



Lovatt & Rushing, Inc.

By The Numbers

*Southern Peanut Growers Conference
2014*

George Lovatt
Lovatt & Rushing, Inc.

2012 Supply / Demand

<u>Supply</u>	Runners	Spanish	Virginia	Valencia	Total	YoY Δ
<i>Carry In 8/1/12</i>						
Edible	281	5	65	5	356	
Farmer Stock	<u>113</u>	<u>0</u>	<u>23</u>	<u>0</u>	<u>136</u>	
Total Carry-In	394	5	88	5	492	-33%
Production	2,883	40	440	36	3,399	86%
SMK Adjustment	23				23	
Imports	48	0	18	0	66	-54%
Total Available	3,348	45	546	41	3,980	47%
<u>Demand</u>						
U.S. Edible	1,440	24	240	16	1,720	1.8%
U.S. Seed	82	4	18	2	106	-30%
Total U.S. Demand	1,522	28	258	18	1,826	-1%
Export Edible/Seed	531	2	36	7	576	120%
Export Roast	<u>15</u>	<u>0</u>	<u>60</u>	<u>2</u>	<u>77</u>	<u>-1%</u>
Total Export	546	2	96	9	653	218%
Total Crushings/Feed	104	0	0	0	104	37%
Total Demand	2,172	30	354	27	2,583	17%

Carry-out 7/31/13

Edible	295	14	123	3	435	
Farmer Stock	<u>881</u>	<u>1</u>	<u>69</u>	<u>11</u>	<u>962</u>	
Total Carry-Out	1,176	15	192	14	1,397	184%
Days Carry	198	183	198	189	197	
Stocks/Use Ratio	54%	50%	54%	52%	54%	

2013 Crop Estimate

Area	Harvested Acres (M)	Yield per Harvested Acre (lbs.)	Total Production (Tons)
Alabama	138	3,550	244,950
Florida	130	3,950	256,750
Georgia	426	4,430	943,590
Mississippi	<u>33</u>	<u>3,500</u>	<u>57,750</u>
Southeast	727	4,135	1,503,040
Oklahoma	16	3,700	29,600
Texas	117	3,700	216,450
New Mexico	<u>7</u>	<u>3,300</u>	<u>11,550</u>
Southwest	140	3,680	257,600
N. Carolina	81	3,900	157,950
S. Carolina	78	3,500	136,500
Virginia	<u>16</u>	<u>4,000</u>	<u>32,000</u>
Vir/Car	175	3,731	326,450
Total U.S.	1,042	4,006	2,087,090

Graded Tons by Area by Type (M)

	SE	SW	V-C	Total U.S.
Virginia	1	91	286	378
Spanish	0	61	0	61
Valencia	0	25	0	25
Runner	<u>1,503</u>	<u>94</u>	<u>37</u>	<u>1,634</u>
Total	1,504	271	323	2,098



2013 Supply / Demand - Lovatt's Estimate

<u>Supply</u>	Runners	Spanish	Virginia	Valencia	Total	YoY ?
<i>Carry In 8/1/13</i>						
Edible	295	14	123	3	435	
Farmer Stock	<u>881</u>	<u>1</u>	<u>69</u>	<u>11</u>	<u>962</u>	
Total Carry-In	1,176	15	192	14	1,397	184%
Production	1,634	61	378	25	2,098	-38%
SMK Adjustment						
Imports	46	0	5	0	51	-23%
Total Available	2,856	76	575	39	3,546	-11%
<u>Demand</u>						
U.S. Edible	1,452	24	245	16	1,737	1.0%
U.S. Seed	102	4	22	2	130	23%
Total U.S. Demand	1,554	28	267	18	1,867	3%
Export Edible/Seed	464	9	36	4	513	-11%
Export Roast	<u>0</u>	<u>0</u>	<u>76</u>	<u>2</u>	<u>78</u>	<u>1%</u>
Total Export	464	9	112	6	591	-9%
Total Crushings/Feed	79	0	0	0	79	-24%
Total Demand	2,097	37	379	24	2,537	-1%
<hr/>						
<i>Carry-out 7/31/14</i>						
Edible	295	14	123	3	435	
Farmer Stock	<u>464</u>	<u>25</u>	<u>73</u>	<u>12</u>	<u>574</u>	
Total Carry-Out	759	39	196	15	1,009	-28%
Days Carry	132	385	189	228	145	
Stocks/Use Ratio	36%	105%	52%	63%	40%	

