

Wheat Market Outlook and Price Report: July 20, 2020
By Marlene Boersch/ A.P. Temple/ Michael Wilton
Mercantile Consulting Venture Inc.

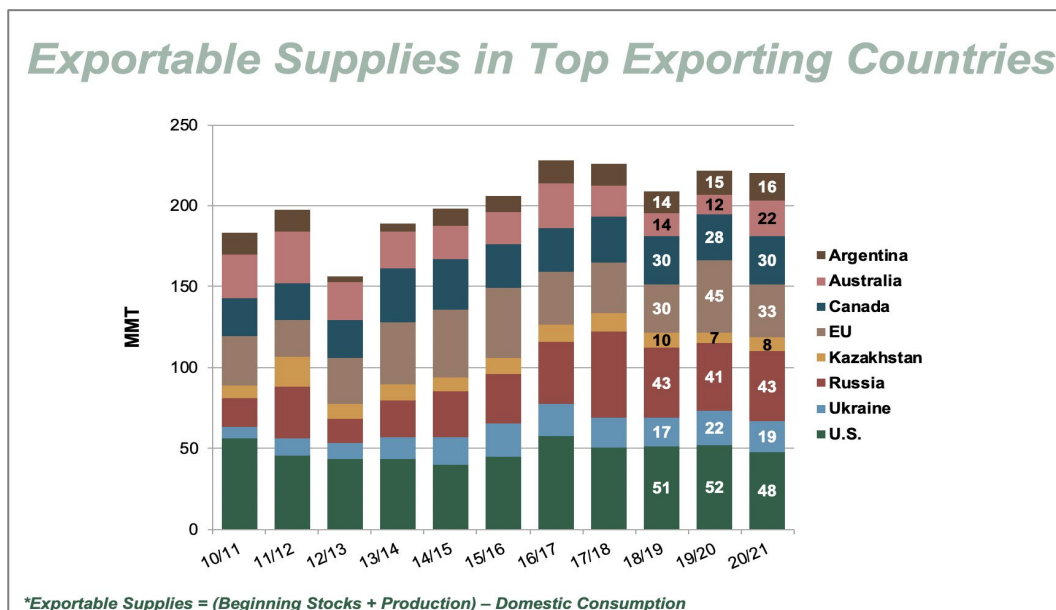
i) Background and Rationale for the Report

The following wheat market outlook and price report will be published on a weekly basis on the Sask Wheat Website. The report provides producers with an overview of world wheat markets, a market forecast, and benchmark prices at both the primary elevator and export positions (FOB Vancouver or elsewhere).

The report is made up of several sections. Following this section, a World Wheat overview is provided, which includes a summary of wheat market fundamentals, world production and trade, and a wheat market outlook. This is followed by several price tables, which include primary elevator bids at various Saskatchewan locations (Table 1), grain spreads (Table 2), and FOB port prices and basis (as measured by subtracting the primary elevator price (Rosetown) from the relevant port location price for individual crops) (Table 3). Table 3 is preceded by a description of the various assumptions, definitions and methodology used in arriving at the FOB port prices and in the export basis calculation.

ii) Wheat Market Outlook July 20, 2020

Global Wheat – Exportable Supplies Major Exporters, USDA July 2020:

