# Transportation and Export Report for 9 February 2023

They said rates were too low and could not go down any farther, and yet, here we are. And vessel owners continue to ask, are we there yet, have we finally hit bottom? Dry Bulk markets have not yet found support despite some positive demand news. The drop in freight markets over the last 5 months speaks volumes about the health of the Chinese economy and the outlook for improved cargo demand. Vessel owners are now complaining that rates getting below operating costs. The technical FFA freight charts look bearish, but physical markets are saying the downturn must stop. And vessel speeds are slowing to conserve fuel. March Panamax daily hire rates are trading at \$10,800/day with Q2 2023 at \$13,200/day. US Gulf to the Far East traded at \$12,000/day.

All hopes for an uptick in rates remain dependent on improved demand for all Dry Bulk cargo to China. Other markets cannot pick up the slack.

#### **BALTIC DRY-BULK PANAMAX INDEX CHANGES**

| Panamax Ocean Freight Indices      |         |       |        |            |         |  |  |  |  |  |  |
|------------------------------------|---------|-------|--------|------------|---------|--|--|--|--|--|--|
| 9-Feb-2023                         |         | This  | Last   |            | Percent |  |  |  |  |  |  |
|                                    |         | Week  | Week   | Difference | Change  |  |  |  |  |  |  |
| P2A: Gulf/Atlantic - HK-Korea      | Index   | 14955 | 17,136 | -2,181     | -12.7%  |  |  |  |  |  |  |
| P3A: PNW/Pacific - RV Korea-Taiwan | Index   | 8157  | 8,775  | -618       | -7.0%   |  |  |  |  |  |  |
| S1C: US GULF-China-So.Japan        | Index   | 11557 | 12732  | -1,175     | -9.2%   |  |  |  |  |  |  |
| P7: Trial- Miss. River - Qingdao   | per ton | 46.06 | 48.69  | -2.63      | -5.4%   |  |  |  |  |  |  |
| P8: Trial- Santos - Qingdao        | per ton | 33.21 | 35.59  | -2.38      | -6.7%   |  |  |  |  |  |  |

### Recent history of freight values for Capesize vessels of Iron-Ore from West Australia to South China:

Four weeks ago: \$7.30-\$7.00
Three weeks ago: \$7.00-\$6.80
Two weeks ago: \$6.80-\$6.70
One week ago: \$6.70-\$6.35
This week \$6.30-\$6.15

#### US Vessel Line-Ups/Estimated vessel berthing delays at U.S. Export Grain Elevators:

Mississippi River: (9 elevators) 2-15 days Mid-Stream loaders: (6+ Rigs) 0-1 days

Texas Gulf (6 elevators) 0-4 days (3 Facilities at 0 days)

Pacific Northwest: (9 elevators) 1-9 days

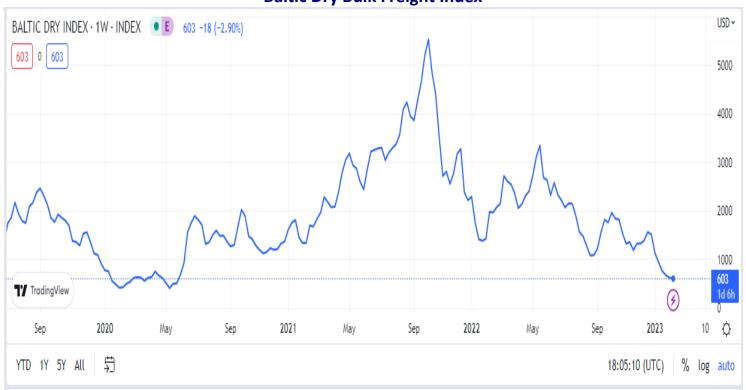
| Panamax Market Spreads to Asia -China                    |         |         |       |         |       |  |  |  |  |  |  |
|--|---------|---------|-------|---------|-------|--|--|--|--|--|--|
| 9-Feb-2023 GULF PNW Bushel Spread Tonne Spread Advantage |         |         |       |         |       |  |  |  |  |  |  |
| CORN   | 0.92    | 1.60    | 0.68  | \$26.77 | GULF  |  |  |  |  |  |  |
| SOYBEANS   | 1.10    | 2.15    | 1.05  | \$38.58 | GULF  |  |  |  |  |  |  |
| OCEAN FREIGHT  | \$47.00 | \$27.00 | .5154 | \$20.00 | March |  |  |  |  |  |  |

