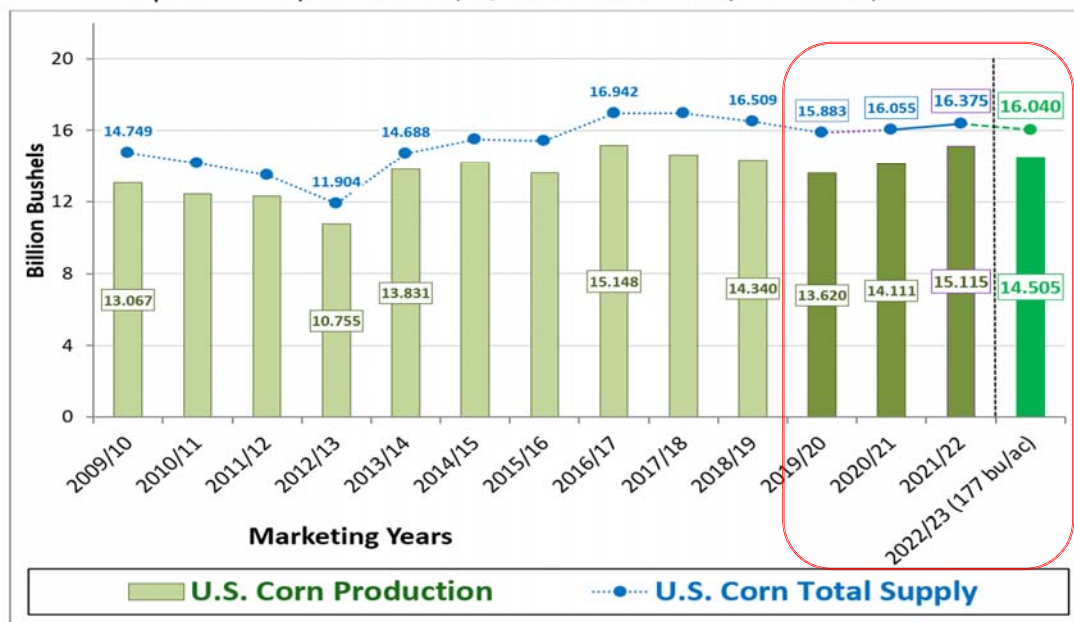
17



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U.S. Corn Production & Total Supplies: MY 2009/10 - "New Crop" MY 2022/23 as of the July 12, 2022 USDA WASDE & Crop Production Reports

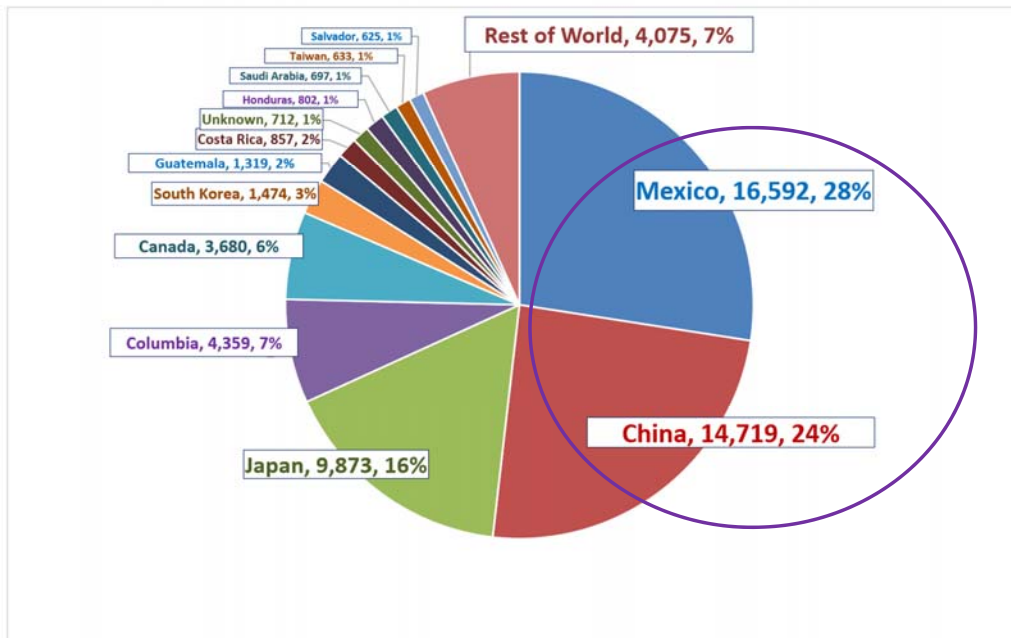
18



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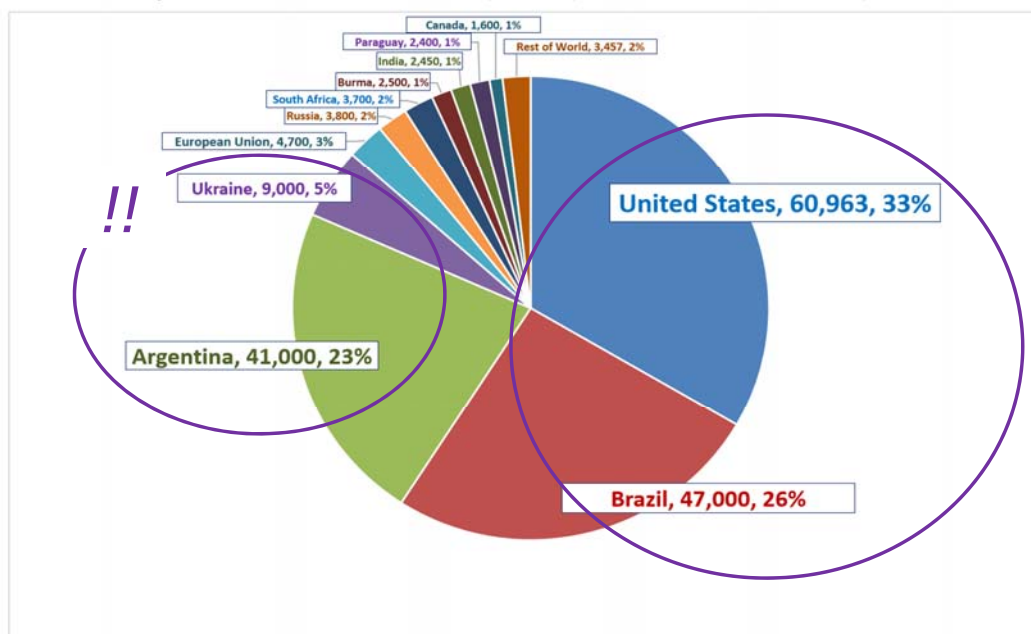
Top U.S. Corn Export Outstanding Sales + Shipments – “Current” MY 2021/22 as of the 7/7/2022 USDA U.S. Export Forward Purchases (1,000 mt); 9/1/2021 - 8/31/2022.

21



Top Projected World Corn Exporting Countries – “New Crop” MY 2022/23 Source: USDA FAS PSD-Online, (1,000 mt); 9/1/2019 - 8/31/2022 as of July 12, 2022

22



U.S. Corn % Ending Stocks vs U.S. Corn Prices:

MY 2009/10 – “New Crop” MY 2022/23 as of the July 12, 2022 USDA WASDE



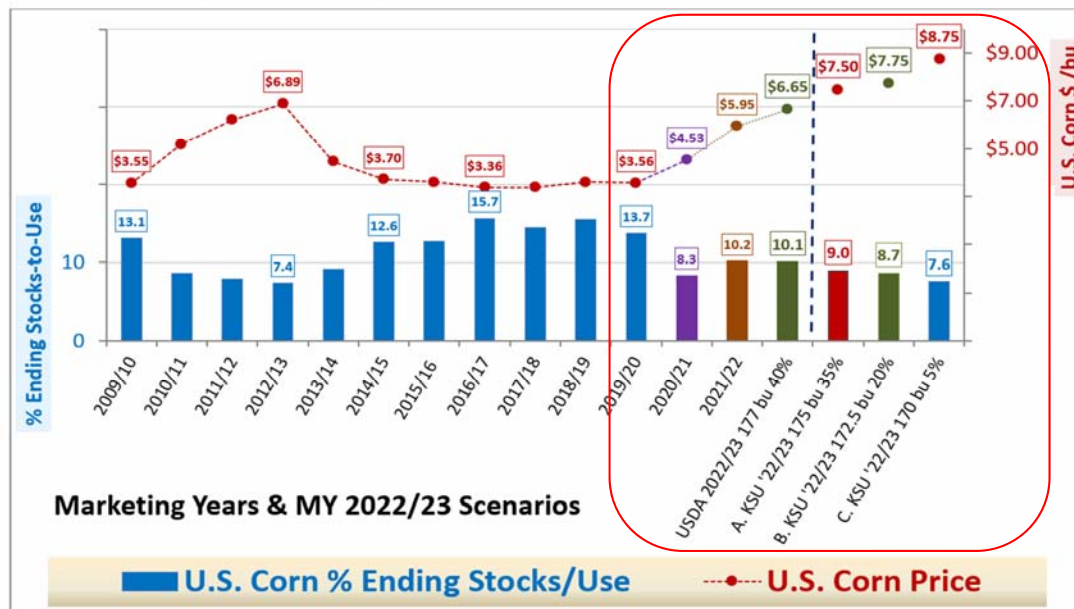
U.S. Corn Supply-Demand Balance Sheet: Projected “New Crop” MY 2022/23 as of the

July 12, 2022 USDA WASDE report, with Alternative KSU “New Crop” 2022/23 Marketing Year Scenarios

Item	USDA 2022/23 7/12/2022 WASDE	A. KSU “New Crop” MY 2022/23 Scenario #1 “Lower Yields” = 175 bu/ac	B. KSU “New Crop” MY 2022/23 Scenario #2 “Much Lower Yields” = 172.5 bu/ac	C. KSU “New Crop” MY 2022/23 Scenario #3 “Major Drought Yields” = 170.0 bu/ac
% Probability of Occurring (KSU)	40% ^{KSUbest}	35% ^{KSUbest}	20% ^{KSUbest}	5% ^{KSUbest}
Planted Area (million acres)	89,921	89,921	89,921	89,921
Harvested Area (million acres)	81,940	81,940	81,940	81,940
% Harvested/Planted Area	91.12%	91.12%	91.12%	91.12%
Yield / harvested acre (bu/ac)	177.0	175.0	172.5	170.0
Million Bushels				
Beginning Stocks (million bushels)	1,510	1,510	1,510	1,510
Production (million bu.)	14,505	14,340	14,135	13,930
Imports (million bu.)	25.0	25	25	25
Total Supply (million bu.)	16,040	15,875	15,670	15,465
Ethanol for fuel Use (million bu.)	5,375	5,375	5,325	5,310
Food & Industrial Use (mln bu.)	1,414	1,414	1,414	1,414
Seed Use (million bu.)	30.6	30.6	30.6	30.6
Exports (million bu.)	2,400	2,400	2,350	2,335
Feed & Residual Use (million bu.)	5,350	5,350	5,300	5,285
Total Use (million bu.)	14,570	14,570	14,420	14,375
Ending Stocks (million bu.)	1,470	1,305	1,250	1,090
% Ending Stocks-to-Use	10.09%	8.96%	8.67%	7.58%
Days of Supply (% S/U x 365 days)	36.8 days	32.7 days	31.6 days	27.7 days
U.S. Corn Average Farm Price (\$/bushel)	\$6.75 /bu vs \$5.45 KSU Futures	\$7.50 /bu vs \$5.45 KSU Futures	\$7.75 /bu vs \$5.45 KSU Futures	\$8.75 /bu vs \$5.45 KSU Futures

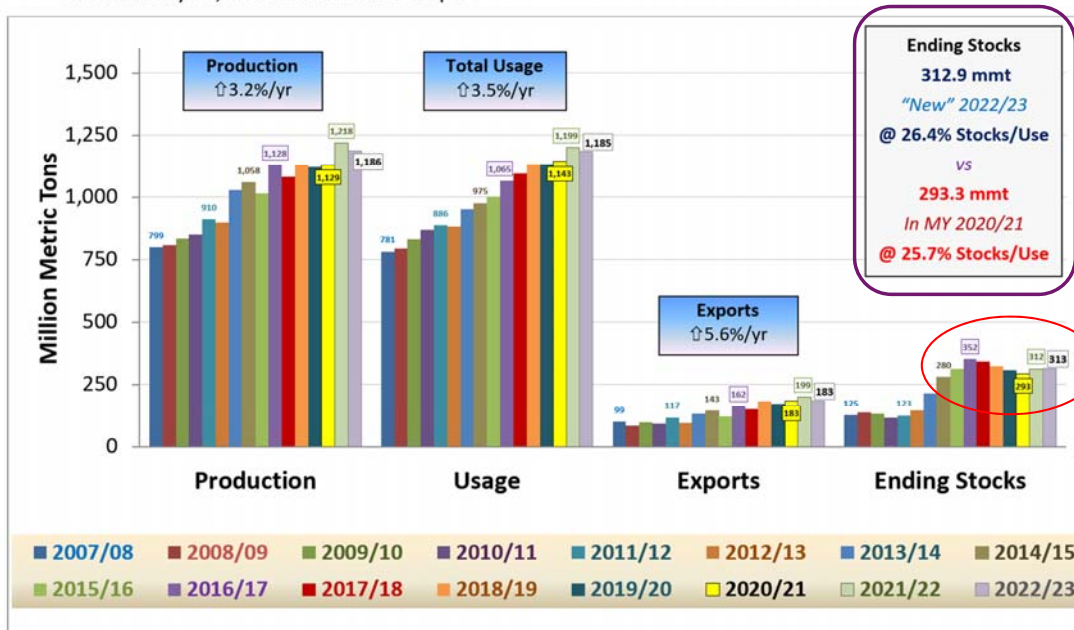
U.S. Corn % End Stocks vs U.S. Corn \$'s: MY 2009/10 – “New Crop” MY 2022/23 as of the July 12, 2022 USDA WASDE report + KSU Scenarios

25



World Corn Supply-Demand: MY 2007/08 – “New Crop” MY 2022/23 as of the July 12, 2022 USDA WASDE Report

