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Mauro Bergerman used his Master of Agribusiness Thesis to change his company's market by implementing a new grain discharge terminal.



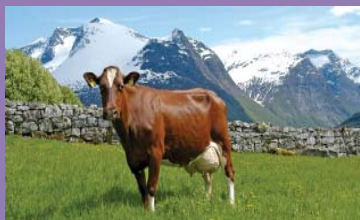
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Student & Alumni Updates

Read the latest updates from MAB students and alumni.

Iceland & Scandinavia

August 23 - September 5, 2020



Join the Master of Agribusiness program and Kansas Farm Bureau August 23 - September 5, 2020 for a tour of Iceland, Norway and Sweden. There will also be an optional extension in Finland. Anyone interested in getting a better understanding of this region is encouraged to join us. MAB or KFB affiliation is not required to participate.

Tentative itinerary:

August 23rd - Depart US

August 24th - Arrive in Iceland's capital, Reykjavik, for a city sightseeing tour.

August 25th - Travel to Thingvellir National Park, the site of the ancient Parliament and Iceland's most renowned beauty spot. Next, tour Estidalur dairy farm to visit and a taste of their products. Friðheimar to visit their greenhouse operation and watch their horse show. Proceed to Gullfoss waterfall (the golden waterfall) and the Geysir area with its hot springs, we'll enjoy a couple of the very regular eruptions of the Strokkur hot spring.

August 26th - First stop this morning is the Seljalandsfoss waterfall that you can walk behind. Afterwards continue to the community of Skógar. After, we make a short stop by the beautiful Skógafoss waterfall. We'll glimpse the famous Eyjafjallajökull volcano and stop at the Solheimajokull glacier tongue. Continue beneath the Myrdalsjokull glacier for a visit to Reynisfjara black sand beach. Conclude with a short visit to Vik.

August 27th - Today we return to Reykjavik, traveling through the biggest agricultural area in Iceland – known as the southern lowland. We'll make a stop at Þingborg, a wool centre where the ladies of the region work with wool and use it for all kinds of products. Later we'll continue to Hveragerði village with its geothermal zone in the middle of the village, onward to the Reykjanes peninsula with a stop at the Seltun geothermal area.

August 28th - This morning transfer to the airport for your onward flight to Bergen, in western Norway. Sightseeing tour of Bergen, Norway's second largest city and so-called 'Capital of the Fjords,' including the Hanseatic Bryggen harbour-side district, a UNESCO world heritage site with many buildings dating from the 17th century and earlier. A funicular ride up to Mount Floyen will give outstanding views over the city and coastline.

August 29th - Depart early this morning from Bergen and travel along the northern shore of the Hardangerfjord, the second largest fjord in Norway – known as 'The Queen of the Fjords,' one of the most beautiful areas in Norway, with panoramic views, glaciers and fjord landscapes. In the area of Ulvik we'll visit a fruit farm and have the opportunity to sample some of the apples and cider produced in the area, and learn about their production and history. This afternoon, continue to the area of Voss, with a visit to a cattle livestock

farm prior to arriving at our hotel in the early evening.

August 30th - Depart after breakfast for the beautiful Sognefjord region. Cross over to the north of the Sognefjord and proceed to the area of Leikanger where there will be a visit to a cooperative farm. We will take a scenic cruise back across one of the most scenic parts of the Sognefjord to Gudvangen.

August 31st - Depart the hotel this morning and travel east through rugged mountain scenery, past ski-resorts and then along the fertile Hallingdal Valley and Buskerud County, a strongly agricultural area. We'll stop for a farm visit along the way.

The traditional activity in this part of Norway is mostly small-scale farming. Many livestock farms are still in operation with small herds of sheep, dairy cattle and goats. Crop farming is difficult because of the steep valley walls, but wheat, barley, rye and potatoes have all been grown in the past.

September 1st - After breakfast depart the hotel for a city sightseeing tour of Norway's capital including the Viking Ship museum. This afternoon visit the Oslo Royal Farm on the Bygdoy peninsula. This farm was originally purchased in the 13th century by King Haakon. It's a fully operational mixed farm with 60 dairy cows, 90 calves, 30 sheep on 800 ha. 300 of which are used to produce feed for livestock.

September 2nd - This morning, we will travel to Fredrikstad, where there will be a visit to the salmon-farming plant run by Fredrikstad Seafoods. After the visit, lunch will be included locally.

This afternoon continue to Karlstad, on the northern shores of Lake Vänern, the largest lake in Sweden and the European Union. The capital of Värmland County is noted for its culture and the quality and variety of its restaurants, with Haute cuisine, traditional Swedish or exotic Lebanese just some of the options available.

