IAMA World Congress VII

June 23-26, 1997
Shangri-La Hotel
Jakarta, Indonesia

Global Vision for Food & Fibre

Presented in cooperation with:
The Indonesian Agribusiness Management Association

and supported by:
Indonesian Ministry of Agriculture
Indonesian Ministry of Industry and Trade
U.S. Agency for International Development
With the Support of:

Indonesian Agribusiness Community

Indonesian Agribusiness Development Project

U.S. Agency for International Development

PT Rabobank Duta Indonesia

PT Sierad Produce

PT Japfa Comfeed Indonesia

Farmland Industries

Pioneer Hi-Bred International

PT Sriboga Raturaya

Sinar Mas Group

IndoFoods

Novartis Crop Protection A G

Farm Foundation

Booker plc

Tirtamas Comexindo

DowElanco

Harris Trust and Savings Bank

Shurfine International

New York Cotton Exchange

Agri Chain Foundation

Aracruz Celulose S.A.

Badan Urusan Logistik (BULOG)
Presidential Invitations

Join us in Jakarta and Bali. Indonesia is a beautiful tropical country consisting of over 17,000 islands spread over three time zones along the Equator. There are few opportunities for food industry executives, leading scientists, and policymakers from around the world to talk to each other; and to talk globally, with a big picture perspective of the emerging markets in Asia. The IAMA World Congress is one of those few, and we hope you’ll accept our invitation. We need your contribution and it is important for us to benefit from your input.

Herman H.F. Wijffels
President, IAMA, and Chairman,
Executive Board, Rabobank Nederland

ASIA: Markets of the Future

Exploring the world of 2020 at the Jakarta Congress, will be stimulating and thought provoking for this year’s participants. Focusing on Asia, the Congress is especially timely as it will present the results of research we have commissioned exploring various scenarios of world food production and consumption through the year 2020, and the impact of these scenarios on food and agribusiness companies, policymakers, and agribusiness educators throughout the world.

The recent World Food Summit provided “feel good” opportunities for governments. But governments don’t feed people; the food industry does. For a “real world” analysis of the food situation and where we’re headed in the future, come to the IAMA meeting in Indonesia. You’ll learn a lot more than in Rome.

Ambassador Clayton Yeutter
IAMA President-elect, and Former Secretary of Agriculture, USA
OVERVIEW OF THE
1997 WORLD CONGRESS PROGRAM
AND ACTIVITIES

Pre-Congress

June 20 - 23
The IAMA Executive Development Program
...nurturing the agribusiness leaders of tomorrow

June 22 - 23
Workshop on New Technologies in Agribusiness
...an opportunity to explore new technology during in-depth discussions with your peers and invited scientists

June 23
Educators Workshop on Post-Graduate Research and Education
...meeting the needs of food and agribusiness

June 23
“A Taste of Asia”
...a variety of Asian cuisines await you.
Sample them while you renew old acquaintances and meet new friends

The Congress

June 24
Presidential Banquet

June 24 - 26
IAMA World Congress VII
2020: A Global Vision for Agribusiness, Food, and Fibre
...bringing together business, academic, and government leaders to discuss strategic issues facing the food system by year 2020

Post Congress

June 27 - 28
Agribusiness in Bali: Agro-tourism perspectives and recreation tour to the island of Bali

June 27 - July 20
Agribusiness Study Tour of Agribusiness Developments in Indonesia, Thailand, and the Philippines

See page 8
See page 10
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See page 12
See page 4
See page 3
See page 13
CONGRESS OPENING

Chair: Herman H.F. Wijffels, President, IAMA and Chairman of the Executive Board, Rabobank Nederland

Welcome: His Excellency Professor Dr. Ir. Sjarifudin Raharsjah, Minister of Agriculture, Indonesia
Dr. Ir. Dudang A. Adjid, Chairman of PMAI, Indonesian Agribusiness Management Association, Indonesia

Issues to Concern the World’s Agribusiness Leaders

Address: Dr. Ir. Beddu Amang, MA, Chairman of the State Logistic Agency, Badan Urusan Logistik (BULOG), Indonesia

Multi-media Presentation: The World of Food and Fibre in 2020
Peter Kervyn, Director, Institute for Research into International Competitiveness, Curtin University, Australia

Sponsored by:
PT Japfa Comfeed Indonesia, Jakarta, Indonesia

KEYNOTE ADDRESS

Biotechnology Will Drive Asia Forward--Where Will You Be?

Address: Nam-Hai Chua, Andrew W. Mellon Professor and Head, Laboratory of Plant and Molecular Biology, The Rockefeller University, USA

OPENING DAY LUNCHEON

Sponsored by:
Farmland Industries, Kansas City, Missouri, USA

2:00 - 3:30 PM

PLENARY SESSION 1B

2020: A Global Vision for Food and Agribusiness

Chair: W. Paul Davies, Dean of Studies, Royal Agricultural College, United Kingdom

A provocative debate of what our world might look like in the near future from a food and agribusiness perspective, in light of World Bank predictions that six of the eight largest economies will be in Asia by 2020. Such rapid growth will bring both opportunities and problems to Asia and the rest of the trading world. Contrasting views on the advantages and challenges of such issues as free trade, rapid industrialization, environment deterioration, and sociological impacts will be considered.

Response: Emil Salim, Former Indonesian Minister for Population and Environment, Indonesia
K. Balasubramanian, Director for Ecolotechnology, M.S. Swaminathan Research Foundation, India
Robert Thompson, President & CEO, Winrock International Institute for Agricultural Development, USA
Vo Tong Xuan, Vice Rector, Can Tho University; Government Senator, Vietnam

3:30 - 4:15 PM

BREAK

4:15 - 5:45 PM

CONCURRENT SESSIONS

Agribusiness Sectoral Visions - What Changes Do We Expect in Selected Industries by 2020?

