



Centre for  
Management  
Technology®  
Into our 24th year

Gathering of Global Producers & Traders

# 14th PET Markets

10 - 11 September 2007 ■ Hilton Shanghai

*“Is Asia approaching balance?”*

*“Increased role of supply chain for PET trade”*

- PCI (PET Packaging Resin & Recycling) Ltd
- Changzhou Andenie Polyester Co., Ltd.
- Kerry-Talke Chemical Logistics
- JBF RAK
- AP Europlast
- Reliance Industries
- COSCO Container Lines
- ALLBRIGHTLAW Beijing Office
- Dragon Special Resin (Xiamen) Co., Ltd
- ACI Chemicals Asia, ACI EN TECH
- Aoki Technical Laboratory, Inc.
- Nestle Shanghai

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*“Asian export prices of bottle-grade PET are expected to rise in May on stronger demand and higher feedstock costs.”*

– 16-22 April 2007, ICIS Chemical Business

Supply of PET has remained at a high level and majority of the resins continued to be exported to Central Eastern Europe (CEE)/ Russia and the Americas regions. However, with these regions embarking on an expansion trail, there are downward pressures on Asian exports. Where will the supply hence go to? And in Asia, where are the remaining opportunities for PET producers?

Supply chain issues also top the concerns for producers. What are the cost-effective measures for inland polymer transportation and logistics? How will container freight rates fare in the coming years as demand continues to soar amidst increased international trade? With anti-dumping issues getting more attention, producers will have to also tread the export strategy more carefully.

*“The Asian contract price for Paraxylene (PX) in April settled at US\$1,100/tonne... instead of US\$1,080/tonne...”*

– 16-22 April 2007, ICIS Chemical Business

On the other hand, producers' positions are exacerbated as raw material situations tightened and prices settled at a higher than expected level.

Growth in APET sheets in Asia has registered good performance in the past two years, as demand from the food and electronic sectors

strengthened. What opportunities underlie in this sector? A leading packaging company will also talk about its latest innovations on packaging.

Overall, the Asia PET industry faces ever more challenges. How will the industry shift? CMT's annual **PET Markets** to be held on 10-11 Sept in Shanghai will uncover more facts. Conference highlights include:

- Focus on: China, India, Middle East/ Africa & Russia
- Competitive strategies of Chinese PET producers in the global marketplace
- Shift in Supply Chain Management model for Polymers
- Cost effective solutions for shipping & logistics
- Antidumping measures for PET & impact on global trade, business decisions & developments
- APET Sheets markets development & opportunities
- Latest innovations on packaging and PET recycling situation

Don't hesitate! Sign up with your team now and gain first hand information about the industry. The conference also provides good networking ground to re-establish your contacts. Send in your registration to [sasha@cmtsp.com.sg](mailto:sasha@cmtsp.com.sg) or register online at [www.cmtevents.com](http://www.cmtevents.com).

## Day 1

Monday, 10th September

- 8:00 Registration and Coffee
- 9:00 Chairman's Welcome
- 9:10 **STRATEGIC OUTLOOK FOR ASIAN PET PRODUCERS**
  - Is Asia approaching balance?
  - Will the Middle East steal Asia's business?
  - 2008: How good will it be ?Andrew Noone, Managing Director  
**PCI (PET Packaging Resin & Recycling) Ltd**
- 9:45 **COMPETITIVE STRATEGIES OF CHINESE PET PRODUCERS IN THE GLOBAL MARKETPLACE**
  - Current market situation
  - How are PET pricings affected?
  - International markets' development & impact on the Chinese market
  - Future outlookHuang Jie, Export Department  
**Changzhou Andenie Polyester Co., Ltd.**
- 10:20 **INDIA - SHIFTING GEARS - AN OUTLOOK OF THE PET INDUSTRY**
  - Demand-supply balance
  - Future potential of Indian market
  - Exports from India & logistical issues
  - Raw material situation
  - Advantages of full integrationBhaskar Arun, Senior Executive Vice President  
**Reliance Industries**
- 10:50 Discussion followed by Coffee Break
- 11:30 **PET OUTLOOK IN MIDDLE EAST & AFRICA**
  - Regional market growth & opportunities
  - Exports competitiveness of Middle East PET
  - JBF Group - Profile & growth plansRohit Maindwal, President  
**JBF RAK LLC**

- 12:00 **SUPPLY & DEMAND FORECAST & PROJECT UPDATES FOR:**
- PX/PTA
  - MEG
  - Isophthalic Acid (IPA)
- 12:45 Discussion followed by Lunch
- 2:00 **INTEGRATION AS A DIMENSION OF COMPETITION**  
Michael Cheah, Deputy General Manager  
**Dragon Special Resin (Xiamen) Co., Ltd.**
- 2:35 **PET MARKETS IN RUSSIA**
- Demand level
  - New players entering the market
- Oleg Savilov, Head of Purchase Department  
**AP Europlast**
- 3:10 **ANTI-DUMPING ISSUES FOR PET PRODUCERS**
- Antidumping laws in China & other major jurisdictions
  - Existing antidumping measures for PET & impact on global trade
  - Actions taken against producers & possible outcomes
  - Impact on business decisions & developments
- Li Fayin, Partner  
**ALLBRIGHTLAW Beijing Office**
- 3:40 Discussion followed by Coffee Break