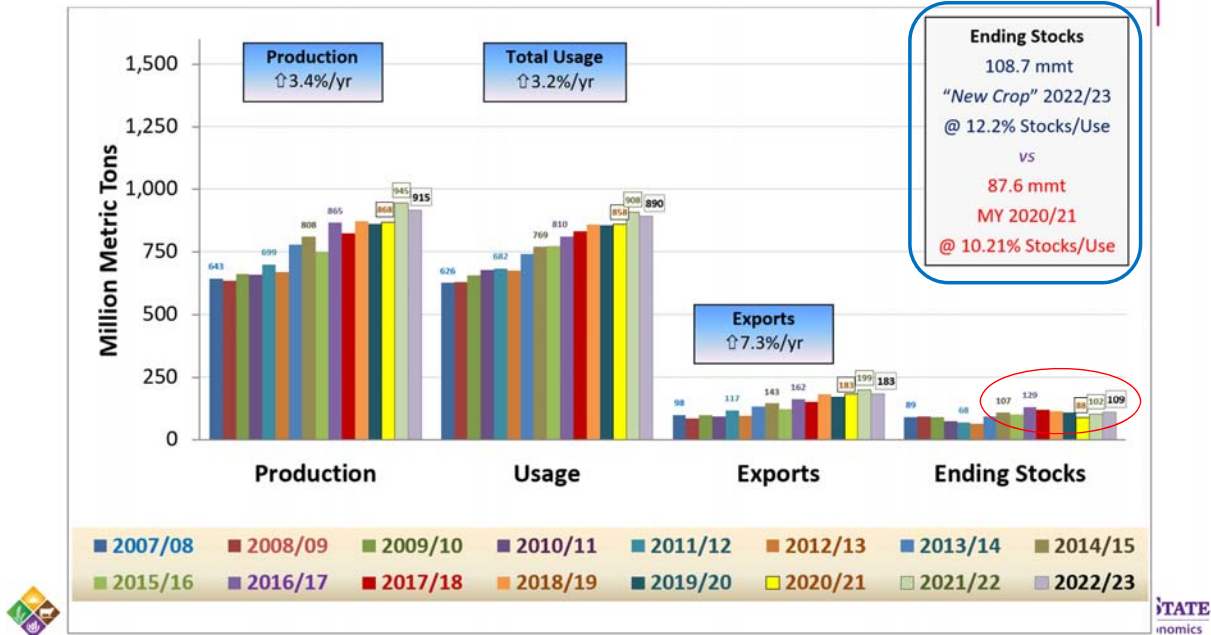
26



"World Less-China" Corn Supply-Demand: MY 2007/08 – "New Crop" MY

2022/23, as of the July 12, 2022 USDA WASDE Report

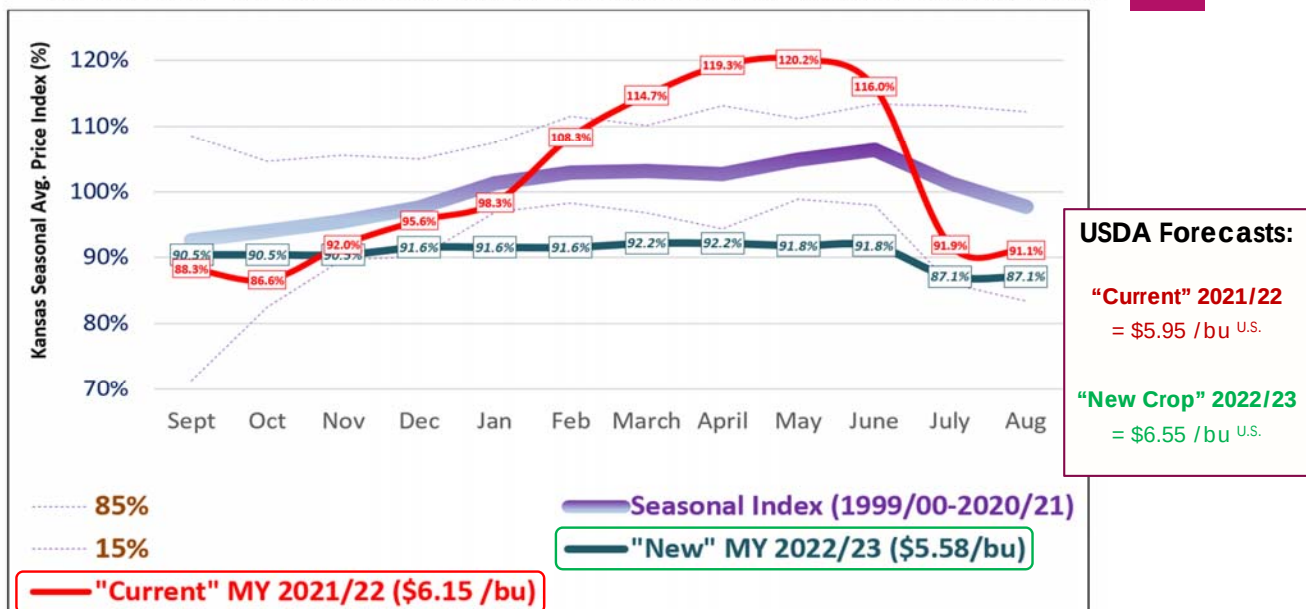
27



Kansas Grain Sorghum Seasonal Prices

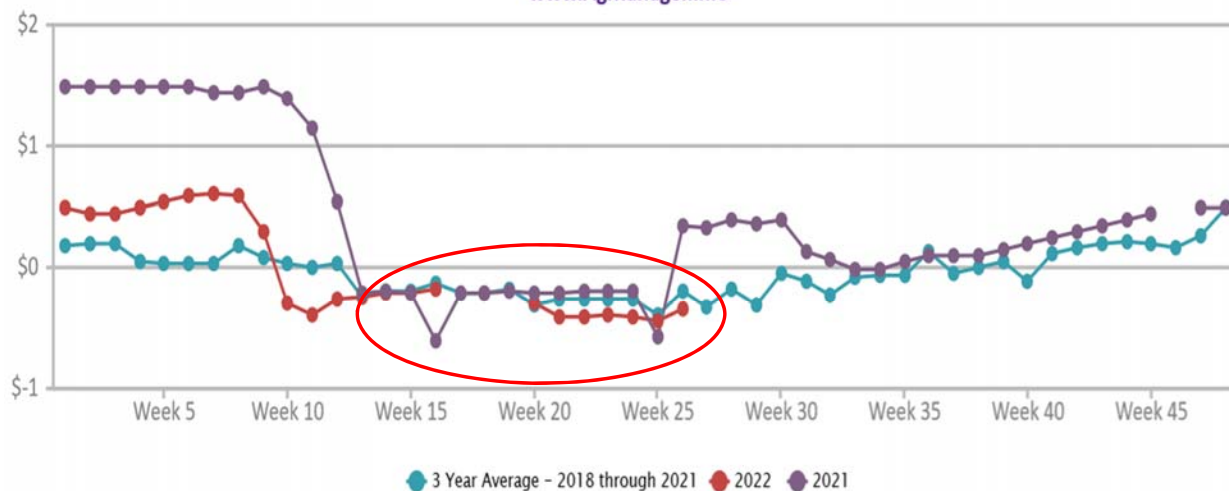
MY 1999/00 – MY 2020/21 plus "Current" MY 2021/22 & "New" MY 2022/23 as of July 14, 2022

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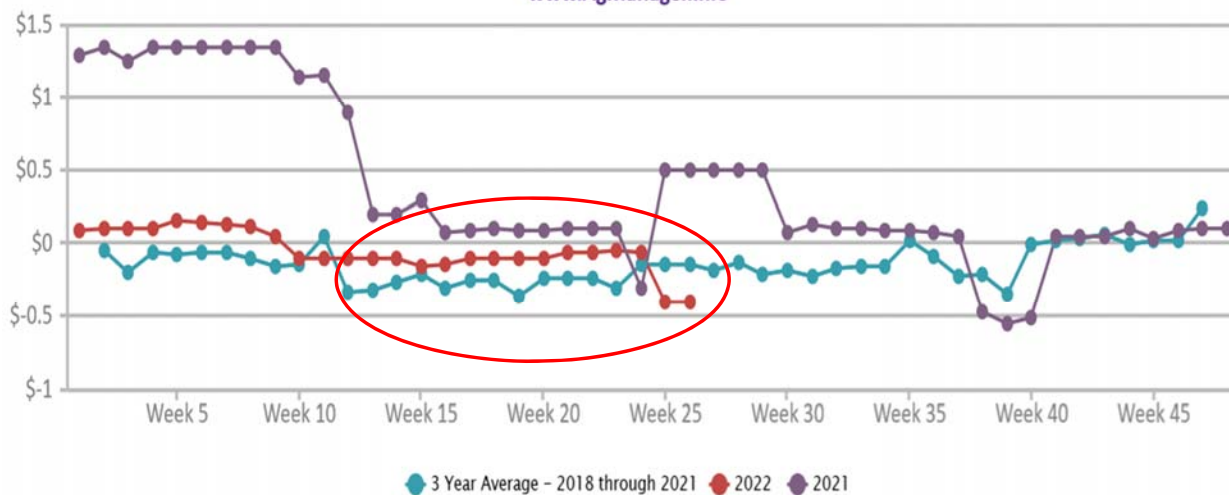
SALINA, KS: Grain Sorghum Basis - CARGILL

www.AgManager.info



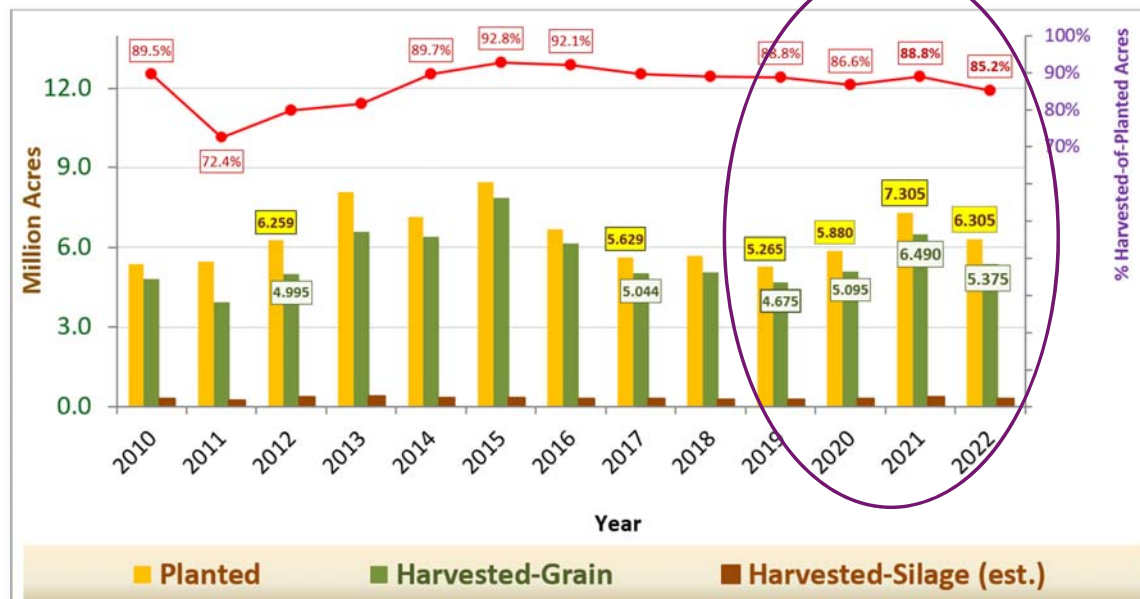
GARDEN CITY, KS: Grain Sorghum Basis - GARDEN CITY COOP

www.AgManager.info



U.S. Grain Sorghum Planted & Harvested Acreage (2010 – 2022)

as of the July 12, 2022 USDA WASDE report



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U.S. Grain Sorghum Total Supplies: MY 2006/07 - "New Crop" MY

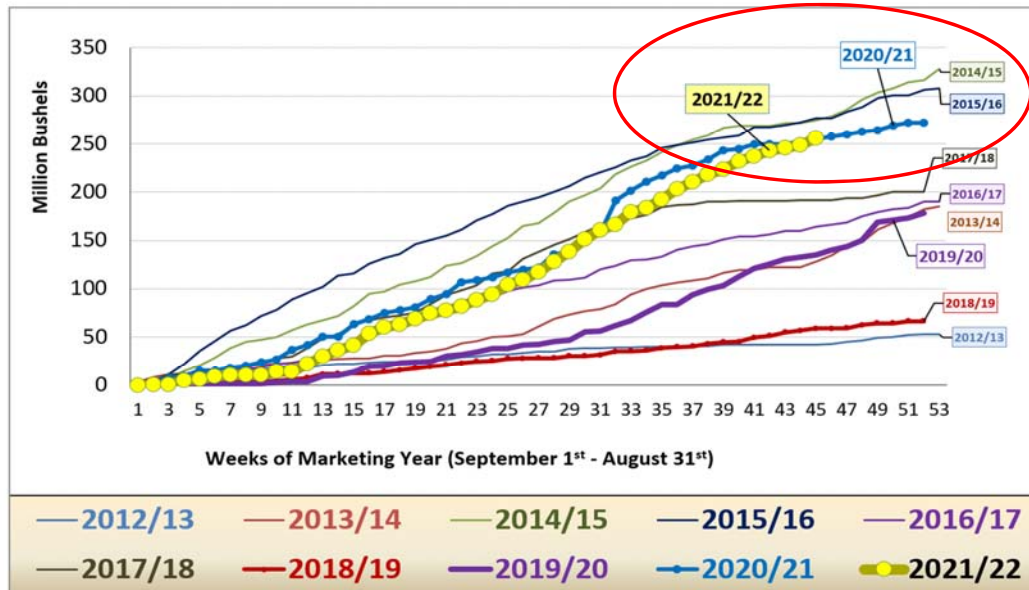
2021/22 as of the July 12, 2022 USDA WASDE report



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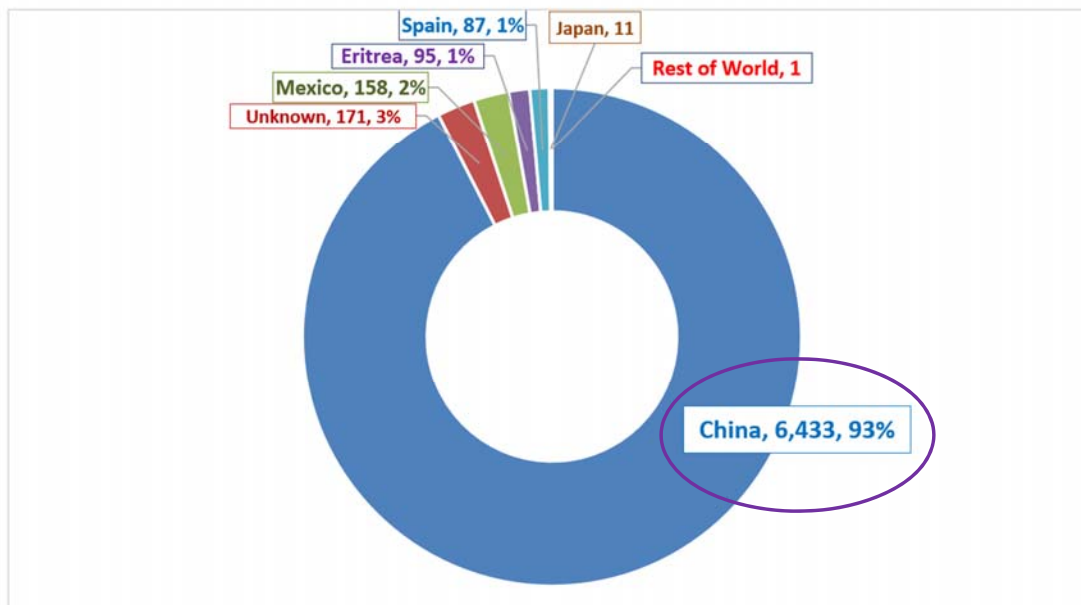
U.S. Grain Sorghum Exports: for MY 2012/13 - “Current” MY 2021/22 as of July 7, 2022 - via USDA FAS Weekly Export reports