Invited experts will conduct workshop discussions addressing the possible impact of changes in consumer demand, growth in markets, regional and global trade, and competitiveness in the following sessions:

SESSION 1C

Prospects for Aquaculture Business

Chair: Edward Robinson, Chief Executive, Agribusiness Division, Booker plc, United Kingdom

Moderator: Glen Thompson, Managing Director, Global Linkages Pty. Ltd, Australia

Panelists: Kwei Lin, Professor of Aquaculture, Agricultural and Aquatic Systems Program, Asian Institute of Technology, Thailand
Harry Rogers, Chairman of Aquaculture Development Council, Australia
Fransiscus Affandi, Area President, Aquabusiness Line, CP Group, Indonesia

SESSION 1D

Opportunities for the Plantation Sector

Chair: Ato Suprapto, Head of Agribusiness, Department of Agriculture, Indonesia

Moderator: Bayu Krisnamurti, Operational Director, Bogor Agricultural University, Indonesia

Panelists: Andrew Hamilton, Senior Executive in Agribusiness, Commonwealth Development Corporation, United Kingdom
AFS Budiman, Executive Director, Indonesian Rubber Association, Indonesia
A.V.K. Iyengar, Director, Kothari Agricultural Management Centre, India

3
**Session 1E**

Challenges for Meat and Dairy Enterprises

Chair: Luiz Alberto Garcia, Empresario, Algar S/A, Brazil

Moderator: William D. Gorman, Professor, New Mexico State University, USA

Panelists: Moedigjo Kooswardhono, Dean of Faculty of Animal Husbandry, Bogor Agricultural University, Indonesia
Phillip Seng, Director, US Meat and Export Federation, USA
Thirayut Phiya Isarakul, Charoen Pokphand Group, Bangkok

**Session 1F**

Prospects for Grain Business

Chair: Hector Laurence, Corporate Vice President, Regional Director, Pioneer Hi-Bred International, Inc., Argentina

Moderator: Max Wortman, Pioneer Hi-Bred International Chair, Iowa State University, USA

Panelists: Noer Sutrisno, Deputy Minister, State Ministry of Food Affairs, Indonesia
Hireshi Tsujii, Professor, International Rural Development Study Unit, Kyoto University, Japan
Gail Cramer, L.C. Carter Professor, University of Arkansas, USA
Nguyen Tri Khiem, Head of Department of General & Resource Economics, Can Tho University, Vietnam

**Session 1G**

Business Prospects for Horticulture and Agrotechnology

Chair: Hans van der Salm, Director of Marketing and Development, Bloemenveiling Holland, Netherlands

Moderator: Peter Batt, Senior Lecturer, Curtin University of Technology, Australia

Panelists: Sing Kong Lee, Professor and Head of Biology Division, Nanyang Technological University, Singapore
Paul Gennette, Senior Development Staff, Agriculture and Agribusiness Group, Development Alternatives, Inc., USA
Syafrida Manuwoto, Dean, Faculty of Agriculture, Bogor Agricultural University, Indonesia
Aman Wira Kartakusumah, Vice-Rector, Institut Pertanian Bogor and Senior Consultant for Food Technology, Bogor Agricultural University, Indonesia

**Sponsored by:**

PT Rabobank Duta Indonesia, Jakarta, Indonesia

Enjoy a leisurely evening with your friends from around the world and thank Mr. Herman H.F. Wijffels for his highly successful term as President of IAMA and welcome our new President, Ambassador Clayton Yeutter.

**June 25**

**8:30 - 10:00 AM**

**Plenary 2A**

**Opportunities and Threats on the Road to 2020**

The expected growth in world markets and especially in Asia will bring dramatic opportunities for well positioned companies. Increased world competition has changed the ways companies within the food chain trade with each other including less reliance on open markets and increased dependence on contracts and cooperation. What will be the problems with implementing GATT and other trade agreements? Are consumers becoming more global or are global companies becoming better at serving consumers around the world? Increased markets and large demographic shifts will place even greater pressure on the environment. How are companies going to be good stewards of the environment?

Chair: Nam-Hai Chua, Andrew W. Mellon Professor and Head, Laboratory of Plant and Molecular Biology, Rockefeller University, USA

Speakers: Carole Brookins, Chairman and CEO, World Perspectives, Inc., USA
Murray McGregor, Director, Muresk Institute of Agriculture of Curtin University, Australia
Luiz Kaufmann, President & CEO, Aracruz Celulose S.A., Brazil

**10:00 - 10:45 AM**

**Break**

**10:45-12:15 PM**

**Concurrent Sessions**

**Opportunities and Problems Along the Road to 2020**

Facilitators: Peter Batt, Senior Lecturer, Curtin University of Technology, Australia
Bungaran Saragih, Director, Pusat Studi Pembangunan (PSP), Bogor Agricultural University, Indonesia

Each concurrent session will have discussion leaders and experts to present their views and to lead stimulating group discussions on business-to-business relationships, adjusting to consumer preferences, environment, and policy.
**Session 2B**

*Changes in Business-to-Business Relationships: Development of Agri-Industrial Chains for Competing Within and Across Country Borders*

**Chair:** Jan van Roekel, Director, Agri-Chain Competence Foundation, *Netherlands*

**Panelists:**
- Herman de Boon, CEO, Cebeco Handelsraad, *Netherlands*
- John Morris, Professor, Marketing Institute, Copenhagen Business School, *Denmark*
- Bunasor Santi, Senior Economist, Bogor Agricultural University, *Indonesia*

**Session 2C**

*Business Strategies: Responding to Changes in Consumer Preferences*

**Chair:** Bill Schroder, Professor, David Syme School of Business, Monash University, *Australia*

**Panelists:**
- Ming Ming Wu, Professor, Agricultural Marketing Institute, National Chun-Hsing University, *Taiwan*
- Skip Petzelka, Director of Export Operations, Shurfine International, Inc., *USA*
- Mike Cavallaro, Dole Package Food, *USA*

**Session 2D**

*Feeding the World and Protecting the Environment: Strategies for Sustainable Development*

**Chair:** Murray McGregor, Director, Muresk Institute of Agriculture of Curtin University, *Australia*

**Panelists:**
- Walter Reinhardt, Novartis Delegate to PT Citruogna Saranatama, *Indonesia*
- David Hanlon, Director, RCS Group, *Australia*
- Claes Hall, Senior Advisor to the President and Chairman, Aracruz Celulose S.A., *United Kingdom*

