

Dear client,

Biggest change last week has been the prices from China. Lack of demand, but domestically and export has effected in further drop of prices. Current offers for Virginia 24/28 cpo around US\$ 1.750,00 and US\$ 1.625,00 CIF Rotterdam basis for Virginia 25/29 blanched. Also prices for Redskin and Hsuji type adjusted downward at US\$ 1.620,00 for Redskin 60/70 cpo and US\$ 1.685,00 for Hsuji 40/50 cpo. But we have to be patient for these good to be available in Europe, nothing before Christmas.

Usa is also for the 2013 crop ambitious to play a role in the export market. Quality of the crop is very good, and shellers are happy to offer Medium Runners around US\$ 1.400,00 CIF basis for raw and US\$ 1.675,00 for blanched. On the blanched price will not be the biggest hurdle, but the availability of the blanching slots is very limited.

No real news from Argentina, the numbers on the 2013 crop were known and situation remains unchanged. No volume left to sell, only bits and pieces and mainly the odd counts like 80/100 and extreme Jumbo Runners like 34/36 cpo. No 40/50 cpo available, only in the hand of some re-sellers maybe. General market price around US\$ 1.550,00 for the 34/36 cpo and US\$ 1.250,00 for 80/100 cpo for human edible. Splits blanched around US\$ 1.550,00 C+F Rotterdam basis. Situation for the 2014 crop not easy. Plantings were lower compared to last year, and cost structure of Argentina makes it impossible to compete with other origins at the moment.

Brazil is preparing for new crop offers as from April shipment onward. But current price levels are not attracting a crowd, 38/42 blanched are being offered around US\$ 1.700,00 C+F Rotterdam basis and splits blanched around US\$ 1.6000,00 C+F. Since Brazil always tends to have a very mature crop, it is not able to offer small counts.

At the bottom at the market we can see some India being offered for December shipment. Considering the transit time these could become available as from February onwards around US\$ 1.350,00 FCA Rotterdam basis for Bolds 40/50 cpo.

Given the above analyses, we will see a big variety in prices again, all depending how strict you are on specifications and origin.

On inshell prices from China and Usa almost similar around US\$ 1.500,00 CIF for 11/13-Fancies. On 9/11 cpo the difference in price is bigger, considering that USA has committed already heavily in the domestic market.

Birdfeeding market still rather quiet, but normal considering the mild weather conditions at the moment. India is being offered around US\$ 1.175,00 C+F, Argentina around US\$ 1.225,00 and some African origins are indicating prices even under US\$ 1.100,00 C+F. But on the later not sure what they have in mind to ship if it comes to a contract.

Spot market is virtually empty, no stocks are being build. Market has come to a point where you really need to plan ahead in order to get goods moved from the origin. We still see a lot of spot interest, and this could mean real new opportunities but also indication that buying decision was delayed till last minute.

We can offer following parcels subject our final confirmation, prices based on full lots with payment in advance. For smaller quantities and credit terms other prices apply;

### Fca Rotterdam

50 Big Bags - 62,5 mt Argentine Runner count 40/50,crop 2012,Blanched at	U\$ 1.660,==
28 Big Bags - 35 mt Argentine Runner count 40/50,crop 2013.....	U\$ 1.650,==
8 Big Bags - 10 mt Argentine Runner count 50/60,crop 2013,Blanched.....	U\$ 1.660,==
204 bags - 5100 kilos Argentine Runner count 60/70,crop 2012.....	U\$ 1.450,==
8 Big bags - 10 mt Argentine Runner count 60/70,crop 2013.....	U\$ 1.660,==
20 Big Bags - 25 mt Argentine Runner Splits, crop 2012,blanched.....	U\$ 1.600,==
20 Big bags - 25 mt Argentine Runner splits, crop 2013,Blanched.....	U\$ 1.645,==
13 Big Bags - 13 mt Brazilian Runner count 38/42,crop 2013.....	U\$ 1.625,==
400 bags/10 mt Chinese Virginia Shandong count 24/28,crop 2012.....	U\$ 1.980,==
2400 cartons - 60 mt Chinese Virginia Shandong count 28/32,crop 2012.....	U\$ 1.930,==
1500 bags - 37,5 mt Chinese Virginia Shandong 29/33,crop 2012 Blanched...	U\$ 1.775,==
58 Big Bags - 55 mt Chinese VS count 25/29,crop 2012,Blanched High splits	U\$ 1.645,==
1400 cartons - 35 mt Chinese Virginia Shandong count 34/38,crop 2012.....	U\$ 1.910,==
40 Big bags - 36 mt Chinese Red Skin count 50/60,crop 2012.....	U\$ 1.775,==
1.690 bags - 50 mt Chinese in shell Shandong double washed 9/11,2012....	U\$ 1.825,==
400 cartons - 8 mt Roasted peanuts Blanched splits.....	U\$ 2.300,==
2000 cartons/40 mt Roasted peanuts diced 2/4 mm.....	U\$ 2.200,==
2000 bags - 100 mt Usa Jumbo Runner crop 2012.....	U\$ 1.450,==
30 Big Bags - 35 mt Usa Jumbo Runner, crop 2012,Blanched.....	U\$ 1.745,==
88 Big Bags - 88 mt Usa Medium Runner crop 2012.....	U\$ 1.445,==
8 Big bags - 10 mt Usa Medium Runner crop 2012,Blanched.....	U\$ 1.700,==

### Ex store Fanpac:

100 big bags - 95 mt Chinese Hsuji 60/70,crop 2012.....	U\$ 1.850,==
1680 bags - 42 mt Chinese red skin count 50/60,crop 2012.....	U\$ 1.925,==

Hope to have informed you satisfactory for the moment.

Please contact us with your firm interest, or request detailed offer.

**Regards,**  
**Menno and Paul**



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