

## Anthony “Tony” Klemm

*Executive MBA, Agricultural Economics, Purdue University, Class of 2001*

Boilermakers shape industries and change the world and Purdue Agricultural Economics’ alumnus Tony Klemm embodies these principles as he influences and makes advancements in the global corn industry. From his start as an FFA State Officer in Iowa, through his several decades at Dow AgroSciences, and now as a senior executive in the world’s largest agricultural company, Klemm is a perceptive businessperson and forward thinker, leading teams that are looking for new ways to develop seed technology for farmers.

Peers describe Tony as performance-driven, collaborative, and innovative. He has adapted along the way, leading teams through the many changes happening in agriculture, especially in the area of biotechnology. He hit the ground running when he joined Dow AgroSciences in 1994 as a sales representative, just several years before herbicide-tolerant crops hit the market. His leadership potential was identified early on, and he progressed quickly through roles in the business throughout North America and around the world. In fact, he led the Korea Regional Commercial Unit for five years as well as the Japan marketing organization, helping establish key markets there before coming back to global headquarters in Indianapolis. As part of his leadership responsibilities, Klemm served as a member of the President and CEO’s Global Leadership Team, which was made up of the top 100 leaders of Dow AgroSciences.

He served as the Global Business Leader for cotton before being tapped to work on the company’s biggest project ever: The Enlist™ Weed Control System. He was the leader early on in this mammoth project to bring forward an innovative seed trait and herbicide system to address the ever-growing challenge of resistant weeds. Tony led development efforts, coordinating the commercialization of Enlist traits across the seeds, traits and ag chemical business platforms. In fact, he led the branding project to come up with the global product name and branding strategy, a first for the company that previously had brands by region.

Following the Enlist role, Tony was put on point for helping the global corn team at Dow AgroSciences to become a \$1 Billion enterprise. This meant leading a team of diverse geographies to compete with the leaders in industry through innovation, creativity and customer focus. He also has become a skilled negotiator, leading deal making with key industry companies for technology licensing deals and/or germplasm access agreements.

His ability to reach positive outcomes was also useful during the 18-month merger process for The Dow Chemical Company and DuPont as they became Corteva AgriScience. For example, Tony was called upon to represent Dow AgroSciences at the South Africa tribunal, as well as, actively participate with regulators, including the United States Department of Justice. This included a deposition, which is a unique leadership building moment! The capstone of his merger work was leading the divestment of a



portion of the company's corn seed business in Brazil. Tony was a key member of the team who negotiated the "remedy" sale of key assets and a copy of the seed pipeline for the outstanding price of \$1 Billion.

Corn has often been called the "King" of agriculture, and Tony is in a critical role as the Global Corn Portfolio Leader for the global corn seeds and traits business of Corteva AgriScience, the Agriculture Division of DowDuPont. This senior leadership position entails working globally to identify the top hybrids, technologies and companies that must come together to bring farmers the very best seed and technology to meet their specific needs. Tony has put his Purdue Ag Executive MBA to good use as he leads a worldwide corn enterprise that is one of the biggest and most complex businesses in the company.

This includes having cross-functional responsibilities with key parts of the organization such as commercial leaders around the world, operations personnel who are growing the seed crop, the finance organization to keep the numbers, and the Research and Development team who continue to listen to customer feedback to develop hybrids and biotechnology that meet their needs.

Industry associations are another part of the agricultural arena where Tony has jumped in to lead. He has been active on committees for the American Seed Trade Association recently "Storming the Hill" advocating for the Farm Bill and other needed legislative actions in support of Agriculture, as well as, serving in a variety of leadership roles for the cotton industry. Tony is a member of the "Friends of the FFA" at Dow AgroSciences, even loaning his blue jacket from his youth to be on display in the company headquarters as the company welcomed the National FFA Convention back to Indianapolis.

While being a key industry player on the global stage, Tony has not forgotten his roots in Iowa where his family still farms. His sensible approach to challenges helps him be a team builder across the different functions, and his human approach to solving problems is appreciated. As one of the company vice presidents put it, "Tony is an outstanding professional and hard worker who relates very well with people and has a clear vision of the future."

Helping his community is also important to Tony. He and his wife are raising three children, and Tony has been active in community roles including Boone County Indiana 4-H, youth sports, as well as, his church. Relocating to central Iowa in 2018, Tony now gets to engage in a new community. He and his wife, Andrea, who is also a Purdue Ag alum, are lifetime members of the Purdue Alumni Association and enjoy attending Purdue athletic events.