

3rd SA PET

South America PET Markets, Applications & Recycling | Mercados de Pet en Sudamérica, Aplicaciones y Reciclaje

14 -15 June 2016 / Buenos Aires, Argentina
Hotel Meliá Buenos Aires

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**Centre for Management Technology**
into our 33rd year

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Contaremos con traducción simultánea español – inglés.

Day One - Tuesday, June 14th

08:00 Registration & Coffee

08:50 Chairman's Remarks and Introductions
Jose D Pronato, Director General CIPETAR

08:55 **Challenges and Opportunities in the Argentinean PET Market**
Ing. Daniel Oscar Verdura, President Syphon SA (Kokler Plastics S.A.)

09:20 **New Developments on PET Lightweight Packaging, Barrier Solutions for Wine Application**
Miguel Vieira, Packaging Development Manager South America Plastipak Packaging do Brasil Ltda

09:45 **24 Years of Stories & 10 Tendencies for the PET Market in South America - The Best Material? The Best Value to the Consumer? The Worst Environment Enemy in the Years to Come?**
Augusto Knudsen, Commercial Director PET Genesis Polymers International

10:20 Networking & Refreshments

11:00 Chairman's Introduction
Augusto Knudsen, Commercial Director PET Genesis Polymers International

11:05 **The Impact of Low Crude oil on Global PET & RPET Industries**

- Changes in the global market balance for PET
- Prospects for the South American region and a continuing challenge of excess global capacity

- Inter- regional trade; can domestic producers sustain a premium price versus imports?
- Trends in PET pricing and margins globally and in the Americas
- PET Recycling under pressure because of low crude oil

David Swift, Director Research PCI Wood Mackenzie

11:50 **Latest Development on Sacmi's Injection Preform Systems**

- Focus on the new IPS range of machines that combine performance with flexibility. Quick view of technical specifications and advantages of the new platforms
- Overview of Sacmi's moulds and hot runners solutions
- Sacmi Lab: innovation and product development to support the systems sales



Moraldo Masi, Business and Sales Manager PET B.U. - Beverage Division, SACMI

12:15 **Cooling Systems for PET and Beverages Industry: New Paradigms**
Alejandro Copley, LATAM's Commercial Director for "FRIGEL PET, Food and Beverages", Frigel

12:40 **Networking Lunch. Sponsored by**



13:50 Afternoon Chairman's Introduction
Carlos E Lotero, Houston Operations Manager Custom Polymers Inc.

13:55 **Integrated PET Processing: Technological Advancements and Solutions Innovation**

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Ricardo Prado Santos Vice President South America Piovan do Brasil Ind. e Com. Ltda

14:20 **Supplying PET Resin & Trade to South America - Asian Perspective**

Phil Yin, Sales Manager China Resources Packaging Materials Co., Ltd

14:45 **Flexibility in Today's Preform Production - Netstal's NEW Multituse IMM for Energy Efficient PET Packaging**



Thomas A. Herkert, Area Sales Manager PET Systems, Netstal-Maschinen AG

15:10 **Enabling Customers with Innovative Technologies**

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Sean Hoy, Director, Business Development, Beverage Packaging Husky Injection Molding Systems Ltd

15:35 Networking & Refreshments

16:05 **Innovation in Cap and Finish Design without Jeopardizing Safety and Convenience**

- New applications that save resources and costs
- Reduced resin consumption reduces environmental impact
- Enhance consumer safety and convenience are improved at same time



Lothar Brauer, Director Tech Mktg & Business Dev Bericap Holdings GmbH

16:30 **PET Film/Sheet & Thermoforming Innovations in Thermoforming in Argentina**
Diego Leal, Director, Bandex S.A.

Fernando Sottile, Manager of the Commercial Department of Industrial Products, Bandex S.A.

16:55 **Perspectives and challenges of the PET and RPET market in Peru**

Ing. Andres Berrocal, Commercial Manager Innova pack SAC

17:20 Discussion. End of Day 1

19:10 - 23:10 **Networking Reception & Dinner** for all participants. *Sponsored by*



Cámara de la Industria del PET en Argentina



ASOCIACION CIVIL ARGENTINA PRO RECICLADO DEL PET

1910 **Meet at Lobby**

1920 **Board Bus**

1930 **Cocktail with Tango Class**

2030 **Dinner at the Theatre**

2200 **The Famous Tango Porteño Show**

2300 **Show Ends**

2310 **Bus Back to Hotel or U Can Walk Back at Your Leisure**

Day Two - Wednesday, June 15th

08:50 Chairman's Remarks and Introductions

08:55 **"The Normal Value". The Key Variable in the Dumping Cases Investigations**

- What is a Normal Value and why is important
- The incident of the Normal Value in the final Antidumping Law
- Differences between market economies and no market Economies
- Cases of the petrochemical industry Tomas Cwierz, Associate, *Sidera Consult*

09:25 **Packaging Trends in South America: Requirements and Meeting Consumer's Preferences**

- Latest status of the PET industry in beverage and food
- Trends that define packing
- Opportunities and perspectives to future

Andrés Sebastián Musalem León, Associated research Euromonitor International

3rd SAPET

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09:50 **Regional Converter's Panel: Industry Moving Towards Lightweight PET & RPET Material**

Panelists:

URUGUAY

Alvaro Queijo, General Manager, **Cristalpet S.A.**

BRAZIL

Domingos Kennedy Garcia Sales

General Director of Preformax Paraguay S/A

Preformax Industria Plastica S/A

PARAGUAY

Ing. Jhony Solaeche, Business Director, **Inpet**

ARGENTINA

Arturo Luis Torres Morinigo, General Director

Syphon SA (Kokler Plastics S.A.)

