



German American
Chambers of Commerce
Deutsch-Amerikanische
Handelskammern



Transatlantic
Cluster Initiative

Transatlantic Cluster Initiative

Virtual Delegation to Germany **Agricultural Machinery**

February 8-12, 2021

Lower Saxony & Saxony

Supported by



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Transatlantic Cluster Initiative



The Transatlantic Cluster Initiative brings together leading German and US industry clusters to promote knowledge exchange through content-driven encounters. The program is organized by the German American Chamber of Commerce of the Midwest (GACC Midwest) and is financially supported by the German Federal Ministry for Economic Affairs and Energy through the European Recovery Program (ERP; also known as the Marshall Plan).

The core program of the Transatlantic Cluster Initiative connects German and American cluster organizations through targeted roadshow series in the US and delegation trips to Germany. The program establishes an exchange for best-practices focused on internationalization, cluster policy, technology development and transfer, and much more.

Virtual Delegation to Germany on Agricultural Machinery

As part of the Transatlantic Cluster Initiative, the Virtual Delegation to Germany on the topic of Agricultural Machinery takes place February 8-12, 2021. The program consists of virtual conferences and online discussion roundtables with experts from German agricultural companies and research institutions.

Key Topics of Discussion are:

- Smart farming / robotics / precision ag / 5G / network coverage
- Global change / changing cultivation strategies / renewable energies
- Ag start-ups / research institutes / universities



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Our US Participants

Taylor Bolam

International Business Associate

[Nebraska Department of Economic Development](#)

Taylor Bolam is an International Business Associate with the Nebraska Department of Economic Development (DED). He assists Nebraska companies with new market entry and making connections to international partners for future collaboration while also working to attract international companies to the state.

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Alexander Conrad

Managing Director

[Conrad Agrar Consulting](#)

Alexander Conrad is an experienced agricultural engineer as well as a mechanic by trade and the founder of ConradAgrarConsulting, LLC, an agricultural engineering & consulting business based in the San Francisco Bay Area of California. CAC provides engineering services to international agricultural equipment manufacturers and developers of precision farming applications throughout the major steps of their product development process from Business Analysis to Commercialization with a heavy focus on Validation and Field Testing.

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Daniel Duncan

Executive Director

University of Nebraska-Lincoln: Nebraska Innovation Campus

Daniel J. Duncan is the executive director of Nebraska Innovation Campus. Dan began his tenure with the University of Nebraska–Lincoln in 1987 and has worked in numerous roles including director of the University of Nebraska Agricultural Research and Development Center, assistant director of the Nebraska Agricultural Experiment Station, and assistant dean and director of the University of Nebraska-Lincoln Agricultural Research Division. In 2011, he moved into his current position as executive director of the Nebraska Innovation Campus Development Corporation. Dan is the current past president of the Association of University Research Parks (AURP) and the Nebraska Diplomats. Dan oversees building design and development, recruiting research and innovation partners to locate at the campus and developing business accelerators and other support functions for startup companies.

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Dr. Theo Freye

Executive Director

Germany Representative Office of the State of Nebraska

Dr. Theo Freye was the Speaker of the Executive Board (CEO) of CLAAS KGaA GmbH, a major manufacturer of agriculture machinery with worldwide presence. Since March 2020, he is heading the Germany Representative Office of the State of Nebraska.

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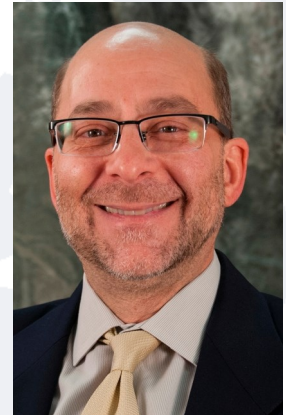
Mark Laurenzo

Manager, Business Development

Iowa Economic Development Authority

Mark Laurenzo is a Manager of Business Development, contributing to the implementation of IEDA's statewide strategic plan by focusing on building relationships with the industry clusters of industrial biotechnology, renewable chemicals, and life sciences, including foreign direct investment (FDI). He works directly with international executive decision makers to provide assistance with facility site selection, supply chain development, project financing, and technology development. Laurenzo serves on the Board of the Iowa Biotechnology Association. Laurenzo has worked for IEDA for twenty years and has over thirty years of strategic marketing research, sales, economic development, and manufacturing management experience with government, university, and industry. Laurenzo holds a Bachelor of Science in Biology from Iowa State University and the Master of Business Administration from the University of Iowa.

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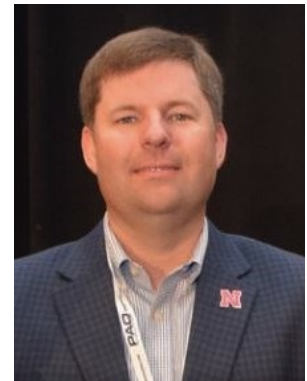
Dr. Joe Luck

Associate Professor

University of Nebraska-Lincoln

Dr. Joe Luck joined the Department of Biological Systems Engineering at UNL in April, 2012 and currently serves as Associate Professor and Extension Specialist for Precision Agriculture. His responsibilities include developing extension and research programs regarding the application of precision agriculture technologies in crop production as well as teaching in this focus area. His current research and extension efforts are focused on demonstrating agricultural data management strategies and technology applications for improving crop production efficiency. He works closely with interdisciplinary teams to evaluate technologies including crop canopy sensors for nitrogen application, advanced pesticide application systems, and multi-hybrid planters. Joe was raised on a family farm in western Kentucky that produced corn and soybeans and operated a small cattle operation.

