



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



Federal Ministry  
for Economic Affairs  
and Energy



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## About the Transatlantic Cluster Initiative

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The Transatlantic Cluster Initiative brings together leading German and US industry clusters to promote knowledge exchange through content – driven encounters. The Initiative is organized by the German American Chamber of Commerce of the Midwest, Inc. (GACC Midwest) and is supported by the German Federal Ministry for Economic Affairs and Energy (BMWi) through the European Recovery Program (ERP).

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

Now entering its fourth year, the Transatlantic Cluster Initiative focuses its newest program on Agricultural Machinery – a topic with high relevance for the future, as population growth worldwide requires more efficient and sustainable ways of using land for growing food. The Agricultural Machinery Delegation to Germany will take place from February 8 -12, 2021 and will take its US participants virtually to Lower Saxony and Saxony. The virtual events will provide attendees with the chance to connect with Agriculture stakeholders from Germany and the US discussing:

- ⇒ Newest Developments in this Field
- ⇒ Research and Innovation Projects
- ⇒ Resource Efficiency and Sustainability
- ⇒ International Collaboration Opportunities

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## About GACC Midwest

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German American  
Chambers of Commerce  
Deutsch-Amerikanische  
Handelskammern

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. For more information, visit [www.gaccmidwest.org](http://www.gaccmidwest.org).

In addition to our offices in Chicago and Detroit, GACC Midwest is represented in several key states by four local Chapters: Colorado (CO), Michigan (MI), Minnesota (MN), and Wisconsin (WI).

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## Contacts

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### GACC Midwest

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Consultant  
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E-Mail: [gradowski@gaccmidwest.org](mailto:gradowski@gaccmidwest.org)

### GACC Midwest

Catharina Salzmann  
Consulting Services  
Tel.: +1 (312) 585-8009  
E-Mail: [salzmann@gaccmidwest.org](mailto:salzmann@gaccmidwest.org)

## Program Agenda

Thursday, February 4		Meet & Greet and Intercultural Training
Time	Platform	Event

### Meet & Greet and Intercultural Training

10:30am - 12:00pm CST  17:30 - 19:00 Uhr MEZ	MS Teams	10:30am <b>Welcoming Remarks and Overview Program Week</b> Jasmin Gradowski, Consultant <a href="#">German American Chamber of Commerce of the Midwest</a>
		10:40am <b>Ice Breaker / Meet &amp; Greet</b>
		11:00am <b>Intercultural Training</b> Jessica Ferkllass, Deputy Director, Consulting & Corporate Development Services <a href="#">German American Chamber of Commerce of the Midwest</a>
		11:45am <b>Q&amp;A</b>

Monday, February 8		Welcome & Smart Farming
Time	Platform	Event

### Kick-Off and Briefing

8:30am - 10:15am CST  15:30 - 17:15 Uhr MEZ	MS Teams	08:30am <b>Welcoming Remarks – GACC / Transatlantic Cluster Initiative</b> Mark Tomkins, President & CEO <a href="#">German American Chamber of Commerce of the Midwest</a>
		08:40am <b>Welcoming Remarks – U.S. Commercial Service</b> John Fay, Deputy Senior Commercial Officer <a href="#">U.S. Commercial Service</a>
		Bettina Capurro, Head of the Commercial Section, International Trade Administration <a href="#">U.S. Commercial Service</a>
		08:50am <b>Introductions and Pitches of US Delegates</b>
		<ul style="list-style-type: none"> <li>Taylor Bolam, International Business Associate <a href="#">Nebraska Department of Economic Development</a></li> </ul>






- Alexander Conrad, Managing Director  
[Conrad Agrar Consulting](#) 
- Daniel Duncan, Executive Director  
[Nebraska Innovation Campus](#) 
- Dr. Theo Freye, Executive Director  
[Germany Representative Office of the State of Nebraska](#) 
- Mark Laurenzo, Manager, Business Development  
[Iowa Economic Development Authority](#) 
- Dr. Joe Luck, Associate Professor  
[University of Nebraska-Lincoln](#) 
- Casey Niemann, President  
[AgriSync](#) 
- Gustavo Oberto, President, Global Agricultural Irrigation  
[Lindsay Corporation](#) 
- Michael Ott, CEO  
[Rantizo](#) 
- Amos Petersen, CEO  
[FarrPro, Inc.](#) 
- Stephen Ringlee, Co-Founder, Director  
[N-Sense, Inc.](#) 
- Steve Tippery, President & CEO  
[RealmFive, Inc.](#) 
- Brian Tulley, Managing Partner  
[Low Mu Tech](#) 

