

2016/17 Crop Market Outlook & Strategies

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Key Points

- Higher yields will reduce 2016 break-even price levels
 - Watch for small price rallies
 - Don't Get Greedy!
 - Take advantage of post harvest basis improvement
 - Don't overlook the carry in the market
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U.S. Corn Supply & Demand Table

U.S. Corn	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	90.6 Mill. A.	88.0 Mill. A.	94.5 Mill. A.
Harvested A.	83.1 Mill. A.	80.7 Mill. A.	86.8 Mill. A.
Yield/Harvest A.	171.0 bu.	168.4 bu.	175.3 bu.
Beginning Stocks	1,232 Mill. Bu.	1,731 Mill. Bu.	1,738 Mill. Bu.
Production	14,216 Mill. Bu.	13,601 Mill. Bu.	15,226 Mill. Bu.
Imports	32 Mill. Bu.	67 Mill. Bu.	50 Mill. Bu.
Total Supply	15,479 Mill. Bu.	15,400 Mill. Bu.	17,013 Mill. Bu.
Feed & Residual	5,280 Mill. Bu.	5,130 Mill. Bu.	5,650 Mill. Bu.
Food, Seed, Ind.	6,601 Mill. Bu.	6,635 Mill. Bu.	6,735 Mill. Bu.
Ethanol	5,200 Mill. Bu.	5,206 Mill. Bu.	5,300 Mill. Bu.
Exports	1,867 Mill. Bu.	1,898 Mill. Bu.	2,225 Mill. Bu.
Total Use	13,748 Mill. Bu.	13,662 Mill. Bu.	14,610 Mill. Bu.
Ending Stocks	1,731 Mill. Bu.	1,738 Mill. Bu.	2,403 Mill. Bu.

U.S. Corn Supply & Demand Table

U.S. Corn	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	90.6 Mill. A.	88.0 Mill. A.	94.5 Mill. A.
Harvested A.	83.1 Mill. A.	80.7 Mill. A.	86.8 Mill. A.
Yield/Harvest A.	171.0 bu.	168.4 bu.	175.3 bu.
Beginning Stocks	1,232 Mill. Bu.	1,731 Mill. Bu.	1,738 Mill. Bu.
Production	14,216 Mill. Bu.	13,601 Mill. Bu.	15,226 Mill. Bu.
Imports	22 Mill. Bu.	67 Mill. Bu.	50 Mill. Bu.
Total Supply	15,470 Mill. Bu.	15,400 Mill. Bu.	17,013 Mill. Bu.
Feed	5,650 Mill. Bu.	5,650 Mill. Bu.	5,650 Mill. Bu.
Food	6,735 Mill. Bu.	6,735 Mill. Bu.	6,735 Mill. Bu.
Ethanol	1,353 Mill. Bu.	1,200 Mill. Bu.	5,300 Mill. Bu.
Exports	1,867 Mill. Bu.	1,898 Mill. Bu.	2,225 Mill. Bu.
Total Use	13,748 Mill. Bu.	13,662 Mill. Bu.	14,610 Mill. Bu.
Ending Stocks	1,731 Mill. Bu.	1,738 Mill. Bu.	2,403 Mill. Bu.

National Average Yield was unchanged and is a new record.

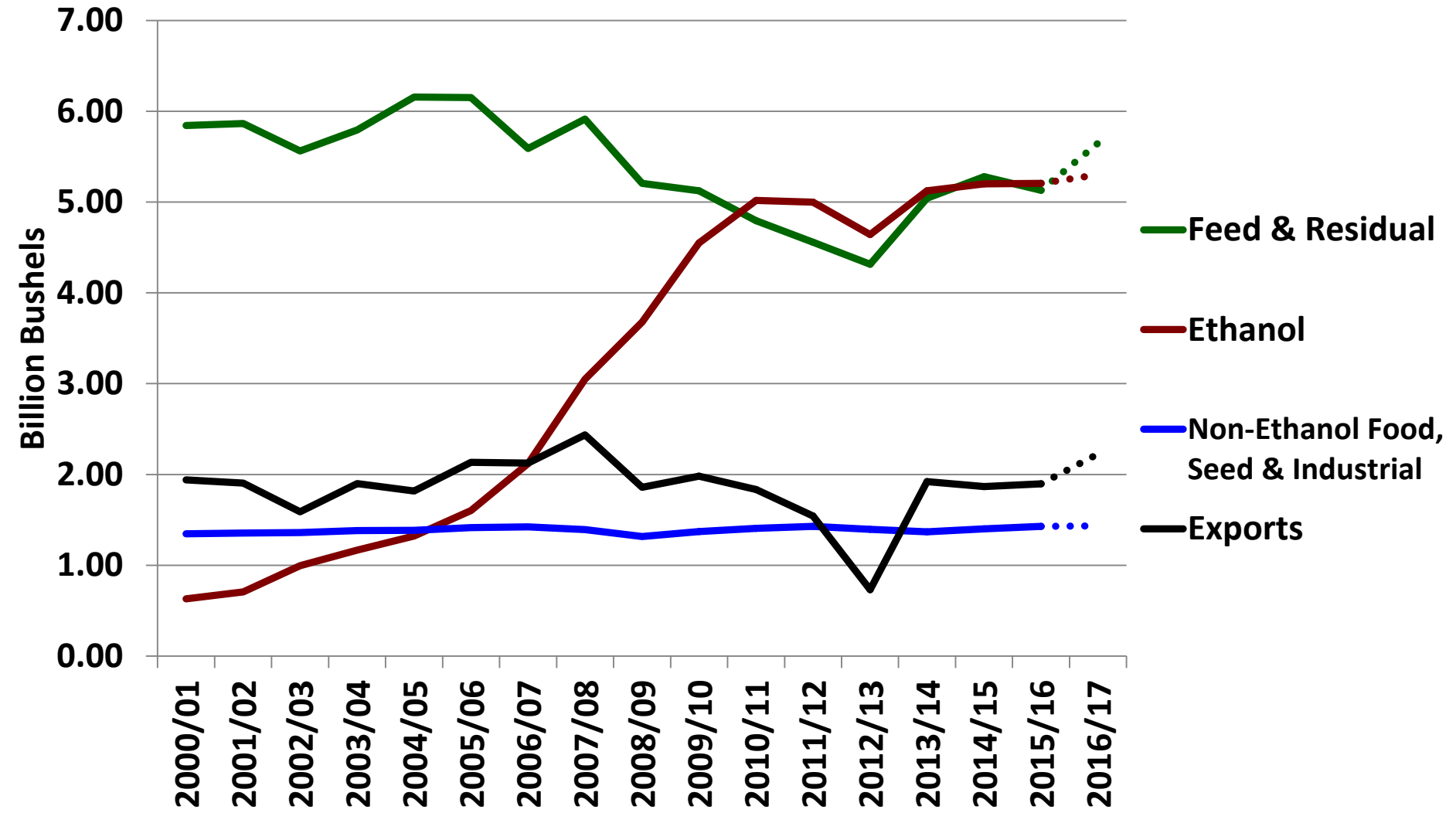
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Production	14,216 Mill. Bu.	13,601 Mill. Bu.	15,226 Mill. Bu.
Imports	32 Mill. Bu.	67 Mill. Bu.	50 Mill. Bu.
Total Supply	15,479 Mill. Bu.	15,400 Mill. Bu.	17,013 Mill. Bu.
Feed & Residual		5,130 Mill. Bu.	5,650 Mill. Bu.
Food & Industrial		5 Mill. Bu.	6,735 Mill. Bu.
Exports		5 Mill. Bu.	5,300 Mill. Bu.
Ending Stocks		2,225 Mill. Bu.	2,225 Mill. Bu.
		14,610 Mill. Bu.	14,610 Mill. Bu.
		2,403 Mill. Bu.	2,403 Mill. Bu.

If correct, *Total Production* would be 7.1% above previous record in 2014/15.

U.S. Corn - Total Use

(Billion Bushels)



U.S. Corn Supply & Demand Table

U.S. Corn				2016/2017 (Dec)	
Planted				94.5 Mill. A.	
Harvested				86.8 Mill. A.	
Yield/Harvest				175.3 bu.	
Beginning Stocks		Mill. Bu.		1,738	Mill. Bu.
Production	14,216	Mill. Bu.	13,601	Mill. Bu.	15,226 Mill. Bu.
Imports	32	Mill. Bu.	67	Mill. Bu.	50 Mill. Bu.
Total Supply	15,479	Mill. Bu.	15,400	Mill. Bu.	17,013 Mill. Bu.
Feed & Residual	5,280	Mill. Bu.	5,130	Mill. Bu.	5,650 Mill. Bu.
Food, Seed, Ind.	6,601	Mill. Bu.	6,635	Mill. Bu.	6,735 Mill. Bu.
Ethanol	5,200	Mill. Bu.	5,206	Mill. Bu.	5,300 Mill. Bu.
Exports	1,867	Mill. Bu.	1,898	Mill. Bu.	2,225 Mill. Bu.
Total Use	13,748	Mill. Bu.	13,662	Mill. Bu.	14,610 Mill. Bu.
Ending Stocks	1,731	Mill. Bu.	1,738	Mill. Bu.	2,403 Mill. Bu.

Feed & Residual is forecast to grow due to increased livestock production and higher spoilage/wastage.

U.S. Corn Supply & Demand Table

U.S. Corn	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Plantings	88.0 Mill. A.	94.5 Mill. A.	
Harvest	Mill. A.	86.8 Mill. A.	
Production	bu.	175.3 bu.	
Imports	31 Mill. Bu.	1,738 Mill. Bu.	
Exports	13,601 Mill. Bu.	15,226 Mill. Bu.	
Total Supply	15,479 Mill. Bu.	15,400 Mill. Bu.	17,013 Mill. Bu.
Feed & Residual	5,280 Mill. Bu.	5,130 Mill. Bu.	5,650 Mill. Bu.
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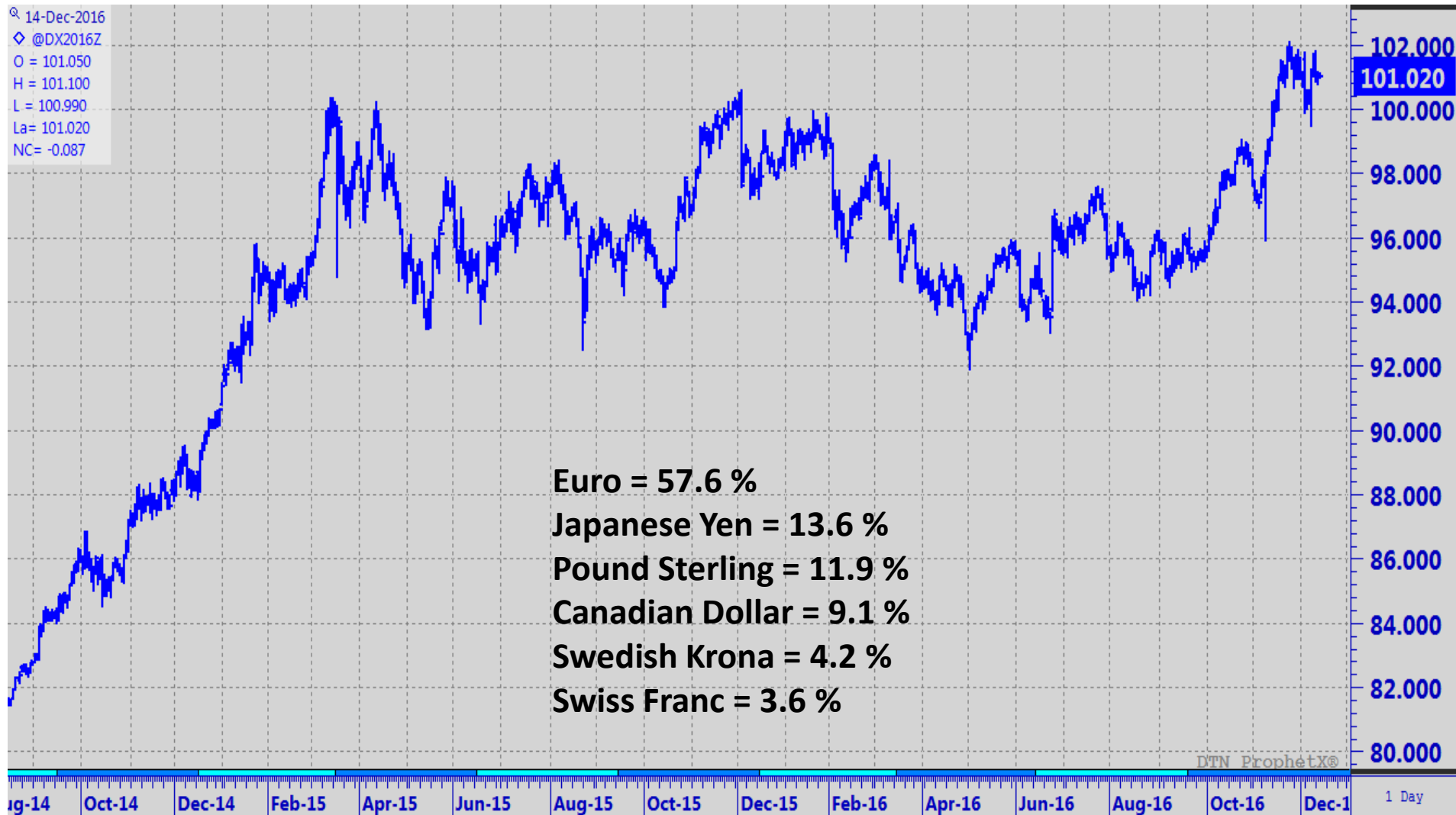
Ethanol Use is expected to grow slightly due to increased gasoline use. New RFS will help.

U.S. Corn Supply & Demand Table

U.S. Corn	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	88.6 Mill. A.	88.0 Mill. A.	94.5 Mill. A.
Harvest	80.7 Mill. A.		86.8 Mill. A.
Yield	1 bu.		175.3 bu.
Total Supply	15,400 Mill. Bu.	15,400 Mill. Bu.	17,013 Mill. Bu.
Feed & Residual	5,280 Mill. Bu.	5,130 Mill. Bu.	5,650 Mill. Bu.
Food, Seed, Ind.	6,601 Mill. Bu.	6,635 Mill. Bu.	6,735 Mill. Bu.
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Ending Stocks	1,731 Mill. Bu.	1,738 Mill. Bu.	2,403 Mill. Bu.

Exports are forecast to increase 17.2%, but is still well below record of 2,437 Mill. Bu. in 2007/08.

U.S. Dollar Index



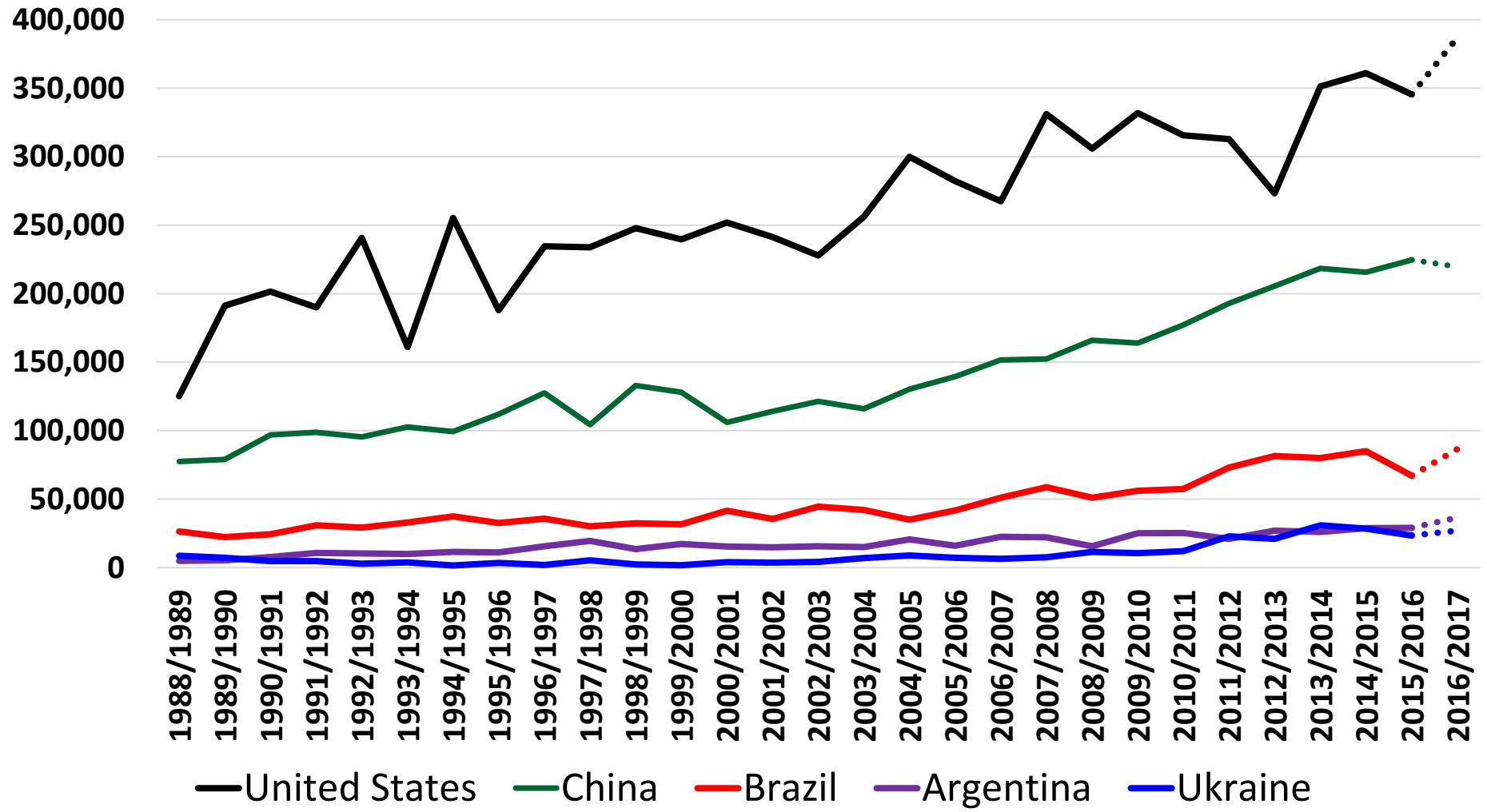
U.S. Corn Export Destinations

(1,000 Metric Ton)

