

ELEC. CORN (@C) [10]					ELEC. SOYBEANS (@S) [10]					ELEC. WHEAT (@W) [10]				
Month	Last	Chg	High	Low	Month	Last	Chg	High	Low	Month	Last	Chg	High	Low
Mar-19	356'0s	-6'4	362'2	355'6	Mar-19	890'6s	1'0	893'6	887'0	Mar-19	431'4s	-9'0	437'2	435'2
May-19	365'2s	-7'2	372'0	364'4	May-19	902'4s	0'4	907'4	898'2	May-19	438'2s	-11'6	451'6	437'4
Jul-19	374'2s	-6'6	380'4	373'4	Jul-19	916'4s	0'6	921'4	912'2	Jul-19	445'0s	-10'4	457'0	444'2
Sep-19	381'0s	-6'4	387'0	380'2	Aug-19	922'6s	0'6	927'2	918'6	Sep-19	454'6s	-9'6	466'0	454'2
Dec-19	389'0s	-6'0	394'2	388'4	Sep-19	927'2s	0'2	932'2	923'4	Dec-19	470'2s	-9'4	481'0	470'0
Mar-20	400'2s	-5'4	405'0	400'0	Nov-19	936'4s	-0'2	941'4	933'0	Mar-20	484'0s	-9'0	494'2	483'6
May-20	405'4s	-5'6	410'2	405'4	Jan-20	945'0s	-1'4	951'0	942'2	May-20	493'4s	-8'6	503'4	493'2
Jul-20	409'2s	-5'4	414'0	406'4	Mar-20	950'6s	-3'0	958'0	948'6	Jul-20	493'0s	-9'2	503'4	493'2
ELECTRONIC OATS (@O) [10]					ELECTRONIC SOYBEAN MEAL (@SM) [10]					ELECTRONIC SOYBEAN OIL (@BO) [10]				
Month	Last	Chg	High	Low	Month	Last	Chg	High	Low	Month	Last	Chg	High	Low
Mar-19	256'0s	-3'6	259'6	259'6	Mar-19	302.0s	0.2	303.2	301.5	Mar-19	29.41s	-0.10	29.55	29.25
May-19	265'4s	-3'4	270'4	264'4	May-19	306.3s	0.2	308.3	305.5	May-19	29.67s	-0.11	29.83	29.48
Jul-19	265'2s	-3'6	270'0	264'4	Jul-19	310.1s	0.2	312.1	309.4	Jul-19	29.99s	-0.12	30.13	29.80
Sep-19	262'2s	-2'4	---	---	Aug-19	311.8s	0.2	313.7	311.1	Aug-19	30.13s	-0.13	30.28	29.96
Dec-19	257'0s	-3'6	261'4	257'4	Sep-19	313.4s	0.0	315.5	312.7	Sep-19	30.29s	-0.12	30.38	30.12
Mar-20	255'0s	-1'4	257'0	257'0	Oct-19	314.3s	0.1	316.0	313.7	Oct-19	30.43s	-0.12	30.50	30.25
May-20	255'0s	-1'4	---	---	Dec-19	316.1s	0.1	318.0	315.2	Dec-19	30.67s	-0.14	30.85	30.50
Jul-20	253'4s	-1'4	---	---	Jan-20	317.1s	0.0	318.5	316.4	Jan-20	30.93s	-0.15	31.02	30.78
ELECTRONIC ROUGH RICE (@RR) [10]					ELEC. HRW WHEAT (@KW) [10]					ELEC. HRS WHEAT (@MW) [10]				
Month	Last	Chg	High	Low	Month	Last	Chg	High	Low	Month	Last	Chg	High	Low
Mar-19	10.540s	-0.085	10.650	10.650	Mar-19	420'2s	-11'0	436'2	419'0	Mar-19	557'0s	0'0	558'0	557'0
May-19	10.790s	-0.075	10.975	10.755	May-19	427'4s	-11'0	439'6	426'4	May-19	553'0s	0'0	556'4	551'2
Jul-19	10.945s	-0.095	11.140	10.910	Jul-19	437'0s	-9'6	448'4	436'2	Jul-19	554'0s	-1'4	557'4	552'4
Sep-19	10.845s	-0.095	---	---	Sep-19	450'6s	-7'6	460'0	449'6	Sep-19	560'4s	-1'2	563'6	559'0
Nov-19	10.885s	-0.110	---	---	Dec-19	470'0s	-6'4	477'4	469'2	Dec-19	573'0s	-2'0	575'2	571'6
Jan-20	11.035s	-0.105	---	---	ELECTRONIC CANOLA (@RS) [10]					Mar-20	585'2s	-2'0	589'2	584'2
Mar-20	11.035s	-0.105	---	---	Month	Last	Chg	High	Low	ELECTRONIC MILLING WHEAT (@WA) [0]				
ELECTRONIC BARLEY (@BW) [0]					Mar-19	451.2s	0.9	---	---	Month	Last	Chg	High	Low
Month	Last	Chg	High	Low	May-19	456.2s	0.9	457.8	448.4					
					Jul-19	465.0s	1.3	466.5	456.9					
					Nov-19	478.6s	2.8	480.0	469.8					
					Jan-20	485.3s	3.3	486.6	476.3					
ELECTRONIC DURUM WHEAT (@DW) [0]					Month	Last	Chg	High	Low					
Month	Last	Chg	High	Low										

