



2011 ANNUAL MEETING ▶ Export Conference
 November 9 • King of Prussia, PA

Brazil & China Breakfast Roundtables
Meet with industry peers to discuss the Brazilian market & after-sales service in China.

Wednesday • November 9 • 7:00 - 7:55a.m. • Freedom I - II

PMMI members interested in discussing business experiences in Brazil or opportunities to offer customers after-sales service in China are welcome to join PMMI staff, fellow members and market experts over breakfast Wednesday morning to get the conversation started early.

Indo-Bras United Ltda, market consultant, Anand Hemnani, will lead the roundtable discussion on entering and competing in the Brazilian market along with Thomas Rienessl of B&R Automation at one table, and PMMI Vice President of Market Development, Jorge Izqueirido and China Office Director, Jason Bian will lead the discussions about after-sales service opportunities in China at another.

To reserve a seat at one of the two tables, RSVP to Ryan Oklewicz, PMMI, at ryan@pmmi.org with which the table you would like to be seated. Both tables will be marked with signs for participants.

Export Conference: The Packaging Machinery Market in Brazil
Data, insight and understanding to help you develop successful export strategies.

Wednesday • November 9 • 1:30 - 4:00 p.m. • Freedom III - VI

Join speaker Anand Hemnani, President, IndoBras United, as he discusses the findings of his latest PMMI sponsored report on the Brazilian packaging machinery market. He will outline the best entry strategies and common pitfalls to avoid.

Following the presentation, Mr. Hemnani will lead a PMMI member panel discussion to explore member's first-hand business experiences in Brazil. Panelists include Chuck White, Regional Sales Director, Econocorp, Nikola Vajda, President & CEO, Marlen International, Thomas Rienessl, Latin American International Sales Manager, B&R Industrial Automation and Ryan Schuelke, Director of Sales, Enercon Industries.

For more information, please contact Ryan Oklewicz, Global Marketing Manager, PMMI, at ryan@pmmi.org or 703.243.8555.