



CONGRESO ALAFAVE 2017

ALAFAVE CONGRESS 2017

CONFERENCE OVERVIEW

ONCE AGAIN GATHERING THE GREAT ALAFAVE FAMILY

Once upon a time, there was a hidden Paradise awaiting to be unveiled. This was nature's best kept secret until it was finally revealed in 1969, when a group of American investors acquired a strip of 50 square kilometers of inhabitable jungle in Dominican Republic. The place was known as Yauya or Punta Borrachon, where barely a few fishing villages were establishing.

Back then it was hard to imagine that in only a few years, the place with virgin beaches and wild land, today called Punta Cana, would become one of the most impressive and preferred tourist destinations around the world with over 2.7 million visits every year. Today, it is the third most visited city in Latin America, after Mexico City and Buenos Aires, Argentina. Must be for a reason...

After half a century of innovation, the enchanting paradise has been chosen as the site for our next ALAFAVE congress on July 11-13, 2017 at the Paradisus Punta Cana Resort, Punta Cana, Dominican Republic. This is the ideal scenario for our historical event, which promises to surpass the expectations of our members.

This congress has been meticulously designed to achieve the perfect combination of learning, networking and fun.

AN AVANT-GARDE INDUSTRY

Our congress will have a deluxe opening, our main event the "Meet & Greet" will enlighten the spirits of our members before our traditional welcoming cocktail. The rest of the agenda includes activities to fortify our networking by building a great and personalized consulting service. Our expert industry leaders will hold one on one consulting sessions, where manufacturers can disclose their concerns and together be able to design strategies to build a solid business. Guaranteed success!

All the manufactures will participate in specialized workshops offered by worldwide recognized experts, they will provide us the tools to improve our procedures, optimize resources, innovation, and the most recent trends to maximize our presence and productivity.

Among the speakers and invited presenters we will have: a well-known promoter of our industry José Luis Montes, from H&R Group. He will offer a presentation entitled: "Changes and transformations of waxes and paraffin," José Luis is an expert in the market dynamics of oils/petroleum and wax. He is knowledgeable of the trends in the global market, the relationship price/performance and the most successful forms to add value to your product, with simple strategies such improving packaging and finding better logistic solutions.

Another surprise for this congress, will be the workshop to be offered by Bernhard Leyer, better known as "Kaiser-Ben," our technical expert with international fame. He will be presenting Kaiser-Lacke's newly developed application to measure a candle's flame (see article on The Importance of Attending a Flame in our Punto de Fusion). Furthermore, we will have a presentation on the most recent trends on vegetable waxes in the market.

RESERVATIONS:

PARADISUS PUNTA CANA RESORT
PLAYA DE BÁVARO, PUNTA CANA
DOMINICAN REPUBLIC
(1) 809 687 9923

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ISABEL MUENCH
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Our business meeting, is planned for Wednesday July 12, this is a great opportunity to find important and up to date information. We will have a detailed outlook of the industry's latest status, like current challenges and opportunities to expand into a new horizon.

In this congress we have also included a technical agenda with the main information on raw materials, methodologies and regulatory norms for the candle manufacturing. The objective is to open a file full of opportunities and useful recommendations to help our members achieve their goals and take their business to another level.

Our traditional trade show will have a dedicated session to consulting meetings, we will have over 150 participants, amongst them, representatives of about thirty companies exhibiting and proposing their innovating products. We are confident that this will be the perfect scenario for the creation of new business and effective partnerships.

IN ALAFAVE HAVING FUN IS A SERIOUS BUSINESS

At the Association of Latin American Candle Manufactures we keep up with the joyful Latin spirit that characterizes us around the world. Given the fact, we've built an interesting agenda full of learning, communication, entertaining and networking. Which will allow us to acquire capabilities and the necessary elements to improve, while interacting with top manufacturers from around the world. In addition, our congress promotes unique opportunities to maintain and attain direct contact with the most outstanding leaders in the industry.

The scheduled activities will be memorable and will leave a print in the memoirs of our participants. Imagine experiencing direct contact with dolphins in a unique environment, these mammals are considered to be some of the most intelligent and friendly animals on earth. Or what do you think about a relaxing and pleasant boat ride? A whole experience navigating through one of the most beautiful coasts in the world, and of course, last but not least, the drinks, good food, music and a great weather await.

On the last day of our congress, we will have a majestic group dinner. But the entertainment doesn't stop here: Be prepared to close the night on a high note, literately, at the new club Guaguancó, a night club in Punta Cana inspired on Latin music. Practice your best merengue, salsa, bachata and regaetton moves, lets plan on closing the night singing and dancing to celebrate what promises to be a successful congress.

It is time to book your agenda and schedule the days of July 11-13, 2017 as high priority. If you are a candle manufacturer, supplier, or if you are related to the candle industry, your participation to the ALAFAVE Congress must be in your New Year's resolution list. The guarantee satisfaction and benefits are on your court. Registration begins on February 15, 2017.