Quotes generated on: Thu, Mar 7, 2019 2:50 PM CST \*Quotes are in market time

## MARKETING NEWSLETTER COMPARISONS

Northland College–Josh Tjosaas and Ron Dvergsten, Instructors

3-4-2019	WHEAT	SOYBEANS	CORN	OTHER
<b>Pro Farmer:</b>	18: 55% sold for cash sellers and for H's 65% sold. 19: 15% sold for cash sellers and for H's 15% sold.  Trend is down.	18: 40% sold for cash sellers and for H's 40% sold, 35%F/O 19: 20% sold for cash sellers and for H's 30% sold.  Trend is choppy.	18: 25% sold for cash sellers and for H's 25% sold. 19: 0% sold for cash sellers and for H's 0% sold.  Trend is choppy.	Cattle: No Sales  Trend is higher.
<b>Money Farm:</b>	18-40% sold-\$6.28	18-Price 60% of Nov 18 HTAs-\$9.75	18: Sell 60% for harvest delivery-\$3.95 19: Price 10% HTA Dec 2019	Luke Swenson writes this daily newsletter.
<b>Martinson Ag:</b>	17-75% sold FF at \$4.97 Sept 18-50% sold FF at \$6.465 Sept 19-15% sold FF at \$6.55 Sept 19	18-60% sold FF at \$10.35	17-85% sold FF at 3.95 Dec 18-65% sold at \$4.06 Dec 19-15% sold at \$4.10 Dec 19	Randy Martinson writes this daily newsletter.
<b>Roach Ag:</b>				<a href="http://www.roachag.com">www.roachag.com</a>
<b>Farm Futures:</b>	18: Price 70% of expected 2018 production Spring Wheat at \$6.36 basis Sept 2018	18: Price 70% at July 19 Futures at \$10.24 basis futures or HTA	18: Price 30% of expected 2018 at \$4.226 Dec 18 basis  19: Price 10% of expected 2019 at \$4.1125	Bryce Knorr, <i>Farm Futures</i>
<b>Usset, U of MN:</b>	<u>Updated 1/25/2019</u> 18: 25% post harvest sold at \$5.49 average cash price	<u>Updated 1/25/2019</u> 18: 25% post harvest at \$8.475 average cash price	<u>Updated 1/25/2019</u> 18: 20% post harvest sold at \$3.24 average cash price	You can check out Ed Usset's website at <a href="http://www.cffm.umn.edu/GrainMarketing/MarketingPlans.aspx">http://www.cffm.umn.edu/GrainMarketing/MarketingPlans.aspx</a>
Terms:	CBT-Chicago Board of Trade	OC–Old Crop	P–Put Option	FC–Forward Contract
	MGE-Minneapolis Grain Exchange	NC–New Crop	C–Call Option	H–Hedge
	KC–Kansas City Board of Trade	OTM–Out-of-the-Money	ATM–At-the-Money	F/O–Futures/Options

**NEXT USDA CROP REPORT: WASDE March 8<sup>th</sup>, 2019**      **Bold: indicates change from last week.**

"The information provided by Northland Farm Business Management is for informational and comparison purposes only. It is not intended to be considered marketing or trading advice for your individual operation. The risk of loss in trading futures and/or options is substantial and each investor and/or trader must consider whether this is a suitable investment. By accepting this communication, you agree that you are capable of making independent trading decisions, and agree that you are not, and will not, rely solely on this communication in making trading decisions."

# asis Check Elevators

Old Corn-Ag Valley	2/25/19	2/27/19	3/1/19	3/4/19	3/6/19
Old Corn-Felton	-50	-50	-50	-54	-54
Old Corn-Cargill	-57	-57	-57	-57	-57
Old Corn-Georgetown	-35	-30	-31	-38	-38
Old Corn-Tharaldson	-61	-59	-50	-50	-50
Old Corn-CW Valley	-40	-40	-40	-40	-40
Old Corn-HEC	-59	-59	-59	-58	-50
Old Soybean-Ag Valley	-62	-62	-62	-62	-62
Old Soybean-Felton	-124	-117	-117	-117	-117
Old Soybean-Minn Kota	-112	-112	-112	-112	-112
Old Soybean-Georgetown	-115	-115	-120	-120	-120
Old Soybean-CW Valley	-118	-120	-	-	-
Old Soybean-HEC	-128	-128	-128	-122	-122
Old S.W.-Ag Valley	-127	-127	-127	-127	-127
Old S.W.-Felton	-35	-35	-35	-35	-35
Old S.W.-Minn Kota	-42	-42	-42	-42	-35
Old S.W.-Georgetown	-50	-50	-50	-50	-50
Old S.W.-CW Valley	-48	-44	-	-	-
Old S.W.-HEC	-40	-40	-40	-40	-40
New Corn-Ag Valley	-47	-47	-47	-47	-47
New Corn-Felton	-64	-64	-64	-64	-64
New Corn-Cargill	-77	-77	-77	-77	-77
New Corn-Georgetown	-43	-43	-43	-43	-43
New Corn-Tharaldson	-	-	-	-	-
New Corn-CW Valley	-50	-50	-50	-50	-50
New Corn-HEC	-65	-65	-65	-65	-65
New Soybean-Ag Valley	-77	-77	-77	-77	-77
New Soybean-Felton	-125	-125	-125	-125	-125
New Soybean-Minn Kota	-132	-132	-132	-132	-132
New Soybean-Georgetown	-115	-115	-115	-115	-115
New Soybean-CW Valley	-	-	-	-	-
New Soybean-HEC	-128	-128	-128	-128	-128
New S.W.-Ag Valley	-137	-137	-137	-137	-137
New S.W.-Felton	-60	-50	-50	-50	-50
New S.W.-Minn Kota	-57	-57	-57	-57	-57
New S.W.-Georgetown	-60	-60	-60	-60	-60
New S.W.-CW Valley	-55	-55	-55	-55	-55
New S.W.-HEC	-67	-67	-67	-67	-67



