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Jordan

Grain and Feed Annual 2018

Booming U.S. Corn Exports, Jordan Offers Great Potential

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Report Highlights:

FAS Amman forecasts Jordan's wheat production in marketing year (MY) 2018/19 (July-June) at 20,000 metric tons (MT), largely unchanged from the USDA official MY 2016/17 estimate. Wheat imports in MY 2018/19 are forecast to reach 1.1 million metric tons, unchanged from the MY 2017/18 estimate. Romania remains Jordan's main wheat supplier. Commencing February 1, 2018, Jordan is replacing its decades-long bread subsidy program with targeted assistance; setting new bread prices in the process. Post forecasts corn imports in MY 2018/19 to drop to 800,000 MT, down by 200,000 MT from the MY 2017/18 estimate. U.S. corn exports to Jordan in CY 2017 total \$26.3 million (up 143 percent). In April 2017, thanks to post's intervention the rejection of two U.S. corn shipments (60,000 MT - \$12 million) were overturned. Post forecasts rice imports in MY 2018/19 at 200,000 MT, down 10,000 MT from the MY 2017/18 estimate. Imports of U.S. rice at 100,000 MT (off by 10,000 MT), enjoy a 50 percent of market share.

EXECUTIVE SUMMARY:

FAS Amman forecasts Jordan's wheat production in marketing year (MY) 2018/19 (July-June) at 20,000 metric tons (MT), largely unchanged from the USDA official MY 2016/17 estimate. Jordan is an insignificant producer of wheat.

Jordan's wheat imports in MY 2018/19 are forecast to reach 1.1 million metric tons, largely unchanged from the MY 2017/18 estimate. Romania remains Jordan's main wheat supplier. The last shipment of U.S.-origin wheat for the Food for Progress Program (FFP) was received in August 2017.

Ministry of Industry, Trade, and Supply Yarub Qudah announced that commencing February 1, 2018, Jordan is replacing its decades-long bread subsidy program with targeted assistance; setting new bread prices in the process. The ministry for decades managed Jordan's bread subsidy; it will set price caps for bread, but no longer directly subsidize the product to bakeries.

Jordan's production of barley is negligible. Barley's main use is for animal fodder. Consumption in MY 2018/19 is forecast at 800,000 MT, largely unchanged from the USDA official MY 2017/18 estimate. Imports are forecast in MY 2018/19 to reach 750,000 MT, up 50,000 MT from the USDA official MY 2017/18 estimate. Romania remains the main supplier (followed by Russia and Ukraine). Jordan has not imported U.S. barley for over two decades.

Jordan's corn production is negligible, annual production falls short of 10,000 metric tons. Domestic corn is used mainly for human consumption. Post forecasts corn consumption in MY 2018/19 at 805,000 MT, down 165,000 MT from the USDA official MY 2017/18 estimate of 970,000 metric tons. Corn imports in MY 2018/19 are forecast to drop to 800,000 MT, down by 200,000 MT from the USDA official MY 2017/18 estimate of 1 million metric tons. Imports are forecast to drop in MY 2018/19 in line with the forecasted drop in consumption.

Post has been instrumental in expanding and ensuring market access for U.S. grains, namely corn. U.S. corn exports to Jordan in CY 2017 total \$26.3 million (up 143 percent). In April 2017, thanks to post's intervention the rejection of two U.S. corn shipments (60,000 MT - \$12 million) were overturned. We anticipate U.S.-origin corn imports will grow, reaching in MY 2018/19 about 200,000 metric tons. Post attributes the recent surge in U.S.-origin corn's imports to more competitive pricing compared to those of South American producers.

FAS Amman forecast Jordan's rice consumption in MY 2018/19 at 200,000 MT, a decrease of 10,000 MT from the USDA official MY 2017/18 estimate of 210,000 metric tons. The decrease is due to tighter economic conditions. Rice is a staple of the Jordanian diet. Average annual consumption is about 24 kg per person. Rice imports in MY 2018/19 are forecast at 200,000 MT, down 10,000 MT from the USDA official MY 2017/18 estimate. Imports of U.S. rice at 100,000 MT (off by 10,000 MT), enjoy a 50 percent of market share.

