Transportation and Export Report for 29 June 2017

Ocean Freight Insights and Comments:

Baltic Freight Traders tried to support a two week rally in the index rates. They succeeded for the first three days of this week/ week two, but things now feel toppy and the support is waning. We are seeing more freight offers develop out of the Black Sea, South America and the US Gulf.

As mentioned numerous times; the physical freight markets do follow the general direction of the Baltic Indices but do not move with the indices step by step. It is interesting to note that back on 18 May the Baltic Dry-Bulk Panamax index was at 894 and the physical markets from the Gulf to Asia and the PNW to Asia were at \$37.25 and \$19.50/mt. Today that index is at 1119 and the physical rates at about the same rates (\$37.25 and \$19.00/mt respectively).

BALTIC DRY-BULK PANAMAX INDEX CHANGES

| Panamax Ocean Freight Indices | | | | | | | |
|-------------------------------|-------|-------|------------|--------|--|--|--|
| 29-Jun-17 This Last Percent | | | | | | | |
| | Week | Week | Difference | Change | | | |
| P2A : Gulf/Atlantic - Japan | 15339 | 15315 | 24 | 0.2% | | | |
| P3A - PNW/Pacific - Japan | 8125 | 7796 | 329 | 4.2% | | | |
| S1C -USGULF-China-So.Japan | 19242 | 17911 | 1,331 | 7.4% | | | |

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

Four weeks ago: \$ 6.00-\$6.35 Three weeks ago: \$ 5.35-\$5.80 Two weeks ago: \$ 5.00-\$5.90 One week ago: \$ 4.85-\$5.45 This week \$ 4.55-\$5.25

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

Mississippi River: (10 elevators) 2-6 days Miss. River Mid-Stream loaders: (6+ Rigs) 0-2 days

Texas Gulf (6 elevators) 1-8 days (only 1 facility over 4 days)
Pacific Northwest: (9 elevators) 1-11 days (only 1 facility over 8 days)

| Panamax Market Spreads to Asia -China | | | | | | |
|---------------------------------------|---------|---------|---------------|-----------|-----------|--|
| 29-Jun-17 | PNW | GULF | Bushel Spread | MT Spread | Advantage | |
| CORN | 0.58 | 0.38 | 0.20 | \$7.87 | PNW | |
| SOYBEANS | 0.76 | 0.44 | 0.32 | \$12.60 | PNW | |
| OCEAN FREIGHT | \$18.25 | \$36.50 | .4650 | \$18.25 | JULY | |

Recent Reported Vessel Fixtures:

30,000 mt Wheat Dunkirk, France to Algeria July at \$15.75/mt 45,000 mt Wheat Black Sea to South Africa July ast \$26.00/mt 28,000mt wheat Ilyichevsk Ukraine to Italy July ar about \$11-12.00/mt

| Route and Vessel Size | Current Week USD/MT | Change from previous week | Remarks |
|--|-------------------------------|---------------------------|--|
| 55,000 U.S. Gulf-Japan | \$37.25 | Up \$0.50 | Handymax at \$37.25 mt |
| 55,000 U.S. PNW- Japan | \$19.00 | Unchanged | Handymax at \$19.50 mt |
| 55,000 U.S. Gulf – China PNW to China | \$36.50 \$18.25 | Up \$0.25 Up \$0.25 | North China |
| 25,000 U.S. Gulf- Veracruz, México | \$14.25 | Unchanged | 3,000 MT daily discharge rate |
| 35-40,000 U.S. Gulf- Veracruz, México | \$12.25 | Unchanged | Deep draft and 6,000 MT per day discharge rate. |
| 25/35,000 U.S. Gulf- <u>East Coast Colombia</u> From Argentina | \$17.25 \$26.00 | Up \$0.25 | West Coast Colombia at \$25.50 |
| 40-45,000 U.S. Gulf - Guatemala | \$25.00 | Up \$0.25 | Acajutla/Quetzal - 8,000 out |
| 26-30,000 U.S. Gulf – Algeria | \$25.75 \$28.75 | Up \$0.25 | 8,000 mt daily discharge 3,000 mt daily discharge |
| 25-30,000 US Gulf-Morocco | \$24.75 | Up \$0.25 | 5,000 discharge rate |
| 55,000 U.S. Gulf –Egypt PNW to Egypt | \$22.00 \$22.25 | Up \$0.25 | 55,000 -60,000 mt St. Lawrence to Egypt \$22.25 |
| 60-70,000 U.S. Gulf – Europe – Rotterdam | \$13.25 | Unchanged | Handymax at +\$1.50 more |
| Brazil, Santos –China Itacoatiara Port up River Amazonia - China | \$26.00 \$25.25 \$29.75 | Up \$0.75 | 54-58,000 Supramax-Panamax 60-66,000 Post Panamax |
| 56-60,000 Argentina-China Up River with Top Off | \$33.00 | Up \$0.50 | |

Nautical Miles: To Xiamen China (South China)