Supply / Demand Estimates for U.S. Peanuts (2002 - 2013)

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Carry-In 7-31	529	389	464	390	402	403	364	402	429	365	356	435
Farmer Stock Carry-In	<u>242</u>	<u>61</u>	<u>117</u>	<u>339</u>	<u>701</u>	<u>366</u>	<u>174</u>	<u>680</u>	<u>496</u>	<u>372</u>	<u>136</u>	<u>962</u>
Total Carry-In	771	450	581	729	1,103	769	538	1,082	925	737	492	1,397
Domestic Purchases	1,634	2,022	2,135	2,380	1,711	1,815	2,558	1,825	2,074	1,829	3,399	2,098
Adjustments	(72)	(49)	(27)	(98)	(97)	(9)	0	38	(88)		13	
Imports	<u>44</u>	<u>22</u>	<u>25</u>	<u>19</u>	<u>35</u>	<u>41</u>	<u>49</u>	<u>41</u>	<u>37</u>	<u>143</u>	<u>66</u>	<u>51</u>
Net Supply	2,377	2,445	2,714	3,030	2,752	2,616	3,145	2,986	2,948	2,709	3,970	3,546
Domestic Demand	1,436	1,571	1,673	1,624	1,629	1,633	1,630	1,706	1,800	1,842	1,816	1,867
Export Demand	267	284	277	267	327	407	396	323	332	299	653	591
Crush	<u>224</u>	<u>9</u>	<u>35</u>	<u>36</u>	<u>27</u>	<u>38</u>	<u>37</u>	<u>32</u>	<u>59</u>	<u>76</u>	<u>104</u>	<u>79</u>
Total Demand	1,927	1,864	1,985	1,927	1,983	2,078	2,063	2,061	2,191	2,217	2,573	2,537
Total Edible Carry-Out	389	464	390	402	403	364	402	429	385	356	435	435
Farmer Stock Carry-Out	<u>61</u>	<u>117</u>	<u>339</u>	<u>688</u>	<u>366</u>	<u>174</u>	<u>680</u>	<u>496</u>	<u>372</u>	<u>136</u>	<u>962</u>	<u>574</u>
Total Carry-Out	450	581	729	1,103	769	538	1,082	925	757	492	1,397	1,009
								<i>Shrink</i>	<i>(20)</i>			
								<i>Effective Carry</i>		<i>737</i>		
Carry-Out Days	85	114	134	209	142	94	191	164	123	81	198	145
Stocks/Use Ratio	23%	31%	37%	57%	39%	26%	52%	45%	34%	22%	54%	40%

June Planted Acreage Report - 2014 Crop *(in 000 acres)*

Area	Projected Planted Acres	Projected Harvested Acres	Percent Change vs. 2013
Alabama	175	172	25%
Florida	140	130	0%
Georgia	590	580	36%
Mississippi	<u>40</u>	<u>38</u>	<u>15%</u>
Southeast	945	920	27%
Oklahoma	17	16	0%
Texas	125	122	4%
New Mexico	<u>5</u>	<u>5</u>	<u>-29%</u>
Southwest	147	143	2%
N. Carolina	90	89	10%
S. Carolina	115	110	41%
Virginia	<u>18</u>	<u>18</u>	<u>13%</u>
Vir/Car	223	217	24%
Total U.S.	1,315	1,280	23%