- 4:10 **PET MARKETS UPDATES IN JAPAN/ KOREA/THAILAND**
- 4:40 **SHIFT IN SUPPLY CHAIN MANAGEMENT MODEL FOR POLYMERS WITHIN CHINA - HOW CAN PRODUCERS MAINTAIN COMPETITIVENESS?**
- Improving operations (Silo storage, bagging, palletising)
  - Lead time management & improving proximity with customers
  - Ensuring prompt delivery to customers
- Kevin Loyens, General Manager  
**Kerry-Talke Chemical Logistics**
- 5:10 **CHALLENGES FOR CONTAINER SHIPPING (POLYMERS/PLASTICS)**  
Huang Jing, Manager  
Strategic Planning Department  
**COSCO Container Lines**
- 5:40 Discussion followed by End of Day One

1745 – 1900 hrs.  
*Networking Reception*  
for Speakers & Delegates

*Day 2*  
**Tuesday, 11th September**

- 9:00 Chairman's Remarks
- 9:05 **APET SHEET IN ASIA - OPPORTUNITIES IN A MAJOR GROWTH MARKET**  
Neo Aik You, Senior Consultant, Asia Pacific  
**PCI (PET Packaging, Resin & Recycling) Ltd**
- 9:30 **INNOVATIONS IN PACKAGING DESIGNS – NESTLE'S PERSPECTIVE**  
Dr Ruguo Hu, Head of Engineering  
Packaging and Pilot Plant  
**Nestle R&D Center Shanghai**

- 10:00 **MATERIAL SUBSTITUTION - IS PLA POSING A CHALLENGE TO PET?**
- Technology developments
  - Demand drivers and growth forecast
  - Cost considerations
  - New applications
- 10:25 Discussion followed by Coffee Break
- 11:00 **INNOVATIONS IN PET BOTTLE - MOVING TOWARDS LIGHTER OR HEAVIER BOTTLES TO MEET EVOLVING CUSTOMER PREFERENCES**  
Eiji Nishizawa, Section Manager  
– Sales, Planning Group  
**Aoki Technical Laboratory, Inc.**
- 11:30 **LATEST INNOVATIONS IN MACHINERY FOR PET RECYCLING & FUTURE PROSPECTS**  
Harrison Kim, General Manager  
**ACI Chemicals Asia**  
**ACI EN TECH**
- 12:00 **GROWTH OF RECYCLED PET MARKETS**
- Supply-demand outlook – extent of recycling business in China
  - Applications for rPET – domestic and for export
- 12:30 Final Discussion followed by Lunch
- 2:30 End of Conference

**You will network with:**

- Feedstock suppliers (PX/PTA/MEG)
- Intermediates Producers • Polymer/Petrochemical Traders • PET Resins Producers
  - Blowing & Injection Moulders
- Equipment/Technology Suppliers • Convertors
  - Preform Manufacturers • Bottlers/Fillers
  - Packaging Companies (End-users)

**Customised Sponsorship Packages Available**

This event is an excellent platform to promote your organisation to influential players and investors in the industry. Sponsorship opportunities available include Corporate, Exclusive Luncheon, Cocktail & Documentation sponsor. Exhibition / catalogue display can be arranged upon request. Contact [cynthia@cmtsp.com.sg](mailto:cynthia@cmtsp.com.sg) or (65) 6346 9132.

## 14th PET Markets

10 - 11 September 2007 • Shanghai

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### CONFERENCE VENUE

CMT has arranged special discounted room rate at RMB 1,800 / RMB 2,060 nett (Standard/Deluxe) per room per night inclusive of 1 daily breakfast (subject to room and rate availability) for delegates at **Hilton Shanghai Hotel**. Please reserve your room with the hotel directly, providing full credit card number and expiry date to:

Jane Fang, Reservations Department, **Hilton Shanghai**  
250 Hua Shan Road, Shanghai 200040, China  
Tel: **(86-21) 6248 7777 ext. 6220** Fax: **(86-21) 6248 1473**  
Email: [jane.fang@hilton.com](mailto:jane.fang@hilton.com)

Cut off Date for Room Booking: 10 August 2007

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TT must include additional USD21 for Beneficiary's Bank charges. **Delegates must bear all bank charges and local taxes (if applicable). Fees must be NETT of ALL charges.**

**Fees:** The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & CD documentation.

	1 Person	Group fee for 2 or more* (from the same company)
<b>Regular Fee</b>	<b>USD1,295</b>	<b>USD1,095 (MIN SAVINGS OF USD400)</b>

\* Terms and conditions apply.

**Cancellations, Refunds & Transfers:** A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

Photocopy Registration Form to Preserve Brochure Copy. September 2007

~ CMT'S 2007 UPCOMING EVENTS ~

## 15th Asia Petchem Summit

4 - 5 September • Phuket

"Extended peak or bubble trouble?"

## Global Silicone Business Outlook

25 - 26 September • Shanghai

"Uncovering new business opportunity with new application"

The one Americas PET program you need to attend...

## 5th LAPET

15 - 16 November • Mexico City

"Continued Optimism and Innovations in a High Feedstock Cost Environment"

- Focus: Mexico, Caribbean, Central America, Brazil, Argentina, Venezuela
- PX, PTA, MEG market forecast
- Trends & priorities in PET Packaging – views of converters' and end-users'
- Prospects and Technology of bottle-to-bottle recycling
- PET consumption patterns – will the new capacities be absorbed?