

AFRICA PET

Africa PET Resin Trade, Applications & Recycling

23-24 Sep 2014
Dar es Salam, Tanzania

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Day 1 - Sep 23rd, Tuesday

08:00 Registration & Coffee

09:00 Chairman's Welcome & Introduction

09:10 Will Africa's PET Demand Mitigate Global Imbalance?

- Latest Review of global supply compared to demand
- Africa: how big could demand be for PET?
- Africa: how will the continent source PET resin?
- International trade update and price drivers for 2014-15
- Global overview of PET recycling and sustainable developmentk

David Swift, Managing Director

PCI (PET Packaging, Resin & Recycling) Ltd

09:40 Operational Challenges and Strategies for Success in Kenya/East Africa CSD Sector: Coca-Cola's Perspective

- Snapshot of the soft drink industry in the region - Tanzania, Kenya, Zambia, Ethiopia
- Growth in CSD market and other juice/nectar/still drinks segment
- Packaging cost and challenges
- Industries respond to PET packaging trends and sustainability

Duncan Kimani, Country Manufacturing Manager
Coca Cola Sabco (Nairobi Bottlers Ltd)

10:10 Indorama's Strategy for Nigeria & West Africa

- Supply/demand and capacity expansion
- Feedstock and distribution challenges
- ECOWAS advantage
- Prospects & opportunities

Sandeep Pahariya, Vice President Operations & Business Development
Indorama PET (Nigeria) Limited

10:40 Discussion followed by Refreshment Break

11:10 Polyester Feedstock Market Outlook

11:40 PET in Africa: Brand Owner's Perspective

- Consumption specific and difficulties
- Growth and Trends in PET packaging

- Meeting consumers' preference
- Retail sector developments
- Technology and innovation challenges
- Recycling outlook and rPET challenges

12:10 Beverage Sector Outlook in Sub-Saharan Africa and Its Implications on Packaging

- Understanding Africa's demographic, employment and income level
- Learning the mindset, lifestyle and purchasing power of the people
- How is consumerism impacting the water, beverage and packaging sector
- Other emerging trends - RTD, still drinks, isotonic and energy drinks, etc.

Shereen Tuff, Sr. Research Analyst

Euromonitor International

12:40 Discussion followed by Networking Lunch

14:00 Chairman's Remarks

Converter's Session: PET Preform Outlook

- Upstream dynamics
- Cost components of producing a PET bottle
- Demand and consumption
- Price analysis
- Growth in water and beverage sector
- Trends in design and technical specifications
- Combating quality issues
- Recycling initiatives

14:10 Ghana

Williams Kwasi Peparah, Dep General Manager
Massilly Ghana Ltd

14:40 Ivory Coast, Senegal & Mali

Kouadio Sey, General Manager
Ivoirienne de Plastique

15:10 Ethiopia/Tanzania

15:40 Discussion followed by Refreshment Break

16:10 Opportunities in PET Preform Production Profitability and Sustainability

HUSKY®

Ashley Henry

Regional Manager (South & East Africa)

Husky Injection Molding Systems SA

16:40 Modular Solutions for the Specific Needs of PET Processors

gneuß

Ralf Altepetter, Manager (Technical Sales)

Gneuss Kunststofftechnik GmbH

17:40 New Trends of Cooling Solutions for PET Preform Injection & the Beverage Industry

Frigel

Intelligent Process Cooling

Nizar Ben Ammar, Regional Manager (Africa & ME)

Frigel Firenze S.p.A.

17:10 Discussion followed by End of Day 1

Day 2 - Sep 24th, Wednesday

09:00 Chairman's Remark

09:05 South Africa's PET Resin Outlook

Steven Bird, Sales and Marketing Director

Hosaf

09:35 Split in Virgin versus Recycled PET Market: The Case for South Africa

10:05 Beer in PET Bottles: Design Requirements & Challenges

- Beer market in Africa
- Trends from shifting from glass to PET
- Technical requirements for extended shelf life, etc.

10:35 Discussion followed by Refreshment Break

11:05 **Logistics, Distribution & Supply Chain Challenges in Africa: An Analysis by Region**
Miguel Juraidini, Business Development Manager
Montachem International Inc

11:35 **Operating in a Credit Driven Market: How to Reduce Business Risks & Costs of Doing Business in Africa?**

Souvik Banerjee, Sr. Marketing Officer
African Trade Insurance Agency

12:05 Going Lightweight: Trends in Food & Non-food Applications

- Market preference and demand towards lightweighting
- Cost economics & technology challenges
- Lightweight and sustainability

12:35 Final Discussion followed by Closing Lunch

14:00 End of Conference

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