Country	2015/16	2014/15	2013/14	2012/13	2011/12
Mexico	12,558.6	10,793.8	10,526.3	4,370.0	9,537.5
Japan	10,506.6	11,858.6	11,487.0	7,000.2	11,748.6
Columbia	4,629.5	4,413.3	3,359.4	94.9	275.1
South Korea	3,021.6	3,927.2	4,844.2	416.2	3,635.3
Peru	2,490.9	2,421.0	1,414.5	0.0	0.0
Taiwan	2,045.2	1,755.0	1,936.4	511.8	1,265.4

Historical Corn Production

(Million Metric Ton)



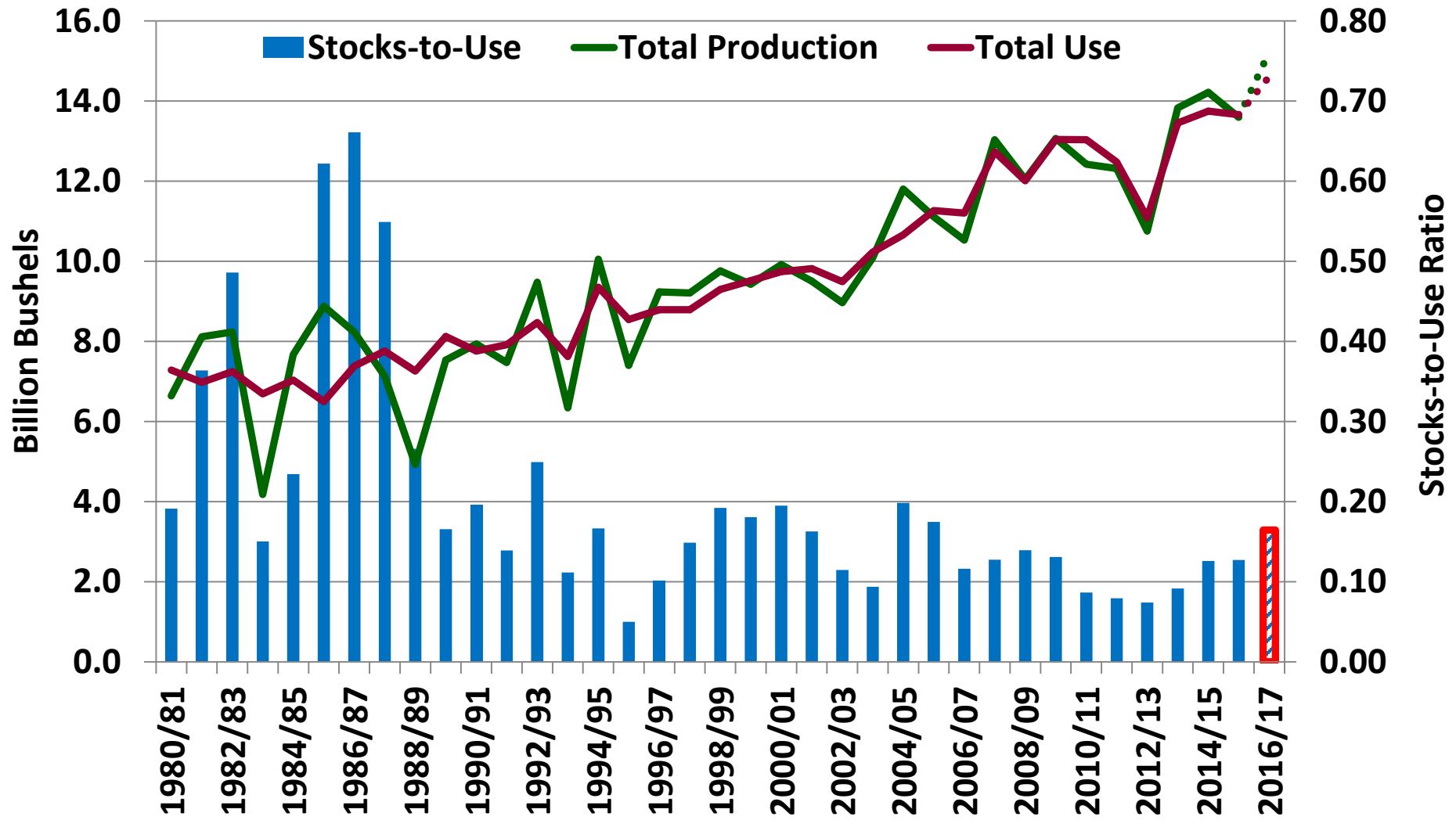
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Harvested A.	83.1 Mill. A.	80.7 Mill. A.	86.8 Mill. A.
Yield/Harvest A	171.0 bu.	168.4 bu.	175.3 bu.
Beginning Stocks	1,731 Mill. Bu.	1,731 Mill. Bu.	1,738 Mill. Bu.
Production	13,601 Mill. Bu.	13,601 Mill. Bu.	15,226 Mill. Bu.
Imports	67 Mill. Bu.	67 Mill. Bu.	50 Mill. Bu.
Total Supply	15,400 Mill. Bu.	15,400 Mill. Bu.	17,013 Mill. Bu.
Feed & Res.	5,130 Mill. Bu.	5,130 Mill. Bu.	5,650 Mill. Bu.
Food, Seed, Ind.	6,601 Mill. Bu.	6,635 Mill. Bu.	6,735 Mill. Bu.
Ethanol	5,200 Mill. Bu.	5,206 Mill. Bu.	5,300 Mill. Bu.
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Total Use	13,748 Mill. Bu.	13,662 Mill. Bu.	14,610 Mill. Bu.
Ending Stocks	1,731 Mill. Bu.	1,738 Mill. Bu.	2,403 Mill. Bu.

**Stocks-to-Use Ratio is
forecast to increase
from 12.7% to 16.4%**

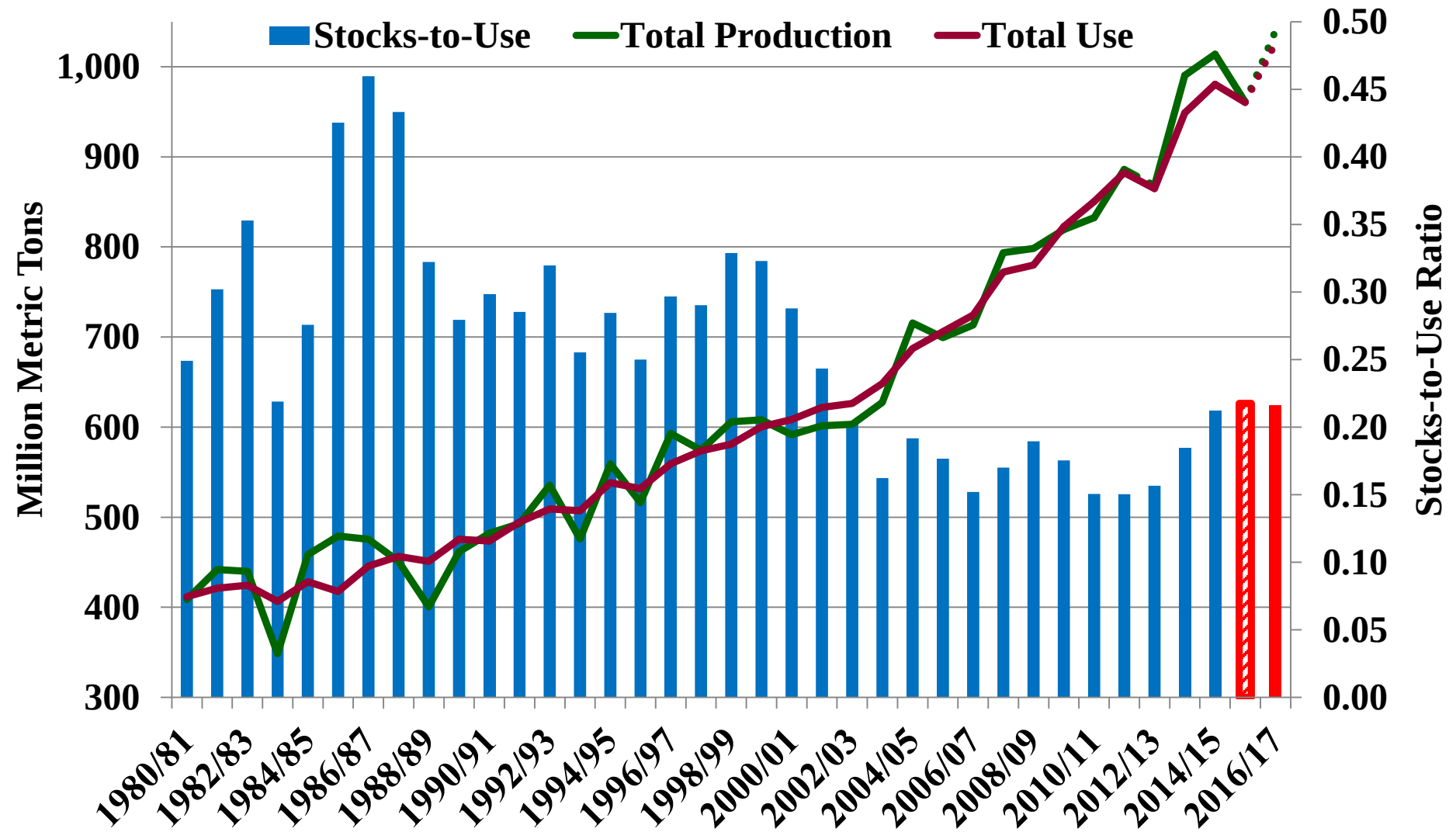
U.S. Corn – Total Production & Use

(Billion Bushels)



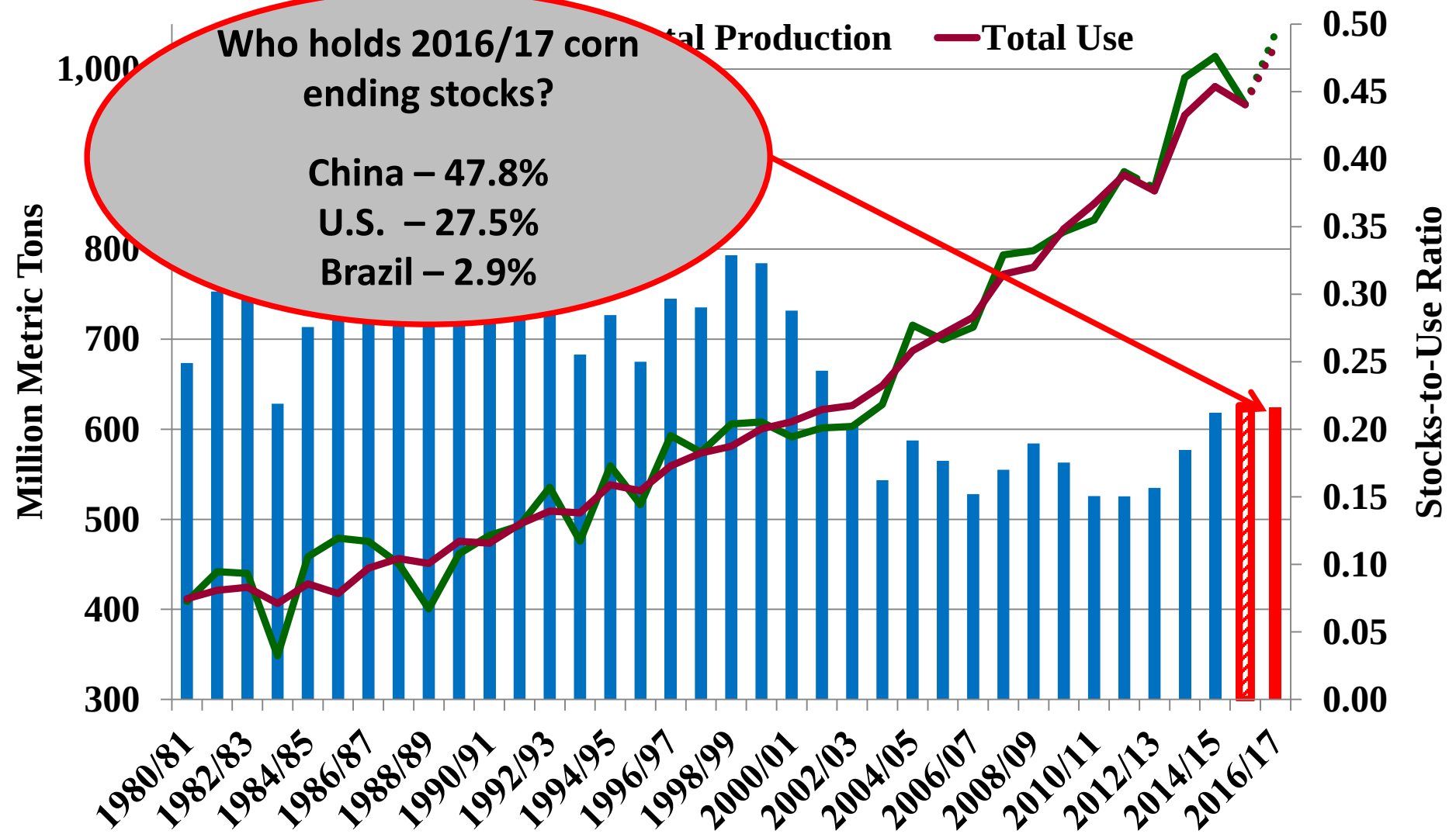
World Corn Prod, Use & Stocks/Use

(Million Metric Ton)



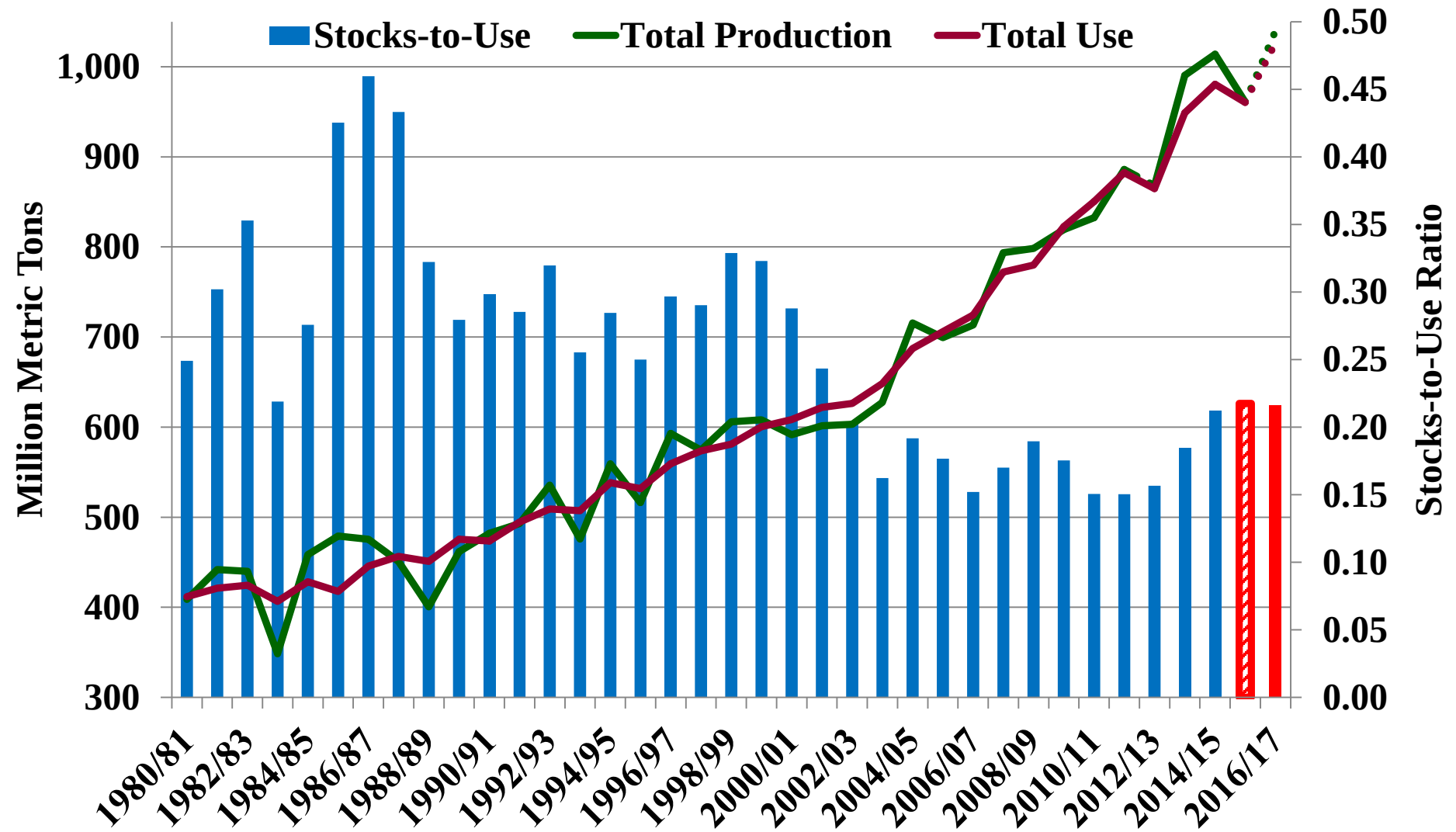
World Corn Prod, Use & Stocks/Use

(Million Metric Ton)