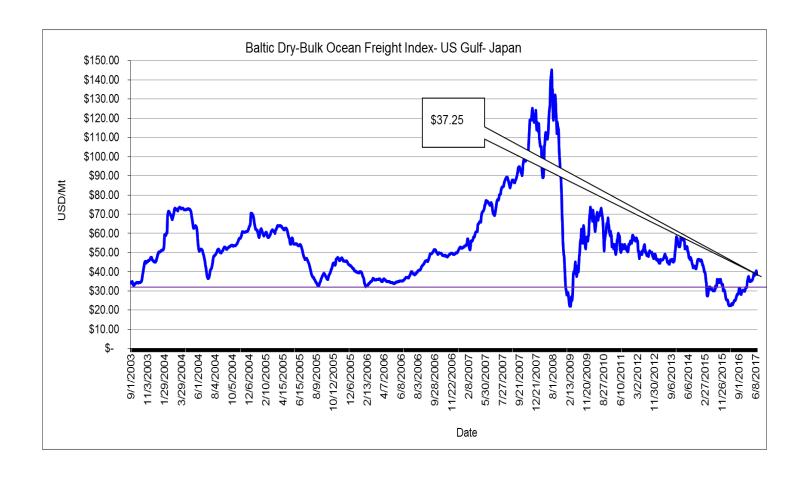
US Gulf (NOLA) (via Panamá Canal) – 10,232 nautical miles (32 days) Santos Brazil (via Cape of Good Hope) - 10,441 nautical miles (33 days) Rasario Argentina (via Cape Horn) - 10,751 nautical miles (34 days)

