



U.S. Wheat Associates Commercial Sales History

year to date sales to:

April 9, 2020

1,000 metric tons

Top 20 importers ranked by 2018/19 sales

historic marketing year sales (June 1 to May 31)

marketing year-to-date

	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2018/19	change from last year	change from last week
All Wheat											
Mexico	2,803	3,090	2,750	2,399	3,304	2,972	3,308	3,712	3,060	21%	84.7
Philippines	1,965	2,163	2,397	2,164	2,786	2,604	3,234	3,210	3,050	5%	0.6
Japan	3,649	3,079	3,144	2,553	2,864	2,931	2,784	2,681	2,738	-2%	1.5
Nigeria	3,170	2,691	2,114	1,500	1,642	1,171	1,648	1,533	1,510	2%	-4.9
Indonesia	534	1,142	643	608	1,204	1,141	1,622	997	1,318	-24%	0.0
South Korea	1,386	1,313	1,180	1,141	1,429	1,602	1,440	1,551	1,554	0%	-19.0
Taiwan	1,038	1,049	1,002	1,089	1,097	1,141	1,164	1,292	1,108	17%	3.6
Egypt	1,678	321	387	42	112	115	821	101	815	-88%	0.0
Thailand	564	663	679	564	754	664	757	854	744	15%	0.0
European Union	994	636	776	971	675	627	736	916	649	41%	0.0
Iraq	209	53	53	50	0	671	674	262	616	-57%	0.0
Guatemala	525	644	519	586	563	548	553	655	514	28%	0.0
Malaysia	96	202	325	164	218	211	505	329	481	-32%	-0.8
Yemen	423	353	298	447	317	263	445	325	401	-19%	0.0
Bangladesh	0	0	1	0	111	105	400	431	400	8%	0.0
Colombia	674	788	614	669	858	685	384	767	347	121%	-1.3
Peru	591	623	480	276	642	299	367	277	403	-31%	-35.0
Algeria	364	91	210	90	705	647	313	472	260	81%	20.0
Honduras	226	256	208	260	286	233	302	302	313	-4%	-3.7
El Salvador	204	155	242	182	240	295	286	240	257	-7%	0.0
All Wheat Total Sales	27,106	31,664	23,190	20,737	28,396	23,724	25,819	25,220	24,914	1%	178.3
Top 20 as a % of Total	78%	61%	78%	76%	70%	80%	84%	83%	82%		26%
Hard Red Winter										year change	week change
Mexico	1,556	1,403	962	1,111	1,959	2,027	2,136	2,540	1,961	30%	78.9
Nigeria	2,529	2,060	1,610	1,042	1,177	836	1,142	968	978	-1%	3.0
Japan	1,003	1,005	881	879	979	1,020	956	898	954	-6%	0.0
Iraq	209	53	0	0	0	671	674	210	616	-66%	0.0
Taiwan	320	265	248	342	358	344	380	441	359	23%	1.2
Indonesia	83	118	0	227	541	517	337	355	215	65%	0.0
Egypt	377	0	291	0	52	115	330	0	333	-100%	0.0
