

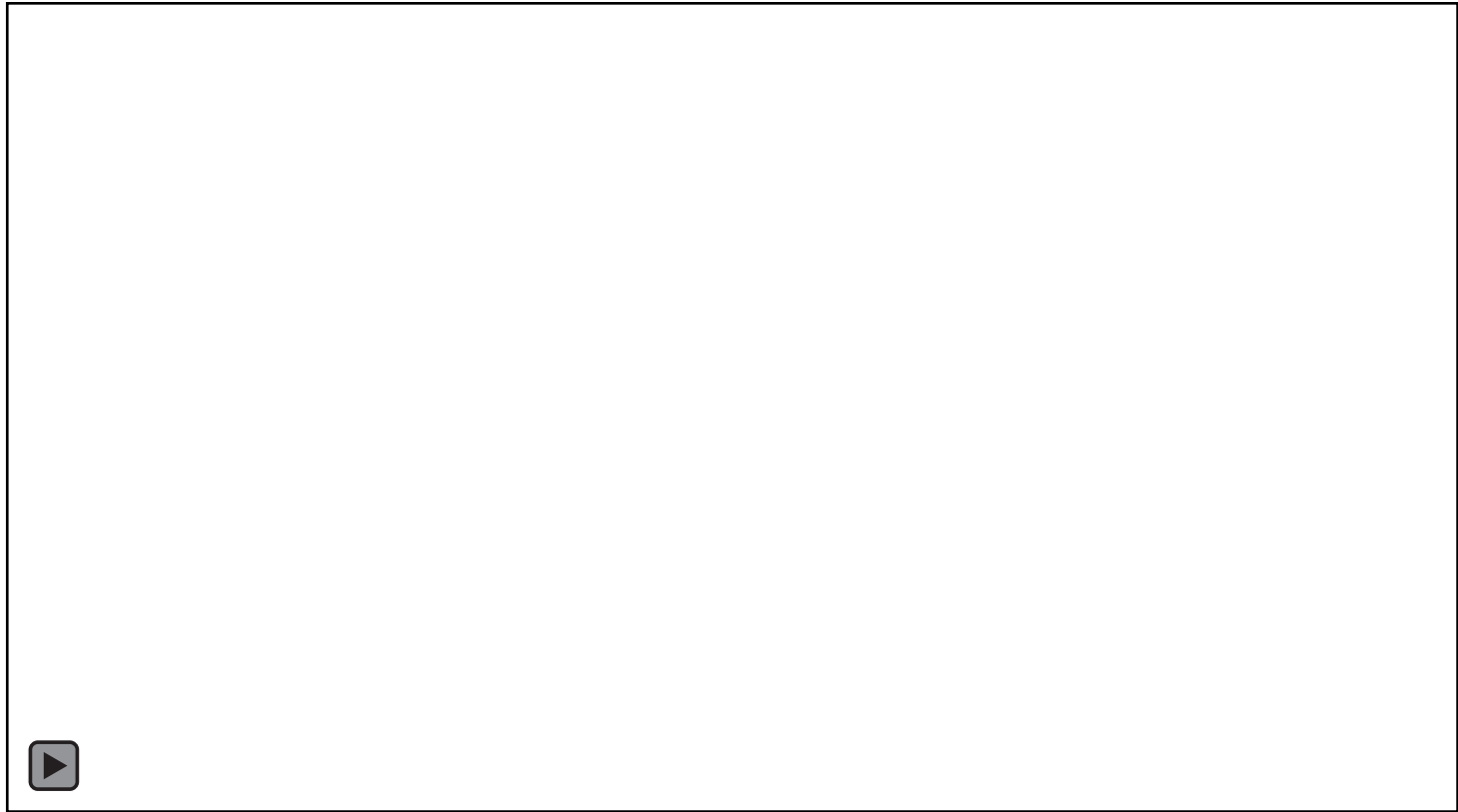


***intelli*FARM**

Intelligent Grain Marketing

**Trade Battles, Covid, Drought, War, Interest Rate