

**MARKET NOTICE**

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**SUBJECT:** PROPOSED MAIZE LOCATION DIFFERENTIALS AND STORAGE RATES FOR 2018/19  
MARKETING SEASON

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**1. Proposed Maize Location Differentials for 2018/19 Marketing Season**

The 2018/19 maize marketing season is approaching and we are pleased to submit to you provisional location differentials for the new marketing season.

As per previous years, the JSE extended an open invitation to all registered storage operators and market participants to contribute rail vs road out-loading information as well as contribute road and rail tariffs directly to the exchange.

This year we continued to use our established methodology by deriving the location differentials off actual distances of the respective delivery points to Randfontein.

The Rand-per-Kilometer (RPK) rate was calculated by the JSE after aggregating all the information provided by the road transporters, thus making this the closest indication of actual road costs. Based on this information the rate per km varied depending on the range of distance travelled as can be seen below:

Distance	2018-19 RPK	2017-18 RPK	% Change
<b>0-7 Km</b>	225.47	-	-
<b>8-15 Km</b>	117.56	104.32	12.69%
<b>16-25 Km</b>	80.83	73.33	10.23%
<b>26-50 Km</b>	44.53	36.20	23.01%
<b>51-75 Km</b>	30.47	26.34	15.68%

<b>76-100 Km</b>	26.14	22.21	17.69%
<b>101-125 Km</b>	21.69	19.78	9.66%
<b>126-150 Km</b>	19.67	18.17	8.26%
<b>151-175 Km</b>	19.12	17.94	6.58%
<b>176-200 Km</b>	18.81	17.78	5.79%
<b>201-225 Km</b>	18.47	17.52	5.42%
<b>226-250 Km</b>	18.09	17.37	4.15%
<b>251-275 Km</b>	17.65	17.16	2.86%
<b>276-300 Km</b>	17.53	16.91	3.67%
<b>301-325 Km</b>	17.11	16.59	3.13%
<b>326-350 Km</b>	16.51	16.35	0.98%
<b>351-375 Km</b>	15.82	15.86	-0.25%
<b>376-400 Km</b>	15.62	15.64	-0.13%
<b>&gt;400 Km</b>	15.55	15.15	2.64%

Compared to last year, the RPK rates have increased by **7.34%** on average, with shorter distance ranges having seen an increase while the long haul distance ranges have experienced a slight drop. The 0-150 km range has seen substantial increases and this is the distance range where in the past season we have seen silo locations experiencing a high number of re-deliveries.

You will also notice that we have split the 0-15 km distance range into two, namely 0-7 km and 8-15 km ranges. This was necessary to accommodate Aureus in a separate category and reflect the RPK as accurately as possible.

The above RPK values were used in the formula below to finally determine the rand-per-ton (RPT) road rates for all silo locations that are now commonly accepted among the transporters and market participants in the grain industry:

$$RPT = \frac{Distance * RLF * RPK}{Payload}$$

Where: Distance is the distance in km to Randfontein,  
 RLF is the return load factor,  
 RPK is in Rand per km and  
 Payload is in tons with 34 tons applied.

Distances to Randfontein that were agreed upon by market participants were used in this exercise.

You will recall from previous seasons that a return load factor (RLF) of 2 implies that the return load is empty while a RLF of 1 accounts for a full return load. The RLF sliding scale used is as per the table below:

Combining the RPT formula above with rail-ratio ratios and rail rates, we were in a position to determine location differentials from Randfontein for each of the 217 registered maize storage locations. The proposed rates show an average increase of **5.26%** when compared with the previous season.

Please could market participants review the proposed location differentials and highlight any gross inaccuracies immediately to [commodities@jse.co.za](mailto:commodities@jse.co.za) by **no later than Thursday 19 April 2018 at close of business**, as the JSE aims to release the final numbers soon thereafter.

Members and clients are again reminded that the published location differentials are indicative of transport costs for product from the registered storage location to Randfontein, which is the basis for the standardized futures contract. It is impossible that this rate will be 100% accurate throughout the year as transport components change.

Throughout each marketing season the basis value at each silo, created through supply and demand, must be considered before making physical delivery onto the exchange. Through further refinements of the basis premium functionality the exchange aims to improve transparency to the basis value at each silo per product delivered in completion of a futures contract

In proposing the maize LD, this has only been possible thanks to the commitment of a number of road transporters who supported the bigger picture and contributed individual information directly to the JSE who could then aggregate this to determine the RPK rates table. The JSE also values the accurate contributions made by the storage operators in terms of the rail vs road out loading ratio's as well as the rates provided by market participants.

## **2. Standard Storage Rates**

The standard storage rate for the marketing season 1 May 2018 - 30 April 2019 will increase based on the PPI rate as published at the end of February 2018, namely 5.1% and so the standard storage rate applied to outstanding storage in completion of a futures contract will be **76 cents per ton per day**.

Please ensure that when making delivery of JSE silo receipts issued in the previous marketing season, all storage is paid up to and including 30 April 2018.

Should you have any queries please contact Commodities Team on 011 520 7039 or e-mail [commodities@jse.co.za](mailto:commodities@jse.co.za)  
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