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Casey Niemann

President

[AgriSync](#)

Casey Niemann founded AgriSync in 2014. AgriSync is a software as a service provider focused on business to business support and service enablement in the agriculture sector. Prior to founding AgriSync, Niemann spent 14 years at Microsoft and worked at Syngenta prior to that. He grew up on a farm and received an agriculture degree from Kansas State University and an Executive MBA from the University of Iowa.

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Gustavo Oberto

President, Global Agricultural Irrigation

[Lindsay Corporation](#)

Gustavo E. Oberto is the President of Global Irrigation at Lindsay Corporation. Mr. Oberto joined the Company in September 2019 as President of Elecsys International, LLC, the IoT technology business unit of Lindsay and held that position until August 2020. Prior to joining the Company, Mr. Oberto served as Managing Director of Global Sales & Markets for Conductix-Wampfler Group, a division of Delachaux S.A. During his 20-year career at Conductix-Wampfler, Mr. Oberto held a series of leadership positions in international business development. Prior to joining Conductix-Wampfler, Mr. Oberto worked for as Liaison to Fmr. Nebraska Governor Ben Nelson where he advised Midwestern companies on how to penetrate the Latin America Ag market. Mr. Oberto is currently a member of the U.S. Commercial Service District Export Council.

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Michael Ott

CEO

Rantizo

Michael Ott is the founder and CEO of Rantizo, an agtech company based in Iowa City and the first company legally using drones to spray for agriculture in multiple states. The Rantizo platform delivers ag inputs precisely where they are needed using autonomous drones. Before Rantizo, Ott worked in corporate venture capital backed by Monsanto, Novozymes and Bunge and invented a patented technology that delivers tiny amounts of nitrogen on a rice seed as it grows. Ott has a Master's degree in Chemistry from the University of Iowa and nearly two decades of experience in finance. He is an author on five patent applications and has raised over \$150 million in investment over the course of his career. He resides in Iowa City with his wife Anne, two sons Ryan and Quincy, and daughter Rosalie.

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Amos Petersen

CEO

FarrPro, Inc.

Amos Petersen is a serial entrepreneur and economics-minded inventor. FarrPro was founded in 2017 to increase pork industry revenue by improving the environments and welfare of the animals we grow. Since our first product, the Haven, was launched in 2019, we have proven the value of controlled microclimates for piglets, reducing mortality by over 20%. Since the launch of the Haven, we have begun to build a brand around our mission: a unified production system that changes the way the world grows pork by automating the process, recovering benefits to animal welfare and supply chain transparency and making it easy to raise animals sustainably while improving animal welfare. Through a combination of advancements in environmental control, monitoring, machine vision, edge computing, analytics and network infrastructure, FarrPro is changing the way the world grows pork.

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Stephen Ringlee

Co-Founder, Director

[N-Sense, Inc.](#)

Stephen Ringlee CPA is managing director of Centesimus Capital and has played a major role in ten startup technology firms. He lives and works in Ames, IA and Boston, MA. He is co-founder of N-Sense Inc, a soil sensing firm developed out of the Agronomy Department at Iowa State and is a board member of three companies and two non-profits. He graduated from UC Berkeley in engineering, from Dartmouth's Tuck School with an MBA in finance, and from Bentley University with an MS in Taxation.

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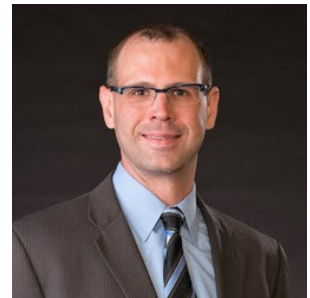
Steve Tippery

President & CEO

[RealmFive, Inc.](#)

Steve Tippery is President & CEO at RealmFive. Steve grew up on a crop & livestock farm in Northeast Nebraska and has spent 20 years in the agricultural technology industry. He has held a number of engineering roles with multi-national agricultural equipment companies including Caterpillar, CLAAS, and AGCO. Between 1999 – 2002, Steve served a 3-year expatriate assignment in Germany with Caterpillar CLAAS America. Steve's education highlights include a BS in Agricultural Engineering from the University of Nebraska-Lincoln, an MBA from the University of Nebraska at Omaha, and a fellowship with the Nebraska LEAD Program (Class XXVIII).

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Brian Tulley

Managing Partner

Low Mu Tech

Brian Tulley has many years of experience in agricultural equipment and crop input sales. He is currently selling his patented 100% soybean replacement for talc and graphite in planters, seeders, and drills. Brian and his team have agronomic experience and industry experience in several planting technologies.

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About GACC Midwest



German American
Chambers of Commerce
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The [German American Chamber of Commerce® of the Midwest](#) (GACC Midwest), headquartered in Chicago with a branch office in Detroit, was founded in 1963. GACC Midwest is an integral part of the German Chamber Network (AHKs) with 140 offices in 92 countries around the globe. Our continuing mission is to promote German-American business relations and to support trade and investment between Germany and

the United States, especially the Midwest. Our organization combines elements of a trade commission, a [membership](#) association, and professional [consulting services for market entry](#), [apprenticeships in the US](#), and more. With this unique concept in international trade promotion, GACC Midwest's territory covers 14 US states: the 13 states of the Midwest (Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin) and Colorado, comprising together approximately one quarter of the nation's geographical area, its population, and its GDP. Main industries include advanced manufacturing in the US, automotive, medtech, agriculture and food processing.



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