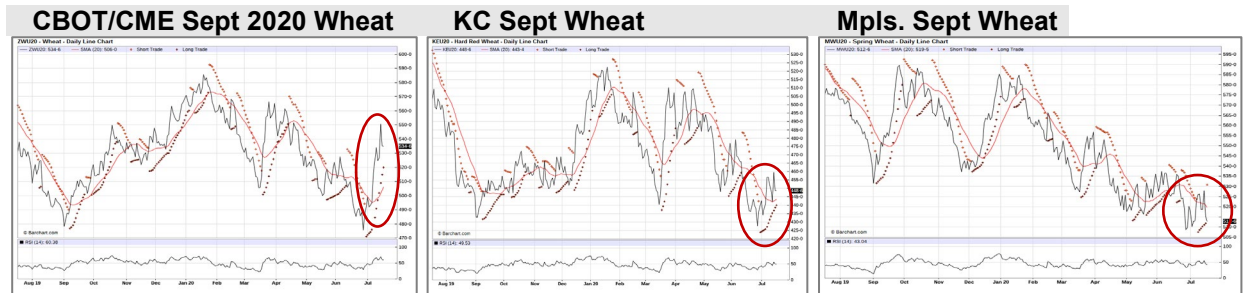


- USDA expects world **wheat trade** during 2020/21 to match last year's record of 188 million mt. – We think that given the economic fallout from coronavirus, the USDA is optimistic on their demand numbers.
- USDA projects the **exportable supply** in the top exporting countries to drop from 222 million mt in '10/20 to 219 million mt in '20/21.
- **Exports from Russia** are forecast to rebound 4% from last year to 36.0 million mt.
- **Ukrainian wheat exports** are forecast to fall 15% on the year to 17.5 million mt on persistent dryness during the growing season.
- **US 2020/21 exports** are forecast to fall to 25.9 million mt, 2% below the 2019/20 estimate of 26.3 million mt.
- **Canadian '20/21 exports** are forecast to increase to 30 million mt from 28 million mt in '19/20.

➤ **Global wheat production and trade:**

There is a lot of competition in the wheat markets as wheat is produced around the world. Below is a brief synopsis on last week's market events in the major wheat origins.

- Futures:** Sept. '20 contract **Chicago winter wheat** closed at 534-6, down 0-4 cents on Friday, and up 0-6 cents for the week.
 Sept '20 contract **Kansas hard red winter wheat** closed at 448-6, unchanged in Friday's trade, and down 3-4c for the week.
Minneapolis Sept. '20 contract **hard red spring wheat** closed at 512-6, down 2-4 in Friday's trade, *down 13 cents for the week*. Dec. '20 hard red spring wheat closed at 527-0, down 0-6 cents on Friday, and down 11-2c for the week.



- Futures summary:** We had a volatile week in futures markets, driven by speculation that China may purchase US soft red winter wheat, followed by technical selling. Wheat futures prices ended the same or below last week's close. CBOT SRW futures remained the same at \$5.35/bu. KCBT HRW futures lost 3 cents to close at \$4.49/bu. MGE HRS futures dropped a full 13 cents to end at \$5.13/bu.

Canadian Wheat:

- Weekly Canadian wheat exports (week 49) were again very good at 461,000 mt, for a year-to-date total of 16.7 million mt, now only 3% behind last year's shipments. Given the recent pace of loadings, we think we could actually reach 18.3 million mt of exports this year, which would leave us with ending stocks of 5.2 million mt, lower than the 6.15 million mt expected earlier. This compares to 5 million mt ending stocks last crop year.

(CGC) Grain Handling Summary Wheat			Wk. 49	(July 12/'20)
('000 mt)	Prod. Dlvs.	Terminal	Bulk exports	Dom.
		Rcpts.		Disappearance
Wk. 49	511.8	515.3	461.2	57.3
Week ago	338.9	533.1	559.5	73.2
YTD	20,867.1	19,318.5	16,739.6	3,668.0
Last YTD	20,151.8	19,637.2	17,170.4	3,820.2
YTD less Last YTD	715.3	-318.7	-430.8	-152.2
YTD over Last YTD	104%	98%	97%	96%