# LOCAL CASH GRAIN PRICES

Northland College-<http://www.northlandfbm-moorhead.com/>

Ron Dvergsten 218-686-5448 / Josh Tjosas 299-5863-Instructors

Date:	3/7/2019 2:49 p.m.				3/4/2019 7:55 a.m.				2/24/2019 5:00 p.m.				2/18/2019 7:53 a.m.			
	2018 Crop May 19- Mar Del	2018 Crop May 19- Apr Del	2019 Crop Sept 19-Aug Del	2019 Crop May 19- Mar Del	2018 Crop May 19- Apr Del	2019 Crop Sept 19-Aug Del	2018 Crop May 19- Mar Del	2018 Crop May 19- Apr Del	2018 Crop Mar 19-Feb Del	2018 Crop Mar 19-Mar Del	2019 Crop Sept 19-Aug Del	2018 Crop Mar 19-Feb Del	2018 Crop Mar 19- Mar Del	2019 Crop Sept 19-Aug Del	2018 Crop Mar 19- Mar Del	2019 Crop Sept 19-Aug Del
<b>WHEAT:</b>																
Georgetown	5.18	5.18	5.11		5.22	5.12			5.19	5.30	5.24	5.25	5.25		5.25	
Barnesville																
Protein	+0.3*1/5	+0.3*1/5			+0.3*1/5				+0.3*1/5	+0.3*1/5		+0.3*1/5	+0.3*1/5		+0.3*1/5	
GFE	-0.06*1/5	-0.06*1/5			-0.06*1/5				-0.06*1/5	-0.06*1/5		-0.06*1/5	-0.06*1/5		-0.06*1/5	
Basis: Gtwn									-0.48	-0.48		-0.48	-0.48		-0.48	
Breck	-0.55	-0.55	-0.65		-0.50	-0.60			-0.50	-0.50	-0.60	-0.50	-0.50		-0.50	-0.60
Felton	-0.42	-0.42	-0.57		-0.42	-0.57			-0.42	-0.42	-0.57	-0.50	-0.50		-0.50	
Barnesville	-0.35	-0.35	-0.50		-0.35	-0.50			-0.35	-0.35	-0.50	-0.38	-0.38		-0.38	-0.56
<b>SOYBEANS:</b>																
Georgetown	7.86	7.86	8.12		8.01	8.26			7.82	7.85	8.40	7.90	7.91		7.90	8.29
B'ville																
Basis: Gtwn									-1.18	-1.18		-1.18	-1.18		-1.18	
Breck	-1.20	-1.15	-1.15		-1.20	-1.15			-1.15	-1.15	-1.15	-1.15	-1.15		-1.15	-1.15
Felton	-1.12	-1.12	-1.32		-1.12	-1.32			-1.17	-1.17	-1.32	-1.12	-1.12		-1.12	
Barnesville	-1.17	-1.17	-1.25		-1.17	-1.25			-1.24	-1.24	-1.25	-1.17	-1.17		-1.17	-1.23
<b>CORN:</b>																
Georgetown	3.15	3.16			3.26				3.15	3.15		3.14	3.14		3.14	
Cargill	3.27	3.25	3.46		3.36	3.54			3.40	3.40	3.59	3.35	3.35		3.35	3.56
Basis-Gtwn	-0.50	-0.50			-0.50				-0.61	-0.61		-0.61	-0.61		-0.61	
Cargill	-0.38	-0.40	-0.43		-0.38	-0.43			-0.35	-0.35	-0.43	-0.40	-0.40		-0.40	-0.43
Felton	-0.57	-0.57	-0.77		-0.57	-0.77			-0.59	-0.59	-0.77	-0.57	-0.57		-0.57	
Barnesville	-0.54	-0.54	-0.64		-0.54	-0.64			-0.57	-0.57	-0.64	-0.50	-0.50		-0.50	-0.63

Commodity Int. Rate: 3.625% Mar 1, 2019 Farm Storage Loans

Crop	2018		2018		2018	
	Clay	Norman	Wilkin			
Wheat	3.24	3.23	3.25			
Corn	1.79	1.76	1.77			
Soybeans	4.76	4.72	4.78			

Annual Interest Rate	Length of Loan Term	Annual Interest Rate	Length of Loan Term
2.500%	3 years	2.750%	10 years
2.500%	5 years	2.750%	12 years
2.625%	7 years		



# 2019 Farm Transition and Estate Planning Educational Programming

Are you beginning the farm transition process? Or, have you started but don't know how to finish your plan? Join us this winter at a farm transition and estate planning program. Pick the format that best fits your needs, a family focused retreat or a one day workshop. Learn more and register at [z.umn.edu/farmtransition](http://z.umn.edu/farmtransition) (scroll down for registration info).

## 4:00 PM FRIDAY TO 4:00 PM SATURDAY 1.5 DAY RETREATS

The 1.5 day retreats will focus on both transferring the “financial business” *and* transferring the “management and responsibility” of the farm business. The workshop provides time for significant planning and discussion within the farm family. Individualized follow-up meetings will be offered to participants. This project is a partnership of Minnesota State College and Universities and UMN Extension with support from Minnesota Agricultural Education Leadership Council (MAELC) and the Minnesota Department of Agriculture (MDA), as well as collaboration from SCORE. Instructors are Jim Molenaar and Megan Roberts. **Pre-registration is required.** Retreats offered are:

- Willmar Ridgewater College, Building C, Door #36, Rooms C-28, 29, 35, 36, Friday February 22 from 4:00 pm – 8:30 pm and Saturday February 23 from 8:00 – 4:00 pm.
- Rochester Community and Technical College, Heintz Center, HBO 108 & 113, Friday March 8 from 4:00 pm – 8:30 pm and Saturday March 9 from 8:00 – 4:00 pm.
- Crookston University of Minnesota, Bede Ballroom, Friday March 22 from 4:00 pm – 8:30 pm and Saturday March 23 from 8:00 – 4:00 pm.

## 9:30 AM - 3:30 PM ONE DAY WORKSHOPS

The introductory one-day workshops will feature information on family communications, farm goal setting, business structures, mechanisms for transition, estate/gift taxes, mechanisms for inheritance, and basic concepts for retirement planning. Participants will also briefly learn about the FBM program and SCORE mentoring. The workshops will present complimentary content to the three 1.5 day retreats that are being offered. This project is a partnership of Minnesota State College and Universities and UMN Extension with support from the Minnesota Department of Agriculture (MDA) and collaboration with SCORE. Instructors are from Extension's Ag Business Management Team. **Pre-registration is required.** For a complete list of one-day workshops see the following page.

