



U.S. Wheat Associates New Marketing Year Commercial Sales

new marketing year-to-date sales up to:

May 21, 2020

1,000 metric tons

	new marketing year-to-date		change from last year	change from last week
	2020/21	2019/20		
All Wheat				
China	455	0	-	0.0
Philippines	352	546	-36%	62.0
Japan	297	310	-4%	96.7
Thailand	115	183	-37%	0.0
Mexico	131	328	-60%	9.0
Taiwan	79	77	4%	0.0
European Union	105	60	75%	20.0
Colombia	76	114	-33%	7.0
Peru	58	40	44%	0.0
Panama	58	47	24%	4.0
Chile	122	29	321%	2.5
Honduras	54	102	-47%	0.0
Malaysia	34	0	-	0.0
Nigeria	82	397	-79%	48.5
South Korea	122	216	-44%	90.2
Ecuador	16	13	28%	0.0
Vietnam	15	30	-50%	0.0
Trinidad and Tobago	14	37	-61%	0.0
Dominican Republic	32	25	27%	-0.8
Leeward-Winward Islands	17	17	-2%	5.0
Total Unknown	643	636	1%	16.8
All Wheat NMY Total Sales	3,033	3,734	-19%	496.5
Top 20 as a % of Total	74%	69%		69%

1,000 metric tons

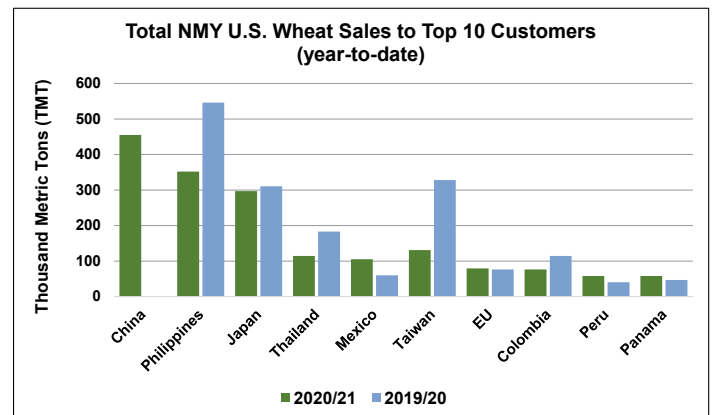
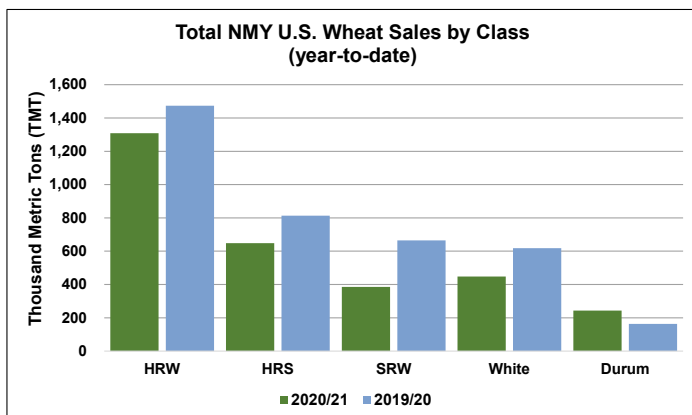
	new marketing year-to-date		change from last year	change from last week
	2020/21	2019/20		
Hard Red Winter				
China	455	0	-	0.0
Japan	110	152	-28%	40.7
Chile	89	7	1172%	2.5
Thailand	33	50	-35%	0.0
Mexico	38	120	-69%	4.5
Malaysia	22	0	-	0.0
Taiwan	37	40	-6%	0.0
Panama	13	9	39%	0.0
Dominican Republic	19	11	77%	-1.8
Philippines	20	0	-	10.0
Total Unknown	273	361	-24%	7.0
HRW NMY Total Sales	1,309	1,474	-11%	237.6
Top 10 as a % of Total	64%	26%		24%