Mercantile based on weekly CGC Handling Data

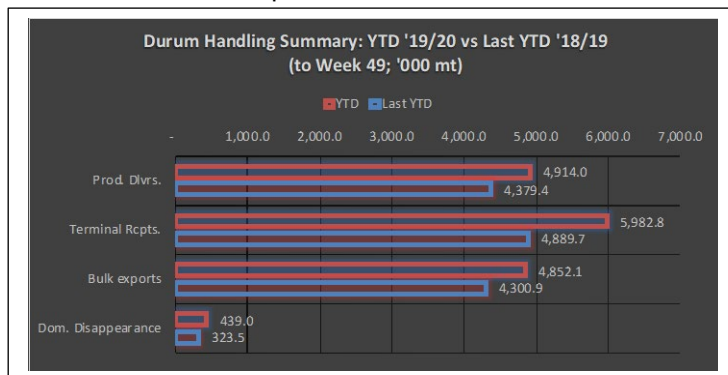
- Canadian spring wheat production is expected to be down by ~5% from last year, and 'if' demand for hard wheat holds up (we think the USDA demand numbers are optimistic), then Canadian ending stocks could drop just below 5 million mt next crop year. However, in the big picture, these ending stocks are still too high!
- The focus of the market from here on will be actual harvest and yield data around the world and the actual demand (or lack of). This market is becoming interesting.
- *Given the current Canadian elevator bids we prefer to wait before selling cash.*

Merc. - Wheat excl. Durum Outlook		
('000 mt)	19/20	20/21
Beginning stocks	4,247	5,238
Production Sprg Wht.	25,670	24,387
Production WW	1,701	1,990
Imports	170	120
Total Supply	31,788	31,735
Dom. Use	8,250	8,250
Exports	18,300	18,500
Total Usage	26,550	26,750
Ending Stocks	5,238	4,985
Stock-to-Use Ratio	20%	19%

World wheat values backed-off to Saskatchewan

19-Jul-20	aug	aug	aug	aug	aug	aug	aug	aug	aug	aug
Current world price values usfmt	USA DNS 14 PRO	hrw ords	durum 1cw	2cwrs 12.5 pro	3cwrs 300 hag	feed wht	feed barley	peas	canola	soybeans
price value equal fob fby variable usfmt	price bid	price bid	\$270.00		11.5 o/b pro				fob vncvr	fob PNW
price value equal fob vancouver variable usfmt	\$230.73	\$212.36		\$218.00	\$208.00	\$200.00	\$180.00	\$270.00	\$384.77	\$357.48
exchange variable	0.7358	0.7358	0.7358	0.7358	0.7358	0.7358	0.7358	0.7358	0.7358	0.7358
value in Canadian funds per tonne	\$313.56	\$288.60	\$366.93	\$296.26	\$282.67	\$271.80	\$244.62	\$366.93	\$522.90	\$485.82
per bushel	\$8.53	\$7.85	\$9.98	\$8.06	\$7.69	\$7.40				
minus backoff cost to track country elevator										
port fobbing at cost			\$8.00	\$6.00	\$6.00	\$6.00	\$6.00	\$6.00	\$6.00	\$6.00
rail freight basis 112 cars basis Saskatoon/Rosetown			\$25.00	\$32.00	\$32.00	\$32.00	\$32.00	\$32.00	\$32.00	\$32.00
rail freight country to Wby			\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
storage and interest max 60 days			\$2.50	\$2.50	\$2.50	\$2.50	\$2.50	\$2.50	\$2.50	\$2.50
cleaning at cost			\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00
country elevation at cost			\$44.50	\$49.50	\$49.50	\$49.50	\$49.50	\$49.50	\$49.50	\$49.50
total back off costs										
net value can \$			\$322.43	\$246.76	\$233.17	\$222.30	\$195.12	\$317.43	\$473.40	\$436.32
Estimate valu per bushel track country elevator Can\$			\$8.78	\$6.72	\$6.35	\$6.05	\$4.25	\$8.64	\$10.74	\$11.88
theoretical old cwb price basis \$60.00 backoff to SK basis current world price				\$6.43	\$6.06	\$5.76	\$4.05			
canadian company track bids										
Mkt value where Elevator bids shud be Saskatoon/Rosetown				\$6.25	\$5.80	\$5.50	\$3.75	\$7.75	\$10.20	\$11.25
weyburn area basis 2cw or better premiums basis lower frt to vncvr			\$8.25							
elevator margin above costs		avge margin	durum	2cwrs 12.5 pro	3cwrs	feed wht	feed barley	peas	Canola	soybeans
Grain Company estimated margin over elevations at cost			\$19.33	\$17.14	\$20.08	\$20.23	\$18.31	\$32.70	\$23.64	\$22.99

