

# 2<sup>nd</sup> Americas *SugarTrade* & *Ethanol*

12 - 13 November 2007 ■ Radisson Hotel, Miami, USA



- NAFTA 2008 & market integration – implications on Sugar/ Sweetener Trade
- Ethanol expansions – extended peak or bubble trouble ?
- Investor/Player's Perspectives in ***Mexico, the Carribean, Costa Rica, El Salvador & Brazil***
- Latest Cellulosic Ethanol Technologies and its impact on Corn-Based Ethanol

promotion partners



The ethanol partnership between the US and Brazil aims to enhance cooperation, R&D efforts between the top two producing nations with an ultimate aim of making ethanol a global commodity.

However, concrete results remain to be seen as the US keeps to its strict import tariffs on Brazilian ethanol.

Is the Caribbean Basin Initiative (CBI ) the only way for Brazilians exporters to bypass this import tariff ?

At the same time, Brazil does not lack suitors for its ethanol and recently signed deal with Japan for the later to lock up a sizable chunk of its future ethanol supplies. Rapidly expanding sugar –cane cultivation and aiming to double production by 2012, can Brazil maintain its leading position as the top ethanol producer in the world ?

Are infrastructure systems in place to handle ethanol transportation ? Will pipeline fit into the plan?

Developing nations, eg El Salvador, the Dominican Republic, and St. Kitts and Nevis will inherit much of the R&D expertise from the US-Brazil alliance to assist them to become independent ethanol producers. How has this advanced ?

As the US ethanol industry continues to expand, the food vs fuel debate continues to emerge. Is ethanol expansion really to be blamed for increase in food prices ? What is the real net energy balance of corn ethanol production ?

However with Cellulosic ethanol, there is no food vs fuel debate. What are the recent cellulosic feedstocks that has been explored ? Are they economically viable ?

*“Citrus peel to ethanol plant announced”  
July 27, 2007 Industry Week*

*“New corn variety turns stalks into ethanol”  
May 5, 2997 Science Daily.com*

With technologies rapidly developing, cellulosic ethanol will soon become viable. What does this signal to corn producers about its future as a long term feedstock in the ethanol industry.?

Nevertheless ,this has not stopped companies from building or acquiring corn based ethanol plants, or securing more feedstock by buying up smaller companies . Critics argue that some announced plants will not take off as lenders tighten their financing. Where will all this head to ? Is the US ethanol industry showing signs of consolidation ?

Will the impending NAFTA integration likely see a flood of sugar supplies from Mexico into the US ? How will this impact the US sugar economy ?

Mexico on the other hand, has plans to go into ethanol production. How will this change the whole dynamics of the sugar trade in the region ?

Have all your questions answered at **CMT's 2nd Americas Sugar & Ethanol** conference. Based on the success of last year's event in Mexico, the upcoming conference has lined up an authoritative panel of speakers that will share their views on the region's dynamic sugar & ethanol industry.

#### You'll network with

• Managing Directors • CEOs • VPs • Business Managers  
• Sales and Marketing Directors • Purchasers • Planners  
• Operations Managers • Technical Managers • Production Managers • Plant and Refinery Managers • Research and Development Managers • Agriculture and Trade Policy Enforcers  
• Cane and Beet Producers • White and Raw Sugar Producers  
• Refineries • Commodity Traders and Brokers • Sugar Equipment Manufacturers • Bankers and Financiers • Sugar End-users including Beverage/Food & Snack Corporation

## Day 1

Monday, 12<sup>th</sup> November 2007

- 8:00 Registration & Coffee
- 9:00 Chairman's Opening Remarks & Introduction
- 9:10 **NAFTA 2008 & IMPACT OF MARKET INTEGRATION ON SUGAR/SWEETENER TRADE**  
Frank Jenkins, President  
**Jenkins Sugar Group**
- 9:40 **THE ROLE OF CANE IN RELATION TO THE SUGAR & ENERGY SECTOR OF MEXICO FACING 2008 & BEYOND**  
Ing. Carlos Blackaller Ayala, President  
**Unión Nacional de Cañeros CNPR**
- 10:10 **ETHANOL IN MEXICO. A WAY TO CONTROL SUGAR MARKET**  
Manuel Enriquez Poy, General Director  
**Central Motzorongo, SA de CV**
- 10:15 Discussion followed by Coffee
- 10:45 Panel Discussion on NAFTA Integration  
- Ing. Carlos Blackaller Ayala  
- Francois Nehama, Director of Trading  
**Sudcen**
- 11:15 **FUELLING THE ETHANOL BOOM - THE CHANGING DYNAMICS OF THE SUGAR INDUSTRY**  
• global sugar demand/ supply outlook  
• key production regions and consumption markets  
• implications on HFCS markets  
Michael Liddiard  
**Kingsman Societe**
- 11:45 **BIOFUELS AND GRAIN PRICES: UPDATE AND IMPLICATIONS FOR NEXT YEAR**  
Rich Feltes, Senior VP/  
Director Commodity Research  
**MF Global**

12:15 **THE ROLE OF RISK MANAGEMENT IN SUGAR, ALCOHOL AND GRAIN TRADE**  
• The use of futures, options and OTC's  
Sergio Alvarez, Senior VP  
– Hencorp Sugar and Grains Desk  
**Hencorp Futures, L.C.**

12:45 Discussion followed by Lunch

2:00 **THE CARIBBEAN SUGAR & ETHANOL INDUSTRY OUTLOOK**  
Curtis Mohammad, General Manager  
**Angostura**

2:30 **LOGISTICS CHALLENGES IN TRANSPORTATION, HANDLING & STORAGE OF ETHANOL**  
• can infrastructure keep up with booming ethanol expansion capacity  
• ethanol transportation – can pipeline fit into the plan?  
John Mahon, Director Renewable Energy  
**Kinder Morgan**

