



Worldwide Intercluster Initiative for New
Materials and Processes focused on Clean
Technologies
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DELIVERABLE REPORT

Wiintech Mission to Brazil

Date: July 2013

Author : NEPIC



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Executive summary

This report is a summary of the Wiintech consortium (John Brady NEPIC, Laura Fusani Proplast, Rui Tocha Poolnet, Enzo Sisti Veneto Nanotech, Juan Pujol Plastival, Daniel Gottschald Chemie Cluster Bayern, Maudez Ledantec Plastipolis) visit to Brazil, one of the 4 selected countries in the Wiintech project. During the mission, the Wiintech consortia visited the states of Rio Grande do Sul, Pernambuco and Sao Paulo to participate in Feiplastic, the largest plastics/polymer trade fair in South America. The visit was a mix of formal meetings, presentations, site visits, b2b meetings and a trade fair. This included meetings and representations with clusters, companies, trade associations, training institutions and universities.

The visits and presentations were concentrated in 2 main states:

- Rio Grande do Sul
- Pernambuco

and this allowed for an assessment and potential of the cleantech sector in Brazil at political, technological and market levels.

In the state of Rio Grande do Sul, the consortia was based in Porto Alegre, and in this vicinity, we met with Braskem, FIERGS (Federation of Industries of Rio Grande Do Sul), SENAI (National Service for Industry Training), CNTL (Cleaner Production Centre), CETEPO (Polymers Technology Centre) and CETA (Advanced Technologies Centre). In Sao Paulo, we met with Abiquim (Chemical Trade Association), Brazilian Plastic Institute and visited Feiplastic trade fair. In Pernambuco, we were based in Recife and we met with FIEPE (Federation of Industries Pernambuco), visited the port of Suape and received business/technical overviews from M+G plastics and IMPSA Wind Energy.

This report provides an insight and details held of all meetings and company visits, requests from certain companies/institutions to develop business, invitations to K Fair, potential Memorandums of Understanding (MOUs) and the potential for future development of Wiintech in Brazil.

A. Deliverable report

1. Overview Of Rio Grande Do Sul

Rio Grande do Sul is a geographical state of Brazil and is located in the extreme south of the country with Porto Alegre is its capital. The state is one of the largest producers and exporters of grain in the country but the state economy also stands out for its strong presence in the industrial sector, and includes Leather, information technology, pulp and paper, metallurgy, steel, chemical and petrochemical, automotive and food industries.

The agenda was prepared with the kind assistance of UK Trade and Investment (UKTI) based in Porto Alegre. NEPIC has existing business relationships/contact in Brazil but also have extensive contact with UKTI in key strategic areas across the country. We are indebted to the kind help of Ms Denise Crawshaw Pellin, Honorary Consul and her team in Porto Alegre who, courtesy of existing relationships with FIERGS and SENAI in particular, have helped speed up the process of securing the right contacts and therefore, optimize the visits and networking activities in the state of Rio Grande Do Sul.

The objectives of the visits and presentations were to get an overview of clean tech activity in Porto Alegre region, introduce the Wiintech project, to establish good future business contacts, start to build relationships and identify the best option for a Wiintech MOU.

1.1 Braskem – Monday 20th May

The meeting was arranged with Braskem in order to meet with a global player in the chemicals and polymer market. Braskem was born in 2002 from the merger of 6 companies and has grown rapidly through merger and acquisition to become a world leading producer of polyethylene, polypropylene, PVC and green chemistry producing both polyethylene and polypropylene from renewable sources, namely sugarcane. Raw material diversification has increased its cost competitiveness. In 2012, Braskem's share of the Brazilian resin market was 70%. Our host, Jao Freire (Institutional Director) arranged for a tour of the site in which he pointed out that an annual production of 200K tonnes of green polyethylene at Porto Alegre had an equivalent saving of 500K tonnes CO₂ (independently verified).



Braskem were the first Brazilian company to sign the UN's 'International Declaration of Cleaner Production'. Their vision in sustainable development is to be a company perceived as part of the solution to sustainable development by generating economic results with the least intensity of greenhouse gases emissions and water use in the global chemical industry, positioned as the largest chemical industry based on renewable raw materials.