	new marketing year-to-date		change from last year	change from last week
	2020/21	2019/20		
Hard Red Spring				
Philippines	205	332	-38%	30.0
Japan	98	61	60%	26.2
Thailand	49	69	-30%	0.0
Taiwan	33	30	8%	0.0
Panama	30	22	40%	0.0
Honduras	26	42	-37%	0.0
South Korea	45	69	-35%	29.1
Malaysia	12	0	-	0.0
Vietnam	11	21	-48%	0.0
Leeward-Winward Islands	17	16	1%	5.0
Total Unknown	81	51	59%	0.0
HRS NMY Total Sales	648	813	-20%	95.3
Top 10 as a % of Total	81%	81%		95%

	new marketing year-to-date		change from last year	change from last week
	2020/21	2019/20		
Soft Red Winter				
Colombia	69	25	175%	7.0
Peru	58	40	44%	0.0
Mexico	50	173	-71%	4.5
Ecuador	16	13	28%	0.0
Honduras	16	44	-64%	0.0
Panama	11	12	-7%	0.0
Chile	33	22	50%	0.0
Trinidad and Tobago	3	14	-81%	0.0
Total Unknown	92	136	-32%	9.8
SRW NMY Total Sales	386	664	-42%	48
Top 8 as a % of Total	66%	51%		24%

	new marketing year-to-date		change from last year	change from last week
	2020/21	2019/20		
White				
Philippines	128	214	-40%	22.0
Japan	86	97	-11%	29.9
Thailand	34	64	-48%	0.0
Nigeria	33	67	-50%	0.0
Mexico	44	0	-	0.0
Taiwan	10	7	41%	0.0
South Korea	49	101	-52%	39.9
Vietnam	4	8	-50%	0.0
Total Unknown	61	39	57%	0.0
White NMY Total Sales	447	619	-28%	91.8
Top 8 as a % of Total	86%	90%		100%

	new marketing year-to-date		change from last year	change from last week
	2020/21	2019/20		
Durum				
Italy	100	60	67%	20.0
Japan	3	0	-	0.0
				0.0
				0.0
				0.0
				0.0
				0.0
Total Unknown	136	50	172%	0.0
Durum NMY Total Sales	243	164	48%	24.0
Top 2 as a % of Total	42%	37%		83%





U.S. Wheat Associates Commercial Sales History

current year-to-date sales up to:

