



# 3rd Global Foil Roller Conference

15 – 17 January 2014



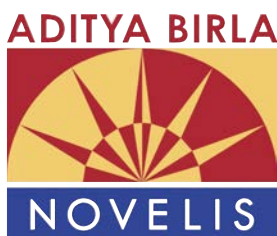
Park Hyatt

Dubai, United Arab Emirates

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# Welcome to the 3rd Global Foil Roller Conference

By Manfred Mertens, EFA Vice-President and EFA Roller Group Chairman

I am delighted to invite you to attend the 3rd Global Foil Roller Conference, which will further strengthen the future progress of the global aluminium foil industry. The global attendees at the last conference reached a consensus on the need to coordinate actions on sustainability in order to support market growth and promote innovative development. In addition, it appointed EFA as the leader of the Global Foil Roller Initiative. The 2014 conference should produce many exciting and interesting debates to help shape the future of our sector. Aluminium foil for both packaging and technical applications saves far more resources than are consumed in its production through the complete supply and value chain. It is also significant that almost 10% of the annual global aluminium primary production is converted to aluminium foil. I am confident that the mutual support by foil rollers and their organisations from around the world will contribute to sustainable growth opportunities for our industry. We would like to thank you in advance for attending, while particular appreciation goes to our sponsors and speakers for making this event possible.

## DELEGATE ARRIVAL AND INTRODUCTION TO EVENT — Wednesday 15 January 2014

Dubai Creek & Golf Yacht Club

19:00 Welcome Cocktail

19:30 Welcome Speeches  
- H.E. Abdullah Al Saleh, Undersecretary at the Ministry of Economy (Foreign Trade Sector), UAE

- Jan Homan, EFA President, Constantia Flexibles – Supervisory Board

- On Behalf of all Sponsors  
Axel E. Barten, President and CEO, Achenbach Buschhütten

20:00 Welcome Dinner

## CONFERENCE PROGRAMME — Thursday 16th January 2014

09:00 Morning Session: Opening, Macro-Economics, Suppliers View - chaired by:  
Yuan Yinping (Deputy Chairman China Nonferrous Metals Industry Association) and Chan Shing Sau (Chairman Xiashun Holdings)

09:05 Compliance  
Johann Brueck (Attorney, Hermanns Wagner Brück)

09:10 Opening of the Conference and Introduction of Delegates  
Manfred Mertens (EFA Vice-President and Chairman Roller Group; Vice President BU Packaging & Building, Hydro Aluminium)

09:50 Global Economic Outlook  
Ingmar Burgardt (LBBW Representative Office Middle East, Landesbank Baden-Württemberg)

10:20 Africa - The Hidden Growth Potential  
Marc-Peter Zander (Partner and CEO, XCOM Africa)

10:50 Coffee break

11:20 Global Primary Aluminium Outlook  
Mahmood Daylami (General Secretary, Gulf Aluminium Council)

11:40 Global Foil Stock Markets  
Buddy Stemple (CEO, Oman Aluminium Rolling Company)

12:00 Strengthening Foils' Competitiveness: Contributions from the Suppliers' Side  
Axel Barten (President and CEO, Achenbach Buschhuetten)  
Michael Strathmann (General Sales Manager, Kampf Schneid- und Wickeltechnik)  
Philippe Chartier (President, Novelis PAE)

13:00 Lunch

14:00 Afternoon Session: Foil Markets and Challenges - chaired by  
Sagren Naicker (Manager Foil, Hulamin Rolled Products)

14:05 Global Foil Markets – Trends, Challenges and Opportunities  
Paul Williams (Research Manager, CRU Analysis)

14:35 Foil around the Globe  
- China: Dong Chunming (CEO, Sunlight Metal)  
- Europe: Willem Loué (Managing Director, Eurofoil)  
- North America: Guido Aufdemkamp (Deputy Executive Director, EFA)  
- South America: Eduardo Gomes (Chairman ABAL Foil Division and Commercial General Manager CBA)  
- Japan: Masashi Yamamoto (Executive Officer and Manager of Foil Converting Division, Toyo Aluminium)  
- South Korea: Nam Hee Hahn (President & CEO, Sam-A Aluminium)  
- Asean Economic Community (AEC): Eric Chong (Senior Manager, Sales & Marketing, Alcom Novelis)  
- India: P. Anil Kumar (Head of Sales & Marketing, Hindalco)  
- Turkey/Middle East: Göksal Güngör (Director Sales, ASSAN)  
- Russia/Armenia: Sergey Goryachev (Executive Director of Packaging Division, RUSAL)  
- South Africa: Sagren Naicker (Manager Foil, Hulamin Rolled Products)