# **Current Grain Vessel Market Indications**:

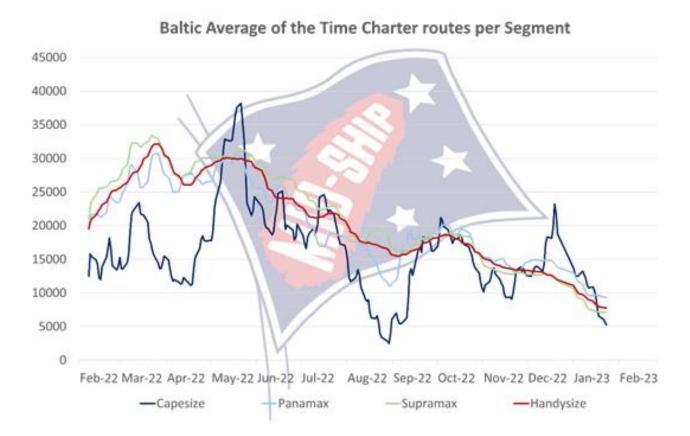
\*\* Rates are estimates for the nearby-30-day period. 60-90 days forward physical rates will usually be higher. Soybean Panamax USG to Spain is running \$28.00 -\$29.00/mt. Soybean Brazil to Spain about \$35.00 -\$37.00/mt.

| Route and Vessel Size                       | Current Week<br>USD/MT | Change from previous week | Remarks   |
|---|------------------------|---------------------------|---|
| 55,000 U.S. Gulf-Japan                      | \$48.00                | Down \$2.00               | Handymax \$48.00 mt   |
| 55,000 U.S. PNW- Japan                      | \$27.50                | Down \$1.50               | Handymax at \$27.00 mt  |
| 65,000 U.S. Gulf – China                    | \$47.00                | Down \$2.00               | North or South China  |
| PNW to China                                | \$27.00                | Down \$1.50               | North of South China  |
| 25,000 U.S. Gulf- Veracruz,<br>México       | \$21.75                | Down \$0.50               | 3,000 MT daily discharge rate   |
| 35-40,000 U.S. Gulf- Veracruz,<br>México    | \$18.00                | Down \$0.50               | Deep draft and 6,000 MT per day discharge rate.   |
| 30-38,000 U.S. Gulf- Colombia               | \$27.50                |                           | West Coast Colombia at \$31.00  |
| 50,000 USG- E/C Colombia                    | \$25.50                | Down \$1.00               |   |
| East Coast Colombia                         |                        | <b>2</b> 0 wπ ψ1.00       |   |
| From Argentina                              | \$35.00                |                           |   |
| 40-45,000 U.S. Gulf -<br>Guatemala          | \$35.00                | Down \$1.00               | Acajutla/Quetzal - 8,000 out  |
| 30,000 US Gulf-Morocco                      | \$31.50                | Down \$0.50               | 5,000 discharge rate  |
| 55-60,000 U.S. Gulf –Egypt                  | \$29.50                |                           | 55,000-60,000 mt Egypt  |
| PNW to Egypt                                | \$30.50                | Down \$0.50               | Romania - Russia- Ukraine<br>\$14.50 -\$22.00 - \$34.00 -<br>France \$23.00, Bulgaria \$15.50 |
| 58-74,000 U.S. Gulf – Europe –<br>Rotterdam | \$24.00                | Down \$1.50               | Handymax at +\$2.50 more  |
| Brazil, Santos –China                       | \$37.25                |                           | 54-59,000 Supramax-Panamax  |
| Brazil, Santos –China                       | \$35.00                | Down \$2.00               | 60-66,000 Post Panamax  |
| Up-River Port North Brazil                  | \$41.00                |                           | 55-60,000 mt  |
| 56-60,000 Argentina-China<br>Deep draft     | \$40.00                | Down \$2.00               | Up-River with Top Off Plus<br>\$3.85-\$4.75   |

