

SODEOPEC2015

Practical Solutions for Tomorrow's Challenges

October 27–30, 2015

Hyatt Regency Miami • Miami, Florida, USA

PROGRAM

Organized by **AOCS** and **happi**



Soap Manufacturing Technology ***Second Edition***

Edited by Luis Spitz

2016. TBD pages. ISBN 978-1-630670-65-8
Product Code: 288 | List: \$210 | AOCS Member: \$150

AOCS Press is pleased to announce the release of *Soap Manufacturing Technology, Second Edition*, the most authoritative and up-to-date book on soap technology available today. This new edition is fully revised and includes five chapters completely updated, with additional text, figures, and tables.

Edited by Luis Spitz, a world-renowned expert in the field, this title includes the most up-to-date and comprehensive information in the manufacturing of soap. Experienced and beginning soap producers and suppliers will benefit from this newly-updated technical book.

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SODEOPEC2015

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Thursday Morning Refreshment Break

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Luis Spitz Young Professional Travel Grant

AOCS and the SODEOPEC Organizing Committee would like to congratulate the winners of the Luis Spitz Young Professional Travel Grant. The grant was established to encourage young professionals involved in the research, development, or manufacturing of soaps, detergents, and surfactants to attend the SODEOPEC2015 Meeting.



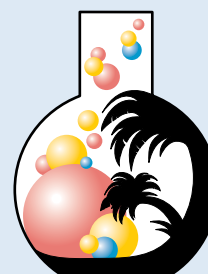
Juan Manuel Rivera Montoya
Project Engineer, Azulk S.A.
Bogotá, Colombia



Rafael Villa Guevara
R&D Scientist, Home Care Division, Quala S.A.
Bogotá, Colombia

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ORGANIZING COMMITTEE



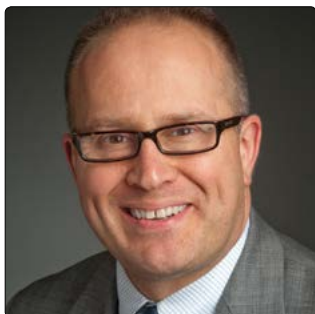
Luis Spitz
General Chair
L. Spitz Inc.
Highland Park, IL, USA



Tom Branna
HAPPI
Ramsey, NJ, USA



David P. Hempson
Hempson Consulting LLC
Cortland, NY, USA



Brian T. Sansoni
American Cleaning Institute
Washington, DC, USA



George A. Smith
Huntsman Performance Products
The Woodlands, TX, USA



Jose Manuel Tamayo
Complexityless Solutions, LLC
Belle Mead, NJ, USA

ORGANIZERS



Conference Organizer
P.O. Box 17190
Urbana, IL 61803 USA
www.aocs.org



Industry Displays Organizer
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Ramsey, NJ 07446 USA
www.happi.com

AOCS is the premier scientific association for the oil chemistry community. As an international professional organization, we provide current, emerging information and disseminate research results in oils, fats, lipids, proteins, surfactants, and related materials, through our meetings and publications. AOCS also develops and upholds methods of analysis used in global trade and research, conducting proficiency testing, providing reference materials, and coordinating with other standards developers, including ISO and Codex Alimentarius. The organization facilitates and strengthens interactions among professionals through meetings, specialized interest groups, and valuable networking opportunities. Through collaboration with related scientific societies and organizations, AOCS promotes the advancement of science, enriching the lives of people everywhere.

HAPPI is the leading media outlet in the global personal care and household product market. For more than 50 years, HAPPI has provided in-depth analysis of this \$530 billion market for 16,500 subscribers around the world. The website, Happi.com, attracts more than 30,000 visitors each month. In recent years, HAPPI has added features on a variety of subjects, expanded coverage in fast-growing markets in Asia and Latin America, and even added new events, such as our Anti-Aging Conference & Tabletop Exhibition. That's why HAPPI remains the No. 1 vehicle to promote your company's products and services to the global household and personal products industry. More info: Tom Branna, HAPPI, +1 (201) 825-2552 or tbranna@rodmanmedia.com.



GENERAL INFORMATION

Event Locations

- The Registration Desk is located in the Regency Ballroom Foyer.
- The Welcome Reception will be held on the Riverwalk Outdoor Terrace.
- The presentations, industry displays, and social events will be held in the Regency Ballroom.

Registration Desk Hours

At the registration desk, you may pick up your badge, learn more about AOCS products and services, and grab the current issue of HAPPI.

Tuesday, October 27	4:00–7:00 pm
Wednesday, October 28	8:00 am–5:45 pm
Thursday, October 29	8:00 am–5:30 pm
Friday, October 30	8:00 am–12:45 pm

Industry Displays

Wednesday, October 28	8:00 am–4:00 pm
Thursday, October 29	8:00 am–4:00 pm
Friday, October 30	8:00 am–12:00 pm

Badges

A conference badge is required for all sessions and events.

Attire

Business or business casual is appropriate for all events.

Social Events

Tuesday, October 27	Welcome Reception	5:30–7:00 pm
Wednesday, October 28	Continental Breakfast	8:00–8:30 am
	Refreshment Break	10:00–10:45 am
	Luncheon	12:30–2:15 pm
	Refreshment Break	3:30–4:00 pm
Thursday, October 29	Continental Breakfast	8:00–8:30 am
	Refreshment Break	9:45–10:30 am
	Luncheon	12:45–1:45 pm
	Refreshment Break	3:30–4:00 pm
Friday, October 30	Continental Breakfast	8:00–8:30 am
	Refreshment Break	9:45–10:45 am

Photography and Recording Policy

Session Room: No video recording, tape recording, or still photography is allowed except by registered media.

Industry Displays: Video or still photography of a company's display is not allowed unless permission is granted by the company.



@AOCS #SODEOPEC

Antitrust Policy

The American Oil Chemists' Society (the "Society") intends to strictly comply with the antitrust laws of the United States, all state governments, and any other relevant governing authority (the "Antitrust Laws"), and in furtherance of this intention, proclaims the following Antitrust Policy:

I. The Society shall not be used in a manner which violates the Antitrust Laws, and members of the Society, in their capacity as representatives of the Society, shall not tolerate, encourage, or participate in any activity which could reasonably be expected to result in a violation of the Antitrust Laws.

II. This policy shall apply to all membership, board, committee, and other meetings of the Society, and all events attended by individual members of the Society in their capacity as representatives of the Society.

