

**Exhibit
Prospectus**



17th AOCs Latin American Congress and Exhibition on Fats, Oils, and Lipids

September 11–14, 2017

Grand Fiesta Americana Coral Beach Hotel | Cancun, Mexico | LACongress.aocs.org



Another quality meeting by **AOCs***

In cooperation with Latin American Section of AOCs

Cancun
Mexico



The Congress

AOCS, in cooperation with the Latin American Section of AOCS, is pleased to organize the 17th AOCS Latin American Congress and Exhibition on Fats, Oils, and Lipids.

This congress will cover important and timely topics in the fats and oils industries, especially chosen to enhance attendees' business knowledge about today's markets. An exhibition, posters, and networking events are also part of the congress.

Program Topics

The program will feature invited presentations by leading experts, as well as volunteer oral and poster presentations on the following topics:

- Analytical and Quality Control
- (Bio) Detergents, Control Cosmetics, and Surfactants
- Biodiesel
- Biotechnology: Interesterification, Bio-products, and Enzymatic Process
- By-products: Protein, Lecithin, Fiber, Tocopherols, and more
- Extraction, Refining, and Processing
- Fats in Pet Foods
- Health and Nutrition
- Oxidation of Lipids and Antioxidants in Foods
- Regulatory and Commercial Aspects Affecting the Fats and Oils Industry: 3MCPD, PHA, *trans*, and more
- Sensory Evaluation in Fats
- Specialty Oils: Olive, Avocado, Algal, and more
- Structure, Functionality, and Applications in Food
- Sustainability in Fat Production

Another quality meeting by **AOCS** 

In cooperation with **LA-AOCS**
Latin American Section of AOCS



Organizing Committee

Andrés Rumayor, General Chair, Palsgaard Industri de Mexico, Mexico

Elena Dibildox-Alvarado, Scientific Committee Chair, UASLP-FCQ, Mexico

Roberto Berbesi, Oil-Dri Corporation of America, USA

Federico Corvetto, South American Trading LLC, USA

Leon Pablo Espinosa, Desmet Ballestra North America, USA

Sandra Cristina Moya Penalzoza, Clariant México SA de CV, Mexico

Carlos Ramirez, Consultant, Mexico

Congress Schedule

This schedule is subject to change. For updates, refer to the schedule at: LACongress.aocs.org

Monday, September 11, 2017

8:00–16:00 Short Courses
10:00–16:00 Exhibitor Move-In
16:30–18:00 Opening Plenary Session
18:00–20:00 Welcome Reception

Tuesday, September 12, 2017

9:00–12:45 Parallel Sessions
10:00–17:00 Exhibition
10:30–11:15 Refreshment Break
12:45–13:45 Luncheon
13:45–14:30 Desserts in the Exhibition
14:30–18:15 Parallel Sessions
16:00–16:45 Refreshment Break

Wednesday, September 13, 2017

9:00–12:45 Parallel Sessions
10:00–17:00 Exhibition
10:30–11:15 Refreshment Break
12:45–13:45 Luncheon
13:45–14:30 Desserts in the Exhibition
14:30–18:15 Parallel Sessions
16:00–16:45 Refreshment Break
17:00–19:00 Exhibitor Move-Out
19:00–21:30 Conference Banquet

Thursday, September 14, 2017

9:00–12:45 Parallel Sessions
10:30–11:15 Refreshment Break
12:45 Congress Adjourns



The Exhibition

The exhibition of suppliers and services to the fats and oils industry will be an integral element of the Congress. It provides a targeted platform for companies to market their products to the decision-makers in the global marketplace, facilitate business, and provide ample opportunities for face-to-face interactions.



Who Should Exhibit?

All companies, organizations, and individuals who supply the industries related to the Congress's program topics will benefit from exhibiting. Companies wishing to expand their business into the growing markets of Central and South America will find this congress especially appealing.