Hikes, Drought Again; What's Next for Farmers?**

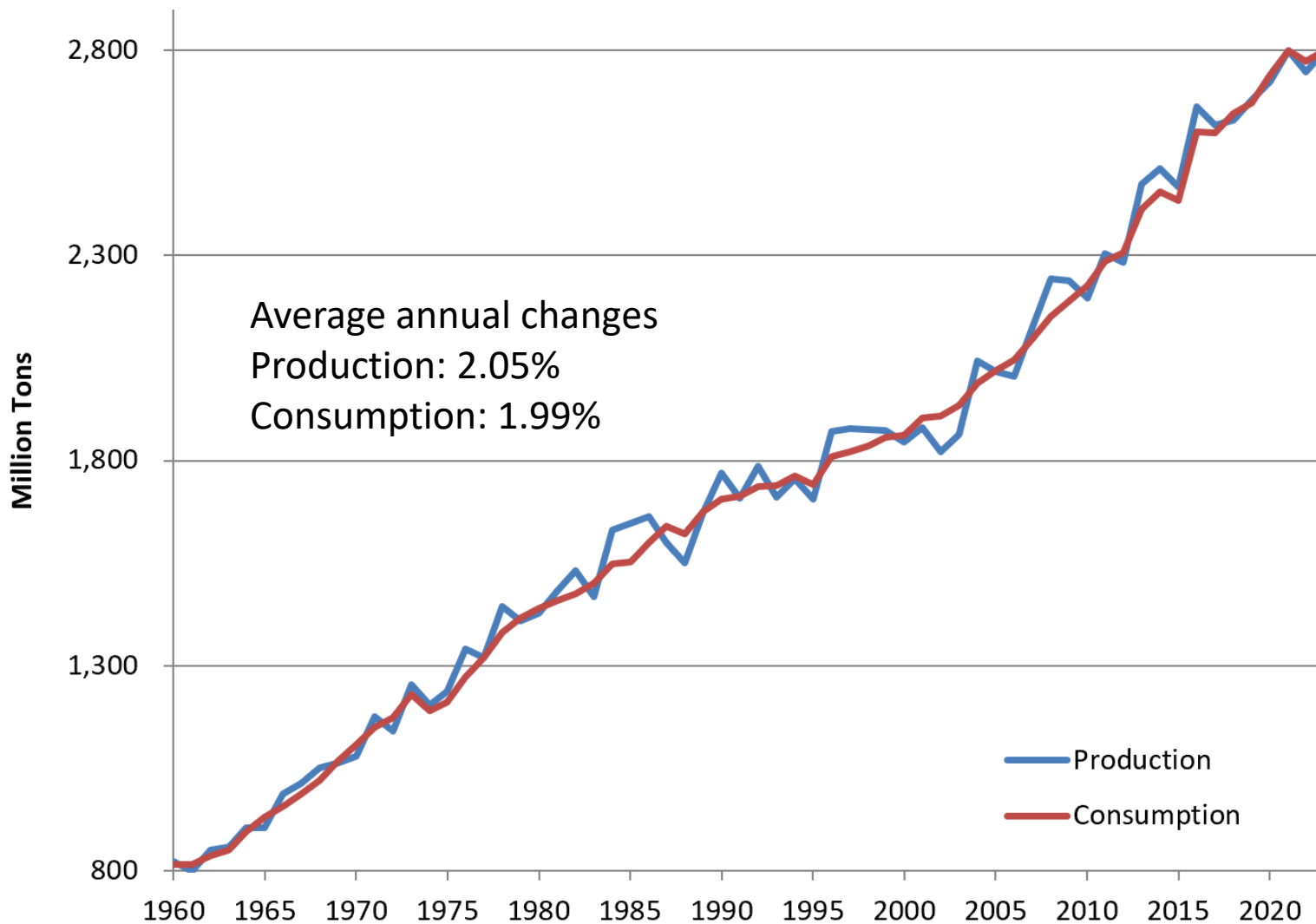
**A picture is worth 1,000 words. A gif is worth...?**