**Baltic Dry Bulk Freight Index** 



# The Baltic Dry Bulk Freight Index- Cape-Panamax-Supra and Handy



#### YAMAMIZU Index



| China Import Dry Bulk Freight Index<br>2023-02-09 |            |          |        |         |        |  |  |  |  |  |
|---|------------|----------|--------|---------|--------|--|--|--|--|--|
| Description                                       | Volume     | Cargo    | Unit   | Rate    | Change |  |  |  |  |  |
| Composite Index                                   |            |          | Point  | 870.55  | -4.31  |  |  |  |  |  |
| Iron ore Freight Index                            |            |          | Point  | 776.17  | -5.53  |  |  |  |  |  |
| Dampier(West Australia)-Qingdao (China)           | 170000/10% | Iron ore | \$/ton | 6.16    | -0.127 |  |  |  |  |  |
| Soybean Freight Index                             |            |          | Point  | 1069.09 | -7.41  |  |  |  |  |  |
| Santos(Brazil)— North China                       | 66000/10%  | Soybean  | \$/ton | 35.28   | -0.23  |  |  |  |  |  |
| Tacoma(West America)—North China                  | 63000/10%  | Soybean  | \$/ton | 26.64   | -0.33  |  |  |  |  |  |
| Mississippi(US Gulf)—North China                  | 66000/10%  | Soybean  | \$/ton | 48.97   | -0.28  |  |  |  |  |  |

# 9 February 2023 U.S. FOB Vessel Export Market Values:

| U.S.                | CORN       | FUTURES    |       |            |     |        |
|---------------------|------------|------------|-------|------------|-----|--------|
| #2 YC               | GULF #2 YC |            | PNW   | # 3 YC     | H = | 6.7075 |
| Max. 14.5% moisture | BASIS      | FLAT PRICE | BASIS | FLAT PRICE | K = | 6.6900 |
| Mar.                | 0.92       | \$300.28   | 1.60  | \$327.05   | N=  | 6.5875 |
| Apr.                | 0.93       | \$299.98   | 1.61  | \$326.75   | U = | 6.0425 |
| May                 | 0.93       | \$299.98   | 1.61  | \$326.75   | Z=  | 5.9050 |
| June                | 1.00       | \$298.70   | 1.65  | \$324.29   | H = | 5.9775 |
| July                | 0.94       | \$296.34   | 1.63  | \$323.51   |     |        |
| August              | 1.23       | \$286.30   | 1.95  | \$314.65   |     |        |

The Gulf spread between #2 YC & #3 YC is currently about .03 cents per bushel (1.10/mt) at USG but is out to .04/bushel in the PNW.

| SORGHUM (USD/MT) FOB VESSEL |                      |          |  |  |  |  |  |  |  |  |
|-----------------------------|----------------------|----------|--|--|--|--|--|--|--|--|
| #2 YGS Fob Vessel           | TEXAS Gulf           |          |  |  |  |  |  |  |  |  |
| Max. 14.0% moisture         | BASIS FLAT PRIC      |          |  |  |  |  |  |  |  |  |
| Mar.                        | 2.50                 | \$362.48 |  |  |  |  |  |  |  |  |
| Apr.                        | 2.50                 | \$361.79 |  |  |  |  |  |  |  |  |
| May                         | 2.50                 | \$361.79 |  |  |  |  |  |  |  |  |
| Jun.                        | 2.50 \$357.76        |          |  |  |  |  |  |  |  |  |
| July                        | 2.45 <b>\$355.79</b> |          |  |  |  |  |  |  |  |  |

Fob vessel Texas Gulf #2 Sorghum is about 120 % the value of #2 Yellow Corn at NOLA.

