

HEAVY DUTY SACKS 2017

*The international conference and exhibition on
industrial bags and sacks*



27-28 June 2017
*Maritim Hotel,
Cologne, Germany*

Organised by:



Media supporter:

film and sheet
EXTRUSION

SPECIAL OFFER: Save €200 if you register before 28th April 2017

HEAVY DUTY SACKS 2017

27 – 28 June 2017, Maritim Hotel,
Cologne, Germany

AMI's Heavy Duty Sacks 2017 is a brand new forum where all parts of the industrial bag and sack supply chain will meet to discuss key trends and developments influencing market growth and profitability.

Heavy duty sacks, made both of plastic and paper, have recorded rapid growth in the past two decades. Plastic sacks have been successfully taking market share from paper alternatives in recent years thanks to the development of sophisticated coextruded constructions for heavy duty sacks especially in the form-fill-seal (FFS) sector. This has allowed significant downgauging and material saving opportunities as well improved performance for plastic sacks over paper. Also, further innovative developments in deaeration systems have enabled FFS films to make greater inroads into the fine powder sack markets, such as cement packaging, which have traditionally been dominated by the paper alternatives.

Heavy Duty Sacks 2017 will look in detail at the latest raw material and technology developments affecting today's industrial sack sector and the implications for the future direction of the industry. A busy programme of international speakers will kick off with a business forum which will aim to give the context of the current business environment in which end customers operate. AMI Consulting will provide a detailed overview of a recent study analysing the structural changes in the European heavy duty sack market. The event's key note speaker, Tarmac, will offer first-hand experience from the brand owner's perspective of switching from paper to plastic sacks for their cement products. The following cutting-edge speakers will provide in-depth insights in the trend-setting developments in resin technology, film extrusion and packaging equipment which contribute to the creation of next generation industrial sacks with ever improving performance, while assuring a balanced and optimised cost structure during the product life cycle. The conference will be wrapped up by a discussion panel which will provide an opportunity for delegates to bring up any burning issue they face as well as to raise any outstanding questions. The panel will be represented by major players from across the supply chain including brand owners, sack producers and raw material and machinery suppliers.

Whatever your involvement in this industry, be it raw material supplier, equipment manufacturer, film or sack producer, converter or end user, Heavy Duty Sacks 2017 will provide an ideal opportunity to meet, network and discuss with like-minded professionals and to be equipped with all you need to make reasoned business decisions.

CONFERENCE HOTLINE

Contact: Agata Swietek, Conference Organiser
Tel: +44 (0) 117 314 8111
Fax: +44 (0) 117 311 1534
Email: aas@amiplastics.com
Twitter: @AMIconferences #attendAMI

Save €200

Register before 28th April 2017

EARLY BIRD REGISTRATION OFFER

Register before 28th April 2017 and pay €990* saving €200 on the full price of €1190*. There are additional discounts for group bookings. The registration fee includes attendance at all conference sessions, the Networking Cocktail Reception, lunch and refreshment breaks on both days and a set of conference proceedings.

EXHIBITION SPACE

Make it easy for the delegates to find you at this busy event with your own table top exhibition space. Bring your own display stand, banners or use the space to showcase samples of your products and ensure that you make an impact. The table top exhibition will run throughout the conference in the spacious lobby next to the main meeting room.

Registration includes 1 delegate place!

Space is limited so to avoid disappointment please register for this service as soon as possible.

SPONSOR THIS EVENT

A variety of sponsorship opportunities are available at this conference to help to promote and enhance your company's products and services to this highly targeted international audience. Contact the Conference Hotline for further information.

HOTEL ACCOMMODATION

Delegates are responsible for booking their own accommodation. AMI has negotiated a room rate of €159 for a single room and €197 for a double (tax, breakfast and Wi-Fi included) at the Maritim Hotel in Cologne until **26th May 2017**.

Please make your reservation using the direct hyperlink which can be found on our website www.amiplastics.com (click on 'Heavy Duty Sacks 2017' followed by Accommodation)

CONFERENCE VENUE

Cologne is a vibrant, well-connected city that presents excellent options for conducting business, sightseeing, dining, entertainment and shopping. The conference will take place at the Maritim Hotel, which is on the banks of the Rhine and within walking distance of the old town, historic cathedral and main train station.

