

Dear sir/madam,

In general market is pretty much quiet, because most interested parties have contracted their needs before the start of the Tet Festival in Vietnam – which is from abt. 6th until/incl 15th of February 2016.

Vietnam closed and no real activity from India.

Generally speaking we feel that all concerned buyers, which are dealers and manufacturers think or wish this market to come down as from March 2016 onwards. Most buyers are covered up to the end of March//April 2016 and they take a wait and see attitude for the remainder of the year 2016.

This wishful thinking can only be proven by 1 reason only and that is dropping RCN prices, otherwise in our viewpoint there will be no reduction in offered prices. So the biggest decider of the market is the development of the RCN prices, and some people have informed us that the spread between RCN prices and manufactured kernel prices have been going down the last 4 year, and have come to a point now that Asian and African processors complain about not being able to work with current price levels. Of course the price of RCN is being hampered by the big competition of more RCN buyers, resulting in higher price levels and lower profit levels and automation has reduced processing costs. But in the end these prices are not sustainable when cashew kernel prices will not increase also resulting in bankruptcies from shelling factories, lesser buying activity RCN due to no margins and this could see RCN prices decline.

Some say that the cashew industry faces an unprecedented crisis. In India it seems almost 70% of processing units are been closed down and many exporters are moving their base to Africa.

Also the economic forecast is not favourable, and of course in Europe everybody is watching the Euro//US-dollar and GBP//Us-dollar levels.

All in all we can say nobody really seem to know where it is heading, and our point of view therefore will be that levels WW320 will float around 3,45- us 3,55 for this year.

## **INDIAN CASHEWS**

The market is generally quiet with few offers as many factories in Kerala remain closed, and with current raw seed prices are unlikely to reopen in the near future.

W240 at \$3.80 W 320 U€ 3,55 SW320 U\$ 3,38 per lb fob for April/May 2016, but even at these levels basis today's raw seed prices they are incurring quite a loss

The local kernel market between processors and exporters is unchanged with limited trading being reported today – combination of reduced availability and not much buying interest

Delhi/Mumbai market is also quiet, and maybe a touch easier Raw seed is a real puzzle. Major supplier of raw seed has withdrawn offers on Ivory Coast as he says sales are strong – he reckons already 100,000 mts sold out of expected 550/600,000 mts exportable – and this at levels of \$1425 CF + Benin we cannot get better than \$1510 CF and this for April shipment, and basis today's kernel levels, Kerala processors would incur substantial losses.

Many of the traditional processors who send employees to West Africa have not yet sent anyone (and some say they will not send anyone while prices remain so high), and these sales are reported to be going to one large processor in Kerala (with factories in Tamil Nadu), north Indian processors and Vietnam, but to have sold 100,000 mts already is quite worrying as crop is not even moving yet, with shipments expected end March/FH April at the earliest

## **VIETNAM CASHEWS**

We are starting to see one or two shippers coming out to offer again

We have been offered from better quality packers for April, May and June

W240 at \$3.72/3.75 per lb fob

W320 at \$3.52/5 per lb fob –

W450 at \$3.42 per lb fob

WS at \$3.08/3.10 per lb fob

LP at \$2.95 per lb fob

Some raw seed trades being reported at 34/35,000 dong per kilo for fresh material - \$1525/1570 per mt which is again quite a high price for fresh material

And some shippers reporting that the crop does not look as good as earlier reports – some say crop is OK (so we suppose what we would expect to hear)

As usual, we inform you with our prices FCA and afloat. In case you have questions of enquiries for these goods (or goods that are not on these lists), do not hesitate and contact us please.

