

Sector: **Sweeteners**

## Sweeteners 101

Our Sweeteners 101 seminar provides comprehensive coverage of the North American sweeteners market, including how Mexican sugar is impacting U.S. sugar producers and consumers. 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.



### **The U.S. Sugar Industry: Cane and Beet Sugar**

#### Supplier Profiles

- Supplier Capacities: Current and Projected
- Supplier Sales and Market Share: Current and Projected

#### Impact of Government Sugar Programs

#### U.S. Sugar Production: Current and Projected

- Regional Beet Sugar Breakdown
- Regional Cane Sugar Breakdown

#### Sugar Refining Operations

#### U.S. Sugar Consumption: Current and Trends

- Regional Sugar Deliveries
- Consumer Attitudes toward Sugar
- Sugar vs. High Fructose Corn Syrup: Substitution Trend

#### Sugar Pricing

- Refined vs. Raw
- Price Histories
- Impact of Stocks-to-Use



### **The Mexican Sugar Industry**

#### Grupo (Supplier) Profiles and Mills

#### Impact of the Sugar Industry in Mexico

#### Mexican Sugar Production: Current and Projected

#### Sugar Refining in Mexico

- Types of Refined Sugar
- Differences between U.S. and Mexican Sugar

#### Mexican Sugar Consumption

#### HFCS in Mexico

#### Sugar Exports to the U.S.

- IMMEX
- Export Quota

#### U.S. vs. Mexican Sugar Pricing



### **World Sugar Outlook**

#### Global Supply and Demand

- Historical Production
- Historical Surplus/Deficit Production

#### Production Leaders

#### Major Exports

#### Major Consumers

#### Impact of Currency Exchange Rates

#### #11 (World) Market Pricing

- #11 Pricing History
- Speculative Influence on the #11 Market
- #11 vs. #16 (Domestic) Pricing



### **The Corn Sweetener Industry**

#### World Corn Production

#### U.S. Corn Production

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

*(continued)*



Sector: **Sweeteners**

## Sweeteners 101, continued

### Net Corn Cost

- Corn Coproducts: Oil, Gluten Meal, Gluten Feed
- Projected Corn Price, Coproduct Credit, and Net Corn Cost

### North American Corn Wet Milling Industry

- Grind Diversification
- Usage by Product Line
  - Corn Syrup Demand, Capacity, and Utilization
  - Supplier Capacity and Market Share
- High Fructose Corn Syrup (HFCS)
  - HFCS Usage Trends
  - HFCS Negotiations
  - North American HFCS Demand: Current and Projected
  - HFCS Supplier Capacity and Market Share

### Corn Sweetener Pricing

- Price History
- Corn Tolling and Toll Calculation
- Pricing Trends



### The U.S. Ethanol Industry

- Current Ethanol Production
- Corn Use: Dry Milling vs. Wet Milling
- Ethanol Capacity vs. Corn Utilization
- Impact of the Biofuels Mandate
- Impact of the Current Economic Situation
- U.S. Ethanol Demand Scenarios
  - Ethanol Demand vs. Gasoline Demand
  - Crude Oil Production vs. Imports
  - Crude Oil, Gasoline, and Ethanol Price Forecast
- Ethanol Plant Operations
- Ethanol Input Cost Comparison
- HFCS vs. Ethanol Profitability