

# POLYMER SOURCING & DISTRIBUTION 2016

*Strategies in a new era for the polymer supply chain*

**October 4-5, 2016**  
Hilton Philadelphia City Avenue,  
Philadelphia, Pennsylvania, USA



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# POLYMER SOURCING & DISTRIBUTION 2016

October 4-5, 2016,  
Hilton Philadelphia City Avenue,  
Philadelphia, PA, USA

AMI is pleased to invite you to attend the international conference on polymer sourcing & distribution, to be held October 4-5, 2016, at the Hilton Philadelphia City Avenue, Philadelphia, PA, USA.

There's no better way of positioning your business for future success than by coming to AMI's Polymer Sourcing & Distribution 2016 conference. Focused on the future of the North American plastics industry, this conference provides an environment that aims to answer thought provoking questions about the threats and opportunities facing the plastics value chain. With a series of high quality speakers and delegates, you will hear experts discuss our industries future and network with senior executives from across the global supply chain.

The plastics processing industry faces a dramatically changing world with new suppliers emerging globally. At the same time, new capacity in North America, especially for polyolefins, will have a significant impact on the supply/demand balance. Given this increasingly volatile market, all companies in the industry need to both understand the implications of these new developments and also chart a course to ensure that their company benefits from the changed market situation. One of the main challenges for companies is to have a thorough appreciation of the future outlook of the industry and what it implies for their individual business.

AMI's Polymer Sourcing & Distribution 2016 conference provides participants with an opportunity to review recent trends in sourcing options for both volume polymers and also the engineering resins. Key papers will review individual resin market trends, assess the supply, route to market, distribution changes and logistical optimization. In addition the impact on the North American market of developments in other regions of the world such as the Middle East will also be assessed as well as a discussion of the impact of finished goods and resin imports from Asia. All this will be underpinned by AMI's proprietary insights into market development.

## FIVE GOOD REASONS WHY YOU SHOULD ATTEND:

1. Key market papers will give you unrivalled information on the market outlook for polymers and how these developments will impact your business
2. Deepen your understanding of supply options for the materials that you rely on
3. Learn about the changing dynamics of polymer sourcing and distribution
4. Network with senior personnel from every link in the supply chain
5. Hear how the American processing industry is undergoing a fundamental period of change

## CONFERENCE HOTLINE

Contact: **Stephanie Berchem, Conference Coordinator**  
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## PLATINUM SPONSOR



M. Holland was founded in 1950 by Marvin Holland. For more than 65 years, M. Holland has been the leading family-owned distributor of the highest quality application-specific plastic resins, with strategically placed warehouses, packaging and bulk terminal locations across North America. The company serves about 4,000 customers supplying well over a billion pounds of commodity and engineering resins annually sourced from the premier producers in the world. As the Gold Standard in Plastics, M. Holland connects world-class suppliers and customers together with complete distribution services; offering prime distribution and trading under one roof.

## CONFERENCE VENUE

Philadelphia is on the East Coast of the US, with a major international airport and in easy reach of New York and Washington DC. The city sights include historic buildings, museums, shopping malls and beautiful parks. It is a multicultural experience offering many different types of dining and entertainment.

## SPONSORSHIP AND EXHIBITION SPACE

AMI events are more than just arenas for listening and networking. They also represent highly-targeted opportunities to enhance your image and to promote your products and services to an international audience. Running in conjunction with the conference, the table top exhibition is an integral part of the event, providing the ideal setting to increase your company's exposure. As you are considering your involvement with this conference, please keep in mind that many of our sponsorship options *include* a table top exhibition space. There are several different sponsorship options that you may consider. Please contact the Conference Coordinator to discuss which opportunity will provide you with the best ROI.

Organized by:  
**APPLIED MARKET INFORMATION LLC**



Applied Market Information LLC (AMI LLC) is the leading supplier of plastics consultancy and information services to the global plastics industry. Based in Wyomissing, PA, AMI LLC organizes a series of conferences providing an outstanding range of opportunities for business networking.