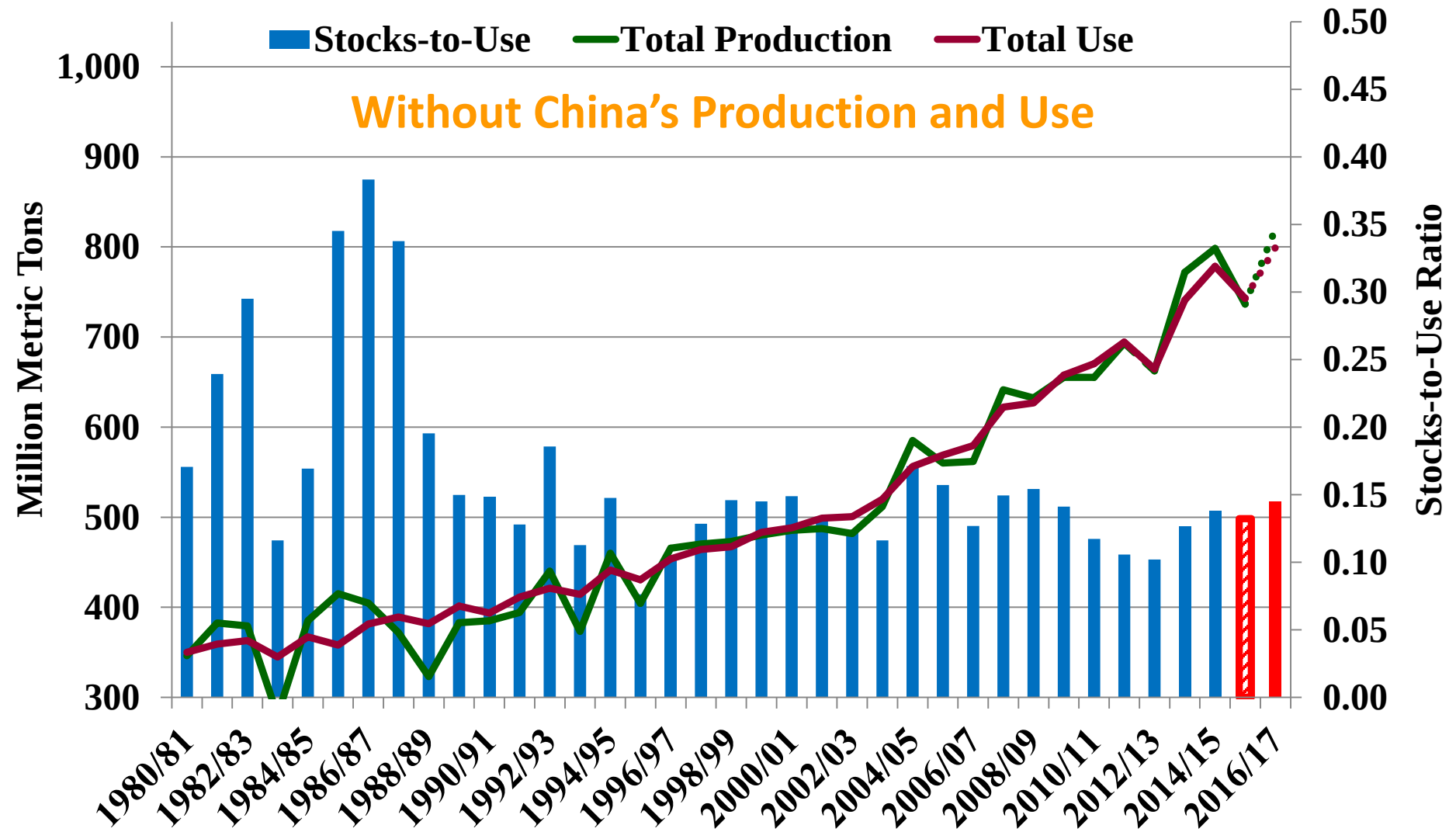
World Corn Prod, Use & Stocks/Use

(Million Metric Ton)



World Corn Prod, Use & Stocks/Use

(Million Metric Ton)



U.S. Soybean Supply & Demand Table

U.S. Soybean	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	83.3 Mill. A.	82.7 Mill. A.	83.7 Mill. A.
Harvested A.	82.6 Mill. A.	81.7 Mill. A.	83.0 Mill. A.
Yield/Harvest A.	47.5 bu.	48.0 bu.	52.5 bu.
Beginning Stocks	92 Mill. Bu.	191 Mill. Bu.	197 Mill. Bu.
Production	3,927 Mill. Bu.	3,926 Mill. Bu.	4,361 Mill. Bu.
Imports	33 Mill. Bu.	24 Mill. Bu.	30 Mill. Bu.
Total Supply	4,052 Mill. Bu.	4,140 Mill. Bu.	4,588 Mill. Bu.
Crushings	1,873 Mill. Bu.	1,886 Mill. Bu.	1,930 Mill. Bu.
Exports	1,842 Mill. Bu.	1,936 Mill. Bu.	2,050 Mill. Bu.
Seed	96 Mill. Bu.	97 Mill. Bu.	95 Mill. Bu.
Residual	50 Mill. Bu.	24 Mill. Bu.	32 Mill. Bu.
Total Use	3,862 Mill. Bu.	3,943 Mill. Bu.	4,108 Mill. Bu.
Ending Stocks	191 Mill. Bu.	197 Mill. Bu.	480 Mill. Bu.

U.S. Soybean Supply & Demand Table

U.S. Soybean	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	83.3 Mill. A.	82.7 Mill. A.	83.7 Mill. A.
Harvested A.	82.6 Mill. A.	81.7 Mill. A.	83.0 Mill. A.
Yield/Harvest A.	47.5 bu.	48.0 bu.	52.5 bu.
Beginning Stocks	92 Mill. Bu.	191 Mill. Bu.	197 Mill. Bu.
Production	3,927 Mill. Bu.	3,926 Mill. Bu.	4,361 Mill. Bu.
Imports		24 Mill. Bu.	30 Mill. Bu.
Total Supply	4,019 Mill. Bu.	4,141 Mill. Bu.	4,588 Mill. Bu.
Cropland			1,930 Mill. Bu.
Exports			2,050 Mill. Bu.
Seed	50 Mill. Bu.	97 Mill. Bu.	95 Mill. Bu.
Residual	50 Mill. Bu.	24 Mill. Bu.	32 Mill. Bu.
Total Use	3,862 Mill. Bu.	3,943 Mill. Bu.	4,108 Mill. Bu.
Ending Stocks	191 Mill. Bu.	197 Mill. Bu.	480 Mill. Bu.

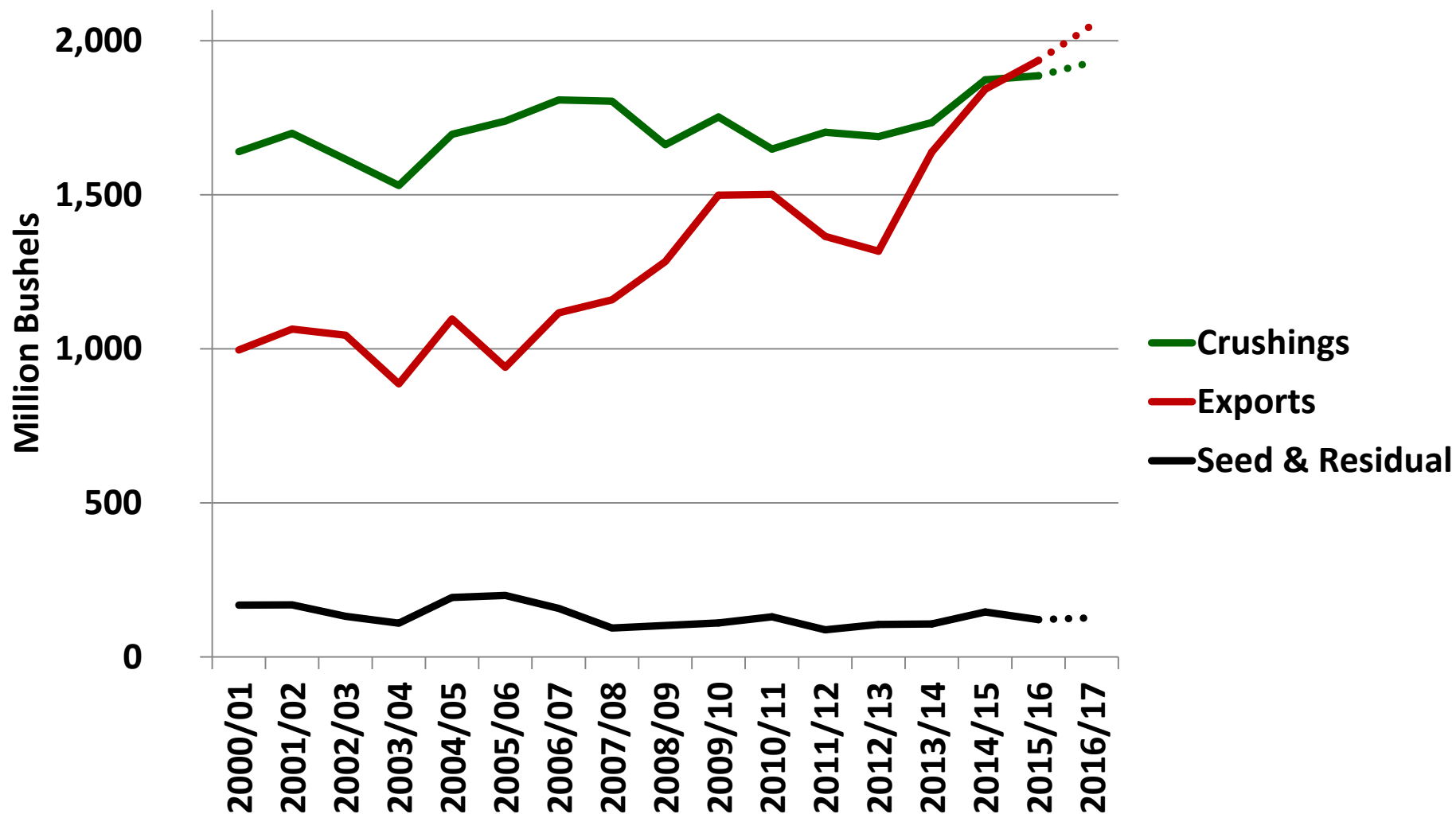
National Average Yield was unchanged and is a new record.

U.S. Soybean Supply & Demand Table

U.S. Soybean	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	83.3 Mill. A.	82.7 Mill. A.	83.7 Mill. A.
Harvested A.	82.6 Mill. A.	81.7 Mill. A.	83.0 Mill. A.
Yield/Harvest A.	47.5 bu.	48.0 bu.	52.5 bu.
Beginning Stocks	92 Mill. Bu.	191 Mill. Bu.	197 Mill. Bu.
Production	3,927 Mill. Bu.	3,926 Mill. Bu.	4,361 Mill. Bu.
Imports	33 Mill. Bu.	24 Mill. Bu.	30 Mill. Bu.
Total Supply	4,052 Mill. Bu.	4,140 Mill. Bu.	4,588 Mill. Bu.
Crushings		1,886 Mill. Bu.	1,930 Mill. Bu.
Exports		2,036 Mill. Bu.	2,050 Mill. Bu.
See		Mill. Bu.	95 Mill. Bu.
Re		Mill. Bu.	32 Mill. Bu.
		Mill. Bu.	4,108 Mill. Bu.
Ending S		197 Mill. Bu.	480 Mill. Bu.

**Total Production is the
4th record production in
a row!**

U.S. Soybean Use



U.S. Soybean Supply & Demand Table

If correct, *Crushings* would be a new record due to increased feed usage, strong meal demand and increased RFS.

U.S. Soybean Supply and Demand (Mill. Bu.)	2016/2017 (Dec)	
Beginning Stocks	83.7 Mill. A.	
Production	83.0 Mill. A.	
Imports	52.5 bu.	
Total Supply	197 Mill. Bu.	
Crushings	4,361 Mill. Bu.	
Exports	33 Mill. Bu.	
Seed	24 Mill. Bu.	
Residual	30 Mill. Bu.	
Total Use	4,388 Mill. Bu.	
Ending Stocks	191 Mill. Bu.	

U.S. Soybean Supply & Demand Table

If correct, *Exports* would also be a new record (5.9% increase).

This is the second year that *Exports* exceed *Crushings*

U.S. Soybean Supply and Demand (est.)	2016/2017 (Dec)		
Plantings			83.7 Mill. A.
Harvest			83.0 Mill. A.
Beginning Stocks			52.5 bu.
Production			197 Mill. Bu.
Imports			4,361 Mill. Bu.
Total Supply	4,052 Mill. Bu.	4,140 Mill. Bu.	4,588 Mill. Bu.
Crushings	1,873 Mill. Bu.	1,886 Mill. Bu.	1,930 Mill. Bu.
Exports	1,842 Mill. Bu.	1,936 Mill. Bu.	2,050 Mill. Bu.
Seed	96 Mill. Bu.	97 Mill. Bu.	95 Mill. Bu.
Residual	50 Mill. Bu.	24 Mill. Bu.	32 Mill. Bu.
Total Use	3,862 Mill. Bu.	3,943 Mill. Bu.	4,108 Mill. Bu.
Ending Stocks	191 Mill. Bu.	197 Mill. Bu.	480 Mill. Bu.

U.S. Soybean Export Destinations

(1,000 Metric Ton)

Country	2015/16	2014/15	2013/14	2012/13	2011/12
China	29,855.0	29,640.8	27,602.2	21,522.4	23,506.9
Mexico	3,252.6	3,438.8	3,194.5	2,565.4	3,153.1
Japan	2,145.6	2,011.4	1,826.4	1,751.0	1,673.6
Netherlands	2,037.7	1,879.4	1,015.6	734.6	606.8
Indonesia	2,028.6	1,875.9	2,291.5	1,682.4	1,711.0
Germany	1,757.6	1,005.9	676.1	1,085.2	433.5

U.S. Soybean Supply & Demand Table

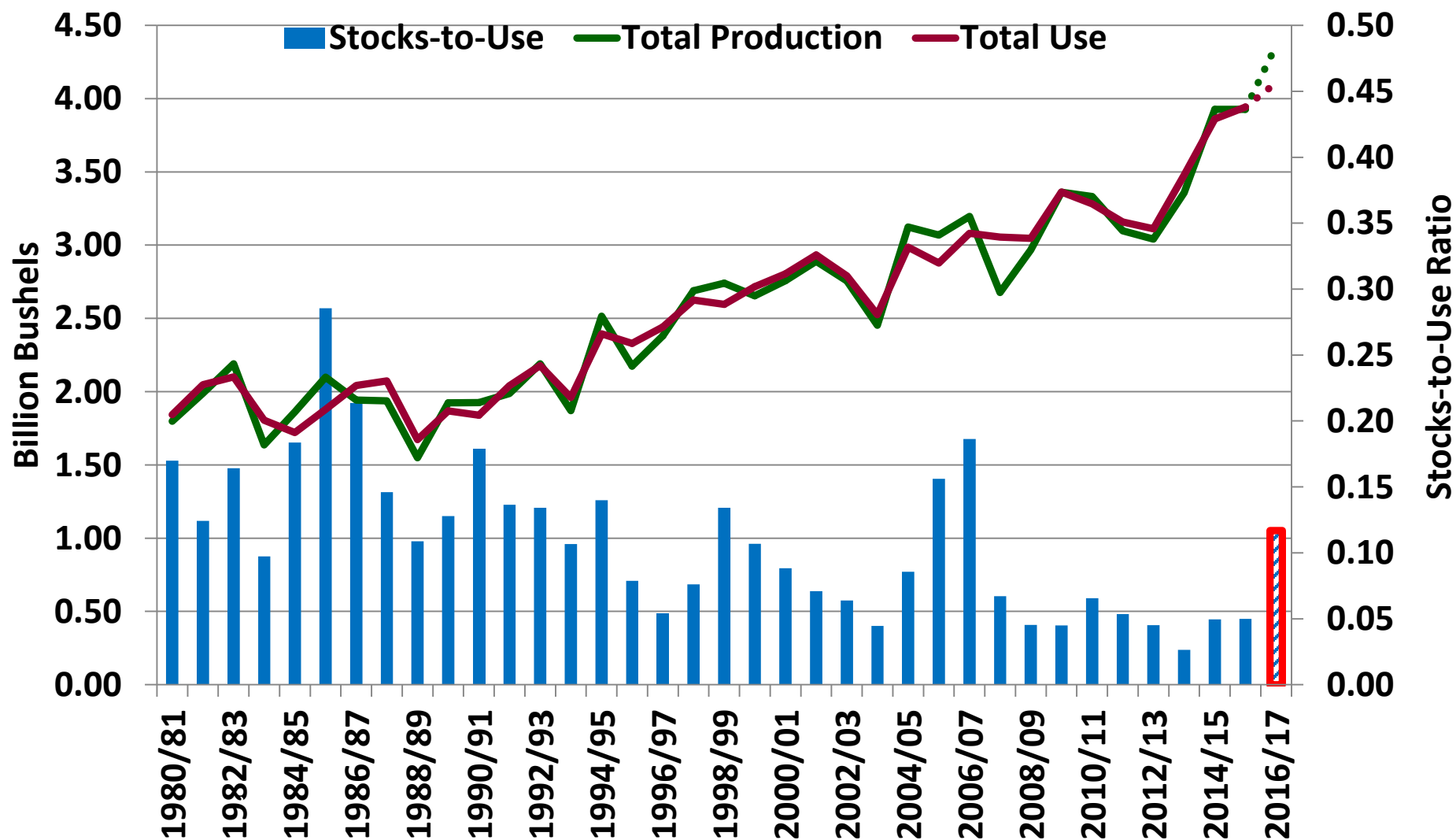
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Planted A.		83.7 Mill. A.	83.7 Mill. A.
Harvested A.			83.0 Mill. A.
Yield			52.5 bu.
Production			197 Mill. Bu.
Imports			4,361 Mill. Bu.
Total Supply			4,588 Mill. Bu.
Crushings		1,886 Mill. Bu.	1,930 Mill. Bu.
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Total Use	3,862 Mill. Bu.	3,943 Mill. Bu.	4,108 Mill. Bu.
Ending Stocks	191 Mill. Bu.	197 Mill. Bu.	480 Mill. Bu.

