

3rd SAPET

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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Contaremos con traducción simultánea español – inglés.

Day One - Tuesday, June 14th

- 08:00 Registration & Coffee
- 09:00 Chairman's Welcome & Introductions
José Pronato, General Director CIPETAR
- 09:05 **Challenges and Opportunities in the Argentinean PET Market**
Daniel Verdura, President Syphon
- 09:35 **New Developments on PET Lightweight Packaging, Barrier Solutions for Wine Application**
Miguel Vieira, Packaging Development Manager SA. Plastik
- 10:05 **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 Latin America & Caribbean Ravago Américas
- 10:30 Networking & Refreshments Break
- 10:50 **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*
- 11:35 **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



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

- 12:00 **Cooling Systems for PET and Beverages Industry: New Paradigms**
Daniel Garcia Juambeltz, Regional Director Frigel Firenze

- 12:30 Networking Lunch
Sponsored by Frigel
Intelligent Process Cooling

- 13:50 **Integrated PET Processing: Technological Advancements and Solutions Innovation**
Ricardo Prado, General Manager of Piovan do Brasil

- 14:25 **Supplying PET Resin & Trade to South America - Asian Perspective**
Phil Yin, Sales Manager China Resources Packaging Materials Co., Ltd
- 14:50 **"The Normal Value". The Key Variable in the Dumping Cases Investigations. Review of its Importance in the Cases of the Petrochemical Industry**
 - 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, Associated Sidera Consult*

- 15:15 **Flexibility in Today's Preform Production - Netstal's NEW Multituse IMM for Energy Efficient PET Packaging**



Thomas Herkert, Area Sales Manager PET Systems Netstal

- 15:40 Networking & Refreshments
- 16:15 **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 Technicak Marketing Development Bericap*

- 16:45 **PET Film/Sheet & Thermoforming**
- 17:30 Discussion. End of Day 1

18:00 - 19:00
Networking Reception for all participants
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ARPET



ASOCIACION CIVIL ARGENTINA PRO RECICLADO DEL PET

Day Two - Wednesday, June 15th

- 08:50 Chairman's Remarks and Introductions
- 08:55 **Enabling Customers with Innovative Technologies**
Sean Hoy, Director of Business Development Husky
- 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 Musalem, Associated Research Euromonitor*

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- 09:50 **Regional Converter's Panel: Industry Moving Towards Lightweight PET & RPET Material**
Panelists: Alvaro Queijo, General Manager Cristalpet S.A., Uruguay
Inviting:
Bolivia - Empacar
Chile - CMF Envases
Argentina - Acsur
Paraguay - Inpet
- 10:30 Networking & Refreshments
- 11:00 Chairman's Remarks
José Luis Picone, CAIRPLAS
- 11:05 **The "All You Can Eat" Recycling Solution for Inline Sheet Applications**
Christoph Wöss, Product Manager, Erema
- 11:30 **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
- 12:00 Final Q&A. End of Conference
- 12:30 Closing Lunch
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Conference Fee (per person): (USD)
Regular Fee for 1 1395.00
Group Fee for 3 or more 1095.00

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

Online Payment Discount (per person) (USD)
Pay Online By 14 May with VISA / MasterCard -75.00
Not applicable with any other discount

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@cmtsp.com.sg

Tel: 52-55 5635 2672

Mobile: 52-155 3655 0760

For companies outside Latin, Central & South America

Email: hafizah@cmtsp.com.sg

Fax: 65-6345 5928

Tel: 65-6346 9218

Program details published herein are confirmed as at 01/04/2016.
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.