



U.S.-UKRAINE TRADE AND INVESTMENT FORUM AGRICULTURAL MACHINERY AND GRAIN & OILSEED PROCESSING TECHNOLOGY

Minnesota Trade Office in partnership with North Dakota Trade Office

Monday - Wednesday, May 15 - 17, 2017

FORUM AGENDA (Updated - 05-05-2017)

Monday, - May 15, 2017

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| 8:00-8:30 a.m. | Forum Registration and Continental Breakfast at the Dorsey-Whitney LLP
<i>Continental breakfast provided</i>
50 South 6 th Street, Suite 1500, Minneapolis, MN 55402 |
| 8-30-9:00 a.m. | <u>Opening Remarks:</u> <ol style="list-style-type: none"> 1. Chris Bercaw, Partner, Welcome on behalf of Dorsey-Whitney LLP 2. Dr. Nikolay Megits, Regional Trade Manager, MTO 3. Gabrielle Gerbaud, Executive Director, MTO and Chief Protocol Officer for the State of Minnesota 4. Valeriy Chaly, Ambassador of Ukraine to the USA |
| 9-00-10:10 a.m. | <u>Panel 1: Trade and Investment Opportunities in Ukrainian Agro Sector</u> <ol style="list-style-type: none"> 1. Ed Dieter, Deputy Director of the Minnesota Trade Office – <i>Panel Moderator</i> 2. Morgan Williams, President, U.S. – Ukraine Business Council, Washington, DC
Topic: <i>Ukraine's Land Reform Will Increase Trade and Investment Opportunities.</i> 3. Philip de Leon, Director of Public Affairs and International Development, AGCO.
Topic: <i>U.S. companies and Ukraine: partnering to achieve Food Security.</i> 4. Howard Dahl, Amity Technology, President and CEO.
Topic: <i>My 25 year adventure in Ukraine.</i> 5. Van Yeutter, Cargill, VP of Corporate Affairs.
Topic: <i>Cargill's experience of doing business in Ukraine.</i> |
| 10-10-10:30 a.m. | Coffee Break & Networking |
| 10-30-11:40 a.m. | <u>Panel 2: Financing Options of Investment and Trade with Ukraine</u> <ol style="list-style-type: none"> 1. Curtis L. Hanson, Principal, Trade Acceptance Group – <i>Panel Moderator</i> 2. Bob Pelka, Past V.P of Wells Fargo Bank. Topic: <i>Can past export/trade success between US manufacturers and Ukrainian buyer be repeated?</i> 3. Tracey Webb, Head of the Insurance and Financing Division, OPIC
Topic: <i>Supporting U.S. Private Business Investment in Ukraine</i> |
| 11:40-12:00 p.m. | Networking |
| 12:00-1:00 p.m. | Travel and Box-lunch on a bus |
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- 1:00-2:30 p.m. **Visit to [Crown Iron Works](#)** Minneapolis, MN
Bill Antilla. General Manager
Crown Iron Works provides complete design and supply services for oilseed and vegetable oil processing worldwide, specifically soybean, canola, rapeseed, and sunflower seed processing and refining. Crown specializes in preparation, extraction, refining, biodiesel, and oleo chemical technology. Crown has worked to develop advanced processing technology to improve their customer's bottom line. Crown is recognized as the global leader in oilseeds processing plants and equipment with plants in operation throughout the world. Since 1996 Europa Crown have successfully implemented 15 Oilseed Extraction Plants, and 40+ projects encompassing all our services all across Ukraine. The plant sizes range between 100 TPD up to 2400 tons per day. Crown currently has a representative office in Kyiv, Ukraine.
- 2:30-3:00 p.m. **Travel time**
- 3:00-4:30 p.m. **Visit to [Carter Day](#)** Minneapolis, MN
Matthew Ernst, President and CEO
Carter Day manufactures processing equipment which has the efficiency and capacity for virtually any application involving cereal grains and other free flowing granular materials. Applications include processing grains such as rice, barley, millet, and wheat. Our specialty is the cleaning and grading of free flowing granular materials. Our 100 years of application experience means we understand and can help agribusiness leaders meet their processing goals.
- 4:30 p.m. **Return to hotel. Dinner sponsored by the International Feed Co.**