Accuracy Of June Planting Intentions

Crop Year	June Estimate	Final Planted Acres	Final Acres as % of June Estimate
2014	1,315	?	?
2013	1,097	1,067	97%
2012	1,526	1,638	107%
2011	1,152	1,141	99%
2010	1,290	1,288	100%
2009	1,096	1,116	102%
2008	1,461	1,534	105%
2007	1,187	1,230	104%
2006	1,298	1,243	96%
2005	1,649	1,657	100%
2004	1,386	1,430	103%
2003	1,256	1,344	107%
2002	1,469	1,353	92%
2001	1,474	1,541	105%
2000	1,495	1,537	103%
1999	1,469	1,535	104%
1998	1,463	1,512	104%
1997	1,422	1,434	101%

Target Loan Program

Old Program

Yield per Harvested Acre (2008 - 2013)

	Yield per Harvested Acre						Average Yields			
	2008	2009	2010	2011	2012	2013	Low-Range 2010-2011	Mid-Range 2011-2012	High-Range 2012-2013	Average 2010-2013
Alabama	3,300	3,141	2,600	2,950	4,000	3,550	2,766	3,547	3,826	3,300
Florida	3,200	3,200	3,500	3,500	3,900	3,950	3,500	3,722	3,920	3,721
Georgia	3,400	3,530	3,530	3,625	4,580	4,430	3,573	4,214	4,525	4,081
Mississippi	<u>3,900</u>	<u>3,000</u>	<u>3,500</u>	<u>4,000</u>	<u>4,400</u>	<u>3,500</u>	<u>3,719</u>	<u>4,311</u>	<u>4,038</u>	<u>3,948</u>
Southeast	3,365	3,398	3,332	3,465	4,355	4,135	3,395	4,000	4,272	3,862
Oklahoma	3,500	3,300	3,200	2,600	3,650	3,700	2,900	3,137	3,671	3,266
Texas	3,300	3,270	3,600	2,680	3,600	3,700	3,266	3,242	3,644	3,458
New Mexico	<u>3,200</u>	<u>3,100</u>	<u>3,200</u>	<u>3,000</u>	<u>2,600</u>	<u>3,300</u>	<u>3,120</u>	<u>2,759</u>	<u>2,888</u>	<u>3,003</u>
Southwest	3,310	3,265	3,536	2,684	3,550	3,680	3,209	3,200	3,607	3,409
N.Carolina	3,700	3,700	2,800	3,600	4,100	3,900	3,188	3,883	4,013	3,624
S. Carolina	3,900	3,100	3,400	3,300	3,900	3,500	3,347	3,657	3,731	3,568
Virginia	<u>3,350</u>	<u>3,700</u>	<u>1,800</u>	<u>4,100</u>	<u>4,200</u>	<u>4,000</u>	<u>2,845</u>	<u>4,157</u>	<u>4,111</u>	<u>3,506</u>
Vir/Car	3,728	3,471	2,921	3,515	4,017	3,731	3,219	3,806	3,894	3,589
Total U.S.	3,400	3,385	3,309	3,386	4,217	4,006	3,344	3,882	4,134	3,764