10:30 Networking & Refreshments

11:00 Chairman's Remarks and Introductions

Ing. Jose Luis Picone, Executive Director

Camara Argentina De La Industria De

Recicladados Plasticos (CAIRPLAS)

11:05 **rPET for Food Packaging – Global Trends and Opportunities**

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Christoph Niederhuber, Area Sales Manager, Marketing, **Starlinger & Co. Gesellschaft m.b.H.**

11:35 **Towards the Circular Economy: Challenges to Collect PET and Reincorporate it to the Production Process**

Carlos Briones, Manager Social Responsibility and the Environment, **DAK - Ecopek**

12:05 **The "All You Can Eat" Recycling Solution for Inline Sheet Applications**

Ing. Christoph Woess, Business Development Manager, Application Bottle

EREMA Engineering Recycling Maschinen und Anlagen Ges.m.b.H.

12:35 Final Q&A. End of Conference

12:45 **Closing Lunch. Sponsored by**

EREMA
PLASTIC RECYCLING SYSTEMS

Day Two - Wednesday, June 15th

~ Separately Bookable ~

**SITE VISIT TOUR TO
DAK - ECOPEK RECYCLING FACILITY**
(14:30 – 18:45)

Open to Conference Attendees only

Due to restricted space, the site visit is limited to the **first 30 registrants only. Register early.**

ECOPEK, processes bottles, post consumer, whose product is used in new packaging in contact with food. Produces almost 12,000 annual tons of pellets of PET recycled from cutting-edge technologies that ensure the total decontamination and with similar quality to virgin resin. Our clients, companies, use our product only by CSR, since there is no regulatory framework requiring the use of recycled materials in new containers in our country.

14:30 **Depart for DAK - ECOPEK Plant**
15:30 **Plant Tour (2 Hours)**
17:30 **Depart to the Hotel**
18:45 **Arrive to the Hotel**

3 Ways To Register

TO REGISTER

Online: www.cmtevents.com

For companies in Latin, Central & South America

Email: tanya@cmtpsp.com.sg

Tel: 52 55 5294 1423

Mobile: 52-155 3655 0760

For companies outside Latin, Central & South America

Email: hafizah@cmtpsp.com.sg

Fax: 65-6345 5928

Tel: 65-6346 9218

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|-------------------------------------|--------------|
| Conference Fee (per person): | (USD) |
| Regular Fee for 1 | 1395.00 |
| Group Fee for 3 or more | 1095.00 |

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| Site Visit: 15 June (Fee per person) | (USD) |
| Optional Site Visit Tour to DAK - ECOPEK Recycling Facility | 100.00 |

Program details published herein are confirmed as at 16/06/2016.
Please visit <http://www.cmtevents.com/main.aspx?ev=160609>
for latest information on speakers & topics.

Save the date!

With Argentina's new pro-growth government at its helm, the country is receiving much interest: International investors, traders, bankers and technology suppliers are visiting the country optimistic that emerging policies will drive hope and reboot the South American economy.

In early March, the new government negotiated its past debt and now able to secure new financing to stimulate its economy. Yet various sectors of the workforce such as hospital and government office workers, among other public sector employees, are calling for strikes following job cuts to correct fiscal deficit. Although the economy is struggling, Argentina and the region have a steady consumption of PET resin for both packaging and polyester. The economic crisis of the past years boosted CSD refill packaging and sales of family-size packs as well as strong push towards returnable bottles.

The year began with a stunning announcement by beverage giant Coca-Cola to invest a billion dollars in Argentina over the next four years in its bottling and distribution operations. Clearly showing that international brands are keen to enter and expand in this market and region. Last year, Germany's KHS also introduced its lightweight PET bottles for still water in Brazil – in tune with consumers' preference for improved packaging of bottled water and CSDs. Sidel opened a new office in Buenos Aires expanding operations in the region and receiving interest from local converters.

Argentina's Zero Waste Law aims to ban landfilling of recyclable and compostable waste by end of the decade. The city of Buenos Aires set up 'green points' that accept recyclable materials from neighborhoods without containers. Argentina's sole PET resin producer – DAK Americas has expanded into PET recycling activities with ECOPEK acquired from CABELMA – becoming the second largest PET recycler in Argentina.

CMT's 3rd SAPET brings leading regional and international speakers to focus on South America's PET market. How will the South American PET industry perform this year and beyond? What are the recycling developments and trends to produce more sustainable PET packaging? How will consumer trends and disposable income influence the industry? Will the new business driven government in Argentina attract international PET players, bottlers, fillers etc., to expand into its markets?

Find out the answers and clarify your concerns and more at CMT's SAPET Summit.