



U.S. Wheat Associates Commercial Sales History

year to date sales to:

November 15, 2018

1,000 metric tons

Top 20 importers ranked by 2017/18 sales

historic marketing year sales (June 1 to May 31)

marketing year-to-date

change from last year

change from last week

All Wheat	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2017/18	change from last year	change from last week
Mexico	3,563	2,803	3,090	2,750	2,399	3,304	2,972	1,745	2,060	-15%	112.7
Japan	3,845	3,649	3,079	3,144	2,553	2,864	2,931	1,797	1,868	-4%	27.3
Philippines	2,089	1,965	2,163	2,397	2,164	2,786	2,604	2,192	1,971	11%	57.6
Korea	2,090	1,386	1,313	1,180	1,141	1,429	1,602	992	1,215	-18%	7.5
Nigeria	3,352	3,170	2,691	2,114	1,500	1,642	1,171	628	816	-23%	0.0
Indonesia	830	534	1,142	643	608	1,204	1,141	611	796	-23%	70.4
Taiwan	975	1,038	1,049	1,002	1,089	1,097	1,141	672	752	-11%	1.2
China	590	799	4,273	333	881	1,663	902	0	782	-100%	0.0
Colombia	456	674	788	614	669	858	685	203	430	-53%	0.0
Iraq	572	209	53	53	50	0	671	364	500	-27%	0.0
Thailand	558	564	663	679	564	754	664	537	440	22%	0.0
Algeria	178	364	91	210	90	705	647	105	400	-74%	0.0
European Union	1,231	994	636	776	971	675	627	498	414	20%	-1.4
Guatemala	413	525	644	519	586	563	548	298	322	-8%	3.2
Morocco	0	88	0	10	20	853	360	0	60	-100%	0.0
Dominican Republic	538	482	490	443	340	409	344	161	262	-39%	1.8
Chile	341	539	578	232	246	536	301	162	182	-11%	0.0
Peru	552	591	623	480	276	642	299	159	265	-40%	10.5
El Salvador	241	204	155	242	182	240	295	146	178	-18%	0.5
Venezuela	657	661	696	468	239	404	277	94	151	-38%	0.0
World total	27,721	26,965	31,664	23,190	20,737	28,396	23,724	14,514	16,980	-15%	330.4
% accounted for	83%	79%	76%	79%	80%	80%	85%	78%	82%		88%
Hard Red Winter	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2017/18	year change	week change
Mexico	1,678	1,556	1,403	962	1,111	1,959	2,027	1,079	1,345	-20%	59.2
Japan	1,074	1,003	1,005	881	879	979	1,020	585	531	10%	0.4
Nigeria	2,604	2,529	2,060	1,610	1,042	1,177	836	333	612	-46%	0.0
Iraq	520	209	53	0	0	0	671	364	500	-27%	0.0
Indonesia	135	83	118	0	227	541	517	40	400	-90%	10.0
Algeria	104	184	0	0	0	515	458	31	336	-91%	0.0