Something to Think About... Possible Crop Estimates

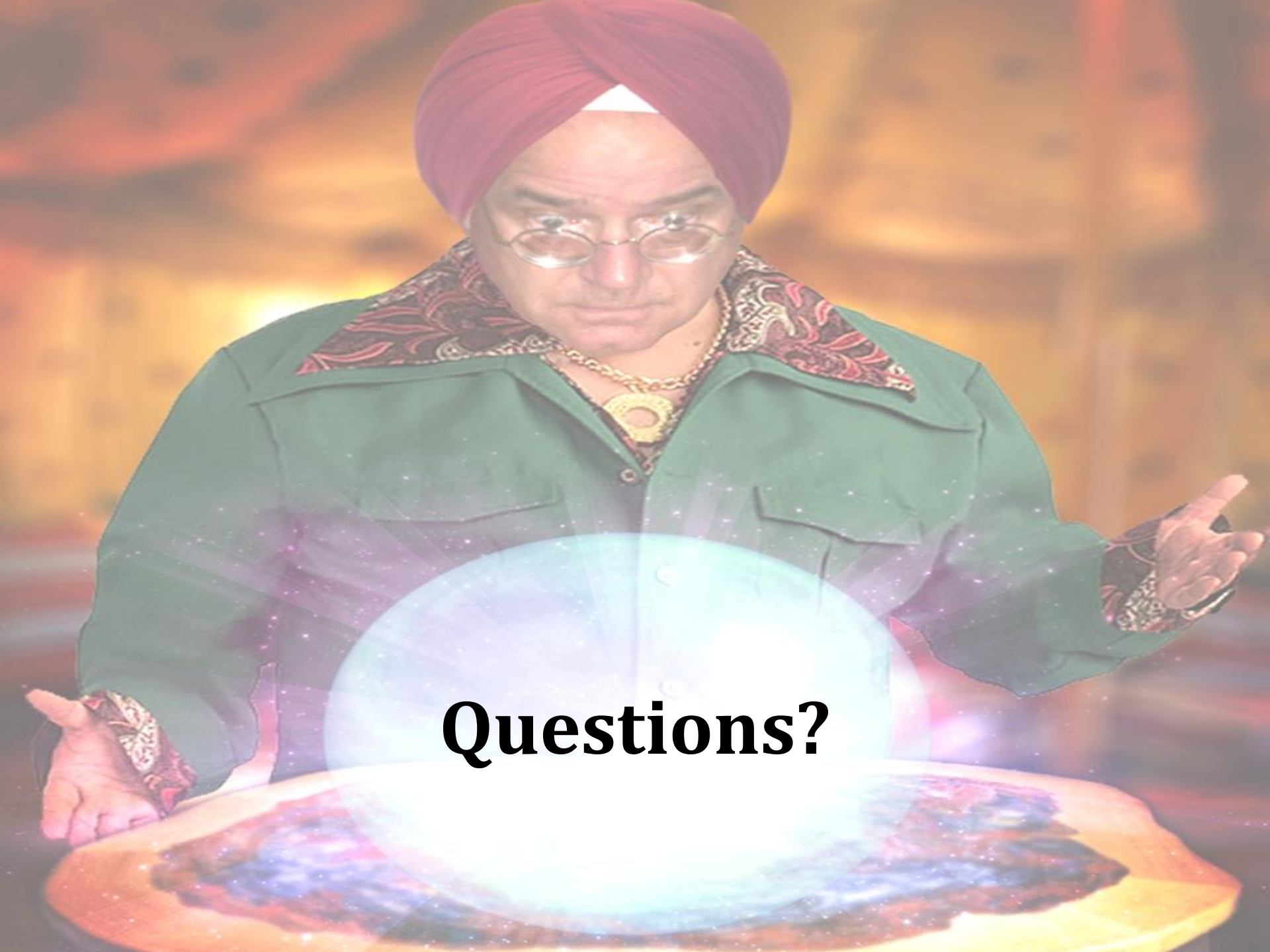
	Possible 2014 Yields				USDA Harvested Acres	Projected Crops			
	Low-Range 2010-2011	Mid-Range 2011-2012	High-Range 2012-2013	4 Year Average 2010-2013		Low-Range 2010-2011	Mid-Range 2011-2012	High-Range 2012-2013	4 Year Average 2010-2013
Alabama	2,766	3,547	3,826	3,300	172	237,876	305,042	329,040	283,824
Florida	3,500	3,722	3,920	3,721	130	227,500	241,930	254,800	241,880
Georgia	3,573	4,214	4,525	4,081	580	1,036,170	1,222,060	1,312,170	1,183,505
Mississippi	<u>3,719</u>	<u>4,311</u>	<u>4,038</u>	<u>3,948</u>	<u>38</u>	<u>70,661</u>	<u>81,909</u>	<u>76,718</u>	<u>75,017</u>
Southeast	3,395	4,000	4,272	3,862	920	1,561,700	1,840,000	1,964,962	1,776,460
Oklahoma	2,900	3,137	3,671	3,266	16	23,200	25,096	29,368	26,130
Texas	3,266	3,242	3,644	3,458	122	199,226	197,762	222,314	210,919
New Mexico	<u>3,120</u>	<u>2,759</u>	<u>2,888</u>	<u>3,003</u>	<u>5</u>	<u>7,800</u>	<u>6,898</u>	<u>7,221</u>	<u>7,507</u>
Southwest	3,209	3,200	3,607	3,409	143	1,476,140	1,472,000	1,659,327	1,568,290
N. Carolina	3,188	3,883	4,013	3,624	89	141,866	172,794	178,595	161,269
S. Carolina	3,347	3,657	3,731	3,568	110	184,085	201,135	205,224	196,224
Virginia	<u>2,845</u>	<u>4,157</u>	<u>4,111</u>	<u>3,506</u>	<u>18</u>	<u>25,605</u>	<u>37,413</u>	<u>37,000</u>	<u>31,552</u>
Vir/Car	3,129	3,806	3,894	3,589	217	1,439,340	1,750,760	1,791,294	1,650,813
Total U.S.	3,344	3,882	4,134	3,764	1,280	2,140,160	2,484,480	2,645,498	2,408,674