U.S. SRW Wheat Fob Vessel at the Center U.S. Gulf

| SRW Wheat     | USD/MT   | Fob Vessel | US Gulf  |          |
|---------------|----------|------------|----------|----------|
|               | Mar.     | Apr.       | May      | June     |
| FOB U.S. GULF | \$322.33 | \$323.71   | \$323.71 | \$321.23 |
| Basis         | 1.20     | 1.13       | 1.13     | 1.01     |
| WH            | 7.5725   |            |          |          |
| WK            | 7.6800   |            |          |          |
| WN            | 7.7325   |            |          |          |

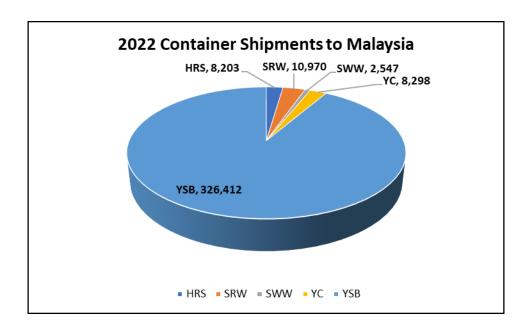
| U.S. Ye         | U.S. Yellow Soybeans (USD/MT) FOB Vessel |            |       |            |  |  |  |  |  |  |  |
|-----------------|--|------------|-------|------------|--|--|--|--|--|--|--|
| # 2 YSB         | U.S. Gı                                  | ulf #2 YSB | PNW   | V #2 YSB   |  |  |  |  |  |  |  |
| 14.0 % Moisture | Basis                                    | Flat Price | Basis | Flat Price |  |  |  |  |  |  |  |
| Mar.            | 1.10                                     | \$598.64   | 2.15  | \$637.22   |  |  |  |  |  |  |  |
| Apr.            | 1.10                                     | \$595.88   | 2.08  | \$631.89   |  |  |  |  |  |  |  |
| May             | 1.00                                     | \$592.21   | 1.98  | \$628.22   |  |  |  |  |  |  |  |
| June            | 1.07                                     | \$591.48   | 1.99  | \$625.28   |  |  |  |  |  |  |  |
| July            | 0.95                                     | \$587.07   | 1.90  | \$621.97   |  |  |  |  |  |  |  |
| Soybean Futures |  |            |       |            |  |  |  |  |  |  |  |
| Mar.            | \$ 15.1925                               |            |       |            |  |  |  |  |  |  |  |
| May             | \$ 15.1175                               |            |       |            |  |  |  |  |  |  |  |
| July            | \$ 15.0275                               |            |       |            |  |  |  |  |  |  |  |
| Aug.            | \$ 14.6325                               |            |       |            |  |  |  |  |  |  |  |
| Sept.           | \$ 13.9575                               |            |       |            |  |  |  |  |  |  |  |
| Nov.            | \$ 13.6525                               |            |       |            |  |  |  |  |  |  |  |