III. The Society recognizes that the Antitrust Laws make certain activities between industry participants unlawful, and the Society expressly prohibits participation in such activities at any event which the Society holds or sponsors, or by any member of the Society at any event in which such member participates as a representative of the Society. Such prohibited activities include the following:

- Non-competition, territorial division, or operationally restrictive agreements;
- Boycotting, blacklisting, or unfavorable reporting; or

C. Discussion of these and other prohibited matters, including the following:

- Price, price fixing, price calculation, or price changes;
- Costs;
- Terms or conditions of sales;
- Quote decisions;
- Discounts;
- Product or service offerings; or
- Production or sales volume, capacity, or plans.

IV. In the course of any event in which activities or discussion threatens to border on a prohibited matter, any member, officer, director, employee, or representative of the Society present at such event in such capacity shall request that the activity or discussion be terminated immediately, and if such termination does not immediately occur, such person shall seek recordation of the problem, if appropriate, shall cease all participation in the event, and shall report the matter to the Society at the earliest possible opportunity.

V. A copy of this Antitrust Policy shall be given at least annually to each officer, director, member, representative, or employee of the Society, or any other party participating in the Society, and the Antitrust Policy shall be readily available at all membership meetings.



PRESENTATIONS

REGENCY BALLROOM

- Several presentations will be accessible at [inform|connect](#) after the conference. An email will be sent to all attendees when available.
- Speaker biographies begin on page 9.

Wednesday, October 28

MORNING

The State of the Industries

Session Chair: Tom Branna, HAPPI, USA.

8:30–8:40 am

Welcome and Introductions

Manfred Trautmann, AOCs President; ManTraChem, Switzerland.

Luis Spitz, L. Spitz Inc., USA.

8:40–8:45 am

Session Introduction

Tom Branna, HAPPI, USA.

8:45–9:15 am

Beauty, Fashion, and Home: Changing Roles, Changing Demand, Changing Expectations.

Amin Alkhatib, Euromonitor International, United Kingdom.

Female consumers remain the driving force behind expenditures across a range of industries, but beauty and personal care, apparel, and home care remain arguably most associated with female participation. As the role of female 'consumers' evolves, in society, at work, and in the home, how have these industries reacted and to what extent is success or otherwise seen in category performance?

9:15–10:00 am

Past, Present, and Future of Personal Care Cleansing Products.

Ricardo Diez, Chanel, USA.

Not long ago, the expectation of a cleanser was to simply cleanse hair or skin with minimal irritation. Today, the most advanced products go well beyond that—they can hydrate and even restore damaged skin. Unthinkable a few years back, this performance has resulted from major scientific breakthroughs—about one per decade—efficiently applied to the development of new products. The improved products of the future must also be developed based on the application of steady scientific progress. Marketing puffery, manipulation of scientific ability, and misinformation to consumers is not the way to the future.

10:00–10:45 am

Refreshment Break

10:45–11:15 am

It's Time for a Breather.

John E. Alessi, Whip-It Inventions, USA.

The multi-billion dollar chemical industry affects our everyday lives. The everyday chemicals found in our home are more dangerous than ever. Our living and working spaces have become storage units for toxic chemicals and fumes. The dangerous residual impact is eye-opening and change is needed. John Alessi, President of Whip-It Inventions, a Florida-based Eco-Friendly products company, brings to light various issues we are faced with as consumers. He is passionate about the industry's need for disclosure, making changes at the national level to create products that are not only safer but more effective, using ingredients which are non-toxic and safe to use around your family and pets. As a US manufacturer, Alessi shares his insight on how to make a dent in the multi-billion dollar category...one household at a time.

11:15–11:45 am

State of the Regulatory Landscape.

Timothy Brown, Consumer Specialty Products Association, USA.

As we wrap up 2015 and look ahead to 2016, this program will examine the present regulatory landscape affecting the cleaning and personal care industries, as well as discuss predictions for the coming year. Hazard communications regarding labelling, MSDSs, and other aspects of GHS are being adopted by more countries with the ultimate goal of harmonization, which has been a hot topic this past year, and this presentation will discuss those various efforts. In addition, this program will focus on current regulatory trends and issues including:

- GHS around the world and the current impact on the US and Canada
- EPA SNURs and Work Plan Chemical activities
- Laundry Packet activity and regulations
- US-Canada Regulatory Cooperation Council Update
- International free trade agreements which may impact stakeholders (TTIP/TPP)
- REACH initiatives around the world (Korean REACH, Taiwan)

11:45 am–12:15 pm

Bath and Shower Global Trends.

Wendy Diamond, MANE, USA.

MANE spans the globe analyzing and predicting what's next in the global bath and shower market. We will examine inherent regional differences in consumer needs and preferences, while also drawing on overarching themes and similarities. Utilizing consumers' lifestyles as key drivers in product development, MANE will highlight key and emerging ingredients, benefit needs, and how fragrance supports new product launches.

12:15–12:30 pm

Session Q&A

12:30–2:15 pm

Luncheon



AFTERNOON

Sustainability in Action

Session Chair: Brian T. Sansoni, American Cleaning Institute, USA.

2:25–2:30 pm

Session Introduction

Brian T. Sansoni, American Cleaning Institute, USA.

2:30–3:00 pm

Partnerships with Purpose: How Clean the World Joins Forces with Industry to Make a Difference.

Shawn Seipler, Clean the World, USA.

Clean the World founder and CEO, Shawn Seipler, talks about what companies gain by engaging with social enterprises to have a positive effect on society and the environment—and ultimately on the bottom line. Seipler offers a brief history of CSR, and outlines the multiple benefits of engaging in socially responsible activities, including standing out from the competition, building a positive brand reputation, attracting and retaining employees, attracting investors, and lowering business costs.

3:00–3:30 pm

Better Together: Sustainability Success Requires Industry Action.

Melissa Grande, American Cleaning Institute, USA.

Sustainability challenges are quickly moving beyond the four walls of a company, and collaboration is becoming the key to pursuing lasting and impactful sustainability progress. This presentation will outline the issues that matter most across the cleaning products industry value chain and the steps industry is taking to collaborate and drive change.

3:30–4:00 pm

Refreshment Break

4:00–4:30 pm

The Power of Sustainability.

Raj Rajan, Ecolab, Inc., USA.

How do we leverage chemistry, data, and automation to tackle business challenges at the nexus of water, energy, nutrition, and health-enabling sustainable growth in a cleaner, safer, and healthier world? This presentation will share strategies, tactics, and outcomes through recent illustrative case studies across the entire value chain in various market sectors.

4:30–5:00 pm

Sustainable Innovation Across the Supply Chain.

Arlan Peters, Novozymes North American Inc., USA.

As retailers and consumers demand more sustainable products, manufacturers and ingredients providers are looking at environmental impacts at various stages in value chain of a product. How can we be sure that changes we make to products are living up to the promise of greater sustainability? In this presentation, we describe how Novozymes is incorporating life-cycle thinking to understand the environmental impact of its current products and future products. We will also examine how the demand for increased transparency and reporting is catalyzing change in the supply chain toward more sustainable production.