**If markets were a game of musical chairs, the music isn't stopped, but slowing.**



# Long Term Global S&D

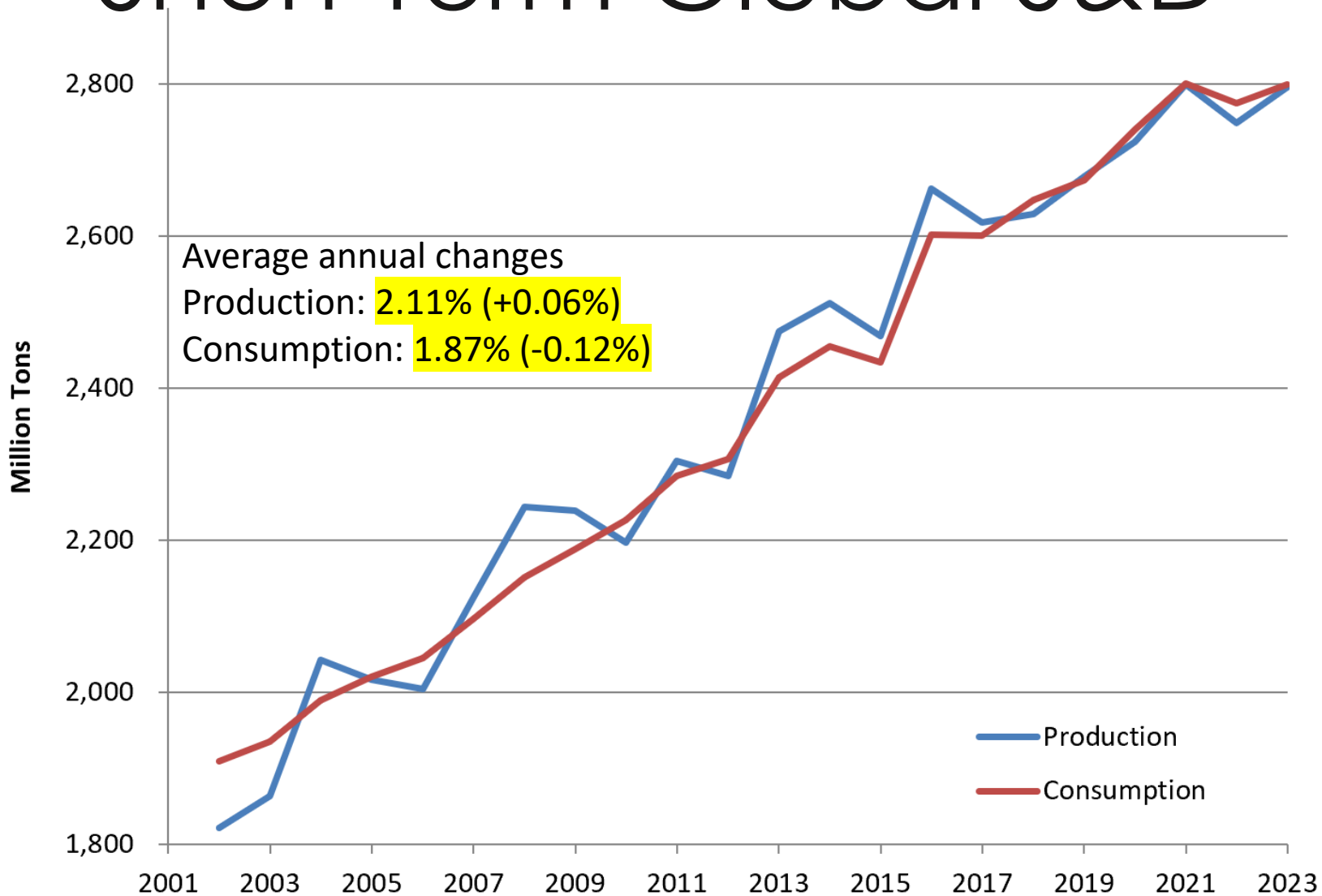


Source: USDA

Isn't it time you benefited from INTELLIGENT grain marketing?



