



# AICC Mexico

## 2010 Annual Conference

NH Monterrey Hotel • Monterrey, Mexico

May 19-21, 2010

### Registration Fee \*

	Member	Non-member
Meeting Registration	<input type="checkbox"/> USD \$495	<input type="checkbox"/> USD \$900
Multiple Meeting Registration	<input type="checkbox"/> USD \$300	<input type="checkbox"/> USD \$700
Exhibitor Table-top	<input type="checkbox"/> USD \$750	<input type="checkbox"/> USD \$995

(\* ) + 16% IVA

Register online [www.aiccbox.org/mexico](http://www.aiccbox.org/mexico)  
or fill up the registration form and fax to  
**AICC +703-836-2795**  
**AICC Mexico + 52-81-8336-2042**

### Registration Form

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_ Country \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_

### Method of Payment

- Master Card / Visa       American Express
- Check       Bank transfer

**Bank transfer**  
Banco: BBVA Bancomer, S.A  
Cuenta No. 00151422200  
Sucursal 1814  
Clabe: 012180001514222003

**Check**  
AICC-MEXICO Region 14  
Acueducto 467 Col. El Lechugal  
Santa Catarina, NL 66350  
MEXICO.

Credit Card # \_\_\_\_\_

Exp. date \_\_\_\_\_

Signature \_\_\_\_\_

**Cancelation Policy**  
All cancellations must be made in writing and sent to AICC Headquarters or AICC Mexico. Verbal cancellations will not be accepted nor processed. Refunds will be made in the same manner as the payment was received (i.e., a check payment will receive a check refund).  
Meeting Policy: All meeting registration fees must be paid in full prior to the start of the meeting. Employees or co-workers employed by the same company group DO NOT qualify as guests.  
For questions please contact AICC at +703-836-2422 or AICC Mexico +52-818-122-2521

# AICC Mexico

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May 19-21, 2010

NH Monterrey Hotel  
Monterrey, Mexico



# AICC Mexico 2010 Annual Conference

May 19-21, 2010

## Coming Out of Recession Preparing for the Recovery

AICC's Mexico invites you to attend the annual meeting May 19-21, 2010, at the NH Monterrey Hotel, Monterrey, Mexico.

The three-day program will feature presentations on the containerboard market, specialized training in corrugated finances, sales, production & technology, plant tours and the trade fair.

The meeting will officially kick-off with a trade fair and cocktail reception on the evening of Wednesday, May 19 at the NH Monterrey Hotel, giving members the opportunity to meet and greet old friends and make new ones and visit the 30 supplier-exhibitors who will have table-top displays.

On Thursday, May 20, we will hear from **Dick Storat**, of Storat Associates and author of the monthly economic update, 'Scoring Boxes'. He will provide an Industry

Overview, "What's happening with paper supply and the Containerboard market". **Mitch Klinger**, CPA of Klingher Nadler LLP will speak about "Finances in Corrugated industry", **Victor Pinto** of P2, will talk about Productivity & Technology and **John Bacot**, AICC's Vice President of Operations, will speak about "Sales Values".

### Trade Fair

The 2010 AICC - Mexico Trade Fair provides a professional, prestigious and educational environment to reach the key decision makers from independent box plants in Mexico. The AICC Mexico Trade Fair is the corrugated industry's must-attend event!

### Plant Tour

Members will then visit two local corrugated box plants.

## Speakers



### RICHARD E. STORAT

Dick Storat is the founder and president of Richard Storat & Associates, Inc., a provider of management and economic consulting services to the forest products industry. He is President of the Paper Shipping Sack Manufacturers' Association. He also publishes Scoring Boxes™, a monthly newsletter on conditions in the US containerboard and corrugated industry.

Prior to establishing this consulting firm, Mr. Storat was an officer of Gaylord Container Corporation, where he served as Vice President, Corporate Affairs and Chief Information Officer.

Mr. Storat previously served the American Forest & Paper Association as the forest products industry's Chief Economist. There he also became recognized as an expert on economic factors affecting the industry and on industry statistics.

Mr. Storat retired from the US Army with the rank of Major General after more than 38 years of active and reserve service. He saw combat duty in Vietnam and during Desert Storm.

Mr. Storat graduated from West Point, and earned a Master of Science degree in Nuclear Engineering at the Massachusetts Institute of Technology and an MBA at Lehigh University.