Forward Curve for Baltic BPI Panamax Vessel Freight

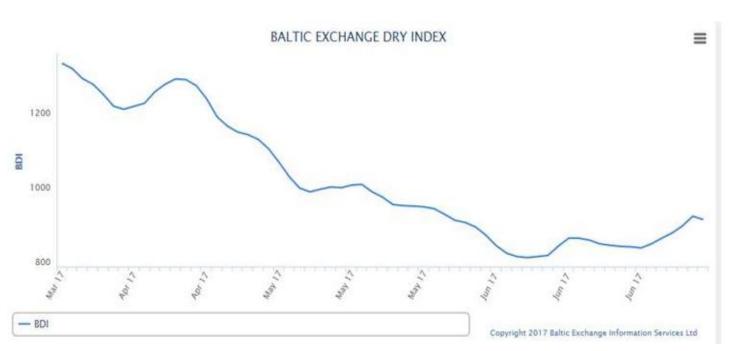


Capesize FFA Market

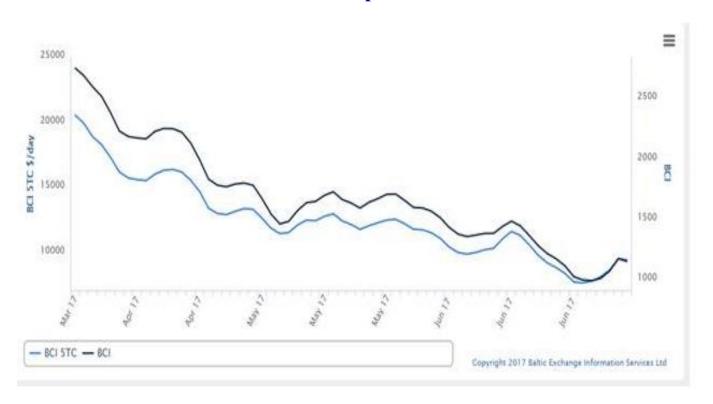




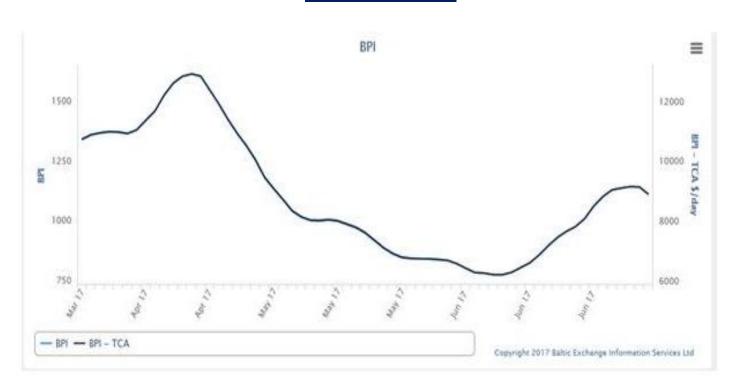
Baltic Dry-Bulk Index



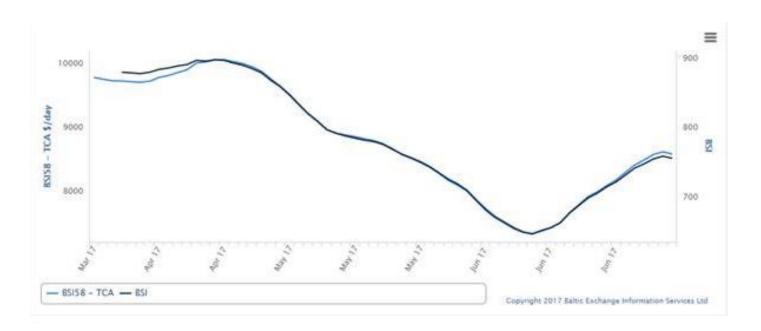
Baltic Capesize Index



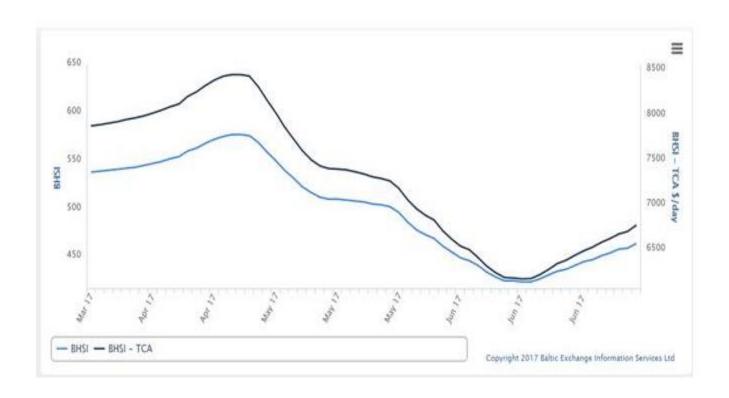
Baltic Panamax Index

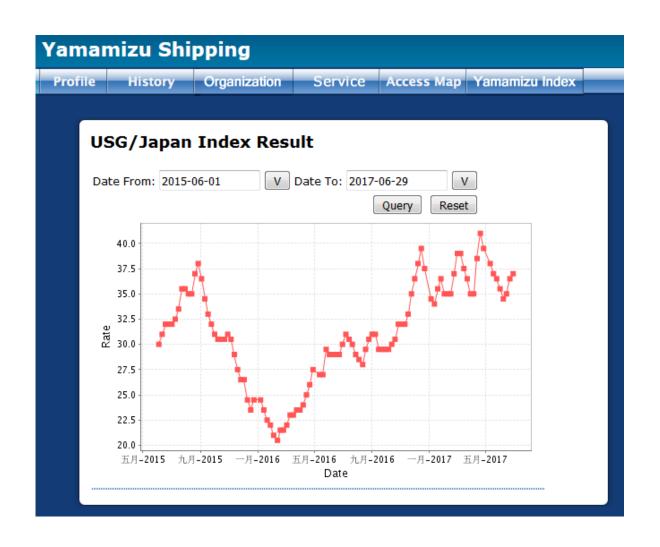


Baltic Supramax Vessel Index



Baltic Handy Size





| China Import Dry Bulk Freight Index(CDFI) 2017-06-29 | | | | | | | | |
|--|----------------------|----------------------|-----------------------|--------|------------|--------|--|--|
| Index/Routes | Charterparty type | Cargo/Vessel type | Dwt/Cargo Capacity | Unit | Index/Rate | Change | | |
| Comp | oosite Index | | | Point | 687.47 | -0.87 | | |
| ١ | C Index | | | Point | 637.04 | -2.03 | | |
| T | CT Index | | | Point | 763.11 | 0.87 | | |
| Santos(Brazil)— North China | VC | Soybean | 60000/10% | \$/ton | 25.665 | -0.117 | | |
| Tacoma(West America)—North China VC Soybean 60000/10% | | | | \$/ton | 17.986 | -0.046 | | |
| Mississippi(US Gulf) —North China | VC | Soybean | 55000/10% | \$/ton | 36.245 | -0.178 | | |

29 June 2017 FOB Vessel Export Market Values:

| U.S. Yellow Corn (USD/MT) FOB Vessel | | | | | | | |
|--------------------------------------|--------|------------|-------|------------|--|--|--|
| # 2 YC | U.S. G | Gulf #2 YC | P | NW #2 YC | | | |
| 15.0 % Moisture | Basis | Flat Price | Basis | Flat Price | | | |
| Aug. | 0.34 | \$158.85 | 0.56 | \$167.51 | | | |
| Sept. | 0.39 | \$160.82 | 0.58 | \$168.30 | | | |
| Oct. | 0.43 | \$166.53 | 0.65 | \$175.19 | | | |
| Nov. | 0.47 | \$168.10 | 0.68 | \$176.37 | | | |
| Dec. | 0.48 | \$168.49 | 0.73 | \$178.34 | | | |
| Jan. | 0.43 | \$170.27 | 0.68 | \$180.11 | | | |

The Gulf spread between #2 and #3 YC is currently about 02 cents per bushel (0.80 per MT)

| SORGHUM (USD/MT) FOB VESSEL | | | | | | | |
|-----------------------------|-------|------------|-------|------------|--|--|--|
| #2 YGS Fob Vessel | N | OLA | TE | EXAS | | | |
| Max. 14.0% moisture | BASIS | FLAT PRICE | BASIS | FLAT PRICE | | | |
| Aug. (Z) | 0.90 | \$185.03 | 0.75 | \$179.12 | | | |
| Sept. (Z) | 0.85 | \$183.06 | 0.75 | \$179.12 | | | |
| Oct. | 0.85 | \$183.06 | 0.75 | \$179.12 | | | |
| Nov. | 0.85 | \$183.06 | 0.75 | \$179.12 | | | |
| Dec. | 0.85 | \$183.06 | 0.75 | \$179.12 | | | |