## QUESTIONS OR COMMENTS?

Send a message to Megan Roberts at [meganr@umn.edu](mailto:meganr@umn.edu).



# WHICH CROP SHOULD I STORE?

- Corn: Dec-July Spread: +.25 cents
- Soybeans: Nov-Mar Spread: +.25 cents
- Wheat: Sep-Mar Spread: +.33 cents
- Basis Improvement:
  - Corn: +.10 Cents (10000 Bin)60 Acres  
 $165 \times .35 = +\$57.75 (\$3465)$
  - Soybeans: +.10 Cents (10000 Bin)250 acres  
 $40 \times .35 = +\$14.00 (\$3500)$
  - Wheat: +.15 cent (1000 Bin)154 acres  
 $65 \times .48 = +\$31.20 (\$4799)$

# Market Goals 2019

- Shoot for a 5%-10% Return on Investment
- Minimize risk(Crop Ins. and make profitable sales.)
- Protect past working capital
- Breakeven includes, living, payments, and everything to get through the year.
- Market above Breakeven price if possible.
- Corn: Sell more than 2018. Early sales maybe very good. Protect below \$4.00 sell at 4.05-4.23. Save some for 4.30-4.50
- Soybeans: Large carryouts, patience and stay the course. Start sales \$9.80 to 10.15.
- Wheat: Lock in as much as possible at 6-6.50 Sep 19 Futures.
- Use carry to roll Wheat, Soybeans and Corn to gain carry for locked HTA's.
- Pick a crop or combination of crop that will be cash priced out at harvest.
- Be Patient for basis opportunities:
  - Harvest: Wheat: \$-0.30 Corn: \$-0.55-60 Soybeans: \$-0.75?
  - Storage Basis: Wheat: \$-0.20 Corn: \$-0.50 Soybeans: -.80/-1.00
- Don't overlook 2020 opportunities.
- Goal is to at least Break Even and a Profit if we can out yield the cash flow plan.