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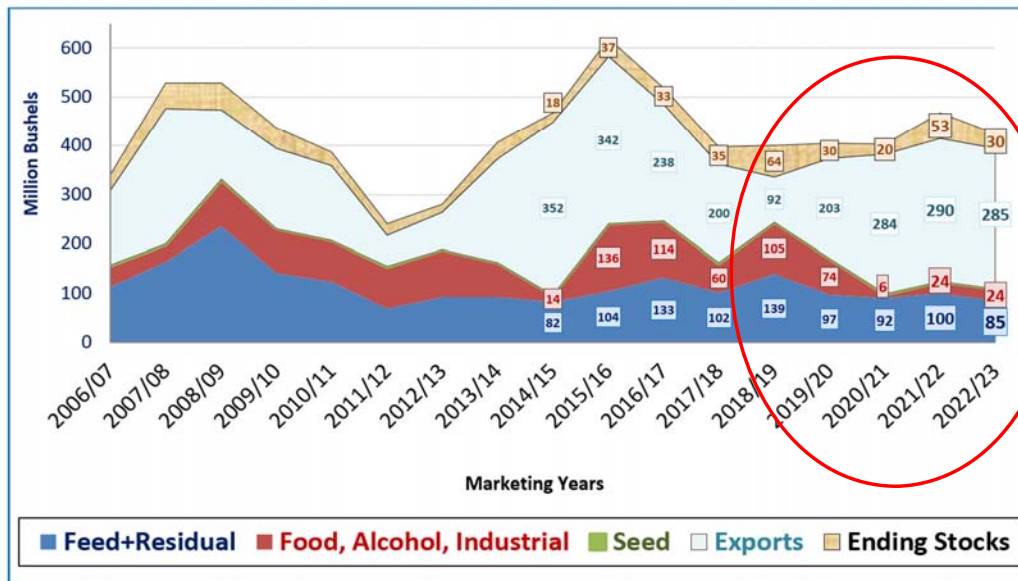
Top U.S. Grain Sorghum Export Buyers – “Current” MY 2021/22 as of the 7/7/2022 USDA U.S. Export Shipments & Pre-purchases (Sales) (1,000 mt)

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Trends in U.S. Grain Sorghum Use & Ending Stocks: MY 2006/07 - "New Crop" MY 2022/23 as of the July 12, 2022 USDA WASDE report

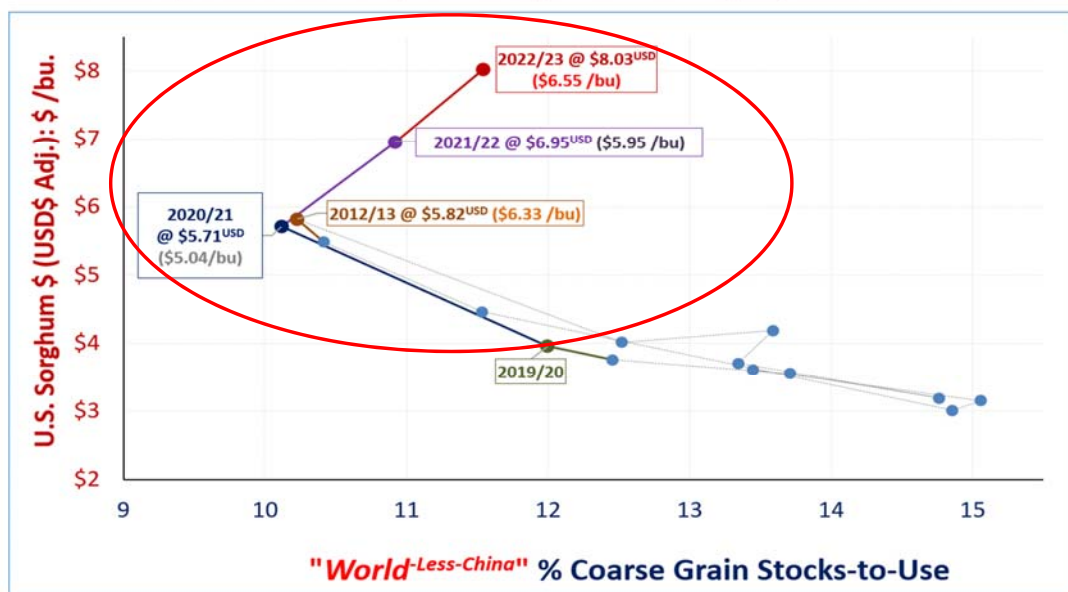
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U.S. Sorghum \$'s USD\$ Adj. vs World Less-China % Stocks-to-Use:

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MY 1975/76 thru "New Crop" MY 2022/23 as of the July 12, 2022 USDA WASDE



Wheat Markets

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2023 Wheat Preharvest Plan: July 14, 2022

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KEN23 - Hard Red Wheat - Daily OHLC Chart

■ Op:874-6, Hi:874-6, Lo:843-0, Cl:845-6

Plan Beginning
May 16, \$11.86 ¼

20% Priced at an average CME
JUL Wheat price of \$11.02,
\$2.12 over estimated COP.

Targets:

\$12.50 or August 15

\$13.00 or January 15

\$13.50 or February 15

\$14.00 or March 15

1) Jun 15
\$11.02



WINNING THE GAME

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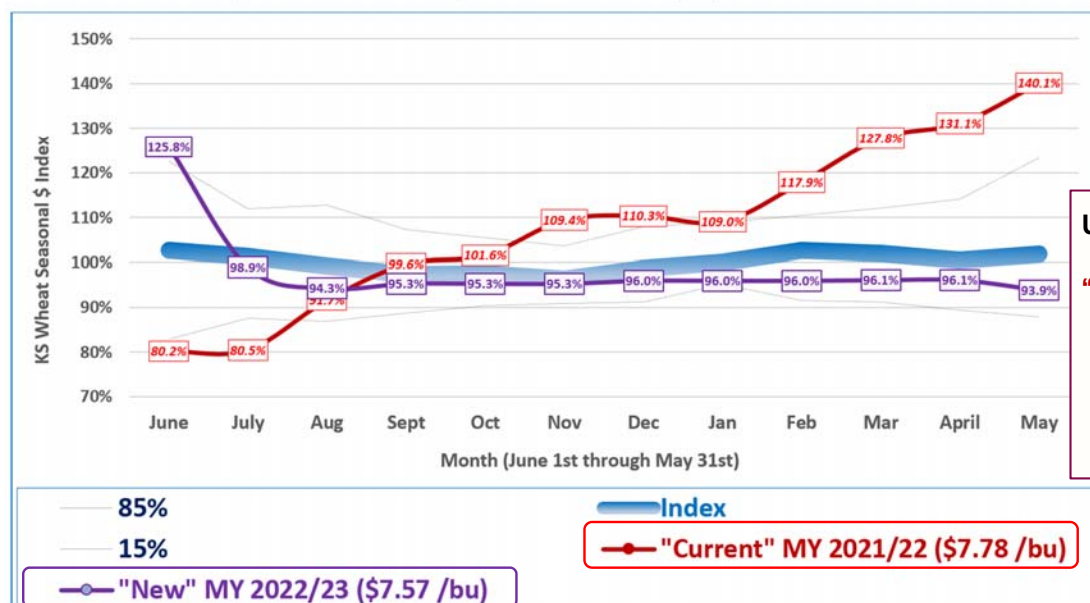
ELEC. HRW WHEAT (@KW2022U)



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Seasonal Prices for Kansas HRW Wheat: MY 1999/00 – 2019/20 +

"Current" MY 2021/22 & "New" MY 2022/23 Estimates thru July 14, 2022



USDA Forecasts:

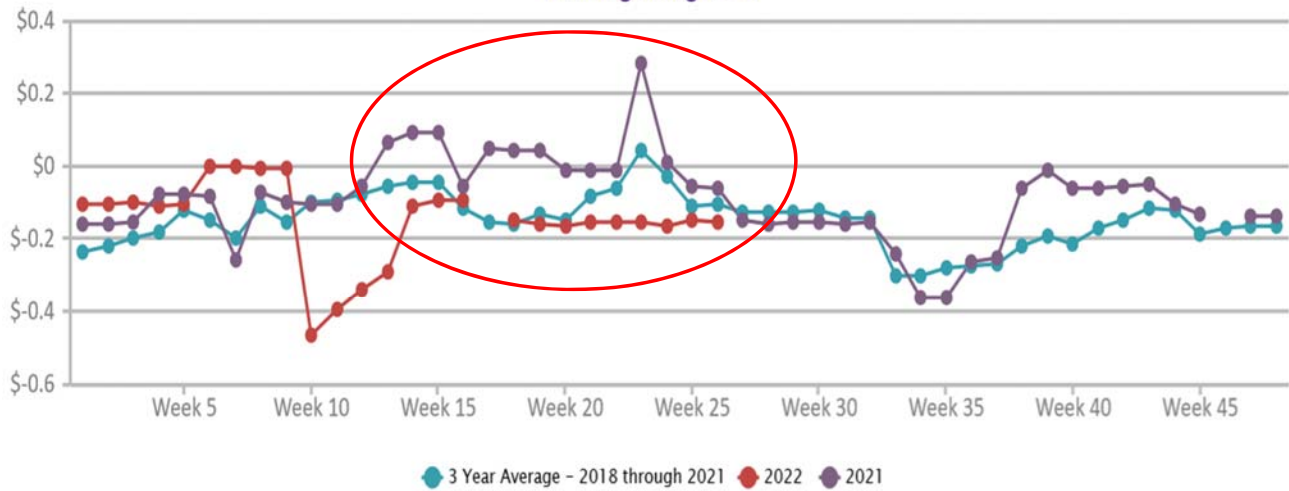
"Current" 2021/22
= \$7.63 /bu U.S.

"New" 2022/23
= \$10.50 /bu U.S.

40

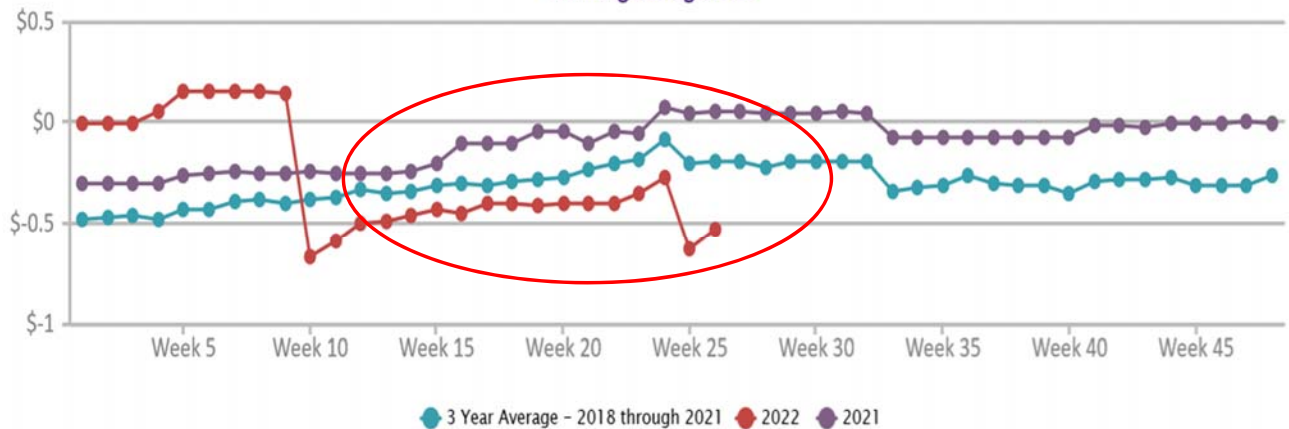
SALINA, KS: Hard Red Winter Wheat Basis - CARGILL

www.AgManager.info



HUGOTON, KS: Hard Red Winter Wheat Basis - PERRYTON EQUITY EXCHANGE - PRAIRIEOLA

www.AgManager.info



U.S. Wheat S/D & Stocks USDA July 12, 2022 WASDE Report

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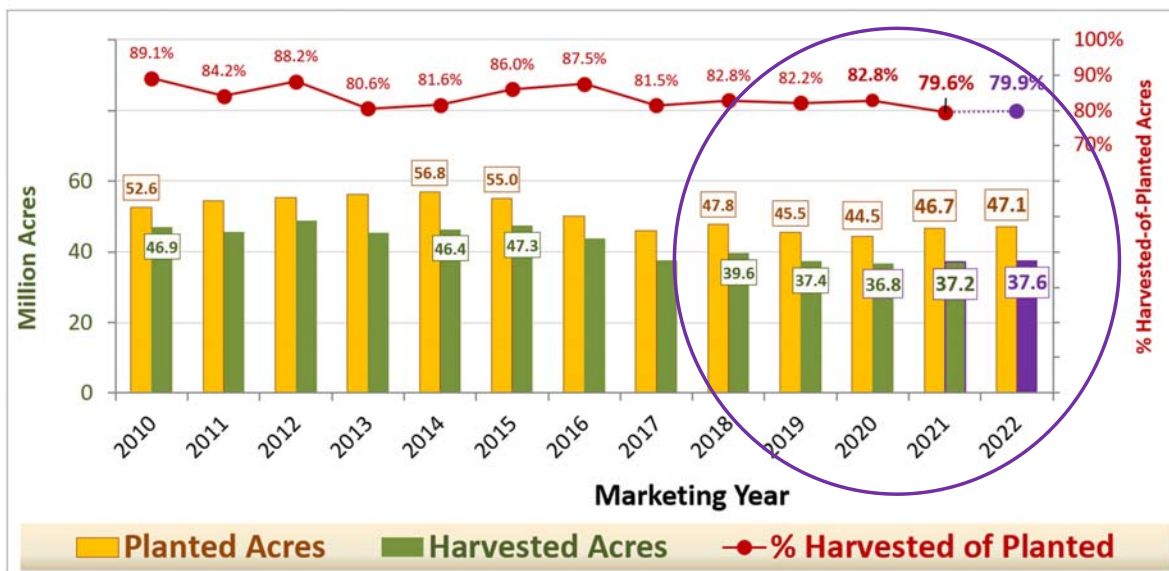
□ Wheat: “Tight” Stocks & % S/U – High “Volatile” \$’s

- U.S. Wheat Yield ²⁰²² ⇒ **47.3 bu/ac** (vs 44.3 in 2021)
- Production ²⁰²² ⇒ **1.781 bln bu** (vs **1.646 bb** in 2021)
- Ending Stocks ^{2022/23} ⇒ **639 mln bu** (vs **660 mb** in 2021/22)
- % Stocks/Use ^{2022/23} ⇒ **33.4% S/U** (≈ **34.3% S/U** in 2021/22)
- U.S. Farm \$ ^{2022/23, KSU} ⇒ **\$10.50 /bu** (\$7.63 & \$5.05 last 2 years)