September 3rd - Continue our journey to Stockholm, Sweden's capital, a beautiful city spread across 14 islands between Lake Malaren and the Baltic Sea. In the afternoon, meet our city guide for a sightseeing tour of Stockholm including the old town, the Royal Palace and City Hall.

September 4th - This morning travel to Uppsala, the home of Sweden's most famous gothic cathedral and the country's oldest university. Upon arrival visit the cathedral. There will be free time for lunch afterwards. This afternoon visit a beef property arranged in cooperation with one of the Swedish cattle breed societies.

Return to Stockholm for your welcome dinner this evening on the island of Djurgården.

September 5th - Transfer to airport for return flight to USA or onward flight to Rovaniemi, Finland.

See trip rates and information on optional Finland extension on the next page.

Finland

September 5 - 8, 2020



September 5th – Arrive in Rovaniemi, the capital of Lapland, an international city at the point where the rivers Kemijoki and Ounasjoki meet. It is a university city, the commercial centre for the area and a city of sport and culture.

September 6th – Depart this morning for an excursion to see and experience how the Finns enjoy their close relationship with nature, with the chance to sample the local way of life. The Finnish forests provide food, peace and protection, a safe haven to take time to linger and connect with the present moment. Immerse yourself in the local lifestyle as an experienced nature-guide leads you to the world of berry-picking, nature-bathing and wild-water fishing. Depending on the season you may find cloudberries, blueberries, lingonberries, cranberries, and crowberries, as well as a variety of edible mushrooms. After stocking up with Lappish superfoods, relax by a camp fire while your guide prepares traditional Finnish pancakes, topped with freshly picked berries to savor. Later today depart for an excursion to seek out the Northern Lights (Aurora Borealis). Transfer to the best spot to see the Northern Lights, but be patient as the aurora love playing hide-and-seek: you never know when they will show up! While observing nature's own theatrical performance you fry sausages surrounded by the great aroma of the fire. Before returning to civilization, you have a chance to drop by a traditional Finnish home where the hosts warmly welcome you and show you around their dwelling, which gives you an insight into a past lifestyle.

September 7th – This morning depart the hotel and travel through serene landscapes in a long wooden riverboat and experience the summer of the Arctic Circle. Continuing the journey, the boat will take you to a reindeer farm located by the river Ounasjoki. At the farm, you will become familiar with reindeer herding and take part in a ceremonial crossing of the Arctic Circle. This afternoon visit the Arktikum in Rovaniemi, a science centre, museum, unique architectural sight and a meeting and conference center. Arktikum focuses on the Arctic regions and presents life, natural habitats, history, customs and cultures of the people living north of the Arctic Circle. This evening enjoy a farewell dinner in 'Nili', a Lappish restaurant located a short walk from your hotel. The furnishings are genuine Lappish handicraft and materials such as Lappish wood, reindeer horns and reindeer leather feature strongly in the design. The 4-course menu will feature genuine Lappish and Finnish ingredients.

September 8th – Depart the hotel to meet Santa Claus in his office at the Arctic Circle – Send some post cards and of course meet the old man himself, make some last minute shopping. After the visit, transfer to Rovaniemi airport.

Iceland & Scandinavia Estimated Trip Rates:

Double Occupancy Rate (2 person room):

- Single = \$3,800*
- Couple = \$7,600*

Single Occupancy Rate (1 person room):

- \$4,900*

Finland Estimated Trip Rates:

Double Occupancy Rate (2 person room):

- Single = \$1,000*
- Couple = \$2,000*

Single Occupancy Rate (1 person room):

- \$1,200*

A \$250 per person discount will be given to individuals and families that have traveled with MAB and/or Kansas Farm Bureau previously.

**The final cost will depend on the number of travelers.*

Cost Breakdown:

Registration fee includes:

- In-country Logistics
- Hotel Rooms
- Internal Flights
- Ferry
- Sightseeing Entrance Fees
- Most Meals

Additional Expenses:

- International Airfare to/from Iceland and Sweden (or Finland)
- Additional meals and souvenirs.
- Optional trip insurance

This trip has limited space and will fill up. **To reserve your spot, you can pay your \$500 per person deposit at <http://bit.ly/IcelandScandinavia>.**

Alumni Spotlight: Mauro Bergerman

Mauro Bergerman ('09) used his MAB thesis to change his company's market.



Mauro Bergerman is proud to be an alumni of the Kansas State University Master of Agribusiness (MAB) program, earning his MAB in 2009. Ten years later, Mauro specializes in trading grains and fertilizer. He has more than 29 years of experience in the entire supply chain from purchasing raw materials to product delivery. He has used his education to expand his company and promote to higher positions.

