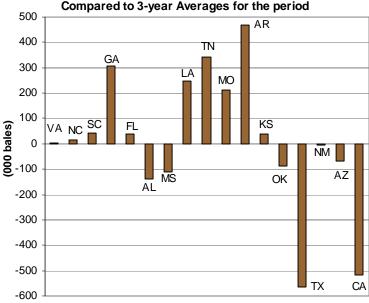
February 2007 Volume 11, Issue 02

## Cottonseed Intelligence Monthly



**GINNING REPORTS:** The report released at the middle of the month shows a running bales ginned total as of February 1st at 20.589 million bales. This figure suggests that approximately a million more bales are yet to be ginned. Compared to the previous report for mid-January, this is an increase of 457,653 bales. The majority of this increase came from Texas, as its total grew 223,500 bales. Ginning is winding down guicker this year versus a year ago. The total bale increase is less than half, while the increase for Texas was a third of last year's growth. Last year more than a 1.5 million bales were yet to be ginned. This points to a quicker completion to the ginning season compared to a year ago, thus prices will likely remain firm without lingering ginning pressure.



## Running Bales Ginned Totals as of 02/01/07 Compared to 3-year Averages for the period

**COTTONSEED MARKET:** Prices continue to climb higher as offerings are limited, which has created a sellers' market. Sellers that have been patient have been rewarded by higher prices. General market expectations are for this scenario to continue at least until other feed ingredient prices move significantly lower or there is a substantial change to the supply picture for new crop. As a result, traders are having difficulties taking on much forward ownership as those holding seed are not willing to offer, anticipating that there is even more upside potential for prices. The new crop trading accomplished is still only on small volumes at this point, because it is a challenge to find enough willing sellers this early in the game. Merchants are pessimistic new crop price levels will hold, with cotton acreage is still up in the air. However, price levels for cottonseed appear they will be able to hold strong thanks to tightening supply, steady buying interest and price strength from other feed ingredienters.

Southeast nearby and forward quotes have inched higher since last month. New crop buying interest is not as robust as noted in other markets, although there are a few resellers looking to take on some new crop ownership. Export demand continues to be the most significant factor in the market and supporting price levels. Export buying is also reported through the summer months, which

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suggests that prices have little downside risk. Delivered markets in the Northeast have moved higher, yet demand has been lackluster.

Mid-South nearby prices are over \$15/ton higher compared to the last installment. End user demand in the Upper Midwest has been lackluster, so the buying appears to be coming from rail markets. New crop buying interest has backed off since the beginning of the month. More interest has shifted to the summer months, and these prices haven't moved up as much as the nearby.

Out west, the West Texas market climbed several dollars higher on nearby hand-to-mouth buying. With gins still running, upward price movement is not as rapid. Once ginning is completed, there will likely be more upward price pressure. New crop offers were raised to stem the tide of buying interest. California prices are higher across the board. Dairies appear to have worked through some of the stockpiles they built, and are now more aggressive buyers. Merchants are able to sell at offered levels and there are more inquires for next year. New crop as-ginned offered range is \$225-\$235/tons. Clock offers for newcrop were between \$235 and \$245/ton. There hasn't been any trading on new crop reported. It doesn't look like prices will find their way below the \$200-level anytime soon.

**COTTONSEED BALANCE SHEET:** USDA this month had only increases to the disappearance side of their balance sheet. Exports were raised 25,000 tons, which elevated USDA exports by 52,000 tons above last year's level. During the first 5 months of the 2006/07-crop year, the Foreign Agricultural Service shows exports already running 68,851 tons above last year's pace. This suggests USDA anticipates that stronger prices later in the year will limit the amount of exports. The Feed, Seed and Other category was raised 75,000 tons. The net effect of these changes is a 100,000-ton reduction of ending stocks. This brings the ending stocks to use levels to 5.8%, just under the 5-year average of 6%.

The one change to Informa's balance sheet is a 20,000-ton increase to exports. Given the phenomenal pace of exports thus far this season, and the fact that buying continues to take place suggests that shipments will continue even as prices climb. If this year's export shipping activity mirrors the year ago, there will be an increase in shipments during the last half of the marketing year.

To put this into perspective, Informa's export forecast exceeds the 5-year average by over 126,000 tons. The crush and feed categories are unchanged as the economics conditions of these sectors remain unchanged. Buying from dairies remains limited and it appears that their demand has dropped significantly compared to a year ago, because of much higher pricing. Ending stocks are below a year ago, but compared to the use ratio it is a percentage point above the 5-year average. Gins are expected to hold on to inventories and limit usage as they will continue to demand higher prices.