17:15 Key Challenges for Foil: Results of Global Foil Survey 2013  
Guido Aufdemkamp (Deputy Executive Director, EFA)

17:45 Summary and Conclusions from the Chair  
Sagren Naicker (Manager Foil, Hulamin Rolled Products)

18:00 Close

19:00 Departure for dinner at Mango Tree Restaurant

# CONFERENCE PROGRAMME – Friday 17th January 2014

08:15	Morning Session 1: Customer Perspective - chaired by: Nam Hee Hahn (President & CEO, Sam-A Aluminium)	11:30	Aluminium Recovery for Laminated Foil Packaging Dr. Carlos Ludlow-Palafox (Enval, Director & CTO)
08:20	The Place of Foil within the Packaging Material Portfolio of a Brand Owner Philippe Roulet (Head of Global Packaging Materials & Training, Nestlé)	11:50	Driving Value in Beverage Carton Recycling Mario Abreu (Director, Global Environment, Tetra Pak International)
08:40	The Future of Foil in Global Flexible Packaging Markets Dr. Gerold Riegler (COO, Constantia Flexibles)	12:10	The Aluminium Stewardship Initiative: A Responsible Path for the Development of Foil Markets Pascal Aroule (Director Metal Management and Logistics, Rio Tinto Sohar Logistics)
09:00	The Conquest of the Global Wine Market – The Success Story of Aluminium Closures Franco Bove (COO, Guala Closures)	12:30	Lunch
09:20	Application and Prospects of Aluminium Foil Container in China Gengte Zhang (General Manager, Ashburn Aluminium Foil Products)	13:30	Afternoon Session: Global Foil Roller Network's Future - chaired by Willem Loué (Managing Director, Eurofoil)
09:40	High Tech Aluminium Foils in Li-Ion-Batteries for Transportation and Energy-Storage Prof. Werner Tillmetz (Board Member Centre for Solar Energy and Hydrogen Research)	13:30	Resource Efficiency – Foils' Key Branding Opportunities and Activities of the Global Foil Roller Network since last GLAFCO in 2011 Stefan Glimm (Executive Director, EAFA)
10:00	Coffee Break	13:40	The Future of the Global Foil Roller Network: Ideas, Discussion and Conclusions Manfred Mertens (EAFA Vice-President and Chairman Roller Group; Vice President BU Packaging & Building, Hydro Aluminium)
10:30	Morning Session 2: Sustainability - chaired by: Eduardo Gomes (Chairman ABAL Foil Division and Commercial General Manager CBA)	14:00	Conclusions from the Supplier View Lutz Busch (CEO, Kampf Schneid- und Wickeltechnik) on behalf of all sponsors
10:35	The Aluminium Story Ron Knapp (Secretary General, International Aluminium Institute)	14:10	Close
10:50	Sustainability. A Global Brand Owner's Perspective Louis Lindenberg (Global Packaging Sustainability Director, Unilever)	15:00	Networking Afternoon desert excursion with sunset dinner
11:10	Foil Recycling and Recovery Options Hans-Jürgen Schmidt (Head of Product Ecology Rolled Products, Hydro Aluminium)	22:00	Farewell-Cocktail at Hotel

## SOCIAL PROGRAMME

### Wednesday 15 January 2014

19:00 Cocktail and Dinner at Dubai Creek & Golf Yacht Club

### Thursday 16th January 2014

19:00 Departure for dinner at Mango Tree Restaurant with views of the  
Dancing Fountains

### Friday 17th January 2014

15:00 Afternoon exploration of the desert with 4WDS followed by a  
sunset dinner at a Bedouin desert camp

22:00 Farewell Cocktail at Hotel

### Saturday 18th January 2014

Optional Sightseeing Tour of Dubai and Departure of Delegates

09:00 Meet in the hotel lobby for a bus tour

09:30 Visit of Dubai Museum

10:30 Visit of the Spice & Gold Souk (by crossing the creek in a local  
water taxi – Abra)

11:30 Photo Stop from outside at Jumeirah Mosque, Jumeirah Beach,  
Burj Al Arab, Atlantis Hotel, and Burj Khalifa

13:00 Arrival at the hotel and individual departure of the delegates

## REGISTRATION – If your company manufactures foils up to 200 microns we look forward to welcoming you to

3rd Global Foil Roller Conference  
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Dubai, United Arab Emirates