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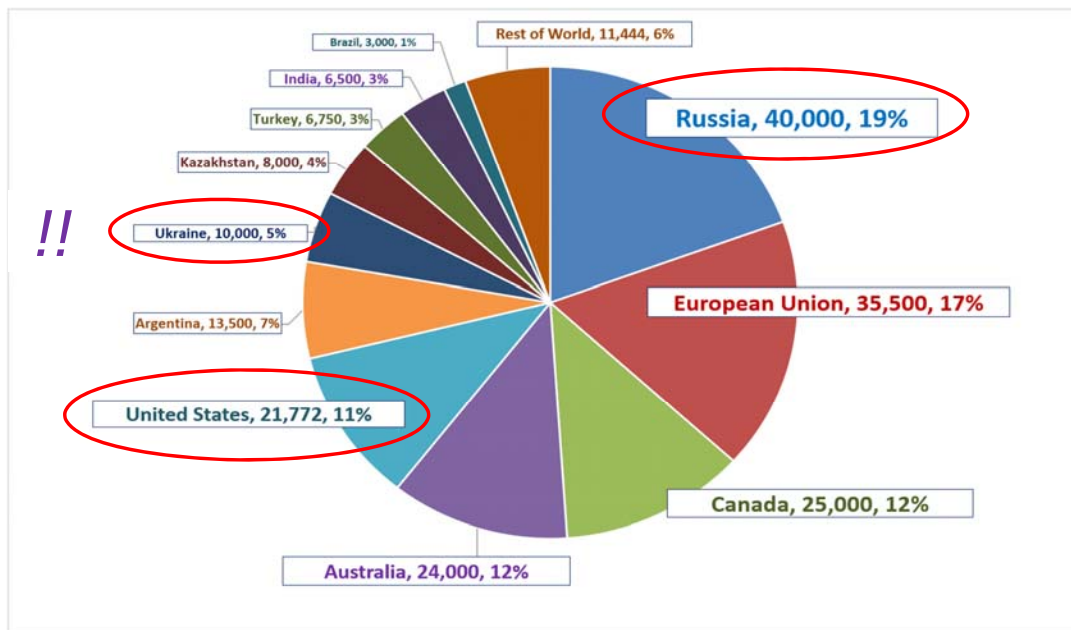
U.S. All Wheat Planted & Harvested Acreage (MY 2010/11 – MY 2022/23) as of the July 12, 2022 USDA NASS Crop Production Report

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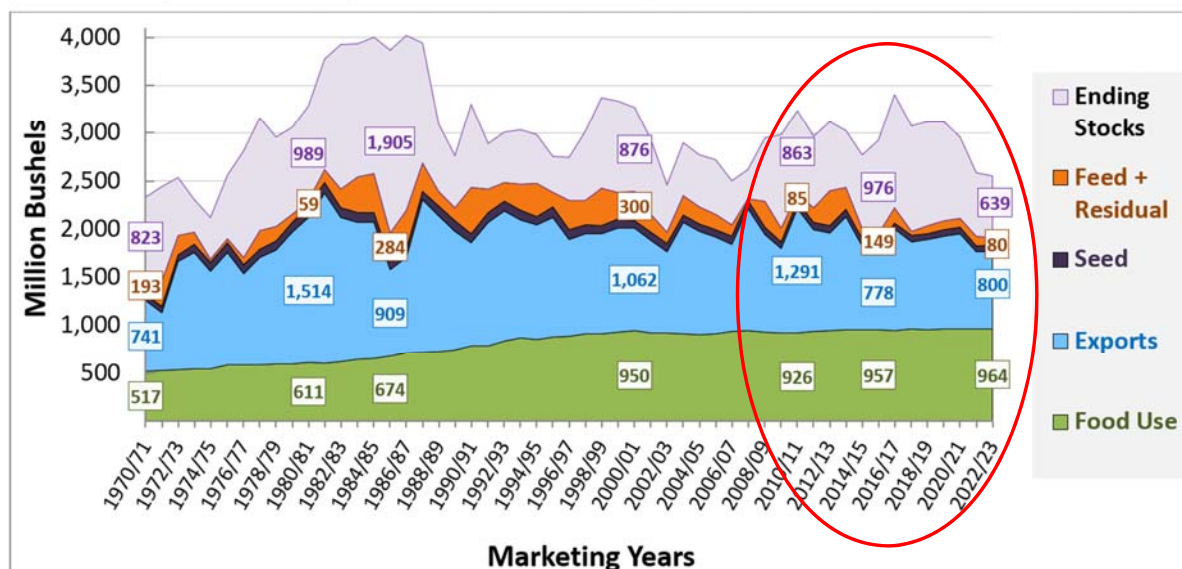
Top World Wheat Exporting Countries – MY 2022/23, Source: USDA FAS PSD-Online,

(1,000 mt); as of July 12, 2022



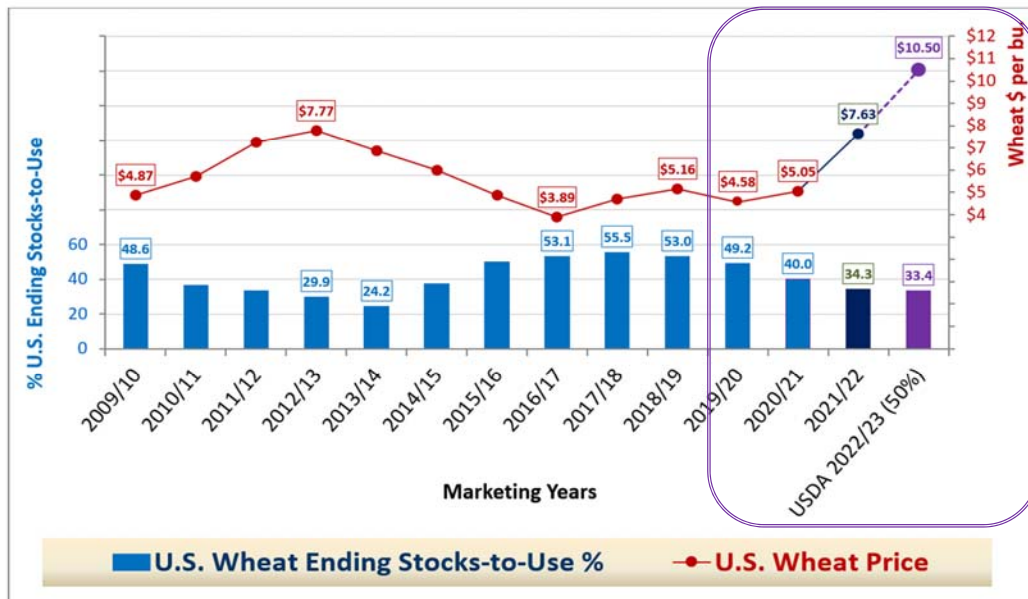
U.S. Wheat Use & Ending Stocks: MY 1970/71 – “New Crop” MY

2022/23 as of the July 12, 2022 USDA WASDE Report



U.S. Wheat Ending Stocks vs U.S. Cash Prices: MY 2009/10 thru "New Crop" MY 2022/23 – July 12, 2022 USDA WASDE Report

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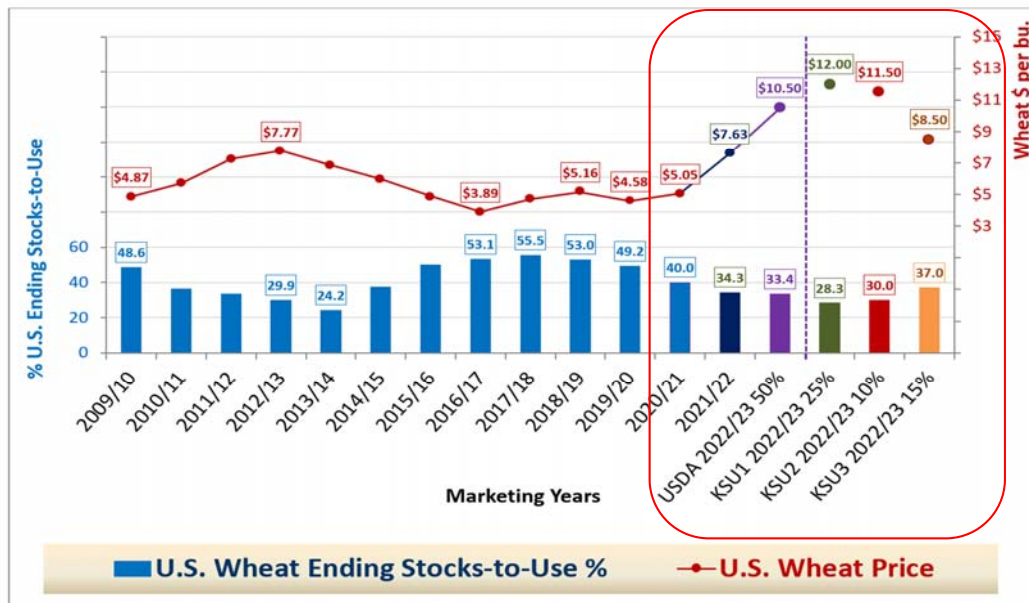
U.S. Wheat Supply-Demand Balance Sheet: "New Crop" MY 2022/23 as of the July 12, 2022 USDA WASDE & KSU scenarios

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Item	USDA "New Crop" MY 2022/23 7/12/2022 USDA WASDE	KSU Scenario #1 "New Crop" 2022/23 Lower 2022 U.S. Yield = 45.0 bu/ac	KSU Scenario #2 "New Crop" 2022/23 Higher U.S. Exports: 850 mb	KSU Scenario #3 "New Crop" 2022/23 Lower U.S. Exports: 750 mb
% Probability of Happening ^{KSU est.}	50% prob	25% prob.	10% prob	15% prob.
Planted Area (million acres)	47.092	47.092	47.092	47.092
Harvested Area (million acres)	37.622	37.622	37.622	37.622
% Harvested/Planted Area	79.89%	79.89%	79.89%	79.89%
Yield / harvested acre (bu/ac)	47.3	45.0	47.3	47.3
Million				
Beginning Stocks	660	660	660	660
Production	1,781	1,693	1,781	1,781
Imports	110	100	110	110
Total Supply (million bushels)	2,551	2,453	2,551	2,551
Food Use	964	964	964	964
Seed Use	68	68	68	68
Exports	800	800	850	750
Feed & Residual Use	80	80	80	80
Total Use (million bushels)	1,912	1,912	1,962	1,862
Ending Stocks (million bushels)	639	541	589	689
% Ending Stocks-to-Use	33.42%	28.29%	30.02%	37.00%
Days of Supply (% S/U x 365 days)	122 days	103 days	110 days	135 days
U.S. Wheat Avg. Farm Price (\$/bushel)	\$10.50 Vs \$7.57 /bu. KSU Futures KSU-Futures Frost.	\$12.00 Vs \$7.57 /bu. KSU Futures- based forecast	\$11.50 Vs \$7.57 /bu. KSU Futures- based forecast	\$8.50 Vs \$7.57 /bu. KSU Futures- based forecast.

U.S. Wheat Ending Stocks vs U.S. Cash \$'s: MY 2009/10 thru

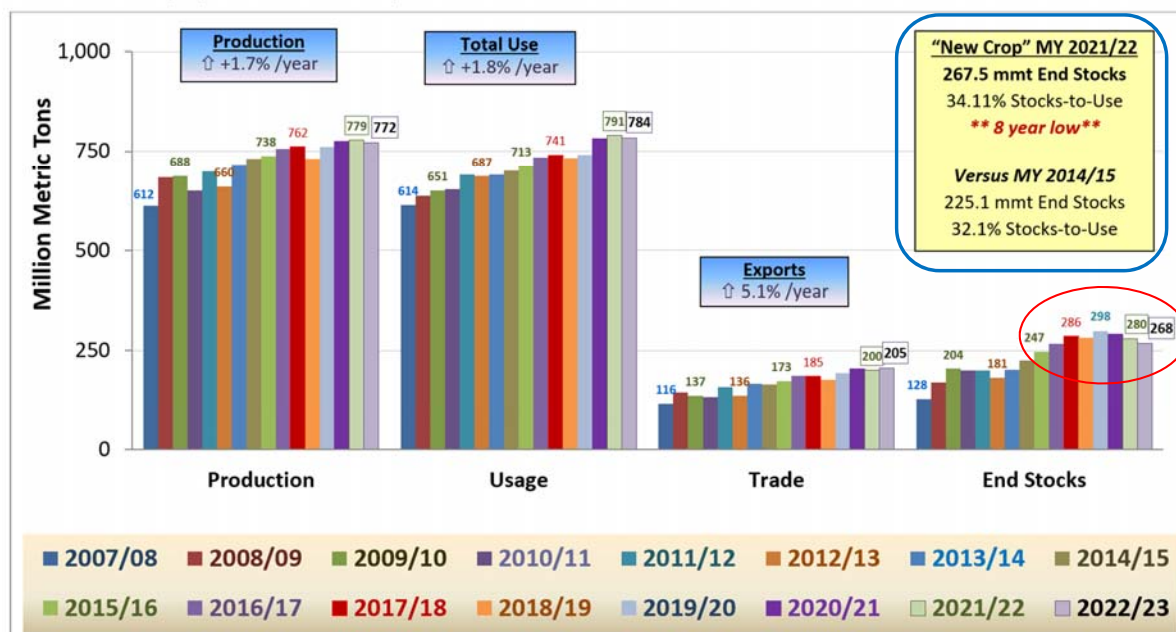
"New Crop" MY 2022/23 – July 12, 2022 USDA WASDE with KSU Projections



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World Wheat Usage & Ending Stocks: MY 2007/08 - "New Crop" MY 2022/23

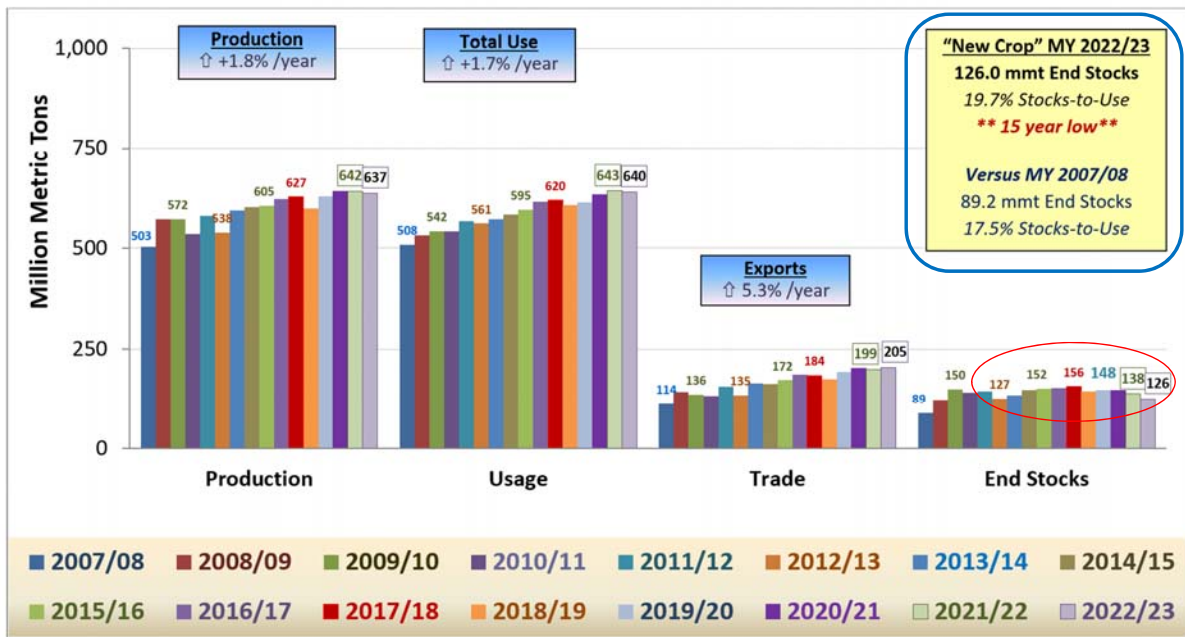
as of the July 12, 2022 USDA WASDE Report