### Introduction to German Program Partners & Regions in Germany

- 09:40am **Saxony (Sachsen) - Technology Region for Future Ag Technology**  
 Dr. Uwe Lienig, Senior Sector Manager Mechanical and Plant Engineering,  
 Dept.: Strategy, Sectors, Marketing  
[Saxony Economic Development Corporation \(WFS\)](#) 
- 09:55am **Lower Saxony (Niedersachsen) - Deep-rooted Agribusiness**  
 Dr. Andreas Eckstein, USA Representative of the  
 German Federal State of Niedersachsen  
[Invest in Niedersachsen](#) 
- Robert Everwand, Cluster Manager  
[Agrotech Valley](#) 

10:10am **Q&A**

10:15am - 10:30am CST		Break	
17:15 - 17:30 Uhr MEZ			
<b>Smart Farming, Network Coverage &amp; 5G</b>			
		10:30am	<b>Differentiation Network Coverage &amp; 5G</b> Dirk Stachorra, Senior Systems Architect <a href="#">Technical University Dresden</a> <a href="#">Vodafone Chair Mobile Communications Systems</a>
			
10:30am - 11:45am CST	MS Teams	10:45am	<b>Agrirouter - Enable Data Exchange Along the Agricultural Value Chain!</b> Dr. Jens Möller, Managing Director <a href="#">DKE Data GmbH - agrirouter</a>
17:30 - 18:45 Uhr MEZ			
		11:00am	<b>Discussion Roundtable</b> Moderated by Dr. Henning Müller, Authorized Officer, Technical Manager <a href="#">Kotte Landtechnik</a>
			

**Tuesday, February 9      Climate Change, Renewable Energies, Impact on Ag**

Time	Platform	Event	
<b>Transatlantic Conference: “Sustainable Energy for a Sustainable Agriculture”</b>			
		09:00am	<b>Welcoming Remarks – GACC / Transatlantic Cluster Initiative</b> Mark Tomkins, President & CEO <a href="#">German American Chamber of Commerce of the Midwest</a>
9:00am - 10:30am CST	GoToWebinar	09:10am	<b>Topic Kick-off: Use of Renewables in Agriculture</b> Roland Hentschel, Chairman <a href="#">OLEC – Energy Cluster Oldenburg</a>
16:00 - 17:30 Uhr MEZ			
		09:30am	<b>Renewable Fuels</b> Jan tenBensel, Chairman <a href="#">Nebraska Ethanol Board</a>
			
		09:50am	<b>The Way to H2 Infrastructure in Farming</b> Prof. Dr. Hans-Jürgen Pfisterer, Electric Drives <a href="#">University of Applied Science Osnabrück</a>
			
		10:10am	<b>Guest Speaker Germany</b>
			

10:25am **Closing Remarks**

10:30am - 10:45am CST

Break

17:30 - 17:45 Uhr MEZ

**Roundtable**

10:45am **Summary & Takeaway Virtual Conference**

10:45am - 11:45am CST

MS Teams

11:00am **Use of Fuel Cell Technology in Agriculture**

Dr. Gert Schlegel

[Hzwo e.V. \(NPO\)](#)



17:45 - 18:45 Uhr MEZ

11:15am **Discussion Roundtable**

**Wednesday, February 10**

**Research, University, Industry & Startups**

**Time**

**Platform**

**Event**

**Roundtable**

08:30am **Presentation Dresden University of Technology**

Prof. Dr.-Ing. Thomas Herlitzius,

Director Institute of Natural Materials Technology, [TU Dresden](#)

Board & Representative, [Agronym e.V.](#)



08:50am **Field Robotics at the University of Applied Sciences Osnabrück**

Andreas Linz, Faculty of Engineering and Computer Science

[University of Applied Science Osnabrück](#)



