



26.-27. märtsil Tartus

Probably the best farmers in the world are the Danes who produce five times more food than the country needs in reality. Hence they must be efficient producing it, but also selling it. Welcome to participate and hear why and how it is possible at Nordic Open 2015, March 26-27 at the premises of Estonian University of Life Sciences, Kreutzwaldi 56, Tartu.

The Danish Estonian Chamber of Commerce together with the Estonian Chamber of Agriculture and Commerce are inviting entrepreneurs, students, people interested in agriculture to take part of the conference Nordic Open 2015. The aim of the conference is to share the know-how of efficient Nordic farming and to increase potential cooperation between Denmark and the Baltic region. Entrepreneurs have an excellent opportunity to meet with current, but also potential partners and create new Business leads.

The conference is in English, except a couple of exceptions. Translation is available if needed. We have more than 10 experienced and inspiring practitioners and more than a hundred participants from the Baltics and Nordics.

### Registration information

	1 day	2 days
Registration till 16.03.2015	65€	100€
Registration till 24.03.2015	85€	120€

\*\*\* Participation fee includes attending the conference, presentation materials, name tags, coffee- and lunch breaks, and translation if needed. Registration is open at Nordic Open 2015 website [www.nordicopen.org](http://www.nordicopen.org)

### Location and Parking

Nordic Open 2015 conference takes place in the premises of the Estonian University of Life Sciences at Kreutawaldi 56, Tartu. Parking is free of charge in the neighborhood. Please arrive min 10 min early to find a suitable parking place. There's a location web map on website.

The organizers greatly thank supporters of this non-profit conference:



NJORD



Eesti Põllumajandus-Kaubanduskoda  
The Estonian Chamber of Agriculture and Commerce



For additional information about the conference, please contact Danish-Estonian Chamber of Commerce:

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## Conference program Nordic Open 2015 Thursday, March 26 “From Organization to Organization”

Time	Subject	Speaker
09.30-10.00	Registration and morning coffee	
10.00-10.15	Greetings and introduction	Søren Kelstrup, Danish Ambassador
10.15-11.00	Arla presentation: from small milk unions to world player	Torben Myrup, Arla Foods Member of the Board
11.00-11.30	Arla – owned by farmers. Benefits and challenges!	Per Østergaard, Dairy Farmer, Share Holder
11.30-12.10	Yara – helping farmers to produce enough food through sustainable farming	Juha Sillanpää, Baltic Key Account Manager
12.10-12.20	Introduction of seminar on credit risks’ management and reorganization (in Estonian)	Veikko Toomere, Attorney at NJORD Law Firm
12.20-13.20	Lunch break	
13.00-14.00	Seminar on credit risks’ management and reorganization (in hall A315, in Estonian)	Veikko Toomere, Attorney at NJORD; Gert Veerpalu, Account Manager at Kredexi Krediidinõustamise AS
13.20-14.10	Danish Agro Group: Nordic conception – adjusting to the market demand	Ants Puusta, Baltic Agro, Managing Director
14.10-15.00	ICA conception: demand on food safety. Traceability from farm to shop.	Merle Brett-Alveus, Purchase Director, Rimi Eesti Food AS
15.00-15.30	Coffee break	
15.30-16.10	Denmark’s Export Credit: how can we help you? Examples from around the world, inc Estonia.	Karsten Ipsen, Deputy Director
16.10-16.40	VitalFields: from start to now. Creating new products to meet the modern farmers’ demands.	Martin Rand, Managing Director, VitalFields
16.40-17:00	Q&A. Conclusion: what have we gained?	Peter Thomsen, CEO, OptiFarm

## Conference program Nordic Open 2015 Friday, March 27 “From Farmer to Farmer“

Time	Subject	Speaker
09.30-10.00	Registration and morning coffee	
10.00-10.15	Introduction to the day	Peter Thomsen, CEO, OptiFarm
10.15-10.45	Dairy: Danish standard, reality in 2015.	Per Østergaard, dairy farmer
10.45-11.20	Grain: acid in slurry – why and how?	Bo Rosborg, Sales Manager, InFarm
11.20-11.40	Organic dairy farming: how to maintain a high yield also for a long period as a organic farmer?	Lars Svensson, Managing Director, Vadsbo Mjölök AB
11.40-12.30	How to educate the world’s best farms – from tractor drivers to business managers?	Anders Højlund Nielsen, international coordinator, Bygholm Agriculture School
12.30-13.20	Lunch break	
13.20-13.55	Pigs: high production - how is animal welfare and profitable business connected?	Gitte Lerche-Simonsen, Danish pig farmer
13.55-14.30	LEAN in Farming - experience from SEGES. How to get started and benefit?	Vibeke F. Nielsen, Consultant, SEGES
14.30-15.00	Estonian Beef Farmer anno 2015	Jane Mättik
15.00-15.30	Coffee break	
15.30-16.00	Egg production anno 2015, Nordic concept	Ivan Noes Jørgensen, Group, Managing Director Hedegaard Foods
16.00-16.35	Danish Dairy feeding strategy - in a European perspective	Jesper Rask Pedersen, Sales Manager, Alltech
16.35-17.10	Conclusion	Peter Thomsen, CEO, OptiFarm