5:00–5:30 pm

NMI's State of Sustainability in America—The Consumer Perspective.

Scot Case, Natural Marketing Institute, USA.

US consumers claim they are interested in healthier, greener, and more sustainable products and services. Consumer interest in these types of products is even higher when consumers talk about cleaning products, laundry detergents, and personal care products. Consumers say they care, but do they? And if so, which consumers actually care? And what do they mean by healthier, greener, and more sustainable? Which consumers are willing to pay more for these types of products? What is the ROI of sustainability? What is the ROI of green marketing? NMI has been studying these types of consumer issues for more than 25 years. Scot Case will share some of NMI's latest findings.

5:30–5:45 pm

Session Q&A

Thursday, October 29

MORNING

The Analytics of SODEOPEC

Session Chair: George A. Smith, Huntsman Performance Products, USA.

8:40–8:45 am

Session Introduction

George A. Smith, Huntsman Performance Products, USA.

8:45–9:15 am

Specifications, Analytical Techniques, and SQC.

George A. Smith, Huntsman Performance Products, USA.

Customers in the soaps and detergents industry expect high quality, consistent raw materials and finished products from their suppliers. To insure the highest quality and consistency, manufacturers must establish product specifications (specs) and use statistical quality control (SQC) in their facilities. Specifications must be stringent enough to insure consistency from batch to batch and usually include both sales and shipping specs. Sales specs are the properties that the supplier agrees to meet to sell a product, whereas shipping specs are properties that the manufacturing facility must meet to ship a product. In general, shipping specs are tighter than sales specs to allow for some drift during storage.

Specification properties need to be measured in the quality control laboratory. The analytical methods should be accurate, reproducible, and not too time consuming. Analytical methods can be divided into physical methods and performance tests. Physical methods encompass product attributes like actives, color, pH or acid value, and impurity levels. Performance tests are concerned with how a product will perform in a formulated product and include things like appearance, viscosity, and foaming. The supplier usually works with the end use customers to establish product specification to insure that fitness for use in different products and applications.

Depending on the product, different types of analytical methods are used, including wet chemical methods and instrumental techniques. Historically, wet methods have been used to measure chemical properties but are



slowly being replaced with instrumental techniques as instruments have become more user-friendly and instrument prices have decreased. Wet methods include simple titrations and colorimetric tests. Instrumental methods include spectroscopy and chromatography. This presentation will discuss product specifications and SQC from a high level along with different analytical methods for measuring product specifications.

9:15–9:45 am

Statistical Quality Control.

Joe Serdakowski, AutoSoft Systems, USA.

We now have the capability to collect large amounts of product quality data and manufacturing process data. The challenge is to turn this data into "Decision Ready Information." A simple-to-use Excel-based data analysis tool will be demonstrated and given to the conference attendees.

9:45–10:30 am

Refreshment Break

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10:30–11:00 am

Analysis of Detergent Products.

Franco Pala, Battelle, USA.

Monitoring the chemical composition of detergents commercialized worldwide is of strategic importance to industry and regulatory agencies in linking formulation evolution to changes in market demands, innovation, and regulatory requirements. This paper presents an overview of the analytical procedures and instrumentation used to obtain an accurate characterization of the surfactants, builders, fillers, solvents, enzymes, and other constituents used in detergent formulation. Special emphasis and detail are provided on the methodologies for the analysis of surfactants, complexing agents, and polymers.

11:00–11:30 am

Performance Testing Protocols.

Tod A. Losey, Sterling Labs Inc., USA.

Differences in testing using industry-made stains and lab-made "fresh stains" for the purpose of evaluating laundry detergents. The presentation will show what we have found after testing the same detergents using similar stains, applied in different ways.

11:30 am–12:00 pm

Soil Swatches for Detergent Testing.

Thomas A. Klaas, Testfabrics Inc., USA.

This presentation will attempt to provide a quick overview of the various commercially available pre-soiled test materials for surfactant/detergency testing. There will be a brief historical review of soil test cloth production, the various means of production, and some of the basic parameters that need to be addressed in making consistent soil test materials. A short technical paper from 1950 describing the development of a standard soil test cloth will be mentioned, and included in the presentation copy to be made available to attendees.

A brief review of the various producers/vendors of soil test cloths will give attendees contact information and some information about the companies. In addition, if time allows, some of the more common test equipment used in testing detergent formulations may also be presented.

12:00–12:30 pm

An Innovative Method to Visualize the Cleaning Process in Real Time.

Paul T. Sharko, Shell Global Solutions (US) Inc., USA.

Historically, detergent products for cleaning hard surfaces were dominated by powders and dilutable concentrated liquids. Use of these products required significant quantities of water to dilute the products, and often additional water to rinse the surface afterward. The cleaning process was time-consuming; it involved sponges or mops with the consumer applying needed mechanical energy.

The methodologies used to demonstrate the efficacy of these dilutable products (e.g. ASTM D4488) simulated this cleaning habit. Concentrated detergent products were diluted, applied to a soiled test surface, and scrubbed with significant force. The endpoint (total number of scrubbing strokes) had to be decided in advance. Moreover, for the test to be discriminatory, the endpoint left all test surfaces only partially clean.

Consumer preference has since evolved from the dilutable concentrate to a direct spray-on application followed by a brief and gentle wipe. These products save water by not requiring the use of large quantities of water for washing and rinsing. They also require the consumer to contribute much less mechanical energy in the form of scrubbing. Formulation of this type of product requires surfactants that quickly supply chemical energy to the cleaning process and leave no residue. To address this need we have developed a new line of nonionic surfactants that deliver superior cleaning performance even at short contact times.

Demonstration of the attributes of these new surfactant systems required an evolution in testing methodology as well. To simulate this modern use habit, we have updated the traditional Gardner tester with real-time data capture and analysis, essential for demonstrating the detailed mechanism of the cleaning process. The test records the cleaning process from start to finish, allowing a variety of parameters to be calculated for the collected data. We have also developed a soil composition that is more representative of typical kitchen soils.

12:30–12:45 pm

Session Q&A

12:45–1:45 pm

Luncheon

AFTERNOON

Contract Manufacturing

Session Chair: David P. Hempson, Hempson Consulting LLC, USA.

1:55–2:00 pm

Session Introduction

David P. Hempson, Hempson Consulting LLC, USA.

2:00–2:45 pm

Evolution of Contract Manufacturing in the Personal Care Industry—A 30-year Perspective.

David P. Hempson, Hempson Consulting LLC, USA.