Nov. Fob vessel Texas Gulf #2 Sorghum is about 113 % 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 | |
|---------------|----------|------------|----------|----------|
| | Aug. | Sept. | Oct. | Nov. |
| FOB U.S. GULF | \$203.56 | \$204.29 | \$205.58 | \$207.05 |
| Basis | 0.58 | 0.60 | 0.44 | 0.48 |
| WN | 4.8025 | | | |
| WU | 4.9600 | | | |
| WZ | 5.1550 | | | |

| | CME CORN FUTURES MARKET CLOSE- Thursday | | | | | | | |
|-------|---|----------|----------|----|---------|-----------|------------|--|
| CBOT | | Friday | Friday | | | | | |
| CORN | Futures | Close | Close | La | st week | Last Week | Difference | |
| Month | Symbol | Bushel | MT. | Е | Bushel | MT. | Bushel | |
| July | CN | \$3.5975 | \$141.63 | \$ | 3.6275 | \$142.81 | (\$0.0300) | |
| Sept. | CU | \$3.6950 | \$145.46 | \$ | 3.7075 | \$145.96 | (\$0.0125) | |
| Dec. | CZ | \$3.8000 | \$149.60 | \$ | 3.8075 | \$149.89 | (\$0.0075) | |
| Mar. | CH | \$3.8950 | \$153.34 | \$ | 3.9050 | \$153.73 | (\$0.0100) | |
| May | CK | \$3.9575 | \$155.80 | \$ | 3.9650 | \$156.09 | (\$0.0075) | |

CME/CBOT Dec.. 2017 (CZ7) Corn Futures Chart -





Soybean and SBM Markets Fob Vessel:

| U.S. Ye | U.S. Yellow Soybeans (USD/MT FOB Vessel) | | | | | | | |
|-----------------|---|------------|-------|------------|--|--|--|--|
| # 2 YSB | U.S. Gu | df #2 YSB | PN | W #2 YSB | | | | |
| 14.0 % Moisture | Basis | Flat Price | Basis | Flat Price | | | | |
| July | 0.43 | \$347.96 | 0.76 | \$360.08 | | | | |
| Aug. | 0.41 | \$348.88 | 0.80 | \$363.21 | | | | |
| Sept. | 0.45 | \$350.81 | 0.80 | \$363.67 | | | | |
| Oct. | 0.60 | \$357.60 | 0.90 | \$368.63 | | | | |
| Nov. | 0.57 | \$356.50 | 0.90 | \$368.63 | | | | |
| Soybean Futures | | | | | | | | |
| July | \$ 9.0400 | | | | | | | |
| Aug. | \$ 9.0850 | | | | | | | |
| Sept. | \$ 9.0975 | | | | | | | |
| Nov. | \$ 9.1325 | | | | | | | |
| Jan. | \$ 9.2125 | | | | | | | |
| Mar. | \$ 9.2750 | | | | | | | |

| U.S. SBM (USD/MT FOB Vessel) | | | | | | |
|------------------------------|---------------|------------|--|--|--|--|
| Fob U.S. Gulf Port | 47.5 Pro. SBM | | | | | |
| max 12.5 % moisture | Basis | Flat Price | | | | |
| July | 1.00 | \$ 325.02 | | | | |
| Aug. | 2.00 | \$ 327.99 | | | | |
| Sept. | 3.00 | \$ 330.20 | | | | |
| Oct. | 4.00 | \$ 331.08 | | | | |
| Nov. | 5.00 | \$ 333.40 | | | | |
| SBM Futures | | | | | | |
| SMN | 293.80 | | | | | |
| SMQ | 295.50 | | | | | |
| SMU | 296.50 | | | | | |
| SMV | 296.30 | | | | | |
| SMZ | 297.40 | | | | | |
| SMF | 298.40 | | | | | |

CME Nov. 2017 Soybean (SX17) Futures Chart





<u>U.S. EXPORT STATISTICS: Report Activity as of Week Ending 15 June 2017</u> <u>Thursday-Weekly U.S. Export Sales</u>

| Commodity | New Sales (000 MT) | YTD Export Commitments **(000 MT) | Total Projected Export Program for Year (000 MT) | Percent of Export Projection | Total Sales for Next Marketing Year '17- 18 (000 MT) |
|-----------|-----------------------|---|--|------------------------------------|--|
| Corn | 612.5 | 55,146.0 | 56,520 | 98% | 2,878.6 |
| Sorghum | 62.1 | 4,429.5 | 5,720 | 77% | 0.0 |
| Soybeans | 121.7 | 59,048.6 | 55,790 | 106% | 3,440.6 |
| Wheat | 584.9 | 7,525.1 | 27,220 | 28% | 0.0 |
| Barley | 0.8 | 29.2 | 110 | 27% | 0.0 |