*+19% German VAT

FIVE GOOD REASONS WHY YOU SHOULD ATTEND:

- 1 Learn about the key growth drivers and the shifts in market trends
- 2 Improve your understanding on what your customers really want
- 3 Find out how to optimise your extrusion, bagging or packaging operations
- 4 Hear about how to improve productivity and output as well as cut packaging cost without compromising sack performance
- 5 Benchmark your company performance against leading industry players

Tuesday 27th June 2017

- 08.30 Registration and welcome coffee
09.30 Opening announcements

SESSION 1 - BUSINESS FORUM – KNOW YOUR MARKET

- 09.40 **Heavy duty sacks see major shifts in market trends**
Mrs. Karla Tattersall, Business Unit Manager,
Industrial & Agricultural Films, Polymer Distribution,
AMI CONSULTING, United Kingdom

- KEY NOTE SPEAKER
10.10 **The development of plastic packaging in the GB cement market**
Mr. Kevan Greenhalgh, National Business Manager
Packed Cement,
TARMAC CEMENT AND LIME, United Kingdom

- 10.40 Morning coffee

SESSION 2 - THE NEXT GENERATION OF INDUSTRIAL SACKS

- 11.20 **Plastic sacks with cutting-edge designs: an alternative to established sack concepts**
Dr. Dominik Wörsdörfer, Technical Sales & Marketing Manager,
WINDMÖLLER & HÖLSCHER, Germany

- 11.50 **Nonwovens flexible packaging of the next generation**
Dr. Claudio Cinquemani, Head of Technical Textiles,
REIFENHÄUSER REICOFIL, Germany

- 12.20 **Innovative closing systems for heavy duty bags**
Mr. Vincent Valentin, Sales Director,
FISCHBEIN GERMANY GmbH, Germany

- 12.50 Lunch

SESSION 3 - INNOVATION IN BAGGING AND EXTRUSION MACHINERY

- 14.20 **The range of different types of bags and their advantages**
Mr. Sebastian Südhoff, Sales Manager - Disposal,
HAVER & BOECKER OHG, Germany

- 14.50 **Bagging automation as a way to respond to multiple material, size and bag type requirements**
Mr. Trevor Mitford, Technical Sales Manager
CONCETTI S.p.A., Italy

- 15.20 **Industry 4.0 and bagging. Demands and solutions for packaging lines**
Mr. Joan Caba, Managing Director,
TMI (TÉCNICAS MECÁNICAS ILERDENSES, S.L), Spain

- 15.50 Afternoon tea

- 16.30 **Study to boost output on FFS extrusion lines by using five layer dies**
Mr. Frank Lübke, Senior Mechanical Engineer,
PLAMEX MASCHINENBAU GmbH, Germany

- 17.00 **5-layer: the new standard for heavy duty sacks**
Mr. Sascha Skora, Senior Sales Manager,
REIFENHÄUSER BLOWN FILM GmbH, Germany

SESSION 4 - PAPER SACKS – PRODUCT DEVELOPMENTS AND ENVIRONMENTAL CONSIDERATIONS

- 17.30 **The paper sack – performance powered by nature**
Ms. Catherine Kerninon, General Delegate,
EUROSAC, France

- 18.00 – 19.30 Networking Cocktail Reception

Wednesday 28th June 2017

- 08.30 Registration and welcome coffee
09.00 Opening announcements

SESSION 5 - INNOVATIVE FILM FORMULATIONS FOR HEAVY DUTY SACKS

- 09.10 **Raw material supply scenarios for the film extrusion industry**
Mrs. Karla Tattersall, Business Unit Manager,
Industrial & Agricultural Films, Polymer Distribution,
AMI CONSULTING, United Kingdom

- 09.40 **Help manufacturers protect their goods using eXtreme Performance polymers for innovative heavy duty sacks solutions**
Ms. Haiyin Hua, Film Application Development Engineer,
EXXONMOBIL ASIA PACIFIC RESEARCH & DEVELOPMENT Co., Ltd.,
China

- 10.10 **Goods safely packed: thinner & tougher HDSS**
Dr. Guillaume Metral, Marketing Manager,
DOW CHEMICAL, Germany

- 10.40 Morning coffee

- 11.20 **Sustainable solutions in heavy duty bags thanks to innovative metallocene technology**
Miss. Jenny Arbon, Market Development Engineer–
Flexible Packaging and Personal Care,
TOTAL REFINING AND CHEMICALS, Belgium

11.50 DISCUSSION PANEL

Mr. Kevan Greenhalgh, National Business Manager
Packed Cement,
TARMAC CEMENT AND LIME, United Kingdom

Dr. Guillaume Metral, Marketing Manager,
DOW CHEMICAL, Germany

Mr. Steve Bajinski, Director, Business Development,
HOOD PACKAGING CORPORATION, United States