South Korea	279	214	226	194	241	282	308	350	321	9%	-7.7
Guatemala	262	317	260	285	253	251	246	340	229	48%	0.0
Malaysia	0	0	0	0	9	3	211	124	195	-36%	1.1
Brazil	510	4,120	1,293	338	1,155	73	189	350	189	86%	30.0
Algeria	184	0	0	0	515	458	184	365	152	141%	0.0
Total Unknown	30	22	7	109	140	29	181	232	619	-63%	47.0
Venezuela	329	290	134	67	192	240	178	82	178	-54%	0.0
Mozambique	25	0	0	0	46	0	150	0	71	-100%	0.0
Thailand	103	129	159	118	180	141	145	214	144	49%	0.0
Dominican Republic	207	200	197	133	138	141	140	153	107	43%	0.0
Colombia	416	460	195	219	607	400	125	482	97	395%	-1.3
El Salvador	88	56	95	65	101	138	120	95	108	-11%	0.0
South Africa	0	0	0	0	183	82	119	0	87	-100%	0.0
Total Unknown	30	22	7	109	140	29	181	232	619	-63%	47.0
HRW Total Sales	10,487	11,981	7,318	5,981	11,912	9,311	9,385	9,596	8,942	7%	178.4
Top 20 as a % of Total	81%	89%	90%	86%	74%	83%	88%	85%	89%		85%
Hard Red Spring										year change	week change
Philippines	1,127	1,266	1,220	1,166	1,697	1,332	1,847	1,809	1,757	3%	-1.1
Japan	1,331	1,167	1,275	862	1,078	1,077	916	1,049	904	16%	1.5
Taiwan	588	650	621	612	595	652	624	684	597	15%	2.4
Korea	386	361	408	376	415	440	481	512	497	3%	-5.3
Italy	216	204	274	376	232	255	275	264	240	10%	0.0
United Kingdom	52	86	68	79	134	140	130	25	129	-80%	0.0
Bangladesh	0	0	0	0	111	0	392	381	392	-3%	0.0
Thailand	298	306	282	261	347	287	371	377	359	5%	0.0
Malaysia	62	142	262	117	159	147	235	156	232	-33%	-2.0
Mexico	97	241	605	315	323	128	221	348	205	69%	0.6
Indonesia	155	540	476	213	205	25	193	169	188	-10%	0.0
Vietnam	57	57	214	93	100	54	186	302	163	85%	0.5
Guatemala	105	142	110	119	134	128	133	147	123	19%	0.0
Honduras	79	93	88	125	132	80	131	98	137	-28%	-4.5
El Salvador	48	42	79	74	77	84	102	88	94	-6%	0.0
Peru	0	28	66	26	28	21	100	5	95	-94%	0.0
Trinidad and Tobago	59	52	50	56	68	63	82	54	80	-33%	-0.7
Jamaica	65	71	81	121	90	82	81	91	75	20%	0.0
Bermuda	11	5	6	3	17	13	73	41	70	-42%	-0.1
China	475	527	257	747	1,143	543	34	93	34	177%	0.0
Total Unknown	10	45	4	249	250	168	59	149	114	30%	11.4
HRS Total Sales	5,941	7,068	7,496	6,907	8,584	6,174	7,153	7,354	6,878	7%	2.1
Top 20 as a % of Total	88%	85%	86%	83%	83%	90%	92%	91%	93%		-408%



