POLYMER SOURCING & DISTRIBUTION 2016

Strategies in a new era for the polymer supply chain



Organized by: Applied Market Information LLC







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SPECIAL PRICE FOR M. HOLLAND CUSTOMERS: \$600

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 Tel: +1 610 478 0800 Fax: +1 610 478 0900 Email: sb@amiplastics-na.com Twitter: @AMIconferences #attendAMI

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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 or call: +1 610 478 0800 or email: consult@amiplastics-na.com

PLATINUM SPONSOR



CONFERENCE PROGRAM

Tuesday, October 4, 2016

8:00 Registration and welcome coffee9:00 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



HOLLAND

Wednesday, October 5, 2016

- 8:30 Welcome coffee9:00 Opening announcements
- opening uniourcements

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**

CONFERENCE DETAILS

DATE AND LOCATION: October 4-5, 2016 Hilton Philadelphia City Avenue 4200 City Avenue Philadelphia, PA 19131, USA Tel: +1 215 879 4000



Image courtesy of: Hilton Philadelphia City Avenue

HOTEL ACCOMMODATION

The conference fee does not include lodging. We have negotiated a special rate of \$159 plus tax per night at The Hilton Philadelphia City Avenue. To make a reservation, please contact the hotel's reservation department at +1 800 445 8667 by September 12, 2016 and indicate that you will be attending "AMI's Polymer Sourcing & Distribution 2016 conference" to qualify for the special room rate. The hotel rate is guaranteed for a limited number of rooms so do not delay in making your reservation for a room at the conference location.

REGISTRATION FEE

Register for only \$600 as a M. Holland customer. Registration includes all sessions, conference proceedings, cocktail reception, luncheons, and break refreshments.

SPONSOR THIS EVENT AND PROMOTE YOUR COMPANY

AMI events are more than just arenas for listening and networking. They also represent highly targeted opportunities to enhance your image and promote your products and services to an international audience.

Each event offers the following unique awareness building opportunities: sponsorship of the welcome cocktail reception, lunches, coffee breaks, and much more. For further information please contact the Conference Coordinator at +1 610 478 0800.

EXHIBITION PACKAGE

This package includes an exhibition space in the conference room where we will be hosting registration, the cocktail reception and coffee breaks, giving exhibitors maximum exposure. It also includes 1 free delegate place. Exhibitors may either use tables provided by the hotel or bring their own stand or display. A limited number of tables are available and are assigned on a first come, first serve basis. The cost of this package is \$1,990. Please note: When applicable, exhibitors are responsible for any electricity and/ or handling fees involved with their booth. For further information please contact the Conference Coordinator.

SOCIAL EVENTS

The social events organized for AMI's Polymer Sourcing & Distribution 2016 will provide an ideal setting for delegates and speakers to mix business with pleasure. On the first evening, everyone is warmly invited to attend the cocktail reception.

SUBSTITUTIONS / CANCELLATIONS

Delegates may be substituted at any time at no charge. We ask that you provide ample notification of substitution in order that materials can be prepared. Full refunds, less an administrative charge of \$200 will only be made on cancellations received prior to July 22, 2016. We regret that we cannot make refunds on cancellations received after this date or for noshows at the conference. Please note that refunds cannot be made on table top bookings or sponsorship packages.

FAX FORM TO: +1 610 478 0900

CONFERENCE HOTLINE

Ms. Stephanie Berchem, Conference Coordinator

Applied Market Information LLC 1210 Broadcasting Road, Suite #103 Fax: +1 610 478 0900 Wyomissing, PA 19610, USA

Tel: +1 610 478 0800 Email: sb@amiplastics-na.com

Follow us on Twitter: @AMIconferences #attendAMI

Please make copies of this registration form for others to use or download a PDF file copy of the brochure from our web site at www.amiplastics-na.com

REGISTRATION FORM

Polymer Sourcing & Distribution 2016 October 4-5, 2016 Hilton Philadelphia City Avenue Philadelphia, PA, USA

Company:_____

Address:

Tel: ______ Fax: _____

Company activity:

Delegate Details

If more than one delegate please photocopy form

Title: _____First name:_____

Surname:_____

Position:

Email:

Special dietary requirements:

Billing address:_____

Date:

Cardholder's signature:

Invoice email (if different from above):_____

Payment Details

Please make payments in US Dollars (\$)

	Special price for M. Holland Customers	\$600 _			
	Exhibition package (includes exhibition space and one delegate space)	\$1990			
		Total:			
Method of Payment					
Payment terms are NET 30					
	By Check: In US Dollars (\$), made payable to "Applied Market Information LLC"				
	Bank Transfer: Please call or email for banking information. Note: You are responsible for any bank charges involved with the transaction.				
	Visa/Mastercard/Amex				
My card number is:					
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Name of cardholder:					
Expiration date:Security code:					

_____Zip code:_____