- **Durum:** Saskatchewan durum is rated to be 78% in Gd./ Exc. condition, 21% Fair, and 1% in Poor condition. Alberta durum is rated 89% Gd. / Exc.
- N Dakota durum ratings improved again to 69% Gd./ Exc. (from 66% last week), with 26% in fair condition, 4% in poor, and 1% in very poor condition. USDA forecast US durum production to remain relatively stable with last year at 1.52 million mt in production.
- Canadian export shipments for week 49 were quite good at 121,000 mt, for a year-to-date total of 4.9 million mt, 13% ahead of last year-to-date of 4.3 million mt.
- We expect crop year exports to reach 5.1 million mt. 2019/20 ending stocks should be down to ~600,000 mt, which gives us a good starting point to the 2010/21 crop year.



- Given 5 million mt exports for next year, ending stocks should again be similar to this year's!

- The US durum outlook is similar to the Canadian outlook:

According to USDA, the US is projected to produce 1.5 million mt of durum, for a total '20/21 supply of 4.03 million mt, slightly lower than in '19/20 due to the smaller carry-in this year. Higher driven by

('000 mt)	19/20	20/21
Beginning stocks	1,792	600
Production	4,977	5,967
Imports	90	30
Total Supply	6,859	6,597
Dom. Use	1,159	1,000
Exports	5,100	5,000
Total Usage	6,259	6,000
Ending Stocks	600	597
Stock-to-Use Ratio	10%	10%

US Durum Wheat Outlook (million mt; USDA)

	Durum	
	19/20	20/21
Beginning Stocks	1.50	1.17
Production	1.47	1.52
Supply Total	4.08	4.03
Domestic Use	1.77	2.26
Exports	1.14	0.68
Use Total	2.91	2.94
Ending Stocks	1.17	1.09
Stocks-to-Use	40%	37%

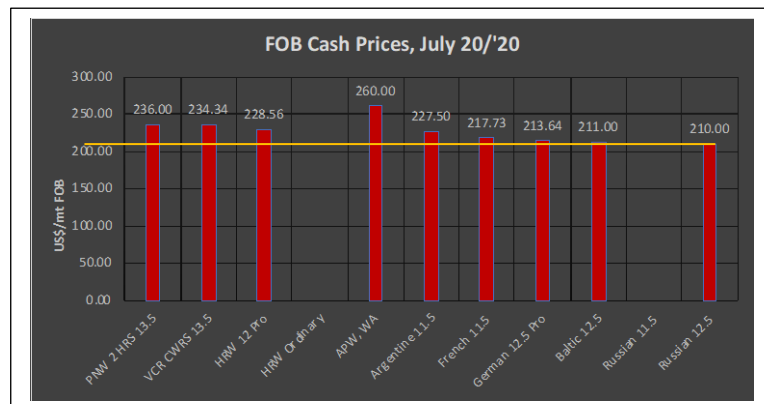
Usage is expected to be slightly improved domestic demand that is supported by Covid-19 buying. Ending stock will be down slightly.

- Following the challenges with marketing different qualities over the past several years, many Saskatchewan farmers are waiting to see their samples before selling the crop. Given this year's balance sheet, this should not pose a major problem.
- Tightening stocks will continue to be supportive. Moderate carry-in stocks and strong export demand in 2020/21 are supportive to new crop durum.