**Session 2E**

*Government and Business Policies: Cooperation or Confrontation? Who Will Be the Winners and Losers?*

**Chair:** Hector Ordoñez, Agribusiness Consultant, Secretary of Agriculture Fisheries & Food of Argentina, *Argentina*

**Panelists:**
- Brian Chamberlin, Former Trade Negotiator of New Zealand, *Australia*
- Bungaran Saragih, Director, Pusat Studi Pembangunan (PSP), Bogar Agricultural University, *Indonesia*
- Ambassador Clayton Yeutter, Of Counsel, Hogan and Hartson, *USA*
- Anthony Chan, Mission Economist, USAID, *Indonesia*

**Session 2F**

*LUNCHEON*

**Sponsored by:**
Pioneer Hi-Bred International, Des Moines, Iowa, *USA*

**PLenary Session 2F**

*The Opportunities and Constraints for Food and Agribusiness in Moving to the World of 2020—How Will This Impact Small/Medium Size Enterprises, Regional Bodies, Multinational Firms and Governments?*

**Chair:** Luiz Kaufmann, President and CEO, Aracruz Celulose S.A., *Brazil*

**Speakers:**
- Gershon Feder, Division Chief of East Asia and Indonesia, World Bank, *USA*
- His Excellency Dr. Tungky Wihowo, Indonesian Minister for Industry and Trade, *Indonesia*
- Ian Sutton, Executive Director, Wine Makers Federation, *Australia*
- Dieter Lepper, Senior Project Implementation Officer, Asia Development Bank, *Indonesia*
- Charity Kabutha, East Africa Regional Coordinator, AWLAE Program, Winrock International, *Kenya*

**Break**

**Concurrent Sessions**

Speakers will give their insights into what lies ahead in getting to the year 2020. A lively discussion of the issues with Congress participants, looking at the functional aspects of food and agribusiness (finance, marketing, human capital, and technology) will follow.

**Session 2G**

*Finance*

**Chair:** William Whipple, Senior Vice President, Harris Trust and Savings Bank, *USA*

**Panelists:**
- Soeksmono Martokoesoemo, Corporate Advisor, Bank Uppindo, *Indonesia*
- Dieter Lepper, Senior Project Implementation Officer, Asia Development Bank, *Indonesia*
- Christian Mol, President Director, Pt. Rabobank Duta, *Indonesia*

**Session 2H**

*Marketing*

**Chair:** Marvin Hayenga, Professor, Iowa State University, *USA*

**Panelists:**
- Ian Sutton, Executive Director, Wine Makers Federation, *Australia*
- David Hitchins, Marketing Manager, Euribrid B.V., *Netherlands*
Nobel Laureate Norman E. Borlaug is a Distinguished Professor of international agriculture at Texas A&M University; Honorary Fellow of CIMMYT, the International Maize and Wheat Improvement Centre in Mexico; President of the Sasakawa Africa Association; and Leader of the Global 2000 agricultural programs in Africa. He received the Nobel Prize for Peace in 1970 for his contributions toward improving the world food supply and alleviating hunger.

Organizers: Hector Laurence, Corporate Vice President, Regional Director, Pioneer Hi-Bred International, Inc., Argentina
Luiz Alberto Garcia, Empresario, Algar S/A, Brazil

Business leaders and selected participants of the Executive Development Program respond to Dr. Borlaug's vision and hopes towards 2029.

Sponsored by:
PT Sriboga Raturaya, Jakarta, Indonesia
## 2020

**A GLOBAL VISION FOR AGROBUSINESS, FOOD AND FIBRE**

**WORLD CONGRESS VII**  
**JAKARTA, INDONESIA**  
**23-26 JUNE, 1997**

### REGISTRATION FORM

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Name of Accompanying Person(s)

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### REGISTRATION FEES *(all prices in US $)*

- **Agribusiness Technologies, June 22-23**  
  $ 200.00  
  $  

- **Pre-Congress, June 23**  
  $ 100.00  
  $  

- **World Congress, June 24-26**  
  * Industry, Academic, Government  
  $ 795.00  
  $  
  * Student  
  $ 395.00  
  $  

*Includes 1997 membership dues and round-trip transfers*

IAMA Individual Professional and Student members who have paid their 1997 dues, subtract $125 and $60, respectively.  

($ -  

Local registrants may deduct the $45 round-trip transfer that is included in World Congress registration  

($ - 

**SUBTOTAL: US $**

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### ONE-DAY WORLD CONGRESS FEE

- **June _____, 1996**  
  $ 350.00  
  $  

- **IAMA Membership dues - optional**  
  $ 125.00  
  $  

**SUBTOTAL: US $**

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<See reverse side for additional registration, method of payment, travel, and special food needs information>
**CULTURAL ACTIVITIES**

- **Bogor/Puncak Tour**  
  # _____ x $100.00 = $_______  
  **SUBTOTAL:** US $_______

- **Batik/Shopping Tour**  
  # _____ x $30.00 = $_______  
  **SUBTOTAL:** US $_______

**ACCOMPANYING PERSON PROGRAM**

- Registration fee for accompanying person or guest  
  $200.00 = $_______  
  **SUBTOTAL:** US $_______

- Round-trip transportation  
  # _____ x $45.00 = $_______  
  **SUBTOTAL:** US $_______

**POST-Congress Tour**

- Agribusiness in Bali  
  # _____ x $525.00 = $_______  
  **SUBTOTAL:** US $_______

**TOTAL:** US $_______

**METHOD OF PAYMENT**

- □ Check (U.S. funds drawn on a U.S. bank only): Please make check payable to ‘IAMA’

- □ Credit Card (circle one)  
  Visa  /  MasterCard  /  AMEX  
  **Exp. Date:** Month_______ Year_______

  Signature________________________________________

  Card #  /  /  /  /  /  /  /  /  /  /  /  /  /  /  /  /  /  /  /

- □ International Money Order

- □ Wire Transfer:  
  *Please include name, member ID# (if applicable), and “WORLD CONGRESS” on wire transfer*