An in-depth review of the contract manufacturing industry from an insider's view—how the industry has changed in the areas of selling strategies,



customer expectations, and contract manufacturer capability. An overview of the direction of the industry and how market forces will shape the landscape as the contract manufacturing industry continues to evolve.

2:45–3:30 pm

Industry Associations and Their Impact on the Contract Manufacturing Industry.

Lisa Shambro, Foundation for Strategic Sourcing, USA.

An overview of the history of the Foundation for Strategic Sourcing—what compelled the formation of the F4SS; what is the role of the association in bridging the gap between customers and suppliers (contract manufacturers) in the areas of networking, establishment of industry standards, thought leadership, and continuous improvement.

3:30–4:00 pm

Refreshment Break

4:00–4:45 pm

Importance of Regulatory Controls and the Advancement of Good Documentation Practices, Analytical Testing, Microbiological Testing, and Risk Management in the Contract Manufacturing Environment.

Christopher Calhoun, KDC, USA.

Brand owners and regulatory agencies expect equivalent, or even superior, standards from contract manufacturing facilities compared to the facilities of the brand owners. This is especially challenging given the complexity and ever-changing customer and product portfolios of contract manufacturing firms. In this presentation, Calhoun will discuss the critical importance of problem solving and risk management tools in this environment, and share specific documentation, testing approaches, KPI's, and CAPA strategies to understand, communicate, and reduce risk internally, and to meet the expectations of business and regulatory customers.

4:45–5:30 pm

The Future of Contract Manufacturing—Globally.

Panel Discussion: David P. Hempson, Lisa Shambro, and Christopher Calhoun.

A round table discussion leveraging the presented topics as to where we see the contract manufacturing industry headed—as large food and consumer products companies look for agility, speed to market, and divest manufacturing operations, how will the contract manufacturing industry adapt?

Friday, October 30

MORNING

From Solids to Liquids

Session Chair: Jose Manuel Tamayo, Complexityless Solutions, LLC, USA.

8:40–8:45 am

Session Introduction

Jose Manuel Tamayo, Complexityless Solutions, LLC, USA.

8:45–9:15 am

Flexible Formulation for Soaps to Optimize Cost.

Jose Manuel Tamayo, Complexityless Solutions, LLC, USA.

This interactive session will use a proven model to optimize the cost of bar soap formulation, based on the fats and oils market price and alternative raw material availability. This lecture also provides an overview of the key process fundamentals required to optimize and improve the manufacturing plant's flexibility and output.

9:15–9:45 am

Computer Monitoring System for Bar Soap Processing.

Pablo Felipe Quintero, Hada S.A., Colombia.

Accurate computer monitoring of the soap production processes (saponification, drying, finishing, and packaging) generates real-time tracking of critical variables, such as temperature, pressure, vacuum, and other key variables. This can be done by integrating high-tech equipment for data acquisition with sensors and PLCs with software developed for data analysis, giving the manufacturer statistical control of the production through a virtual batch record. The presentation will illustrate the virtual architecture of the system, checking plants in real time, and monitoring statistical control of production lots.

9:45–10:45 am

Refreshment Break

10:45–11:30 am

Above and Beyond Bars—Welcome to Liquids Technology.

Jose Manuel Tamayo, Complexityless Solutions, LLC, USA.

When moving from solids—bar soap—to liquids, there are a lot of challenges to overcome to obtain a clear picture of what is key to make this move more effective and productive, such as reducing the cost implications in formula and manufacturing processing. This presentation will analyze a basic formula to make body wash—highlighting the key cost drivers as well as the equipment required, then overview the market trends for liquid hand soap and body wash products in the USA.

11:30 am–12:15 pm

Innovative New Ingredients and Technologies for Personal Care.

Shyam Gupta, Bioderm Research, USA.

Review the exciting new and unusual ingredients and technologies for personal care. Today's topics of current high consumer interest are skin rejuvenation, acne, skin clarification, and skin brightening. The presentation will also include a discussion on the potential, albeit futuristic, application of blue-sky pathways, such as topical growth factors, stem cell therapies, senescence, autophagy, apoptosis, and mitochondria in personal care research. The emerging technologies in this presentation have the potential for the development of innovative, on-the-horizon skin care formulations.

12:15–12:45 pm

Session Q&A

Closing Comments

Luis Spitz, L. Spitz Inc., USA.



INDUSTRY DISPLAYS

REGENCY BALLROOM

Visit with companies that supply machinery, ingredients, and services to SODEOPEC manufacturers.

Wednesday, October 28 8:00 am–4:00 pm

Thursday, October 29 8:00 am–4:00 pm

Friday, October 30 8:00 am–12:00 pm

Air Products and Chemicals, Inc.

www.airproducts.com (USA)

Air Products' portfolio of nonionic and cationic surfactants provide effective detergency, foaming, and other characteristics that can bridge various forms of cleaning, from degreasing under harsh conditions to gentle skin cleansing. With a range that spans from basic alcoholethoxylates to specialty amine-based surfactants, we aim to provide the market with solutions that drive desired outcomes. Come and learn about some selected examples that showcase our range of surfactant capabilities for the markets that matter most to you.



BINACCHI & Co.

Sponsor of the Conference Bags, Notepads, and Pens

www.binacchi.com (Italy)

BINACCHI has been in business since 1969, always under the same management. In addition to soap and glycerine production plants, BINACCHI also offers "end of line" packaging selection from wrappers, cartoners, and flowrappers to bundlers and case packers. BINACCHI has extended its production range to synthetic detergent plants for low, medium, and high density powders. Take advantage of the unique feature of BINACCHI: the only company supplying equipment from raw materials preparation to final packaging machines.

Center for Testmaterials b.v.

www.cftbv.nl (The Netherlands)

Center for Testmaterials is the one-stop shop for all your needed test materials for detergent performance testing. We deliver our products worldwide directly from our factory in The Netherlands and we also supply materials produced by other suppliers. All the test materials sold in the industry are available through CFT. In the USA, our products are also available through Testfabrics Inc. Next to the widest range of soiled testfabrics, we also offer (AISE) dyed fabrics, textiles for fabric care, whiteness testing, and standardized test materials for dishwasher testing and hardsurface cleaning.

Hada S.A.

www.hada.co (Colombia)

Hada, a Colombian company, manufactures personal care and household products. Hada

also has a business unit responsible for making renovating and selling machinery for the soap industry, along with providing advice installation and commissioning for the machines.

Innospec, Inc.

www.innospecinc.com (USA)

Innospec knows that beauty is more than skin deep. That's why everything that goes into our personal care products is inspired, evaluated, and perfected before earning the right to touch the lives of the people who rely on us. We specialize in syndet bases, sulfate-free surfactants, specialty silicones, and customized solutions. Visit us at our display so that we can find the products that will work beautifully for you.