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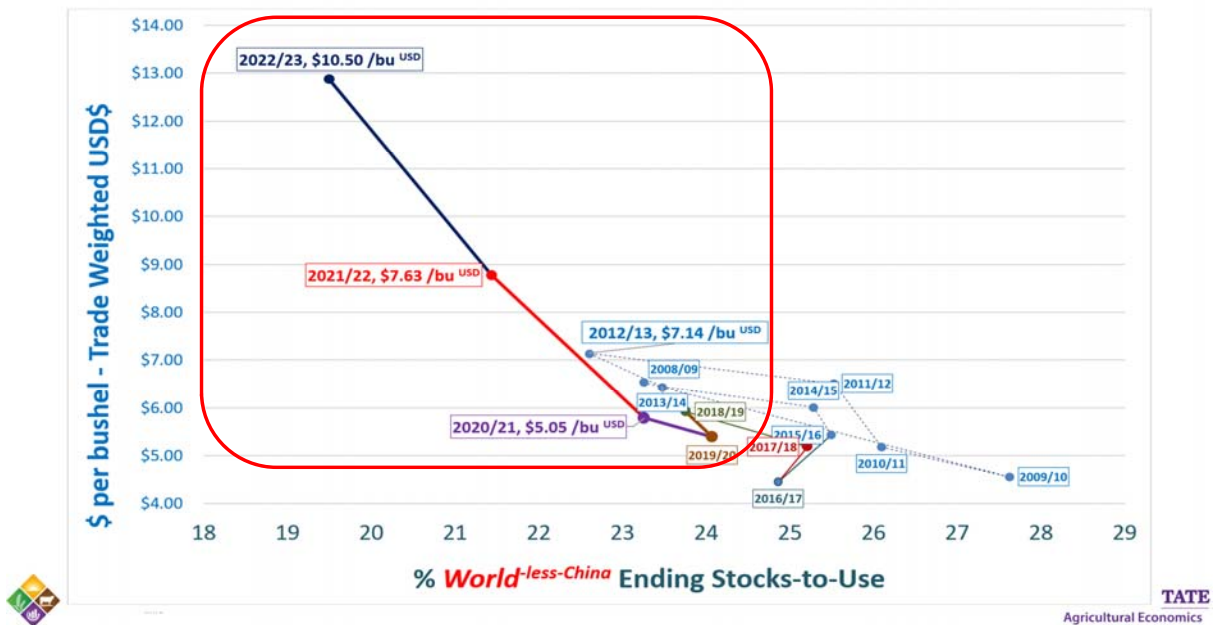
"World Less-China" Wheat Usage & Ending Stocks:

MY 2007/08 - "New" MY 2022/23, as of the July 12, 2022 USDA WASDE Report



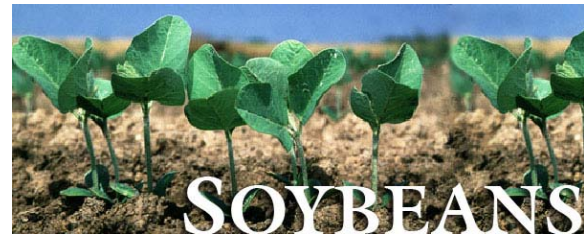
U.S. Wheat Price vs "World Less-China" % Stocks-to-Use:

MY 2008/09 through "New" MY 2022/23 as of the July 12, 2021 USDA WASDE report



Soybean Markets

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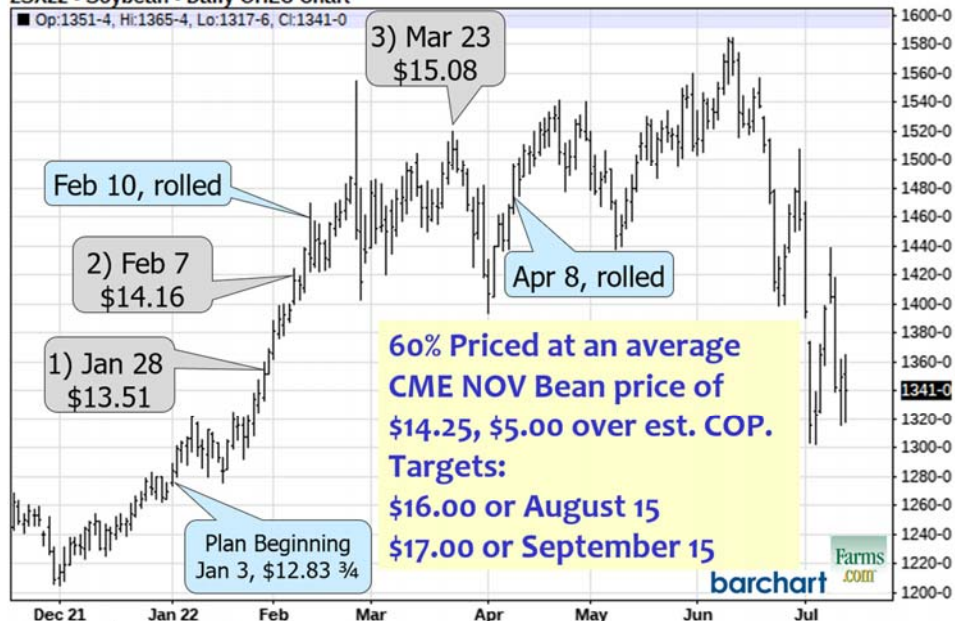
Department of Agricultural Economics

2022 Soybean Preharvest Plan: July 14, 2022

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ZSX22 - Soybean - Daily OHLC Chart

Op:1351-4, Hi:1365-4, Lo:1317-6, Cl:1341-0



WINNING / THE GAME

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ELEC. SOYBEANS (@S2022Q)

Symbol Search | Symbol Lookup

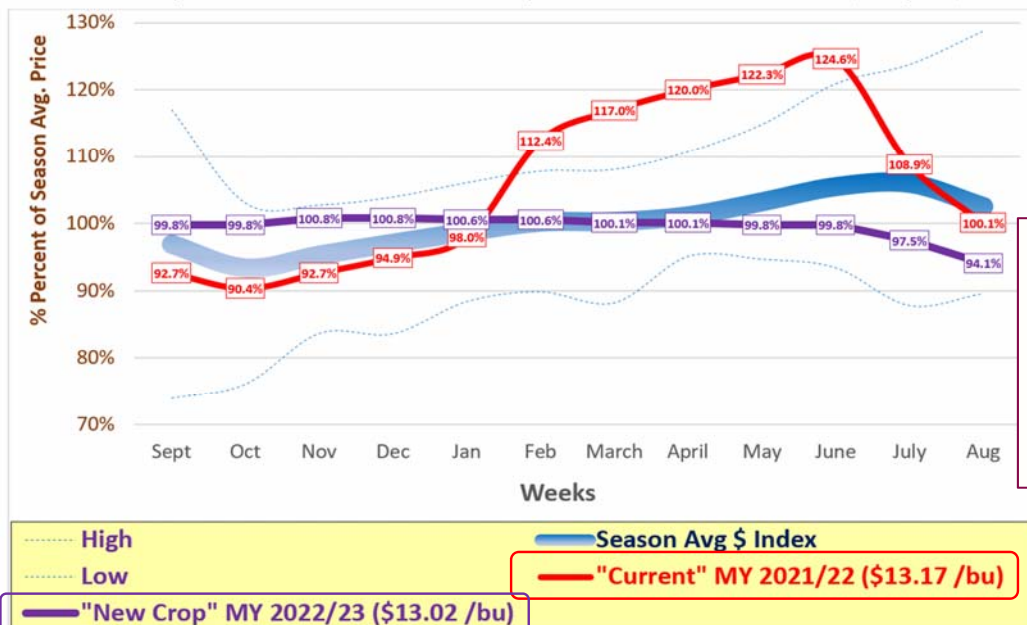
Historical Chart | Chart | Options | Futures Chain | Spread Matrix

Current Month: Aug 2022 prev next



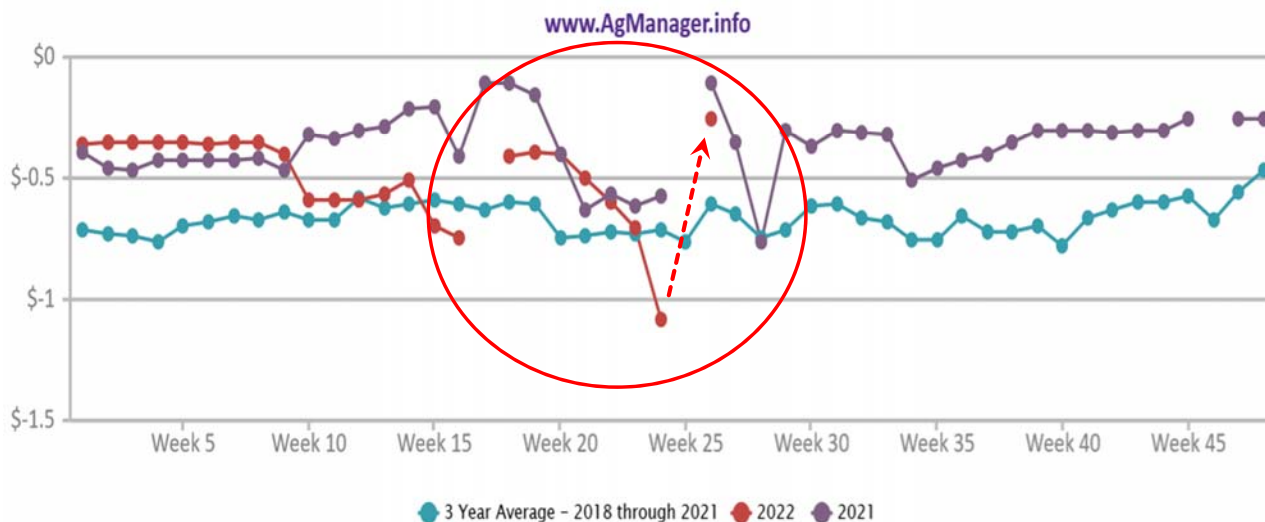
57

Kansas Soybean Seasonal Prices: MY 1999/00 – MY 2020/21 + “Old Crop” MY 2021/22 & “New Crop” MY 2022/23 Estimates, July 14, 2022



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SALINA, KS: Soybeans Basis - CARGILL



U.S. Soybean S/D & Stocks USDA July 12, 2022 WASDE Report

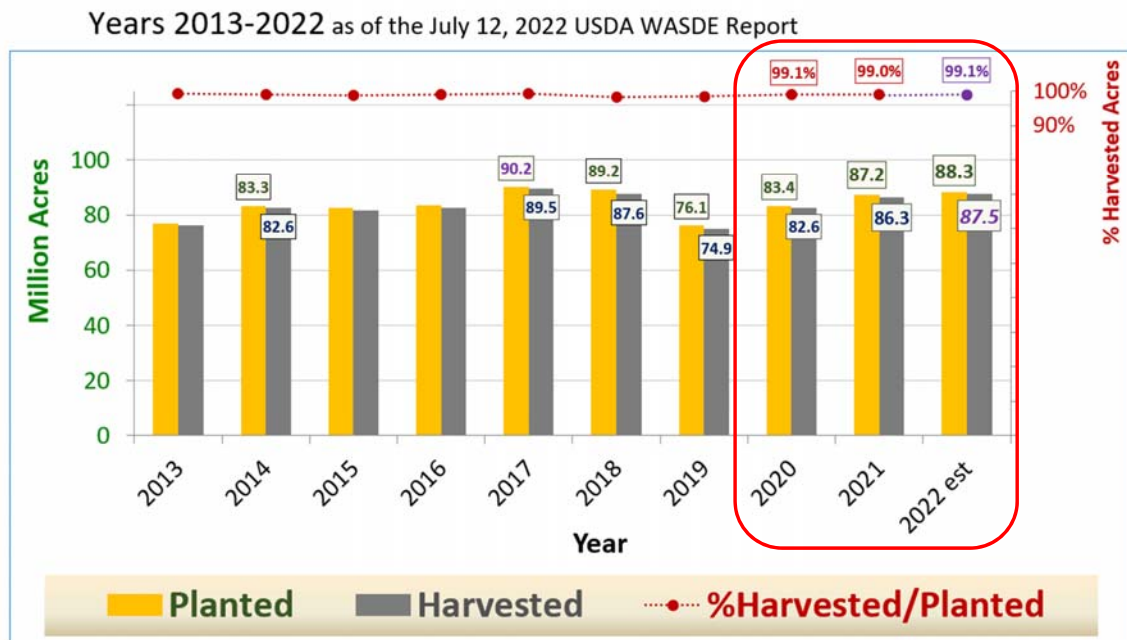
60

□ Soybeans: “Tight” Stocks & % S/U – **High** “Volatile” \$’s

- **Yield** ²⁰²² ⇒ **51.5 bu/ac** (vs **51.4 bu/ac** in 2021)
- **Production** ²⁰²² ⇒ **4.505 bln bu** (vs **4.435 bb** in 2021)
- **Ending Stocks** ^{2022/23} ⇒ **230 mln bu** (vs **215 mb** in 2021/22)
- **% Stocks/Use** ^{2022/23} ⇒ **5.11% S/U** (↑ vs **4.79% S/U** in 2021/22)
- **U.S. Farm \$** ^{2022/23} ⇒ **\$14.40 /bu** (**\$13.35 & \$10.80** last 2 yrs)

U.S. Soybean Planted & Harvested Acreage:

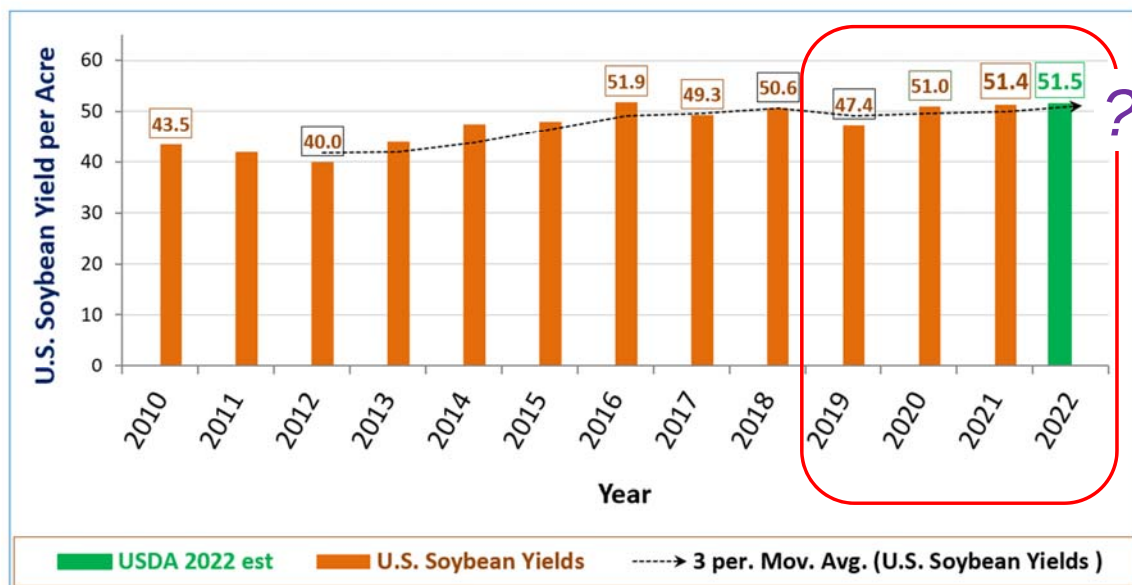
61



U.S. Soybean Yields: Years 2010-2022 as of the July 12, 2022 USDA

62

WASDE Report



U.S. Soybean Production & Total Supplies: MY 2010/11

63

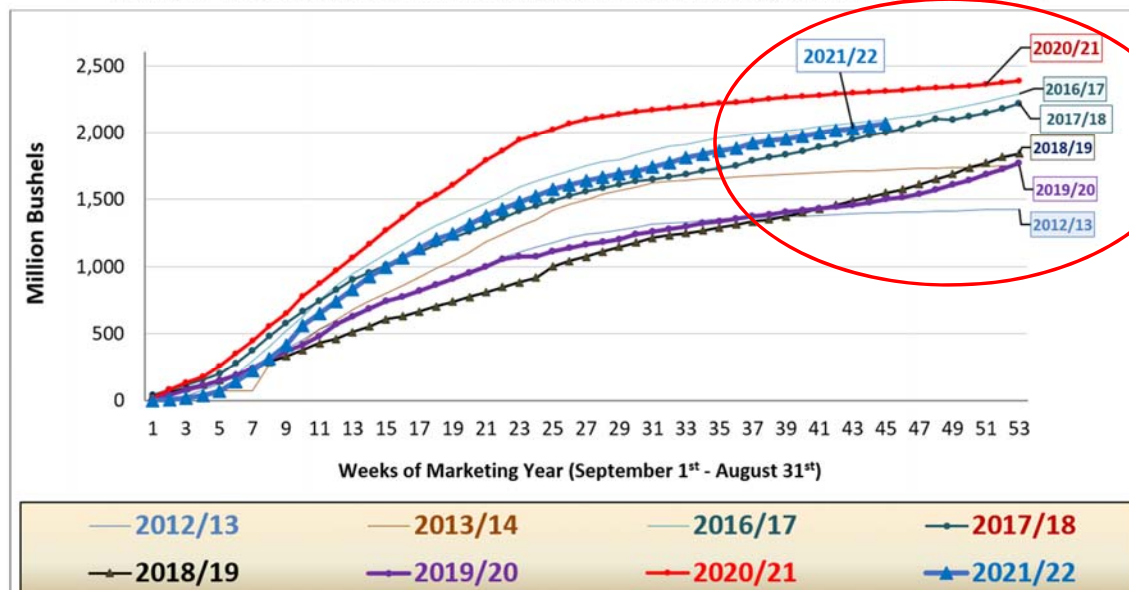
thru Projected "New Crop" MY 2022/23 as of the July 12, 2022 USDA WASDE Report



U.S. Soybean Exports: MY 2012/13 & MY 2016/17 - "Current" MY

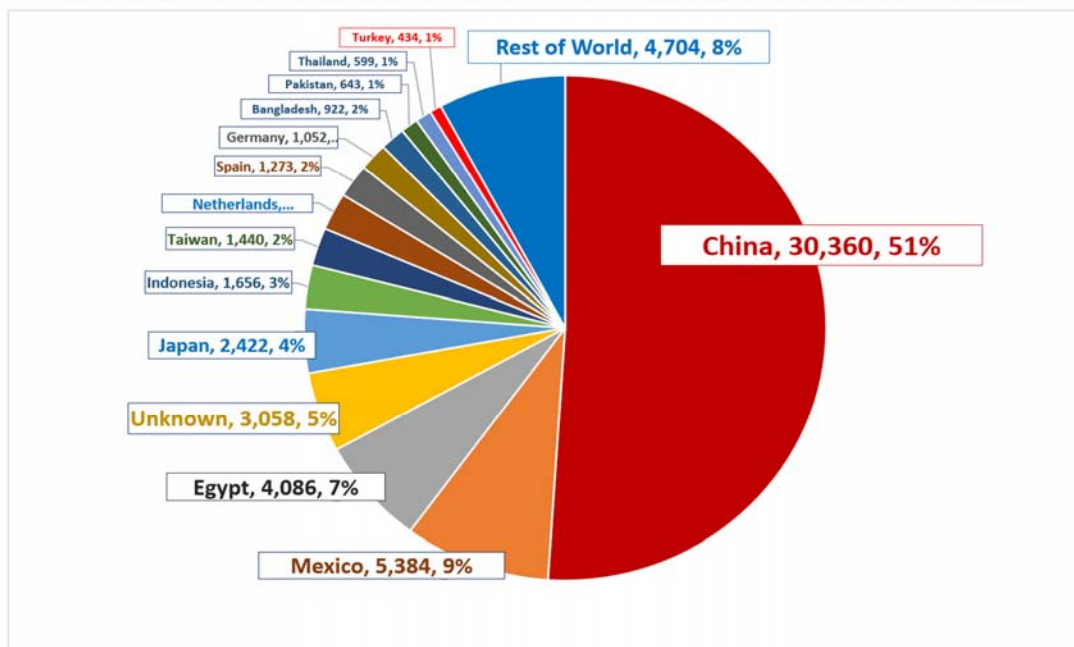
64

2021/22 as of recent USDA FAS Weekly Export reports through the week of July 7, 2022



Top U.S. Soybean Export Buyers: “Current” MY 2021/22 through July 7, 2022 –

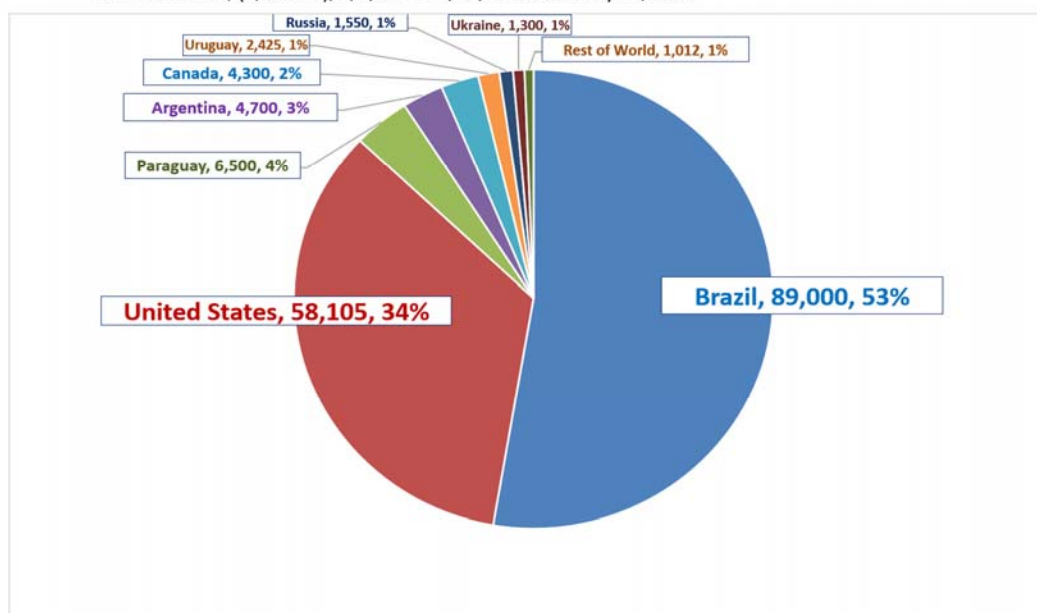
source: USDA U.S. Export Shipments & Sales (1,000 mt); September 1, 2021 – August 31, 2022 Marketing Year (1,000 metric tons)



65

Top World Soybean Exporting Countries – “New Crop” MY 2022/23 Source: USDA

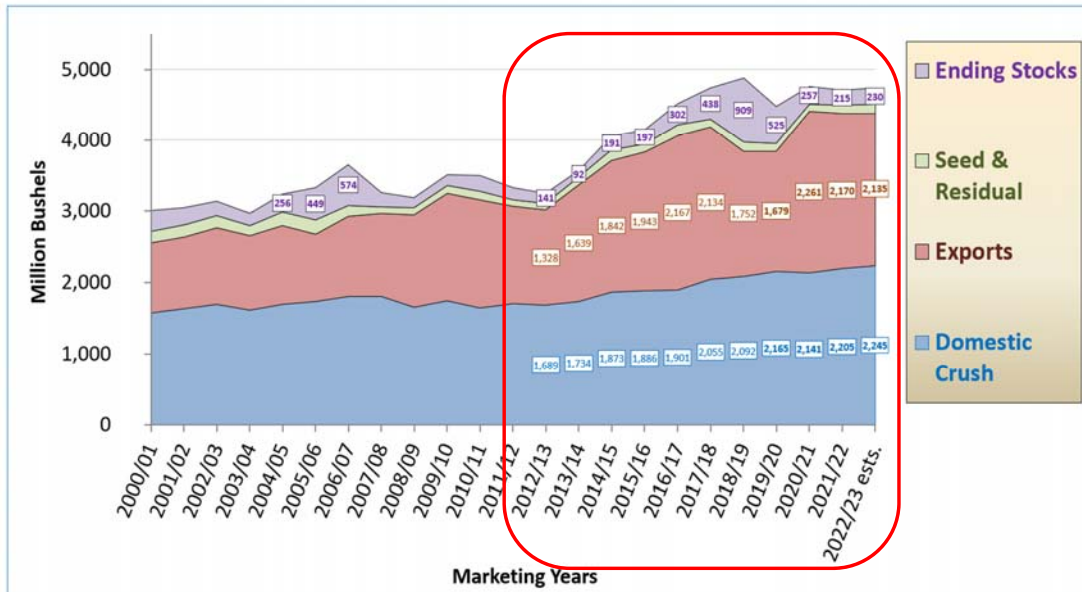
FAS PSD-Online, (1,000 mt); 9/1/2019 - 8/31/2022 as of July 12, 2022



66

U.S. Soybean Use & Ending Stocks: MY 2000/01 – Projected “New Crop” MY 2022/23 as of the July 12, 2022 USDA WASDE Report

67



U.S. Soybean % Stocks/Use vs U.S. Cash Prices:

MY 2006/07 – “New Crop” MY 2021/22 as of the July 12, 2022 USDA WASDE Report

68



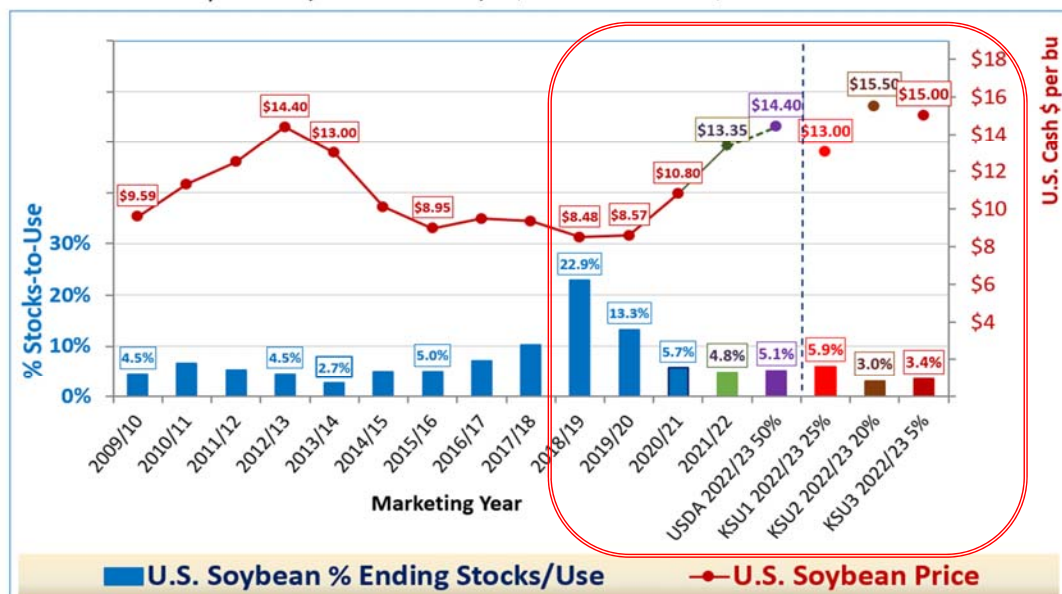
U.S. Soybean Supply-Demand Balance Sheet: "New Crop" MY 2022/23 as of the July 12, 2022 USDA WASDE report with KSU Scenarios for "New Crop" MY 2022/23

69

Item	A. USDA WASDE "New Crop" 2022/23 July 12, 2022	B. KSU Scenario #1 "New Crop" 2022/23 Low Exports: 2.10 bb	C. KSU Scenario #2 "New Crop" 2022/23 Low Yields: 50.0 bu/ac Less Exports: 2.10 bb	D. KSU Scenario #3 "New Crop" 2022/23 Lower Yields: 48.5 bu/ac Less Exports: 2.00 bb
% Probability of Occurring (KSU)	50% ^{KSUest}	25% ^{KSUest}	20% ^{KSUest}	5% ^{KSUest}
Planted Area (million acres)	88.325	88.325	88.325	88.325
Harvested Area (million acres)	87.511	87.511	87.511	87.511
% Harvested/Planted Area	99.08%	99.08%	99.08%	99.08%
Yield / harvested acre (bu/ac)	51.5	51.5	50.0	48.5
Beginning Stocks (million bushels)	215	215	215	215
Production (million bu.)	4,505	4,505	4,376	4,244
Imports (million bu.)	15	15	15	15
Total Supply (million bu.)	4,735	4,735	4,606	4,474
Domestic Crushings	2,245	2,245	2,245	2,200
Exports	2,135	2,100	2,100	2,000
Seed	102	102	102	102
Residual	23	23	23	23
Total Use	4,505	4,470	4,470	4,325
Ending Stocks	230	265	136	149
% Ending Stocks-to-Use	5.11%	5.93%	3.04%	3.44%
Days of Supply (% S/U x 365 days)	18.6 days	21.6 days	11.1 days	12.6 days
U.S. Avg. Farm Price (\$/bu)	\$14.40 ^{USDA} Vs \$13.17 /bu KSU Futures & Basis-based forecast 12/15/2022	\$13.00 Vs \$13.17 /bu KSU Futures & Basis-based forecast 12/15/2022	\$15.50 Vs \$13.17 /bu KSU Futures & Basis-based forecast 12/15/2022	\$15.00 Vs \$13.17 /bu KSU Futures & Basis-based forecast 12/15/2022