# Short Term Global S&D



Source: USDA

Isn't it time you benefited from INTELLIGENT grain marketing?



# Index Fund Positions – June 30, 2020

Current Fund Positions				
Commodity	Current Week			
	Long	Short	Net Position	
Chicago Wheat	61,360	98,971	-	37,611
Kansas Wheat	34,482	71,989	-	37,507
Minneapolis Wheat	2,095	19,837	-	17,742
Corn	163,898	375,566	-	211,668
Soybeans	112,444	49,078		63,366
Canola	7,988	46,807	-	38,819

Isn't it time you benefited from INTELLIGENT grain marketing?



# Weekly Nearby Canola – June 30, 2020



Isn't it time you benefited from INTELLIGENT grain marketing?



# Index Fund Positions – Mar 29, 2022

## Current Fund Positions

Commodity

Current Week

Chicago Wheat

Change

+57,52

Kansas Wheat

+82,47

Minneapolis Wheat

+31,74

Corn

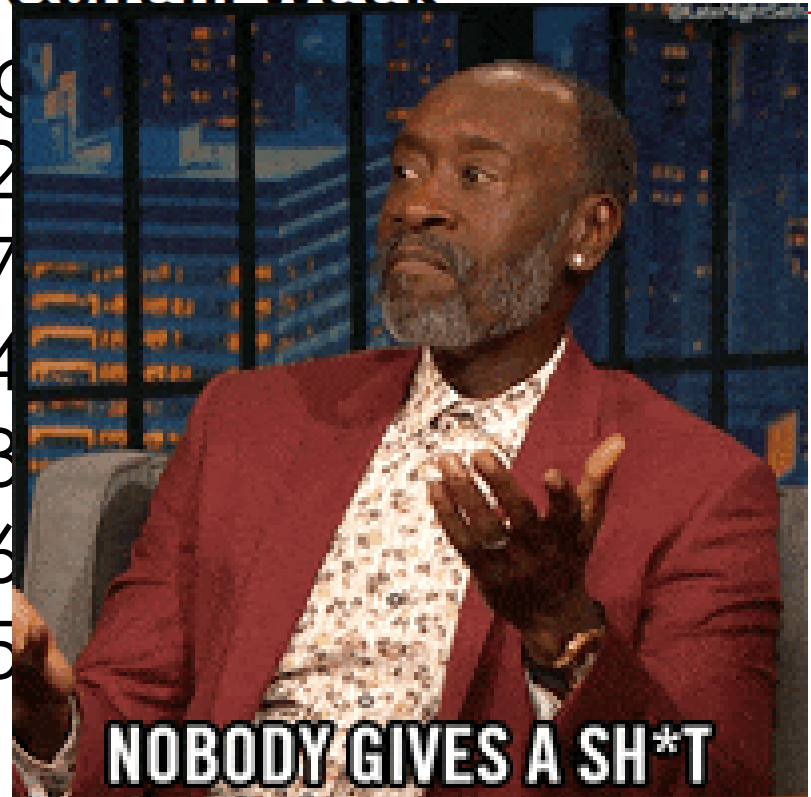
+553,3

Soybeans

+87,66

Canola

+82,45

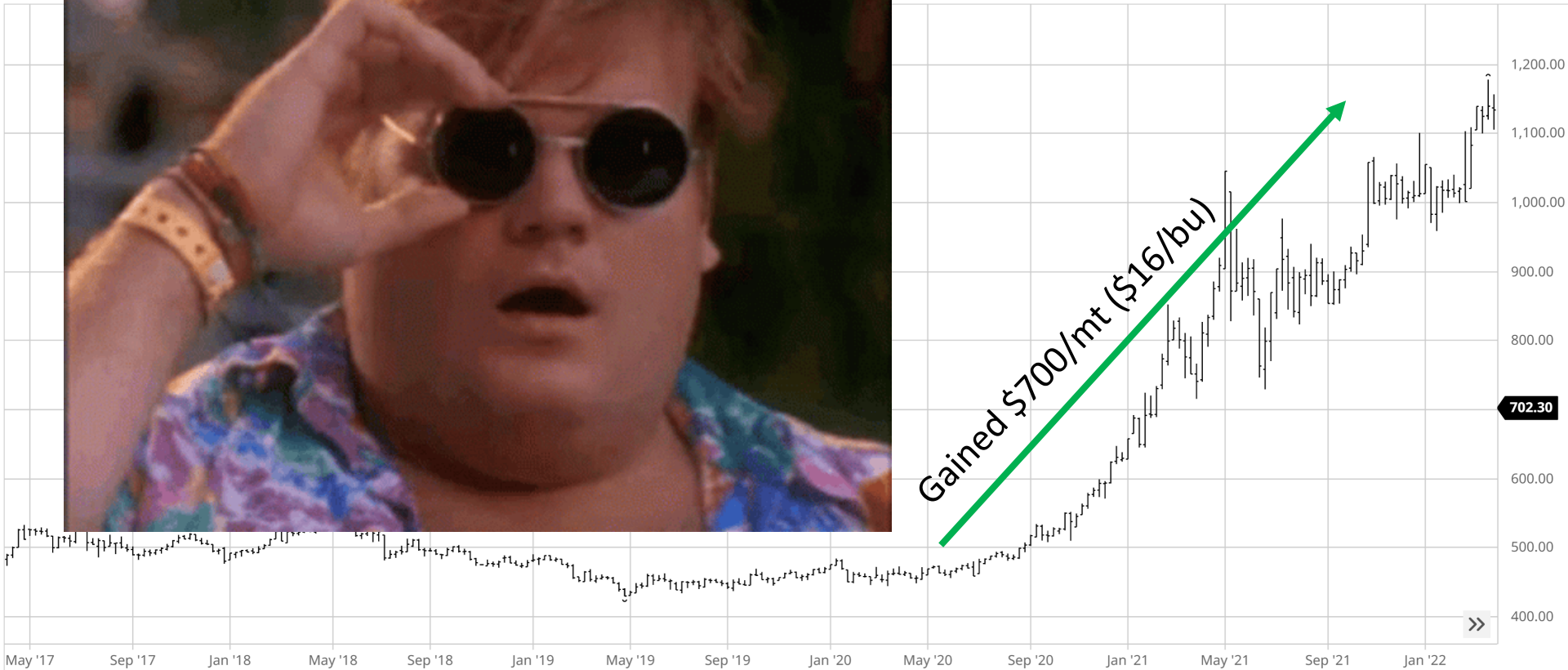


Isn't it time you benefited from INTELLIGENT grain marketing?





# Weekly Nearby Canola – March 29, 2022



Isn't it time you benefited from INTELLIGENT grain marketing?



# Index Fund Positions – November 21, 2023

## Current Fund Positions

Commodity	Current Week		
	Long	Short	Net Position
Chicago Wheat	75,600	193,017	- 117,417
Kansas Wheat	35,999	84,346	- 48,347
Minneapolis Wheat	3,338	31,134	- 27,796
Corn	161,120	362,910	- 201,790
Soybeans	121,835	36,013	85,822
Canola	5,968	92,975	- 87,007

Isn't it time you benefited from INTELLIGENT grain marketing?



# Weekly Nearby Canola – November 21, 2023



Isn't it time you benefited from INTELLIGENT grain marketing?



