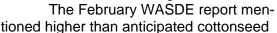
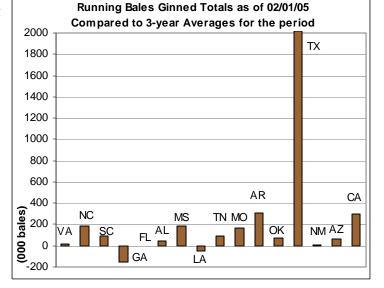
## February 2005 Volume 9, Issue 2

## Cottonseed Intelligence Monthly



USDA REPORTS: The most recent Cotton Ginnings report, released February 9, 2005, shows a running bales ginned total for all cotton prior to February 1, of 21.212 million bales. Compared to the previous report two weeks ago, Texas's total shot up 717,500 bales and some suspect this same amount of cotton is yet to be ginned in West Texas. California had the second largest increase compared to two weeks ago with an increase of 102,500 bales. The reported total is 3.3 million bales over the three-year average. Of this increase, Texas contributes roughly two-third as its just over 2 million bales above its average.





production in India. World cotton production was raised 1 percent. Production for Australia was upped from 2.5 million bales to 2.6. Due to the abundance of cottonseed in the US, contacts are doubtful Australian cottonseed will be in our market later this year.

**COTTONSEED MARKET:** As of the middle of February, a number of merchants are very concerned about the lack of sales on the books. Others are suggesting that considering the lack of end user buying so far, prices will be needed to be rolled back in order to get more trading done. The market is in a holding pattern and there is little news out there to change the market sentiment. Dairy users that have already booked a good portion of their needs at higher prices are not willing to rush in and take on any more ownership until they are getting what they perceive as a real bargain. Most other dairy end users with open interest will likely keep to a hand-to-mouth buying strategy.

Prices continue to move lower in the Southeast compared to a month ago, North Carolina spot prices took a nine-dollar drop. Summer quotes have plummeted \$13 from last month. As a result, price spreads to forward contracts have narrowed to only a couple dollars. South Carolina continues to be thinly offered at unchanged price levels, but bids dipped a few dollars lower. Georgia's nearby quotes are varied, but on average \$5 weaker, with summer quotes off a couple more dollars. Georgia appears to have more buying interest, yet the overall sluggish feel to the market will likely keep prices under pressure.

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Mid-South nearby prices have rolled back \$10, which is the most compared to the last installment. The greatest amount of trading activity is said to be done in Arkansas. Memphis North spreads between nearby and summer quotes are only \$2. There have been reports of barges sold in the \$109-110/ton price range. Price ranges in delivered markets have edged lower as well. Some resellers are focusing on trading new crop supplies. With current prices well below the five-year average for this time of year, some of the as-ginned sales are trading at levels that may be very attractive, given that there are crop problems to tighten supplies and bring prices higher.

West Texas nearby prices have firmed \$10 from last month. Gins are holding firm on price and some buyers are paying up, but a few merchants are of the opinion that the strong prices for now only mean prices will need to weaken that much more later. There is additional talk in the Mid-South that they are getting more competitive to supply western rail markets. West Texas feedlots have not been strong buyers as price competitive alterative grain byproducts are able to fulfill demand needs. More contacts are questioning whether feedlots will contribute much relief by providing greater disappearance for the mammoth crop other than salvage buying. Supplies are abundant in California and prices are steady to slightly weaker. Merchants in the Far West don't expect to trade much seed during the next several weeks. Rail markets have traded lower with reports of abundant supply.

Many in the market have talked about the prospective planting intentions for 2005 from the NCC (National Cotton Council). Total acreage is forecasted higher by 75,000 acres compared to last year with reductions of roughly 90,000 acres in the Southeast and Far West. Mid-South acreage is upped 234,000 acres and the Southwest has a modest 28,000-acre increase.

Based on average disappearance and production, a cottonseed crop of 6.5 million tons is expected next year. This is 100,000 tons below the 1999-2003 average and 1.9 million tons below this year's total. The expected drop off in production is reportedly the reason for traders getting started taking on ownership of new crop supplies at attractive pricing. The lack of demand to date and abundant supply situation suggests there may be more inventories carried over into next year. This fact will likely have a negative impact on as-ginned pricing, if an average crop is made next fall.