U.S. EXPORT INSPECTIONS:

Monday's report 26 June 2017 for the Export week ending 22 June 2017

| | Export Inspections | | C AM LA | D | 201 (N/III) D |
|----------|---------------------------|------------------|----------------------------|--------------------------|--------------------------------|
| | This Week | Previous Week | Current Market Year YTD | Previous Year to Date | 2016 YTD as Percent of 2015 |
| Corn | 965,608 | 1,220,330 | 47,597,631 | 33,864,155 | 141% |
| Sorghum | 75,712 | 119,697 | 5,008,709 | 7,489,481 | 67% |
| Soybeans | 315,099 | 290,899 | 52,217,718 | 44,429,240 | 118% |
| Wheat | 629,070 | 740,121 | 2,257,371 | 1,706,648 | 132% |
| Barley | 542 | 2,096 | 2,926 | 4,386 | 67% |

For further Export Sales details: http://www.fas.usda.gov/export-sales/esrd1.html

U.S. EXPORT INSPECTIONS:

Monday's report 26 June 2017 for the Export week ending 22 June 2017

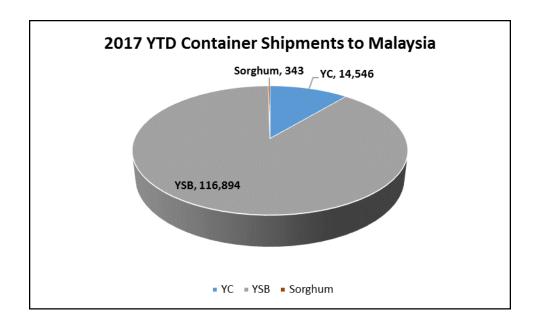
| Last Week | | | | | | | | |
|----------------------|---------|-----|--------|-----|---------|-----|----------|-----|
| (Metric Tons) | YC | % | WC | % | Sorghum | % | Soybeans | % |
| Lakes | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% |
| Atlantic | 0 | 0% | 0 | 0% | 0 | 0% | 3,600 | 1% |
| Gulf | 460,977 | 51% | 67,859 | 99% | 8,847 | 12% | 152,467 | 48% |
| PNW | 260,240 | 29% | 146 | 0% | 62,002 | 82% | 66,777 | 21% |
| Interior Export Rail | 175,763 | 20% | 623 | 1% | 4,863 | 6% | 92,255 | 29% |
| Metric Tons | 896,980 | | 68,628 | | 75,712 | | 315,099 | |

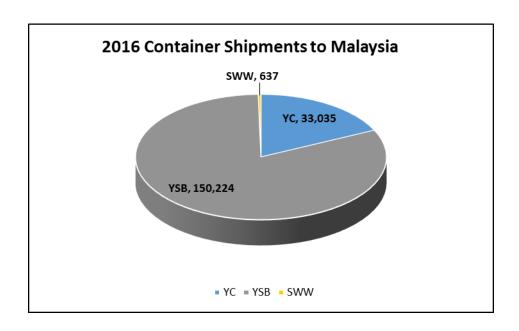
| Sorghum | | | | metric | |
|------------|-------------|------------|--------------|--------|-----------|
| Shipments: | metric tons | _ | White Corn _ | tons | <u>_</u> |
| | 8,847 | Japan | Shipments: | 4,837 | Colombia |
| | 62,002 | China Main | • | 63,621 | Mexico |
| | 4,863 | Mexico | | 146 | Korea Rep |
| | 75,712 | Total | | 24 | Ireland |
| | | | | 68,628 | Total |
| | | | | | |

Export Inspection Highlights

<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).