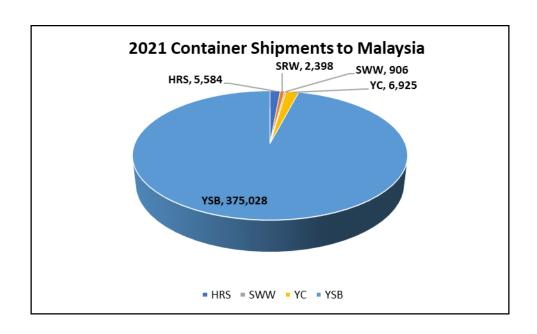
# **U.S. Soybean and SBM Markets Fob Vessel:**

| U.S. SBM (USD/MT) FOB Vessel |               |            |  |  |  |  |  |  |  |
|------------------------------|---------------|------------|--|--|--|--|--|--|--|
| Fob U.S. Gulf Port           | 47.5 Pro. SBM |            |  |  |  |  |  |  |  |
| max 12.5 % moisture          | Basis         | Flat Price |  |  |  |  |  |  |  |
| Mar.                         | 65.00         | \$ 617.95  |  |  |  |  |  |  |  |
| Apr.                         | 50.00         | \$ 582.12  |  |  |  |  |  |  |  |
| May                          | 43.00         | \$ 574.40  |  |  |  |  |  |  |  |
| June                         | 43.00         | \$ 563.60  |  |  |  |  |  |  |  |
| July                         | 38.00         | \$ 558.09  |  |  |  |  |  |  |  |
| SBM Futures                  |               |            |  |  |  |  |  |  |  |
| SMH                          | \$ 495.50     |            |  |  |  |  |  |  |  |
| SMK                          | \$ 478.00     |            |  |  |  |  |  |  |  |
| SMN                          | \$ 468.20     |            |  |  |  |  |  |  |  |
| SMQ                          | \$ 452.20     |            |  |  |  |  |  |  |  |
| SMU                          | \$ 432.90     |            |  |  |  |  |  |  |  |
| SMV                          | \$ 417.30     |            |  |  |  |  |  |  |  |

<u>Data sheet below:</u> USDA weekly export inspections report with corrections to the last three weeks' grain export inspections reports. (This usually covers a 2-5-week prior time frame).