## COTTONSEED BALANCE

**SHEET:** USDA's balance sheet had imports down 25,000 tons and 100,000 tons shifted from crush to the feed, seed and other category. This results in a bit more bullish market outlook with ending stocks lowered by 50,000 tons.

On the supply side, Informa's imports were lowered 15,000 tons, and production was upped 50,000 tons. The disappearance side of the balance sheet looks weaker with the 100,000-ton reduction to the feed, seed and other category, due to the lack of robust buying. This leaves what could be a record large ending stocks total. The lack feedlot bookings are the reason for larger ending stocks. Concerns over next year's supply may also keep stocks higher.

| Cottonseed Supply/Demand Balance Sheet (000 tons) |         |         |                |                |                   |  |  |  |
|---|---------|---------|----------------|----------------|-------------------|--|--|--|
| Yrs beg Aug 1                                     | USDA    | USDA    | Feb. /<br>USDA | Feb. /<br>USDA | Feb. /<br>Informa |  |  |  |
|   | 2001/02 | 2002/03 | 2003/04E       | 2004/05F       | 2004/05F          |  |  |  |
| Beg. Stocks                                       | 427     | 400     | 347            | 421            | 421               |  |  |  |
| Imports   | 327     | 104     | 2              | 25             | 35                |  |  |  |
| Production  | 7452    | 6184    | 6665           | 8411           | 8390              |  |  |  |
| Total Supply                                      | 8206    | 6688    | 7013           | 8857           | 8846              |  |  |  |
| Crush   | 2791    | 2495    | 2639           | 2900           | 2750              |  |  |  |
| Exports   | 274     | 371     | 355            | 410            | 415               |  |  |  |
| Feed, Seed,<br>& "Other"                          | 4742    | 3475    | 3598           | 5050           | 4875              |  |  |  |
| Total Disappearance                               | 7807    | 6341    | 6592           | 8360           | 8040              |  |  |  |
| End Stocks  | 400     | 347     | 421            | 497            | 806               |  |  |  |

| <b>COTTONSEED fob points</b>                    |               |                            |                       |              |        |  |  |  |
|---|---------------|----------------------------|-----------------------|--------------|--------|--|--|--|
| PRICES 2-11-05                                  |               | <u>Bid</u>                 | <u>Offer</u>          | <u>Trade</u> | Yr Ago |  |  |  |
| SOUTHEAST                                       |               | (\$/ton)                   |                       |              |        |  |  |  |
| No. Carolina                                    | Spot          | 8                          | n/a                   |              |        |  |  |  |
|   | Mar.          |                            | 1430                  |              |        |  |  |  |
|   | Mr-Ag         | 92b / 96o                  |                       |              | 1490   |  |  |  |
| So. Carolina                                    | Spot          | 95-100b / 105o             |                       |              | 147o   |  |  |  |
| Georgia So.                                     | Spot          | 95-98b / 102-106o          |                       |              | 1450   |  |  |  |
|   | Mr-Ag         | 100b                       | 100b / 103o / 103t    |              |        |  |  |  |
| (as ginned)                                     | OND           | 90b / 95o                  |                       |              | n/a    |  |  |  |
| Alabama No.                                     | Feb.          | 100-102b / 104-105o        |                       |              | 1460   |  |  |  |
|   | Mr-Ag         | 100b / 107o                |                       |              | 157o   |  |  |  |
| MID-SOUTH                                       |               | (\$/ton)                   |                       |              |        |  |  |  |
| Memphis No.                                     | Spot          | 93-95b                     | 93-95b / 98o / 96-97t |              | 151o   |  |  |  |
|   | Mr-Ag         | 95b /                      | 95b / 99-100o / 97t   |              | 157o   |  |  |  |
| (as ginned)                                     | SON           | 95b                        |                       |              | 126o   |  |  |  |
| MO Bootheel                                     | Spot          | 100o                       |                       |              | 151o   |  |  |  |
|   | Ap-Ag         | 98b / 102o                 |                       |              | n/a    |  |  |  |
| Louisiana                                       | Mr-Jly        | 103o                       |                       |              | 148o   |  |  |  |
| Southw  | Southwest     |                            | (\$/ton)              |              |        |  |  |  |
| Texas   | Fb-Mr         | 103-105b / 107-110o / 110t |                       | 165-168o     |        |  |  |  |
|   | Fb-Sp         | 110-113b / 117-120o        |                       | 180o         |        |  |  |  |
| FAR WE  | FAR WEST      |                            | (\$/ton)              |              |        |  |  |  |
| Arizona   | Spot          | 140b / 145o                |                       | 1950         |        |  |  |  |
| Cal Corc. N                                     | Spot          | 155b / 160o / 158t         |                       | 208-212t     |        |  |  |  |
| & Stockton                                      | Fb-Mr         | 160o                       |                       |              | 2150   |  |  |  |
|   | Ap-Sp         | 1630                       |                       |              | 220o   |  |  |  |
| SPECIALLY PROCESSED PRODUCTS (\$/TON)           |               |                            |                       |              |        |  |  |  |
| Easi Flo tm                                     | Courtland, AL |                            | Fb-Ag                 | 1350         | 1820   |  |  |  |
| Easi Flo tm                                     | Wind          | sor, VA                    | Fb-Ag                 | 145o         | 177o   |  |  |  |
| fuzZpellets tm                                  | Weld          | lon, NC                    | Spot                  | 1310         | 186o   |  |  |  |
| CottonFlo tm                                    | Weld          | lon, NC                    | Spot                  | 1330         | 186o   |  |  |  |
| b = bid o = offer t = trade n/a = not available |               |                            |                       |              |        |  |  |  |