**TRAVEL**

**Arrival Information:**

- Airline_________________  
- Flight Number___________  
- Date___________________  
- Time_______________

**Departure Information:**

- Airline_________________  
- Flight Number___________  
- Date___________________  
- Time_______________

* I have made my hotel reservations at the  
  □ Shangri-La  
  □ Hotel Sahid Jaya

**SPECIAL FOOD NEEDS**

I would like for the chef to prepare the following special foods due to dietary preferences:________________________________________

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**PLEASE RETURN THIS FORM WITH PAYMENT TO:**

International Food and Agribusiness Management Association  
Department of Agricultural Economics  
Texas A&M University  
College Station, Texas 77843-2124  
United States of America  
Tel: 1-409-845-2118; Fax: 1-409-862-1487; e-mail: iama@tamu.edu
A Global Vision for Agribusiness, Food, and Fibre

2020

World Congress VII

Shangri-La
Jakarta, Indonesia

Hotel Registration Form

■ Room Rates (Please circle one)

Standard US $121.00  Horizon US $175.00
Deluxe US $132.00  One Bedroom Suite US $260.00

*These rates do not include the applicable sales tax.

■ Travel

Arrival Information

Please reserve the room above for arrival on June ___ day, 1997.

Departure Information

I will depart on ___ month ___ day, 1997.

■ Personal Information

Please print or type

Last Name  First Name  M.I.

Title  Division/Department

Company/Institution

Business Street Address

City  State  Zip

Country  E-mail

Business Phone  Fax

country code  city code  country code  city code

■ Please Guarantee My Reservation With:

☐ Credit Card (Circle one)  Visa  MasterCard  AMEX

Card # ___________________________ Expiration Date: Mo. _____ Yr. ______

Signature ___________________________

Please return this form to:
Shangri-La
Jl Jen Sudirman Kav
Jakarta, 10220
Indonesia
Fax: 62-21-570-3533; Tel: 62-21-570-7445
(GroupName is “IAMA”)
A GLOBAL VISION FOR AGRIBUSINESS, FOOD, AND FIBRE

WORLD CONGRESS VII

HOTEL SAHID JAYA
JAKARTA, INDONESIA

Hotel Registration Form

**ROOM RATES (PLEASE CIRCLE ONE)**

- Business: US $100.00*
- Deluxe: US $105.00*
- Junior Suite: US $125.00*
- Deluxe Suite: US $170.00*

* 21% of government tax & service charge is included in rate.

**TRAVEL**

Arrival Information

Please reserve the room above for arrival on June __________, 1997.

Departure Information

I will depart on __________, ______, 1997

**PERSONAL INFORMATION**

Please print or type

Last Name __________________________ First Name __________________________ M.I. ______

Title __________________________ Division/Department __________________________

Company/Institution __________________________

Business Street Address __________________________

City __________________________ State __________________________ Zip __________

Country __________________________ E-mail __________________________

Business Phone (____) _____-_______ Fax (____) _____-_______

**PLEASE GUARANTEE MY RESERVATION WITH:**

- Credit Card (Circle one) Visa MasterCard AMEX Diners Club Bank Americard BCA JCB GECC Air Plus

Card #: __________ Expiration Date: Mo. ______ Yr. ______

Signature __________________________

Please return this form to:

Hotel Sahid Jaya
86 Jl Jen Sudirman
Jakarta, 10220
Indonesia

Fax: 62-21-570-2208; Tel: 62-21-570-3102

(Group name is “IAMA”)


**Conference Hotels**

**Headquarter Hotel**

The Shangri-La Hotel has been chosen as the headquarter hotel for the 1997 Jakarta World Congress. *All Pre-Congress and World Congress events will be held in this hotel.* Strategically located in the centre of the business district and just 30 minutes from the airport, the Shangri-La is a luxurious calm oasis. The facilities and the service meet the high standards for which Shangri-La is world renowned.

The Shangri-La is offering a limited number of guest rooms for the World Congress. Each are listed below along with rates:

- **Standard Room**: basic room with double bed that is approximately 40 sqm with a rate of US $121; Deluxe Room: basic room that includes a buffet breakfast in the Coffee Garden Restaurant with a rate of US $132 (deluxe rooms can be either king or double); Horizon Club Room: Deluxe Room with a private check-in and check-out, complimentary buffet breakfast, and evening cocktail from 5:00 - 8:00 PM in the Horizon Club Lounge with a rate of $175; One Bedroom Suite - 86 sqm and includes the same benefits of the Horizon Club with a rate of $260.

To reserve one of the above rooms, please make your reservations as soon as possible. All reservations should be made directly with the Shangri-La by completing the enclosed Hotel Reservation Form and faxing to the Shangri-La at 62-21-570-7940.

**Alternative Hotel**

The Sahid Jaya will serve as the alternative hotel for the 1997 World Congress. The Sahid Jaya is conveniently located in close proximity to the Shangri-La (headquarter hotel). The alternative hotel is within walking distance of the Congress venue.

Room rates at the Sahid Jaya start at US $100. The group name is “IAMA.” Please make all reservations directly with the Sahid Jaya by completing the enclosed Alternative Hotel Reservation Form and faxing it to the Sahid Jaya at 62-21-570-2208.

Students who need a less expensive hotel can contact Nustra (official travel agency of the 1997 World Congress) by e-mail at nustra@elang.idola.net.id to assist in locating alternative accommodations.

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**Arrival/Transportation**

Plan to arrive a full day before the Congress or any of the workshops you wish to attend. As soon as we know when you plan to arrive we will ensure you are met at the baggage carousel on arrival in Jakarta, and that you and your bags are transported to your hotel without delay. In fact, we will speed your registration at the hotel and for the Congress and workshops so that this will only take a few minutes on arrival and your bags will be delivered to your room. All tips and gratuities will be taken care of. One round-trip transfer is included in the World Congress registration fee of US $795. Additional persons can be added for US $45 per person.

**Tipping**

Speaking of which, in most places, including hotels and restaurants, a 10% service charge is automatically added to your bill. By all means, leave some extra cash for outstanding service but tipping is not expected as a general rule.