| CONTAINER SHIPMENTS of GRAIN |               |            |        |       |    |      |     |         |        |  |
|------------------------------|---------------|------------|--------|-------|----|------|-----|---------|--------|--|
| USDA Grain Inspections       | Report:       |            | 2-Feb- | -2023 |    |      |     |         |        |  |
|                              |               |            |        |       |    |      |     |         |        |  |
| Last Week                    | metric ton    | S          |        |       |    |      |     |         | MT     |  |
|                              | YC            | WC         | YSB    | SRW   | NS | DUWH | SWH | Sorghum | TOTAL  |  |
| China                        |               |            | 27,798 |       |    |      |     |         | 27,798 |  |
| Taiwan                       | 9,449         |            | 8,149  |       |    |      |     |         | 17,598 |  |
| Hong Kong                    | 441           |            |        |       |    |      |     |         | 441    |  |
| Costa Rica                   | 122           |            |        |       |    |      |     |         | 122    |  |
| Indonesia                    |               |            | 16,113 |       |    |      |     |         | 16,113 |  |
| French Poly                  |               |            |        |       |    |      |     |         | 0      |  |
| Japan                        |               |            | 1,469  |       |    |      |     |         | 1,469  |  |
| Korea Rep.                   |               |            | 2,792  | 514   |    |      |     |         | 3,306  |  |
| Dominic Rep                  |               |            |        |       |    |      |     |         | 0      |  |
| Malaysia                     |               |            | 3,649  |       |    |      |     |         | 3,649  |  |
| Netherlands                  | 1,248         |            | ,      |       |    |      |     |         | 1,248  |  |
| Philippines                  | 49            |            | 1,836  |       |    |      |     |         | 1,885  |  |
| Thailand                     |               |            | 2,522  |       |    |      |     |         | 2,522  |  |
| Nepal                        |               |            | , -    |       |    |      |     |         | 0      |  |
| Burma                        |               |            |        |       |    |      |     |         | 0      |  |
| Cambodia                     |               |            | 514    |       |    |      |     |         | 514    |  |
| India                        |               |            | 490    |       |    |      |     |         | 490    |  |
| Vietnam                      |               |            | 8,225  |       |    |      |     |         | 8,225  |  |
| Sub Total:                   | 11.309        | 0          | 73,557 | 514   | 0  | 0    | 0   | 0       | 85,380 |  |
| Cub i ciai.                  | 11,000        |            | 10,001 | 011   |    |      |     |         | 00,000 |  |
| USDA Corrections/Addition    | ons to previo | ous report | s:     |       |    |      |     |         |        |  |
| Taiwan                       | 196           | <u> </u>   | 1,592  |       |    |      |     |         | 1,788  |  |
| China                        |               |            | 1,249  |       |    |      |     |         | 1,249  |  |
| Hong Kong                    |               |            | ,      |       |    |      |     |         | 0      |  |
| Korea Rep.                   |               |            |        | 98    |    |      |     |         | 98     |  |
| Un Kingdom                   |               |            |        |       |    |      |     |         | 0      |  |
| Japan                        |               |            |        |       |    |      |     |         | 0      |  |
| Philippines                  |               |            |        |       |    |      |     |         | 0      |  |
| Indonesia                    |               |            | 3,133  |       |    |      |     |         | 3,133  |  |
| Malaysia                     |               |            | 955    |       |    |      |     |         | 955    |  |
| Thailand                     |               |            | 1,077  |       |    |      |     |         | 1,077  |  |
| Vietnam                      |               |            | 2,985  |       |    |      |     |         | 2,985  |  |
| Burma                        |               |            | 2,000  |       |    |      |     |         | 0      |  |
| Cambodia                     |               |            |        |       |    |      |     |         | 0      |  |
| Sub Total:                   | 196           | 0          | 10,991 | 98    | 0  | 0    | 0   | 0       | 11,285 |  |
| Sub Total.                   | 190           | U          | 10,331 | 90    |    | J 0  | 1 0 | 11 0    | 11,200 |  |
| Mt. Grand Total              | 11,505        | 0          | 84,548 | 612   | 0  | 0    | 0   | 0       | 96,665 |  |
| Number of Containers         | 500           | 0          | 3,676  | 27    | 0  | 0    | 0   | 0       | 30,003 |  |

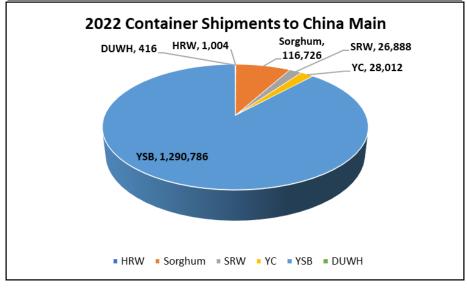




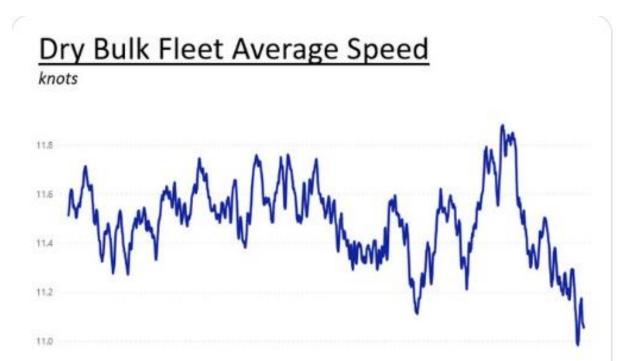
### 2022 Total Grain Exports reported by USDA (in MT)







