



U.S. Wheat Associates Commercial Sales History

year to date sales to:
February 13, 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	3,161	2,512	26%	72.4
Philippines	1,965	2,163	2,397	2,164	2,786	2,604	3,234	2,836	2,718	4%	34.2
Japan	3,649	3,079	3,144	2,553	2,864	2,931	2,784	2,244	2,413	-7%	43.0
Nigeria	3,170	2,691	2,114	1,500	1,642	1,171	1,648	1,324	1,306	1%	27.8
Indonesia	534	1,142	643	608	1,204	1,141	1,622	839	948	-12%	73.4
South Korea	1,386	1,313	1,180	1,141	1,429	1,602	1,440	1,189	1,288	-8%	0.3
Taiwan	1,038	1,049	1,002	1,089	1,097	1,141	1,164	1,061	933	14%	2.5
Egypt	1,678	321	387	42	112	115	821	101	638	-84%	0.0
Thailand	564	663	679	564	754	664	757	804	780	3%	47.3
European Union	994	636	776	971	675	627	736	834	620	34%	21.0
Iraq	209	53	53	50	0	671	674	262	414	-37%	0.0
Guatemala	525	644	519	586	563	548	553	613	421	45%	-14.0
Malaysia	96	202	325	164	218	211	505	221	391	-44%	0.0
Yemen	423	353	298	447	317	263	445	325	350	-7%	0.0
Bangladesh	0	0	1	0	111	105	400	429	400	7%	0.0
Colombia	674	788	614	669	858	685	384	636	276	130%	49.4
Peru	591	623	480	276	642	299	367	265	349	-24%	26.4
Algeria	364	91	210	90	705	647	313	410	197	108%	0.0
Honduras	226	256	208	260	286	233	302	272	269	1%	2.0
El Salvador	204	155	242	182	240	295	286	233	208	12%	12.3
All Wheat Total Sales	27,106	31,664	23,190	20,737	28,396	23,724	25,819	22,255	21,484	4%	346.3
Top 20 as a % of Total	78%	61%	78%	76%	70%	80%	84%	81%	81%		-
Hard Red Winter											
Mexico	1,556	1,403	962	1,111	1,959	2,027	2,136	2,121	1,593	33%	60.7
Nigeria	2,529	2,060	1,610	1,042	1,177	836	1,142	769	826	-7%	17.0
Japan	1,003	1,005	881	879	979	1,020	956	767	808	-5%	0.0
Iraq	209	53	0	0	0	671	674	210	414	-49%	0.0
Taiwan	320	265	248	342	358	344	380	354	299	18%	0.9
Indonesia	83	118	0	227	541	517	337	308	74	314%	51.2
Egypt	377	0	291	0	52	115	330	0	279	-100%	0.0
South Korea	279	214	226	194	241	282	308	278	277	0%	0.0
Guatemala	262	317	260	285	253	251	246	303	188	62%	-6.2
Malaysia	0	0	0	0	9	3	211	63	158	-60%	0.0
Brazil	510	4,120	1,293	338	1,155	73	189	320	185	74%	0.0
Algeria	184	0	0	0	515	458	184	365	91	302%	0.0
Total Unknown	30	22	7	109	140	29	181	561	766	-27%	16.7
Venezuela	329	290	134	67	192	240	178	84	178	-53%	-2.5
Mozambique	25	0	0	0	46	0	150	0	61	-100%	0.0
Thailand	103	129	159	118	180	141	145	208	169	23%	1.2
Dominican Republic	207	200	197	133	138	141	140	163	96	69%	-31.1
Colombia	416	460	195	219	607	400	125	367	71	414%	38.2
El Salvador	88	56	95	65	101	138	120	95	88	7%	3.1
South Africa	0	0	0	0	183	82	119	0	0	-	0.0
Total Unknown	30	22	7	109	140	29	181	561	766	-27%	16.7
HRW Total Sales	10,487	11,981	7,318	5,981	11,912	9,311	9,385	8,335	7,290	14%	166.1
Top 20 as a % of Total	81%	89%	90%	86%	74%	83%	88%	88%	91%		90%
Hard Red Spring											
Philippines	1,127	1,266	1,220	1,166	1,697	1,332	1,847	1,603	1,616	-1%	7.0
Japan	1,331	1,167	1,275	862	1,078	1,077	916	823	794	4%	28.0
Taiwan	588	650	621	612	595	652	624	572	509	12%	1.3
Korea	386	361	408	376	415	440	481	388	427	-9%	0.3
Italy	216	204	274	376	232	255	275	210	223	-6%	0.0
United Kingdom	52	86	68	79	134	140	130	25	117	-78%	0.0
Bangladesh	0	0	0	0	111	0	392	374	392	-5%	0.0
Thailand	298	306	282	261	347	287	371	342	355	-4%	35.1
Malaysia	62	142	262	117	159	147	235	116	192	-40%	0.0
Mexico	97	241	605	315	323	128	221	314	191	65%	11.0
Indonesia	155	540	476	213	205	25	193	131	105	24%	0.0
Vietnam	57	57	214	93	100	54	186	257	132	94%	0.0
Guatemala	105	142	110	119	134	128	133	145	100	45%	-4.0
Honduras	79	93	88	125	132	80	131	89	118	-25%	2.0
El Salvador	48	42	79	74	77	84	102	86	76	14%	4.2
Peru	0	28	66	26	28	21	100	5	91	-95%	0.0
Trinidad and Tobago	59	52	50	56	68	63	82	54	80	-33%	-3.9
Jamaica	65	71	81	121	90	82	81	97	58	67%	0.0
Bermuda	11	5	6	3	17	13	73	40	45	-11%	0.0
China	475	527	257	747	1,143	543	34	63	32	97%	0.0
Total Unknown	10	45	4	249	250	168	59	187	114	64%	-13.8
HRS Total Sales	5,941	7,068	7,496	6,907	8,584	6,174	7,153	6,387	6,127	4%	78.4
Top 20 as a % of Total	88%	85%	86%	83%	83%	90%	92%	90%	92%		-