Past Exhibitors

Aboissa Oleos Vegetais	DSM	Lurgi GmbH—A Member of the AirLiquide Group
Ag Growth International (AGI)	Edelflex SA	Mahle Industrial Filtration (Benelux) BV
Alfa Laval Inc.	Evonik Degussa GmbH	Mazzoni LB SpA
Alliance Indústria Mecânica LTDA	FCF Technologies	MT-IDEAS SA
Amcol International	Fenix Process Technologies Pvt. Ltd.	Nel Hydrogen
Anderson International Corp	GEA Westfalia Separator Chile SA	Ocean Optics, Inc.
Andreotti Impianti SpA	GEA Westfalia Separator Group GmbH	Oil-Dri Corporation of America
ASAGA	Gerstenburg Schroder South America SA	Oilon Brasil Energia Ltda.
BASF Corporation	GKD LatAm SA	Oiltek SDN. BHD.
Bertuzzi	Grace Brasil Ltda—Discovery Sciences Davison	Sharpflex Filter (India) Pvt Ltd.
Binacchi & Co.	Grace Colombia SA	Soaptec SRL
Bruker Optik GmbH	Hollbras Filtros e Equipamentos Industrias Ltda.	Solar Datalab Limited
BUCHI Labortechnik AG	IKA Works Inc.	Solex Thermal Science, Inc.
Buss-SMS-Canzler GmbH	Industrias Proton Ltda.	Süd-Chemie
C.M. Bernardini Srl	IPALM (Malaysia) SDN BDH	Tecnocientifica SA
CPM Sket	J.M. Pedroni y Asociados SA	Temix
Croll-Reynolds Co., Inc.	Jiangsu Myande Food Machinery Co., Ltd.	Verenium
Crown Iron Works Company	Leonhard Breitenbach GmbH	VMC Refrigeracion SA
D&D Trading GmbH		Vyncke S.R.O.
Daabon		
Desmet Ballestra North America		
Desmet Ballestra SpA		

Stand

Construction

- Size: 3m wide x 3m deep
- Back wall: Three (3) 1m x 2.49m plastic hard wall panels
- Side walls: Three (3) 1m x 2.49m plastic hard wall panels
- Corner stands (100, 101, 105, 109, 113, 117, 120, 121, 200, 201, 204, 208, 212, 216, 220, and 221) have only one (1) side wall.
- Stand will also feature a header with company name and an electric outlet.
- Exhibitors may order furniture through the general service contractor.

Registration Badges

- One full registration is included with the stand's rental fee.
- Additional registrations may be purchased. The Congress offers both full registrations and exhibition-only registrations.

Marketing

- Pre and post Congress mailing lists
- Exhibiting company will be listed on the Congress website with a live web link.
- Company will be listed in the Congress Program Guide with a 50-word description.
- Advertising may be purchased in the Congress Program Guide.
- Sponsorship opportunities are available to enhance your company's presence.

Stand Assignment

- All stands will be assigned by AOCS on a first-come, first-served basis.
- To ensure proper placement, exhibitors should indicate on the application which companies they do not want to be placed near.

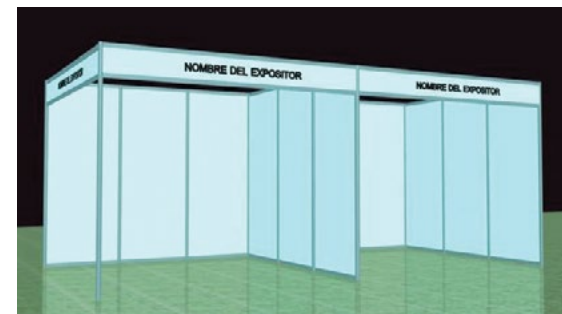


Exhibit Fees

Early Rental Fee

US \$2,500 per stand.

Early rental fee is available through March 31, 2017.