COMMODITIES

WHEAT

PRODUCTION:

FAS Amman forecasts Jordan's wheat production in marketing year (MY) 2018/19 (July-June) at 20,000 metric tons (MT), largely unchanged from the USDA official MY 2016/17 estimate. Jordan is an insignificant producer of wheat. Its production is equivalent to about the carrying capacity of an average sized HANDYMAX vessel (i.e., of a small-size vessel with capacity ranging from 15,000 to 35,000 DWT). See post's GAIN – JORDAN (Oct 25, 2017): Grain and Feed Update 2017: Corn is King – U.S. Corn Exports to Jordan Hitting 150,000 MT report.

CONSUMPTION:

FAS Amman forecasts Jordan's wheat consumption in MY 2018/19 at 1.1 million metric tons (MMT), largely unchanged from the USDA official MY 2017/18 estimate. Consumption may decrease however due to the reform of Jordan's decades-long bread subsidy program (February 1, 2018). It is still yet too early to accurately tell how far total consumption may drop, but we could eventually see a drop of 20-25 percent as less bread is wasted.

Wheat consumption in previous years has experienced unprecedented growth due to the heavy influx of refugees displaced by the civil war in neighboring Syria. Jordan counts today with a population of over 10.2 million (Central Intelligence Agency - July 2017 estimate); this estimate has been revised upwards to reflect assumptions about the net migration rate due to the increased flow of Syrian refugees. Prior to 2012, Jordan had a population of 6.2 million. The country has also experienced an influx of Egyptian, Yemeni, and Libyan nationals in recent years.

The Syrian conflict has led to the influx of 650,000 UN-registered refugees (over 80 percent live in Jordan's urban areas). Jordan's census puts the numbers of refugees closer to 1.3 million (as of early 2016). Resolution of the Syrian and Iraqi conflicts should lead to the reopening of border crossings and export-import transit routes. It will also facilitate the eventual return of refugees to their home countries.

TRADE:

FAS Amman forecasts Jordan's wheat imports in MY 2018/19 to reach 1.1 million metric tons, largely unchanged from the MY 2017/18 estimate. The Black Sea region, primarily Romania remains Jordan's main wheat supplier. The last shipment to Jordan of U.S.-origin wheat for the Food for Progress Program (FFP) was received in August 2017 at the port of Aqaba (see, GAIN–JORDAN (Sept. 9, 2017): Jordan Welcomes USDA\FAS Food for Progress 50,000 MT Wheat Shipment).

STOCKS:

FAS Amman forecasts Jordan's MY 2018/19 beginning stocks at 436,000 metric tons. Jordan's Ministry of Industry, Trade and Supply (MoITS) confirmed recently that its wheat stocks are sufficient to last a full year at current consumption rates. Jordan will import 1.1 MMT of wheat; half of this amount is already contracted for and being shipped. Regional instability has impacted Jordanian food security; a decade ago Jordan was poised to privatize its imported wheat purchases. The government has moved from maintaining four-months of stocks to now banking no less than 10-months of stocks.

Sources comment that the government is finalizing its silo capacity expansion project; it aims to increase overall silo capacity by 225,000 metric tons. Silo capacity expansion for the final 100,000 MT remains under construction. Expanded silo capacity, once completed will alleviate tight storage capacity and better ensure food security. Aqaba's new port terminal, where the silo expansion work is concentrated, received its first delivery of Romanian wheat (48,000 MT) in early March 2017. Construction is on track to be finalized sometime in the summer of 2018.

POLICY:

Ministry of Industry, Trade and Supply Yarub Qudah announced that commencing on February 1, 2018, Jordan is replacing its decades-long bread subsidy program with targeted assistance; setting new bread prices in the process. Minister Qudah has explained how the bread subsidy program is being replaced by a targeted assistance regime. The ministry for decades has managed Jordan's bread subsidy; it will continue to set price caps for bread, but no longer directly subsidize the product to bakeries (see, GAIN – JORDAN (JO18001): Jordan Ends Bread Subsidies, Implements USDA-Style SNAP EBT Program).