Colombia	189	416	460	195	219	607	400	41	231	-82%	0.0
Taiwan	260	320	265	248	342	358	344	197	221	-11%	0.0
Morocco	0	88	0	0	0	842	332	0	60	-100%	0.0
Korea	248	279	214	226	194	241	282	202	244	-17%	2.8
Guatemala	200	262	317	260	285	253	251	130	145	-10%	0.0
Venezuela	274	329	290	134	67	192	240	88	120	-26%	0.0
Chile	136	197	234	32	110	420	161	37	102	-64%	0.0
Dominican Republic	250	207	200	197	133	138	141	74	106	-30%	1.4
Thailand	138	103	129	159	118	180	141	98	106	-8%	0.0
El Salvador	98	88	56	95	65	101	138	64	82	-23%	0.0
Ecuador	39	40	49	35	39	92	133	12	86	-87%	0.0
Peru	441	476	444	252	116	470	122	0	142	-100%	0.0
Egypt	172	377	0	291	0	52	115	50	115	-57%	0.0
Haiti	84	174	70	58	68	86	108	39	45	-14%	0.0
World total	10,247	10,458	11,981	7,318	5,981	11,912	9,311	4,142	6,655	-38%	91.9
% accounted for	84%	85%	61%	77%	84%	77%	91%	84%	83%		80%
Hard Red Spring	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2017/18	year change	week change
Philippines	1,218	1,127	1,266	1,220	1,166	1,697	1,332	1,292	1,005	29%	16.9
Japan	1,562	1,331	1,167	1,275	862	1,078	1,077	617	810	-24%	15.5
Taiwan	567	588	650	621	612	595	652	386	436	-12%	0.8
China	400	475	527	257	747	1,143	543	0	458	-100%	0.0
Korea	333	386	361	408	376	415	440	310	375	-17%	2.8
European Union	338	300	310	395	503	452	395	297	279	6%	-1.4
Thailand	238	298	306	282	261	347	287	252	185	36%	0.0
Malaysia	184	62	142	262	117	159	147	74	68	8%	-55.0
Mexico	186	97	241	605	315	323	128	77	91	-15%	6.3
Guatemala	85	105	142	110	119	134	128	69	73	-5%	0.0
Dominican Republic	166	150	154	148	101	163	88	15	75	-80%	0.0
El Salvador	69	48	42	79	74	77	84	54	47	14%	0.0
Jamaica	61	65	71	81	121	90	82	54	63	-14%	0.0
Honduras	35	79	93	88	125	132	80	113	67	69%	17.0
Ghana	10	6	45	50	5	15	65	16	49	-67%	0.0
Panama	40	45	52	59	68	56	65	67	66	1%	0.0
Trinidad and Tobago	49	59	52	50	56	68	63	29	46	-36%	0.0
Vietnam	67	57	57	214	93	100	54	128	12	949%	0.0
Costa Rica	37	28	30	43	49	35	46	0	45	-100%	0.0
Total Unknown	67	10	45	4	249	250	168	209	216	-3%	0.0
World total	6,711	5,931	7,068	7,496	6,907	8,584	6,174	4,678	4,643	1%	56.4
% accounted for	85%	90%	81%	83%	87%	85%	96%	87%	96%		5%