**What to Wear**

The weather in late June will be tropical (Jakarta is just south of the equator), so plan to bring summer clothes. However, it is also expected that for formal occasions and for the conference sessions, that men would wear a business shirt and tie plus a jacket, or formal (long sleeve) Batik - a traditional Indonesian shirt readily available in Jakarta which can be purchased on arrival as a souvenir. For the women, we recommend long sleeves and skirt for both the formal events and Congress sessions. For informal activities, the norm is, both for men and women, modest clothes.

**Registration Information**

Register early to help us plan better and to receive the early registration fee. Registration fees include attendance in all Congress sessions, luncheons, banquets, receptions, coffee breaks, and 1997 IAMA membership dues. The accompanying person registration fee includes attendance at all Congress social functions.

On your registration form, please indicate any special food requirements (e.g. vegetarian).

**Cancellations**

To cancel your registration without penalty, contact the IAMA Business Office in College Station, Texas, USA in writing. After April 1 and until May 1, registrations can be cancelled with a US $200 cancellation fee. After May 1 and until June 1, registrations can be cancelled with a US $300 cancellation fee. After June 1, no refund of registration fees will be given. Please note, all refunds less cancellations fees, if applicable, will not be processed until after July 30.
EXECUTIVE DEVELOPMENT FOR YOUNG PROFESSIONALS
JUNE 20-23

What is the EDP Program?

A panel of experts will be selecting the world's top sixty young future food and agribusiness leaders to participate in an executive development program that is designed to bring greater market focus to food and agribusiness in the world. This is something that is seriously lacking as evidenced in recent times by the inability of this industry to match supply and demand through a lack of coordination in the total food chain to efficiently produce what people want.

The idea is to have a diverse and interactive program where participants are exposed to the knowledge and experiences of leaders in their field and to learn experientially from these people and other program participants. Participants will form into small groups and develop a business proposal to Ometraco, a major Indonesian food and agribusiness firm. From this, a winning submission will be selected based on issues such as leadership, strategic thinking, target market needs and wants, cultures, ethics, financial viability, evolving trends and the extent to which it leads the entire industry forward.

Mr. John Naisbitt, well known author of books such as Megatrends Asia and Global Paradox and Mr. Terry Heng, the Senior Vice President of Motorola, plus many recognized world leaders will be available to advise and interact with participants to help draft their proposals.

Who is eligible to attend?

Participants will be selected from differing cultures, backgrounds, and industry focus. Typically from 25 to 35 years of age, they will have been identified by their CEOs or Presidents as being potential future leaders in their field. As part of the application process, applicants will need to provide a one page summary of the major issues facing tomorrow's food and agribusiness leaders.

Where and when will the program be held?

This exciting and innovative program is part of the International Food and Agribusiness Management Association's 1997 World Congress. An estimated 400 participants from around the world are expected to attend this annual Congress.

The Executive Development Program will be held in at the Shangri-La Hotel in Jakarta, Indonesia June 20-23, 1997. The program will be spread over four days and costs US $4000. This price includes all meals, four nights accommodation at the Shangri-La Hotel, transport from the airport to the hotel, and all costs directly related to the program.

For an additional US $1000, participants are encouraged to attend the JAMA World Congress which immediately follows the program. All costs will be met including meals, three nights accommodation at the Shangri-La Hotel, and a one year membership in JAMA (valued at US $125). This is a substantial discount on registering separately for both programs.

FRIDAY, JUNE 20

INTRODUCTION AND BRIEFING SESSION

Brent Stewart, Managing Director, Market Equity, Australia

As the Managing Director of one of Australia's fastest growing marketing, business planning, and market research consultancies, Mr. Stewart will introduce the program and deliver the brief. He will facilitate the entire program, ensuring that all topics covered are brought back into the context of how they relate to real life business decision making, planning and leadership.

WELCOME

His Excellency Prof. Dr. Sjarifuddin Baharsjah, Indonesian Minister for Agriculture, Indonesia (Invited)

WHY WE ARE HERE

Kelly Kincannon, President, Kincannon and Reed, USA

This address will concentrate on the findings and provide a profile of U.S. Chief Agribusiness and Food Executives and their application to the rest of the world. The study will give answers to who they are, what they do, how are they compensated and who will succeed them. Kincannon and Reed is an executive search firm working extensively in the agribusiness, biotechnology, and food industries world wide. The firm recently completed a study of the top 400 food and agribusiness executives.

PRESENTATION ON OMETRACO

Ometraco will give a presentation on their company providing background to the program's objectives.
Asian Trends and Market Dynamics in Asia

John Naisbitt, Distinguished International Fellow, Institute of Strategic and International Studies, Malaysia

Mr. Naisbitt will help foresee important new global trends. With his extraordinary vision, he will give a preview of what is coming so an organization can ensure its prosperity and longevity.

Mr. Naisbitt is a distinguished International Fellow of the Institute of Strategic and International Studies (ISIS) in Malaysia, Kuala Lumpur and Honorary Professor at Nanjing University in China. His most recent book, Megatrends Asia, follows his 1994 book, Global Paradox: The Bigger World Economy, the More Powerful Its Smaller Players.

The Asian Development Bank

Dieter Lepper, Senior Project Implementation Officer, Asia Development Bank, Indonesia

Mr. Lepper will give an important and informative insight into the trends in Asia and the role of the Bank in helping the development of firms and economies in Asia. He has worked extensively in the dynamic and less dynamic countries of Asia. Since 1985, Mr. Lepper has been assigned to the Indonesian Resident Mission to assist Indonesia, one of the most dynamic economies in the region, in the implementation of Bank-supported projects in agriculture and rural development.

The Political, Social and Business Environment in Indonesia

Bayu Krisnamurthi, Operational Director, Bogor Agricultural University, Indonesia

Understanding Dynamics of Groups in Cross Cultures

This is a facilitated session which will introduce the dynamics of working with different cultures in a business environment.