US Wheat:

- Us wheat condition:** Sporadic precipitation across the Great Plains slowed the HRW harvest progress. Early lab tests indicate this year's HRW crop is sound with low, but good quality protein. (Average HRW protein levels are at 11.2%, below last year's 11.3% average, and below the five-year average of 11.7%). The SRW harvest is 90% complete and currently grades just shy of U.S. No. 1.
- HRS: Beneficial precipitation alleviated areas under abnormal dryness and moderate drought in western North Dakota, western South Dakota and eastern Montana. Dryness spread in western Nebraska and persists in central North Dakota and central Minnesota. Looking ahead, moderate to heavy precipitation is expected to alleviate dryness across the Northern Plains.

- The declines in futures over the past two days at least help to reduce the price gap against competing origins. HRW is starting to compete with EU & Black Sea wheat values on an FOB basis, although there is still the ocean freight spread. However, SRW remains completely uncompetitive as evidenced by weekly sales of just 13,000 mt.



- In the meantime, Black Sea wheat is the world's cheapest wheat, and when/ 'if' import demand shows up, it will first go to Russia and the Ukraine, even at these higher prices.
- The FOB value for 13.5 pro HRS in the PNW for July decreased by \$5.00/mt from last week to \$236.00/mt, while July White wheat from the PNW increased by \$2.00/mt to \$226/mt.

Australian wheat:

- Australian new crop futures were flat for the week.
- A weather forecast containing rain for the west was offset by reports of 8 cargoes of ASW trading to China!
- Dec-Jan APW is worth around \$260/mt FOB Western Australia.

Argentine wheat:

- The Argentine Government said there would be no hike in export taxes, but official FOB prices remain \$15 above the market, which artificially inflates taxes anyway.
- BAGE said plantings are 91% complete, equal to last year. Crop ratings were unchanged at 22% Gd/Exc. (compared to 37% last year). Contacts say that lost acres in the north due to dryness should be replaced by additional acres in the south and east, where soil moisture is good. This should keep crop prospects intact.
- Argentine FOB wheat (12% pro) for Dec. increased \$5/mt; nearby wheat nominally is at \$225-235/mt.

EU wheat:

- Matif wheat spiked midweek, but ended down €2-3/mt.
- Farmers are still not selling during ongoing poor French yields with reports of some significant crop losses and fears of further acreage declines. However, crop estimates are moving higher in NE Europe, but quality concerns are growing, particularly in Poland due to persistent rains. Against this we poor EU shipments, thin vessel line-ups, and worries about demand.
- French wheat at \$218 FOB is priced \$8 above Russian 12.5 pro wheat, and \$6 above German/Baltic wheat. This takes French wheat out of most export destinations.
- FOB values in the EU were mixed: French 11.5 pro increased by \$0.69/mt to \$217.73/mt, while German 12.5 pro wheat increased by \$2.90/mt over the week to \$213.64/mt, while UK wheat dropped by 2.29/mt to 233.80/mt.

Black Sea wheat:

- FOB Black Sea prices rose ~\$3-4/mt on the week. *Yield reports in both Russia and the Ukraine remain below last years.*
- However, while there are volume shorts of Ukraine 11.5 pro wheat and of feed wheat, the Russian vessel line-up remains very thin and far lower than the 3 million mt that was shipped in July last year.
- Russian wheat for July shipment was up by \$4/mt at \$210.00/mt for 12.5 pro wheat.

➤ **Significant purchases/ trades:**

- Egypt (GASC) bought 2 x 57,000 mt of wheat for LH Aug at \$228.75/mt.
- Jordan bought 60,000 mts wheat for LH Dec at \$244.50/mt.
- Ethiopia cancelled another 400,000 mt tender.
- USA inspections were 624,000 mts (season total 110 myn bushels, up 2%), sales were 764,000 mts (season total 306 myn bushels up 6% on last year).
- The EU starts the new season with July 1-12 positions; shipments of the new 20/21 campaign were 242,000 mts, down 62% on last year.
- The week started with rumours that the Chinese had bought US wheat, but there was no confirmation and the market closed down basis fake reports.