**Stocks-to-Use Ratio is
forecast to increase from
5.0% to 11.7%**

***Total Production is increasing
faster than Use.***

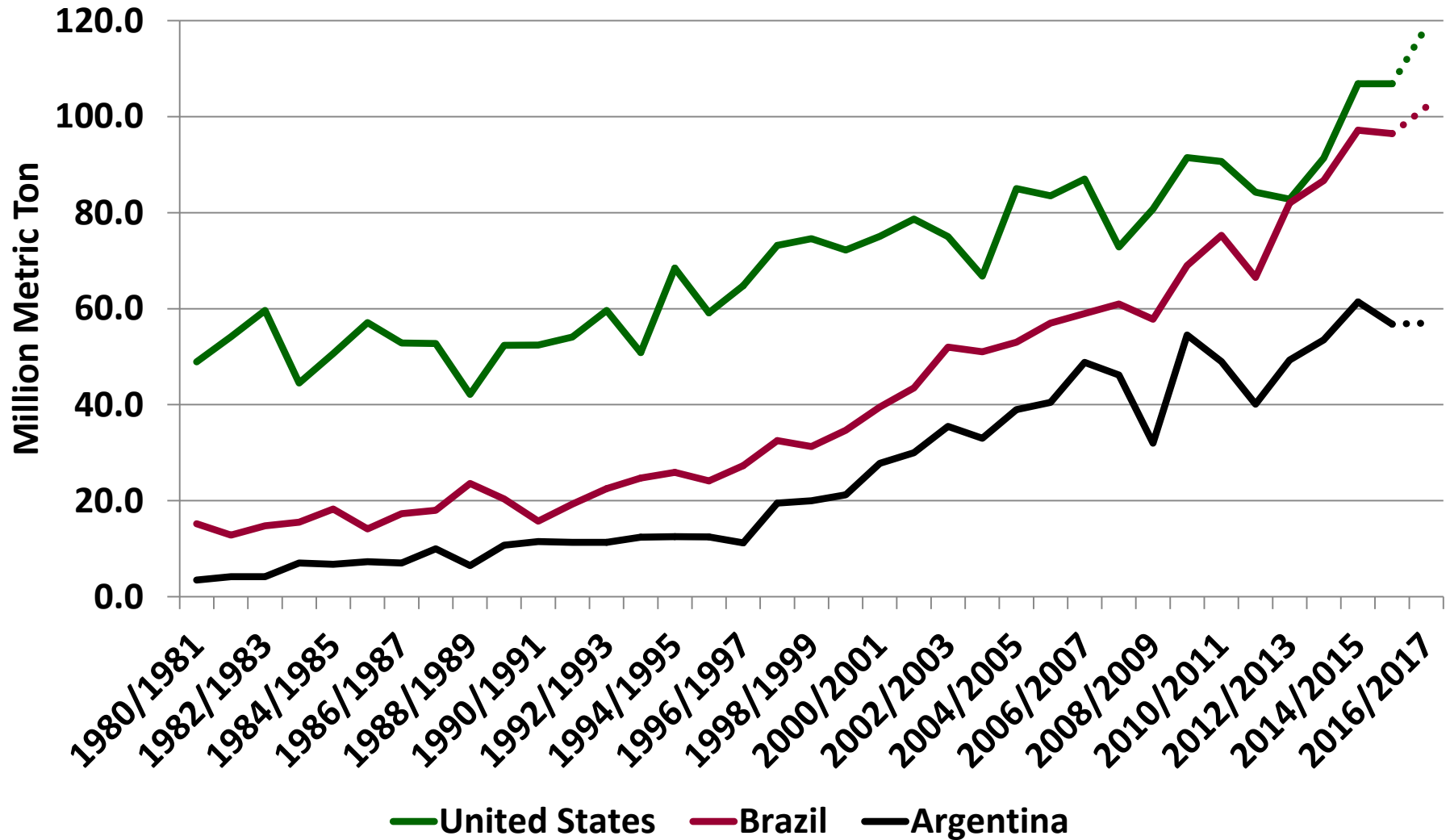
U.S. Soybean – Total Prod. & Use

(Billion Bushels)



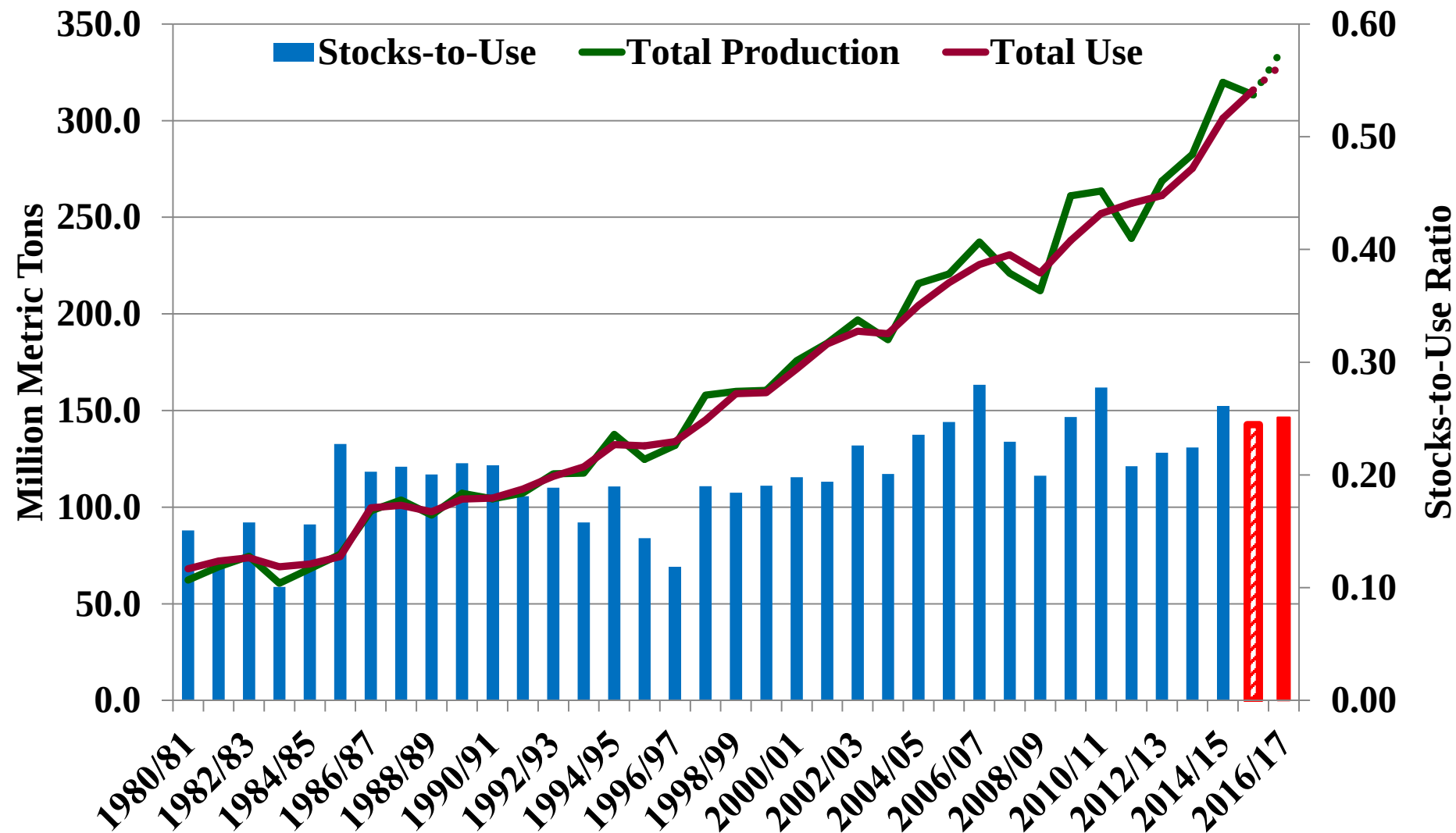
Historical Soybean Production

(Million Metric Ton)



World Soybean Prod, Use & Stocks/Use

(Million Metric Ton)



U.S. All Wheat Supply & Demand Table

U.S. All Wheat	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	56.8 Mill. A.	55.0 Mill. A.	50.2 Mill. A.
Harvested A.	46.4 Mill. A.	47.3 Mill. A.	43.9 Mill. A.
Yield/Harvest A.	43.7 bu.	43.6 bu.	52.6 bu.
Begin Stocks	590 Mill. Bu.	752 Mill. Bu.	976 Mill. Bu.
Production	2,026 Mill. Bu.	2,062 Mill. Bu.	2,310 Mill. Bu.
Imports	151 Mill. Bu.	113 Mill. Bu.	125 Mill. Bu.
Total Supply	2,768 Mill. Bu.	2,927 Mill. Bu.	3,410 Mill. Bu.
Food	958 Mill. Bu.	957 Mill. Bu.	963 Mill. Bu.
Seed	79 Mill. Bu.	67 Mill. Bu.	69 Mill. Bu.
Feed & Residual	114 Mill. Bu.	152 Mill. Bu.	260 Mill. Bu.
Exports	864 Mill. Bu.	775 Mill. Bu.	975 Mill. Bu.
Total Use	2,015 Mill. Bu.	1,952 Mill. Bu.	2,267 Mill. Bu.
Ending Stocks	752 Mill. Bu.	976 Mill. Bu.	1,143 Mill. Bu.

U.S. All Wheat Supply & Demand Table

U.S. All Wheat	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	56.8 Mill. A.	55.0 Mill. A.	50.2 Mill. A.
Harvested A.	46.4 Mill. A.	47.3 Mill. A.	43.9 Mill. A.
Yield/Harvest A.	43.7 bu.	43.6 bu.	52.6 bu.
Begin Stocks	590 Mill. Bu.	752 Mill. Bu.	976 Mill. Bu.
Production	2,026 Mill. Bu.	2,062 Mill. Bu.	2,310 Mill. Bu.
Imports	151 Mill. Bu.	113 Mill. Bu.	125 Mill. Bu.
Total Supply	2,767 Mill. Bu.	2,927 Mill. Bu.	3,410 Mill. Bu.
Food			963 Mill. Bu.
Industrial			69 Mill. Bu.
Residual			260 Mill. Bu.
Exports			975 Mill. Bu.
Total Use	2,015 Mill. Bu.	1,952 Mill. Bu.	2,267 Mill. Bu.
Ending Stocks	752 Mill. Bu.	976 Mill. Bu.	1,143 Mill. Bu.

**Projected *Yield* is 5.5 bu./a.
above trend line and 20.6%
higher than 2015**

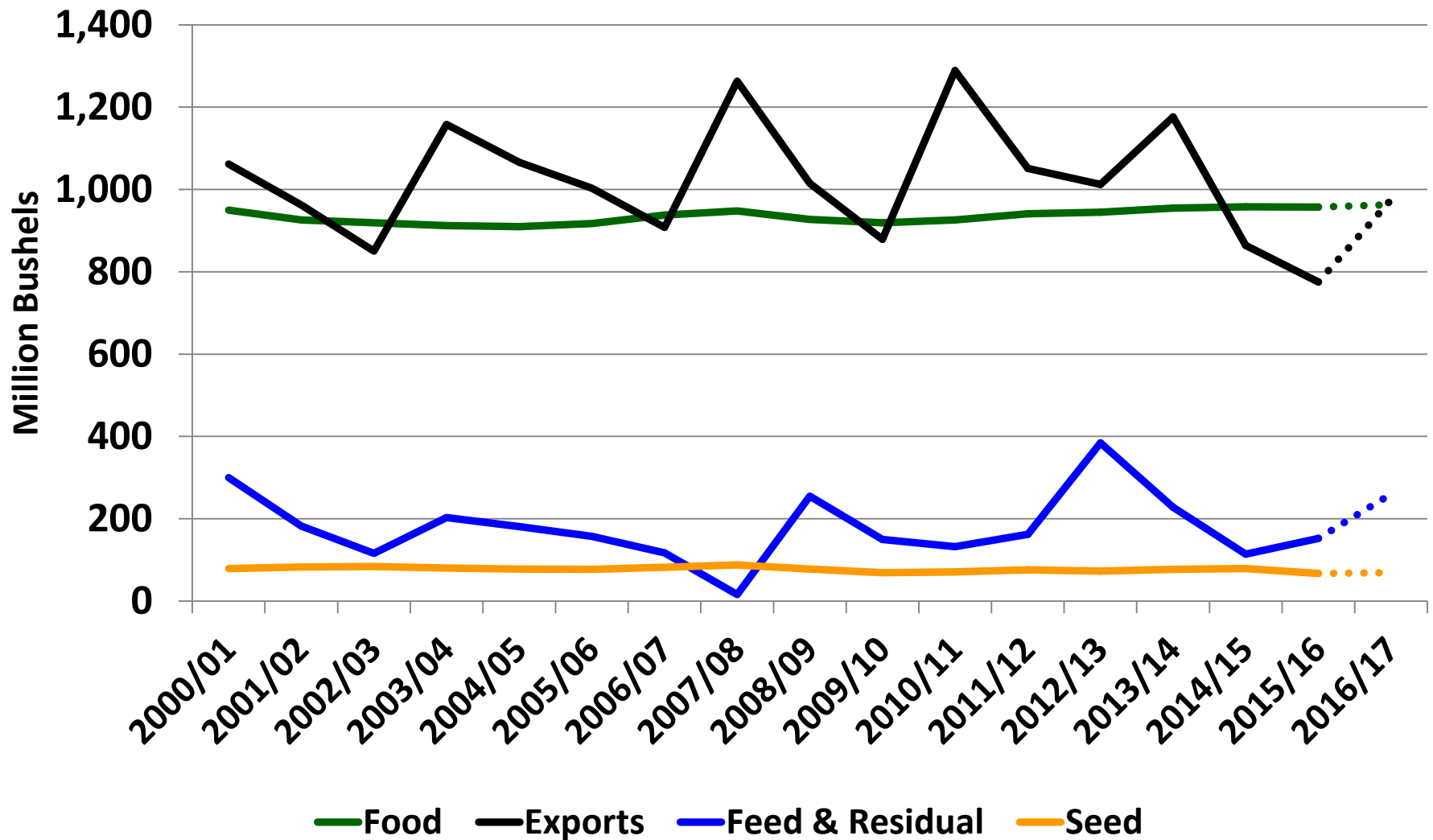
U.S. All Wheat Supply & Demand Table

U.S. All Wheat	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	56.8 Mill. A.	55.0 Mill. A.	50.2 Mill. A.
Harvested A.	46.4 Mill. A.	47.3 Mill. A.	43.9 Mill. A.
Yield/Harvest A.	43.7 bu.	43.6 bu.	52.6 bu.
Begin Stocks	590 Mill. Bu.	752 Mill. Bu.	976 Mill. Bu.
Production	2,026 Mill. Bu.	2,062 Mill. Bu.	2,310 Mill. Bu.
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Food	958 Mill. Bu.	957 Mill. Bu.	963 Mill. Bu.
Seed		67 Mill. Bu.	69 Mill. Bu.
Export		152 Mill. Bu.	260 Mill. Bu.
Extr.		775 Mill. Bu.	975 Mill. Bu.
Total Use	1,952 Mill. Bu.	1,952 Mill. Bu.	2,267 Mill. Bu.
Ending Stocks	752 Mill. Bu.	976 Mill. Bu.	1,143 Mill. Bu.

**Total Production is
12.0% above 2015,
but not a record.**

U.S. All Wheat Use

(Million Bushels)



U.S. All Wheat Supply & Demand Table

U.S. All Wheat		2015/2016 (est.)	2016/2017 (Dec)
Planting		55.0 Mill. A.	50.2 Mill. A.
Harvest		47.3 Mill. A.	43.9 Mill. A.
Yield		43.6 bu.	52.6 bu.
Beginning Stocks		752 Mill. Bu.	976 Mill. Bu.
Production		2,062 Mill. Bu.	2,310 Mill. Bu.
Imports	151 Mill. Bu.	113 Mill. Bu.	125 Mill. Bu.
Total Supply	2,768 Mill. Bu.	2,927 Mill. Bu.	3,410 Mill. Bu.
Food	958 Mill. Bu.	957 Mill. Bu.	963 Mill. Bu.
Seed	79 Mill. Bu.	67 Mill. Bu.	69 Mill. Bu.
Feed & Residual	114 Mill. Bu.	152 Mill. Bu.	260 Mill. Bu.
Exports	864 Mill. Bu.	775 Mill. Bu.	975 Mill. Bu.
Total Use	2,015 Mill. Bu.	1,952 Mill. Bu.	2,267 Mill. Bu.
Ending Stocks	752 Mill. Bu.	976 Mill. Bu.	1,143 Mill. Bu.

Food use changes with U.S. population growth and flour extraction rates.

U.S. All Wheat Supply & Demand Table

U.S. All Wheat	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.			50.2 Mill. A.
Harvest			43.9 Mill. A.
Yield			6 bu.
			Mill. Bu.
			Mill. Bu.
			25 Mill. Bu.
Total			3,410 Mill. Bu.
Food			963 Mill. Bu.
Seed	79 Mill. Bu.	67 Mill. Bu.	69 Mill. Bu.
Feed & Residual	114 Mill. Bu.	152 Mill. Bu.	260 Mill. Bu.
Exports	864 Mill. Bu.	775 Mill. Bu.	975 Mill. Bu.
Total Use	2,015 Mill. Bu.	1,952 Mill. Bu.	2,267 Mill. Bu.
Ending Stocks	752 Mill. Bu.	976 Mill. Bu.	1,143 Mill. Bu.

Exports are critical for U.S. wheat prices and are forecast to increase 25.8%.

However, the 2015/16 exports of 775 Mill. Bu. is the lowest since 1971/72, which was 610 Mill. Bu.