Saturday, June 21

Ethics for Food and Agribusiness

S. K. Chakrabarty, Covener Management Center for Human Values, Indian Institute of Management, Calcutta

Dr. Chakrabarty will give a presentation on whether there is a need for a common set of values in doing business in the food and agribusiness sector. He combines three and a half decades of postgraduate teaching experience, in India and abroad, with four years of work experience in the Indian industry. Since 1971 he has been teaching at the Indian Institute of Management-Calcutta in finance, human values and ethics. Since the 1980s, Dr. Chakrabarty has been concentrating on human values and Ethics and has so far published twenty-three books. He has been awarded Best Management Teacher by the Association of Management Schools.

Case Study on Ethics

Hal Thorne, Vice President of Africa, Asia, ME, & China, Pioneer Hi-Bred International, USA

Testing for Gene Transfers

An ethical dilemma for a company that aims for high corporate standards. This case is complicated by the opportunity to aid a developing country with their protein needs. Pioneer Hi-Bred International is one of the largest seed companies in the world, specializing in breeding, producing, marketing and selling hybrid seed corn, improved varieties of sorghum, sunflower, soybean, alfalfa, canola, wheat, and millet to nearly 100 countries.

Leadership War Stories: Scenario Planning, Leading a Diverse Work Force from Near and Far

Terry Heng, Senior Vice President and Director of External Technology, Motorola Corporate Offices, USA

Dr. Heng will give a presentation on three different scenarios relating to leadership with Motorola. His responsibilities include the global planning and seeding of new technologies, and the administration of university and industrial consortium research programs for Motorola.

Sunday, June 22

Financial Perspectives Relating to Doing Business in Asia

Herman H.F. Wijffels, President, IAMA and Chairman of the Executive Board, Rabobank Nederland

Mr. Wijffels will discuss what is required for banks to consider financing business proposals in Asia. He is a member of the Board of the Banking Federation of the European Community and is on the Steering Committee of the UNICO Banking Group. In addition, Mr. Wijffels is a Member of the Board of Directors of Pioneer Hi-Bred International and of the National Co-operative Council for Agriculture and Horticulture and current President of the International Food and Agribusiness Management Association (IAMA).
GLOBAL ENVIRONMENTAL CODE OF CONDUCT

Does the food and agribusiness industry need an environmental code of conduct? Many business plans are required to have an environmental assessment as part of any investment approval process. Companies such as Coca-Cola and San Miguel already have codes of conduct for the environment as part of their businesses.

CASE STUDY: MONSANTO

Licensing the 21st Century Technology

Hugh Grant, General Manager, Asia/Pacific, Monsanto Singapore Co (PTE) LTD, Singapore
Nam-Hai Chua, Andrew W. Mellon Professor and Head, Laboratory of Plant and Molecular Biology, The Rockefeller University, USA

This case-study centers upon a company who changed their focus from chemical production into a life science organization. In the process they may have redefined the term 'agribusiness' first coined in 1952.

Professor Nam-Hai Chua is a consultant to many of the leading food and agribusiness firms and agencies in the world including Monsanto, Delta and Pine Land Company (USA), Rubber Research Institute (Malaysia), Shanghai Research Centre of Life Sciences (China), Sumitomo Chemical Company (Japan), and the Food and Agriculture Organization (FAO), Indian Agricultural Research Centre (India), and various law firms.

BUSINESS PROPOSALS

Groups will develop their business proposals for presentation to Ometraco. Each group will present their business proposal to Ometraco and the company will select the group that has presented the outstanding proposal. The winning group will give a presentation to the main Congress and be recognized.

REGISTRATION INFORMATION

For more information and registration information, please contact Glen Thompson, Chairman, Executive Development Program in Australia at Tel: 61-9-384-8626; Fax: 61-9-481-2250; or e-mail: robglen@wanterree.com.au. Information is also available through the IAMA Business Office at Tel: 1-409-845-2118; Fax: 1-409-862-1487; or e-mail: iama@tamu.edu

INDONESIAN NATIONAL AGRIBUSINESS MEETING IN BOGOR

JUNE 19-20

This meeting will provide an opportunity for Indonesians to discuss opportunities and challenges in Indonesian Agribusiness, utilizing several of the speakers attending the IAMN World Congress. The results of this meeting may be presented during the IAMN Congress.

NEW TECHNOLOGIES IN AGRIBUSINESS

JUNE 22-23

This two day workshop is aimed at senior and mid-level technical managers from commercial sponsor and exhibitor companies. As with the World Congress program, the workshop will focus on the future. It will discuss recent research findings and relevant new commercial applications that will have an impact on agribusiness in aquaculture, fibre, food and feed grains, horticulture, plantation crops, forestry, and livestock. Particular emphasis will be placed on the impact of new biotechnologies in farming practices, the environment, consumers, and associated political issues.

Two day registration fee is US $200 which includes coffee breaks and lunch both days. A one-day registration fee is US $125 and includes coffee breaks and lunch. Concession for members of PERMAI is US $75.

The cost of displaying an exhibition booth during the Jakarta Congress is as follows: 3m x 3m booth is US $5000, 4m x 2m booth is US $4500, and 3m x 2m is US $3600. Companies displaying a fully paid exhibition booth will receive two complimentary registrations.

For further information on displaying an exhibition booth throughout the Congress, please contact Mr. Dirk Hessels, Program Chairman, New Technologies Seminar & Trade Exhibition, 15 Glengariff Drive, Floreat Park, Western Australia. Telephone: 61-9-387-3050, Fax: 61-9-383-7662

SUNDAY, JUNE 22

10:00 AM Registration and coffee
10:45 AM Novel DNA Technologies to Assist in the Marketing and Quality Control of Agricultural Products
Pat Carnegie, Director, State Biotechnology Centre, Murdoch University, Australia

11:30 AM The Cost of Biotechnology in Crop Protection: Bringing Farmers and Corporations Closer Together
Tim Powell, Director, Cox Inall, Australia
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>12:00 PM</td>
<td>New Technologies for Agribusiness Development</td>
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<tr>
<td>12:30 PM</td>
<td>Lunch with Executive Development participants</td>
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<tr>
<td>2:00 PM</td>
<td>Case Study: Technologies for the 21st Century</td>
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<tr>
<td>3:00 PM</td>
<td>Break</td>
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<tr>
<td>3:30 PM</td>
<td>Evaluating Artificial Breeding in Commercial Beef Cattle</td>
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<tr>
<td>4:00 PM</td>
<td>Biotechnologies to Help Agribusiness in Asia</td>
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<td>4:30 PM</td>
<td>USAID Sustainable Development Workshop</td>
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**Monday, June 23**

