

## PLANTING OF SOYABEAN ACCOUNTS FOR 44% OF THE AREA IN THE COUNTRY.

Planting soyabeans in the 2018/2019 harvest is well under way in Brazil, as a result of the favorable climate in most of the country, according to Safras & Mercado. In the week ending on October 26, sowing reached 44.4% of the estimated area of 36.3 million hectares. The previous week, closed on 19<sup>th</sup> October, planting was 27.5% and the average for the period was 26.8%. The state that planted the most was Mato Grosso, which reached 73.25% of the area of 9.6 million hectares, according to the Institute of Mato Grosso do Agropecuária (Imea). In the same period last year, the index was 44%. Last week sowing was at 50.9%. The most advanced in comparison to previous years, is Goiás, which sowed 58% of the area of 3.5 million tons until now. Last week, the state had sown 22%. What is surprising is that last year, at the same time the Goians had planted only 8% of the area and in the historical average 19%. Besides this state, the Bahia that normally does not start the planting now, has already planted 15%. Minas Gerais are also far ahead of normal. Paraná is still somewhat behind schedule compared to last year. So far the state has planted 62% of the area of 5.6 million hectares, up from 69% last year. São Paulo, who also managed to get ahead initially, is now behind schedule. Over there, 30% of the area of 980K hectares was planted, compared to 40% of 2017. *Src.: Projeto Soja Brasil*

## PRICES OF SOYABEANS IN BRAZIL CLOSE OCTOBER WITH A DROP OF UP TO 5%

The focus of Brazil's soya producers is not even on the sale of products, but on the planting of the new crop. This is happening at a time when grain prices that have come in strong ancestry since the beginning of the year begin to fall, due to the weakening dollar. In some squares the average values fell by at least 5% in this month, when compared to September. In the Paranaguá port, in Paraná, the average prices obtained in September were in the house of R \$ 95.7 per bag, and now in October they closed 5% lower, worth R \$ 90.8 per bag. In the ports of Rio Grande (RS) and Santos (SP) the fall was slightly lower (4%), but still represents a large retreat from the average prices of last month that were in the house of R \$ 94.4 per bag and are now at \$ 90. In the export areas the scenario is the same. In Cascavel (PR) the prices fell from R \$ 88.8 per bag, to R \$ 84.2 now in October. In Rondonópolis (MT) the bag that was sold at R \$ 80.5 in the average in September, reached R \$ 76.9 in October. According to the Safras & Mercado consultancy, factors that form prices do not please producers. In addition to the declines in futures contracts traded in Chicago, the dollar and export premiums. In view of this, soyabeans move away from the market and prioritize planting of the crop, which is advanced.

*Src.: Soyabean Project Brazil*

## BRAZILIAN SOYABEANS CONTINUE TO RISE WITH US-CHINA 'WAR'

Trade disputes between China and the United States continue to bear good fruit to Brazil's soyabean exporters. Premiums paid in ports for the bushel (a measure equivalent to 27 kilos) of the Brazilian grain reached US \$ 2.70 in recent weeks, a sign that external demand is still heated. Last November, soyabean contracts maturing in November closed at \$

8.45 a bushel in Chicago, while the grain bushel premium in Paranaguá (PR) stood at \$ 2.55, about 30% value of the quotation on the American stock exchange. In the same period last year, the prize was \$ 0.55. With the demand still strong, Brazilian exports continue at an accelerated pace even with the entry of the US crop 2018/19 in the market. According to data from the Foreign Trade Secretariat (Secex / Mdic), from October 1 to 19, shipments totaled 3.9 million tons, compared to 1.6 million in the same period of 2017. From January to September, Brazil exported 69.2 million tons of soyabeans, already more than the record of 68.15 million tons of the whole last year. China is largely responsible for the growth, as the Asian giant has reduced practically zero purchases of American soyabeans. The trade war between the two countries led the US to overtax Chinese products, and in response, China overtaxed most of US agricultural production, including soyabeans, by 25%. Lower demand for US soyabeans was expected, but the latest figures released by the USDA have thwarted the expectations of market analysts. In the week ending 17, US exporters have concluded contracts for the export of 212,700 tons of soyabeans from this 2018/19 crop. Market expectations ranged from 300K to 700K tons. The USDA projection is that the country's exports throughout the season reach 56 million tons. So far, contracts have been closed for shipments of 21 million tons of American soyabeans. "This USDA projection theoretically considers the effects of the trade war, but I find it difficult to reach that number without there being an agreement with China", says Roque. The United States trade year runs from September to August, and in January the 2018/19 Brazilian crop will begin to hit the market. The initial prospects were that, even with taxation, China would buy US soyabeans in the Brazilian off-season. But it is not what has been happening. "There is even a perception that China will be able to return to the market only when the Brazilian crop 2018/19 begins to leave the fields", says Roque. The USDA's estimate for soya imports by China is 94 million tons. However, China itself has already reported that it should import less than that.

*Src.: Portos e Navios*

## TRUCK DRIVERS PROTEST IN GOIÁS BY COMPLYING WITH THE FREIGHT TABLE

Truckers from Goiás are holding a demonstration this week, on the 29th, for compliance with the minimum price of road freight. They are in the accesses to the factories of the region of Catalan, dialoguing with the companions that arrive to load. Drivers are advised that if they receive cargo with freight payment below the table, they will be retained. The manifestation of Goiás reflects a general complaint of the truck drivers, which is the lack of inspection of the freight table. They complain that they are forced to work at lower than expected pay, otherwise they will be included in a list of carriers and prevented from working. The category charges a more effective inspection by the National Land Transport Agency (ANTT). The agency, in turn, informs that the inspections are being carried out. If a case of hiring is detected below the minimum price, a notification is made. It is not yet possible to impose fines, because the regulations on penalties are in preparation. The process is expected to continue until January. But the notification is already used for the truck driver to go to court and collect a compensation from the shipper, equivalent to twice the price difference. The fixing of minimum

prices for the transportation service is questioned by the Federal Supreme Court (STF). Business entities argue that the tabulation is unconstitutional, because it hurts the principle of free competition. The rapporteur, Luiz Fux, did not intend to take any decision before the end of the electoral process. What's more, the table currently in force is an impromptu version. ANTT also works on a more detailed set of minimum prices.