➤ **Wheat Market Outlook:**

Significant events:

- USDA expects world **wheat trade** during 2020/21 to match last year's record of 188 million mt. – We think that given the economic fallout from coronavirus, the USDA is optimistic on their demand numbers.
- **Canadian wheat exports** have been much improved in recent weeks, for a year-to-date total of 16.7 million mt, now only 3% behind last year's shipments. Too bad the increase in shipments is occurring so late in the year when prices are down.
- **Black Sea wheat** still is the world's cheapest wheat, and when/ 'if' import demand shows up, it will first go to Russia and the Ukraine, even at these higher prices.
- There were reports of 8 cargoes of **ASW trading to China**.
- **EU farmers** are still not selling during ongoing poor French yields with reports of some significant crop losses and fears of further acreage declines. Against this we poor EU shipments, thin vessel line-ups, and worries about demand.
- **Global Wheat News:**
 - Consultancy Stratégie Grains on Thursday further reduced its forecast for this year's **soft wheat harvest in the European Union** to take account of lower-than-expected yields in southeastern Europe and a cut in estimated crop area in France. In its monthly cereal report, the French firm lowered its 2020 soft wheat output forecast for the EU plus Britain to 130.3 million mts from 130.9 million in June, or 11.5% below last year's harvest.
 - **Russia** saw unfavourable weather in the first half of July for its spring grains and may face a downgrade of its 2020 grain harvest estimates, Roman Vilfand, head of science at Russia's Hydrometcentre, said on Thursday. Russia, the world's second largest wheat exporter after the European Union, is harvesting it crop amid dry weather in some regions and rains in others - both in wrong time for development of the sowings.
 - Beneficial rain is boosting **German wheat production** estimates. German farm cooperative Deutscher Raiffeisenverband (DRV) increased its forecast for total wheat production 1% on the month to 22.4 MMT, still 3% less than last year, if realized.

➤ **Outlook:**

The declines in futures over the past two days at least help to reduce the price gap against competing origins. HRW is starting to compete with EU & Black Sea wheat values on a FOB basis, although there is still the ocean freight spread to contend with.

In the meantime, Black Sea wheat is the world's cheapest wheat, and the domestic Russian market seems to take this into account and Russian values are pushing up. Still, when, and 'if' import demand shows up, it will first gravitate to Russia and the Ukraine. French wheat is too expensive through December, and China now seems to be buying Australian wheat, while US / N American wheat is losing precious demand at these levels.

iii) Primary Elevator Price Tables and Grade Spreads

Table 1: Canadian Primary Elevator Bids, in Canadian Dollars per Bu and per MT

Date: 20-07-2020					
NW Sask	Spot		NW Sask	Deferred	
	(bu.)	(mt)		Oct.'20 (bu.)	Oct.'20 (mt)
1 CWRS 13.5	\$6.51	\$239.20	1 CWRS 13.5	6.29	\$231.12
1 CWAD 13.0	\$8.16	\$299.83	1 CWAD 13.0	7.85	\$288.44
1 CPSR 11.5	n/a	n/a	1 CPSR 11.5	n/a	n/a
SW Sask			SW Sask		
1 CWRS 13.5	\$6.35	\$233.32	1 CWRS 13.5	6.15	\$225.98
1 CWAD 13.0	\$7.90	\$290.28	1 CWAD 13.0	7.61	\$279.62
1 CPSR 11.5	n/a	n/a	1 CPSR 11.5	n/a	n/a
NE Sask			NE Sask		
1 CWRS 13.5	\$6.25	\$229.65	1 CWRS 13.5	6.06	\$222.67
1 CWAD 13.0	n/a	n/a	1 CWAD 13.0	n/a	n/a
1 CPSR 11.5	n/a	n/a	1 CPSR 11.5	n/a	n/a
SE Sask			SE Sask		
1 CWRS 13.5	\$6.18	\$227.08	1 CWRS 13.5	6.04	\$221.93
1 CWAD 13.0	\$8.11	\$297.99	1 CWAD 13.0	7.88	\$289.54
1 CPSR 11.5	n/a	n/a	1 CPSR 11.5	n/a	n/a

