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Cottonseed Intelligence Monthly



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ginning report released yesterday, shows a running bales ginned total of 20.996 million bales. This is up 407,200 bales from last month's report, but lags the year ago by 2.25 million bales. Since the last report, the largest contributor was Texas up nearly 250,000 bales. The report included 68,132 bales, which gins estimate will be ginned after the report. The next ginning report is the Annual Summary, released in May.

2007 PROSPECTIVE PLANT-

INGS: Informa Economics' March Prospective Plantings report was released with total cotton plantings pegged at 12.86 million acres. Strong grain prices are seen as the main reason growers are shifting to other crops that pencil

Compared to 3-year Averages 500 400 GA LA 300 MO 200 SC 100 000 bales) 0 NM -100 ΑZ MS OK -200 AL -300 -400 -500 -600 -700

Running Bales Ginned Totals from the 2006 Crop

them in larger profits than cotton. If realized, this would be the lowest quantity of land planted to cotton since 1990 when cotton acreage totaled 12.35 million acres. Upland acreage is estimated at 12.5 million acres, down 2.45 thousand from last year and 910 thousand lower than Informa's January projection. Cotton acreage is expected lower in all states.

-800

-900

-1000

The region with the largest reduction was the Southwest, as Texas alone is expected to plant a million less acres of cotton. Recent rains there have traders anticipating a better start for the crop and higher yields than a year ago. With 730,000 fewer cotton acres, the Mid-South has the next largest reduction. The Southeast has the largest reduction on a percentage basis, and nearly 600,000 fewer acres. Far West Upland is 65,000-acres lower, as Pima acres are up by 34,000. USDA's Prospective Plantings Report will be released March 30th.

COTTONSEED MARKET: Compared to the previous report prices continue to climb. As of Mid-March, upward price momentum stalled out as grain prices pulled back. It appeared as if sellers had more ownership for the month than there was demand to clear supplies from the market. Resellers are the most active as gins are not participating in a meaningful way. Gins are believed to have

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James Bueltel - Phone 651-635-9157, Fax 651-635-0857 e-mail: james.bueltel@informaecon.com

a large share of their remaining stocks already sold. Expectations of a reduction to cotton acreage is going to support price levels near-term and during the summer months. Helping this process are tight-fisted seed holders which will cause supply pipelines to edge lower, and result in higher prices.

Southeast markets have not moved up as quickly as the Mid-South, but demand from export markets are expected to continue supporting price levels in the region. Most of the buying interest in the Southeast is focused on procuring new crop supplies, at above historical price levels. But, due to the lack of selling interest on the part of gins, not much has traded.

In the Southwest and Far West, prices have moved higher as ginning wound down in West Texas. The California market has seen more dairies come to market and start buying. Most of the end-user buying activity is only focused on the nearby, as they are cautious about buying at historically high prices, with dairy profitability squeezed. The lack of forward buying has some in the industry concerned that demand is more difficult to gauge and may result in even more price volatility later in the year.

COTTONSEED BALANCE SHEET: USDA's 2006/07 balance sheet has several changes to disappearance. The largest change was a 171,000-ton reduction made to the feed, seed and other category. The crush was lowered by 50,000 tons, as crushing has lagged behind the 5-year average by 9% for the past 3 months. Exports were adjusted 25,000 tons higher. The net effect of these changes was a 96,000-ton increase to ending stocks, which typically signals a bearish attitude to the market.

Informa's balance sheet had a 100,000-ton reduction to the crush. Sub-par crushing activity and lackluster oil demand over the past few months suggest crushing will be more than 100,000 tons below the 5-year average. Exports were raised 25,000 tons as shipments to Asia and Mexico continue to exceed expectations. The feed, seed and other category was raised 50,000 tons. Milk prices have moved higher and appear to have more upside potential, which should improve the profitability of dairies making them more inclined to continue use and possibly even increase usage of cottonseed. Ending stocks were raised 25,000 tons, bringing the stocks-to-use ratio to 7.6%, which is nearly 1.5 points above the 5-year average. Prices are supported by strong corn values and anticipated acreage losses.