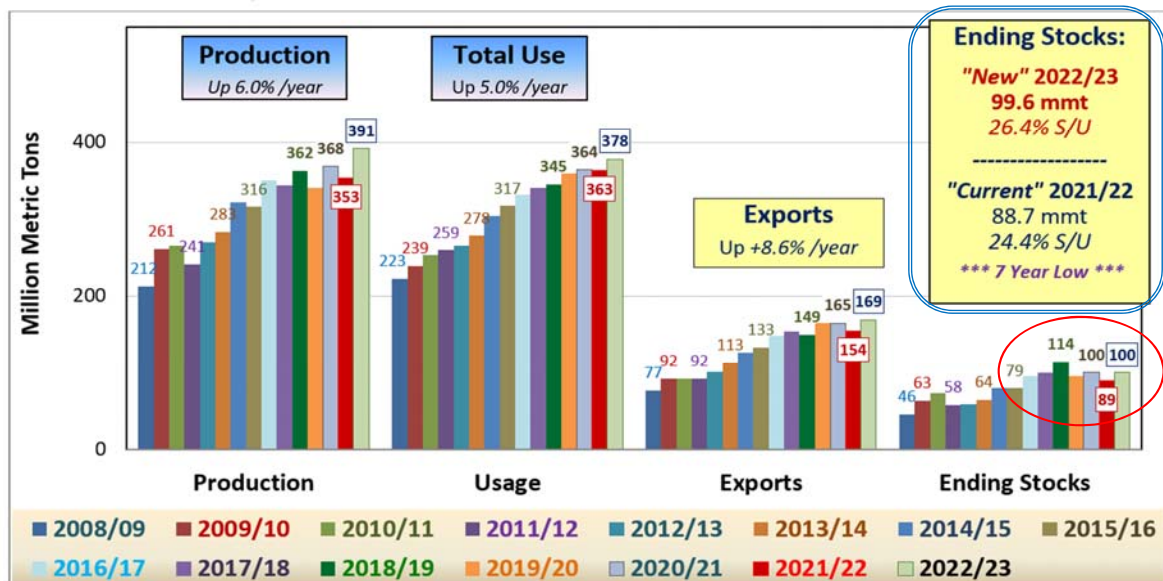
U.S. Soybean % Stocks/Use vs U.S. Cash Prices: 2009/10 – "New Crop" 2022/23 as of the July 12, 2022 USDA WASDE, with KSU forecast scenarios

70



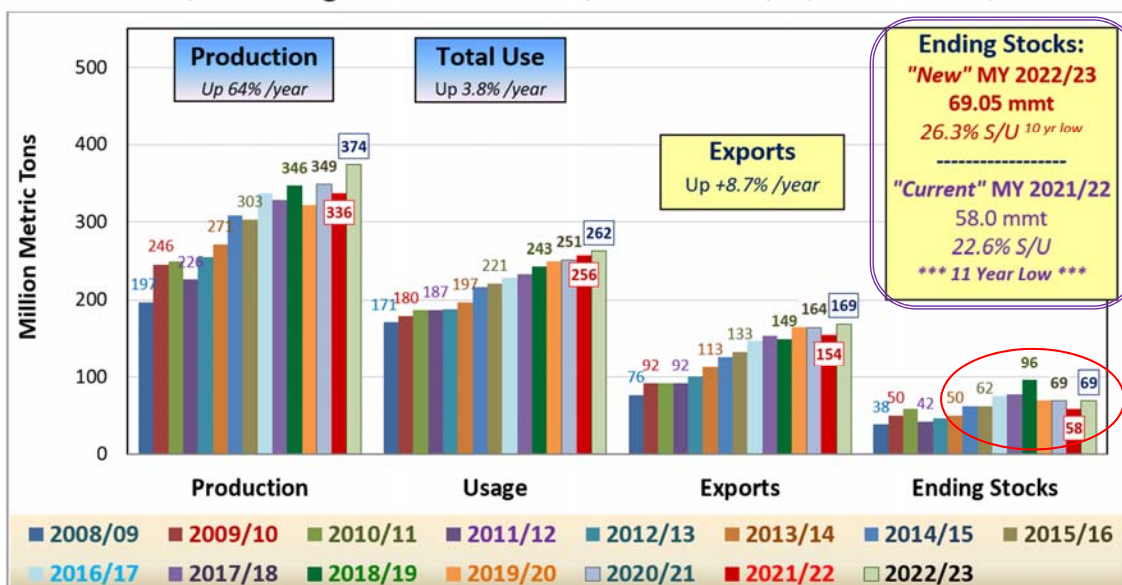
World Soybean Usage & Ending Stocks: MY 2008/09 through

"New Crop" MY 2022/23 as of the July 12, 2022 WASDE Report



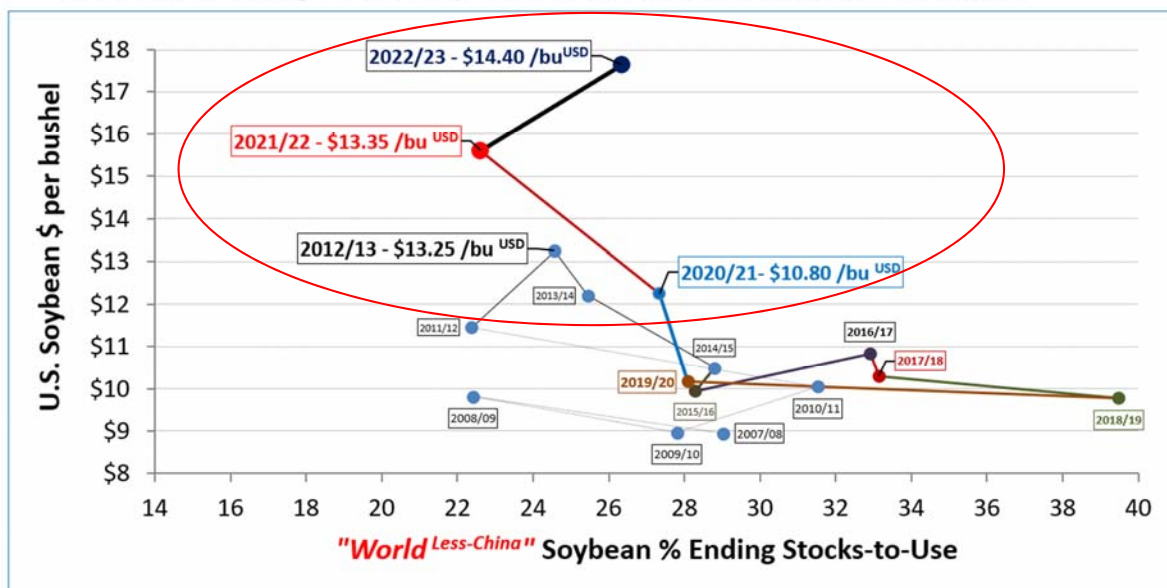
"World Less-China" Soybean Usage & Ending Stocks:

MY 2008/09 through "New" MY 2022/23 as of the July 12, 2022 WASDE Report



U.S. Soybean \$^{USD}\$ Adj vs **"World Less-China"** % Stocks-to-Use:

MY 2007/08 through "New Crop" MY 2022/23 as of the July 12, 2022 WASDE Report



Questions?

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Blog: www.ksugrains.wordpress.com

KSUGrains on Twitter

www.AgManager.info

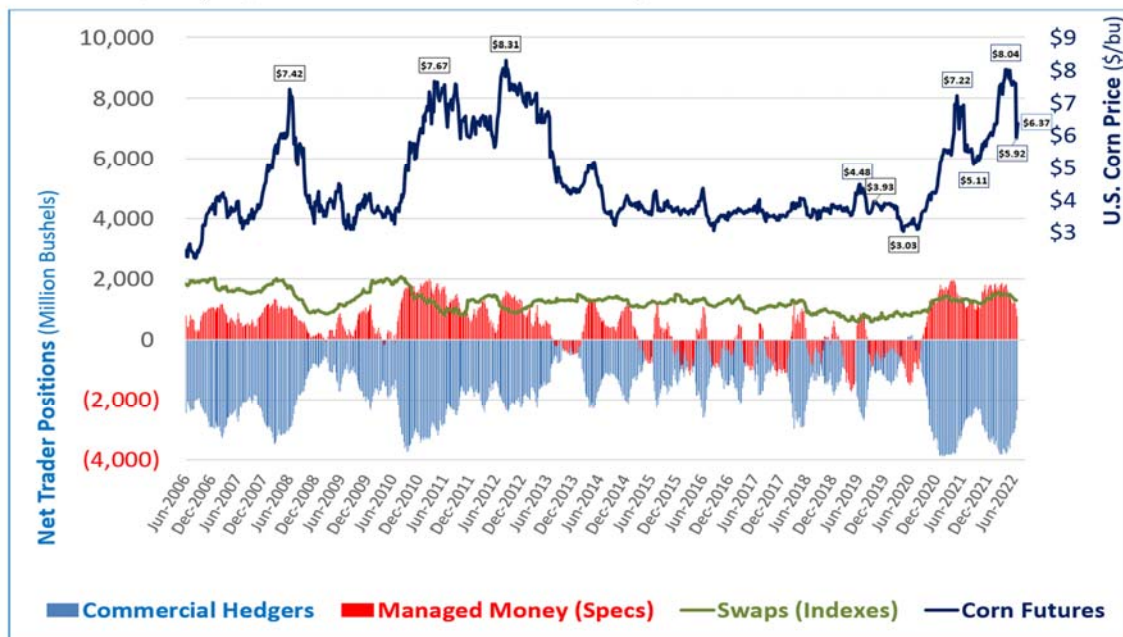
**KANSAS STATE
UNIVERSITY**

Department of Agricultural Economics

Net Position of Traders for CME CORN: June 2006 through July 5, 2022 (Weekly CFTC Position of

75

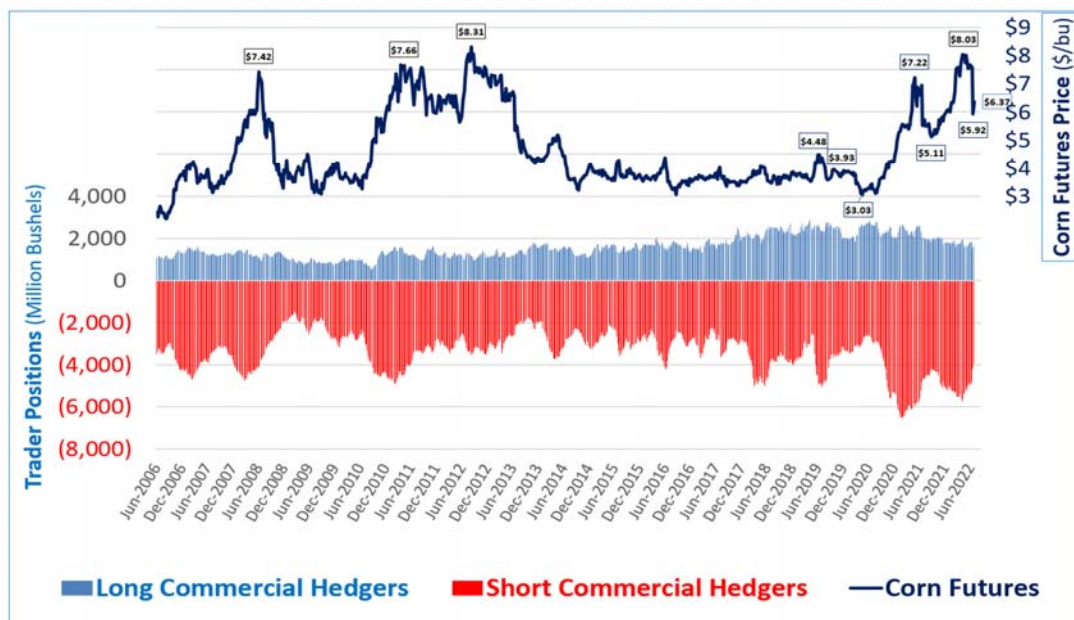
Trader Data) + July 11, 2022 SEPT²⁰²² Corn Futures Closing Price



Commercial Traders (Hedgers) Long & Short Positions for CME CORN:

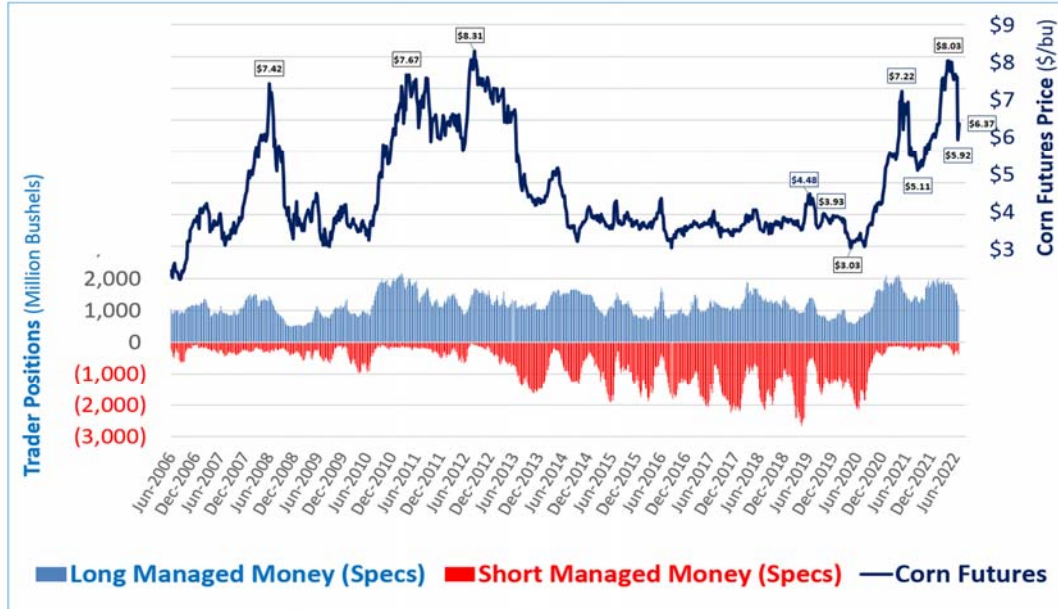
76

June 2006 thru July 5, 2022 (Weekly CFTC Position of Trader Data) + July 11, 2022 SEPT²⁰²² Corn Futures Closes