May 21, 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
All Wheat	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2018/19				
Mexico	2,803	3,090	2,750	2,399	3,304	2,972	3,308	3,854	3,319	16%	17.1		
Philippines	1,965	2,163	2,397	2,164	2,786	2,604	3,234	3,578	3,237	11%	2.8		
Japan	3,649	3,079	3,144	2,553	2,864	2,931	2,784	2,780	2,783	0%	31.4		
Nigeria	3,170	2,691	2,114	1,500	1,642	1,171	1,648	1,575	1,645	-4%	0.0		
Indonesia	534	1,142	643	608	1,204	1,141	1,622	1,066	1,620	-34%	0.0		
South Korea	1,386	1,313	1,180	1,141	1,429	1,602	1,440	1,659	1,442	15%	2.0		
Taiwan	1,038	1,049	1,002	1,089	1,097	1,141	1,164	1,428	1,164	23%	2.4		
Egypt	1,678	321	387	42	112	115	821	101	821	-88%	0.0		
Thailand	564	663	679	564	754	664	757	878	757	16%	0.7		
European Union	994	636	776	971	675	627	736	1,024	736	39%	13.2		
Iraq	209	53	53	50	0	671	674	262	671	-61%	0.0		
Guatemala	525	644	519	586	563	548	553	643	556	16%	-1.0		
Malaysia	96	202	325	164	218	211	505	374	500	-25%	0.0		
Yemen	423	353	298	447	317	263	445	381	445	-14%	0.0		
Bangladesh	0	0	1	0	111	105	400	381	400	-5%	0.0		
Colombia	674	788	614	669	858	685	384	793	385	106%	-5.5		
Peru	591	623	480	276	642	299	367	278	365	-24%	0.0		
Algeria	364	91	210	90	705	647	313	472	311	52%	0.0		
Honduras	226	256	208	260	286	233	302	305	302	1%	0.0		
El Salvador	204	155	242	182	240	295	286	254	286	-11%	0.0		
All Wheat Total Sales	27,106	31,664	23,190	20,737	28,396	23,724	25,819	26,766	25,868	3%	209.8		
Top 20 as a % of Total	78%	61%	78%	76%	70%	80%	84%	83%	84%		30%		
Hard Red Winter	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2018/19	year change	week change		
Mexico	1,556	1,403	962	1,111	1,959	2,027	2,136	2,609	2,149	21%	14.6		
Nigeria	2,529	2,060	1,610	1,042	1,177	836	1,142	1,010	1,141	-12%	0.0		
Japan	1,003	1,005	881	879	979	1,020	956	937	955	-2%	20.2		
Iraq	209	53	0	0	0	671	674	210	671	-69%	0.0		
Taiwan	320	265	248	342	358	344	380	483	380	27%	0.8		
Indonesia	83	118	0	227	541	517	337	411	337	22%	0.0		
Egypt	377	0	291	0	52	115	330	0	330	-100%	0.0		
South Korea	279	214	226	194	241	282	308	375	308	22%	0.0		
Guatemala	262	317	260	285	253	251	246	339	246	38%	0.0		
Malaysia	0	0	0	0	9	3	211	136	208	-35%	0.0		
Brazil	510	4,120	1,293	338	1,155	73	189	450	189	139%	30.0		
Algeria	184	0	0	0	515	458	184	365	182	101%	0.0		
Total Unknown	30	22	7	109	140	29	181	139	224	-38%	0.0		
Venezuela	329	290	134	67	192	240	178	118	178	-34%	26.0		
Mozambique	25	0	0	0	46	0	150	0	150	-100%	0.0		
Thailand	103	129	159	118	180	141	145	217	145	50%	0.4		
Dominican Republic	207	200	197	133	138	141	140	156	140	11%	0.0		
Colombia	416	460	195	219	607	400	125	505	125	302%	0.0		
El Salvador	88	56	95	65	101	138	120	100	120	-17%	0.0		
South Africa	0	0	0	0	183	82	119	0	119	-100%	0.0		
Total Unknown	30	22	7	109	140	29	181	139	224	-38%	0.0		
HRW Total Sales	10,487	11,981	7,318	5,981	11,912	9,311	9,385	10,034	9,398	7%	95.6		
Top 20 as a % of Total	81%	89%	90%	86%	74%	83%	88%	85%	88%		96%		
Hard Red Spring	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2018/19	year change	week change		
Philippines	1,127	1,266	1,220	1,166	1,697	1,332	1,847	1,970	1,849	7%	0.0		
Japan	1,331	1,167	1,275	862	1,078	1,077	916	1,114	916	22%	10.6		
Taiwan	588	650	621	612	595	652	624	767	624	23%	1.3		
Korea	386	361	408	376	415	440	481	552	484	14%	2.0		
Italy	216	204	274	376	232	255	275	275	275	0%	0.0		
United Kingdom	52	86	68	79	134	140	130	25	130	-81%	0.0		
Bangladesh	0	0	0	0	111	0	392	381	392	-3%	0.0		
Thailand	298	306	282	261	347	287	371	389	371	5%	0.0		
Malaysia	62	142	262	117	159	147	235	185	233	-21%	0.0		
Mexico	97	241	605	315	323	128	221	374	220	70%	2.5		
Indonesia	155	540	476	213	205	25	193	185	192	-4%	0.0		
Vietnam	57	57	214	93	100	54	186	413	185	122%	40.0		
Guatemala	105	142	110	119	134	128	133	140	133	5%	0.0		
Honduras	79	93	88	125	132	80	131	97	131	-26%	0.0		
El Salvador	48	42	79	74	77	84	102	94	102	-8%	0.0		
Peru	0	28	66	26	28	21	100	5	100	-95%	0.0		
Trinidad and Tobago	59	52	50	56	68	63	82	58	82	-29%	0.0		
Jamaica	65	71	81	121	90	82	81	91	81	13%	0.0		
Bermuda	11	5	6	3	17	13	73	42	73	-42%	0.0		
China	475	527	257	747	1,143	543	34	146	34	336%	-1.7		
Total Unknown	10	45	4	249	250	168	59	116	59	98%	20.0		
HRS Total Sales	5,941	7,068	7,496	6,907	8,584	6,174	7,153	7,963	7,152	11%	88.2		
Top 20 as a % of Total	88%	85%	86%	83%	83%	90%	92%	92%	92%		62%		