To find out more about AMI's products, services and events, visit our website at: [www.amiplastics-na.com](http://www.amiplastics-na.com) or call: +1 610 478 0800 or email: [consult@amiplastics-na.com](mailto:consult@amiplastics-na.com)

CONFERENCE PROGRAM

Tuesday, October 4, 2016

8:00 Registration and welcome coffee  
9:00 Opening announcements

KEYNOTE ADDRESS

9:10 **Outlook for the North American polypropylene industry**  
Mr. Mark Nikolich, CEO,  
BRASKEM AMERICA, United States

SESSION 1 - BROAD OUTLOOK IMPACTING THE MARKET

9:40 **Resin distribution: It's growing importance as a channel to market**  
Mr. Dwight Morgan, Vice President, Corporate Development,  
M. HOLLAND COMPANY, United States

10:10 **Economic outlook**  
Dr. Robert Fry, Chief Economist,  
ROBERT FRY ECONOMICS LLC, United States

10:50-11:20 Coffee break

SESSION 2 - OUTLOOK FOR POLYMERS AND FEEDSTOCKS

11:20 **Global olefins outlook through 2020**  
Mr. Joseph Sevick, Research Director - Chemicals,  
PCI WOOD MACKENZIE, United States

11:50 **Supply implications for PE & PP amid surging global production**  
Mr. Christopher Ferrell, Managing Editor,  
Olefins & Polymers - Americas,  
S&P GLOBAL PLATTS, United States

12:20 **Polyethylene markets today and tomorrow**  
Mr. Andrew Reynolds, Director,  
AMI CONSULTING, United States

12:50-2:20 Lunch sponsored by:



2:20 **Styrene resins outlook and business perspectives**  
Mr. Tom Warren, Vice President Specialties Americas,  
INEOS STYROLUTION AMERICA LLC, United States

2:50 **Polycarbonates market & developments**  
Mr. Philipp Polenz, Sr. VP of Polycarbonates,  
COVESTRO LLC, United States

3:20-3:50 Coffee break

SESSION 3 - REGIONAL REVIEWS AND PERSPECTIVES

3:50 **Polymer markets in Latin America: Market prospects & growth opportunities**  
Mr. Esteban Sagel, Principal & CEO,  
CHEMICAL AND POLYMER MARKET CONSULTANTS, United States

KEYNOTE ADDRESS

4:20 **The role of a distributor from a European leader's perspective**  
Mr. Carsten Harms, Member of the Executive Board,  
BIESTERFELD AG, Germany

4:50 **Changing supply options - Iran with sanctions removed**  
Mr. Mirza Kadic, Business Development Director,  
CHEMORBIS, Turkey

5:20-6:50 Cocktail reception sponsored by:



Wednesday, October 5, 2016

8:30 Welcome coffee  
9:00 Opening announcements

SESSION 4 - CUSTOMER AND END MARKET DEVELOPMENTS

9:10 **How technology will speed transactions and customer dialogue for the plastics industry**  
Mr. Neil Goodrich, Director - IT,  
M. HOLLAND COMPANY, United States

9:40 **How mergers and acquisitions are changing the shape and nature of the plastics processing industry**  
Mr. Rick Weil, Managing Director,  
MESIROW FINANCIAL INVESTMENT BANKING, United States

10:10 **End user customer perspective on the plastics industry**  
Speaker to be announced

10:40-11:20 Coffee break

SESSION 5 - FUTURE INDUSTRY DIRECTION FORUM

11:20 **Sales of petrochemicals goes digital – the evolution continues**  
Mr. Joseph Namaan, Co-Founder & Co-CEO,  
KEMGO INC., United States

11:50 **How does oil change market dynamics?**  
Mr. Mike Burns, VP Polyethylene Markets,  
RESIN TECHNOLOGY INC., United States

12:20-2:00 Lunch

2:00 **Plastics natural capital advantages: The environment, plastics and the impacts on business opportunities**  
Ms. Emily Tipaldo, Director, Packaging,  
AMERICAN CHEMISTRY COUNCIL, United States

2:30 **An outlook for the North American plastics industry from trade to end use demand**  
Mr. Andrew Reynolds, Director,  
AMI CONSULTING, United States

3:00 **Customers and suppliers discussion panel**

*Panel to be announced*

4:00 Afternoon wrap up and questions

4:15 Conference ends

Conference bag sponsored by:



Prize giveaway sponsored by:



AMI reserves the right to alter the program without notice.  
The latest program including any new speakers or changes to  
schedules can be viewed on our website: [www.amiplastics-na.com](http://www.amiplastics-na.com)