Mauro currently serves as a Commercial Director of Brazil, Argentina, Uruguay and Paraguay, for Trammo International in Sao Paulo, SP, Brazil, which is a fertilizer and petrochemical trading company. He is responsible for the commercialization, execution, credit, finance and logistics of the fertilizer raw material in the Mercosur countries on top of his administrative duties related to the regional office.

His company is the industry leader of the sulfur and sulfuric acid import markets in Brazil and Argentina with total sales over 1.2 million metric tons in 2019.

Mauro's company recently removed finished fertilizer from their portfolio. The fertilizer producers decided to open their own offices in Brazil causing traders to lose space in the market.

Getting out of the finished fertilizer market meant the company had to reinvent itself to remain relevant in the industry.

"We've shifted our focus to the basic raw materials that add value for both producers and consumers. We had to

invest in logistics to remain competitive," Mauro said.

International trade deals have a significant impact on companies like Mauro's. When asked how the current U.S. trade negotiations are impacting his business, Mauro responded in favor of open markets and trade agreements.

"More open markets and trade agreements worldwide are better for the commerce and the global economy," he said.

"We had to invest in logistics in order to remain competitive."

"Brazil is a world leader in production and exports of many agricultural products that require open commerce to export their goods. While the trade issues can fluctuate day to day, Brazil is a country of 200 million people with plenty of potential demand for many of their consumer goods. Additional, the world does need most of the products Brazil produces, like iron ore, soybeans, corn, coffee, sugar and cotton."

When Mauro decided to pursue his Master of Agribusiness, he wanted to achieve three objectives: earn a master's degree specifically for agribusiness, a personal challenge to learn how to study in the English language, and to better understand how U.S. and international students involved in agriculture see Brazil and other countries around the world. During this time in the MAB program, Mauro was able to achieve all three of his objectives.

Mauro encourages colleagues to pursue the MAB program to achieve their personal objectives and gain

a broader economic perspective.

"The opportunity to network with international students was one of the most beneficial aspects of the MAB program. I learned how they view Brazil from an economic and political standpoint. It is important to understand how people outside of your country view the country and how they evaluate the economics of a new project," he said.

Thesis In Action

Mauro's home country of Brazil imports six to eight million metric tons of wheat each year. More than one third of the imports are consumed in San Paulo. It is necessary for companies to use port space efficiently to decrease demurrage costs.

His thesis was focused on a client's opportunity to build a new grain import terminal at the Port of Santos. The client was unsure if this would be a good investment so Mauro conducted an analysis of different wheat import scenarios to determine the most economically feasible option.

The company's current berth is used for soybean, soymeal and sugar exports, along with wheat imports. Bergerman said, "If they build a new terminal just for wheat imports and leave the exports at the older site, the company would not only save on demurrage costs, they would be able to export larger quantities of soybeans, soymeal and sugar."

He concluded that building the new terminal did make sense for his client. By adding a new terminal, it will

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allow wheat and other food products to be moved more efficiently to meet global needs.

"Building the new wheat import terminal is a good investment. It will improve the overall logistics of the port, improve the quality of services to customers, avoid unnecessary demurrage costs and improve shareholder wealth," Bergerman said.

Mauro encourages current students working on their thesis to not give up!

"The process is very time consuming and sometimes difficult to complete with a your daily full time job, but worth every minute to conclude your research and the MAB program properly," he said.

Far left: Mauro has been married to his wife, Celly, since March 1997. They have three children: Issac (21), David (19) and Daniela (10).

Right: Dr. Allen Featherstone and Mauro Bergerman on a tour of the Port of Santos during the 2016 MAB International trip to Brazil.



"The thesis gave me the opportunity to study the Santos port, terminals and logistics, and run an economic model that could justify the investment."

MAB Tailgate October 19, 2019



MAB in Moscow

AGEC 710 Faculty Meeting in Russia

The faculty teaching in the AGEC 710 Comparative Food and Agriculture Systems course gathered in October to review student feedback and further develop curriculum. As part of the gathering, the Russian State Agrarian University in Moscow's Agricultural Academy, named after K.A. Timiryazev, hosted a workshop for faculty, staff, and students. The Comparative Food and Agriculture Systems faculty presented on the food, agriculture and economic situation in their respective regions. Attendees also learned about agriculture and trade in Russia from several dignitaries of the university and respected members of industry. More than 2,500 students have interacted with the AGEC 710 material since the course began in 2003 and the course is currently taught at four universities across the globe.



Top: Students at Russian State Agrarian University along with AGEC 710 faculty.

Right: Dr. Allen Featherstone, MAB Program Director, at the Golden Fall Farm Show in Moscow.

Bottom: AGEC 710 faculty and Russian State Agrarian University administration attending the meeting. Thank you Stanislav Velichko, Keeper of University History, for guiding our tour.