| | | С | ONTAINER S | SHIPMENT | S of GF | RAIN | | | |
|--------------------|-----------------|------------|------------|----------|---------|------|-----|---------|--------|
| USDA Grain Inspec | ctions Report: | | 22-Jun- | 2017 | | | | | |
| Last Week | metric tons | | | | | | | | МТ |
| Lasi Week | YC | wc | YSB | SRW | NS | sww | HRW | Sorghum | TOTAL |
| China Main | 3,013 | | 3,012 | <u> </u> | | | | go.ga | 6,025 |
| China T | 3,699 | | 5,828 | | | | 367 | | 9,894 |
| Hong Kong | 733 | | 3,628 | | | | 00. | | 733 |
| Costa Rica | 755 | | | | | | | | 0 |
| Indonesia | | | 19,639 | | | | | | 19,639 |
| French Polynesia | | | 13,003 | | | | | | 0 |
| Japan | | | 440 | 49 | | | | | 489 |
| Korea Republic | 906 | | 612 | .5 | | | | | 1,518 |
| Dominican Rep. | 24 | | 012 | | | | | | 24 |
| Malaysia | 1,077 | | 2,840 | | | | | | 3,917 |
| Honduras | 1,077 | | 2,010 | | | | | | 0 |
| Philippines | 735 | | 2,547 | | | | | | 3,282 |
| Thailand | 755 | | 5,387 | | | | | | 5,387 |
| Bangladesh | | | 392 | | | | | | 392 |
| Ireland | | 24 | 332 | | | | | | 24 |
| Vietnam | | - 1 | 4,457 | | | | | | 4,457 |
| Sub total | 10,187 | 24 | 45,154 | 49 | 0 | 0 | 367 | 0 | 50,908 |
| USDA Corrections/ | Additions to pr | evious rep | oorts: | | | | | | |
| China T | 1,543 | İ | 1,255 | | | | | | 2,798 |
| China Main | | | 1,028 | | | | | | 1,028 |
| Hong Kong | | | | | | | | | 0 |
| Korea Rep. | | 49 | | | | | | | 49 |
| Jordan | | | | | | | | | 0 |
| Japan | | | | | | | | | 0 |
| Philippines | | | | | | | | | 0 |
| Indonesia | | | 1,342 | | | | | | 1,342 |
| Malaysia | | | 3,305 | | | | | | 3,305 |
| Thailand | | | 563 | | | | | | 563 |
| Vietnam | | | | | | | | | 0 |
| Bangladesh | | | 245 | | | | | | 245 |
| Canada | | | | | | 120 | | | 120 |
| Sub total | 1,543 | 49 | 7,738 | 0 | 0 | 120 | 0 | 0 | 9,450 |
| | | | | | | | | | |
| Mt. Grand Total | 11,730 | 73 | 52,892 | 49 | 0 | 120 | 367 | 0 | 60,358 |
| Number of containe | ers 510 | 3 | 2,300 | 2 | 0 | 5 | 16 | 0 | |



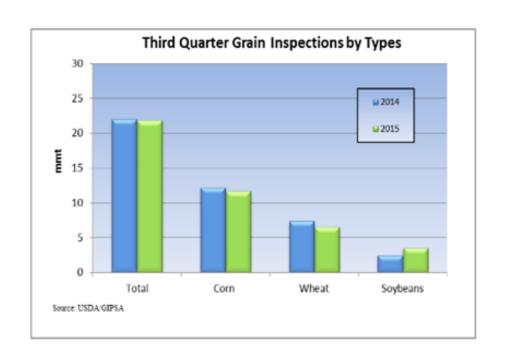


Grain Inspections for Export by U.S. Port Regions: U.S. Gulf and Pacific Northwest 2016 YTD vs. 2017 YTD

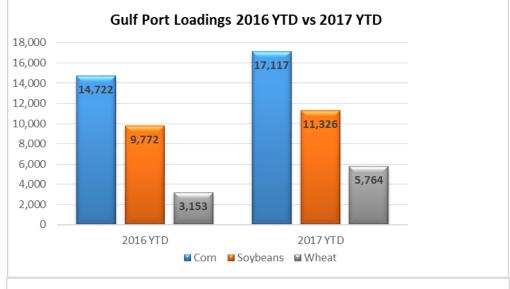
| PORT LOADINGS US Gulf | | | | |
|-----------------------|--------|----------|-------|--------|
| (1,000 MT) | CORN | SOYBEANS | WHEAT | TOTAL |
| GULF | | | | |
| 2016 YTD | 14,722 | 9,772 | 3,153 | 27,647 |
| 2017 YTD | 17,117 | 11,326 | 5,764 | 34,207 |
| 2017 as % of 2016 | 116% | 116% | 183% | 124% |

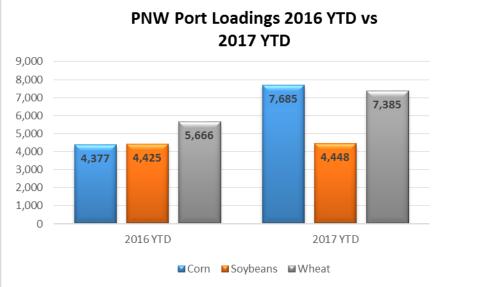
| PORT LOADINGS US PNW | | | | |
|----------------------|-------|----------|-------|--------|
| (1,000 MT) | CORN | SOYBEANS | WHEAT | TOTAL |
| PNW | | | | |
| 2016 YTD | 4,377 | 4,425 | 5,666 | 14,468 |
| 2017 YTD | 7,685 | 4,448 | 7,385 | 19,518 |
| 2017 as % of 2016 | 176% | 101% | 130% | 135% |

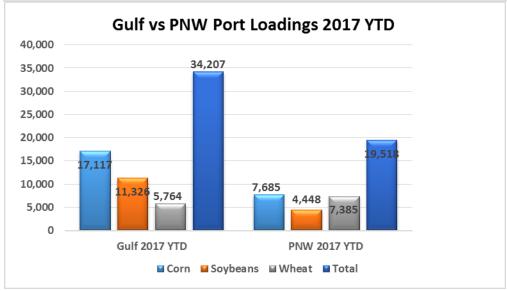
| PORT LOADINGS GULF | vs. PNW | | | |
|--------------------|---------|----------|--------|--------|
| (1,000 MT) | CORN | SOYBEANS | WHEAT | TOTAL |
| 2017 Gulf YTD | 17,117 | 11,326 | 5,764 | 34,207 |
| 2017 PNW YTD | 7,685 | 4,448 | 7,385 | 19,518 |
| TOTAL | 24,802 | 15,774 | 13,149 | 53,725 |
| Gulf Percentage | 69% | 72% | 44% | 64% |
| PNW Percentage | 31% | 28% | 56% | 36% |