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

year to date sales to:
February 13, 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	681	705	-3%	0.6	
Egypt	1,070	321	96	9	0	0	441	0	309	-100%	0.0	
Nigeria	445	503	348	306	226	245	272	173	229	-25%	0.0	
Colombia	246	264	409	409	229	274	259	269	205	31%	11.2	
Indonesia	0	0	8	2	0	0	222	2	60	-97%	0.0	
Ecuador	134	156	270	343	178	100	197	93	161	-42%	0.0	
Peru	115	136	146	125	144	155	175	158	178	-11%	26.4	
Dominican Republic	124	136	98	107	108	114	110	102	72	41%	0.0	
Honduras	77	88	67	99	116	108	105	74	88	-16%	-2.0	
Brazil	105	197	213	174	55	55	79	81	60	36%	0.0	
Jamaica	91	88	76	77	75	78	75	66	57	15%	0.0	
Costa Rica	62	79	69	79	45	60	59	69	58	18%	0.0	
Trinidad and Tobago	42	43	39	36	35	38	49	37	48	-23%	0.0	
Chile	139	125	44	109	13	8	46	89	25	260%	0.0	
Panama	55	39	40	76	32	39	39	39	37	5%	0.0	
Israel	20	8	0	0	0	0	33	0	30	-100%	0.0	
United Arab Emirates	22	24	28	26	54	36	32	0	32	-100%	0.0	
Philippines	0	2	245	0	0	0	30	0	0	-	0.0	
Canada	17	4	51	0	3	7	29	61	7	791%	0.0	
Guatemala	23	37	17	21	26	21	29	21	25	-16%	0.0	
Total Unknown	101	94	31	15	68	132	23	110	338	-67%	-20.0	
SRW Total Sales	5,392	7,536	3,783	3,219	2,526	2,513	3,323	2,218	2,793	-21%	16.1	
Top 20 as a % of Total	72%	49%	91%	92%	93%	82%	96%	91%	85%		-	
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	1,159	1,069	8%	27.2	
Japan	1,057	854	987	812	784	829	889	629	792	-21%	15.0	
Indonesia	296	483	158	166	457	599	870	399	709	-44%	22.2	
South Korea	716	731	538	565	767	806	645	519	579	-10%	0.0	
Yemen	423	353	298	447	317	263	445	325	350	-7%	0.0	
Thailand	164	228	174	180	227	236	241	254	256	-1%	10.9	
Nigeria	110	19	32	28	84	30	160	237	169	40%	-0.2	
Taiwan	130	134	121	132	145	144	144	126	115	9%	0.3	
Guatemala	119	127	119	147	134	132	127	144	95	51%	-3.8	
Chile	189	152	121	24	87	132	121	44	121	-64%	0.0	
Sri Lanka	43	161	110	69	87	69	115	132	68	94%	0.0	
Singapore	29	35	77	32	56	67	67	45	95	-52%	0.0	
El Salvador	53	35	62	33	47	49	56	49	38	31%	5.0	
Malaysia	34	60	61	48	49	61	54	40	38	6%	0.0	
Vietnam	67	39	44	93	58	105	52	80	45	79%	0.0	
Mexico	40	34	0	3	16	84	35	44	24	88%	0.0	
Oman	0	0	0	0	0	0	21	0	21	-100%	0.0	
Canada	11	9	8	5	1	10	13	7	11	-31%	0.0	
South Africa	0	0	0	0	0	0	11	0	0	-	0.0	
China	119	170	20	51	228	307	8	131	8	1538%	0.0	
Total Unknown	0	0	52	163	222	175	37	96	173	-44%	-0.5	
White Wheat Total Sales	4,685	4,559	3,886	3,929	4,846	5,321	5,454	4,486	4,796	-6%	78.7	
Top 20 as a % of Total	94%	98%	98%	95%	95%	96%	99%	97%	96%		97%	
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	558	228	145%	21.0	
Algeria	180	67	210	90	190	189	129	45	106	-58%	0.0	
Nigeria	48	17	26	39	65	17	37	39	56	-30%	11.0	
Belgium	38	0	0	0	0	0	21	41	21	90%	0.0	
Guatemala	15	21	14	14	15	16	17	0	13	-100%	0.0	
Japan	1	1	1	1	14	5	12	5	18	-74%	0.0	
Spain	0	0	0	20	0	0	9	0	9	-100%	0.0	
Panama	7	6	3	10	5	5	8	8	9	-15%	0.0	
Peru	0	10	10	0	0	0	7	0	0	-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	55	11	417%	-25.0	
Durum Total Sales	601	519	706	702	527	405	504	828	477	74%	7.0	
Top 20 as a % of Total	84%	77%	88%	93%	98%	100%	100%	84%	98%		-	