U.S. Wheat Associates

Commercial Sales History (continued)

current year-to-date sales up to:

May 21, 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	815	915			-11%	0.0		
Egypt	1,070	321	96	9	0	0	441	0	441			-100%	0.0		
Nigeria	445	503	348	306	226	245	272	173	271			-36%	0.0		
Colombia	246	264	409	409	229	274	259	288	259			11%	-5.5		
Indonesia	0	0	8	2	0	0	222	2	222			-99%	0.0		
Ecuador	134	156	270	343	178	100	197	112	197			-43%	0.0		
Peru	115	136	146	125	144	155	175	162	175			-7%	0.0		
Dominican Republic	124	136	98	107	108	114	110	116	110			6%	0.0		
Honduras	77	88	67	99	116	108	105	75	105			-28%	0.0		
Brazil	105	197	213	174	55	55	79	96	79			22%	0.0		
Jamaica	91	88	76	77	75	78	75	78	75			5%	0.0		
Costa Rica	62	79	69	79	45	60	59	78	59			32%	0.0		
Trinidad and Tobago	42	43	39	36	35	38	49	40	49			-19%	0.0		
Chile	139	125	44	109	13	8	46	89	46			93%	0.0		
Panama	55	39	40	76	32	39	39	42	39			6%	0.0		
Israel	20	8	0	0	0	0	33	0	33			-100%	0.0		
United Arab Emirates	22	24	28	26	54	36	32	33	32			3%	0.0		
Philippines	0	2	245	0	0	0	30	0	30			-100%	0.0		
Canada	17	4	51	0	3	7	29	41	37			9%	0.0		
Guatemala	23	37	17	21	26	21	29	22	32			-32%	0.0		
Total Unknown	101	94	31	15	68	132	23	74	53			40%	0.0		
SRW Total Sales	5,392	7,536	3,783	3,219	2,526	2,513	3,323	2,443	3,362			-27%	(5.5)		
Top 20 as a % of Total	72%	49%	91%	92%	93%	82%	96%	93%	95%				100%		
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	1,508	1,324			14%	2.8		
Japan	1,057	854	987	812	784	829	889	701	889			-21%	0.0		
Indonesia	296	483	158	166	457	599	870	469	869			-46%	0.0		
South Korea	716	731	538	565	767	806	645	728	645			13%	0.0		
Yemen	423	353	298	447	317	263	445	381	445			-14%	0.0		
Thailand	164	228	174	180	227	236	241	271	241			13%	0.3		
Nigeria	110	19	32	28	84	30	160	217	159			36%	0.0		
Taiwan	130	134	121	132	145	144	144	168	144			17%	0.2		
Guatemala	119	127	119	147	134	132	127	139	127			9%	-1.0		
Chile	189	152	121	24	87	132	121	49	121			-59%	0.0		
Sri Lanka	43	161	110	69	87	69	115	149	115			30%	0.0		
Singapore	29	35	77	32	56	67	67	46	65			-29%	0.0		
El Salvador	53	35	62	33	47	49	56	55	56			-1%	0.0		
Malaysia	34	60	61	48	49	61	54	51	55			-7%	0.0		
Vietnam	67	39	44	93	58	105	52	136	52			163%	20.0		
Mexico	40	34	0	3	16	84	35	56	35			59%	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	36	37			-3%	5.0		
White Wheat Total Sales	4,685	4,559	3,886	3,929	4,846	5,321	5,454	5,360	5,452			-2%	50.2		
Top 20 as a % of Total	94%	98%	98%	95%	95%	96%	99%	98%	99%				45%		
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	672	253			165%	2.3		
Algeria	180	67	210	90	190	189	129	107	129			-17%	0.0		
Nigeria	48	17	26	39	65	17	37	39	37			5%	0.0		
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	6	12			-52%	0.0		
Spain	0	0	0	20	0	0	9	0	9			-100%	0.0		
Panama	7	6	3	10	5	5	8	10	8			24%	-2.0		
Peru	0	10	10	0	0	0	7	0	7			-100%	0.0		
Portugal	10	0	0	0	0	0	7	4	7			-33%	4.5		
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	5	0			-	-24.0		
Durum Total Sales	601	519	706	702	527	405	504	965	504			92%	(18.7)		
Top 20 as a % of Total	84%	77%	88%	93%	98%	100%	100%	91%	100%				-		