K.G. International

www.kgint.com (USA)

K.G. International (KGI) is a leading distributor of chemicals and packaging materials to a wide range of customers located in the United States, Latin America, and the Caribbean. Founded in 1982 and headquartered in Miami, Florida, KGI is a proud member of the National Association of Chemical Distributors. KGI specializes in raw materials for the following key industries: HI&I Cleaning, Personal Care, Food & Beverage, and Pharmaceuticals. KGI Greenlab is our commitment to helping all customers understand and mitigate the environmental footprint and harms of their products and operations.

Mazzoni LB SpA

www.mazzonilb.it (Italy)

Mazzoni LB welcomes all participants to SODEOPEC2015, a unique opportunity to present the latest innovations in soap processing and finishing and the newest technologies in chemical plants, liquid detergents, confectionery, and sustainable, efficient solutions to respond to the demanding requests of a competitive market in continuous evolution.

SAS Mariani Tommaso SNC

www.sassoap.com (Italy)

SAS Mariani is a key supplier to soap manufacturers. We are a world leader in many niche

applications: 15 models of soap presses with 1,000 units sold; three styles of cutters, including the world's fastest; almost 400 rebuilt soap-packaging machines (wrappers, cartoners, bundlers, etc.); and new models available (paper wrappers, stretch and pleat wrappers). We also offer continuous jet saponification plants, dryers, and toilet and laundry soap finishing lines.

SOAPTEC SRL

www.soaptec.biz (Italy)

Soaptec is an Italian third millennium company specializing in soap-making plants and equipment, with over 60 years of experience in the field accumulated by our staff. This privileged position allows us to design and produce soap-making machines and plants of exceptional reliability, functionality, and flexibility required in today's market. The size of the company and our flexibility, combined with the most recent design and manufacturing procedures results in a product that is of superior value for its money and yet is tailor-made to suit your precise purpose. We produce all soap-making related equipment, starting from saponification all the way down to soap stamper and finishing line. A great care for detail and sturdiness of construction will assure many years of trouble free production and guarantee that the value of equipment persists in time.

Spray-Tec Mexicana

www.spray-tec.net (Mexico)

Spray-Tek is a long-standing industry leader providing custom spray drying and related services for a broad variety of products, including detergents, fragrances, cosmetics, and soft chemicals. Spray-Tek has developed several value-added speckle molecules for use in dry laundry. Based on Sodium Lauril Sulphate (SLS), these speckle molecules not only enhance the cleaning attributes of detergent, but, in many cases, can be more cost effective. In addition, these speckles provide aesthetic improvements within the finished products and are bio-degradable.

Testfabrics, Inc.

www.testfabrics.com (USA)

Testfabrics, Inc. is an established textile producer and supplier of clean and pre-soiled test materials and test equipment. Testfabrics, Inc. offers sourcing and problem-solving textile services for surfactant, detergent, soap, and personal care products testing. The firm maintains an extensive inventory of test materials for quick access to its worldwide clients.



SPEAKER BIOGRAPHIES

John E. Alessi, Whip-It Inventions, USA.



John Alessi co-founded Whip-It Inventions, a Florida-based manufacturer of eco-friendly products. He has a passion for high performing, eco-friendly solutions that outperform traditional toxic-based products.

Alessi's entry into the cleaning sector was sparked by his hero product, "Whip-It, Earth Friendly Miracle Cleaner", launching on QVC. He sold out in his very first airing and the brand became a success on the channel.

Due to the Whip-It success, the brand moved to HSN (Home Shopping Network) where the products have become one of the most successful products on the channel. His company generated over 20 million US dollars in retail sales at Sam's Club, and expanded distribution to Bed Bath & Beyond worldwide.

Alessi's grass roots company is growing at a tremendous pace with product development expanding into laundry, kitchen, bath, auto, and baby products. Alessi secured major new distribution for 2015, such as Lowe's, Supervalve, Home Depot, and many other retailers.

While working with his Whip-It Inventions, Alessi simultaneously served as the Vice President of Sales and Director of Product Development for a luxury skincare line called Shinto Clinical, a line he created exclusively for model and mogul, Kimora Lee Simmons.

Alessi was named the distinguished Alumnus of the Year Award for the College of Charleston and he currently resides in South Florida.

Amin Alkhatib, Euromonitor International, United Kingdom.



Amin Alkhatib is a Home Care Analyst at Euromonitor International. In his current position, Amin directly contributes to the content and quality of Euromonitor International's Home Care research, which provides strategic analysis of the global market and in-depth coverage of the industry in more than 80 countries worldwide. Alkhatib monitors key industry trends and issues

and writes comment pieces, reports, and analysis for Euromonitor, which provide detailed insight into key drivers, trends, and the state of the industry.

Alkhatib also contributes his opinion and industry opinion in the print media, including, *The Wall Street Journal*, and is also a confident public speaker in live broadcast interviews with outlets such as Bloomberg TV.

Before joining the home care research team at Euromonitor International, Alkhatib worked as a Middle East and Africa FMCG Research Analyst, and then as an Alcoholic Drinks industry analyst overseeing over 80 FMCG globally.

Euromonitor International is the leading provider of global strategic intelligence on consumer markets, with offices in London, Chicago, Singapore, Shanghai, Vilnius, Santiago, Dubai, Cape Town, Tokyo, Sydney, Bangalore, Sao Paulo, and a network of 800 in-country analysts worldwide. For more than 40 years, Euromonitor has published internationally respected market research reports, business reference books, and online information systems, providing strategic business intelligence for the world's leading FMCG multinationals.

Timothy Brown, Consumer Specialty Products Association, USA.



Timothy Brown is a member of CSPA's Legal, Regulatory, and International Affairs department and serves the association as Regulatory Counsel and Division Staff Executive for the Cleaning Products Division.

Brown's other responsibilities include management of the Regulatory Government Affairs Advisory Committee (GAAC), which oversees issues pertaining to the Consumer Product Safety Commission and nanotechnology, as well as participation on the International Affairs team, which oversees REACH and trade issues.

Prior to joining CSPA, Brown served as a senior policy advisor with the Hispanic Bar Association and as legislative and communications manager for the Magnet Schools of America. He also is a member of the DC Bar Association, American Bar Association, and the Cuban American Bar Association.

Brown received a Bachelor of Science in Management from Tulane University and his Juris Doctor from Loyola University New Orleans School of Law.

Christopher Calhoun, KDC, USA.



