



2017 US DAIRY SEMINAR

Organized by the US-Algeria Business Council with the support of the Embassy of Algeria in Washington, DC and the US Embassy in Algeria

September 13, 2017 - El Aurassi Hotel, Algiers- Algeria

On September 13, 2017 the US-Algeria Business Council with the support of the Embassy of Algeria in Washington, DC, and the US Embassy in Algeria will host the 2017 US Dairy Seminar.

This important event will be an excellent opportunity for Algerian farmers in the dairy business to learn more on how they can improve the milk quality and the milk production per cow. US experts will do presentations in areas such as, livestock feed, design of the US model of dairy farms, new technologies in the conception, build, design and operation of the dairy farm.

AGENDA

08h30-09h00 REGISTRATION / Badges

09h00-09h10 Welcome Address:

Dr. Ismael Chikhoun, President & CEO of the
USABC

Mr. Ted Ayash, President of AIAG Group

Keynote Speakers:

09h10-09h15 Mr. Lawrence Randolph, Chargé d’Affaires
US Embassy in Algeria (To be confirmed)

09h15-09h45 H.E Abdelkader Bouazghi, Minister of
Agriculture (To be confirmed)

09h45-10h45 OPTIMIZING YOUR COMPLETE DAIRY FARM
FACILITY : Setting appropriate goals, Challenges in Emerging
markets

Presenter: Mr. Ted Gribble, FIVE-G Consulting

10h45- 11h45 FEEDING COWS A TOTAL MIXED RATION FOR
BEST PRODUCTION

Presenter: Mr. Marty Philippi, JAYLOR

11h45-12h30 **COW COMFORT** : Freestalls for complete cow comfort

Presenter: Mr. Chris Keane , PROMAT

12h35-13h45 **LUNCH**

14h00-15h00 **PARLOR/AUTOMATION INNOVATIONS** : Properly milking your cows

Presenter: Mr. Benjamin Kern, BOUMATIC

15h00-16h00 **MANAGING DAIRY COW HANDLING** : Managing cows with headlocks, importance and options, breeding/transition

Presenter: Ms. Sue Hagenson, ARTEX

16h00-16h30 **QUESTIONS AND ANSWERS**

16H30-16H40 **CONFERENCE WRAP UP**

Dr. Ismael Chikhoune, President & CEO of the
USABC



Mr. DONALD GRIBBLE



- Professional Engineer
- Bachelor Degree Mechanical Engineering--
Texas Tech University
- Master Degree Electrical Engineering--Oregon
State University
- Registered Mechanical Engineer in 10 U.S.
States
- Over 20 Years Designing Dairies Specializing in
Systems, Research & Integration

- Frequent Speaker on Dairy Design Issues & Waste Management
- Designed Dairy Farms up to 15,000 Head
- Managed and Supervised Numerous Dairy Construction Projects

Mr. TED GRIBBLE



- Professional Engineer
- Bachelor of Architecture Structures Degree-- Texas Tech University
- Master of Science Degree Engineering Management--Portland State University
- Registered Agricultural Engineer in 12 U.S. States
- Licensed Contractor, Member ASABE, AIA
- Over 30 Years Designing Dairies
- Frequent Speaker on Dairy Design Issues
- Designed Dairy Farms up to 20,000 Head
- Vast Experience Designing Commercial Facilities as well as Govt. and Universities



Since the early 1960's, dairymen, entrepreneurs, educational institutions, and corporate business men from around the world have trusted the agricultural and dairy farm engineers at Five-G Consulting,

Inc. These dairy farm owners have saved millions of dollars in construction costs, repairs, training, management and operations by teaming with Five-G to develop their dairy farms. Whether a client needs a master plan for a new facility or needs to expand or update an existing facility, teaming with the Five-G Dairy farm engineers will simplify the process of developing and managing a sustainable dairy. The total system approach to developing your dairy is custom tailored to your situation, using the latest technology and modern concepts for herds of 100 to 12,000 cows



Mr. CHRIS KEANE

- For the last 15 years been 100% focused on cow ergonomics and natural behaviour of cows in pasture and in Free Stall systems.
- His work with Promat utilizing time lapse videos to learn about cow behaviour has revolutionized the way dairymen view cow movement within a free stall barn.
- His videos allow the study of the dimensions a cow needs to get up naturally and replicate these dimensional requirements into a natural and safe freestall environment.
- Promat was the first company in the World to use time lapse video in a dairy barn
- Has worked with Veterinarians, Universities, Dairyman sharing studies and videos to help design an ergonomically friendly free stall and as a result, cows in 53 countries are on a

Promat mattress system in barns that are state of the art and functional.