Left to Right: Kevin Moore, Theodora Hyuha, Ravipim Chaveesuk, Roberto Fava Scare, Deborah Kohl, Pavel Sorokin, Ramilan Thiagarajah, Tiago Teixeira Da Silva Siqueira, Allen Featherstone, Elena Yembaturova and Andrei Korokov.



SAVE THE DATE

December 1

MAB/AgEcon scholarship application deadline

December 13

K-State Fall commencement at Bramlage Coliseum

January 5-10

Manhattan Cohort Campus Session at K-State

January 13-17

Thesis Campus Session at K-State

January 19-22

MAB at VMX in Orlando, FL

February 5-7

MAB at NCBA in San Antonio, TX

February 10-13

MAB at World Ag Expo in Tulare, CA

February 15-19

MAB at WVC in Las Vegas, NV

February 21-24

MAB at Western Farm Show in Kansas City, MO

February 27-March 1

MAB at Commodity Classic in San Antonio, TX

March 6

MAB at Cattlemen's Day in Manhattan, KS

March 15-20

Manhattan Cohort Campus Session at K-State

March 27

Last day to complete Graduation Application in KSIS

April 3

MAB at MANRRS in Minneapolis, MN

April 17

Examination ballot and final copy of thesis due to be Spring '20 graduate

April 27-29

MAB at Petfood Forum in Kansas City

May 15

Spring Commencement at Bramlage Coliseum in Manhattan, KS

Student and Alumni Updates

Jeff Carver ('04) started a new position as Head NA Sales at BASF.

Virginia Guardia ('10) started a new position as a Contributor at Apeo Argo.

Ivan Mills ('10) was promoted to Plant Manager at Treasure Valley Seed/ Trinidad Benham.

Debra Frey ('11) started a new position as an Application Specialist at the University of Colorado-Denver.

Christy Ball ('12) announced the birth of her daughter, Olivia Leigh Ball, on February 25th.

Angie Bausch ('13) accepted a Grain Buyer position for Reicks View Farms in Lawler, IA.

Michael Kempke ('13) recently accepted the CEO/ General Manager position at Cooperative Grain and Supply Company in Bazine, KS.

Nicole Peter ('14) has accepted a Plant Manager Position for Idahoan Foods.

Lance Zollinger ('14) was promoted to President at Cache Valley Bank.

Jennifer McDonald ('16) hosted the ribbon cutting for her urban winery, Jenny Dawn Cellars in Wichita, KS on November 12.

Eric Putnam ('16) is now a Quality Assurance Manager at King Juice/Calypso Lemonade.

Nathan Bartholomew ('17) accepted a position as the Director of Horticulture for Domino Park in New York.

Nicole Cleggs-Burns ('17) was promoted to Major in the Army Reserves on September 18th.

Carly Cummings ('17) is now Co-Owner at MADE for this Events.

Kristina McAllister ('18) was recently awarded the title of Outstanding Recent Alumnae at Penn State.

Brittini Lamoreux ('19) started a new position as an Instructor at FIT4MOM.

Austin Mamba ('19) married Eunice Kapselambwinja on August 17th.

Kingsley Mgbike ('20) has accepted a process engineer position at API Group.

Pierce Randall ('20) was recently selected as the President of the SUNY-Cobleskill Alumni Association.

John Sachse ('17) has joined the Kansas Army National Guard. He is attending basic training in Ft. Jackson, SC.

Erin Stickel ('20) started a new role with New York Life as a Registered Representative serving clients with investments and life insurance needs.

Emily Warner ('20) announced her engagement to Michael Garwood.

Ethan Taube ('21) is now a locations manager for Landus Cooperative.

Elle Wood ('21) accepted a position as an Ag/ Commercial Loan Officer for Opportunity Bank of Montana.

Ben Sims ('22) married Ashley Zelenka on October 5th.



Jennifer McDonald ('16) cutting the ribbon for Jenny Dawn Cellars Winery.



Zephyrin Tshibambe Ndjibu
March 13, 1966 - October 21, 2019

The MAB Program was saddened to learn of the passing of alum Zephyrin (Zephy) Tshibambe Ndjibu ('15). He is survived by his family in Ngaliema, Democratic Republic of the Congo.

Thesis Completions



Grant Gondell, '18

Feasibility of Obtaining Capital to Start an Agriculture Hedge Fund



Brittini Lamoreux, '19

Economic Implications of the Veterinary Feed Directive (VFD) Final Rule on Conventional and Antibiotic-free Swine Production Systems

Thesis projects can be found at <http://krex.k-state.edu> or by logging into the MAB Community Page on Canvas.