Innovation and technology are core to the group and our consortium were shown around the technology centre based on the Porto Alegre site in which they carry out their own R+D but also work on behalf of their customers. Culture and people are at the heart of their strategy in both attracting and retaining staff. They work alongside SENAI, the national training organisation.

1.2 FIERGS – Monday 20th May

FIERGS began with the founding of the Centre of Manufacturing Industry and now together with CIERGS (Centre of Industries of Rio Grande do Sul, through its membership represents companies and associations, centres and Chambers of Industry and Commerce for all regions of the State. Currently, FIERGS has 113 affiliated unions and CIERGS, over 2000 associates and, together, represent 41,000 different plants in the state directly employing 600,000 people. The Wiintech consortium was welcomed by Mr Kurt Ziegler, Head of International Trade in his opening address. He thanked all delegates for being present and stated that he hoped it was the beginning of a fruitful partnership leading to business opportunities in Brazil and Europe. This was followed by a DVD of the Rio Grande do Sul region outlining the strengths of the industry.

NEPIC gave an overview of the Wiintech project outlining the partners involved, project objectives, timescales and why global partners should be involved. Formal presentations followed by:

SENAI

SENAI-CNTL (Cleaner Production Centre)

CETEPO (Polymers Technology Centre)

CETA (Advanced Technologies Centre)

AGDI State Development Agency



SENAI

SENAI-RS Technology Centres help businesses of all sectors of industry to improve their processes and products and increase their competitiveness. They offer technology

consulting and industrial training, improvement, undergraduate and graduate courses. All technology centres operate in network with the other SENAI-RS operating units to provide services to enterprises. Established in 1942, by initiative of the industry, today they are the most important national institution in diffusion of applied technology for industrial development. In terms of their vision, they are consolidating national leadership in professional and technological education and being recognised as inductor of innovation and technology transfer to the Brazilian industry, within international standards of excellence.

AGDI

This is the state development agency and whilst the traditional priority economy for the state is agricultural and automotive, the new economy preferences are recycling, waste treatment and the wind industry with biofuels in the special area. Interestingly, clusters are supported under 4 pillars – cluster governance, development planning, cross cutting actions and cluster funding (tax exemptions).

B2B Session at FIERGS

After the formal presentations, a B2B session was arranged for individual discussions to take place with the Wiintech representatives. The individual requests have been recorded on a spreadsheet as per other visits and will be actioned and progressed where appropriate through the individual clusters (see appendix 3).

1.3 SENAI CETEPO (Polymer Technology Centre) – Tuesday 21st May

We were welcomed by Ms Viviane Lovison, Director of the Centre. The Polymer Technology Centre analyses, produces special formulations and offers polymer courses to serve the sector. Its laboratory services provides companies with access to a wide range of tests and trials. In terms of services and areas of interest for partnership, the centres services include laboratory tests and assays on substances, polymeric materials and products according to international standards and directives. They have project partnerships in biopolymers, polymers for medical-healthcare use, latex, nanotechnology and have interest in international exchange in blends and composites, polymer synthesis and rheology.