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REGISTRATION FEES

“EARLY BIRD” SPECIAL RATES (ends April 3, 2017)

US\$ 350.00	ALAFAVE Member
US\$ 850.00	Non-Member Candle Manufacturer
US\$ 1500.00	Non-Member Candle Supplier
US\$ 150.00	Spouse

REGULAR RATES (starts April 4 – May 15, 2017)

US\$ 550.00	ALAFAVE Member
US\$ 850.00	Non-Member Candle Manufacturer
US\$ 2500.00	Non-Member Candle Supplier
US\$ 150.00	Spouse

LATE/ON SITE RATES (starts May 16, 2017)

US\$ 750.00	ALAFAVE Member
US\$ 850.00	Non-Member Candle Manufacturer
US\$ 2500.00	Non-Member Candle Supplier
US\$ 150.00	Spouse

CONGRESS INCLUDES:

ALAFAVE Member: All the events included in the agenda.

Non-Member Candle Manufacturer: All the events included in the agenda.

Non-Member Cande Supplier: All the events included in the agenda except table at the EXPO.

Spouse: Only meet and greet catamaran experience, welcome cocktail and dance show Guaguanco Club.

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TECHNICAL PRESENTATIONS – THURSDAY JULY 13TH, 2:30 PM - 6:30 PM*



H&R Group José Luis Montes

“CHANGES ON GLOBAL REFINING AND ITS EFFECT ON PARAFFINIC WAX SUPPLY”

José Luis will present technological changes in the base oil refining process and the global impact in wax supply, and economy by providing information and tools to project market tendencies in the candle industry.



N-Chem Niels Van Opstal

“CRYSTAL MODIFICATIONS OF HYDROGENATED FATS”

Niels Van Opstal, one of our newest ALAFAVE's member, is presenting “Crystal modifications of hydrogenated fats,” which includes his molecular technology to improve candles with a more natural and less expensive product called NCaST. Without extreme changes, the proposal is to be up to date with the ever changing industry standards. This is a tested formula which is considered to be promising in Europe. Do you want to know what the difference between NCaST and the polymerized alpha-olefins is? You cannot miss Niels' technical presentation.

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Kaiser Lacke Bernhard Leyer

“THE SCIENCE OF CANDLE FLAME MEASUREMENT”

Have you ever asked yourself why is it important to study a candle flame and be able to collect the data? Did you know that the measurement of a flame plays an important role in regulatory requirements, candle burn performance and identification of combustion problems? Because it does, the presentation will inform our participants of the latest technology available to measure a candle flame and the main functions of this new app for smartphones y tablets.

MORE ABOUT BERNHARD LEYER:

Bernhard Leyer, better known as “KAISER-Ben”.

This year I could celebrate 25 years at KAISER

As Paint Laboratory Technician I have started at KAISER doing color adjustments, working in the R&D department and being responsible for quality check.

When our company started to do more and more international business I began to take care mainly of our foreign customers, supporting them technically (Manager Technical Support) through product training programs in-house but also very often on the customer site, world-wide.

Since last year I am also taking responsibility for our Chinese daughter company in Shanghai, as CEO.

My experience is: “Quality starts within ourselves!” We must do our work with full investment and doing it with our heart. We must stay curious and keep at all times a learning attitude. We must love what we do (being in love with the product), then success is just a matter of time!

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AAK Ing. Pablo Ojeda Fuentes

“THE MARKET OF OILS AND VEGETABLE WAXES, AN ECOLOGICAL AND SUSTAINABLE OPTION FOR CANDLE MANUFACTURING”

In such a changing world, it is always important to have alternatives from both sources of supply and finished products.

Customers are currently looking for purchases that match the responsibility and sustainability market trends. That is why, there is an interesting option for raw materials supply: oils and vegetable fats.

Undoubtedly, this conference will not only show you the oils and vegetable fats markets, but also it will help you to know the economic, political, social and macroeconomic situations.

MORE ABOUT ING. PABLO OJEDA:

Industrial Engineer with a specialty on quality and productivity, graduated from Instituto Tecnológico de Morelia, obtained a Master's degree in economics and financial engineering at La Salle University Mexico (ULSA), has a P.H.D in business coaching and negotiation skills from the Instituto Tecnológico Autónomo de México (ITAM). Pablo has 15 years of experience in the manufacturing market of vegetable oils, animal fats and areas of production, engineering, retail, logistics and shipping, financing, sourcing and trading for AAK North in Latin America.

He is responsible for the strategic supply of tropical vegetable oils, lauric oils, liquids and specialty animal fat with a value of \$0.275 Billion dollars. Through negotiation and the development of national and international providers, Pablo is in charge of guaranteeing quality, sustainability and trace back record of the palm oil and its derivatives, in addition to keeping track and control of the generated risks on raw materials due to fluctuation in the market and exchange rates.

Pablo is an expert in hedging, and market structures. He is knowledgeable of inventories through the use of tools like futures, forwards, and options from the Chicago Mercantile Exchange, CIF Rotterdam, Bursa Malaysian Derivatives.

Pablo, works with research and development, analysis and interpretation of fundamental and technical factors in commodities for international markets (agriculture, rate exchange, metals, energy, etc.) in addition to the evaluation and implementation of strategic models. He is a decision maker to strengthen current business and develop new business (Hedging, trading, brokerage, arbitrage, origination and working capital).

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