U.S. Wheat Associates Commercial Sales History (continued)

year to date sales to:

November 15, 2018

Top 20 importers ranked by 2017/18 sales

1,000 Metric Tons

marketing year-to-date

	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2017/18	change from last year	change from last week
Soft Red Winter											
Mexico	1,283	1,110	1,410	1,182	970	1,004	733	567	552	3%	47.1
Colombia	214	246	264	409	409	229	274	162	187	-13%	0.0
Nigeria	463	445	503	348	306	226	245	94	143	-34%	0.0
Peru	111	115	136	146	125	144	155	159	102	56%	10.5
Dominican Republic	122	124	136	98	107	108	114	72	82	-12%	0.4
Honduras	65	77	88	67	99	116	108	80	72	12%	2.6
Ecuador	67	134	156	270	343	178	100	94	63	50%	1.0
Jamaica	87	91	88	76	77	75	78	49	45	8%	0.0
Korea	28	5	6	7	6	6	75	3	2	37%	0.0
European Union	621	432	14	0	0	0	62	0	0	-	0.0
Costa Rica	56	62	79	69	79	45	60	55	43	27%	0.0
Brazil	112	105	197	213	174	55	55	60	39	56%	0.0
Panama	78	55	39	40	76	32	39	37	41	-10%	0.0
South Africa	47	46	55	44	56	29	39	17	14	20%	0.0
Trinidad and Tobago	34	42	43	39	36	35	38	23	25	-6%	0.0
Venezuela	24	35	13	14	0	14	37	6	31	-81%	0.0
United Arab Emirates	30	22	24	28	26	54	36	0	0	-	0.0
Morocco	0	0	0	0	0	0	28	0	0	-	0.0
El Salvador	3	16	22	7	10	16	24	3	12	-73%	0.5
Total Unknown	31	101	94	31	15	68	132	193	59	227%	0.0
World total	4,418	5,291	7,536	3,783	3,219	2,526	2,513	1,790	1,569	14%	65.7
% accounted for	79%	62%	45%	82%	90%	96%	97%	93%	96%		94%
White										year change	week change
Philippines	821	808	864	875	879	1,040	1,174	867	881	-2%	40.7
Japan	1,208	1,057	854	987	812	784	829	588	523	12%	11.4
Korea	1,481	716	731	538	565	767	806	477	594	-20%	2.0
Indonesia	280	296	483	158	166	457	599	507	382	33%	59.9
China	105	119	170	20	51	228	307	0	271	-100%	0.0
Yemen	417	423	353	298	447	317	263	180	122	47%	0.0
Thailand	182	164	228	174	180	227	236	187	149	26%	0.0
Taiwan	145	130	134	121	132	145	144	83	94	-12%	-0.1
Chile	170	189	152	121	24	87	132	84	72	16%	0.0
Guatemala	98	119	127	119	147	134	132	69	79	-12%	0.0
Vietnam	33	67	39	44	93	58	105	44	56	-21%	0.0
Mexico	417	40	34	0	3	16	84	22	72	-70%	0.0
Sri Lanka	58	43	161	110	69	87	69	67	67	0%	0.0
Singapore	40	29	35	77	32	56	67	50	50	-1%	0.0
Malaysia	47	34	60	61	48	49	61	23	38	-39%	0.0
El Salvador	71	53	35	62	33	47	49	26	36	-28%	0.0
United Arab Emirates	0	0	2	1	2	1	33	1	62	-98%	0.0
Nigeria	147	110	19	32	28	84	30	113	32	249%	0.0
Burma	0	9	8	4	3	16	11	7	9	-23%	0.0
Total Unknown	52	0	0	52	163	222	175	90	257	-65%	0.0
World total	5,846	4,685	4,559	3,886	3,929	4,846	5,321	3,504	3,854	-9%	116.0
% accounted for	99%	94%	98%	99%	99%	100%	100%	99%	100%		98%
Durum										year change	week change
Algeria	74	180	67	210	90	190	189	74	64	15%	0.0
European Union	270	262	312	358	468	223	170	201	134	50%	0.0
Nigeria	52	48	17	26	39	65	17	67	17	301%	0.0
Guatemala	14	15	21	14	14	15	16	10	8	18%	0.0
Japan	1	1	1	1	1	14	5	6	3	101%	0.0
Ecuador	0	0	0	0	0	0	5	1	0	202%	0.5
Panama	6	7	6	3	10	5	5	9	5	110%	0.0
Malaysia	0	0	0	0	0	1	0	0	0	-100%	0.0
Mexico	0	0	2	1	0	2	0	0	0	-	0.0
Canada	0	0	2	0	20	0	0	0	0	-	0.0
Morocco	0	0	0	0	10	0	0	0	0	-	0.0
Vietnam	0	0	0	0	9	0	0	0	0	-	0.0
Thailand	0	0	0	0	6	0	0	0	0	-	0.0
Venezuela	45	51	70	78	0	0	0	0	0	-	0.0
Peru	0	0	10	10	0	0	0	0	0	-	0.0
Argentina	0	0	0	0	0	0	0	0	0	-	0.0
Australia	0	0	0	0	0	0	0	0	0	-	0.0
El Salvador	0	0	1	0	0	0	0	0	0	-	0.0
Costa Rica	4	0	0	0	0	0	0	0	0	-	0.0
Total Unknown	0	0	0	2	3	0	0	31	28	12%	0.0
World total	499	601	519	706	702	527	405	400	259	54%	0.5
% accounted for	93%	94%	98%	100%	96%	98%	100%	100%	100%		-