Cottonseed Supply/Demand Balance Sheet (000 tons)								
Yrs beg Aug 1	USDA	USDA	Feb. / USDA	Feb. / USDA	Feb. / Informa			
	2003/04	<u>2004/05</u>	<u>2005/06E</u>	<u>2006/07F</u>	2006/07F			
Beg. Stocks	347	421	592	602	602			
Imports	2	1	0	0				
Production	6665	8242	8172	7632	7642			
Total Supply	7013	8664	8764	8234	8244			
Crush	2639	2923	3011	2850	2750			
Exports	355	379	523	575	590			
Feed, Seed, & "Other"	4598	4770	4629	4405	4350			
Total Disap- pearance	6592	8072	8163	7780	7690			
End Stocks	421	592	602	454	554			



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COTTONSEED fob points							
<u>Prices 02-16-07</u>		Bid	<u>Offer</u>	<u>Trade</u>	<u>Yr Ago</u>		
SOUTHEAST							
No. Carolina	Spot	1	132b / 136o				
	Fb-Ag	132-1	35b / 138	-1400	890		
So. Carolina	Spot	1	28b / 132	87o			
	Fb-Ag	135-1	37b / 138	950			
(New Crop)	OND	1	20b / 125	0	n/a		
Georgia So.	Spot		1290		85t		
	Fb-Ag	128-13	5b / 142o	/ 135t	900		
Alabama No.	Spot	138b / 1	40-1440 /	140-141t	100t		
	Fb-Ag	1	40b / 148	0	1050		
MID-SOUTH							
Memphis No.	Spot	145	145-1460 / 145t		101-102t		
	Fb-Mr	1	143b / 146o		n/a		
	Mr-Ag	1	150o / 150t		104o		
	OND		130b		n/a		
MO Bootheel	March	145b	/ 1500 /	1040			
	Mr-Ag		149-151t	100-102b			
(New Crop)	OND	1	1330 / 130t				
Southw	EST	(\$/ton)					
West Texas	Spot	158b / 163-165o / 163-165t		117-1200			
	Mr-Sp	175b / 180o / 175-176t		n/a			
(New Crop)	OND	160o / 155t			n/a		
Far We	ST	(\$/ton)					
Arizona	Spot	205b / 210o / 208t		167t			
Cal Corc. N	Spot	2250 / 225t		n/a			
& Stockton	Mr-Ap	230o / 230t			174o		
	Ap-Sp	240o / 240t			n/a		
SPECIALLY PROCESSED PRODUCTS (\$/TON)							
Easi Flo <sup>tm</sup>	Centre, AL		Spot	1810	1420		
FuzZpellets tm	Weld	lon, NC	Spot	1780	1090		
Cotton Flo <sup>tm</sup>	Weld	lon, NC	Spot	1780	1210		
	Trefe		Opor	1700	1210		

## COTTONSEED fob poin



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<b>COTTONSEED dlvd. points</b>							
PRICES 02-16-07		<u>Dump</u>	<u>Hopper</u>	<u>Live</u>	<u>Rail</u>		
Nonziera		<u>Floor</u> (\$/ton)					
NORTHEAST							
W. New York	Spot	1850					
	Fb-Ag	1920					
SE Pennsylvania	Spot	1710					
	Fb-Ag	1770					
NE Ohio	Spot	1840					
	Fb-Ag	1910					
MIDWEST		(\$/ton)					
MI (Grand Rpds.)	Spot	1970					
	Fb-Ag	2040					
MN (Rochester)	Feb.		190-1920	190-1930			
	Fb-Ag		1960	1960			
WI (Madison)	Feb.		184-1870	186-1870			
	Fb-Ag		182-1840	1900			
SOUTHWEST		(\$/ton)					
Texas / Dublin-	Spot		1980				
Stephenville	Mr-Sp		2050				
RAIL - FOB TRACK POINTS		(\$/ton)					
Laredo TX (Mid-Bridge)	Spot				186b 192o		
California	Spot				2180		
Idaho (UP)	Spot				215b 218o		
	Mr-Ag				218b 227o		
	OND				208t 210o		
WA/OR (BN)	Spot				218b 220o		
	Mr-Sp				228-2290		
	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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