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Cottonseed Intelligence Monthly

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COTTONSEED MARKET: Lackluster end user buying continues to be the main feature of the market. The recent run up in corn and soybean complex futures has resulted in a few more inquiries. However, there hasn't been much more trading accomplished compared to the first half of April. Most of the buyers remain focused on covering nearby needs. Dairy buying interest remains limited due to narrow profit margins. This poor economic situation is expected to linger for the next few months which should keep dairy demand light. Meanwhile, gins with unsold supply are reluctant to sell at current prices and are holding out for higher prices later in the season which is the historical norm. This year however, prices look to remain range bound with limited upside potential because there are ample supplies of other feed ingredients which are competitively priced.

The net value of cottonseed for crushers in the Mid-South continues to erode as does the pricing for cottonseed meal and hulls. With a net product value roughly \$30/ton below cottonseed's open offer, there isn't an economic incentive for oil mills to come to market and increase their cottonseed holdings. This suggest that if cottonseed sellers want to attract more demand and keep inventories moving, prices will need to be lowered.

Southeast markets remain quiet as end user demand remains soft. Dairy interest in Florida has been more consistent than out of the Northeast. The dairies in the Northeast have more on-farm grown feed ingredients which are more economical than paying the going price for cottonseed. The narrow price spread between spot and new crop prices has kept gins on the sidelines as they anticipate there will be more upside potential for prices later in the summer. Given the lack of demand for cottonseed, any upside price potential appears it will be limited for the next few months.

The Mid-South market remains slow. This is likely the region with the tightest supplies and is reason for prices being stronger than Texas. In most years the Mid-South price is a discount to Texas due to the freight disadvantage going to Western rail markets. West Texas markets reported a modest increase in inquires following the strength in grain futures. For the time being, the inquiries hadn't resulted in an increase in volumes trading.

Far Western markets are holding steady to slightly firmer. The availability of supply has varied this week causing some offers to nudge higher as inventories have edged lower. Price spreads to California from other markets are narrower than normal and suggest less material will ship west during coming months.

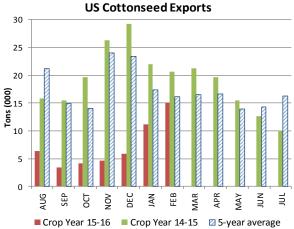
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COTTONSEED BALANCE SHEET: The USDA balance sheet was unchanged from last month. The Cottonseed Digest balance sheet has only a small change with the crush being lowered 5,000 tons while exports were raised 5,000 tons. The Feed, Seed and Other category was unchanged and represents a total that is 55% of the total supply of cottonseed. This is up a percentage point compared to last year. The demand from the feed sector remains lackluster but there continues to be modest nearby buying. This suggests more softening of prices is needed for prices will get to a level low enough to attract additional demand. Ending stocks are unchanged and hovering around 400,000 tons. This is below the 5-year average of 480,000 tons.

Cottonseed exports were raised 5,000 tons this month as February's exports mark a high for the crop year. Shipments were stronger than expected to Mexico and Saudi Arabia. Exports early in the season were suppressed due to the strong dollar, late planting and slow crop development, rain/storm harvest delays and related quality issues. Unless cottonseed prices continue to soften, exports are expected to remain below year ago and 5-year average levels.



Cottonseed Supply/Demand Balance Sheet (000 tons)									
Year begins Aug 1	USDA	USDA	April / USDA	April / USDA	April / CSD				
	<u>2012/13</u>	<u>2013/14</u>	<u>2014/15E</u>	<u>2015/16F</u>	<u>2015/16F</u>				
Beg. Stocks	430	492	425	437	437				
Imports	182	198	59	0	30				
Production	5666	4203	5125	4153	4145				
Total Supply	6278	4893	5609	4590	4612				
Crush	2500	2000	1900	1500	1570				
Exports	191	219	228	60	75				
Feed, Seed, & "Other"	3094	2250	3044	2638	2555				
Total Disappearance	5786	4468	5172	4198	4200				
End Stocks	492	425	437	392	412				



COTTONSEED fob points								
PRICES 04-15-16		Trade			<u>Yr Ago</u>			
Southeast		(\$/ton)						
North Carolina	Spot		220o / 215t		240t			
	May		2	216t	n/a			
	My-Ag		2	215b	2470			
	OND		190b /	196-2000	2200			
South Carolina	OND		190b	/ 2000	n/a			
Georgia So.	Spot		2150	/ 210t	2400			
	OND		190b	/ 2000	n/a			
Mid-South		(\$/ton)						
Memphis No.	Spot		245b /	250-2510	265t			
	OND		215b	/ 2200	n/a			
MO Bootheel	Spot		2	2520	2710			
	OND		215b	/ 2200	n/a			
NE Arkansas	Spot		2510		n/a			
	OND		215b	/ 2200	n/a			
Southwest		(\$/ton)						
West Texas: LN	Spot	22	5b / 230	0o / 225-226t	291t			
	My-Sp	2300		2950				
	OND	210b / 220o / 215t		2750				
West Texas: PN	Spot	225b / 230o		n/a				
West Texas: SN	Spot	225b / 230o		2900				
Oklahoma	Spot	245t		n/a				
Far West		(\$/ton)						
Arizona	Spot	280o / 280t		3600				
Cal. Corc. No.	Spot	3050		393t				
	OND	3050		n/a				
	Clock		3150					
Pima California	Spot	2800			345t			
	My-Sp	2850			n/a			
Specially Processed Products (\$/ton)								
Easi Flo tm	Courtl	and, AL	Spot	2900	3100			
			OND	2450	n/a			
<pre>b = bid o = offer t = trade n/a = not available West Texas: LN=Lubbock North, PN= Plainview North, SN= Seminole North</pre>								



COTTONSEED dlvd. points								
<u>PRICES 04-15</u>	<u>Truck</u>	<u>Rail</u>	<u>Yr Ago</u>					
Northeast		(\$/ton)						
W. New York	Spot	280-2830		3060				
	My-Ag	285-2880		3130				
	OND	260-2630		2830				
SE Pennsylvania	Spot	260-2650		2890				
	My-Ag	267-2700		2960				
	OND	240-2450		2730				
NE Ohio	Spot	280-2830		3070				
	My-Ag	285-2880		3150				
	OND	2630		2880				
Midwest	(\$/ton)							
MI (Grand Rpds.)	Spot	293-3000		3170				
	My-Ag	298-3050		3250				
MN (Rochester)	Spot	295-300o		3400				
	OND	275-2800		3270				
WI (Madison)	Spot	2950		3300				
	OND	2750		3200				
Southwest			(\$/ton)					
Texas / Dublin-	Spot	2650		2950				
Stephenville								
Rail - fob track	(\$/ton)							
California	Spot		3000	n/a				
	OND		3000	n/a				
Idaho (UP)	Spot		3050	3470				
	My-Sp		3050	n/a				
	OND		3050	n/a				
WA/OR (BN)	Spot		310t	3750				
b = bid o = offer t = trade n/a = not available								

COTTONSEED DAIRY BUYER PROFILES

GROUP 1: Base demand group that will formulate cotton seed 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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