Grain Inspections for Export by U.S. Port Regions: U.S. Gulf and Pacific Northwest 2016 YTD vs. 2017 YTD

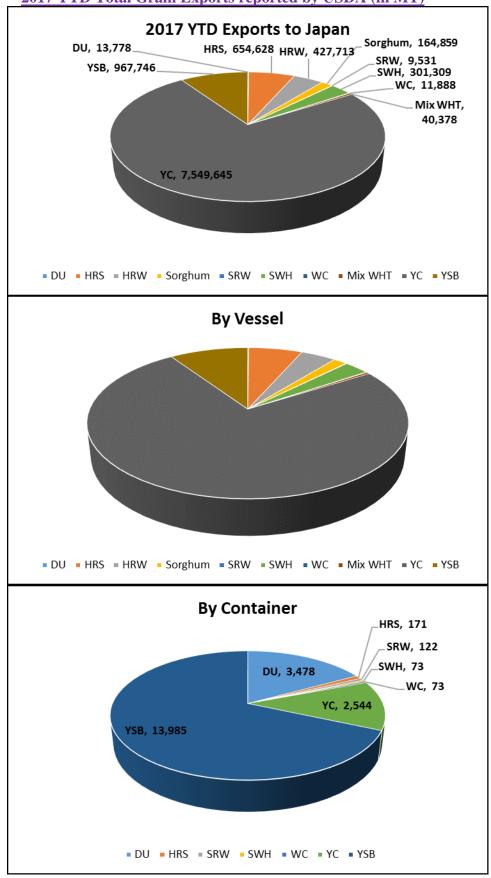






Source: USDA-data

2017 YTD Total Grain Exports reported by USDA (in MT)



^{**}Please keep in mind that USDA does not report DDGS sales, or they would show as the largest exports by container

Shipping News:

FFA SUPRAMAX 58 for the 5 time charter routes



| Scrapping vs | NBs in 2016 | (Est.) | | | GMS |
|---|--------------------------|---------------------------|-------------------------|---------------------------|--------|
| | Dry Bulk | Container | Tanker | Offshore | |
| New Building | 47.23m DWT (564 VSLS) | 904,805 TEU (131 VSLS) | 33.3m DWT (429 VSLS) | 2.7m DWT (304VSLS) | |
| Scrapping | 28m DWT (375 VSLS) | 654,411 TEU (194 VSLS) | 1.6m DWT (54 VSLS) | 2.9m DWT (193 VSLS) | |
| Growth Rate (DWT/TEU) Growth in Vessel No. | 2.2% 189 | 1.3% -63 | 5.6% 375 | -0.2% 111 | |
| | | | | Data Source: Clarksons Da | tabase |

| U.S. Containerized Grain Exports, Jan-Apr, 2017 | | | | | | | | | |
|--|-----------|---------|-------|--------------------|--|--|--|--|--|
| HS Code HS Description | MT | TEU | Share | % change from 2016 | | | | | |
| 120100 Soybeans | 810,011 | 56,947 | 36% | 18% | | | | | |
| 230330 Distillers Dried Grains with Solubles (DDGS) | 751,369 | 57,261 | 33% | -41% | | | | | |
| 100590 Corn | 256,960 | 24,187 | 11% | 86% | | | | | |
| 230990 Animal feed | 239,268 | 16,611 | 11% | -9% | | | | | |
| 120810 Soybean meal | 89,679 | 6,869 | 4% | -53% | | | | | |
| Other | 122,024 | 9,013 | 5% | | | | | | |
| Total | 2,269,313 | 170,888 | 100% | -15% | | | | | |
| Source: Port Import Export Reporting Service (PIERS) | | | | | | | | | |

Agricultural Marketing Service

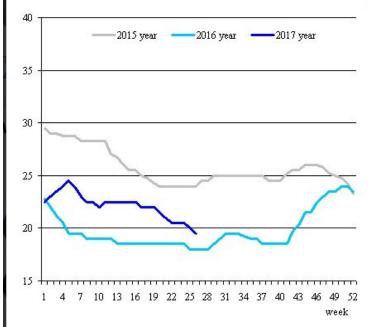
| Comp Many Quantity | U.S. Gulf | Argentina | Brazil |
|----------------------------|------------------------|-------------|-------------|
| Cargo Mean Quantity | 56,000 mt ¹ | 60,000 mt | 66,000 mt |
| Nautical miles (nm) | 9,977 | 11,186 | 11,031 |
| Voyage days | 39 | 42.5 | 42 |
| Panama Canal | 1 | | |
| Laytime both ends | 20 | 24 | 23 |
| Total voyage duration days | 60 | 66.5 | 65 |
| Port and Canal fees | \$550,000 | \$430,000 | \$180,000 |
| Percentage of total costs | 16.2 | 13.0 | 6.0 |
| Total costs | \$3,400,000 | \$3,303,500 | \$3,015,000 |
| Freight rate: | \$56.67 | \$55.06 | \$45.68 |

¹Metric tons

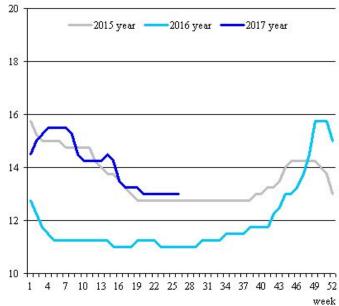
Source: O'Neil Commodity Consulting

^{*}Panama Canal Transit fees are higher this year.