To register please use the registration form

# ABOUT THE SPONSORS

## Achenbach Buschhütten



**Axel E. Barten, President and CEO**

Our philosophy is to provide 'Technology for Future Concepts' geared to meet ever changing customer demands. As a company we are proud to be sponsoring the event and look forward to continuing the global dialogue on the future of our industry. Achenbach is an independent and long-established family owned company, specialists in

building and supplying integrated solutions for high-tech non-ferrous rolling mill machinery and trend-setting foil slitting machines. The company is the global market leader for aluminium light gauge and foil rolling mills and rolling mill automation. [www.achenbach.de](http://www.achenbach.de)



## Novelis PAE



**Philippe Charlier, President**

The Global Foil Roller Conference is a unique opportunity to meet the leaders of the global aluminium foil industry.

Although the sector makes many similar final products, it uses a great variety of technologies to achieve the properties and quality requested by end users. Quality is a key feature for foil producers and it starts with the quality of the semis

exiting the casthouse. Novelis PAE strongly contributes to this as a world leader in the provision of equipment in its two main domains of expertise, which are casting (Strips Casters and Sheet ingots casters) and Liquid Metal Treatment (Degassers and Filters). [www.pae.novelis.com](http://www.pae.novelis.com)

## Thiel & Hoche

**Andreas Buchloh, Managing Director**

Thiel & Hoche, a leading global supplier for tubes, jumbo reels and spools, is pleased to support the 3rd Global Roller Conference – a unique networking opportunity to exchange views and opinions. Not only do we support the conference but with our jumbo reels, developed and manufactured for high performance foil process and smooth runnability, we contribute our share to support the industry's efficiency, cut downtime and secure zero-failure tolerance. [www.thiel-hoche.de](http://www.thiel-hoche.de)

## Kampf Schneid- und Wickeltechnik



**Lutz Busch, CEO**

When asked whether Kampf would like to support and participate in the next GLAFCO it was our pleasure to confirm our engagement immediately. We like the idea of joint activities to promote the advantages of aluminium foil within wide-ranging applications and to support a sustainable business. The top-performing Kampf machines are a

significant part of the production chain and have been represented in most foil plants for many decades. We are looking forward to sharing our experience, to work on new ideas and to continue the success story of aluminium foil for the mutual benefit of all participants. [www.kampf.de](http://www.kampf.de)



## Oman Aluminium Rolling Company



**Buddy Stemple, CEO**

The Oman Aluminium Rolling Company (OARC) will be a state of the art, world class rolling facility in Sohar, Oman. Production quantities will be available in late 2013 and, at full production, the facility will employ 275 people and produce 160,000 tonnes per year of light gauge sheet products.

OARC will provide customers with foil stock materials for residential and commercial air conditioning, automotive heat exchangers, food containers, foil wrap, pharmaceutical and industrial applications. With a maximum sheet width of 2 meters, a wide variety of markets can be served. The facility aims to achieve a world-class level of productivity. [www.oman-arc.com](http://www.oman-arc.com)

## International Aluminium Institute

**Ron Knapp, Secretary General**

The International Aluminium Institute (IAI) is pleased to support the 3rd Global Foil Roller Conference (GLAFCO) as a unique opportunity to bring the global foil industry together, to share information and learn from the experiences of the industry in different parts of the world. GLAFCO III will make a very significant contribution through increased co-operation and greater understanding within the global foil community. [www.world-aluminium.org](http://www.world-aluminium.org)

# ABOUT THE ORGANISER

## European Aluminium Foil Association



**Stefan Glimm, Executive Director**

Our objective for the 3rd Global Foil Roller Conference is to gather more than 90% of the global foil market in Dubai – 10% more than last time. The industry wants to continue building on one global voice for foil on sustainable and promotional issues to support further growth. The first mutual project 'A Global Moment with Alufoil', launched at the last conference, clearly demonstrates how this can be achieved. A brochure in several languages and a multilingual website ([www.global-alufoil.org](http://www.global-alufoil.org)) shows alufoil's versatility in providing solutions for a world facing growing population, urbanisation, climate change, and depletion of scarce resources.

Since the last conference, where EAFA was honoured to be appointed the global network leader for foil, I am delighted to announce that additional language versions of 'A Global Moment with Alufoil' have been made available on the website and in printed format - making sure the message is actively used and communicated around world. EAFA is confident that at the 3rd Global Foil Roller Conference, with your support and input, one global voice for foil will be developed even further. [www.alufoil.org](http://www.alufoil.org)

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