



Sweetener 101

Seminar Overview

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

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

© 2023 McKeany-Flavell Company, Inc. All rights reserved. For internal distribution only.

Seminar Overview Continued

The 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

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

© 2023 McKeany-Flavell Company, Inc. All rights reserved. For internal distribution only.