U.S. Wheat Associates
Summary of Commercial Sales for 2018/19 (as of November 15, 2018) continued

1,000 Metric Tons

	2018/19	HRW	SRW	HRS	White	Durum	2017/18	HRW	SRW	HRS	White	Durum
East Africa												
Kenya	0.0	0.0	0.0	0.0	0.0	0.0	41.1	41.1	0.0	0.0	0.0	0.0
Sudan	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Tanzania	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	0.0	0.0	0.0	0.0	0.0	0.0	41.1	41.1	0.0	0.0	0.0	0.0
Ytd Export Sales Change	(41.1)	(41.1)	0.0	0.0	0.0	0.0						
Percent Change	-100%	-100%	-	-	-	-						
Subsahara Africa												
Angola	0.0	0.0	0.0	0.0	0.0	0.0	27.5	27.5	0.0	0.0	0.0	0.0
Burkina	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	20.0	20.0	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	19.0	3.0	0.0	16.0	0.0	0.0	54.5	0.0	5.5	49.0	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	23.9	23.9	0.0	0.0	0.0	0.0	13.1	13.1	0.0	0.0	0.0	0.0
Malawi	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	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	9.8	7.4	2.4	0.0	0.0	0.0	3.2	0.0	3.2	0.0	0.0	0.0
Namibia	0.0	0.0	0.0	0.0	0.0	0.0	12.7	0.0	0.0	12.7	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	628.3	332.6	94.3	22.0	112.6	66.7	815.9	611.8	142.8	12.4	32.3	16.6
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	16.8	0.0	16.8	0.0	0.0	0.0	96.1	82.1	14.0	0.0	0.0	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
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	697.7	366.9	113.5	38.0	112.6	66.7	1,015.3	727.0	165.5	74.0	32.3	16.6
Ytd Export Sales Change	(317.6)	(360.0)	(52.0)	(36.0)	80.3	50.1						
Percent Change	-31%	-50%	-31%	-49%	249%	301%						
All Region Total												
	2018/19	HRW	SRW	HRS	White	Durum	2017/18	HRW	SRW	HRS	White	Durum
Total Year Change	14,514.2	4,142.3	1,790.2	4,677.9	3,504.2	399.7	16,980.4	6,655.4	1,568.5	4,643.5	3,853.8	259.2
Percent Change	(2,466.2)	(2,513.1)	221.6	34.4	(349.6)	140.5						
Total Unknown	712.0	189.0	192.8	209.4	89.7	31.0	898.4	339.0	59.0	216.1	256.5	27.8
Region Summary	TOTAL	HRW	SRW	HRS	White	Durum	YR Change	% Change				
Mexico/Cent. Amer./Caribbean	3,266.1	1,651.6	922.1	546.8	126.4	19.1	(517.7)	-14%				
South America	871.3	269.7	500.0	16.4	83.6	1.5	(265.6)	-23%				
North Asia	3,460.1	984.3	8.1	1,312.9	1,148.3	6.4	(375.7)	-10%				
China	2.2	0.0	0.0	0.0	2.2	0.0	(783.1)	-100%				
South Asia	4,193.3	171.8	3.6	2,257.4	1,760.5	0.0	503.8	14%				
Europe	498.1	0.0	0.0	297.0	0.0	201.1	39.3	9%				
Middle East/North Africa	813.5	508.9	50.0	0.0	180.8	73.8	(494.6)	-38%				
East Africa	0.0	0.0	0.0	0.0	0.0	0.0	(41.1)	-100%				
Subsahara Africa	697.7	366.9	113.5	38.0	112.6	66.7	(317.6)	-31%				
All Region Total	13,802.3	3,953.3	1,597.4	4,468.5	3,414.5	368.7	(2,252.2)	-15%				
Total Year Change	-2,466.2	-2,513.1	221.6	34.4	-349.6	140.5						

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