U.S. All Wheat Export Destinations

(1,000 Metric Ton)

Country	2015/16	2014/15	2013/14	2012/13	2011/12
Japan	2,434.0	3,120.5	2,674.3	3,544.0	3,512.1
Mexico	2,318.1	2,721.1	2,940.3	2,760.5	3,495.9
Philippines	2,118.4	2,337.9	2,013.1	1,965.2	2,038.6
Nigeria	1,401.2	1,904.0	2,629.4	3,002.1	3,248.0
South Korea	1,073.7	1,148.1	1,287.0	1,385.0	1,983.0
Taiwan	1,033.7	1,001.6	980.0	1,038.1	887.9

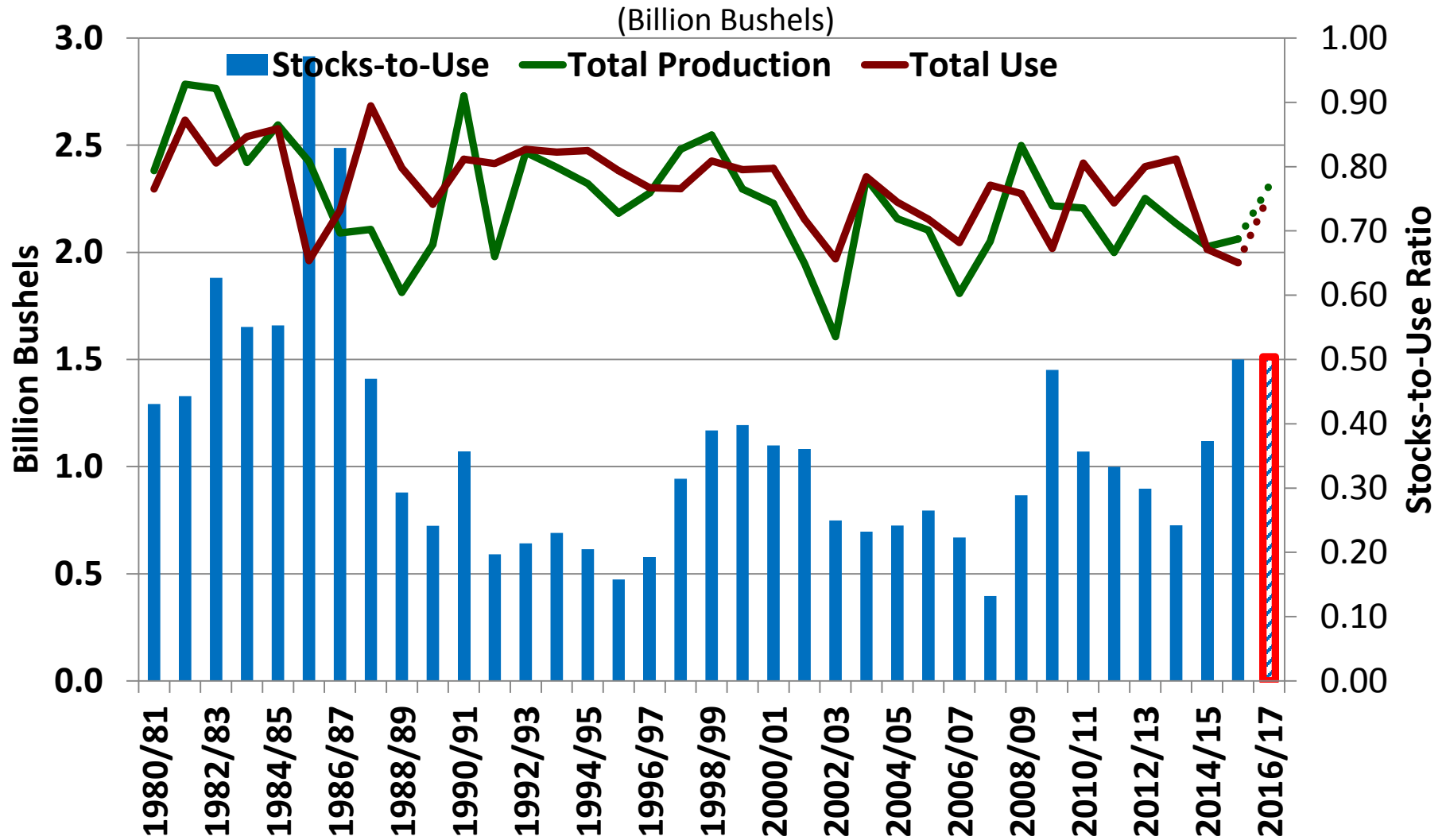
U.S. All Wheat Supply & Demand Table

U.S. All Wheat	2014/2015	2015/2016 (est.)	2016/2017 (Dec)
Planted A.	56.8 Mill. A.	55.0 Mill. A.	50.2 Mill. A.
Harvested A.	46.4 Mill. A.	47.3 Mill. A.	43.9 Mill. A.
Yield/Harvest A.	42.7 bu.	43.6 bu.	52.6 bu.
Begin Stocks		976 Mill. Bu.	976 Mill. Bu.
Production		2,310 Mill. Bu.	2,310 Mill. Bu.
Imports		125 Mill. Bu.	125 Mill. Bu.
		3,410 Mill. Bu.	3,410 Mill. Bu.
Food		963 Mill. Bu.	963 Mill. Bu.
Seed		69 Mill. Bu.	69 Mill. Bu.
Feed & Residual		152 Mill. Bu.	260 Mill. Bu.
Exports	864 Mill. Bu.	775 Mill. Bu.	975 Mill. Bu.
Total Use	2,015 Mill. Bu.	1,952 Mill. Bu.	2,267 Mill. Bu.
Ending Stocks	752 Mill. Bu.	976 Mill. Bu.	1,143 Mill. Bu.

Ending Stocks remain large.

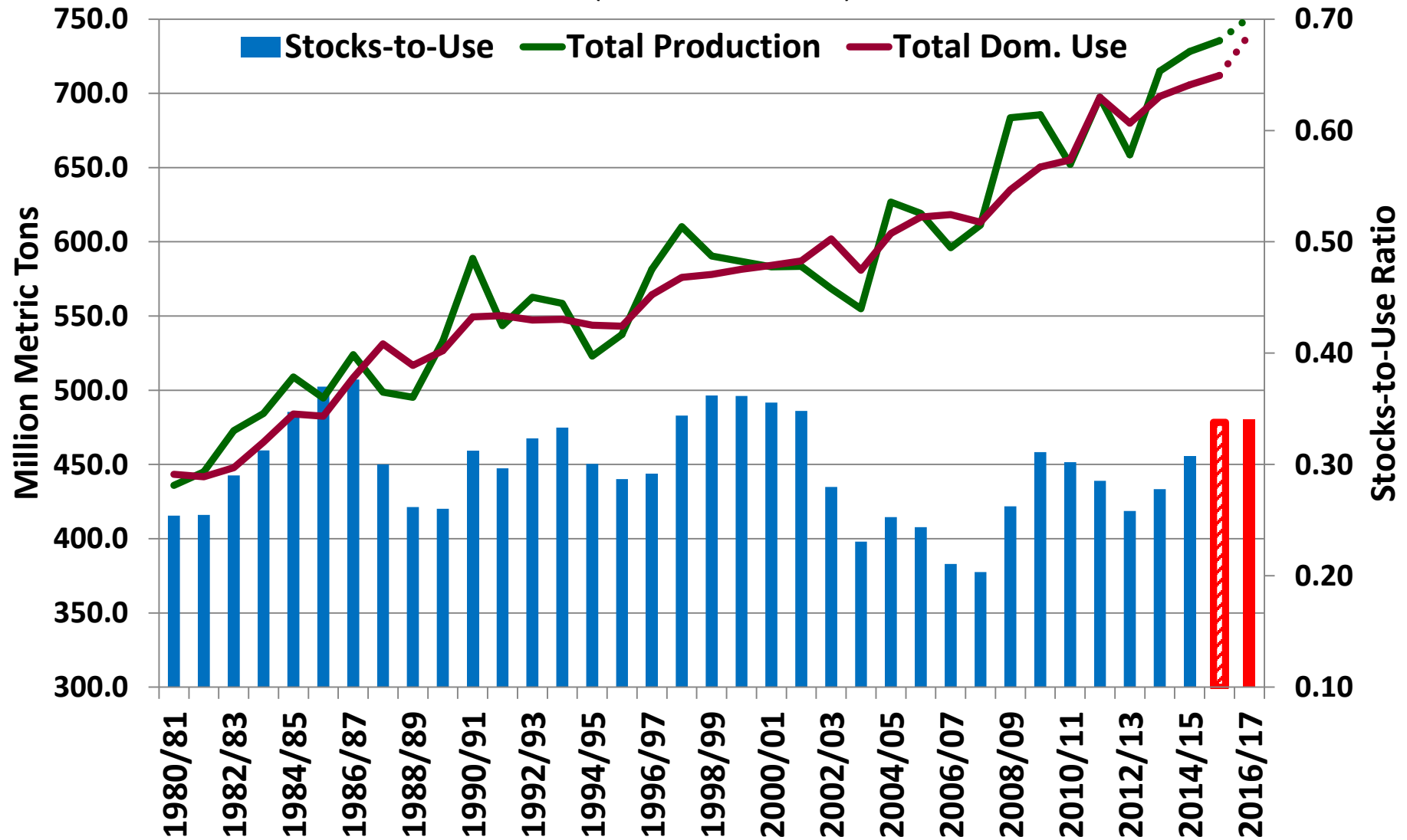
**Stocks-to-Use Ratio is
forecast to decrease slightly
from 50.0% to 50.4%**

U.S. All Wheat – Total Prod. & Use

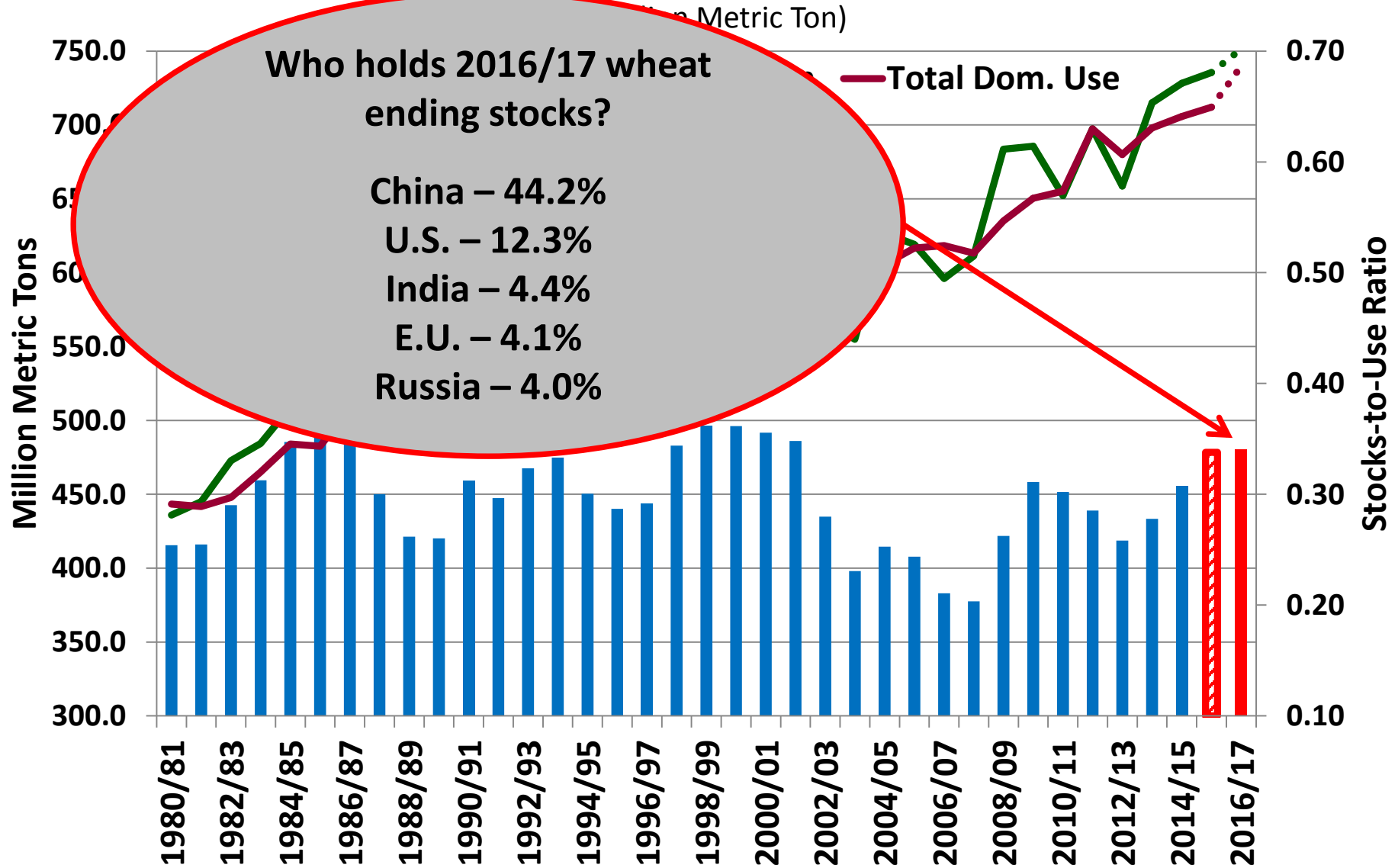


World Wheat Prod, Use & Stocks/Use

(Million Metric Ton)

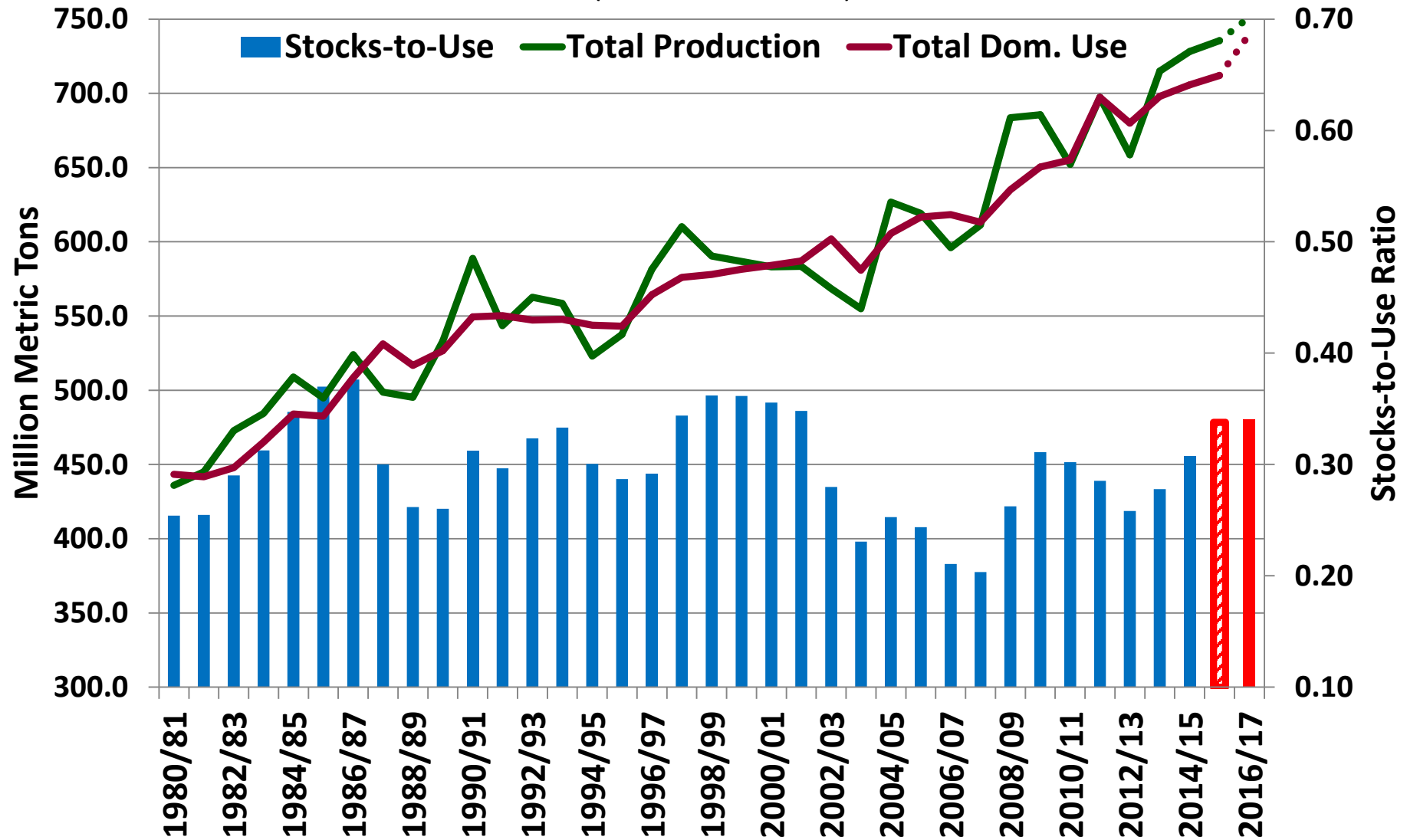


World Wheat Prod, Use & Stocks/Use



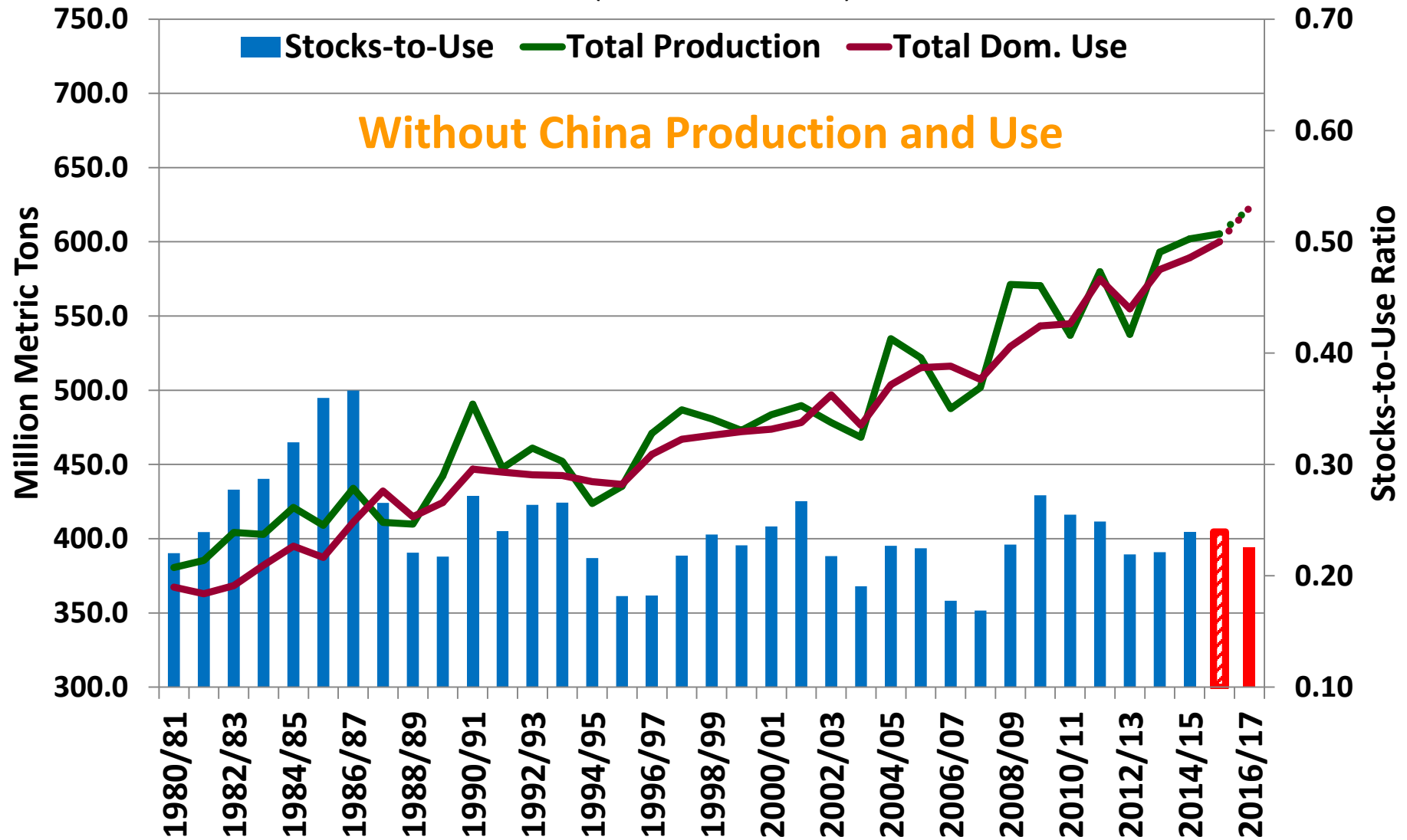
World Wheat Prod, Use & Stocks/Use

(Million Metric Ton)