Promat is a company dedicated to providing mattress and flooring solutions that offer the utmost in comfort while improving overall animal health. Our holistic approach combines correct stall dimensions with superior stall mattresses and bedding to ensure an optimal cow comfort experience.

Mr. MICHAEL PEDREIRO

*f*armdamentals



- Born and raised on a dairy farm in California
- Family owned/operated dairy farm for 30+ years
- Speaks English, Spanish and Portuguese
- Nationally recognized dairy cattle judge
- Spent nearly his entire life managing large dairy farms in some of the hottest, most humid environments in the USA
- Worked two years for Alta Genetics as the Premier Account Manager working to bring solutions to some of the largest dairy farms in the USA (2,000 cows up to 45,000 cows)
- Currently the General Manager of 8000 milking farm overseeing expansion to 10000 milking

- Passionate about dairy farming and teaching/training the people who work in this noble profession
- Bachelor's Degree in Dairy Science from Cornell University
- Graduated from Cornell Dairy Executive Program in 2006

At Farmdamentals, we believe dairy farming is one of the most noble, and rewarding professions. We believe in helping industry leaders to maximize the efficiency of their business, without cutting corners. We teach the fundamentals to ensure your dairy business is producing a supreme product.

We offer a range of consulting services, all designed to help your company reach its potential. Whether you're looking for a small tweak or complete overhaul, we have you covered. Our services are available a la carte so you can get precisely what you need. We work with you to identify key issues and provide you with a comprehensive course of action that offer solutions.

Ms. SUE HAGERSON



- Born and raised in Hastings, New Zealand
- Serves as International Sales Manager for Artex Barn Solutions
- Bachelor of Agriculture and Post Graduate Diploma in Agricultural Science majoring in Animal Reproduction--Massey University

- **With Livestock Improvement (later LIC) in NZ for 13 years, first responsible for the operation of the Sire Proving Scheme, moving her way up to Reproductive Technologies Manager**
- **Provided operational support, education and training to farm managers and senior staff at 32 farms over 3 regions in Uruguay while with New Zealand Farming Systems Uruguay**
- **Worked as Manager of FarmWise business unit**
- **Spent Four years in China with Fonterra managing a 3000 cow dairy and later overseeing construction of 5 facilities for 24,000 cows**

Artex Barn Solutions is a team of dedicated dairy professionals who are passionate about cow comfort and the success of the farmers we work with. Pioneers of cow comfort research, Artex and our partners were some of the first to use time lapse photography to understand cow behaviour and comfort within the barn compared to pasture environments. Our research led to the development of our complete line of Comfort Zone™ products. Artex manufactures and distributes cattle handling equipment such as stalls, headlocks, and calf pens as well as dairy ventilation products, such as recirculation and exhaust fans, and cow cooling products.

Mr. JOHN McFADZEAN



- Born and raised on a small family farm and worked on variety of farms in Canada, from vegetables to large beef, hog and dairy operations.
- Bachelor Degree University of Guelph Agricultural College
- Worked in the agricultural equipment field for several years before moving into the livestock ventilation and cooling field.
- Joined Sun-North Systems in 1994, developing and commissioning complete comfort solutions for all types of livestock.
- Traveled the globe for the last 14 years providing design and education to increase profitability to livestock operations.
- Implemented solutions that overcome difficult weather related issues from frigid Finland to intensely hot Iran—there is a solution for all
- Seen the good, bad and even the ugly in over 35 countries
- Pride in accomplishment is what drives him to keep coming back.

Sun-North is the leading international manufacturer of Natural Ventilation Systems. We have designed, manufactured and installed our systems under very diverse climate conditions - from dairy barns above the Arctic Circle to the arid conditions of the Middle East and the moderates of Russia, China, Australia and North America.