U.S. Wheat Associates

Commercial Sales History (continued)

year to date sales to:

April 9, 2020

Top 20 importers ranked by 2018/19 sales		1,000 Metric Tons							marketing year-to-date		change from last year	change from last week
Soft Red Winter	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2018/19			
Mexico	1,110	1,410	1,182	970	1,004	733	917	770	858	-10%	5.2	
Egypt	1,070	321	96	9	0	0	441	0	432	-100%	0.0	
Nigeria	445	503	348	306	226	245	272	173	259	-33%	0.0	
Colombia	246	264	409	409	229	274	259	285	250	14%	0.0	
Indonesia	0	0	8	2	0	0	222	2	65	-97%	0.0	
Ecuador	134	156	270	343	178	100	197	112	197	-43%	18.6	
Peru	115	136	146	125	144	155	175	161	180	-11%	0.0	
Dominican Republic	124	136	98	107	108	114	110	107	88	23%	0.0	
Honduras	77	88	67	99	116	108	105	75	103	-27%	0.0	
Brazil	105	197	213	174	55	55	79	96	79	22%	0.0	
Jamaica	91	88	76	77	75	78	75	71	70	2%	0.0	
Costa Rica	62	79	69	79	45	60	59	76	59	29%	-0.2	
Trinidad and Tobago	42	43	39	36	35	38	49	37	48	-23%	0.4	
Chile	139	125	44	109	13	8	46	89	44	104%	0.0	
Panama	55	39	40	76	32	39	39	38	39	-3%	-0.4	
Israel	20	8	0	0	0	0	33	0	33	-100%	0.0	
United Arab Emirates	22	24	28	26	54	36	32	3	32	-91%	0.0	
Philippines	0	2	245	0	0	0	30	0	30	-100%	0.0	
Canada	17	4	51	0	3	7	29	53	11	396%	-0.2	
Guatemala	23	37	17	21	26	21	29	22	27	-20%	0.0	
Total Unknown	101	94	31	15	68	132	23	88	236	-63%	-18.0	
SRW Total Sales	5,392	7,536	3,783	3,219	2,526	2,513	3,323	2,365	3,296	-28%	5.4	
Top 20 as a % of Total	72%	49%	91%	92%	93%	82%	96%	92%	88%		-	
White	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2018/19	year change	week change	
Philippines	808	864	875	879	1,040	1,174	1,323	1,305	1,230	6%	1.7	
Japan	1,057	854	987	812	784	829	889	707	858	-18%	0.0	
Indonesia	296	483	158	166	457	599	870	471	850	-45%	0.0	
South Korea	716	731	538	565	767	806	645	686	671	2%	-6.1	
Yemen	423	353	298	447	317	263	445	325	401	-19%	0.0	
Thailand	164	228	174	180	227	236	241	263	242	9%	0.0	
Nigeria	110	19	32	28	84	30	160	217	181	20%	-19.5	
Taiwan	130	134	121	132	145	144	144	157	136	15%	0.0	
Guatemala	119	127	119	147	134	132	127	144	117	23%	0.0	
Chile	189	152	121	24	87	132	121	49	121	-59%	-4.5	
Sri Lanka	43	161	110	69	87	69	115	149	114	31%	0.0	
Singapore	29	35	77	32	56	67	67	46	51	-10%	0.9	
El Salvador	53	35	62	33	47	49	56	52	47	10%	0.0	
Malaysia	34	60	61	48	49	61	54	47	51	-7%	0.1	
Vietnam	67	39	44	93	58	105	52	100	49	105%	1.0	
Mexico	40	34	0	3	16	84	35	54	35	55%	0.0	
Oman	0	0	0	0	0	0	21	0	21	-100%	0.0	
Canada	11	9	8	5	1	10	13	8	12	-28%	0.0	
South Africa	0	0	0	0	0	0	11	0	11	-100%	0.0	
China	119	170	20	51	228	307	8	131	8	1460%	0.0	
Total Unknown	0	0	52	163	222	175	37	38	91	-58%	0.0	
White Wheat Total Sales	4,685	4,559	3,886	3,929	4,846	5,321	5,454	4,985	5,316	-6%	(26.3)	
Top 20 as a % of Total	94%	98%	98%	95%	95%	96%	99%	99%	98%		-	
Durum	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2018/19	year change	week change	
Italy	202	274	358	448	223	170	253	586	228	157%	0.0	
Algeria	180	67	210	90	190	189	129	107	108	-2%	20.0	
Nigeria	48	17	26	39	65	17	37	39	66	-40%	11.6	
Belgium	38	0	0	0	0	0	21	41	21	90%	0.0	
Guatemala	15	21	14	14	15	16	17	3	17	-82%	0.0	
Japan	1	1	1	1	14	5	12	5	12	-56%	0.0	
Spain	0	0	0	20	0	0	9	0	9	-100%	0.0	
Panama	7	6	3	10	5	5	8	12	8	48%	2.1	
Peru	0	10	10	0	0	0	7	0	7	-100%	0.0	
Portugal	10	0	0	0	0	0	7	0	3	-100%	0.0	
Ecuador	0	0	0	0	0	5	2	0	2	-100%	0.0	
United Arab Emirates	0	0	0	0	0	0	0	0	0	-	0.0	
South Korea	0	0	0	0	0	0	0	0	0	-	0.0	
Malaysia	0	0	0	0	1	0	0	0	0	-	0.0	
Mexico	0	2	1	0	2	0	0	0	0	-	0.0	
Canada	0	2	0	20	0	0	0	0	0	-	0.0	
Morocco	0	0	0	10	0	0	0	0	0	-	0.0	
Vietnam	0	0	0	0	0	0	0	0	0	-	0.0	
Philippines	0	0	0	0	0	0	0	0	0	-	0.0	
Indonesia	0	0	0	0	0	0	0	0	0	-	0.0	
Total Unknown	0	0	2	3	0	0	0	44	0	-	-20.0	
Durum Total Sales	601	519	706	702	527	405	504	920	482	91%	18.7	
Top 20 as a % of Total	84%	77%	88%	93%	98%	100%	100%	86%	100%		-	