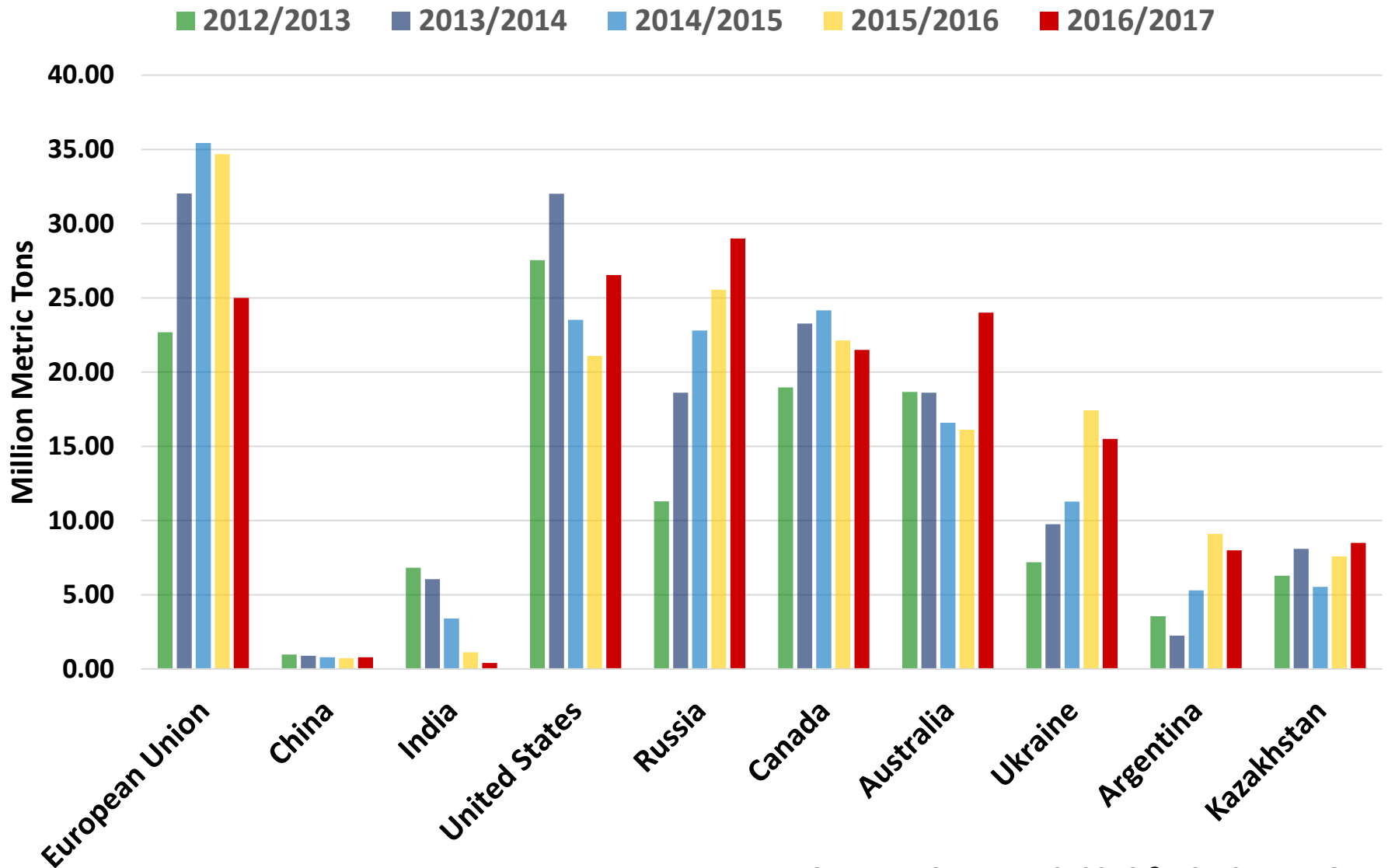
World Wheat Prod, Use & Stocks/Use

(Million Metric Ton)

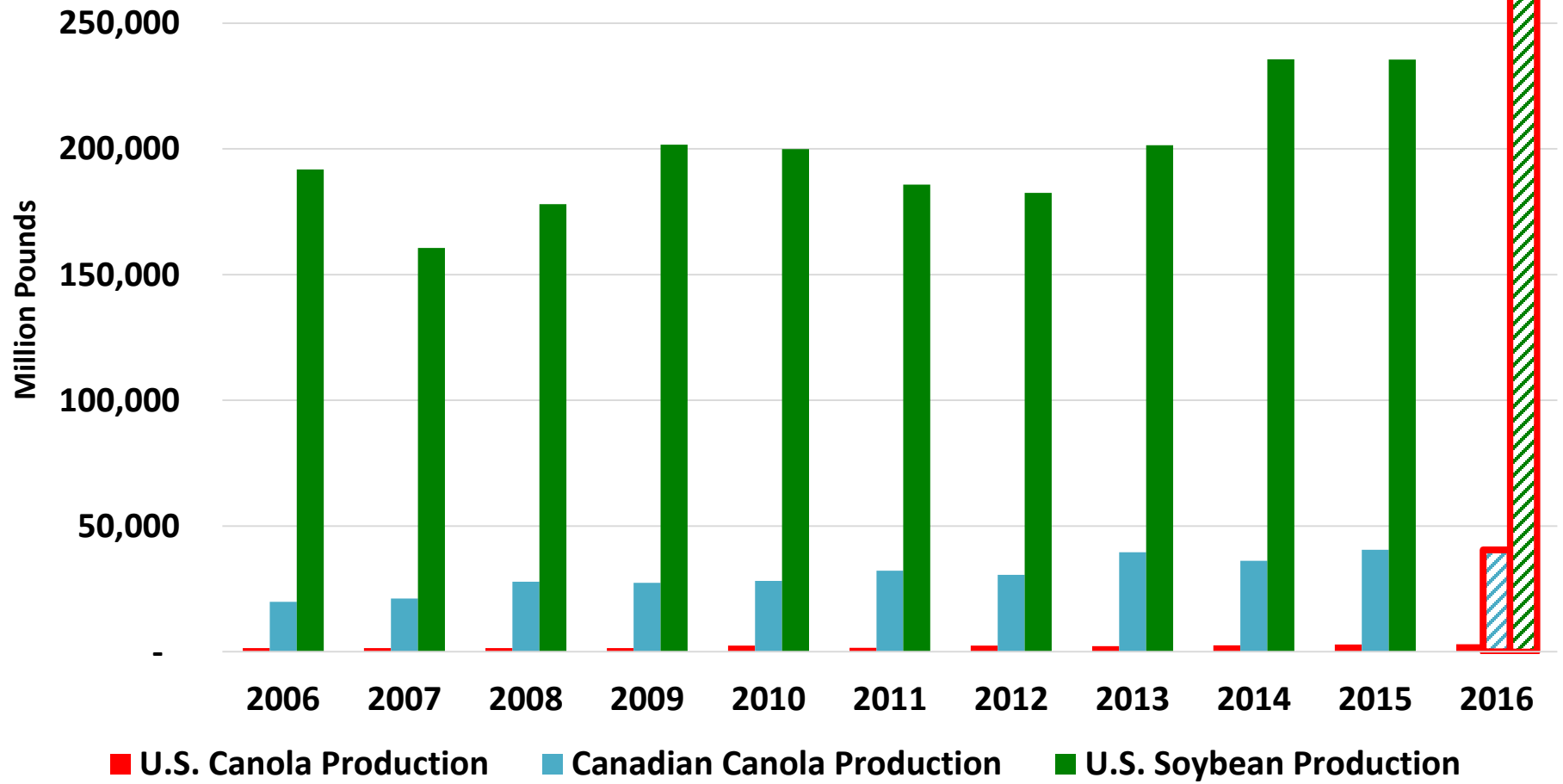


Exports by Major Export Country/Region

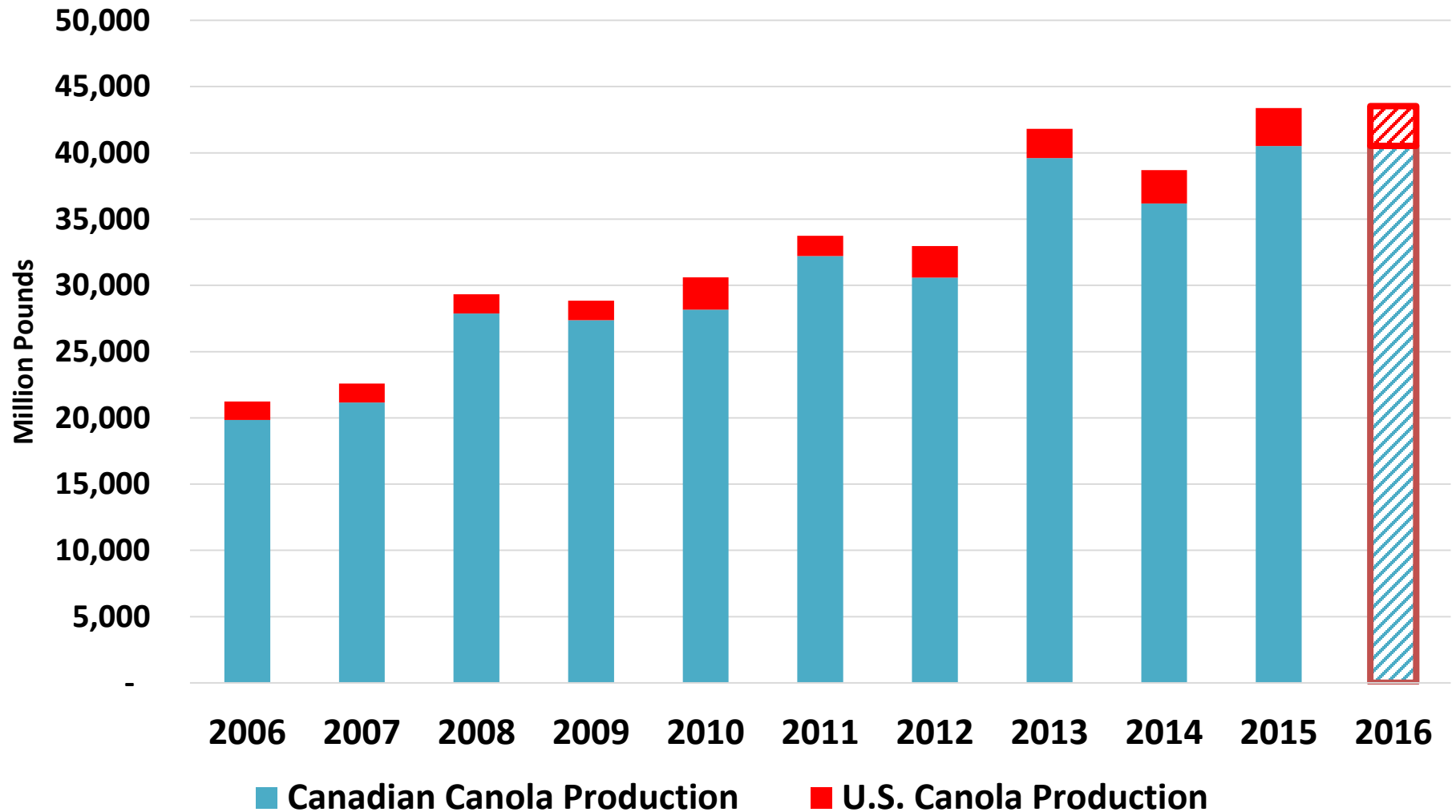
2012-13 to 2016-17



Canadian Canola, U.S. Canola and U.S. Soybean Production



Canadian Canola vs. U.S. Canola Production



Review of Canadian Canola



Canadian Canola Supply & Demand Table

Canadian Canola	2014-2015	2015-2016	2016-2017 (f)
Planted (1,000)	8,407 Ha.	8,363 Ha.	8,102 Ha.
Harvested (1,000)	8,344 Ha.	8,322 Ha.	7,990 Ha.
Yield/Harvest	1.97 T/Ha	2.21 T/Ha.	2.30 T/Ha.
Begin Stocks	2,438 mmt.	2,542 mmt.	2,016 mmt.
Production	16,410 mmt.	18,377 mmt.	18,384 mmt.
Imports	77 mmt.	101 mmt.	100 mmt.
Total Supply	19,495 mmt.	21,020 mmt.	20,500 mmt.
Food & Industrial	7,360 mmt.	8,315 mmt.	8,900 mmt.
Exports	9,163 mmt.	10,245 mmt.	9,500 mmt.
Seed	62 mmt.	59 mmt.	51 mmt.
Feed, Waste & Dockage	368 mmt.	385 mmt.	49 mmt.
Total Use	16,953 mmt.	19,004 mmt.	18,500 mmt.
Ending Stocks	2,542 mmt.	2,016 mmt.	2,000 mmt.

Canadian Canola Supply & Demand Table

Canadian Canola	2014-2015	2015-2016	2016-2017 (f)
Planted (1,000)	8,407 Ha.	8,363 Ha.	8,102 Ha.
Harvested (1,000)	8,344 Ha.	8,322 Ha.	7,990 Ha.
Yield/Harvest	1.97 T/Ha	2.21 T/Ha.	2.30 T/Ha.
Begin Stocks	2,542 mmt.	2,542 mmt.	2,016 mmt.
Production	18,377 mmt.	18,377 mmt.	18,384 mmt.
Imports	101 mmt.	101 mmt.	100 mmt.
Food	7 mmt.	7 mmt.	20,500 mmt.
Exports	15 mmt.	15 mmt.	8,900 mmt.
Seed	59 mmt.	59 mmt.	51 mmt.
Feed, Waste & Dockage	368 mmt.	385 mmt.	49 mmt.
Total Use	16,953 mmt.	19,004 mmt.	18,500 mmt.
Ending Stocks	2,542 mmt.	2,016 mmt.	2,000 mmt.

**Planted area decreased
3.1% from 2015, and is
trending downward.**

Canadian Canola Supply & Demand Table

Canadian Canola	2014-2015	2015-2016	2016-2017 (f)
Planted (1,000)	8,407 Ha.	8,363 Ha.	8,102 Ha.
Harvested (1,000)	8,344 Ha.	8,322 Ha.	7,990 Ha.
Yield/Harvest	1.97 T/Ha	2.21 T/Ha.	2.30 T/Ha.
Begin Stocks	2,438 mmt	2,542 mmt	2,016 mmt.
Production	16,410 mmt.	18,377 mmt.	18,384 mmt.
Imports	77 mmt.	101 mmt.	100 mmt.
Total	21,020 mmt.	21,020 mmt.	20,500 mmt.
Food	15 mmt.	15 mmt.	8,900 mmt.
Export	245 mmt.	245 mmt.	9,500 mmt.
Seed		59 mmt.	51 mmt.
Feed, Waste & Dockage	368 mmt.	385 mmt.	49 mmt.
Total Use	16,953 mmt.	19,004 mmt.	18,500 mmt.
Ending Stocks	2,542 mmt.	2,016 mmt.	2,000 mmt.