HOCHSCHULE OSNABRÜCK  
UNIVERSITY OF APPLIED SCIENCES

8:30am - 10:15am CST

MS Teams

09:20am **“Feldschwarm” – Cobots for Agriculture – Intelligent Surrounding Recognition and Monitoring**

Markus Robert, Project Manager Architecture & Fusion

[IAV GmbH](#)



15:30 - 17:15 Uhr MEZ

09:40m **Fraunhofer Lighthouse Project “Cognitive Agriculture (COGNAC): A Digital Ecosystem for Smart Farming”**

Bernd Rauch, Project Manager

[Fraunhofer Institute for Experimental Software Engineering \(IESE\)](#)



10:05am **Q&A**

10:15am - 10:30am CST

Break

17:15 - 17:30 Uhr MEZ

### Ag Startup Session

10:30am **Kick-off / Intro**

Moderated by Dr. Benjamin Kowalski, Manager Farm, Food & Bioeconomy  
[Innovationszentrum Niedersachsen](#)

10:40am **Elevator Pitches (Startups from Germany)**

- **Fenntec**  
Manuel Ufheil, CEO  
Website: <http://www.fenntec.de/>



- **KleuTec**  
Hubertus Kleuter, CEO  
Website: <https://www.kleutec.com/>



- **triLitec**  
Benjamin Littau, CEO  
Website: <https://trilitec.de/>



#### Q&A

10:30am - 12:00pm CST

- **AGVOLUTION**  
Andreas Heckmann, CEO  
Website: <https://agvolution.com/en/>



17:30 - 19:00 Uhr MEZ

- **SAM Dimension**  
Dr. Robin Mink, Co-Founder & Co-Managing Director  
Website: <https://www.sam-dimension.com/>



- **Smart Cloud Farming**  
Suvrajit Saha, Co-Founder  
Website: <https://smartcloudfarming.com/>



- **CROPT**  
Oskar Marko, Co-Founder & CEO  
Website: <https://www.cropt.ag/>



#### Q&A

- **Kluge GmbH – SpreuStroh – “Innovation-Compact-Harvest | New Perspectives with Chaff and Straw”**  
Dr. Peter Kögler, Project Manager



- **Coldsense technologies**  
Stephan Bansmer, Founder & CEO  
Website: <https://www.cold-sense.com/>



- **PIKobytes GmbH – "Data-Driven Software and Consulting"**

Jacob Mendt, CEO

Website: <https://www.pikobytes.de/>



- **Kronos**

Tim Bögel, Project Lead

Website: <https://www.kronos-dresden.de/>



Q&A

11:55am **Closing Remarks**

## Thursday, February 11 EuroTier/EnergyDecentral digital

Time	Platform	Event
<b>Roundtable in Private Virtual Event Room with DLG Experts</b>		
9:00am - 10:00m CST 16:00 - 17:00 Uhr MEZ	EuroTier/ EnergyDecentral digital	<p>Klaus Erdle, International DLG Crop Production Center <a href="#">DLG (German Agricultural Society)</a></p> <p>Florian Schiller, International DLG Crop Production Center <a href="#">DLG (German Agricultural Society)</a></p> <p>Moderated by Sandra Willer, Trade Fairs &amp; Exhibitions Area Manager Northern Europe, North and Latin America <a href="#">DLG (German Agricultural Society)</a></p>
10:00am - 10:30am CST 17:00 - 17:30 Uhr MEZ		Break
10:30am - 11:00am CST 17:30 - 18:00 Uhr MEZ	EuroTier/ EnergyDecentral digital	<b>Individual B2B Meetings</b>
11:00am - 11:30am CST 18:00 - 18:30 Uhr MEZ	EuroTier/ EnergyDecentral digital	<p><u>DLG Studio Programme:</u> <b>“Porphyrio® – How to get real value out of digital farming, Big Data &amp; AI”</b></p> <p>Event description: “As digitalization of poultry business is accelerating, the need for a sound digital strategy in every poultry producing company is getting a bottle neck. There are many elements which need thorough thinking before stepping into the digital journey, otherwise companies might get disappointed. It is not possible to “quickly get on the train and harvest value” when you talk about digitalization of processes, for sure not of poultry production with all its specific challenges. This presentation shows the elements needed to come to a successful digital strategy, a successful implementation of digital solutions in order to get the most out of the fantastic opportunities that lie in IoT, Big Data &amp; AI.”</p>