U.S. Wheat Associates

Summary of Commercial Sales for 2019/20 (as of April 09, 2020) continued

1,000 Metric Tons												
East Africa	2019/20	HRW	SRW	HRS	White	Durum	2018/19	HRW	SRW	HRS	White	Durum
Burundi	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Kenya	0.0	0.0	0.0	0.0	0.0	0.0	34.0	34.0	0.0	0.0	0.0	0.0
Tanzania	0.0	0.0	0.0	0.0	0.0	0.0	24.7	24.7	0.0	0.0	0.0	0.0
Summary Of Total	0.0	0.0	0.0	0.0	0.0	0.0	58.7	58.7	0.0	0.0	0.0	0.0
Ytd Export Sales Change	(58.7)	(58.7)	0.0	0.0	0.0	0.0						
Percent Change	-100%	-100%	-	-	-	-						
Subsahara Africa	2019/20	HRW	SRW	HRS	White	Durum	2018/19	HRW	SRW	HRS	White	Durum
Angola	0.0	0.0	0.0	0.0	0.0	0.0	13.8	13.8	0.0	0.0	0.0	0.0
Burkina Faso	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cameroon	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Congo DR	0.0	0.0	0.0	0.0	0.0	0.0	35.7	35.7	0.0	0.0	0.0	0.0
Cote d'Ivoire	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Gabon	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Gambia	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Ghana	18.6	18.6	0.0	0.0	0.0	0.0	38.5	19.5	0.0	19.0	0.0	0.0
Guinea	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Liberia	22.7	22.7	0.0	0.0	0.0	0.0	31.9	31.9	0.0	0.0	0.0	0.0
Malawi	0.0	0.0	0.0	0.0	0.0	0.0	2.0	2.0	0.0	0.0	0.0	0.0
Mali	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Mozambique	3.9	0.0	3.9	0.0	0.0	0.0	75.6	70.8	4.8	0.0	0.0	0.0
Namibia	6.0	0.0	0.0	6.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Niger	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Nigeria	1,532.9	967.8	173.0	136.0	216.8	39.3	1,509.9	978.0	259.3	26.0	180.9	65.7
Rwanda	0.0	0.0	0.0	0.0	0.0	0.0	11.0	11.0	0.0	0.0	0.0	0.0
Senegal	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Sierra Leone	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
South Africa	36.3	0.0	36.3	0.0	0.0	0.0	119.1	87.4	21.2	0.0	10.6	0.0
Swaziland	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Togo	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Uganda	0.0	0.0	0.0	0.0	0.0	0.0	45.0	45.0	0.0	0.0	0.0	0.0
Zambia	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Zimbabwe	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Summary Of Total	1,620.5	1,009.1	213.2	142.0	216.8	39.3	1,868.8	1,281.4	285.3	45.0	191.4	65.7
Ytd Export Sales Change	(248.3)	(272.3)	(72.1)	97.0	25.4	(26.4)						
Percent Change	-13%	-21%	-25%	216%	13%	-40%						
	25,219.7	9,596.3	2,364.7	7,353.8	4,984.7	920.3	24,914.4	8,941.5	3,296.1	6,878.4	5,316.3	482.1
Total Year Change	305.4	654.8	(931.4)	475.4	(331.6)	438.2						
Total Unknown	551.5	231.8	88.1	149.1	38.3	44.3	1,060.5	619.0	236.5	114.3	90.7	0.0
Region Summary	TOTAL	HRW	SRW	HRS	White	Durum	YR Change	% Change				
Mexico/Cent. Amer./Caribbean	6,071.3	3,518.3	1,266.7	1,000.8	258.9	26.6	683.1	13%				
South America	2,188.5	1,371.4	743.6	24.5	49.0	0.0	665.2	44%				
North Asia	5,523.6	1,689.2	34.4	2,244.8	1,549.8	5.4	124.3	2%				
China	453.8	225.0	0.0	93.0	135.8	0.0	407.7	884%				
South Asia	6,571.1	890.7	15.6	3,256.6	2,408.2	0.0	45.2	1%				
Europe	916.5	0.1	0.0	289.6	0.2	626.6	153.4	20%				
Middle East/North Africa	1,322.9	660.7	3.0	153.4	327.7	178.1	(941.8)	-42%				
East Africa	0.0	0.0	0.0	0.0	0.0	0.0	(58.7)	-100%				
Subsahara Africa	1,620.5	1,009.1	213.2	142.0	216.8	39.3	(248.3)	-13%				
All Region Total	24,668.2	9,364.5	2,276.6	7,204.7	4,946.4	876.0	830.2	1%				

Source: U.S. Department of Agriculture, Foreign Agricultural Service, Weekly Export Sales Report