Minister Qudah confirmed the new bread prices. Bread prices are now set for small pita loaves at Jordanian dinar (JOD) 0.40 (\$0.56) per kilogram, up JOD 0.16 (\$0.23) or increasing 67 percent (JOD 1.00 = \$1.41). The price for large pita loaves is now set at JOD 0.32 (\$0.45), up JOD 0.16 (\$0.23) or increasing 100 percent. The price for traditional bread is now set at JOD 0.35 (\$0.49), up JOD 0.17 (\$0.24) or increasing 94 percent. Prices may however go up JOD 0.01 (~\$0.015) from a JOD 1.61 (\$2.25) increase the price of wheat. Barring this, the new prices will remain in place through March 2019; Jordan has sufficient wheat (i.e., both delivered and contracted purchases) to meet current domestic supply needs. Jordan is an insignificant producer of wheat and depends on imports. Bakery and other non-subsidized products remain unaffected.

Sources indicate that over 35 percent of Jordan's population is composed of non-Jordanians. These however account for an estimated 40 percent of the subsidized bread consumption. By replacing the bread subsidy program with targeted assistance, the government is expected to save roughly \$106 million; in 2017 Jordan allocated approximately \$170 million for the bread subsidy program. FAS Amman understands that an estimated 25 percent of the subsidized bread, due to its lower cost goes to waste, often being used as animal feed. Large bakeries welcome the measure. These reforms of the subsidy should help put an end to subsidized wheat flour leakages that distort the commercial market.

MARKETING:

The Jordanian Ministry of Industry, Trade and Supply until the beginning of 2018 was the country's largest wheat importer, selling imported foreign wheat to local millers at a non-commercially competitive government set price. This official price is based on a moving average of the inventoried wheat's cost, including purchasing, storage, and transportation costs. Jordanian millers sell the flour to bakers under the ministry's supervision. The new marketing methodology is not clear yet. However, more private sector participation is expected; less government, in the process.

Production, Supply and Demand Data Statistics:

Wheat	2016/2017 Jul 2016		2017/2	018	2018/2	2018/2019		
Market Begin Year			Jul 20	17	Jul 2018			
Jordan	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post		
Area Harvested	20	20	15	20	0	20		
Beginning Stocks	668	668	447	442	0	436		
Production	25	25	20	22	0	20		
MY Imports	979	975	1100	1100	0	1100		
TY Imports	979	975	1100	1100	0	1100		
TY Imp. from U.S.	169	169	0	0	0	0		
Total Supply	1672	1668	1567	1564	0	1556		
MY Exports	10	10	10	10	0	10		
TY Exports	10	10	10	10	0	10		
Feed and Residual	15	16	15	18	0	20		
FSI Consumption	1200	1200	1150	1100	0	1100		
Total Consumption	1215	1216	1165	1118	0	1120		
Ending Stocks	447	442	392	436	0	426		
Total Distribution	1672	1668	1567	1564	0	1556		
Yield	1.25	1.25	1.3333	1.1	0	1		
						i		
(1000 HA), (1000 MT)	,(MT/HA)	-	*	-	-			

BARLEY

PRODUCTION:

Jordan's production of barley is negligible. Barley's main use is for animal fodder.

CONSUMPTION:

FAS Amman forecasts Jordan's barley consumption in MY 2018/19 at 800,000 metric tons, largely unchanged from the USDA official MY 2017/18 estimate.

Post attributes flat consumption levels to the economic slowdown in the Gulf Cooperation Council (GCC) countries, resulting from the low barrel price of oil. The Gulf Cooperation Council countries, Saudi Arabia in particular, are a key export destination market for Jordan's prized "Awassi" sheep (used both for meat and milk production). We anticipate that Jordan will have exported around 380,000 head of sheep (harmonized tariff code – HS 0104.10) in calendar year (CY) 2017 (January – December), down some 40,000 animals compared to the previous year and off by 220,000 head from CY 2015's numbers. This represents an export loss of roughly \$13 million (unit price equal to \$327/head, 2013)

latest reported figure); Jordanian sheep farmers are downsizing their herds in response. Jordan will continue to import lower priced sheep from Australia, New Zealand, and Romania to meet its domestic needs.