Mr. CHIP MCLAURIN

- Grew up on a farm in South Carolina
- Bachelor Degree in Natural Resource Management--Clemson University
- Master of Arts in Intercultural Studies
- Joined the team at World Wide Sires in 2006
- Area Director of Marketing, Representing World Wide Sires in Eastern Europe, North Africa, the Middle East, South East Asia, Afghanistan and Pakistan—over 90 Countries
- Specializes in working with large commercial dairies
- Passion to help his customers breed better genetics for their operations
- Focused on developing foundational platforms to increase dairy capacity

For 45 years World Wide Sires has been motivated by a clear mission: “With highest integrity, World Wide Sires provides industry leading genetics and services to ensure continued success for our global customers.” Through the years, the bulls and faces have changed, but this promise and the passion behind it remains. We are here to supply profitable genetics and superior customer service, with a strong commitment to your success.





WORLD WIDE SIRES, LTD.

Mr. WAYNE CONRAD

- Worked in the Artificial Insemination (AI) industry since starting in Southern California in 1979
- Bachelor of Science in Animal Science/Ag Business-- Colorado State University at Fort Collins, Colorado
- Masters Certificate at Tulane University School of Business
- Experience in sales, cattle evaluation, AI Technician and sales management
- Currently serves as the Business Development Manager at World Wide Sires responsible for developing and expanding the World Wide Reproductive Services (WRS), training, and business development
- Over 30 years' experience working with large progressive dairies throughout the Western US

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Mr. BEN KERN



- 25 years of experience working with dairy producers in the United States, as well as internationally in more than 15 countries.
- Born and raised in the western US in the state of Idaho and began working with dairy cattle at a young age
- Bachelor Degree in Dairy Production Management-- Brigham Young University Idaho
- Developed an excellent understanding of the unique challenges that dairy producers around the world face
- Passion for helping an ever growing global population that increasingly seeks to add wholesome dairy products to their diet
- Currently serves as BouMatic's Director of Asia, Oceania, Latin America and US West Region.

BouMatic is a global leader in the design, manufacture and supply of the highest quality milking systems and dairy farm equipment including milking parlors, herd management systems, milk cooling systems, dairy hygiene chemicals, udder healthcare products, hoof care products and dairy supplies and dairy equipment spare parts. Recognized for its innovative dairy farm products, BouMatic is dedicated to ensuring that dairy farm

producers throughout the world have the ability to produce the highest quality milk most efficiently, profitably and responsibly.



AIAG Group Expertise

We bring a consortium of leading U.S. companies with Over 100 years of experience in agricultural business, technology, management and development including:

- Feasibility study, farm design, implementation & operation
- Advanced potato seed production, processing & storage technology
- Advanced dairy and beef cattle genetics, housing, & herd management
- Forage and cereal crop development & production
- Plant Nutrition

- **Mr. Ted Ayash**

Ted Ayash is an accomplished, results-driven entrepreneur with a successful track record of growing organizations through strategic partnerships and innovative business initiatives in the Middle East and Africa. Ted brings over 28 years of experience working with fortune 500 companies focusing on program management and international business development in areas of agriculture, supply chain management, manufacturing, education, health and nutrition.

His most recent work involved providing management

oversight for the design and development of integrated U.S. agricultural models for dairy, beef, crop, and animal nutrition production at mega farm sites in Africa. Ted is fluent in English and Arabic, and knows basic French.

- **Mr. Dale Didion**

Dale Didion has over 30 years of years of integrated animal and plant production experience and has been recognized for his use of advanced technology in animal production. Additionally, Dale's career includes six years serving the President of the United States in the Office of Management and Budget developing, funding and overseeing programs of nation-wide agricultural technology development, conservation and sophisticated animal management programs. Internationally, Dale has worked to develop advanced agricultural production systems in Saudi Arabia, Kenya, Central America and South America. Dale has played a significant role advancing organic commodity markets and conventional agricultural systems in the U.S.

- **Mr. Dirk Parkinson**

Dirk Parkinson is a third generation producer of potato seed, and commercial potatoes, and cereal grains. Dirk is the largest potato seed producer in Idaho, which happens to be the largest potato seed producing state in the U.S. His operations involve some of the most sophisticated potato management and growing technology in the U.S. involving irrigation, soil nutrition, and potato planting, growing, harvesting, handling and storage technologies. Dirk is the president of the Idaho Seed Growers Association and is committed to growing, selling and exporting the highest quality seed the U.S. has to offer.