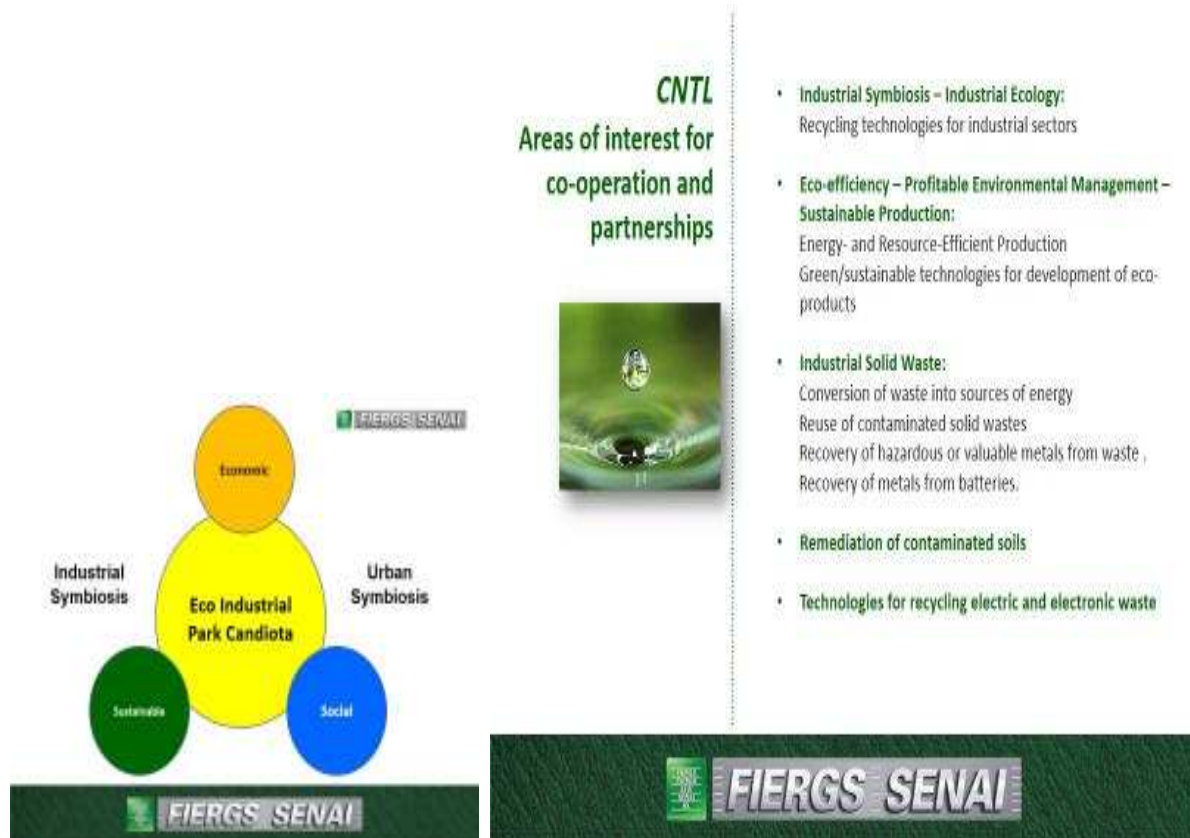
They are currently funded (ca 3 Million Reas annually) but funding can be doubled if they attain the status of Innovation Centre and in this regard, there are opportunities for Europe. Similarly, supply of raw materials and technology exchange is an opportunity in many industries. Industry differs across sectors in terms of the percentage of product that needs to be manufactured in Brazil e.g 80% of product in the oil and gas sector has to be domestically produced.

1.4 SENAI CNTL-CETA (Cleaner Production Centre and Advanced Technologies Centre) – Tuesday 21st May

Marcio Torres, Operations Manager welcomed the Wiintech group to CNTL/CETA and introduced the core competencies/activities and areas of interest. Although they have a focus in a number of areas such as ICT, Food Industry, Pharmaceuticals and Medical, their vision for the future is twofold:

- An Eco Industrial Park incorporating industrial symbiosis
- Renewable Energy

Eco Industrial Park is the technical name given to industrial parks that operate with high efficiency in the use of its resources, using the premises of industrial symbiosis and eco-innovation. It would include total use of natural resources and energy, integration with the city and waste that currently generate environmental responsibility becomes the source of new businesses. The model is shown below on the left and on the right, a slide presented by Marcio detailing areas of interest for co-operation and partnership.



1.5 Debriefing And Outputs

Braskem - Braskem indicated that there could be a possibility of student/worker exchange. In addition, NEPIC will invite Braskem to speak and meet with European and other international delegates at the 2014 NEPIC international Bioresources Conference.