Chris Calhoun has worked in the Pharmaceuticals and Personal Care manufacturing industries for 31 years, in multiple technical and leadership roles. Calhoun earned his BS in Chemical Engineering from Clarkson University, and then began his career at P&G Pharmaceuticals, gaining broad experience in Manufacturing, Product Development, and Global

Quality Assurance. Calhoun moved into the Contract Manufacturing industry in 2001, when he joined the initial leadership team of Norwich Pharmaceuticals, first as VP of Quality/Regulatory, then serving as President from 2006-2010. He returned to his technical roots in 2011 as SVP Quality/Regulatory for Marietta Corporation, and joined KDC as SVP Quality/Regulator in January 2015. Calhoun supports his KDC sites and customers from his home office in Norwich, New York.

Scot Case, Natural Marketing Institute, USA.



A sustainability consultant since 1993, Scot Case is an internationally recognized sustainability strategist with expertise in responsible purchasing, green supply chains, and environmental marketing. He has published dozens of articles and was a key contributor to the "Sins of Greenwashing" studies that received considerable media attention. Case has consulted with

organizations around the world, including the White House Office of the Federal Environmental Executive, dozens of Fortune 100 companies, such as Walmart and its suppliers, Johnson & Johnson, Georgia Pacific, Walt Disney, the World Bank, and government agencies throughout the United States and Asia. He earned his master's and bachelor degrees in Political Science from Virginia Tech.



Wendy Diamond, MANE, USA.



Wendy Diamond, Vice President of Marketing, Consumer Goods at MANE USA, is a visionary fragrance marketing expert and brand strategist with extensive commercial experience in consumer packaged goods. In her ninth year at MANE USA, she is responsible for comprehensive trend marketing, conceptual development, and sensory analysis for the bath and body, hair care, skin care, and home fragrance categories that service a diverse portfolio of clients. Prior to her position at MANE USA, Diamond held several marketing positions in the Fine Fragrance and Hair Care industries. She received her BA in French from SUNY Buffalo.

She is an industry member of CEW and the WFFC organization. She resides with her family in New Jersey.

Ricardo Diez, Chanel, USA.



Dr. Ricardo Diez has many years of R&D experience in consumer product companies (P&G, Dial Corp., Chanel) and in raw material producers (Stepan, Witco, Huntsman). He is also a professor at Rutgers University in the Master of Business and Science Program and imparts seminars for the IFSCC, SCC, and the Center for Professional Advancement.

Melissa Grande, American Cleaning Institute, USA.



Melissa Grande is Senior Manager, Sustainability Initiatives at the American Cleaning Institute (ACI). Since 2012, Grande has served as a leader supporting ACI's Sustainability Programs and Sustainability Committee. She manages ACI's annual Sustainability Metrics Collection Program, Charter for Sustainable Cleaning, and assists in the development of ACI's biennial Sustainability Report.

Grande earned a Bachelor of Science degree in Chemistry from California Polytechnic State University, San Luis Obispo, and graduated with a Master of Science in Civil, Environmental, and Sustainable Engineering from Arizona State University. Prior to joining ACI, she worked at The Sustainability Consortium as a research associate in the Home and Personal Care Sector.

Shyam Gupta, Bioderm Research, USA.



Shyam Gupta received his PhD in Organic Medicinal Chemistry. He continued his career in organic synthesis and pharmaceuticals fields, holding research positions at various universities (Indiana University, Purdue University, Arizona State University), and at Pfizer Pharmaceuticals.

He later moved to Arizona and developed a strong interest in cosmetics sciences while employed at The Dial Corporation (now Henkel). His attention was soon drawn to innovations in skin care via the application of medicinal delivery systems and multi-functional rare cosmeceuticals from Ayurvedic and Chinese botanicals.

Dr. Gupta is currently president of his international consulting company, Bioderm Research, which develops innovative nature-based skin care cosmeceuticals, enzyme inhibitors, skin antiaging technologies, and topical delivery systems for high performance personal care and OTC drug products for worldwide clients. His collaborative research has been published in

several international journals such as *HAPPI*, *GCI*, *Inside Cosmeceuticals*, *Eurocosmetics*, *Cosmetics & Toiletries*, *Journal of Dermatology & Clinical Research*, and *In-Cosmetics Asia*. He has authored 100+ patents, patent applications, cosmetics publications, and book chapters specializing in nature- and science-based formulations with enhanced efficacy and consumer-appreciated performance attributes. A list of his publications and lectures is available at www.biodermresearch.com.

David P. Hempson, Hempson Consulting LLC, USA.



David Hempson left his original profession as a High School Chemistry teacher in Skaneateles, NY (1976-81) to take on the challenges associated with the growth of a young but upcoming business, Marietta Packaging Corporation, as their Director of Quality Assurance.

In 1986, Hempson took on operational responsibility for the corporation, becoming Marietta's Chief Operations Officer.

In 2006, Hempson took a new direction as Marietta's SVP of Business Development until his retirement in May of 2015.

He has always been an participant in the Cortland Community, serving in such diverse roles as softball coach, Chair of the Publicity Committee for the Cortland County Chamber of Commerce, member of the Advisory Board of SUNY Cortland's Center for Lifelong Learning, Board Member on the SUNY Cortland Foundation, Board Member of the Cortland Line company, Board Member of the Raymond Hadley Corp., Chairman of the Cortland Memorial Hospital Board, and Founding Member of the Cortland Teacher's Center, to name a few.

His wife, Karen, is a recently retired adjunct professor from SUNY Cortland, and now volunteers at the Seward House and works part-time at the Baseball Hall of Fame.

Hempson is currently a consultant for the Foundation for Strategic Sourcing, KIK Custom Products, and continues to serve on a number of boards.

He and Karen live in Skaneateles, NY and remain active in the community and their professional careers.

Thomas A. Klaas, Testfabrics, Inc., USA.



Tom Klaas and his brother, Finley, are second generation owners of Testfabrics, Inc., a company founded by their father, Werner Klaas, to serve the textile needs of the laboratories of the textile dye and chemical industries.

Klaas has worked at Testfabrics his entire life. He received a BS in Textiles from Georgia Tech in 1972.

As a student, Klaas worked in the labs of some major clients, including Bayer (Germany), a prominent producer of textile dyes, and Boyle Midway (USA), known for producing "Woolite" and other consumer cleaning products. The experience of seeing Testfabrics products in actual use provided him valuable insights in his professional development.

He has performed most all of the jobs at Testfabrics including: Lab Manager, Soil Cloth Producer, Sales and Marketing Director, R&D Manager, and, his favorite, Textile Problem Solver. He is a member of AATCC and ASTM, as well as other associations related to a diverse client base. Klaas has been an ISO delegate to the Technical Committee for



Textile Dyes and Chemicals Test Standards. He has traveled extensively during his career working with clients worldwide.