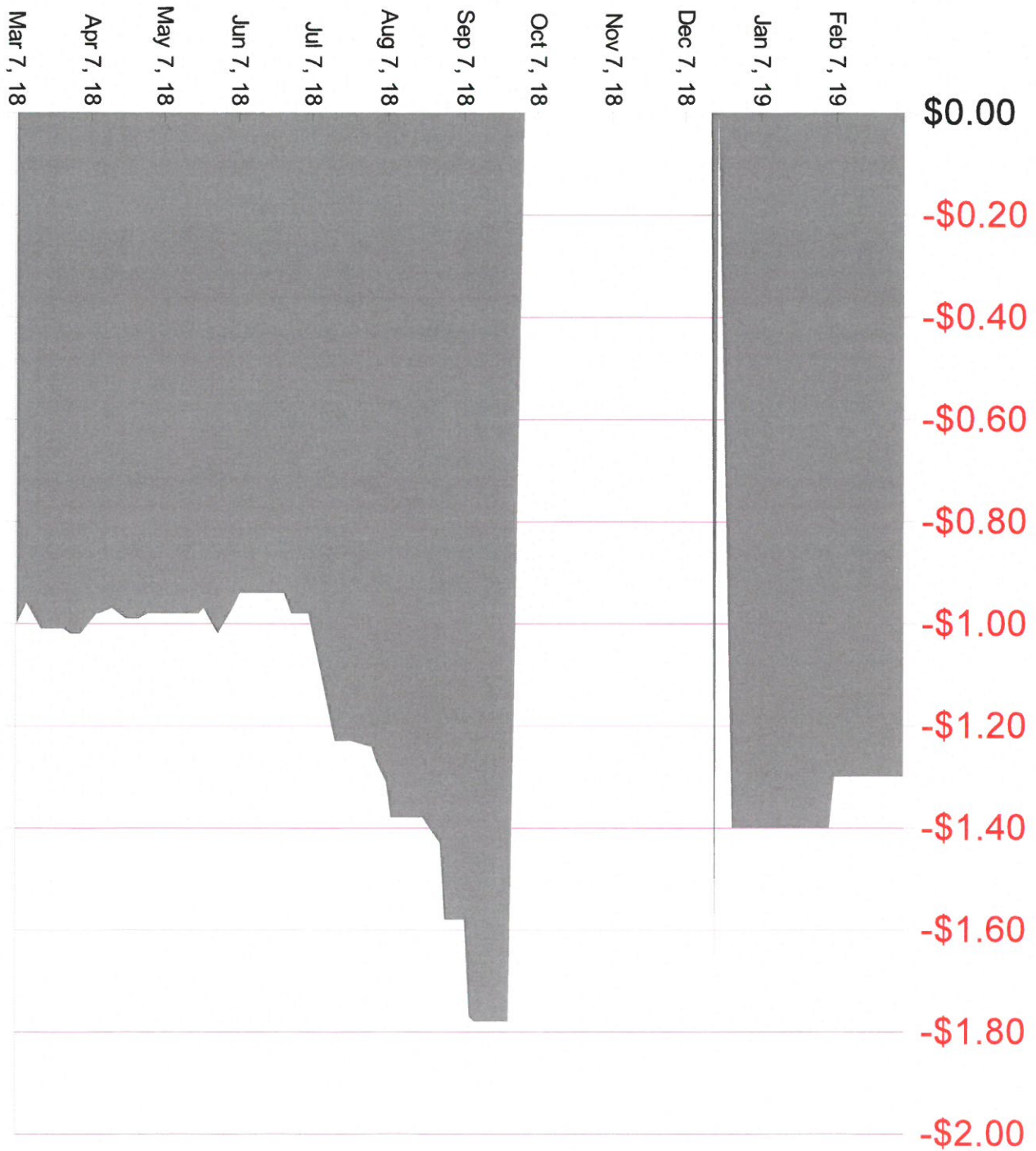


# Marketing Plan 2019

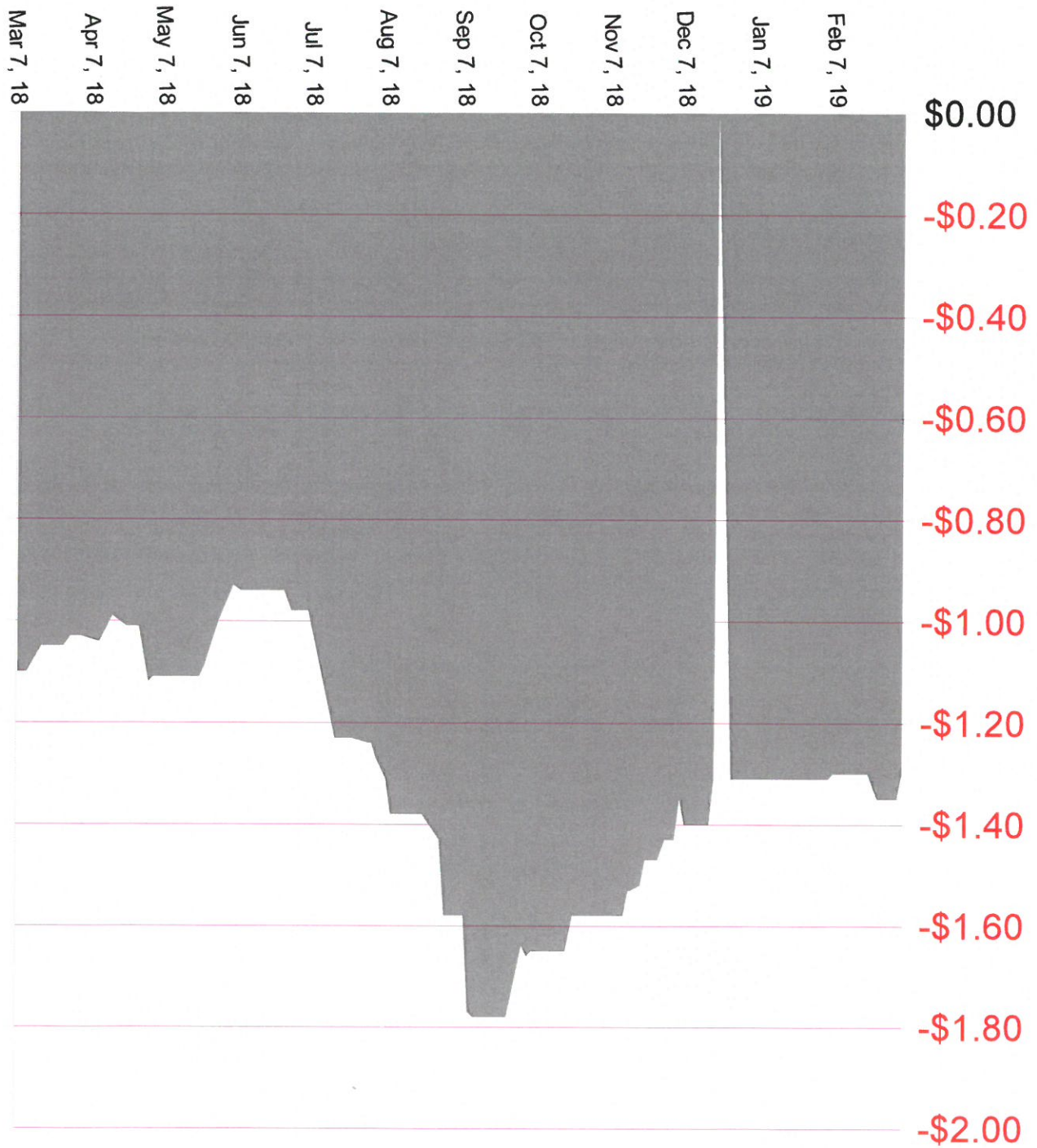
- Pricing objectives futures:
  - Corn: **2019 4.05-4.22 5 year high 4.54**
    - Sell all corn above 3.60 cash.
  - Soybeans: **Nov 19: 9.80-10.20 5 year high 11.86**
    - Sell all beans about 9.00 cash
  - Wheat: **Sep 19 6.10-6.50 5 year high 8.68**
    - Sell all wheat above 6.00 Cash.