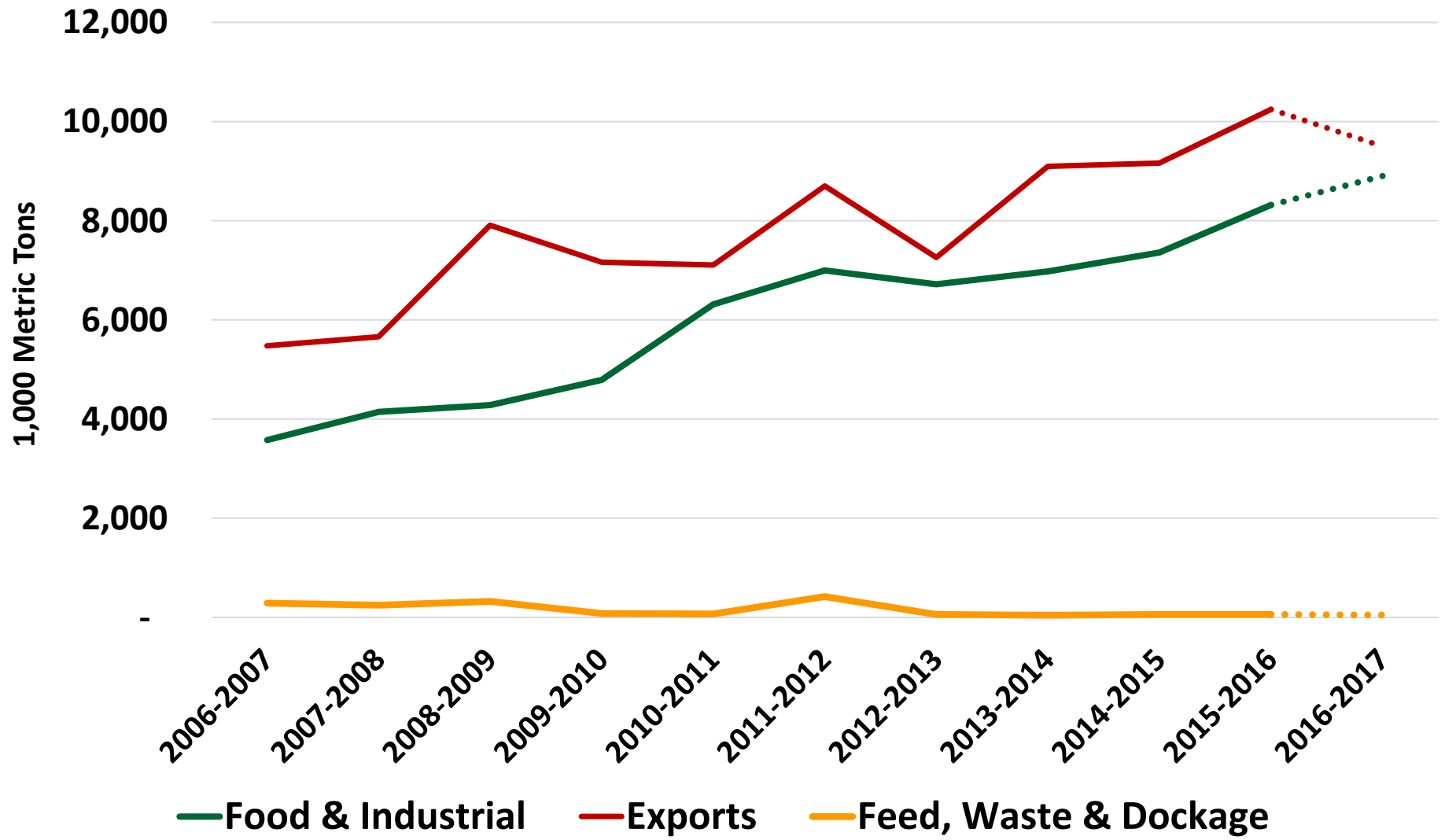
Yields are 4.1% higher than 2015.

Canadian Canola Supply & Demand Table

Canadian Canola	2014-2015	2015-2016	2016-2017 (f)
Planted (1,000)	8,407 Ha.	8,363 Ha.	8,102 Ha.
Harvested (1,000)	8,344 Ha.	8,322 Ha.	7,990 Ha.
Yield/Harvest	1.97 T/Ha	2.21 T/Ha.	2.30 T/Ha.
Begin Stocks	2,438 mmt	2,542 mmt.	2,016 mmt.
Production	16,410 mmt.	18,377 mmt.	18,384 mmt.
Imports	77 mmt.	101 mmt.	100 mmt.
Total Supply	19,495 mmt.	21,020 mmt.	20,500 mmt.
Food & Industrial	7,668 mmt	8,315 mmt.	8,900 mmt.
Exports	10,827 mmt.	10,245 mmt.	9,500 mmt.
Seed	59 mmt.	59 mmt.	51 mmt.
Feed	1,681 mmt.	1,681 mmt.	1,681 mmt.
Dominant	5 mmt.	5 mmt.	49 mmt.
Total Demand	18,004 mmt.	18,004 mmt.	18,500 mmt.
Ending Stocks	2,016 mmt.	2,016 mmt.	2,000 mmt.

Total Production is nearly identical to 2015, but quality is being questioned.

Canadian Canola Use



Canadian Canola Supply & Demand Table

Canadian Canola	2015-2016		2016-2017 (f)
Planting	363 Ha.		8,102 Ha.
Harvest	12 Ha.		7,990 Ha.
Yield	Ha.		2.30 T/Ha.
Beginning Stocks	2,542 mmt.		2,016 mmt.
Production	18,377 mmt.		18,384 mmt.
Imports	77 mmt.	101 mmt.	100 mmt.
Total Supply	19,495 mmt.	21,020 mmt.	20,500 mmt.
Food & Industrial	7,360 mmt.	8,315 mmt.	8,900 mmt.
Exports	9,163 mmt.	10,245 mmt.	9,500 mmt.
Seed	62 mmt.	59 mmt.	51 mmt.
Feed, Waste & Dockage	368 mmt.	385 mmt.	49 mmt.
Total Use	16,953 mmt.	19,004 mmt.	18,500 mmt.
Ending Stocks	2,542 mmt.	2,016 mmt.	2,000 mmt.

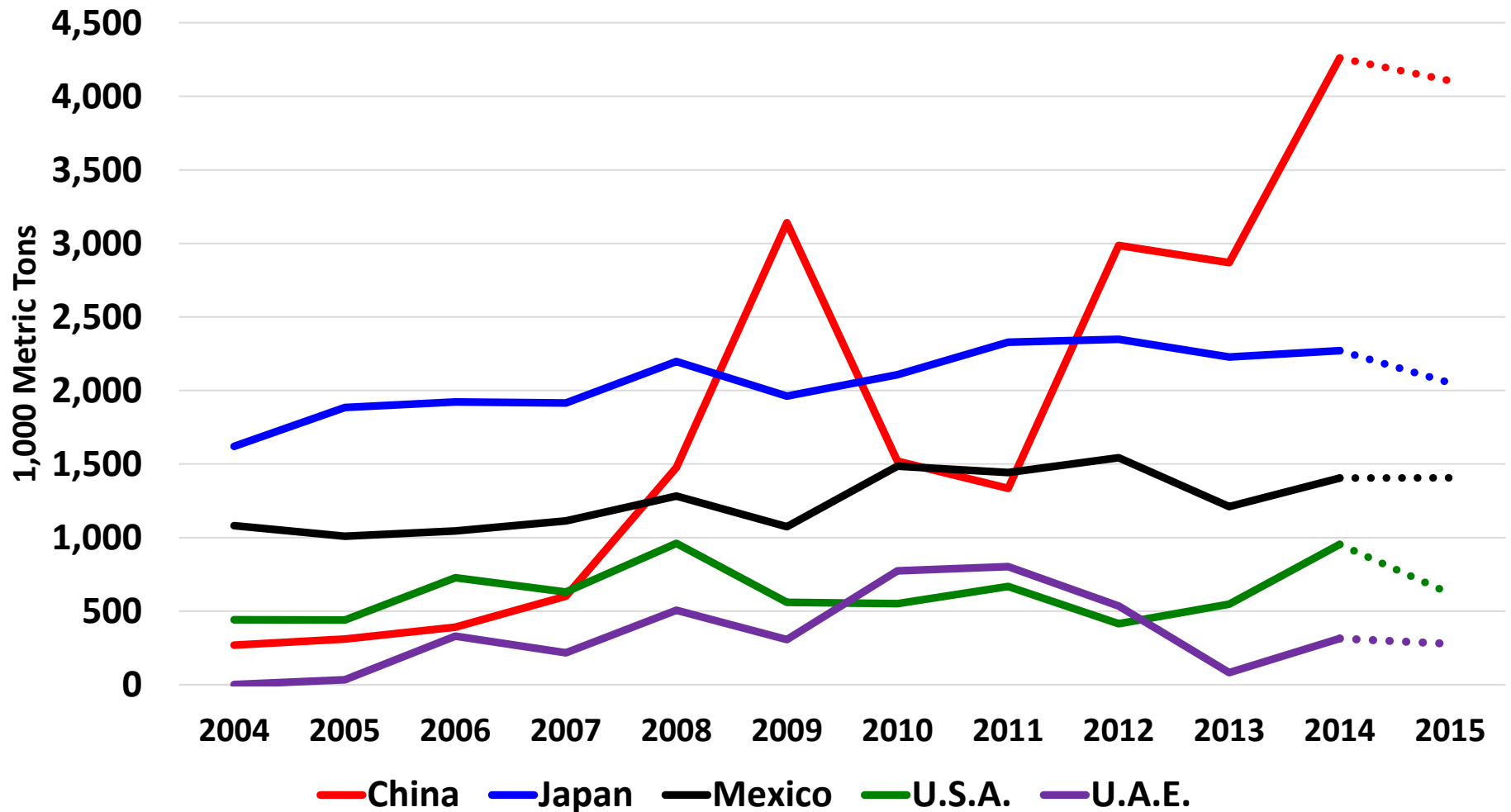
Food & Industrial Use
represents crushing and
is forecast to increase
7.0%

Canadian Canola Supply & Demand Table

Canadian Canola	2014-2015	2015-2016	2016-2017 (f)
Planted (1000 Ha.)		8,363 Ha.	8,102 Ha.
Harvested (1000 Ha.)		8,322 Ha.	7,990 Ha.
Yield (T/1000 Ha.)		2.30 T/1000 Ha.	2.30 T/1000 Ha.
Beginning Stocks		2,016 mmt.	2,016 mmt.
Production		18,377 mmt.	18,384 mmt.
Imports		101 mmt.	100 mmt.
Total Supply	19,495 mmt.	21,020 mmt.	20,500 mmt.
Food & Industrial	7,360 mmt.	8,315 mmt.	8,900 mmt.
Exports	9,163 mmt.	10,245 mmt.	9,500 mmt.
Seed	62 mmt.	59 mmt.	51 mmt.
Feed, Waste & Dockage	368 mmt.	385 mmt.	49 mmt.
Total Use	16,953 mmt.	19,004 mmt.	18,500 mmt.
Ending Stocks	2,542 mmt.	2,016 mmt.	2,000 mmt.

Exports account for over 50% of total use and are forecast to drop 7.3%

Canadian Canola Exports by Country



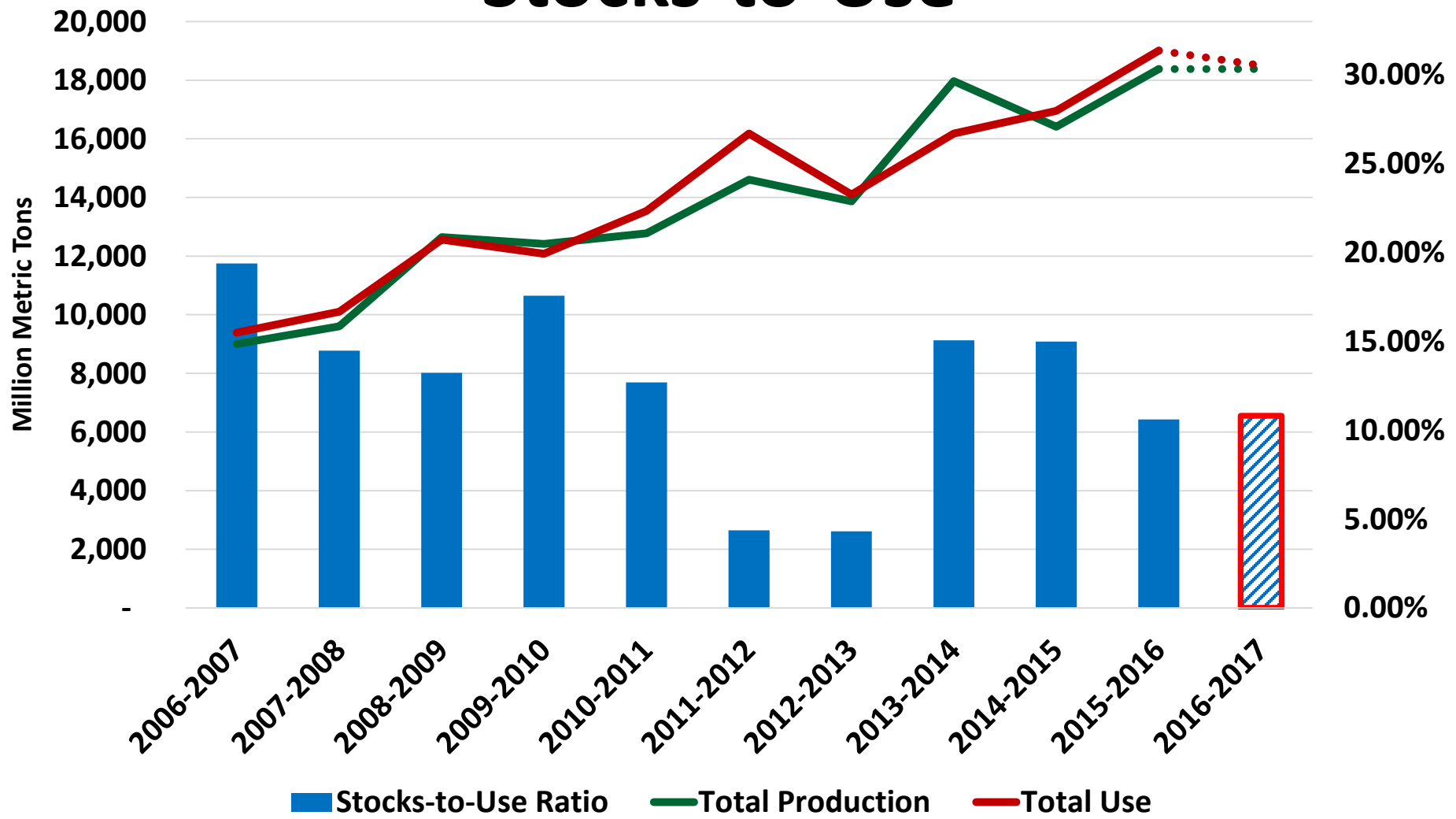
Canadian Canola Supply & Demand Table

Canadian Canola	2014-2015	2015-2016	2016-2017 (f)
Planted (1,000)	8,407 Ha.	8,363 Ha.	8,102 Ha.
Harvested (1,000)	8,344 Ha.	8,322 Ha.	7,990 Ha.
Yield/Harvested	2.21 T/Ha.	2.30 T/Ha.	
Beginning Stocks	2,542 mmt.	2,016 mmt.	2,016 mmt.
Production	18,384 mmt.	18,384 mmt.	18,384 mmt.
Imports	100 mmt.	100 mmt.	100 mmt.
Food & Exports	20,500 mmt.	20,500 mmt.	20,500 mmt.
Seed	8,315 mmt.	8,315 mmt.	8,315 mmt.
Feed, Waste & Dockage	10,245 mmt.	10,245 mmt.	10,245 mmt.
Total Use	16,953 mmt.	19,004 mmt.	18,500 mmt.
Ending Stocks	2,542 mmt.	2,016 mmt.	2,000 mmt.

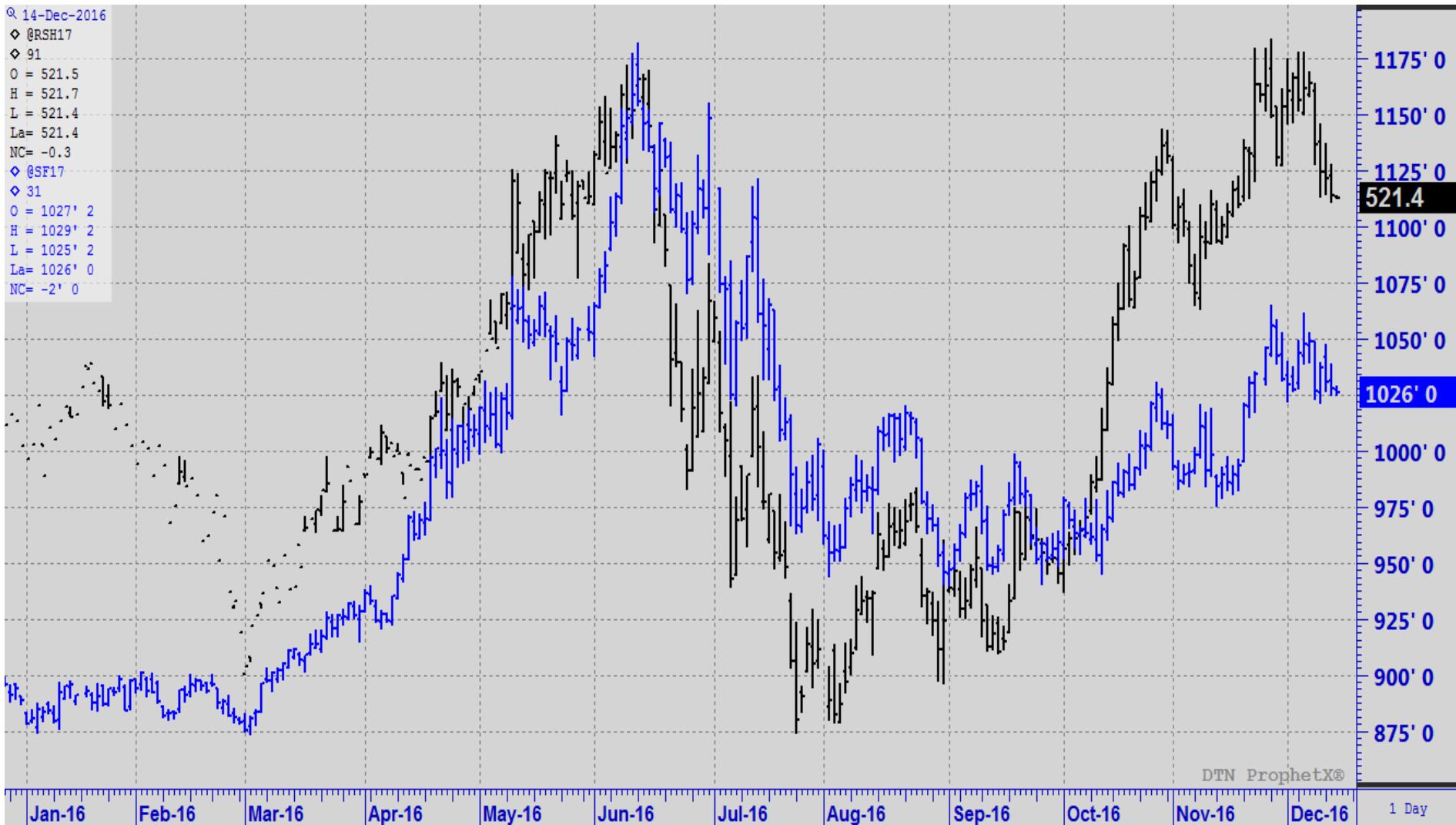
**Ending Stocks are
forecast to remain stable.**