### MITCHELL E. KLINGHER

Mitchell is a partner at the certified public accounting firm of Klingher Nadler LLP, Fort Lee, New Jersey where he heads up the firms tax and consulting departments. He has over 30 years of diversified public accounting experience including manufacturing, service, real estate development and management, paper conversion, corrugated box manufacturing and wholesale and retail sales.

Mr. Klingher specializes in paper conversion and packaging businesses and has developed industry specific financial courses, in conjunction with AICC, for owners, controllers and other managers. He has written numerous articles for the industry's trade publications, is a regular speaker at the national and regional meetings and facilitates a number of CEO groups.

Mr. Klingher has an economics and business degree from Lafayette College, Easton, Pennsylvania and is a member of the American Institute of Certified Public Accountants, and the New York State Society of Certified Public Accountants.

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May  
19-21

## Speakers



### VICTOR PINTO

Victor has fourteen years of experience in the packaging industry with expertise in corrugated and folding carton converting facilities. He has worked for domestic and European-based equipment manufacturers in field engineering, research and development, design, marketing, and sales. Mr. Pinto has also been involved in private consulting where he trained plant personnel to improve in production and maintenance areas, and analyze existing processes and practices to streamline operations. Joining P-Squared in 2005, Victor brings a unique blend of manufacturing experience as well as multi-lingual skills to complement its existing resources. Mr. Pinto is a graduate of Texas A&M University, College Station, Texas with both a Bachelor and Master of Science in Mechanical Engineering. He is also a regional Board Member for the Technical Association, Pulp and Paper Institute.



### JOHN BACOT

John is a native of Middletown, Ohio. He was raised in Baltimore. He began his business career in Rochester, New York. He graduated from Rochester Institute of Technology and earned a M.B.A. in Marketing and Finance.

John worked for IBM over 11 years, becoming a Systems Engineer with the IBM Systems Information Group and successful marketing executive.

In 1998, he became the Director of Information Technology with The Ward Machinery Company in Hunt Valley, Maryland, and in October of 2001, became the Regional Sales Manager for the Mid-Atlantic, New England, and Eastern Canadian Regions for Ward Machinery. He followed his tenure at Barry-Wehmler with three years of success with Hycorr Machinery of Kalamazoo, Michigan. John left Hycorr in June of 2008 to become the Vice-President of Operations for the Association of Independent Corrugated Converters in Alexandria, VA.

John is also on the professional faculty of the Johns Hopkins Carey School of Business, teaching Marketing, Marketing Strategy, and Financial Analysis in Marketing.

## Program at Glance

### Wednesday, May 19, 2010

5:00 - 7:00 PM	Registration
7:00 - 8:30 PM	Welcome Reception & Trade Fair

### Thursday, May 20, 2010

8:30 - 11:30 AM	Session I
11:30 - 11:45 AM	Coffee Break
11:45 AM - 1:30 PM	Session II
1:30 - 2:30 PM	Lunch
2:30 - 5:30 PM	Session III
5:30 - 7:30 PM	Trade Fair

### Friday, May 21, 2010

7:30 - 8:30 AM	Breakfast
8:30 - 10:30 AM	Session IV
10:30 AM - 1:30 PM	Plant tour
1:30 PM	Meeting adjourned

### Accommodations

The AICC' Mexico host hotel is the NH Monterey, located in San Pedro Garza Garcia, closer to the main Financial and Business Corporate located 10 minutes from the Macroplaza, Metropolitan Cathedral, Palace of Government and the MARCO Museum and 40 minutes from the international airport Mariano Escobedo.

### Room rate:

AICC Mexico meeting code: 92035781 "AICCMX2010" to receive this special rate  
Single/Double room USD \$89 + taxes  
To make your reservations call: 1-888-726-0528 (USA), 1-800-9033-300 (Mexico), 1-81-8173-1811 (México), by email Ac.chavez@nh-hotel.com

### AICC Mexico Staff Contact:

**Maria Frustaci**  
+703-836-2422 or email mfrustaci@aiccbox.org  
**Linda Silva at AICC Mexico**  
+52-818-122-2521 or email lsilva@cartonsultana.com.mx

Online Registration Available! [www.aiccbox.org/mexico](http://www.aiccbox.org/mexico)