



## SABIT GROUP PROGRAM

### DAIRY PROCESSING AND PACKAGING FOR WESTERN EURASIA AND THE CAUCASUS AUGUST 20 – SEPTEMBER 17, 2005

#### SCOPE AND MISSION

The SABIT Dairy Processing and Packaging Program is designed to train 18 managers from the countries of Armenia, Azerbaijan, Belarus, Georgia, Moldova and Ukraine. These delegates, from private dairies and milk packaging and processing companies, and are screened and selected by the U.S. Department of Commerce. This program will introduce participants to the procedures and equipment used for dairy packaging and processing in the United States.

#### PROGRAM OBJECTIVES

The Dairy Processing and Packaging program will introduce equipment, standards and business management topics in the dairy- processing field to specialists from the countries of Western Eurasia (the Newly Independent States). Participants will meet with leading U.S. equipment manufacturers, U.S. regulatory agencies and organizations, and U.S. dairies of all sizes. The main goals are to provide a comprehensive understanding of the dairy industry in the United States, and for these high-level managers to return home with the skills and knowledge necessary to affect change and make improvements within their own organizations.

#### BENEFITS OF PARTICIPATION

This is a unique opportunity for U.S. companies to provide industry insight and training while showcasing their products and services to their Eurasian counterparts. By hosting this SABIT Group, U.S. companies will build relationships with leaders of the sector in Eurasia. Through these valuable contacts, host companies can explore commercial opportunities and partnerships in the region.

#### PROGRAM STRUCTURE

This program will begin in late August in Washington, D.C. with an orientation and visits to relevant government agencies and associations in the National Capital Area. In addition, the delegation will be trained in cross-cultural communication techniques. During the remaining three weeks the Group will travel to select regions and cities across the country to meet with industry experts and U.S. companies.

#### HOST THIS DELEGATION

SABIT is currently looking for U.S. hosts to provide training for a few hours or for an entire day at their facilities. Training will cover the following topics (more may be added) that are relevant to the delegates, and represents some of the current challenges they face within their organizations:

- Standards in Dairy Processing
- New Processing Methods
- Canning and Solid Container Technology
- Packaging and Packaging Materials including Aseptic
- Plant Labor, Process Planning, Daily Management, Safety and Health Provisions
- Final Product Handling, Cooling, Storage and Shipping Methods
- Dairy Cooperatives, Associations and Their Role
- Specialty Dairy Products
- Dairy Farms, including milk parlors, milk drying and animal husbandry
- Business topics, such as distributor and wholesale networks and retail outlets; product management, vendor and co-pack agreements

#### COST OF PARTICIPATION

SABIT will cover the majority of program costs for all delegates, including round-trip airfare to the United States, all U.S. domestic air travel, housing, insurance, per diem for meals and incidentals, and interpreters to travel with the group. In turn, U.S. host companies and organizations are asked to provide industry expertise in the topics pertaining to this particular program.

#### FOR MORE INFORMATION

To learn more about this program, please contact:

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