Barley is used mainly as sheep fodder, and to a lesser extent in dairy cattle and poultry feed rations. Post has observed barley use dropping since Jordan implemented in 2012 an animal tagging/ registration system. Currently shepherds receive subsidized barley according to the actual number of tagged animals, which is limited to 10 head of sheep. Jordanian sheep farmers reportedly attempt to circumvent the limitation by splitting up herds among family members.

TRADE:

FAS Amman forecasts Jordan's barley imports in MY 2018/19 to reach 750,000 MT, up 50,000 MT from the USDA official My 2017/18 estimate. The country continues to align its stock levels with consumption. The Black Sea region, primarily Romania remains Jordan's main barley supplier (followed by Russia and Ukraine). Post does not foresee any new imports from the United States in marketing year 2018/19. Jordan has not imported U.S.-origin barley now for over two decades.

The Government of Jordan is the country's main importer of barley, and sets the domestic sell price. The government's price is usually an average of different origins and delivery dates, plus storage and handling costs, minus the subsidized discount, which is usually in the order of \$10-50 per metric ton. To minimize the potential for profiteering, the system contemplates the use of arbitrage when significant price swings occur. Traders have been known to attempt to take advantage of price swings to undercut the government's set price.

STOCKS:

FAS Amman forecasts Jordan's beginning barley stocks in MY 2018/19 at 181,000 metric tons. Post does not anticipate any major changes in the government's policy; inventory levels will remain stable (i.e., maintain at least 10-months of stocks at current consumption levels). We foresee a continued drop in import and consumption numbers as a consequence of lower regional demand for Jordanian sheep exports. Sheep farmers are already scaling back (export) herd production numbers due to the economic slowdown in the importing Gulf Cooperation Council countries. Ending barley stocks in MY 2017/18 are estimated at 181 MMT; while we forecast MY 2018/19 ending stocks at 151 million metric tons.

POLICY:

Only sheep and goat farmers receive subsidized (discounted) barley. The subsidy program excludes cattle and poultry farmers since these subsectors are considered industries. The government's animal tagging/ registration project has established a reliable ruminant animal database, replacing the previous outdated and often questionable animal census.

MARKETING:

The Jordanian Ministry of Industry and Trade is the country's main importer of Barley. The ministry solicits bids through traders that meet stipulated standards. Once foreign barley is purchased by the ministry, it sells this commodity at a subsidized price to herders.

Production, Supply and Demand Data Statistics:

Barley	2016/2017 Jul 2016		2017/20)18	2018/2019 Jul 2018	
Market Begin Year			Jul 201	7		
Jordan	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Harvested	25	25	25	25	0	25
Beginning Stocks	401	401	349	261	0	181
Production	30	30	20	20	0	20
MY Imports	838	750	700	700	0	750
TY Imports	759	750	700	700	0	750
TY Imp. from U.S.	0	0	0	0	0	0
Total Supply	1269	1181	1069	981	0	951
MY Exports	0	0	0	0	0	0
TY Exports	0	0	0	0	0	0
Feed and Residual	920	920	800	800	0	800
FSI Consumption	0	0	0	0	0	0
Total Consumption	920	920	800	800	0	800
Ending Stocks	349	261	269	181	0	151
Total Distribution	1269	1181	1069	981	0	951
Yield	1.2	1.2	0.8	0.8	0	0.8
(1000 HA), (1000 MT)	,(MT/HA)					

CORN

PRODUCTION:

Jordan's corn production is negligible, annual production falls short of 10,000 metric tons. Domestic corn is used almost exclusively for human consumption mainly as corn on the cob.