Table 2: Grade Spreads, in Canadian Dollars per Bu and per MT

Avg. Grade Spread/ Pro Discounts	Cdn\$/bu.	Cdn.\$/mt
1 CWRS 14.0	0.05	1.89
1 CWRS 13.5	Base Grade	Base Grade
2 CWRS 13.5	(0.10)	-3.67
1 CWRS 12.5	(0.15)	-5.51
1 CWAD 13.0	Base Grade	Base Grade
1 CWAD 13.5	0.00	0.00
2 CWAD 13.0	(0.10)	-3.67
2 CWAD 12.5	(0.20)	-7.35

iv) FOB Wheat Prices and Export Basis Calculation

Background and Rationale:

Reporting FOB prices at port position and primary elevator prices allows the reader to gain an understanding of both local and international wheat prices and to understand the relationship between the two, as measured by the export basis. Export basis can be defined as FOB port position prices minus the primary elevator prices at any given prairie delivery location and is therefore reflective of transportation costs plus any premiums being captured by terminal grain elevator companies or the railway companies, at any given time.

In general, a widening basis is indicative of decreasing system performance in terms of either reduced port capacity or rail service, or both. A narrowing basis is indicative of increased available port capacity and/or better ability of the railways to provide ample service to grain shippers. In this regard, tracking these prices over time has value both in terms of producers being able to time the selling of their grain but also in terms of evaluating and setting policy related to various transportation and capacity issues.

Gray (2015) has calculated a normal basis to be in the range of C\$72/mt. During the 2013/14 crop year the export basis for wheat widened to approximately C\$250/mt, which indicated an inability of the grain handling and transportation system to adequately handle the record crop produced that year. This occurrence has highlighted the need to improve the level of rail service and take measures to expand port capacity where possible. It has also underscored the need for better price transparency and market information within the grain sector.

Assumptions, Definitions, and Methodology

The following background information should assist in understanding and interpreting international market signals and to relate them to the 'local' Saskatchewan wheat market:

- The price information generated for the weekly report is designed to show farmers at what price levels several wheat classes are trading at local primary elevators (Table 1) and in nearby international markets (Table 3). To express the Export Basis¹ (see *Export Basis* in Table 3) defined as Canadian FOB Prices minus primary elevator bids, the FOB prices are translated into Canadian dollars from US dollars and compared to current actual primary elevator Street prices at Rosetown, Saskatchewan (see *Street Prices* in Table 3). Rosetown is used as a proxy for all primary elevators in the basis calculation. The actual handling and transportation costs from the West Coast to delivered elevator (Rosetown area) range from ~C\$58.00-C\$74.72/mt, depending on number of cars moved and elevator used.
- Approximate relationship between U.S. wheat classes and Canadian wheat classes:
 - DNS 14% in the Pacific North West (PNW) ≈ 1 CWRS 13.5% in Vancouver
 - HRS in the Pacific North West (PNW) ≈ 2 CWRS 13.0% in Vancouver
 - HRW in the Pacific North West (PNW) ≈ 3 CWRS in Vancouver
 - SW (lowest price wheat) ≈ CPS red (mostly fed domestically)
 - HAD (Lakes) ≈ CWAD (Thunder Bay/ Lawrence)
 - Abbreviations: DNS (Dark Northern Spring Wheat); HRS (Hard Red Spring Wheat); HRW (Hard Red Winter Wheat); SW (Soft Wheat); HAD (Hard Amber Durum Wheat); CWRS (Canadian Western Red Spring Wheat); CPS (Canada Prairie Spring Wheat); CWAD (Canadian Western Amber Durum Wheat)
- Hard wheat price calculations:

¹ Gray, R.S. (2015). The Economic Impacts of Elevated Export Basis Levels on Western Canadian Grain Producers 2012/13, 2013/14 and 2014/15.