Tuesday, - May 16, 2017

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- 6:30-10:00 a.m. **Travel on coach-bus to Fargo, ND**
- 10:00-12:00 p.m. **Visit [RDO Equipment](#)**, Moorhead, MN
Mark Kreps, VP of Sales, Ag Division
RDO Equipment Co. is the largest John Deere dealer in North America with more than 75 locations in the United States. In addition, RDO Equipment Co. has a large international footprint, with 11 locations in Russia; 4 in Ukraine, and 14 in Australia. RDO Equipment Co. specializes in agricultural and construction equipment, providing total solutions for farming operations, irrigation systems, and GPS technologies. We offer a large selection of new and used equipment to fit your needs.
- 12:00-1:30 p.m. **Lunch provided**
- 1:30-3:30 p.m. **Travel time and Visit [Amity Technology](#)**, Fargo, ND
Howard Dahl, President and CEO
Amity Technology is world leading agriculture equipment manufacturer that specializes in sugar beet harvesters, defoliators and carts. It is also a 50/50 partner with AGCO Corporation in the AGCO-Amity, JV in Wahpeton, ND. This company manufactures a full line of air seeding equipment, planters and tillage units under the Wil-Rich and Wishek brands. Exporting since 1996, our export markets include Russia, Ukraine, Kazakhstan, Egypt, Tanzania, China, Romania, and Belarus just to name a few.
- 4:00-6:00 p.m. **Return to hotel and dinner at Fargo, ND**
Social Reception and Networking hosted by [North Dakota Trade Office](#)
Dean Gorder, Executive Director
- Guests will include Personnel from Four Main Visits (RDO, Amity, Brandt, Titan)
 - Will also include personnel from approximately 15 additional companies in the following businesses/enterprises
 - Agriculture Equipment
 - Agriculture Buildings
 - Grain Storage and Handling
 - Seed Suppliers

Wednesday, - May 17, 2017

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- 8:00-10:00 a.m. **Travel time and Visit [Titan Machinery](#), Fargo, ND**
David Meyer, President and CEO
Peter Christianson, International Operations Manager
Titan Machinery is an industry-leading network of full-service Ag and construction dealerships. Our solution to inventory management is the Titan Outlet Store which offers a wide variety of used machinery at wholesale prices, with a 100% Money Back Guarantee*. We also have experience in exporting equipment and can help find financing solutions. Visit titanmachinery.com or titanoutletstore.com and call us for all your equipment needs. *Some Restrictions Apply
- 10:00-12:00 p.m. **Travel time and Visit [Brandt Holdings Company](#), Fargo, ND**
Ace A. Brandt President and Chairman of the Board
Stacy Anthony, International Sales Manager
Brandt Holdings Company represents 31 locations and of those, 25 of them are John Deere dealerships in which we export into 18 countries. The growth of our company has enabled us to adopt a “global mindset” about agriculture, and for this reason we began distribution of second hand machines in 2006 to other growing export markets. Our goal is to listen to you and your needs, either as an importer or as a producer. Please visit with us for all your equipment needs, we are ready to serve you.
- 12:00-1:30 p.m. **Lunch provided**
- 1:30-3:00 p.m. **Travel time and Visit [FAST](#), Glenwood, MN**
Dane Anderson, Owner, President, and CEO
Clay Roll, Ag Business Unit Director
FAST, a leader in manufacturing, specializes in Agriculture equipment, GSE (airline) equipment, and Conveyor (parcel moving) equipment. Our diverse capability, and large capacity, allows us to grow by developing new technical innovations for customers worldwide, including the world’s largest agricultural equipment manufacturers and farmers, as well as UPS, FedEx, and Delta, United, and American Airlines. The agriculture division represents farmers and engineers committed to producing high quality sprayer and liquid fertilizer equipment that is both practical and productive. With agricultural business relationships in Australia, Canada, Czech Republic, Mongolia, Kazakhstan, South Africa, and Ukraine, we have the experience and knowledge to help you increase the bottom line of your farming operation. For example, FAST recently released the largest in the world 120 foot/36 meter wide liquid nitrogen fertilizer applicator, which is currently running in Ukraine to increase the yield, and profitability, of corn, wheat, canola, and sunflowers.
- 3:00-6:00 p.m. **Travel back to Minneapolis hotel. Dinner on your own.**