## PRICES

### PEANUT PRICES FCA

Packaging quantity	Total MT	Origin	Grade	Crop	Price US\$ /MT
40 big bags	50,00	Argentine	Runner 32/36	2015	1350
560 bags	14,00	Argentine	Runner 38/42 blanched	2015	1530
60 big bags	75,00	Argentine	Runner 40/50	2015	1335
7 big bags	8,75	Argentinian	Runner 40/50 blanched	2015	1475
10 big bags	12,50	Argentinian	Runner 50/60	2015	1315
40 big bags	50,00	Argentinian	Runner 60/70	2014	1280
16 big bags	20,00	Argentinian	Runner 60/70	2015	1325
340 poly bags	8,50	Argentinian	Runner 60/75 blanched	2014	1325
20 big bags	25,00	Argentinian	Runner 60/75 blanched	2014	1325
20 big bags	25,00	Argentinian	Runner 80/100 (FANPAC UK)	2014	1150
34 big bags	42,50	Brazilian	Runner splits blanched	2015	1375
760 vacuum bags	19,00	Chinese	Red Skins 50/60	2014	1800
760 vacuum bags	19,00	Chinese	Red Skins 60/70	2014	1800
760 vacuum bags	19,00	Chinese	Virginia Shandong 24/28	2014	1850
80 cartons	2,00	Chinese	Virginia Shandong 24/26	2014	2100
1520 poly bags	38,00	Chinese	Virginia Shandong 24/26	2014	2050
760 vacuum bags	19,00	Chinese	Virginia Shandong 25/29 blanched	2015	1850
120 vacuum bags	3,00	Chinese	Virginia Shandong 28/32	2014	1840
600 P.P. bags	18,00	Chinese	Groundnut inshell 7/9 traditional washed	2015	2400
1850 P.P. bags	18,50	Chinese	Groundnut inshell 11/13 ROASTED	2015	2080
10 big bags	10,80	Nicaraguan	Splits blanched	2014	1500
3 big bags	2,60	South-African	Common-Natals 50/60	2015	2100
40 big bags	40,00	USA	Jumbo Runner 38/42 blanched	2014	1395
34 big bags	34,00	USA	Jumbo Runner 38/42 blanched	2015	1475
20 big bags	20,00	USA	Medium Runner 40/50	2015	1375
<b>SPECIAL OFFERS</b>					
275 cartons	6,88	Argentinian	Roasted splits	2015	1900
30 drums	6,00	Argentinian	Paste colour 42 Density 4 mills extra smooth	2015	1995
<b>Brasil nuts from Bolivia</b>					
Mediums at USD 3,88 /lb FCA					
Midgets at USD 3,85 /lb FCA					
Brokens at USD 3,30 /lb FCA					

### PEANUT PRICES CFR/CIF (AFLOAT)

Packaging quantity	Total MT	Origin	Grade	Crop	ETA	Price US \$ /MT
40 big bags	50,00	Argentine	Runner 38/42 blanched	2015	2-3-2015	1425
2000 poly bags	50,00	Argentine	Runner 60/70	2015	9-3-2016	1300
20 big bags	25,00	Argentine	Runner Splits blanched	2015	26-2-2015	1200
20 big bags	25,00	Brazilian	Runner 38/42 blanched	2015	10-2-2015	1300
40 big bags	50,00	Brazilian	Runner 38/42 blanched FOR BIRDFEEDING	2015	15-2-2016	990
700 cartons	17,50	Chinese	Virginia Shandong 25/29 blanched	2015	25-2-2016	1800
760 vacuum bags	19,00	Chinese	Virginia Shandong 29/33 blanched	2015	20-2-2016	1840
600 poly bags	18,00	Chinese	Inshell 9/11	2015	27-2-2016	1700

### CASHEW PRICES FCA

Packaging quantity	Total lb	Origin	Grade	Crop	Price US \$ /lb
80 cartons	4000	Vietnamese	LP	2015	3,17
185 cartons	9250	Vietnamese	SP	2014	2,70
200 cartons	10000	Vietnamese	WW320	2015	3,72
120 cartons	6000	Vietnamese	WW450	2015	3,60

### CASHEW PRICES CFR/CIF (AFLOAT)

Packaging quantity	Total lb	Origin	Grade	Crop	ETA	Price US \$ /lb
350 cartons	17500	Indian	WW320	2015	18-2-2016	3,65
80 cartons	4000	Vietnamese	LP	2015	29-1-2016	3,10
700 cartons (2x25lbs)	35000	Vietnamese	LP	2015	9-2-2016	3,10
700 cartons	35000	Vietnamese	WW320	2015	25-1-2016	3,65
700 cartons	35000	Vietnamese	WW450	2015	16-2-2016	3,52
700 cartons	33600	Vietnamese	WS	2015	23-2-2016	3,32

Kindest regards,  
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