### Session 2: Information Technology

- **9:00 AM**
  - Internet Information Services for Agribusiness
  - Steve Murphy, Vice President & General Manager, Data Broadcasting Corporation, USA

- **9:45 AM**
  - Discussion and Demonstration

- **10:30 AM**
  - Coffee

### Session 3: Contributed Papers

- **11:00 AM**
  - New Technologies in Aquaculture Nutrition
  - Louis Evans, Head of Aquaculture, Curtin University, Australia

- **11:30 AM**
  - Sustainable Shrimp Culture Using Biocrete
  - Bambang Widigdo, Bogor Agricultural University, Indonesia

- **12:00 PM**
  - A Practical Solution to Implementing a Quality Control Program Using Near Infra-Red Spectroscopy
  - Peter Finch, Director, Bran + Lubbe, Singapore

- **12:30 PM**
  - Lunch

- **1:30 PM**
  - The Changing Structure of Horticulture: Opportunities/Issues
  - Surendra Singh, Professor, Tennessee State University, USA

- **2:00 PM**
  - New Post-Harvest Technologies in Horticulture
  - CB Tan, Research Biotechnologist, Agriculture Western Australia, Australia

**Educators Workshop June 23**

Hosted by Institut Pertanian Bogor, the emphasis of this workshop will be on graduate education, research and extension, with a special focus on Asia. Presentations will be contributed and invited.

### Opening Session

8:30 - 9:00 AM

**Address:** Prof. Dr. Ing. Wardiman Djojonegoro, Indonesian Minister of Education, Indonesia

### Session 1

"Mixing and Matching"

There will be four, twenty-minute contributions with the balance of the time for general discussion. The program will provide examples that exhibit novel approaches to research and educational links between universities, businesses, and government.

**Chair:** Suresh Sureshwaran, Professor, South Carolina State University, USA

**Speakers:** Adrie Beulens, Professor, Agricultural University Wageningen, Netherlands

W. Paul Davies, Dean of Studies, Royal Agricultural College, United Kingdom

Stephen Johnsons, Director Supply Management, Pioneer Hi-Bred International, USA

Aman Wirakartakusumah, Professor and Vice Rector, Bogor Agricultural University, Indonesia

### Session 2

Research Poster and Paper Session

12:00 - 1:30 PM

**Lunch**
**Concurrent Sessions**

**Session 3A**

*Agribusiness/Smallholder Linkages*

**Chair:** Bayu Krisnamurthi, Operational Director, Bogor Agricultural University, *Indonesia*

**Presenters:**
- Candra Ananda, Institute of Rural Development, *Germany*
- Surendra Singh, Professor, Tennessee State University, *USA*
- Johan Van Rooyen, Director - Post Graduate, University of Pretoria, *South Africa*

**Session 3B**

*Food Security and Safety*

**Chair:** Rudy Naya, Assistant Professor, Rutgers University, *USA*

**Presenters:**
- Gregory Baker, Associate Professor, Santa Clara University, *USA*
- Wen Chern, Visiting Research Fellow, Academia Sinica, *Taiwan*
- Sukant Misra, Assistant Professor, Texas Tech University, *USA*
- Theodore Varzakas, Research Staff, The University of Reading, *United Kingdom*

**Session 3C**

*Business-to-Business Linkages in the Food and Agribusiness Chain*

**Co-Chairs:** Lawrence Dooley, Agribusiness Programs Director, Monash University, *Australia*
- James Hagen, Assistant Professor, Cornell University, *USA*

**Presenters:**
- Martin Bent, Executive Officer, Agriculture Western Australia, *Australia*
- Ewa Yusuf, Ph.D. Student, Department of Marketing, Monash University, *Australia*
- Michael Mazzocco, Associate Professor, University of Illinois, *USA*
- James Hagen, Assistant Professor, Cornell University, *USA*

**Session 3D**

*Public Programs Supporting Agribusiness Development*

**Chair:** Timothy Woods, Assistant Professor, University of Kentucky, *USA*

**Presenters:**
- Morgan Williams, Director of International Operations, The Citizen’s Network for Foreign Affairs, *USA*
- Robert Fletcher, Director, Rural Industries Research & Development Corporation, *Australia*
- Pat Jensen, Executive Director, Agricultural Utilization Research Institute, *USA*
- Jim Worstell, Director, Delta Enterprise Network, *USA*

**Session 3E**

*The Asian Rice Economy: Trends, Prospects, and Future Challenges*

**Chair:** Meyra Mendoza, Research Analyst, International Food Policy Research Institute, *USA*

**Moderator:** Francesco Goletti, Research Fellow, International Food Policy Research Institute, *USA*

**Presenters:**
- Mercedita Agcaoili-Sombilla, Affiliate Scientist, International Rice Research Institute, *Philippines*

**Session 4**

*Graduate Agribusiness Education Institutional Case Studies*

**Chair:** Michael Mazzocco, Associate Professor, University of Illinois, *USA*

**Speakers:**
- William Dobson, Professor & Director, Renk Agribusiness Institute, University of Wisconsin-Madison, *USA*
- Jonathan Turner, Dean of the School of Business, Royal Agricultural College, *United Kingdom*
- Stefan Zhurek, Assistant Director, SDI, Harvard University, *USA*
- Eric Thor, Dean of the School of Agribusiness and Resource Management, Director of the Center of Agribusiness Policy, Arizona State University, *USA*
- Fraser McLeay, Lecturer, University of Newcastle Upon Tyne, *United Kingdom*

**Session 5**

*A Taste of Asia*

**Sponsored by:**
Badan Urusan Logistik (BULOG), *Indonesia*

*A variety of Asian cuisines await you. Sample them while you renew old acquaintances and meet new friends.*
**AGRIBUSINESS IN BALI**  
**JUNE 27 - JULY 1**

**DAY 1: JAKARTA - BALI**

The tour begins with a morning transfer to the airport for your trip to Bali. Upon arrival, you will be greeted at the airport and taken to the Nusa Dua Beach Hotel or similar for three nights of accommodation. In the early part of the evening, your visit to the Art Centre to watch the spectacular “Monkey Kecak Dance” from the epic of Ramayana, the true love story of Prince and Princess Shinta.

