

Tailor-made training session: Oilseeds and Grain value chains

Duration: ½ day

Audience: practitioners in the sector

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Cereals and oil seeds belong to the most important commodities in agriculture. These two sessions deal with the primary production of cereals and oil seeds in the Netherlands and world-wide, the use of these products for different purposes and the trade in these products. Two focus points are selected: sustainability and market outlooks. The sustainability aspects are thoroughly illustrated on the value chain of cereals. Market outlooks are illustrated for both, cereals grain (soft wheat, corn, barley) and oil seeds (rapeseed, sunflower seed).

Session 1: Grain value chain and Sustainability issues

- o Value chain grain in the NL : value chain structure and market
- o Grain producers in the NL: farm performance statistics of different types of grain producing farms in the NL, productivity, cost-price ratios.
- o Arable farming statistics and hands-on illustration
- o Grain processors in the NL: statistics and market shares
- o Prices: primary production, grains of different classes, prices of end products and price elasticities.
- o Sustainability aspects along the value chain: biological grain production and biological bread and its market
- o Certification and quality issues
- o International developments: primary production, markets and trade, climate change aspects (experiences from various countries)

Session 2: Oil seeds value chain and Market Intelligence

- o Oilseeds: properties, production, consumption and international trade (examples of rapeseed, sunflower seed, Soya beans, Sesame seeds, Groundnuts, Palm oil)
- o Trade statistics: Source(s) and hands-on illustration
- o Market Intelligence: scenarios of market developments (price, production, consumption)
- o Climate change and possible effects on yields and value chain
- o Market Intelligence: market outlooks and the use of modelling tools at WUR
- o Market Intelligence: taking into account climate change scenarios in forecasting the grain and oil seed prices, production, consumption and trade in Europe (incl. Ukraine and Kazakhstan). Forecasts for grain (soft wheat, corn, barley) and oil seeds (rapeseed, sunflower seed, soybeans) in EU Members States, year 2025.
- o Global Detector: Market Intelligence tool for investment opportunities, an illustration.

Lecturers are senior researchers with Wageningen Economic Research (Part of Wageningen University & Research) in the field of entrepreneurship, sustainable arable farming. The lecturers have worked on a large number of projects on different issues in arable farming, like sustainability (fertilisation, crop protection, nature protection, organic farming, climate change), perspectives of the sector and specifically of different crops and products, competitiveness between crops under changing EU policy conditions, farm size and income and structural developments, benchmarking and strategic management.