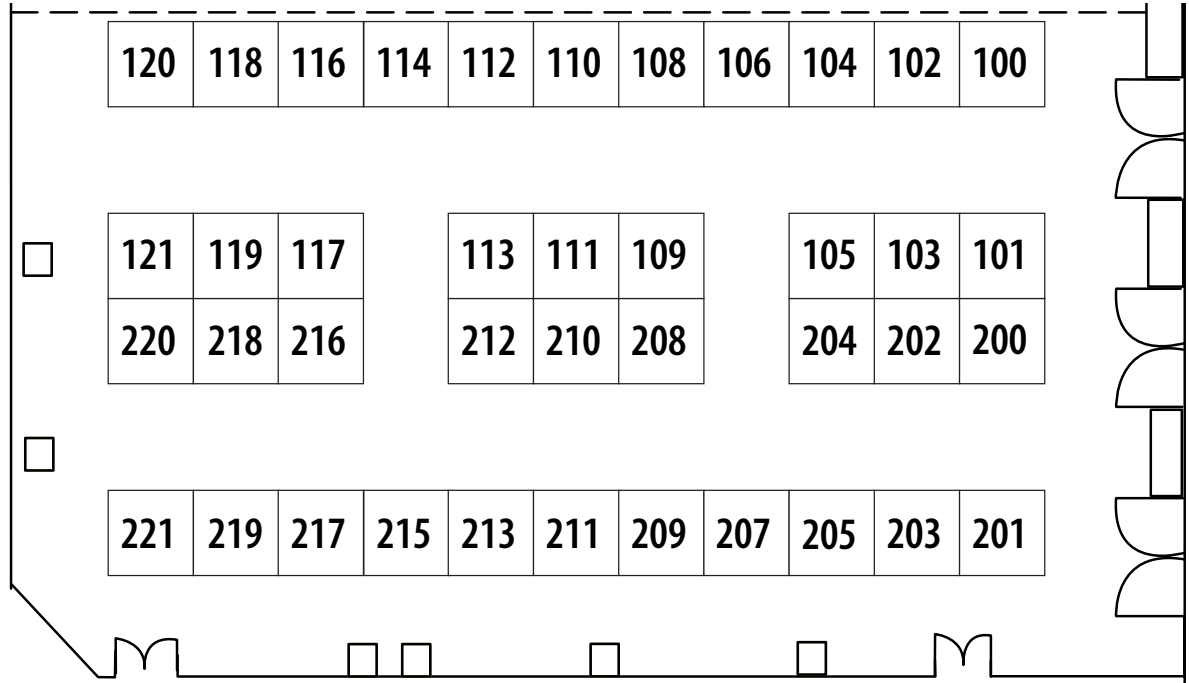
Standard Rental Fee

US \$3,500 per stand.



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Floor Plan



Payment

- An invoice for payment will be sent when application contract is received. Full payment for stand(s) is required within 30 days of receiving the invoice.
- Accepted forms of payment are outlined on the invoice.

Cancellation Fee Policy

- Before April 1, 2017: A fee of US \$500 per stand cancelled will be incurred by the exhibitor.
- Between April 1 and June 30, 2017: A fee of \$1,000 per stand cancelled will be incurred by the exhibitor.
- After June 30, 2017: Exhibitor will forfeit full rental fee, unless the exhibit space can be resold. If the cancelled space is resold, the exhibitor will incur a fee of \$1,000 per stand cancelled.

Marketing Opportunities

Sponsorship Packages

Gain recognition in the marketplace, and demonstrate your commitment to the industry, as a conference sponsor of the Latin American Congress!



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Conference sponsors are those companies whose marketing goals go the extra mile to gain visibility and leadership status. The support of corporate sponsors ensures the program offers the latest information and insights from the world's leading experts and helps maintain an affordable registration level for all participants.

Platinum Level | US \$12,500

- ▶ Welcome Reception
- ▶ Conference Bags and Refreshment Break

Gold Level | US \$8,000

- ▶ Luncheon and Dessert Break (two packages available)
- ▶ Badges and Refreshment Break

Silver Level | US \$5,000

- ▶ Conference Notepads and Refreshment Break
- ▶ Conference Pens and Refreshment Break
- ▶ Conference Banquet Entertainment

Bronze Level | US \$2,500

- ▶ Last Day Refreshment Break
- ▶ Technical Program Support

Sponsorship Benefits

	Platinum Level US \$12,500	Gold Level US \$8,000	Silver Level US \$5,000	Bronze Level US \$2,500
Complimentary conference badges	2	1	50% discount on 1	
Advertising in the Congress Program Guide	Full page, 4-color	Half page, 4-color	50% discount	
Corporate logo on sponsored item	Bag sponsor only	Badge sponsor only	Notepad/pen sponsors only	
Corporate logo in print and electronic promotion for the congress	✓	✓	✓	✓
Corporate logo and live web link on the Congress website	✓	✓	✓	✓
Onsite recognition using corporate logo	✓	✓	✓	✓
Pre- and post-congress mailing lists	✓	✓	✓	✓

Sponsorships will be billed separately from the exhibit rental fees. Sponsorship payment terms are net 30 days.

Marketing Opportunities

Advertise in the Congress Program Guide!

Book your advertisement in the Official Congress Program with your application contract and save!

An ad in the Congress Program is an efficient and effective tool for maximizing your company's exposure to decision makers within the fats and oils industry. Drive attendees to your booth or if you are unable to exhibit, your ad ensures attendees still receive your sales message. The program guide includes the full details of the technical program, networking events, exhibits, maps, and other valuable information for the meeting.

Ad Size	4-Color
Full page	US \$1,270
Half page	US \$1,120

Advertising will be billed separately from the exhibit rental fees. Advertising payment terms are net 30 days.

Advertising, Exhibit, and Sponsorship Sales

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Exhibitor Relations and Sponsorship Fulfillment

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