U.S. Wheat Associates

Summary of Commercial Sales for 2019/20 (as of May 21, 2020) continued

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	64.7	64.7	0.0	0.0	0.0	0.0
Tanzania	0.0	0.0	0.0	0.0	0.0	0.0	59.9	59.9	0.0	0.0	0.0	0.0
Summary Of Total	0.0	0.0	0.0	0.0	0.0	0.0	124.6	124.6	0.0	0.0	0.0	0.0
Ytd Export Sales Change	(124.6)	(124.6)	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	53.5	34.5	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	22.6	11.5	0.0	11.1	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	158.5	149.8	8.7	0.0	0.0	0.0
Namibia	6.0	0.0	0.0	6.0	0.0	0.0	4.1	0.0	0.0	4.1	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	1,575.1	1,010.0	173.0	136.0	216.8	39.3	1,645.4	1,141.3	270.5	36.9	159.3	37.3
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	152.4	118.8	23.1	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	55.0	55.0	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	1,662.7	1,051.3	213.2	142.0	216.8	39.3	2,170.1	1,589.6	302.3	71.1	169.9	37.3
Ytd Export Sales Change	(507.4)	(538.2)	(89.1)	70.9	46.9	2.0						
Percent Change	-23%	-34%	-29%	100%	28%	5%						
	26,765.6	10,034.3	2,443.3	7,962.7	5,360.0	965.3	25,868.1	9,397.8	3,362.1	7,152.4	5,451.9	503.9
Total Year Change	897.5	636.5	(918.8)	810.3	(91.9)	461.4						
Total Unknown	369.6	139.0	73.5	116.1	36.3	4.8	372.5	224.0	52.5	58.5	37.4	0.0
Region Summary	TOTAL	HRW	SRW	HRS	White	Durum	YR Change	% Change				
Mexico/Cent. Amer./Caribbean	6,320.9	3,663.8	1,326.0	1,052.9	258.5	19.6	484.7	8%				
South America	2,339.1	1,495.4	747.2	24.5	72.1	0.0	771.6	49%				
North Asia	5,866.5	1,796.3	34.7	2,432.8	1,596.8	5.9	478.1	9%				
China	510.5	228.1	0.0	146.3	136.1	0.0	464.1	1001%				
South Asia	7,262.0	999.6	15.6	3,587.6	2,659.2	0.0	186.3	3%				
Europe	1,024.4	0.1	0.0	307.1	0.3	716.9	174.1	20%				
Middle East/North Africa	1,409.9	660.7	33.1	153.4	383.9	178.8	(1,010.8)	-42%				
East Africa	0.0	0.0	0.0	0.0	0.0	0.0	(124.6)	-100%				
Subsahara Africa	1,662.7	1,051.3	213.2	142.0	216.8	39.3	(507.4)	-23%				
All Region Total	26,396.0	9,895.3	2,369.8	7,846.6	5,323.7	960.6	916.2	3%				

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