CONSUMPTION:

FAS Amman forecasts Jordan's corn consumption in MY 2018/19 at about 805,000 MT, down 165,000 MT from the USDA official MY 2017/18 estimate of 970,000 metric tons. The market is recovering from the earlier drop in consumption attributed to the poultry sector's correction in the wake of its overexpansion in CY 2013-14, coupled with persistent low poultry prices induced by oversupply since marketing year 2015/16. The large integrators continue trying to curb production; however, product continues to be sold below production cost.

Sources comment that the poultry sector's expansion has been a mistake. Investment in the sector is valued at \$3-4 billion, making it Jordan's largest agri-business. The increase in the number of producers (especially smaller ones) has led to oversupply and low prices. Egg production has grown 60 percent in the past two years (almost 1 billion eggs are now being produced annually). Industry aims to cut

production by 10-15 percent in the short-term; expecting that the market will normalize by the middle of MY 2018/19 as the smaller producers drop out.

TRADE:

FAS Amman forecasts Jordan's corn imports in MY 2018/19 to drop to 800,000 MT, down by 200,000 MT from the USDA official MY 2017/18 estimate of 1 million metric tons. Imports are forecast to drop in MY 2018/19 in line with the forecasted drop in consumption.

Post has been instrumental in expanding and ensuring market access for U.S. grains, namely corn. U.S. corn exports to Jordan in CY 2017 total \$26.3 million (up 143 percent). Shipments however often contend with poorly coordinated inspection and sampling procedures at the port-of-discharge (Aqaba). Improper sampling methods are responsible for elevating the permissible percentage of broken kernels, resulting in unmerited shipment rejections.

In April 2017, through post's intervention the rejection of two U.S. corn shipments (60,000 MT - \$12 million) were overturned. Post is working with its interlocutors at the Ministries of Agriculture, Trade, and the Jordan Food and Drug Authority to clarify grain inspection standards and unify sampling procedures among the interagency inspection committees at the port-of-discharge to ease imports (see, GAIN – JORDAN (Oct. 5, 2017): Jordan Grain Trade and Business Facilitation – A Grain Standards Workshop).

The Jordan-U.S. Free Trade Agreement no longer provides a tariff advantage for U.S.-origin corn; all corn imports are tariff exempt today. Argentina and Brazil currently supply 90 percent of all imports; the United States comes in third with a market share of about seven percent. Argentine and Brazilian corn exporters ship smaller volumes (i.e., 10,000-15,000 MT range), which often (cash-strapped) Jordanian importers prefer.

FAS Amman nonetheless anticipates that U.S.-origin corn imports will grow, reaching in MY 2018/19 about 200,000 metric tons. Post attributes the recent surge in U.S.-origin corn's imports to more competitive pricing compared to those of South American producers.

STOCKS:

Only nominal amounts of corn are stored on-farm by poultry farmers to meet their monthly needs. FAS Amman observes that in Jordan there is a lack of adequate storage. This dearth of storage is a key reason why traders often prefer to source smaller shipments in the range of 10,000-15,000 metric tons. New silos are however being built at the port of Aqaba (225,000 MT) and just south of Amman (120,000 MT), which will help increase storage capacity.

POLICY:

Jordan does not restrict the corn trade. Specifications for corn are similar to U.S. standards. Issues that have arisen pertain to excessive broken kernels; consignments with breakage above 7.5 percent may face rejections. Corn shipments exceeding the established maximum-residue-limit (MRL) for aflatoxins, which is equivalent to the U.S. standard, are subject to rejection.

MARKETING:

Corn in Jordan is imported and distributed through private sector traders. Corn is usually unloaded directly to trucks that deliver it immediately to dairy and poultry farms.