Speaker:

Dr. Kristof Mertens, Business Development Manager, Precision Livestock Farming  
[Evonik Industries AG](#)

DLG Studio Programme:

**“Driving new levels of production efficiency and animal welfare through remote farm observations and machine learning every 90 minutes, day and night”**

Event description:

*“We are a remote support and observation facility, using advanced software and data analytics manned by monitoring experts 24 hours a day, providing full status reports every 90 minutes, capable of real time intervention when needed and recommending long term efficiency gains. Our system is a globally unique service completely different to anything else available to supply chains. We have developed groundbreaking technology that creates the optimum conditions for livestock with 24/7 remote, real-time monitoring. Our clients around the globe know their livestock is in safe hands.”*

Speaker:

David Speller, CEO, OPTIfarm  
[Evonik Industries AG](#)

11:30am - 12:00pm CST

EuroTier/  
EnergyDecentral  
digital

18:30 - 19:00 Uhr MEZ

## Friday, February 12

## Innovative Technologies: Robotics & AI

Time	Platform	Event
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### Transatlantic Conference:

#### “Future of Agriculture: Innovations, Robotics & AI”

09:00am **Welcoming Remarks – GACC / Transatlantic Cluster Initiative**

Mark Tomkins, President & CEO

[German American Chamber of Commerce of the Midwest](#)

9:00am - 10:30am CST

GoToWebinar

09:10am **Agricultural Systems of the Future –  
Field Robotics in Practice**

Prof. Dr. Arno Ruckelshausen, Physics, Sensor Systems,  
Field Robotics

[University of Applied Science Osnabrück](#)

16:00 - 17:30 Uhr MEZ



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UNIVERSITY OF APPLIED SCIENCES

09:25am **Innovative Solutions: US Delegates Pitches**

- Taylor Bolam, International Business Associate  
[Nebraska Department of Economic Development](#)

- Alexander Conrad, Managing Director  
[Conrad Agrar Consulting](#)







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DEPT. OF ECONOMIC DEVELOPMENT



- Daniel Duncan, Executive Director  
[Nebraska Innovation Campus](#) 
- Dr. Theo Freye, Executive Director  
[Germany Representative Office of the State of Nebraska](#) 
- Mark Laurenzo, Manager, Business Development  
[Iowa Economic Development Authority](#) 
- Dr. Joe Luck, Associate Professor  
[University of Nebraska-Lincoln](#) 
- Casey Niemann, President  
[AgriSync](#) 

09:50am **Agri-Gaia: An Open AI Ecosystem for the Agricultural & Food Industry**  
Dr. Stefan Stiene, Deputy Head of Plan-based Robot Control Research Group  
[German Research Center for Artificial Intelligence \(DFKI\)](#)

10:05am **Innovative Solutions: US Delegates Pitches**

- Gustavo Oberto, President, Global Agricultural Irrigation  
[Lindsay Corporation](#) 
- Michael Ott, CEO  
[Rantizo](#) 
- Amos Petersen, CEO  
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[N-Sense, Inc.](#) 
- Steve Tippery, President & CEO  
[RealmFive, Inc.](#) 
- Brian Tulley, Managing Partner  
[Low Mu Tech](#) 

10:25am **Closing Remarks**

10:30am - 10:45am CST

Break

17:30 - 17:45 Uhr MEZ

**Discussion Roundtable & Closing Remarks**

10:45am - 11:30am CST

MS Teams

10:45am Summary & Takeaways Robotics

17:45 - 18:30 Uhr MEZ

11:00am Review & Results of Program Week  
Closing Remarks & Goodbye

\*Please note that this program agenda is subject to change.

## About our German Partners

### Osnabrück, Lower Saxony



#### **Agrotech Valley Forum e.V.**

Agrotech Valley, located in the northwest of Germany, is a leading cluster of agricultural systems technology consisting mainly of owner-operated companies.

It is focused on and thrives by digital transformation of the agricultural and food industry. Several universities, research institutions and companies are actively involved in the network.