U.S. Wheat Associates

Summary of Commercial Sales for 2019/20 (as of February 13, 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	40.0	40.0	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	40.0	40.0	0.0	0.0	0.0	0.0
Ytd Export Sales Change	(40.0)	(40.0)	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	0.0	0.0	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	0.0	0.0	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	18.6	18.6	0.0	0.0	0.0	0.0	22.0	3.0	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	0.0	0.0	0.0	0.0	0.0	0.0	23.9	23.9	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	3.9	0.0	3.9	0.0	0.0	0.0	65.6	60.8	4.8	0.0	0.0	0.0
Namibia	0.0	0.0	0.0	0.0	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	1,324.4	768.8	173.0	107.0	236.8	38.8	1,306.1	826.4	229.4	26.0	168.6	55.7
Rwanda	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	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	27.3	0.0	27.3	0.0	0.0	0.0	21.3	0.0	21.3	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
Uganda	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	1,374.2	787.4	204.2	107.0	236.8	38.8	1,438.9	914.1	255.4	45.0	168.6	55.7
Ytd Export Sales Change	(64.7)	(126.7)	(51.2)	62.0	68.2	(16.9)						
Percent Change	-4%	-14%	-20%	138%	40%	-30%						
	22,255.1	8,335.2	2,218.4	6,387.3	4,486.0	828.2	21,483.6	7,290.3	2,792.8	6,127.3	4,796.2	477.0
Total Year Change	771.4	1,044.9	(574.4)	260.0	(310.2)	351.2						
Total Unknown	1,009.1	560.7	110.4	186.7	96.0	55.4	1,401.6	766.2	338.4	113.6	172.7	10.7
Region Summary	TOTAL	HRW	SRW	HRS	White	Durum	YR Change	% Change				
Mexico/Cent. Amer./Caribbean	5,445.7	3,045.0	1,163.7	977.5	245.0	14.5	912.1	20%				
South America	1,872.4	1,133.5	690.9	4.5	43.5	0.0	620.8	50%				
North Asia	4,494.0	1,398.3	34.4	1,782.8	1,273.7	4.8	(140.2)	-3%				
China	198.0	0.0	0.0	63.0	135.0	0.0	155.0	360%				
South Asia	5,769.7	749.6	14.7	2,877.2	2,128.1	0.0	95.1	2%				
Europe	834.1	0.1	0.0	235.2	0.2	598.6	135.8	19%				
Middle East/North Africa	1,257.9	660.7	0.0	153.4	327.7	116.1	(510.0)	-29%				
East Africa	0.0	0.0	0.0	0.0	0.0	0.0	(40.0)	-100%				
Subsahara Africa	1,374.2	787.4	204.2	107.0	236.8	38.8	(64.7)	-4%				
All Region Total	21,246.0	7,774.5	2,108.0	6,200.6	4,390.0	772.8	1,164.0	4%				

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