Production, Supply and Demand Data Statistics:

Corn	2016/2017 Oct 2016		2017/20	018	2018/2019 Oct 2018	
Market Begin Year			Oct 20	17		
Jordan	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Harvested	1	1	1	1	0	1
Beginning Stocks	56	56	36	100	0	85
Production	10	10	10	10	0	10
MY Imports	829	820	1000	800	0	800
TY Imports	829	820	1000	800	0	800
TY Imp. from U.S.	194	194	0	150	0	200
Total Supply	895	886	1046	910	0	895
MY Exports	25	26	25	20	0	20
TY Exports	25	26	25	20	0	20
Feed and Residual	824	750	970	800	0	800
FSI Consumption	10	10	0	5	0	5
Total Consumption	834	760	970	805	0	805
Ending Stocks	36	100	51	85	0	70
Total Distribution	895	886	1046	910	0	895
Yield	10	10	10	10	0	10
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(1000 HA), (1000 MT)	,(MT/HA)		-17		-	

RICE, MILLED

PRODUCTION:

Jordan is one of the world's driest countries. It has one of the lowest levels of per capita water availability (150 cubic meters (m³) per annum). The Syrian crisis has dramatically increased the country's population (which is on track to double by 2047), making meeting water demand even more critical. Shifting precipitation patterns in the region are aggravating the situation where already more than 90 percent of rainfall evaporates or runs off. With groundwater being utilized by some estimates at twice the rate of recharge, and agriculture accounting for half of the water supply's consumption, Jordan is shying away from production of high-water demanding rice.

CONSUMPTION:

FAS Amman forecast Jordan's rice consumption in MY 2018/19 at 200,000 MT, a decrease of 10,000 MT from the USDA official MY 2017/18 estimate of 210,000 metric tons. The decrease is due to tighter economic conditions.

Rice is a staple of the Jordanian diet. Average annual consumption is about 24 kg per person. Camolino rice (medium-grain) is the preferred variety (and constitutes over 50 percent of all imports. Long grain white rice, basmati, and jasmine rice are also imported to a lesser extent.

Rice consumption normally increases during the run up to parliamentary elections; political candidates tend to sponsor large feasts where rice is served to lure electoral support.

TRADE:

FAS Amman forecast Jordan's rice imports in MY 2018/19 at 200,000 MT, down 10,000 MT from the USDA official MY 2017/18 estimate. Imports of U.S. rice at 100,000 MT (off by 10,000 MT), enjoy a 50 percent of market share. Although U.S. rice is slightly more costly, U.S. industry's market development efforts have developed in consumers a preference for U.S. rice.

India, Thailand, and Australia are other rice suppliers. The bulk of Asian-origin rice is lower cost, long-grain white rice. Aromatic and basmati rice (commanding a premium over medium-grain rice) are imported in lesser quantities. Long-grain rice's market share is about 30 percent.

STOCKS:

The rice trade is handled by the private sector. There is no government policy on maintaining strategic stocks for this commodity. FAS Amman finds that only minimal rice stocks exist.

POLICY:

Jordan does not restrict the rice trade. Rice specifications are similar to U.S. standards. The Jordan-U.S. Free Trade Agreement does not provide a tariff advantage; rice imports are exempt.

MARKETING:

Rice in Jordan is imported and distributed through private sector traders. These will package the rice and supply retailers.

Production, Supply and Demand Data Statistics:

Rice, Milled	2016/20)17	2017/20)18	2018/2019		
Market Begin Year	Jan 2017		Jan 201	18	Jan 2019		
Jordan	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post	
Area Harvested	0	0	0	0	0	0	
Beginning Stocks	21	21	23	20	0	20	
Milled Production	0	0	0	0	0	0	
Rough Production	0	0	0	0	0	0	
Milling Rate (.9999)	0	0	0	0	0	0	
MY Imports	210	200	210	200	0	200	
TY Imports	210	0	210	200	0	200	
TY Imp. from U.S.	0	86	0	101	0	100	
Total Supply	231	221	233	220	0	220	
MY Exports	0	1	0	0	0	0	
TY Exports	0	1	0	0	0	0	
Consumption and Residual	208	200	210	200	0	200	
Ending Stocks	23	20	23	20	0	20	
Total Distribution	231	221	233	220	0	220	
Yield (Rough)	0	0	0	0	0	0	
(1000 HA), (1000 MT), (MT/HA)							