**2019 Cash Flow: 3.40 Corn, 8.40 Soybeans, 5.75 Wheat.**

# New crop Soybean basis



# Old crop Soybean basis



# new crop Corn basis

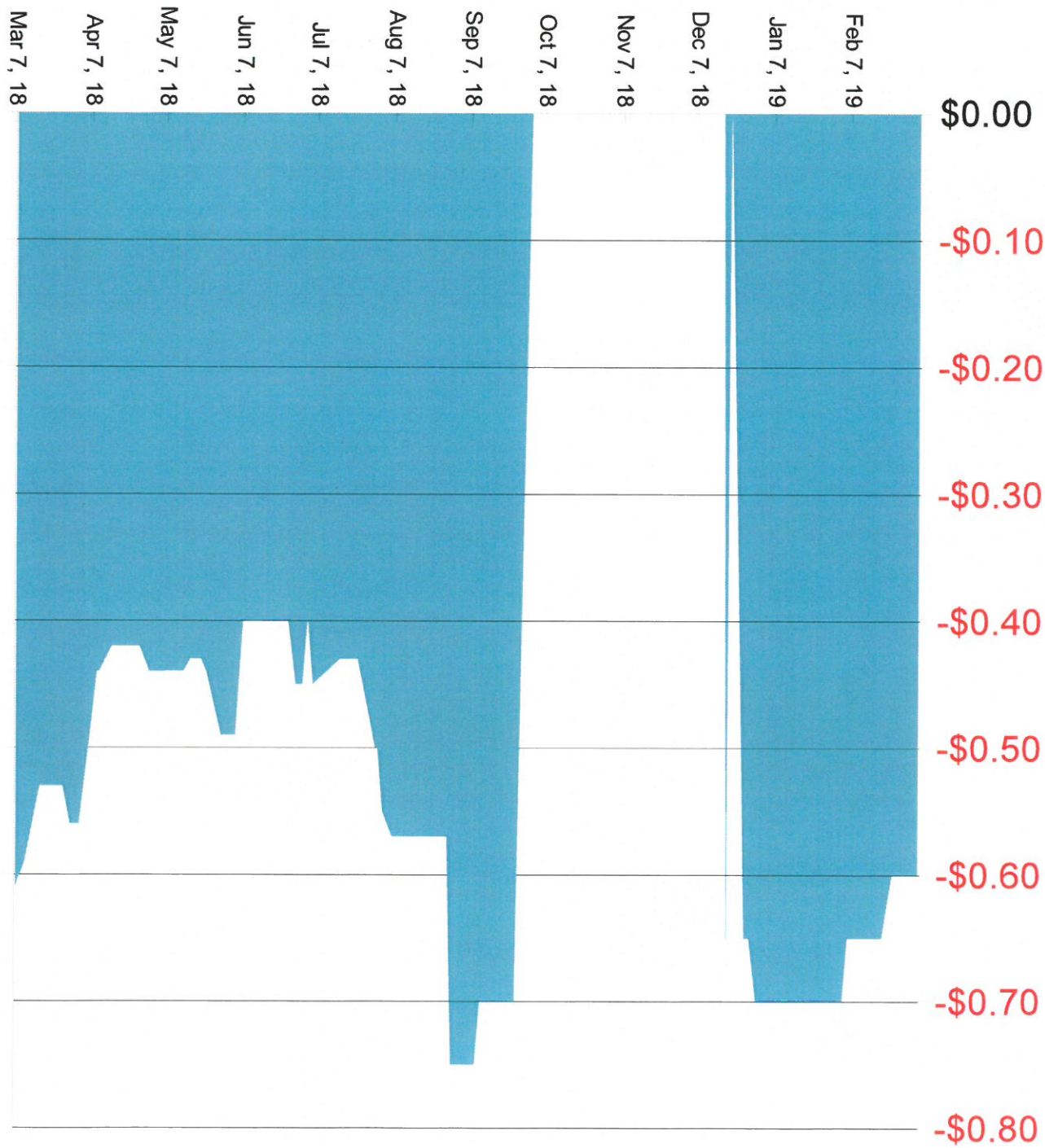




# old crop Corn basis



# new crop Wheat basis





# old crop Wheat basis



# 2017 and 2018 Wheat





# 2017 and 2018 Soybeans

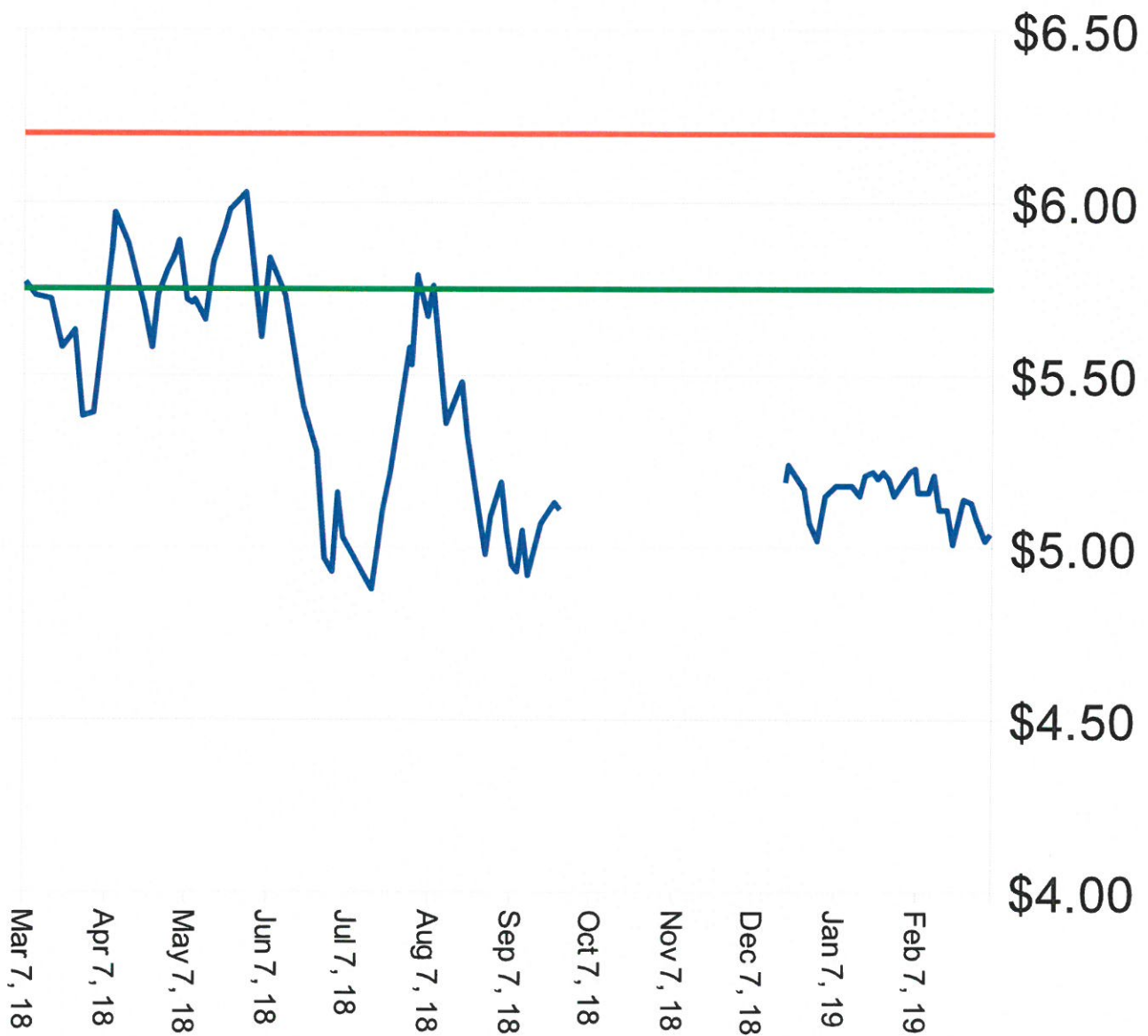


# 2017 and 2018 Corn



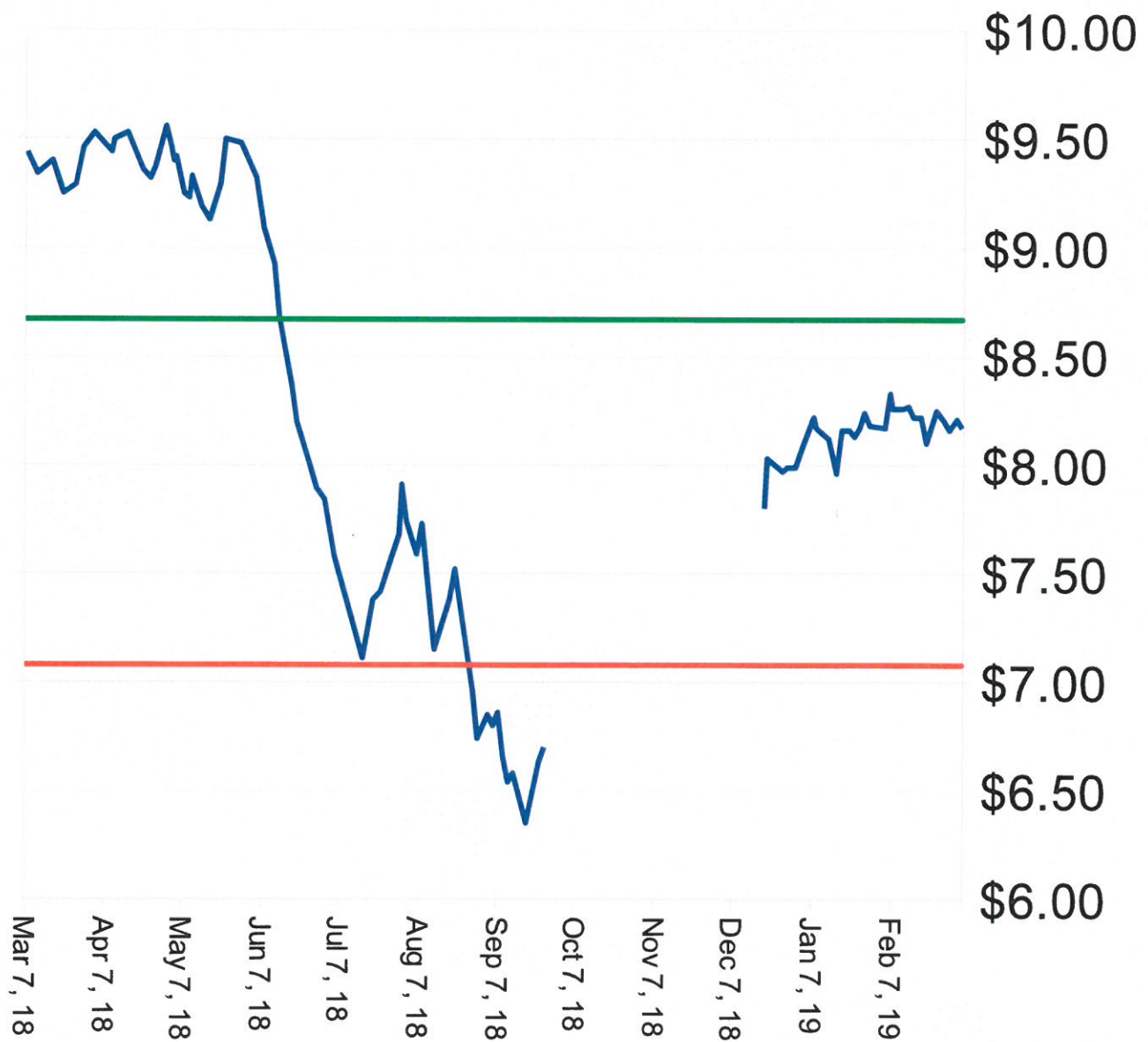
# 2018 & 2019 Wheat

2018 Red, 2019 Green



# 2018 & 2019 Soybeans

2018 Red, 2019 Green





# 2018 and 2019 Corn

2018 Red, 2019 Green



Last week's trade meeting with China produced upbeat news. However, Lighthizer's report to Congress only added fuel to the cautious strategy being taken by commodity traders. For the week, May wheat plummeted 35 cents and the nearby corn contract fell 12 cents. Rumors of a trade deal between the U.S. and China were unable to counter worries that any agreement might fall through at the last minute. The lingering doubt helped pull the May soybean contract 12 cents lower. May meal dropped \$2.00 per ton. May cotton added 84 cents per hundredweight. Over in the dairy parlor, April Class III milk futures gained 32 cents. The livestock market continued to be mixed. April cattle put on 67 cents. April feeders cut 25 cents. And the April lean hog contract added 95 cents. In the currency markets, the U.S. Dollar index rose 8 ticks. April crude oil bled-off \$1.46 per barrel. COMEX Gold plunged \$33.60 per ounce. And the Goldman Sachs Commodity Index dropped more than 2 points to finish at 427.70. Joining us now to offer insight on these and other trends is one of our regular market analysts, Tomm Pfitzenmaier. Tomm, welcome back.

Pfitzenmaier: Thanks, Delaney.

Howell: Tomm, let's start off here with a social media question. We've got Enos in Kansas. Why did we have record wheat exports last week and this week we're down so hard?