Ms. Catherine Kerninon, General Delegate,
EUROSAC, France

- 12.50 Lunch and conference ends



REGISTRATION FORM

Company: _____

Address: _____

Country: _____

Tel: _____ Fax: _____

VAT No.: _____

(Must be completed by all EU Companies)

Company activity: _____

Purchase order No. (if applicable): _____

Invoice address (if different from above): _____

DELEGATE DETAILS

If more than one delegate please photocopy form

Title: Mr/Mrs/Dr/Other: _____

First name: _____

Surname: _____

Position: _____

Email: _____

Special dietary requirements: _____

Signature: _____ Date: _____

PAYMENT DETAILS

*All payments to be made in Euros***Please tick box and write amount:**
 Early bird admission fee: €990 + €188.10* = €1178.10 _____
(Until 28th April 2017)
 Admission fee thereafter: €1190 + €226.10* = €1416.10 _____

Table Top Exhibition Package (includes 1 delegate place)

 German resident companies: €1750 + €332.50** = €2082.50 _____
(Includes 1 delegate place)
 Non-German resident companies €1750 + €188.10** = €1938.10 _____

(**Only admission fee part of package is VAT chargeable at 19%)

*German VAT charged at 19%

Total: _____**Please note all delegates have to pay the VAT stated above.**

METHOD OF PAYMENT

You will be sent an invoice in 7-14 working days.

 Bank transfer quoting: Your invoice and A/C No. or 'Applied Market Information Ltd. - Heavy Duty Sacks 2017' to: National Westminster Bank Plc. Thornbury Branch, 16 the Plain, Thornbury, Bristol, BS99 5HD
 Account number: **06814077** Bank No. **556138**
 IBAN: **GB63 NWBK 6072 0306 8140 77** SWIFT: **NWBKGB2L**
 Pay by Credit Card

We accept: Visa / Mastercard

Please provide your contact details and we will send you a link to a secure payment gateway via email.

Name: _____

Email: _____

HEAVY DUTY SACKS 2017 CONFERENCE INFORMATION

Date and location

27-28 June 2017
Maritim Hotel
Heumarkt 20
50667 Cologne
GermanyTel: +49 221 2027 0
Fax: +49 221 2027 835

Registration fee

The registration fee includes attendance at all conference sessions, the Networking Cocktail Reception, lunch and refreshment breaks on both days and a set of conference proceedings.

- **Early bird registration:** Register before 28th April 2017 for only €990*. Thereafter the cost is €1190*.
- **Group rates:** For companies wishing to register two or more delegates, group discounts are available. Please contact the Conference Organiser for more details. (Please note to qualify for the group discount delegates must be booked at the same time, otherwise additional delegates may be charged at full price).

Table top exhibition

A limited number of table top exhibition spaces are available in the spacious lobby next to the main meeting room. The table top exhibition fee is excellent value for money and **includes 1 delegate place**. Exhibitors may either use tables provided by the hotel or bring their own stand or display.

Sponsor this event

A variety of sponsorship opportunities are available at this event that can help to promote and enhance your company's products and services to this highly targeted international audience. For further information, please contact the Conference Organiser on: +44 (0) 117 314 8111.

Social event

The social event organised for Heavy Duty Sacks 2017 will provide an ideal setting for delegates and speakers to mix business with pleasure.

- **Networking Cocktail Reception:** A Networking Cocktail Reception will be held on the first evening. This offers an excellent opportunity for delegates to meet with speakers and other colleagues. All delegates are invited to attend and admission is included in the delegate fee.

Hotel accommodation

Delegates are responsible for booking their own accommodation. AMI has negotiated a room rate of €159 for a single room and €197 for a double (tax, breakfast and Wi-Fi included) at the Maritim Hotel in Cologne until 26th May 2017.

Please make your reservation using the direct hyperlink which can be found on our website www.amiplastics.com (click on 'Heavy Duty Sacks 2017' followed by Accommodation)

Cancellations

Full refunds, less a cancellation charge of €200 will only be made on cancellations received prior to 26th May 2017. Thereafter we regret that no refunds can be made. Delegates may be substituted at any time. Please note that refunds will not be given on table top bookings or sponsorship packages at any time.

*+19% German VAT

CONFERENCE HOTLINE

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Email: aas@amiplastics.com
Twitter: @AMIconferences #attendAMI

The latest programme, including any new speakers or changes to the schedule can be viewed on our website: www.amiconferences.com