# US Balance Sheet

## Canola

	2019/2020	2020/2021	USDA Est. 2021/2022	USDA Est. 2022/2023	USDA Est. 2023/2024
Area Seeded	2,040,000	1,825,000	2,152,000	2,213,000	2,367,000
Area Harvested	1,920,000	1,789,000	2,089,000	2,169,000	2,316,000
Yield	35.7	38.8	26.3	35.4	34.9
Carry In	139,000	219,000	214,000	110,000	219,000
Production	1,553,000	1,575,000	1,244,000	1,742,000	1,831,000
Imports	565,000	440,000	503,000	577,000	439,000
Total Supply	2,257,000	2,234,000	1,961,000	2,429,000	2,489,000
Crush	1,834,000	2,080,000	1,658,000	1,929,000	1,990,000
Domestic	22,000	216,000	64,000	132,000	114,000
Exports	182,000	156,000	129,000	149,000	180,000
Total Demand	2,038,000	2,020,000	1,851,000	2,210,000	2,284,000
Carry Out	219,000	214,000	110,000	219,000	205,000
Stocks to Use Ratio	10.7%	10.6%	5.9%	9.9%	9.0%

Isn't it time you benefited from INTELLIGENT grain marketing?



# Canadian Balance Sheet

Canola			AAFC Est.	AAFC Est.	AAFC Est.
	2019/2020	2020/2021	2021/2022	2022/2023	2023/2024
Area Seeded	21,181,412	20,781,110	22,278,536	21,396,389	22,080,856
Area Harvested	20,931,841	20,571,075	22,112,979	21,240,716	21,853,524
Yield	41.9	41.8	28.4	38.7	35.0
Production	19,912,000	19,485,000	14,248,000	18,695,000	17,368,000
Imports	155,000	125,000	105,000	126,000	100,000
Carry In	4,435,000	3,435,000	1,776,000	1,328,000	1,506,000
Total Supply	24,502,000	23,044,000	16,129,000	20,149,000	18,974,000
Exports	10,040,000	10,589,000	5,248,000	7,954,000	7,700,000
Crush	10,129,000	10,425,000	8,555,000	9,961,000	10,000,000
Feed/Waste/Dockage	838,000	190,000	935,000	663,000	223,000
Total Domestic Use	11,027,000	10,679,000	9,553,000	10,689,000	10,274,000
Total Demand	21,067,000	21,268,000	14,801,000	18,643,000	17,974,000
Carry Out	3,435,000	1,776,000	1,328,000	1,506,000	1,000,000
Stocks to Use Ratio	16%	8%	9%	8%	6%

Isn't it time you benefited from INTELLIGENT grain marketing?



# TLDC (Too Long, Don't Care):

- 2021

- High prices & production issues led to less disciplined marketing decisions in 2022.
- High prices cure high prices...

- 2022

- Many assumed prices would be at 2021 levels (wishful thinking).
- Have to stay disciplined, more than usual given the high prices. High prices come with high risk.
- Still not a “normal” crop historically, leaving prices at elevated levels (albeit not at 2021 levels).
- High fertilizer prices led to much lower margins, despite good yields.

- 2023

- Fertilizer bought at levels not supported by drop in grain prices, margins taking a hit again.
- Demand has faltered; see high prices cure high prices.
- Some buffer in balance sheets for lower yields, we are nowhere near a 2021 scenario again.
- Change in crush vs. export demand (biofuel expansion)





## TLDC (Too Long, Don't Care):

- Canola continues to one of the most consistently profitable crops (western Canada).
  - Only way to know this is to know your numbers!
  - Take the emotion out of pricing/business decisions.
  - Base hits win ball games?
- Risk
  - There is no such thing as no risk in farming/marketing
  - Production vs. price risk
  - Ideal year for using a hedging account
- This **is**precedented, **not** the new norm.
- Remember the musical chairs analogy...
- Well managed versus mismanaged farms:
  - Will your farm be around in five years?
  - Bullet proof your balance sheet.



# What's your Plan?

- Whether prices go up or down, you have to sell your grain.
- Pre harvest vs. Post harvest marketing plan.
- Set a target ROI (by crop, by farm, etc.).
- Sell at profitable levels (do something).
- Don't berate yourself if prices go higher after you sell (you always have more to sell).



Isn't it time you benefited from INTELLIGENT grain marketing?







***intelli*FARM**

Isn't it time you benefited from INTELLIGENT grain marketing?