“The difference between FOB Vancouver prices and the Saskatchewan elevator cash bids to producers is referred to as export basis: Basis can refer to the difference between any two prices. As the largest volume port, Vancouver FOB, minus the elevator bid prices representative measure of the “export” basis for grains in Western Canada.”

Exporters in Western Canada generally derive their primary elevator wheat prices from HRS values at the West Coast (Pacific Northwest - PNW).

Similarly, HRW values are used for lower grade (3) CWRS.

- West Coast HRS and HRW values essentially dominate the international hard wheat trade and determine its basic value.
 - If premiums are paid for 1 CWRS 13.5, elevator companies are often able to retain the premium
- Durum wheat price calculations:
The primary export route for Canadian durum wheat is still through Thunder Bay, not the West Coast of Canada.
- Nevertheless, the Pacific Coast has increased in importance for durum over time with 38% of total export volume crop year to date.
 - Italy is the single biggest buyer of Canadian durum wheat with 27% of total Canadian durum exports year-to-date (East Coast shipments).
- Optional origin grain sales:
Most major international grain companies sell 'optional origin' wheat to their customers and often cover their sales 'at best' closer to the shipment position. The Canadian grain system is not conducive to servicing optional origin sales because the volume of wheat kept in storage in port today is much smaller than prior to deregulation of the Canadian wheat market.

Table 3: Relevant FOB Prices and calculated Basis, US & Canadian Dollars per MT

Relevant FOB Prices and Export Basis				20-07-2020
Type of Wheat	FOB Prices CDA ¹ (calculated)		Street Prices	Export Basis ²
	West Coast (Cdn./mt\$)	Great Lakes (Cdn.\$/mt)	Rosetown (Cdn.\$/mt)	Basis: West Coast-Centr. SK (Cdn\$/mt)
DNS 14.0	\$315.10	\$389.16		
HRS	\$307.65			
HRW 11.5	\$290.25			
SWW 12.0	\$292.74			
1 CWRS 13.5 ³	\$315.10		\$221.20	\$93.91
2 CWRS 13.0 ³	\$307.65		\$200.99	\$106.66
3 CWRS ³	\$290.25		\$182.62	\$107.64
CPS ³	\$285.78		\$201.36	\$84.42
1 CWAD ⁴		\$382.20	\$303.14	\$79.06
Competing wheat:	US\$/mt			
Russia 12.5 (Black Sea, 25k mt)	\$210.00	July		
French 11.5 (Rouen)	\$217.73	July		
ASW 10.5 (W Coast)	\$250.00	N/C		
Argentine 12.0	\$227.50	July		

¹ FOB Prices CDA = FOB US\$ converted into Canadian Currency

² Export Basis = FOB Prices CDA minus Cdn. Street Price

³ DNS 14% ≈ 1 CRWS 13.5%; HRS ≈ 2 CWRS 13.0%; HRW ≈ 3CWRS; SWW ≈ CPS

⁴ Values derived to Lakehead FOB

ADDENDUM

Futures Driven Basis Calculation, Canadian Dollars per MT

Canadian Wheat - World Price Parities				20-07-2020
Canadian Funds		Grade		
PNW value/Vancouver	2CWRS	3CWRS	Winter wht.	CPS
Sept/Oct delivery	\$8.18	\$7.71	\$5.75	\$5.75
Parity Track Rosetown	\$6.69	\$6.21	\$6.28	\$6.28
Track Bid Rosetown Area	\$5.47	\$4.97	\$5.48	\$5.48
Gross Margin at Elevator (\$/bu)*	\$1.22	\$1.24	\$0.80	\$0.80
Gross Margin at Elevator (\$/mt)*	\$44.72	\$45.69	\$29.44	\$29.44
* to cover elevation, elevator market risk, margin				