

## McKeany-Flavell's Grains 101 Seminar

Our Grains 101 seminar provides comprehensive coverage of the domestic and global grain markets. This seminar is an excellent introduction to the industry. Commodity veterans benefit from this seminar as well, examining market trends and fundamentals and discussing market intelligence with industry experts. Based on participant knowledge and background, we can construct targeted seminars to provide the most beneficial information. Please contact us for more information.

### Grains 101 Seminar:

#### **Corn**

##### World Corn Production

- Global Supply and Demand
- Important Regional Producers in South America, Asia, and Europe

##### U.S. Corn Production

- Current Crop Review
- Weather Impact on Corn Development
- Supply and Demand: Current and Projected
- Influence of Other Crops on Corn Acreage
- Impact of Corn and Soybean Futures on Corn Production

##### Corn Processing

- Dry Milling
  - Process
  - Major End Products and Applications
  - Ethanol, Distillers Grains, and Distillers-Grade Corn Oil
- Wet Milling
  - Process
  - Major End Products and Applications
  - Wet Milling Coproducts: Oil, Gluten Meal, and Gluten Feed

##### Corn Pricing

- Price History
- Coproduct Credits and Net Corn Cost
- Corn Tolling and Toll Calculation
- Pricing Trends

#### **Soybeans**

##### World Soybean Production

- Global Supply and Demand
- Important Regional Producers in South America and Asia

##### U.S. Soybean Production and the Soy Complex

- Current Crop Review
- Weather Impact on Soybean Development
- Supply and Demand: Current and Projected
- Influence of Other Crops on Soybean Acreage
- Impact of Corn and Soybean Futures on Soybean Production

##### Soybean Processing

- Soybean Crush
  - Crush Process and U.S. Facilities
  - Major Products and Applications
- Soybean Oil
  - Refining Process
  - Major Products and Applications
  - Competing Products
  - Influence on Other Edible Oil Markets

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Biodiesel

Production Process

Major Products and Applications

Protein Products

Production Process

Major Products and Applications

Soy Complex Pricing

Soybean Pricing History

Crush Margin

Pricing Factors: Competing Edible Oils, Energy

**U.S. Wheat Market**

Types of Wheat and Applications

U.S. Wheat Production Regions

World Wheat Production and Consumption

Important Regional Producers: Canada, Australia,  
Russia, Argentina

U.S. Supply and Demand (by Wheat Class)

Current Crop Review (by Class)

Weather Impact on Wheat Development

Influence of Other Crops on wheat Acreage

Outlook for Upcoming Crops

Wheat Processing

Flow of Wheat

Dry Milling

Wet Milling

Wheat Pricing

CBOT, KBOT, and Minneapolis Grain Exchange

Basis and Protein Content

Formula Pricing

Pricing Factors: Corn-Wheat Ratio, Global Economic  
Strength