Supply / Demand Estimates for U.S. Peanuts (2010 - 2014)

	2010	2011	2012	2013	2014	2014	2014	2014
					Projected Crop Estimates			
					Low	Mid	Hi	Avg
Carry-In 7-31	429	365	356	435	435	435	435	435
Farmer Stock Carry-In	<u>496</u>	<u>372</u>	<u>136</u>	<u>962</u>	<u>574</u>	<u>574</u>	<u>574</u>	<u>574</u>
Total Carry-In	925	737	492	1,397	1,009	1,009	1,009	1,009
Domestic Purchases	2,074	1,829	3,399	2,098	2,140	2,484	2,645	2,409
Adjustments	(88)	0	13	0	0	0	0	0
Imports	<u>37</u>	<u>143</u>	<u>66</u>	<u>51</u>	<u>51</u>	<u>51</u>	<u>51</u>	<u>51</u>
Net Supply	2,948	2,709	3,970	3,546	3,200	3,544	3,705	3,469
Domestic Demand	1,800	1,837	1,816	1,867	1,867	1,867	1,867	1,867
Export Demand	332	299	653	591	591	591	591	591
Crush	59	76	104	79	79	79	79	79
Total Demand	2,191	2,212	2,573	2,537	2,537	2,537	2,537	2,537
Total Edible Carry-Out	385	361	435	435	435	435	435	435
Farmer Stock Carry-Out	<u>372</u>	<u>136</u>	<u>962</u>	<u>574</u>	<u>228</u>	<u>572</u>	<u>733</u>	<u>497</u>
Total Carry-Out	757	497	1,397	1,009	663	1,007	1,168	932
	-20							
	<u>737</u>							
Carry-Out Days	123	82	198	145	95	145	168	134
Stocks/Use Ratio	34%	22%	58%	40%	26%	40%	46%	37%

To Summarize:

- **2013 Crop:** Expect a ~1,000M ton Carry-Out
145 Days (or so)
- **2014 Crop:** Expect 2.4MM-2.6MM ton crop
Carry-Out 135-170 Days (or so)
- **Growers have options – use them**
- **Listen to the Market.....**



Questions?

An aerial photograph of a vast, flat agricultural field, likely a cornfield, with a dirt road or path winding through the center. The field is a vibrant green, and the sky is a pale, hazy blue. The perspective is from a high angle, looking down on the landscape.

Thanks for Having Me!

**George Lovatt
Lovatt & Rushing, Inc.**