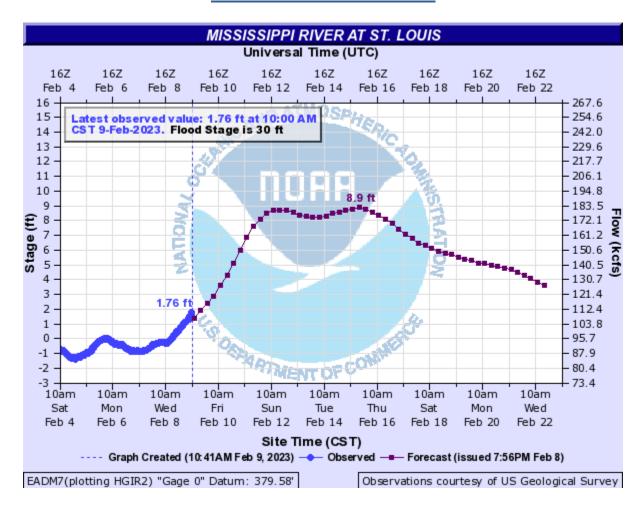
# Shipping News



The average speed of the dry bulk fleet continues to slide lower. Weakening rates and firm bunker prices are the driving factors.



#### U.S. River Markets -



U.S. Rail Freight Markets -

# Peter Tirschwell @PeterTirschwell · 4h

Wolfe Research on CP-KCS merger: "we expect the STB to approve the merger by early March, and expect CP to assume full control of KCS 30 days later. We remain highly confident that the STB will approve the merger, and we don't expect any draconian concessions."

#### U.S. Container Freight Markets -

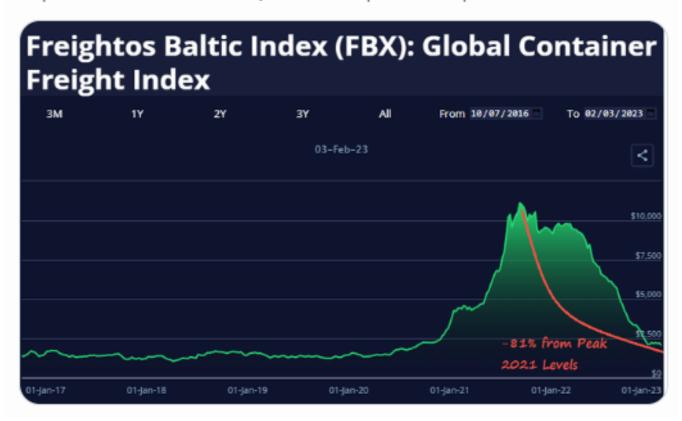


In January, U.S. containerized imports logged their highest month-onmonth gain since last May, according to data from Descartes. Inbound volumes rose 7.2% versus December to 2,068,493 twenty-foot equivalent units, Descartes reported Wednesday. freightwaves.com/news/january-i...

O t7, 1 ♥ 14 ||,| 1,543 ∴

Charlie Bilello 🕢 @charliebilello · Feb 4

Global container freight rates moved down to their lowest levels since September 2020 this week, 81% below peak 2021 prices.



#### Tom Craig @LTDManagement · Feb 8

Maersk warns global box volumes could slide 2.5% this year. As Maersk shifts to #logistics. Rate war potential! Could lead to carrier consolidation & the market power. #Oligopoly ahead? #freightforwarder #BCO #supplychain



### splash247.com

Maersk warns global box volumes could slide 2.5% this year - Splash... From \$30.9bn to somewhere between \$2bn to \$5bn. That is how Maersk, widely seen as bellwether for the container shipping industr...

# Spot rates out of the Far East Compared to Feb. 2020 3 500 3 000 2 500 000 per FEU 1500 1000 500 0 FE-USWC FE-USEC FE-NEUR FE-MED ■ February 2020 February 2023 Source: www.xeneta.com