Klaas is the father of four grown children. He lives in rural Pennsylvania with Sharon, his wife of over 40 years.

Tod A. Losey, Sterling Laboratories, USA.



Tod Losey holds a degree in Environmental Chemistry from the University of Toledo. He has worked at Sterling Laboratories for the past 24 years. He currently oversees the Lab Testing and Method Development, in addition to Client Relationships and New Business Development.

Franco Pala, Battelle, USA.



Dr. Franco Pala is a Principal Research Scientist in Battelle's Analytical and Environmental Chemistry Department and has over 20 years of diverse laboratory experience. Dr. Pala joined Battelle in 2008 as the leading scientist of the Battelle World Detergent Program, a project with the mission of providing compositional analysis of household products to industry R&D groups. His research interest centers on the development of analytical methodologies for the study of natural and synthetic chemicals used in consumer products, and the processes that control their discharge, transport, distribution, and fate in the environment. His doctoral and professional research has focused on 1) the speciation and bioavailability of chemicals in aquatic ecosystems, 2) the evolution of consumer product formulations used worldwide and how formulations change in response to innovation and changes in market demands, regulatory requirements, and environmental awareness, and 3) the distribution, mobilization, transport, and bioavailability of chemicals used in product formulations when discharged in the environment through wastewater. Dr. Pala holds a PhD from the University of Massachusetts Boston with a dissertation on the geochemical cycling of trace metals in aquatic environments, and holds a master's degree from the University of Cagliari, Italy with a thesis on the corrosion study of antimony-zinc alloys.

Arlan Peters, Novozymes North America, USA.



Arlan Peters is the Head of Sustainability for Novozymes North America where he develops Novozymes' regional sustainability initiatives, builds organizational capacity around Novozymes' sustainability platform, manages Novozymes' corporate citizenship programs, and engages with external stakeholders on issues relating to life-cycle impacts of biotechnology.

He represents Novozymes in the Sustainable Apparel Coalition, as well as the Sustainability Consortium, where he served as co-chair for the Sustainability Consortium's Corporate Advisory Council.

Prior to his current role, Peters managed business development projects in animal health and regional marketing for bio-energy in Asia.

Before joining Novozymes, Peters coordinated community education programs for Japan's Ministry of Education. He also worked on public-private partnerships for international development at USAID's Global Development Alliance Secretariat.

He holds a BA in Biology from Oberlin College and was a recipient of the Thomas J. Watson Fellowship to study economic and environmental

impacts of aquaculture in Ecuador, Chile, and the Philippines. He received his MBA from UNC's Kenan-Flagler Business School, where he concentrated in Sustainable Enterprise.

Pablo Felipe Quintero, HADA S.A., Colombia.



Pablo Felipe Quintero earned his degree in Mechanical Engineering at Universidad Autónoma, Columbia, in 1998. He continued studying Automation and Robotics Specialization at Westminster University, England from 1998-2000. Since then, he has held positions as Engineering Manager and, currently, New Projects and Engineering Manager with HADA S.A in Columbia.

Raj Rajan, Ecolab, Inc., USA.



Dr. Raj Rajan is the RD&E Vice President and Global Sustainability Technical Leader at Ecolab, Inc. In this current role, he helps drive top-line growth for Ecolab and its customers by embedding sustainability thought leadership into the innovation process, environmental metrics in internal operations, and sector-level standardization of sustainability metrics. Prior to this, he led process engineering efforts focused on sustainable management of residues from the food and beverage industry, including the design, construction, financing, and operations of waste to renewable energy facilities.

Dr. Rajan has 30 years of experience in water cycle management and environmental process engineering for the paper, petroleum, chemical, utility, food, beverage, transportation, energetics industries, and the travel and tourism sector. He is active in industry groups focused on developing greenhouse gas mitigation, climate change adaptation, and water stewardship guidance documents, implementing context- and impact-based environmental metrics, and defining sector-specific sustainable growth benchmarks.

Dr. Rajan received his PhD in Environmental Engineering from the University of Massachusetts and his bachelor's degree in Civil Engineering from the Indian Institute of Technology, Varanasi (India). He is a licensed and registered professional engineer in Michigan and Ohio (USA).

Shawn Seipler, Clean the World, USA.



As a social entrepreneur, Shawn Seipler is committed to focusing his business, management, and leadership skills on advancing humanitarian, social, and environmental causes. His commitment to excellence and passion for corporate social responsibility led to the creation of Clean the World in 2009.

Clean the World is a social enterprise offering sustainable, socially responsible programs to the hospitality and meetings industry. With the goal of preventing millions of deaths caused by acute respiratory infection and diarrheal disease, the organization distributes hygiene products to impoverished people locally and around the world.

Seipler is a board member of the Orlando Regional Chamber of Commerce. He served on the City of Orlando's Sustainability Task Force, and on an Executive Advisory Committee for Project DTO-Advancing Downtown Orlando. As an Advisory Board member for amaZulu, he actively participates in the Athena PowerLink Program at Rollins College, which encourages and empowers woman-led businesses.

With his inspiring story of social entrepreneurship and perseverance, Seipler is a frequent keynote speaker and panelist. Past engagements



include: Green Lodging Sustainability Conference, Business Success Strategies, ACC Leadership Conference at the University of Miami, HelmsBriscoe Tim Cup Invitational and HB Cares, International Hotel, Motel, and Restaurant Show, Sustainable Hotel and Resort Conference, RILA Conference Panel, and the Heffern Lecture on Social Entrepreneurship at the University of Mount Union.

Joe Serdakowski, AutoSoft Systems, USA.



Joe Serdakowski holds a PhD in Computational Fluid Mechanics from Brown University, a Masters in Business Administration, and a Bachelors of Science in Chemical Engineering from Rensselaer Polytechnic Institute, and is a Registered Professional Engineer. He has been a self-employed consulting engineer since 1982. His current efforts focus on empowering others with tools to convert "Big Data" from multiple enterprise-wide databases into "Decision Ready Information". Dr. Serdakowski's solutions share a common theme: Microsoft Excel as the user interface for both data input and reporting. Many examples of his work can be found at his web site, www.WeKnowExcel.com.

Lisa Shambro, Foundation for Strategic Sourcing, USA.