**DAY 2: BALI**

An American breakfast will be served at the hotel and the morning may be spent at your leisure. The day tour will include a visit to Alas Kedaton (the holy monkey forest), and Mengwi (the summer palace of Taman Ayun) and end by watching the lovely sunset at the spectacular Tanah-Lot Temple, which was built on an ocean rock at the exotic West-Coast of Bali.

**DAY 3: BALI**

After an American breakfast at the hotel, the full day excursion will begin at Ubud, the village of Balinese fine arts, handicrafts, and painting, including the Subak Irrigation at Tegalalang. You will then proceed to the hot springs of Tirta Empul at Tampaksiring and Penelokan, a traditional Balinese village. Lunch at a local restaurant is included.

**DAY 4: BALI - JAKARTA**

The final day of the tour will begin with an American breakfast at the hotel and the morning spent at your leisure until you are transferred from the hotel to the airport for your return flight to Jakarta. Upon arrival in Jakarta, you will be transferred back to your original hotel.

There is a minimum of two persons for this tour with the cost being US $525 per person. The cost is based upon sharing a room and includes one lunch enroute, three American breakfasts at the hotels, parking and entrance fees, donation, and tips. The price does not include travel insurance, airfares and airport taxes, and all personal expenses.

**AGRIBUSINESS STUDY TOUR**  
**JUNE 27 - JULY 20**

**AIMS AND OBJECTIVES**

With the Economist placing all but two of the world’s great economic powers in Asia by 2020, the IAM Agribusiness Study Tour aims to provide participants with a practical perspective of how to conduct business in the region. In keeping with the major themes of the Congress, the Study Tour will adopt the concept of “paddock to plate,” exposing participants to the rural environment within which many small farmers operate while simultaneously exposing participants to several of the world’s leading agribusiness firms.

**PARTICIPANTS**

It is expected that twenty to twenty five undergraduate and post-graduate students and young business executives will embark on this remarkable and cultural experience.

**ITINERARY**

For participants to experience a wide diversity of Asian cultures and tastes, the tour will visit Indonesia, the Philippines, and Thailand, spending approximately one week in each country. On arrival, participants will travel to the rural areas to visit a variety of small farmers, view regional markets and village food processing operations, before returning to the major urban centres to meet with selected agribusiness firms. Participants will meet with senior representatives from Carlsberg, Frito-Lay, and Makro in each country and while in Thailand, with Charoen Pokphand (CP) and in the Philippines with San Miguel.

**ADDITIONAL INFORMATION**

For further information regarding the Post-Congress Agribusiness Study Tour, please contact: Peter J. Batt, Horticulture Department, Curtin University, GPO Box U1987, Perth, WA 6001, Australia; Tel: 61-9-351-7596; Fax: 61-9-351-3063
The following activities can be scheduled anytime during your visit to Indonesia. Please note the Batik/Shopping Tour and the Bogor/Puncak Tour are the only two officially scheduled cultural activities during the Congress. For those coming early and staying late, these tours provide excellent opportunities to learn more about Indonesian culture. Nustra Travel, the official travel agency of the 1997 World Congress, can assist you in scheduling these trips. Nustra Travel can be contacted by telephone at: 62-21-325-360, fax: 62-21-315-4011, or e-mail: nustra@elang.idola.net.id Nustra Travel will have a booth in the Shangri-La also to assist participants in planning excursions upon arrival.

**Batik/Shopping Tour**

**JUNE 24**

The tour begins with a morning visit to the Danar Hadi Batik Factory where you will see how the local people make batik in a traditional way. Then, visit the Sarinah Department Store or Manggua Due Trade Centre for shopping. On the way back to the hotel, you will have the opportunity to visit the Jalan Surabaya Flea Market to shop for antiques.

There is a minimum of two persons for this tour with the price being US $30 per person. This price includes air-conditioned transportation, an English speaking guide, parking fees, donation, and tips. The price excludes travel insurance and all personal expenses.

**Bogor/Puncak Tour**

**JUNE 25**

The tour includes a morning drive to the south of Jakarta to visit the famous Bogor Botanical Gardens with its collection of more than 10,000 different species of tropical gardens and orchard gardens with a glimpse of the Presidential Summer Palace. Drive up to Puncak highland, a mountain resort on the slope of Mt. Gede with its spectacular view of a tea plantation, where you can see the tea-pickers working in the field. From there, you will visit the Gunung Mas Tea Factory to see the tea making process. Lunch at the Puncak Pass Restaurant is included.

There is a minimum of two persons for this tour with the price being US $100 per person. This price includes air-conditioned transportation, an English speaking guide, one lunch enroute and cold mineral water, parking and toll fees, donation, entrance fees, and tips. The price excludes travel insurance and all personal expenses.

**Yogyakarta Transit Tour**

**(ONE DAY TOUR)**

The tour will begin with an early morning transfer to the airport for a flight to Yogyakarta. Upon arrival, you will be greeted at the airport and taken to the world famous Borobudur Buddhist Temple which was built in the 8th century. You will also be able to see more than 500 Buddha statues and will visit the nearby smaller Mendut Temple. Returning to Yogyakarta, you will have the opportunity to visit the Sultan’s Royal Palace (Keraton), Batik and Leather (Shadow Play), puppet home shops, and Kottage silver-smiths. Lunch at a local restaurant is included. The day will end by flying back to Jakarta, where you will then be transferred to your hotel.

There is a minimum of two persons for this tour, with the price being US $175. This price will include air conditioned travel, an English speaking guide, lunch enroute, transfers in and out of Jakarta, parking and entrance fees, donation, toll fees, and tips. The price excludes travel insurance, airfares and airport taxes, and all personal expenses.