| Cottonseed Supply/Demand Balance Sheet (000 tons) | | | | | | | | |
|---|---------|---------|----------------|----------------|-------------------|--|--|--|
| Yrs beg Aug 1 | USDA | USDA | Mar. / USDA | Mar. / USDA | Mar. / Informa | | | |
| | 2003/04 | 2004/05 | 2005/06E | 2006/07F | 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 | 2750 | 2650 | | | |
| Exports | 355 | 379 | 523 | 600 | 615 | | | |
| Feed, Seed, & "Other" | 4598 | 4770 | 4629 | 4334 | 4400 | | | |
| Total Disap- pearance | 6592 | 8072 | 8163 | 7684 | 7665 | | | |
| End Stocks | 421 | 592 | 602 | 550 | 579 | | | |

| PRICES 03- | 23-07 | <u>Bid</u> | <u>Offer</u> | Trade | <u>Yr Ago</u> | | |
|---|-------|------------------------|---------------|--------|---------------|--|--|
| SOUTHEAST | | (\$/ton) | | | | | |
| No. Carolina | Spot | 1 | 134b / 138o | | 920 | | |
| | Ap-Ag | 1 | 37b / 145 | О | 96t | | |
| (as-ginned) | OND | 1 | 24b / 129 | 0 | 90t | | |
| So. Carolina | Spot | 1 | 35b / 139 | 940 | | | |
| | Ap-Ag | 1 | 39b / 145 | О | 97o | | |
| Georgia So. | Spot | 130b | / 1350 / | 135t | 94t | | |
| | Ap-Ag | 132b | / 1450 / | 145t | 98-100o | | |
| Alabama No. | Spot | 1 | 45b / 150 | 0 | 106t | | |
| | Ap-Ag | 1 | 49b / 155 | 0 | 1150 | | |
| Mid-South | | (\$/ton) | | | | | |
| Memphis No. | Spot | 148b | / 1520 / | 150t | 112-115t | | |
| | Ap-Ag | 150b | / 1580 / | 154t | 1190 | | |
| (as-ginned) | OND | 1 | 31b / 135o | | n/a | | |
| MO Bootheel | Spot | 1 | 155o / 151t | | 115t | | |
| | Ap-Ag | | 157o | | n/a | | |
| Southwest | | (\$/ton) | | | | | |
| West Texas | Spot | 170b | / 175o / 172t | | 128t | | |
| | Ap-Sp | 1 | 180b / 185o | | 135o/t | | |
| (as-ginned) | OND | 155b / | 160-170o | / 158t | n/a | | |
| FAR WE | ST | (\$/ton) | | | | | |
| Arizona | Spot | 2 | 210b / 220o | | 175t | | |
| | Ap-Sp | 2350 | | n/a | | | |
| Cal Corc. N | Spot | 235b / 238-240o / 237t | | 190t | | | |
| & Stockton | Ap-Sp | 242b / 245o / 242t | | 1950 | | | |
| | OND | 240o / 240t | | | n/a | | |
| SPECIALLY PROCESSED PRODUCTS (\$/TON) | | | | | | | |
| Easi Flo tm | Cen | tre, AL | Spot | 1830 | 1490 | | |
| FuzZpellets tm | Weld | lon, NC | Spot | 1820 | 1150 | | |
| Cotton Flo tm | Weld | lon, NC | Spot | 1820 | 1250 | | |
| b = bid o = offer t = trade n/a = not available | | | | | | | |

| COTTONSEED dlvd. points | | | | | | | |
|--------------------------------|-------------|--------------------------|-----------|-------------|-----------|--|--|
| PRICES 03-2 | <u>Dump</u> | <u>Hopper</u> | | <u>Rail</u> | | | |
| Northeast | | <u>Floor</u> (\$/ton) | | | | | |
| W. New York | Spot | 190o | , | , | | | |
| | Ap-Ag | 197o | | | | | |
| SE Pennsylvania | Spot | 174o | | | | | |
| | Ap-Ag | 180o | | | | | |
| NE Ohio | Spot | 177o | | | | | |
| | Ap-Ag | 183o | | | | | |
| MIDWEST | | (\$/ton) | | | | | |
| MI (Grand Rpds.) | Spot | 201o | - | - | | | |
| | Ap-Ag | 208o | | | | | |
| MN (Rochester) | Spot | | | 199-2200 | | | |
| | Ap-Ag | | | 2060 | | | |
| WI (Madison) | Spot. | | | 195-1990 | | | |
| | Ap-Ag | | | 199-2020 | | | |
| Southwest | | (\$/ton) | | | | | |
| Texas / Dublin- | Spot | | 2050 | | | | |
| Stephenville | Ap-Sp | | 2100 | | | | |
| RAIL - FOB TRACK POINTS | | (\$/ton) | | | | | |
| Laredo TX (Mid-Bridge) | Spot | | | | 198b 190o | | |
| , , | AMJ | | | | 2010 | | |
| Idaho (UP) | Spot | | | | 214t 217o | | |
| | Ap-Ag | | | | 223b 227o | | |
| | OND | | | | 207b 211o | | |
| WA/OR (BN) | Spot | | | | 232t | | |
| | Ap-Ag | | | | 236-2380 | | |
| | 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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