**Stocks-to-Use Ratio will
increase slightly from
10.6% to 10.8%**

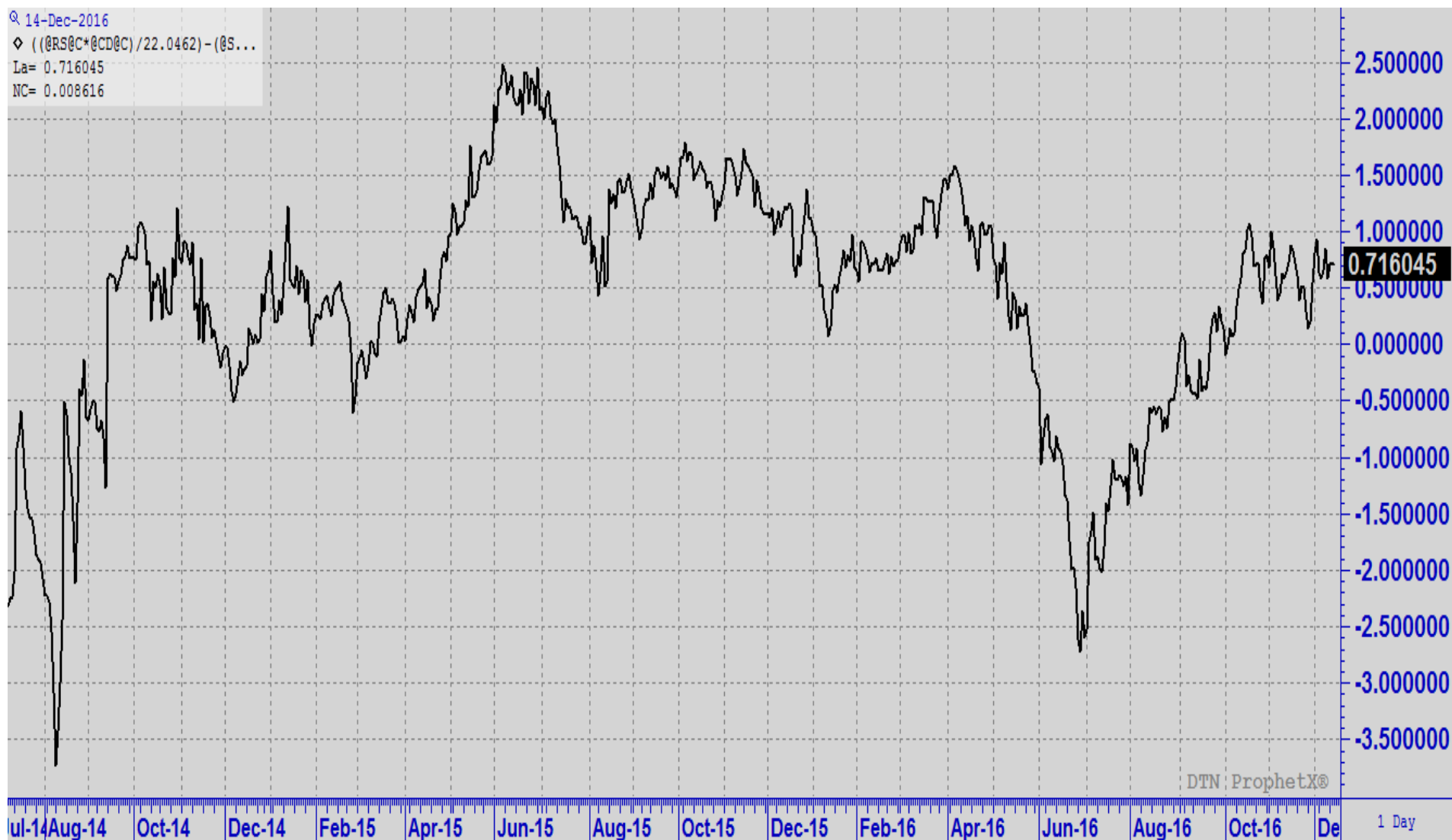
Canadian Canola Prod., Use & Stocks-to-Use



ICE Canola Futures vs. CBOT S.B. Futures



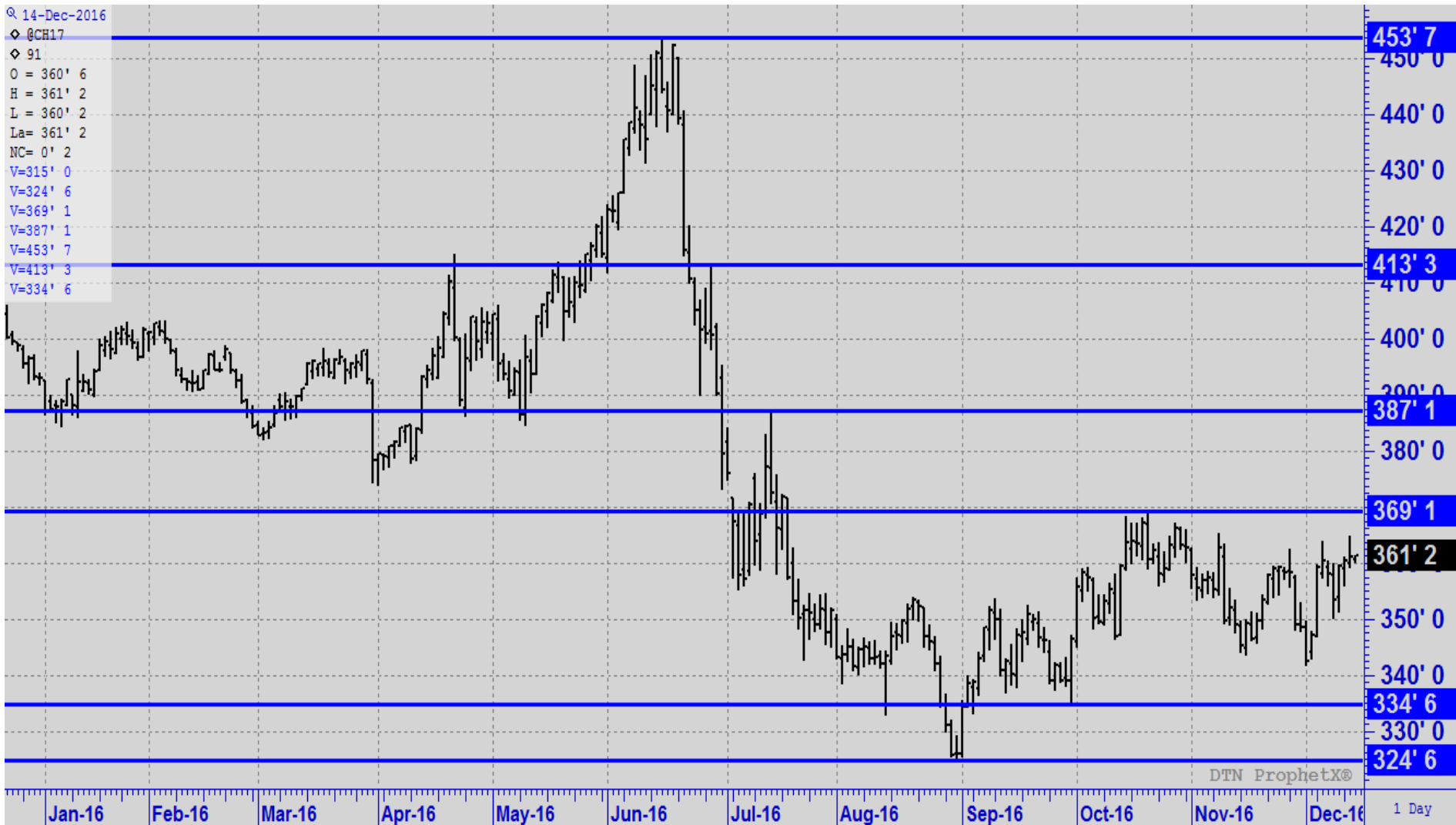
ICE Canola Futures – CBOT S.B. Futures



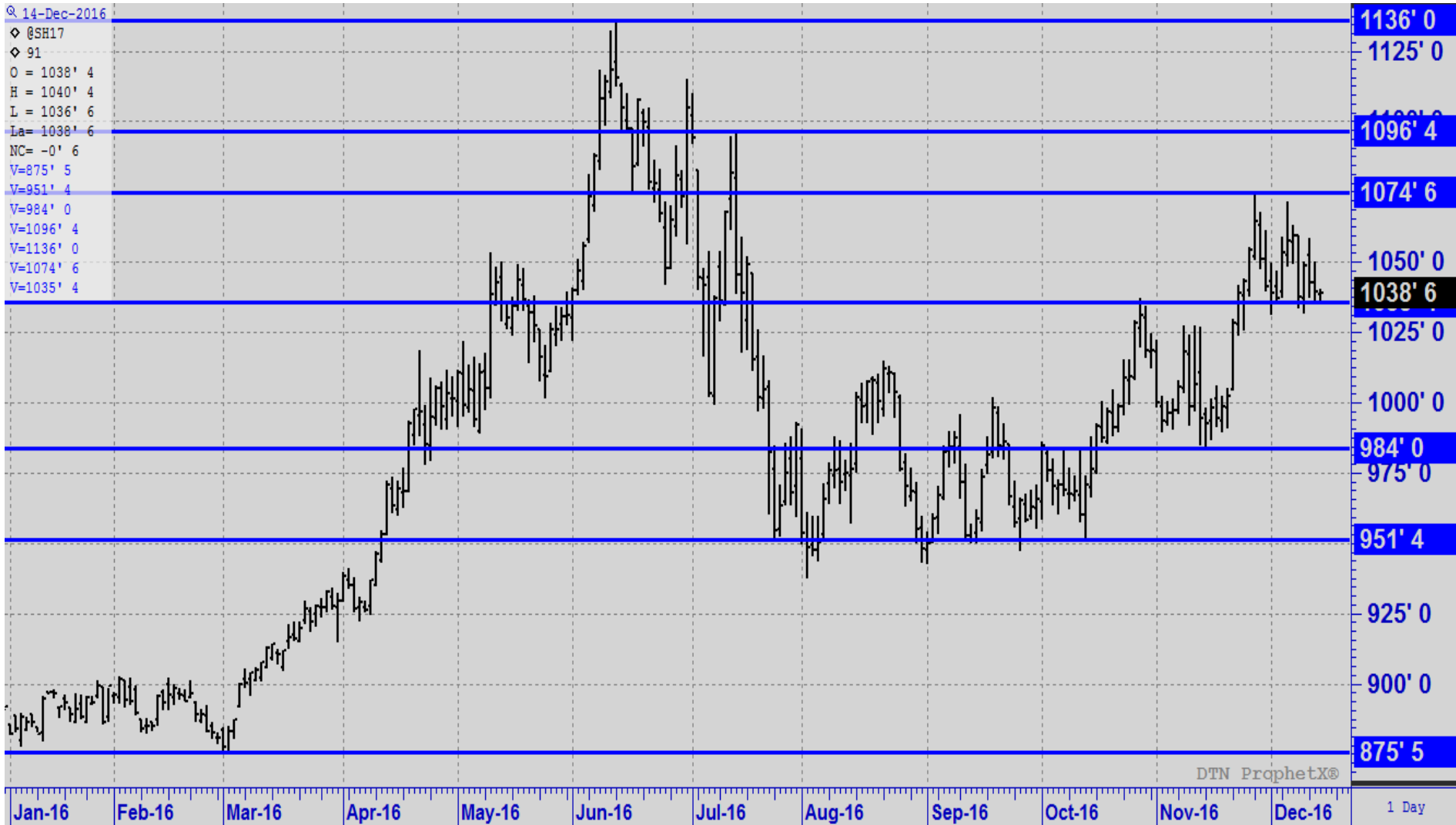
Key Points

- Higher yields will reduce 2016 break-even price levels
 - Watch for small price rallies
 - Don't Get Greedy!
 - Take advantage of post harvest basis improvement
 - Don't overlook the carry in the market
-
-

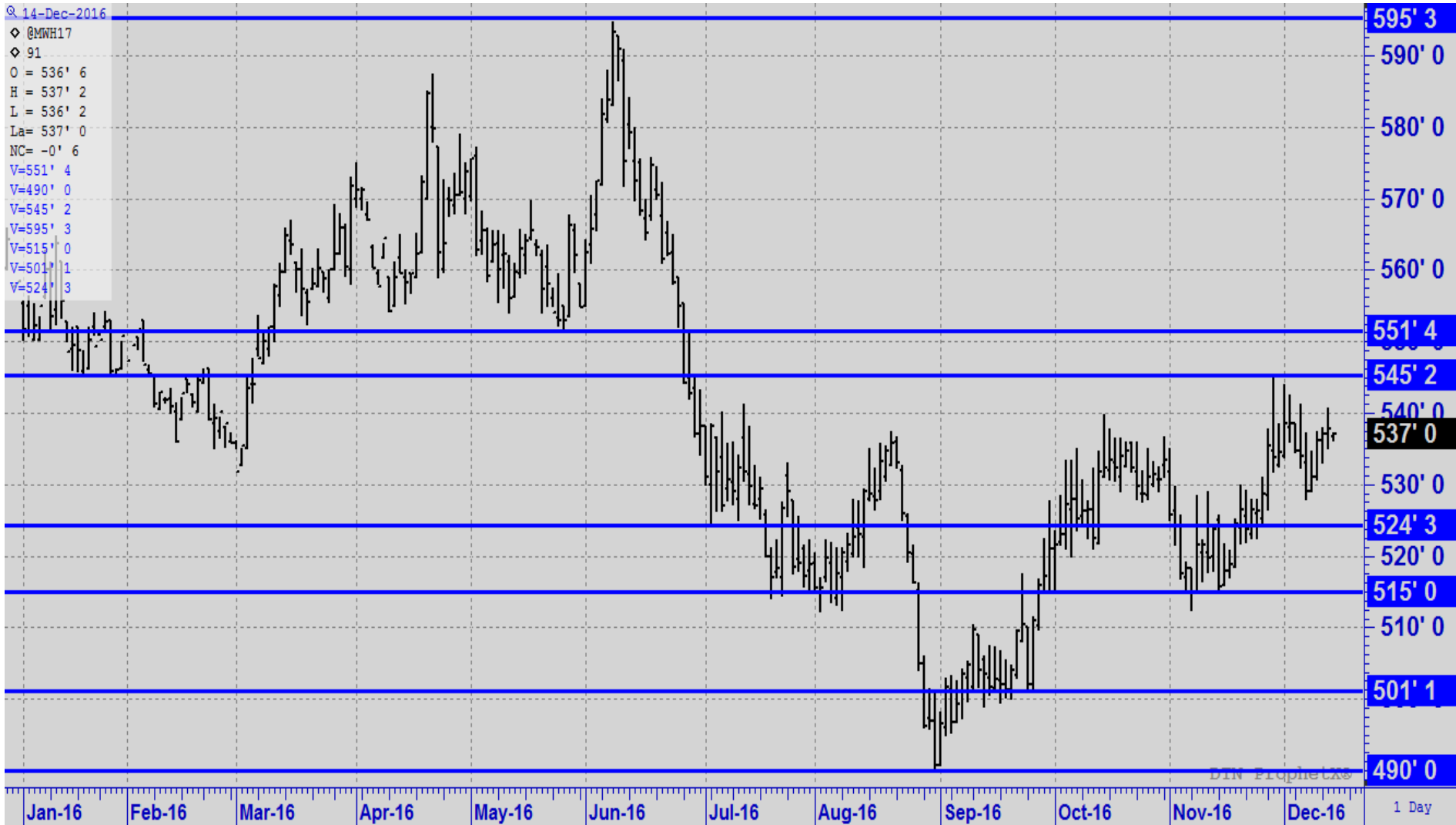
Mar. CBOT Corn Pricing Points



Mar. CBOT Soybean Pricing Points



Mar. MGEX Wheat Pricing Points



Futures Prices

Ticker	Month	Last	Change	Ticker	Month	Last	Change
Corn				Soybean			
@CZ16	Dec 16	356.75	0.50	@SF17	Jan 17	1027.50	-0.50
@CH17	Mar 17	361.25	0.25	@SH17	Mar 17	1038.75	-0.75
@CK17	May 17	368.00	0.25	@SK17	May 17	1047.00	-1.00
@CN17	Jul 17	375.25	0.50	@SN17	Jul 17	1051.75	-1.50
@CU17	Sep 17	381.50	0.25	@SQ17	Aug 17	1048.75	-2.00
@CZ17	Dec 17	389.25	0.00	@SU17	Sep 17	1034.25s	-2.00
@CH18	Mar 18	398.00	0.00	@SX17	Nov 17	1018.75	-1.25
CGO Wheat				Soy Oil			
@WZ16	Dec 16	398.00s	-3.25	@BOZ16	Dec 16	36.57s	-0.19
@WH17	Mar 17	415.75	-1.75	@BOF17	Jan 17	36.85	0.07
@WK17	May 17	427.00	-1.25	@BOH17	Mar 17	37.11	0.07
@WN17	Jul 17	438.75	-1.25	@BOK17	May 17	37.28	0.06
@WU17	Sep 17	452.00	-1.00	@BON17	Jul 17	37.37	-0.01
@WZ17	Dec 17	469.75s	-0.50	@BOQ17	Aug 17	37.11	-0.15
@WH18	Mar 18	480.50s	-1.25	@BOU17	Sep 17	37.08s	-0.17
MGE Wheat				KC Wheat			
@MWZ16	Dec 16	540.75s	-1.00	@KWZ16	Dec 16	402.00	2.75
@MWH17	Mar 17	537.00	-0.75	@KWH17	Mar 17	414.00	-1.25
@MWK17	May 17	537.00	-1.50	@KWK17	May 17	425.25	-1.50
@MWN17	Jul 17	542.00	-0.50	@KWN17	Jul 17	438.00	-0.75
@MWU17	Sep 17	546.75	-1.00	@KWU17	Sep 17	454.00s	0.00
@MWZ17	Dec 17	555.00	-0.50	@KWZ17	Dec 17	470.00	-3.00
@MWH18	Mar 18	561.00s	-1.75	@KWH18	Mar 18	485.00s	-2.00

Questions?