Pfitzenmaier: Well, the record exports last week was that cumulative six week number and I think there's a lot of disagreement about whether that really was accurate or not. So I think maybe today, or Thursday's number, was a little bit of a make-up. The wheat market has got problems because Russia and the Ukraine and several others have got fairly good, their wheat export numbers have been bumped up. The U.S. seems to have adequate supplies. Wheat prices have dropped to the level, they're kind of starting to be considered a feed rather than a food and competing with corn, which hasn't been great for corn either. So yeah, I think the wheat market is, having said that, probably bottomed out or is close to it. That's a pretty hard break in a pretty short period of time.

Howell: Okay. So the question I had was the USDA released declining winter wheat conditions in all states besides Kansas. Is it because of the global production that we didn't see that news impact the markets positively this week?

Pfitzenmaier: I think there's two reasons. One, like I said, Russia and the Ukraine exports being bumped. But I also think at this time of the year I'm not sure the trade believes that all that much. I think when it breaks out in the spring is when you have to really pay attention to that. You can hear all kinds of crazy stuff about a wheat crop in the winter and come spring it can be totally different. So I don't think they pay a lot of attention to that. Well, obviously they didn't.

Howell: Right. They didn't this week. But there are other factors. Obviously they put in a new low in the July contract. You think that we've put a bottom in for now?

Pfitzenmaier: I think that \$4.40 level is going to be pretty good support. I guess I was pretty pleased with the way we bounced back on Friday. We closed 11, 12 cents I think off those lows. So to me that was a sign that maybe we had some capitulation on Friday, some sort of giving up and some underlying support that brought it back. So I guess I'm going into Monday maybe being a little more encouraged.

Howell: Okay. What about the corn market? What's the story there? We broke key support this week. Are we going to put in a new low reflective of that September low we put in?

Pfitzenmaier: Well, that September low, we came within a couple of cents of that on Friday and once again turned around and came back, closed steady to slightly better, which was somewhat encouraging, maybe a sign that the bottom has been put in for a while there. We broke out of a trading range we've been in for a really long time and when you break out the bottom of a trading range it's tough to regain that without some news. And I think the trade is just getting sick and tired of hearing all this Chinese, U.S. corn business that never actually gets done and I think they're going to want to see some dry ink on some papers before they're going to react to that too much more, I believe.

Howell: Is there anything else for the corn market that could spur us to break to the upside of this trading range besides the Chinese, U.S. trade deals?

Pfitzenmaier: I think as we go into the March, April period there's going to be a lot of talk about planting, planting progress or the inability to have planting progress with all the snow and bad weather we've had. It's going to take a while to dry things out. You add onto that the fact that not a lot got done last fall and I think it's going to make everybody a little hypersensitive to that. So I think that certainly could be a positive. I'm a little concerned that ethanol numbers continue to drag relative to a year ago production levels. Now I know everybody is kind of hoping that we're going to do some ethanol export business, and maybe we will, to China, some DDG business maybe to China, so that's sort of lurking out there, but again we're not crushing the corn for ethanol like we hoped we would. I'm a little concerned that this wheat feed, potentially wheat being fed is going to cut into feed for corn usage. So and exports haven't been, we keep comparing to last year, well last year, and we looked pretty good up to this point, but last year corn exports really took off because of all the problems in Argentina. Well, Argentina is just the opposite this year. So I'm a little concerned that we're going to, as time goes on here that's not going to look as spiffy against last year as it has up to this point.

Howell: Tomm, you opened the gate there on planting and I want to talk a little bit about that as we transition to talking soybeans here. From a corn and soybeans perspective, do you see acres switching this year because of delayed planting? Are you hearing from producers that they're worried about getting into the fields here?

Pfitzenmaier: Well, they're worried about it but they're always worried. I've never met anyone in February or March that wasn't. So yeah, it's talked about just because this high price of anhydrous is sort of playing into some people's thinking a little bit too I think. Up to this point I don't know that particularly in the main part of the Corn Belt there's going to be a lot of switching done. We've got the ability to plant a corn crop in a pretty short period of time and if you're committed to do that I think they're going to try to do it as late as they can. So I guess at this point I'm not seeing that as an acreage shifting issue. But it certainly could be as time goes on here.

Howell: Absolutely. Let's talk about export sales for the soybean markets. USDA reported this week 1.8 million metric tons sent to China but they didn't report any flash sales for the week or sales of 100,000 or more. How is it possible for them to report those export numbers without flash sales?

Pfitzenmaier: Well, that's the question. I don't think it is. I think those big numbers were make-up numbers, catch up numbers of some sort. So I think it's going to take another week or two before we're really sure how our exports are stacking up, whether China really bought the numbers that we were sort of expecting that they would. And then going forward did that 10 million metric ton that they agreed to buy, is that really going to happen? Is it old crop? Is it new crop? Is it going to happen next summer? Is it going to compete against South America? There's a lot of unknowns on all that demand stuff on the soybean side.

Howell: Absolutely. There definitely is a lot of uncertainties. Let's talk about the May soybean contract. They settled below the 50, the 100 day and the 200 day moving averages for the first time since December 27th. Where do they head from here, Tomm?

Pfitzenmaier: I've been harping on this for months now. I don't know how you can have a carryout in the 800 to 1 billion plus, wherever it lands, and not have a lot of downward pressure on beans, particularly with pretty decent crops in South America. And I know Brazil is less than what we thought it was going to be a month ago but it's still a pretty darn good crop and Argentina is a little better, which offsets that to some extent. So even if we cut acreage some, you go back to that USDA outlook report, they came out with a pretty conservative yield number for the U.S. to come out with that 845 million bushel carryout. If you come up to what has kind of been normal recently and add a couple of bushel onto that then you're right back up to 950 to possibly a billion if we don't have the exports that they sort of projected we might have. So to me there's downward pressure in beans that is coming, it broke out of the bottom of the trading range, it ended the week looking fairly negative. I think you could see 60 to 70 cents down in beans yet under the right circumstances. I'm not saying that's going to happen next week but if things kind of continue this way there is that downside potential.