3:00 **CAN BRAZIL MAINTAIN ITS LEAD AS MAJOR ETHANOL PRODUCER ?**  
• sugar and ethanol balance  
• food vs energy security  
• is the industry moving towards mergers & consolidation ?  
Carlos Murilo Barros de Mello, Director  
**Cosan**

3:30 Discussion followed by Tea

4:00 **NET ENERGY BALANCE OF CORN ETHANOL PRODUCTION**  
Dr. Hosein Shapouri  
Senior Agriculture Economist  
Office of Energy Policy & New Uses  
**US Dept of Agriculture**

4:30 **INVESTING IN ETHANOL PROJECT OFFSHORE - A US PRODUCER PERSPECTIVE**  
• export markets for our Philippine project  
• project update  
• expansion plans in the Americas region  
Dr. JP Monclin, Chairman & CEO  
**E-Cane Fuel**

5:00 Final Discussion. Close of Day 1

1800 - 1900 hrs.  
*Cocktail Reception*  
for Speakers and Delegates

## Day 2

Tuesday, 13<sup>th</sup> November 2007

9:00 Chairman's Remarks

9:10 **EL SALVADOR**

9:30 **WORLD BIOFUELS – POTENTIAL IMPACT ON PETROLEUM USE & TRADITIONAL REFINING**  
• Global/Regional energy overview  
• Forecast Petroleum supply and demand  
• Biofuels drivers and developments  
• Projected impact on traditional refining investments  
Bruce F. Burke Vice President  
Global Oil and Gas  
**Nexant, Inc**

10:00 **NEW OPPORTUNITIES & MARKETS FOR DDG**  
• impact of expansion capacities in ethanol production on DDG markets and finding new markets for DDG

10:30 Discussion followed by Coffee

11:00 **ETHANOL AND OTHER BIO-PRODUCTS FROM CITRUS PROCESSING WASTE**  
Bill Widmer, Research Chemist  
– Citrus and Subtropical Pdts Lab  
**USDA**

11:30 **NEW POSSIBILITIES FOR IMPROVING THE YIELD OF FERMENTABLE SUGARS FROM CORN LEAVES & STALK FOR ALCOHOL FUELS**  
Mariam Sticklen, Professor  
Dept of Crop & Soil Sciences  
**Michigan State University**

12:00 **TAILORING CROPS FOR IMPROVED ETHANOL FEEDSTOCKS**  
Dr Michael Blaylock, Vice President  
**EdenSpace Systems Corporation**

12:30 Discussion followed by Lunch

2:00 **COSTA RICA - CAN THE COUNTRY ACHIEVE ITS ETHANOL PROGRAM BY 2008 ?**  
Edgar Herrera, Executive Director  
**Liga Agrícola Industrial de la Caña de Azucar (LAICA)**

2:30 **THE FINAL NOTE – ETHANOL EXPANSION – EXTENDED PEAK OR BUBBLE TROUBLE ?**  
Antoine Halff, Energy Analyst  
**FIMAT**

3:00 Panel Discussion  
**Consolidation in the US ethanol industry – how will it happen or when ?**  
• long term demand for corn based ethanol in comparison to growth in next generation ethanol feedstocks  
Dr. Hosein Shapouri  
Antoine Halff

3:30 Closing Tea and End of Conference

### 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.

Program topics, speakers and schedules published herein are confirmed as at printing time. Please refer to the event's timetable page at [www.cmtevents.com](http://www.cmtevents.com) for the most up-to-date information.

# REGISTRATION

## 2nd Americas Sugartrade & Ethanol

12 - 13 November 2007 • Miami, USA

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

	1 Person	Group fee for 3 or more* (from the same company)
<b>Regular Fee</b>	<b>USD1,395</b>	<b>USD1,195</b> <b>(MIN SAVINGS OF USD600)</b>

\* Terms and conditions apply.

### TO REGISTER

Online: [www.cmtevents.com](http://www.cmtevents.com)  
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### TELEGRAPHIC TRANSFER

Account Name: **Centre for Management Technology**  
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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.*

**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. Nov 2007

### CONFERENCE VENUE

CMT has arranged special discounted room rates at US \$ 159 (Single/Double) + 13% Tax per room per night (subject to rooms & rates availability) for delegates at **Radisson Hotel Miami**. Please reserve your room with the hotel directly, providing full credit card number and expiry date to:

Robert Crespin, Reservation Supervisor, **Radisson Hotel Miami**  
 1601 Biscayne Boulevard, Miami, Florida 33132  
 United States of America

Phone: **1 305 3740000** Fax: **1 305 7143811**  
 Email: [rcrespin@radisson-miami.com](mailto:rcrespin@radisson-miami.com)

*Cut off Date for Room Booking: 11 October 2007*

PRIORITAIRE	
En cas de non remise prière de retourner à <b>Postfach 1100</b> <b>36243 Niederaula</b> <b>ALLEMAGNE</b>	<b>Deutsche Post</b> <b>Port payé</b> 60544 Frankfurt Allemagne Luftpost / Prioritaire

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## Next Biofuels Technologies

**25 - 26 October**  
 InterContinental  
 Beijing, China

*"Future Processes & Technologies Available Today"*

*"Focus: Non Food Feedstock - Sweet Sorghum, Jatropha & Biomass"*

## Next Generation Bio-Ethanol

**13 - 14 November**  
 SGS Group Headquarters  
 Geneva, Switzerland

*"Technical, Economics, Logistics & Enzymes Breakthroughs in Cellulosic Ethanol"*

*"Can Recent Technologies develop this industry into a competitive level ?"*

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