Src.: Canal Rural

#### PORT OF SANTOS BEATS NEW OPERATIONAL RECORD

For the first time, the Port of Santos surpassed the historic mark of 100 million tons of cargo moved between the months of January and September. In the period, 100.3 million tons of merchandise were sold, 2.8% more than in the first nine months of last year, when 97.6 million tons were sold. The data are part of the monthly statistical survey produced by Companhia Docas do Estado de São Paulo (Codesp), the Port Authority. The material is produced based on the volumes of cargo handling informed by the terminals of the marine complex. In the first nine months of the year, 71.8 million tons of goods were shipped in port, volume 1.1% higher than in the same period of last year. Another 28.5 million tons of products have landed. In this case, the variation was 7.2% in relation to the one verified in 2017. Among the most prominent loads is the soyabean, whose movement reached 24.2 million tons, when added the varieties in grains and bran of the product. The growth is of 19.8% in relation to the movement registered between January and September of last year. On the other hand, shipments of sugar fell by 26%. In the first nine months of the year, 11.6 million tons of the commodity were shipped by the Santos quay. In the same period of 2017, the volume recorded was 15.6 million tons.

Src.: Portos e Navios

#### MODERNIZATION OF PORTS REDUCES FINES IN THE FERTILIZER SECTOR BY 72%

Over-stay costs for importers of fertilizers due to non-compliance with contract terms, called demurrage, fell about 72% in the Port of Paranaguá in the last seven years. The data are from a study done by the Agricultural and Fertilizer Industry Union of Paraná (Sindiadubos). In 2011, the value of demurrage per ton of fertilizer in Paranaguá was U \$ 16.88. In 2016, it fell to \$ 7.05 per ton; in 2017 to \$ 4.68 and by 2018 to \$ 4.70 per ton - a fall of 72% in seven years. "The reduction represents savings of approximately US \$ 70 million per year, or 67%. This amount is no longer being spent on the operational cost of importing fertilizers," explained Lourenço Fregonese, the managing director of Ports Administration of Paranaguá and Antonina (Appa). Altogether, the ports of Paranaguá and Antonina have seven berth berths that can be used for the operation of fertilizers, two specialized berths and five alternative berths. The eleven cranes that operate with fertilizers have discharge capacity of 132K tons per day and 31 million tons per year. In Paranaguá alone, the fertilizer storage capacity is estimated at three million tons. Sindiadubos' executive manager, Décio Luiz Gomes, pointed out that the improvements in the Port of Paranaguá have been increasing. The reduction in the costs of over-stays in fertilizer operations is due to the improvement of the logistics processes of port.

Src.: Portos e Navios

#### US-CHINA TRADE WAR MAY RAISE ETHANOL PRODUCTION

In the midst of a favorable scenario for the Brazilian ethanol market, Bunge Sugar, Bioenergy and Grain Market Intelligence Manager Luciana Torresan warns that the eventual increase in the production of corn biofuel in the United States is the only factor that you can press the quotes in the country. "If the trade war between China and the United States continues, US farmers will bet more on corn instead of soyabeans to produce ethanol, and that may be a constraint on Brazil's prices", said Luciana Torresan. Regarding sugar, Torresan points out that adverse weather conditions tend to affect sweetener milling in some of its major producing countries. An example is the dry climate that undermines industry performance in India and Thailand. "This situation can lead to a deficit in the global harvest of 2019/2020", he says. Specifically for next year's harvest of 2018/2019 in the world, international sugar price expectation is between 13 and 15 cents per pound. In relation to global sugar consumption, speculation is an annual increase of 12 million tons over the next five years. For Luciana, Brazil has the potential to meet this increase in global demand, only moving the production mix of the country's plants. "But for that to happen it is necessary to expand the area of sugarcane. Prices need to encourage this expansion," he adds.

Src.: Canal Rural

#### WHEAT: BRAZILIAN BUYERS PRESSURE VALUES

Brazilian buyers, attentive to the wheat harvest in the South of the Country and Argentina and the devaluation of the dollar against the Real, have pressed the values of acquisition of wheat in grain. These applicants indicate that the lower import parity may favor foreign purchases. For now, the falls in producer prices have been more intense than in the wholesale, according to a Cepea survey. As for the derivatives, the prices of the bran advanced last week, while the values of the flour retreated.

Src.: Notícias Agrícolas

#### CORN: PRODUCTIVITY OF THE CROPS OF SC IS THE LARGEST IN BRAZIL

In Santa Catarina, the productivity of corn crops reaches 8.15 tons / hectare. With these figures, the state's state farms show the highest performance in the country, according to information from the Agriculture Secretariat. According to Epagri / Cepa estimates, Santa Catarina will have an increase of 8.16% in corn production in the next harvest and 5.8% in the planted area - which will reach 340.3K hectares. The increase in the crop can be explained by the rise in corn prices earlier this year, which ended up encouraging farmers to invest in grain planting, as well as the need to spin crops in soyabeans to avoid pests. Since 2013, Santa Catarina has increased the productivity of corn crops by 19%, that is, farmers now harvest on average 1.3 tons more per hectare. Each year, the gain was 185 kilos / hectare.

Src.: Universo Agro

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