Managed Money Traders (Specs) Long & Short Positions for CME CORN:

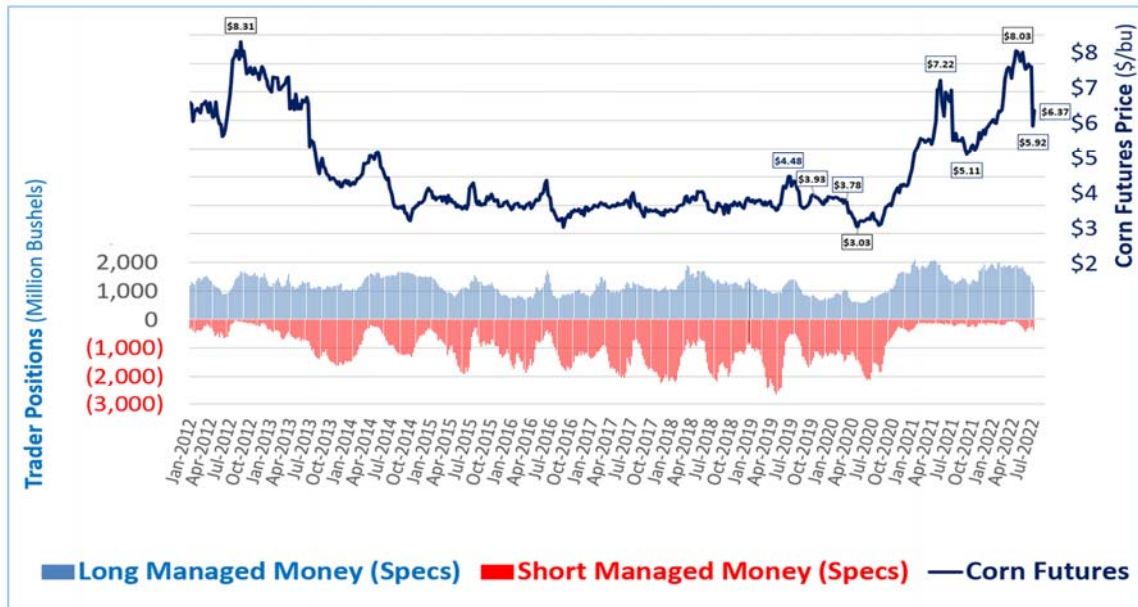
June 2006 thru July 5, 2022 (Weekly CFTC Position of Trader Data) + July 11, 2022 SEPT²⁰²² Corn Futures Closes



77

Managed Money Traders (Specs) Long & Short Positions for CME CORN:

June 2006 thru July 5, 2022 (Weekly CFTC Position of Trader Data) + July 11, 2022 SEPT²⁰²² Corn Futures Closes

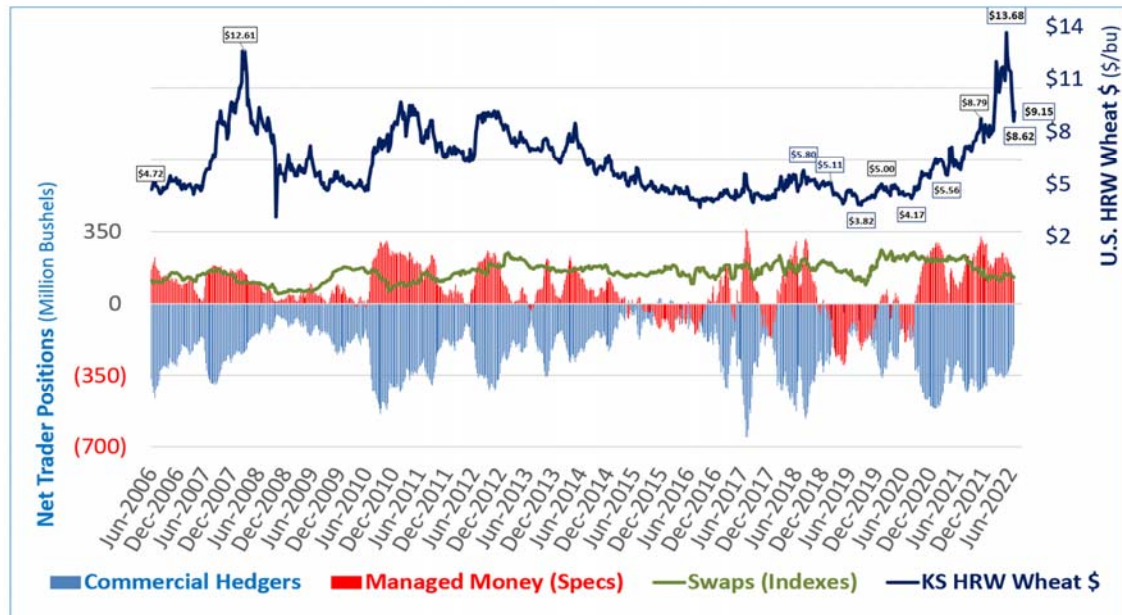


78

Net Position of Traders for CME KC HRW Wheat with Futures \$'s: June 2006

79

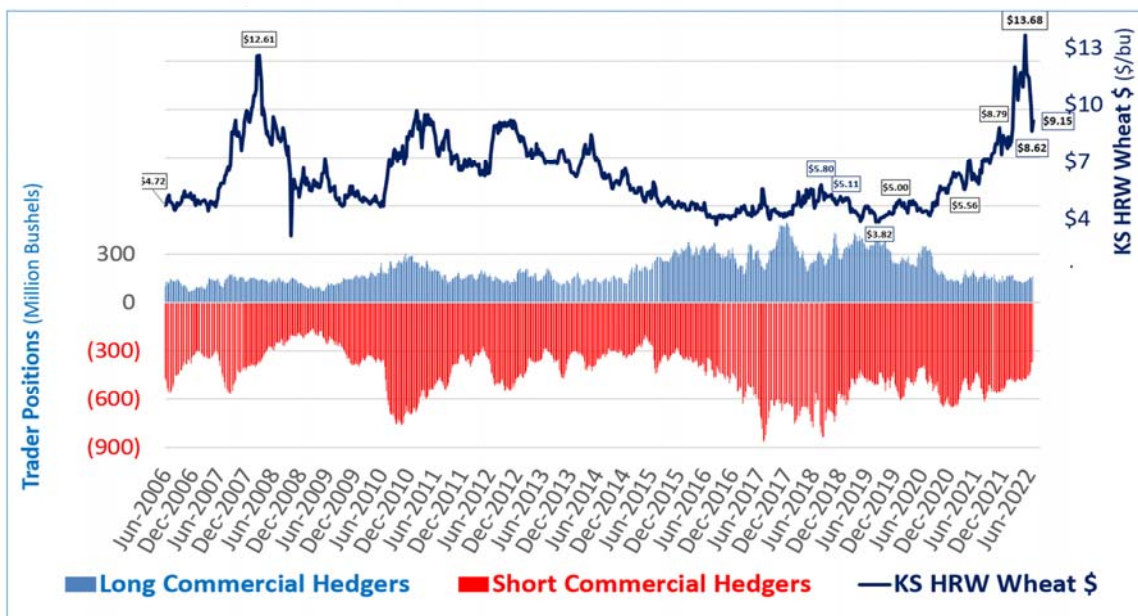
through July 5, 2022 (Weekly CFTC Position of Trader Data) with 7/11/2022 Grain Futures Market Closes for SEPT 2022 Kansas HRW Wheat



Commercial Traders (Hedgers) Long & Short Positions for CME KC HRW Wheat

80

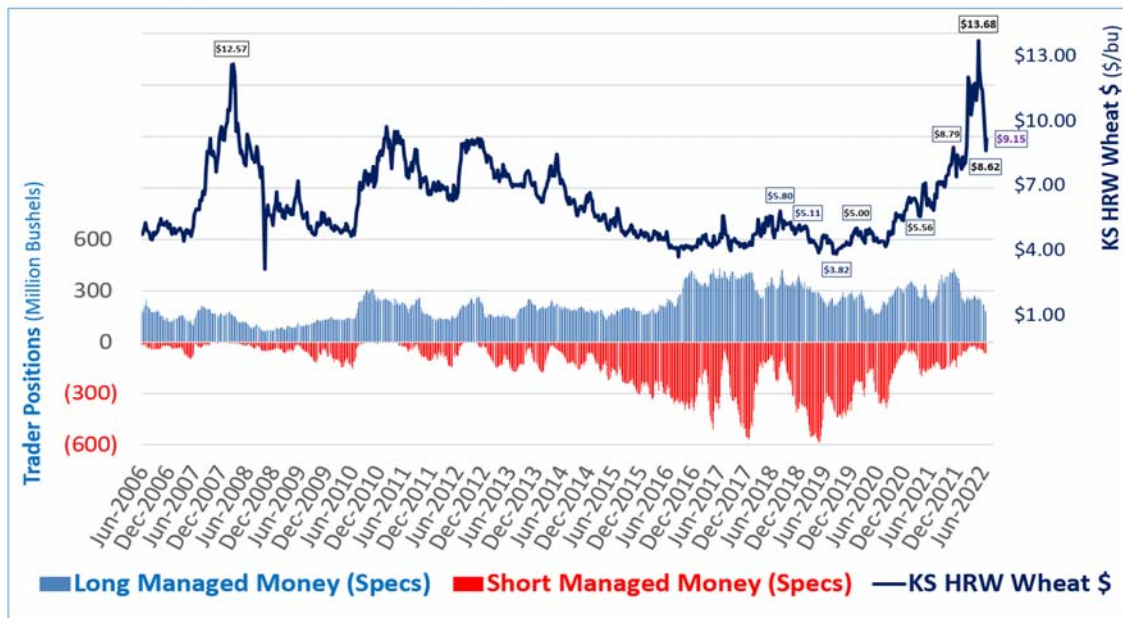
with Futures \$'s: June 2006 – July 5, 2022 (Weekly CFTC Position of Trader Data) with July 11, 2022 Futures Mkt Closes for SEPT 2022 KS HRW Wheat Futures



CME KC HRW Wheat Managed Money Traders Specs Long/Short Positions + Futures \$'s:

81

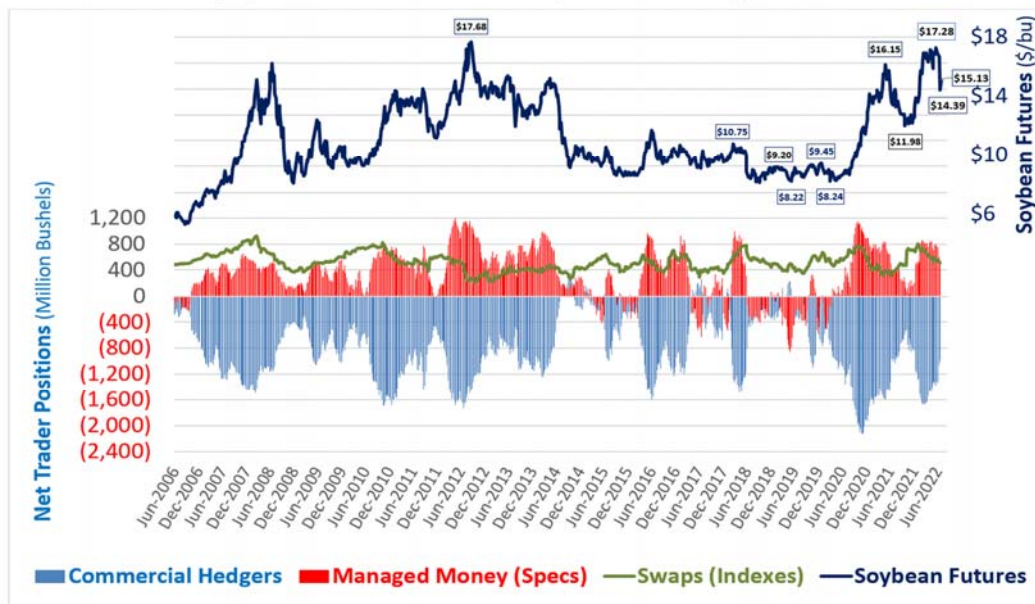
June 2006 – July 5, 2022 (Weekly CFTC Position of Trader Data) with July 11, 2022 Futures Mkt Closes for SEPT 2022 KS HRW Wheat Futures



Net Position of Traders for CME SOYBEANS with Futures:

82

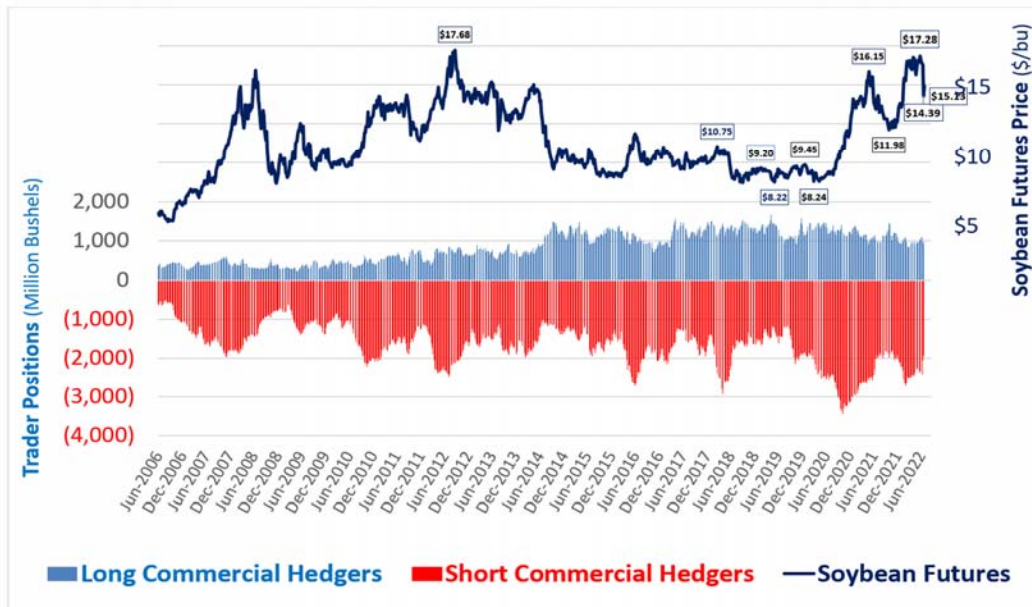
June 2006 – July 5, 2022 (Weekly CFTC Position of Trader Data) + JULY 11, 2022 AUG 2022 Soybean Futures



Commercial Traders (Hedgers) Long & Short Positions for CME Soybean

83

Futures \$'s: June 2006 – July 5, 2022 (Weekly CFTC Position of Trader Data) + July 11, 2022 AUG²⁰²² Soybean Futures



CME SOYBEANS Managed Money Traders (Specs) Long/Short Positions w.

84

Futures \$'s: June 2006 – July 5, 2022 (Weekly CFTC Position of Trader Data) + July 11, 2022 AUG²⁰²² Soybean Futures