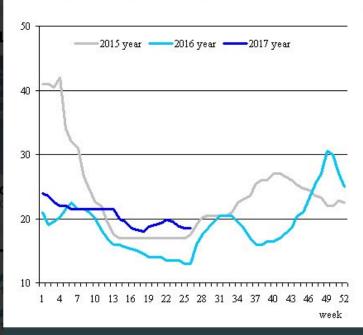
Wheat, 5,000t, Odessa - Adriatic Sea ports, \$/tonne



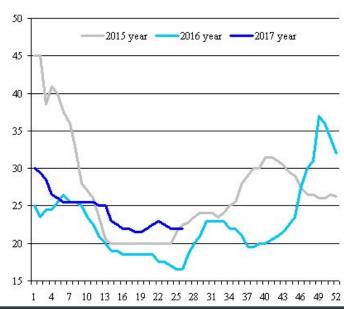
Square billets, 5,000t, Novorossiysk - Marmara Sea ports, \$/tonne



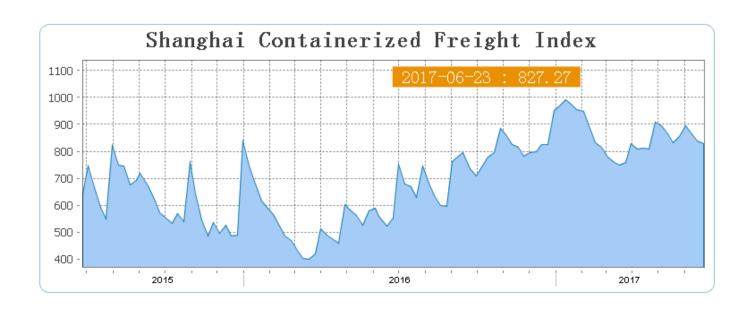
Wheat, 3,000t, Azov - Marmara Sea ports, \$/tonne



Scrap, 3,000t, Rostov - Marmara Sea ports, \$/tonne



jerome sorrel, Medstone SA, Freight Report LLC and 2 others



U.S. RIVER BARGE FREIGHT

Current Barge Freight for Placement First Half August 2017

| Placement FH August 2017 | % of | | Corn | Soybeans-Wheat |
|----------------------------------|--------|---------|------|----------------|
| | Tariff | MT | BU | BU |
| Upper Mississippi | 345 | \$23.54 | 0.60 | 0.64 |
| Illinois River (Pekin and South) | 305 | \$16.17 | 0.41 | 0.44 |
| Mid-Mississippi | 295 | \$17.30 | 0.44 | 0.47 |
| Lower Ohio | 235 | \$11.55 | 0.29 | 0.31 |
| St. Louis | 225 | \$ 9.90 | 0.25 | 0.27 |

Table 2: Average weekly number of barge deliveries at the Mississippi River-Gulf of Mexico, by quarter and calendar year annual total

| | Quarter | Quarter | Quarter | Quarter | Annual |
|---------|---------|---------|---------|---------|--------|
| | 1 | 2 | 3 | 4 | Total |
| 2012 | 626 | 441 | 501 | 723 | 29,798 |
| 2013 | 490 | 312 | 431 | 844 | 26,997 |
| 2014 | 760 | 569 | 528 | 874 | 35,513 |
| 2015 | 713 | 556 | 599 | 869 | 35,589 |
| 2016 | 689 | 608 | 777 | 952 | 39,337 |
| Average | 656 | 497 | 567 | 853 | 33,447 |
| 2017 | 836 | 552* | | | |

Source: USDA/GIPSA

<u>Secondary Rail Car Market for car placement period:</u> <u>First Half August 2017.</u>

| Secondary Rail Car Market | BID | ASK | BID | ASK | BID | , | ASK |
|---------------------------|----------------|----------------|--------------|--------------|--------------|----|--------|
| Placement FH August 2017 | USD | USD | BU. | BU. | MT | | MT |
| | | | | | | | |
| BNSF Shutle Trains | \$ (200.00) | \$ (100.00) | \$ (0.05) | \$ (0.03) | \$ (1.97) | \$ | (0.98) |
| UPRR Shuttle Trains | \$ (200.00) | \$ (125.00) | \$ (0.05) | \$ (0.03) | \$ (1.97) | \$ | (1.23) |

Best Regards,

Jay
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^{*} as of June 17, 2017

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

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