| <b>COTTONSEED dlvd. points</b> |         |                   |               |          |             |  |  |
|--------------------------------|---------|-------------------|---------------|----------|-------------|--|--|
| PRICES 2-11-05                 |         | <u>Dump</u>       | <u>Hopper</u> |          | <u>Rail</u> |  |  |
| Money                          |         | Floor<br>(\$/top) |               |          |             |  |  |
| NORTHEAS                       |         | (\$/ton)          |               |          |             |  |  |
| W. New York                    | Fb-Mr   | 140o              |               |          |             |  |  |
|                                | Mr-Ag   | 1430              |               |          |             |  |  |
| SE Pennsylvania                | Fb-Mr   | 1300              |               |          |             |  |  |
|                                | Mr-Ag   | 1330              |               |          |             |  |  |
| NE Ohio                        | Fb-Mr   | 140o              |               |          |             |  |  |
|                                | Mr-Ag   | 1430              |               |          |             |  |  |
| MIDWEST                        |         | (\$/ton)          |               |          |             |  |  |
| MI (Grand Rpds.)               | Fb-Mr   | 148o              |               |          |             |  |  |
|                                | Mr-Ag   | 151o              |               |          |             |  |  |
| MN (Rochester)                 | Fb-Ag   |                   |               | 153-1580 |             |  |  |
| <b>WI</b> (Madison)            | Fb-Ag   |                   |               | 143-1480 |             |  |  |
| Southwest                      |         | (\$/ton)          |               |          |             |  |  |
| Texas / Dublin-                | Spot    |                   | 1250          |          |             |  |  |
| Stephenville                   | Fb-Jly  |                   | 1350          |          |             |  |  |
| RAIL - FOB TRACK<br>POINTS     |         | (\$/ton)          |               |          |             |  |  |
| California                     | Mr-Ag   |                   |               |          | 152t        |  |  |
| Idaho (UP)                     | Spot    |                   |               |          | 158b 160o   |  |  |
|                                | Ap-Ag   |                   |               |          | 160b 162o   |  |  |
| WA/OR (BN)                     | Spot    |                   |               |          | 160-164o    |  |  |
|                                | Ap-Ag   |                   |               |          | 158b 163o   |  |  |
|                                | b = bid | o = offer         | t = trade     |          |             |  |  |

## **COTTONSEED DAIRY BUYER PROFILES**

**GROUP 1:** Base demand group that will formulate cottonseed in at a 4-6 lb. inclusion rate regardless of price.

**GROUP 2:** Formulates at a 2-3 lb. inclusion rate regardless of price, and would like to feed at the 4-6 lb. level. However, the last 2-4 lb. is price sensitive.

**GROUP 3**: This is the major swing factor for cottonseed demand. They enter the market when the price is right or other factors prevail (i.e. short hay supplies), and will subsequently exit when other opportunities exist.

**GROUP 4**: This group does not have access to, or the ability to incorporate whole cottonseed into their rations. However over time, dairymen in this group will migrate up into Groups 1, 2 or 3.

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