## DRY-Bulk Freight Markets

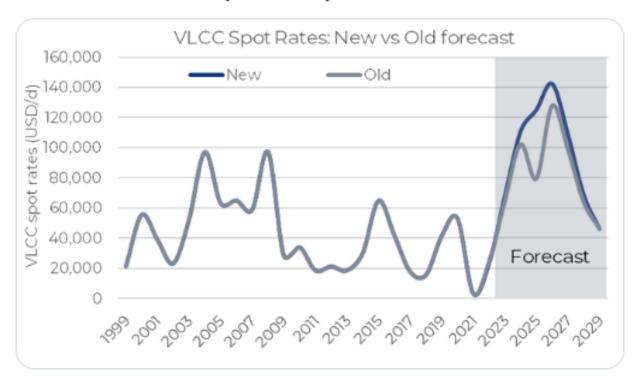
# Gerardo Moscatelli @gemoscatelli · 6h

The Joint Coordination Centre inspection time in the Black Sea is already 50 days. The grain export corridor is over. Forget about it. #wheat

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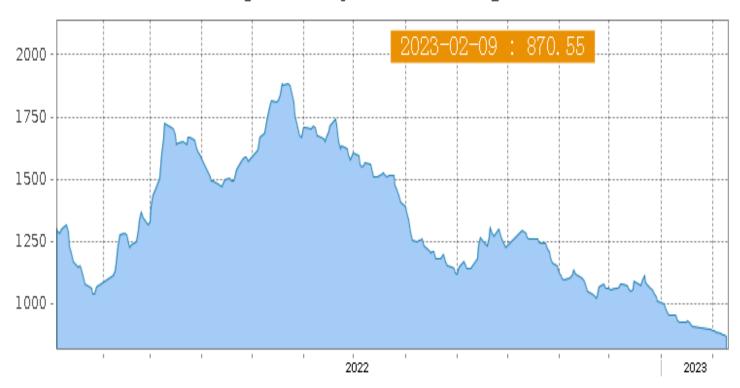
### OB @OriginalBraila · 1h

I really agree with Hannisdahl that we are at the very beginning of a huge bull market simply due to lack of ships, old fleet, new rules and full yards. I don't think many understand what kind of dividends **SOET** would print if the below comes true. Buy & Hold for years more imo.



•••

# China Import Dry Bulk Freight Index



# China Containerized Freight Index



#### Secondary Rail Car Market for Car placement period: First Half March 2023

| Secondary Rail Car Market<br>Placement FH March 2023 | BID ASK<br>USD USD |    | BID<br>BU. | SK<br>3U.    | BID<br>MT    | ASK<br>MT    |              |
|--|--------------------|----|------------|--------------|--------------|--------------|--------------|
|  |                    |    |            |              |              |              |              |
| BNSF Shutle Trains                                   | \$<br>(350)        | \$ | (250)      | \$<br>(0.09) | \$<br>(0.06) | \$<br>(3.44) | \$<br>(2.46) |
| UPRR Shuttle Trains                                  | \$<br>(400)        | \$ | (250)      | \$<br>(0.10) | \$<br>(0.06) | \$<br>(3.94) | \$<br>(2.46) |

# <u>U.S. RIVER BARGE FREIGHT</u> Barge Freight for Loading Placement First t Half March 2023

| Placement FH March 2023          | % of   |          | Corn | Soybeans-Wheat |
|----------------------------------|--------|----------|------|----------------|
|                                  | Tariff | MT       | BU   | BU             |
| Upper Mississippi                | Closed | \$ -     | 0.00 | 0.00           |
| Illinois River (Pekin and South) | 535    | \$ 36.50 | 0.93 | 0.99           |
| Mid-Mississippi                  | Closed | \$ -     | 0.00 | 0.00           |
| Lower Ohio                       | 460    | \$ 22.61 | 0.57 | 0.62           |
| St. Louis                        | 425    | \$ 18.69 | 0.47 | 0.51           |

Best Regards,

Jay

Jay O'Neil HJ O'Neil Commodity Consulting 785-410-2303 (cell)

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Follow me on Twitter @ igpjay Follow



\*\*\* The information in this market report is derived from sources believed to be reliable and accurate but cannot be guaranteed. Forward looking projections are never completely accurate, and these markets move quickly.

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