Their vision is to be a globally significant incubator for sustainable food production based on digital technologies.

Agrotech Valley Forum e. V.  
Am Schölerberg 1  
49082 Osnabrück  
<https://www.agrotech-valley.de/>

### Dresden, Saxony



#### **Agronym e.V.**

The "Agronym" network sees itself as a living information, communication and cooperation platform of technical innovations for agriculture with supra-regional impact.

The purpose of the association is the promotion of science and research for a sustainable bio-economy, in particular with the aim of initiating research involving small and medium-sized enterprises, qualifying young scientists and specialists in innovative fields and organizing the exchange of the results of scientific research.

Agronym e.V.  
Bergstraße 120, Objekt ZINT Raum 110  
01069 Dresden  
<https://agronym.de/>

## Dresden, Saxony



### Technical University Dresden (Technische Universität Dresden)

TU Dresden is a public research university, the largest in Saxony and one of the 10 largest universities in Germany with about 32,000 students. Since 2012, the TU Dresden is one of the eleven Excellence Initiative universities in Germany. The wide range of research topics of the University's Faculty of Mechanical Science and Engineering also includes digital agricultural solutions. In November 2019, they received a grant for a 5G experimental field worth 7.6 million EUR.

Technische Universität Dresden  
01069 Dresden  
<https://tu-dresden.de>



SAXONY!

### Saxony Economic Development Corporation (WFS)

Wirtschaftsförderung Sachsen is Saxony's Economic Development Corporation. Their main function is to advise potential investors, support companies in their export efforts and initiate cooperation. Saxony is a leader in the development of new solutions for agricultural engineering. Industry trends such as precision farming technologies, automation, economical and intelligent drive systems as well as virtual product developments are successfully created and developed in Saxony.

Saxony Economic Development Corporation / Wirtschaftsförderung Sachsen  
Bertolt-Brecht-Allee 22  
01309 Dresden  
<https://business-saxony.com/en>

## Hannover, Lower Saxony



Invest in  
**Niedersachsen**

### Invest in Niedersachsen

Niedersachsen is located at the heart of Europe and is Germany's second largest federal state. Located immediately on the North Sea coast with excellent infrastructure and the fastest connections via road, railway, air and water to national and international markets makes Niedersachsen an interesting proposition for many businesses. 54 percent Niedersachsen's land area is used for agriculture by around 39,500 farms - so the food sector offers excellent prospects for both suppliers and investors.

Invest in Niedersachsen  
Friedrichswall 1  
30159 Hannover  
<https://www.invest-in-niedersachsen.com/en>

## About our US Partners

### Des Moines, IA



#### Iowa Economic Development Authority

The Iowa Economic Development Authority's (IEDA) mission is to strengthen economic and community vitality by building partnerships and leveraging resources to make Iowa the choice for people and business. Through two main divisions – business and community development – IEDA administers several state and federal programs to meet its goals of assisting individuals, communities and businesses.

Iowa has earned its reputation as a bioscience epicenter and agricultural expert with a continuous focus on innovation and collaboration. Agricultural roots created a location where animal health, bioproducts, crop genetics and human health companies thrive.

Iowa Economic Development Authority  
1963 Bell Ave  
Des Moines, IA 50315  
<https://www.iowaeconomicdevelopment.com/>

### Omaha, NE



#### Nebraska Department of Economic Development

The Nebraska Department of Economic Development (DED) is the official lead economic development agency for Nebraska. Created by the Legislature in 1967, DED's emphasis is growing and diversifying the state's "economic base," bringing new dollars into the state.

Nebraska secures a strong competitive foothold in Agribusiness and Food Processing. The NDED aims to build a collective of companies whose expertise is to meet and exceed the growing, changing demands of the world's agricultural and food source needs by challenging the boundaries of traditional agricultural practices and quality food products. Nebraska's top export products were soybeans (\$1.6 billion), beef and veal (\$947 million), feeds and fodder (\$817 million), and corn (\$766 million).

Nebraska Department of Economic Development  
301 Centennial Mall South  
Lincoln, NE 68508  
<https://opportunity.nebraska.gov/>

## Contact

### **German American Chamber of Commerce of the Midwest, Inc. - GACC Midwest**

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