Lisa Shambro started her career with Procter & Gamble in Sales, followed by positions in Marketing, then in Mergers & Acquisitions, and acquisition integration. Subsequently, Shambro spent several years in a strategy consulting practice with CSC/Weston Group, followed by international experience leading business development, sales, and e-business efforts for Warner Lambert/Pfizer. The most recent segment of her career has been focused on business-to-business in the Contract Manufacturing industry for Newell Rubbermaid and Outsourcing Services Group, where she held the position of Chief Customer Officer and Senior Vice President of Marketing. She then established the Foundation for Strategic Sourcing (F4SS) where she leads as Executive Director. Shambro serves on the Board of the University of San Diego Supply Chain Management Institute, and is a regular contributor to *Contract Packaging Magazine*.

Paul T. Sharko, Shell Global Solutions (US) Inc., USA.



Paul Sharko leads technical service and product development activities for the higher olefin derivatives product line of Shell Chemicals. In this capacity, he has championed the launch of new chemical products and has contributed to the development of new technologies. He came to Shell Global Solutions in 2008 following a technical career with several major

household and personal products companies. His career has included the development of a wide variety of personal care products, as well as research into the biophysical interactions of cleansing products with the skin. He has co-authored reports of skin clinical studies with several leading academic dermatologists and has reported the results of clinical trials at technical conferences and other media events across the world. Sharko has worked primarily in the US but has also enjoyed assignments taking him and his family to the UK and Italy. He is a physical chemist with degrees from Northwestern University and the University of Illinois at Urbana-Champaign.

George A. Smith, Huntsman Performance Products, USA.



George Smith has a PhD in Physical Chemistry from the Institute of Applied Surfactant Research at the University of Oklahoma.

Dr. Smith is currently a Research Fellow at the Huntsman Corporation and manages the Home and Personal Care technology group for the Americas.

Dr. Smith has been a member of AOCS since 1998. He has given numerous papers at AOCS meetings. He received the Samuel Rosen Memorial Award for Applied Surfactant Chemistry in 2005 and was the AOCS S&D Division Chair in 2007. He is currently the Editor-in-Chief for the *Journal of Surfactants and Detergents*.

Dr. Smith has published over 20 articles and book chapters on applied surfactant chemistry and holds over 30 US patents.

Jose Manuel Tamayo, Complexityless Solutions, LLC, USA.



Jose Manuel Tamayo is a skilled technical leader and Supply Chain expert in Personal/Home Care products, who is recognized as an innovative problem solver with proven track record of expertise on reducing cost and complexity, outsourcing, product launches, product development, resources management and plant startups, increasing profits, and consumer satisfaction for Colgate-Palmolive, Hoechst Chemicals, Unilever, and L'Oreal. Tamayo devised commercial manufacturing technology solutions to optimize product quality and performance, plant assessment for new facilities and markets on a global basis, and utilizes excellent leadership and interpersonal skills that promote collaboration with key internal stakeholders—R&D, Finance, Marketing and Supply Chain.

Registration opens in January!



107th AOCs Annual Meeting & Expo

May 1-4, 2016
Salt Palace Convention Center
Salt Lake City, Utah, USA

The meeting's extensive technical program will feature 12 sessions on surfactants and detergents, including 100+ invited and volunteer oral and poster presentations.

Visit AnnualMeeting.aocs.org to preview the planned sessions.

World Conference on Fabric and Home Care

Featuring the Exhibition and Technology Showcase

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Registration opens in January!

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SODEOPEC2015

Practical Solutions for Tomorrow's Challenges

Schedule of Events

All events will take place in the Regency Ballroom, unless noted.

Tuesday, October 27

4:00-7:00 pm	Registration
5:30-7:00 pm	Welcome Reception • Riverwalk Outdoor Terrace

Wednesday, October 28

8:00 am-5:45 pm	Registration
8:00 am-4:00 pm	Industry Displays
8:00-8:30 am	Continental Breakfast
8:30 am-12:30 pm	The State of the Industries
10:00-10:45 am	Refreshment Break
12:30-2:15 pm	Luncheon
2:25-5:45 pm	Sustainability in Action
3:30-4:00 pm	Refreshment Break

Thursday, October 29

8:00 am-5:30 pm	Registration
8:00 am-4:00 pm	Industry Displays
8:00-8:30 am	Continental Breakfast
8:40 am-12:45 pm	The Analytics of SODEOPEC
9:45-10:30 am	Refreshment Break
12:45-1:45 pm	Luncheon
1:55-5:30 pm	Contract Manufacturing
3:30-4:00 pm	Refreshment Break

Friday, October 30

8:00 am-12:45 pm	Registration
8:00 am-12:00 pm	Industry Displays
8:00-8:30 am	Continental Breakfast
8:40 am-12:45 pm	From Solids to Liquids
9:45-10:45 am	Refreshment Break

SODEOPEC2015

Practical Solutions for Tomorrow's Challenges



Soaps, Detergents, Oleochemicals, and Personal Care • October 27-30, 2015 • Hyatt Regency Miami • Miami, Florida, USA

Program Addendum

(as of October 21, 2015)

Presentations

Cancellation—Wednesday, October 28, 5:00 pm

NMI's State of Sustainability in America—The Consumer Perspective. Scot Case, Natural Marketing Institute, USA.

The afternoon session will adjourn at 5:15 pm.

Industry Displays

Correction

Spray-Tek Mexicana

Correct web address: www.spray-tec.com

New Participants

A.R. Sulphonates Pvt. Ltd.

www.foglagroup.com (India)

A.R. Sulphonates Pvt. Ltd. (Fogla Group, India) is a 100% EOU, ISO 9001:2008 Certified Company, a government-recognized Star Export House, manufacturer and exporter of superior quality surfactants including LABSA (Linear Alkyl Benzene Sulphonic Acid), AOS (Alpha Olefin Sulfonate), SLES (Sodium Lauryl Ether Sulfate) and SLS, supplying to almost 50 countries worldwide for application in detergent powder, bars, liquids, creams and other detergent/cosmetic/personal care based applications. Our plants are located in Mumbai, India with excellent connectivity to North and South Americas, Middle East and Africa.

Desmet Ballestra SpA

www.desmetballestra.com (Italy)

World leader in the design and supply of plants for anionic surfactants, non-ionic surfactants and detergents. The company is a preferred technology supplier to all the major surfactant and detergent manufacturers worldwide, and has built no fewer than 1,800 plants in over 120 countries since its foundation in 1960.

IIT Srl Sulfonation Technologies

www.iitsrl.it (Italy)

Founded in 1976, IIT provides design, engineering and construction of plants and equipment for the production of surfactants for the detergent, cosmetic, leather and chemical industries. IIT supplies a wide range of complete sulfonation and detergent plants, as well as individual systems, equipment and services: continuous sulfonation plants, falling film reactors, electrostatic precipitators, high shear mixer homogenizers, multipurpose detergent specialties plants (for betaines, amides, sulfosuccinates), DeDiox units (Dioxane stripping), engineering, and technical services.

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