FIERGS – the Wintech consortium created a very positive impression with a structured presentation and overview. Very positive feedback received from Kurt Ziegler, Head of International Trade at FIERGS. Kurt is very keen to develop relationships with European partners where there is a business fit/synergy and he expressed interest in signing an MOU with Wiintech at K Fair. He did request a copy of a Wiintech MOU template or something similar and also asked who would be the main signatories for the organisations involved. He has provided a template from FIERGS.

B2B Session at FIERGS - after the formal presentations, a b2b session was arranged for individual discussions to take place with the Wiintech representatives. The individual requests have been recorded on a spreadsheet as per other visits and will be actioned and progressed where appropriate through the individual clusters (see appendix 2)

SENAI – they will have representation at K Fair.

CETEPO - there is an existing programme entitled Science Without Borders. Exchange of students could be arranged but self-funded. Under this scheme, there are opportunities for retired professional personnel in Europe to go and teach with a paid salary. CETEPO highlighted the opportunities for Europe within Industry in the areas of raw material supply (recognising that sectors have a set percentage of product that must be manufactured domestically). Currently, Germany supply raw materials into a number of sectors and CCB in particular identified potential in shipbuilding. CETEPO need to purchase equipment and machinery and also identified training between universities and research centres, collaborating in different areas. There is an interest also in technology transfer and exchange of information.

CNTL - very interested to talk to clusters/organisations/companies involved in industrial symbiosis. They are seeking R+D co-operative projects – currently involved in FP6+ FP7 projects. Through CNPQ they have Brazilian funding to support calls. They requested a list of Universities from Wiintech clusters but we suggested SENAI-CETA provide a list of sectors/markets in order to better align the universities/centres of excellence and then seek to establish where the opportunities lie.

2. Visit To Sao Paulo

2.1 Meeting with Abiquim – Wednesday 22nd May

Courtesy of UKTI team in Porto Alegre, we met up with Abiquim which when translated into English is the Brazilian Chemistry Association. Although a trade association looking after its members interests, they also co-ordinate some special programmes such as Plastivida® which deals with the recycling of plastics.

They are actively involved in renewable energy, bio-based chemistry and they participate at the technological agenda on renewable chemicals, have an agreement with EMBRAPA on the development of biorefining and new sources of biomass, and are well networked with the Brazilian Nanotechnology National Laboratory.

2.2 Meeting with Think Plastic Think Brazil/Brazilian Plastic Institute – Wednesday 22nd May

We met with Marco Wydra the General Manager who presented a comprehensive Think Plastic Brazil programme in association with Abiquim, Abiplast and Brazilian Plastic Institute. The Brazilian plastic supply chain is ranked among the ten largest in the world and integration of the entire plastic production chain is key. Of the programme's target markets Europe is represented in the form of Spain.

2.3 Feiplastic Conference – Wednesday 22nd May

The group made a tour at the Feiplastic trade fair, (formerly known as Brazilplast) which is the largest plastic/polymer trade fair in South America, although smaller in size and scale than K Fair. The event sought to showcase new technology, plastics innovation and sustainability with Feiplastic 2013 representing a high point for the production chain to present its products and solutions to an international audience. The Wiintech delegates took the opportunity to walk around the fair and appraise themselves of the equipment/products on show.

2.4 Debriefing And Outputs

Abiquim – its membership amounts to 160 companies. These companies produce basic and intermediate chemicals, petrochemical commodities, specialties, fine chemicals and other industrial chemical products. Although our time spent with them was brief, they have feedback that the meeting was great and that they feel there are many opportunities for us to collaborate. They have expressed interest in signing an MOU with Wiintech.

Brazilian Plastic Institute – we have asked Marco if he has any interest in signing an MOU with the Wiintech consortium – awaiting feedback. Potential opportunities in skills/training and innovation exchange. Targeted market for them currently is Spain but possibilities to expand further in Europe.

3. Overview Of Pernambuco

Pernambuco is a geographical state of Brazil, located in the Northeast region of the country, with Recife as its capital. The state is attracting significant levels of investment, and the current GDP of Pernambuco is in excess of \$78 Bn. Major industries include agriculture, chemicals, power generation, food + beverage, liquid bulk and gases, wind power, shipbuilding, plastics and metallic.

The agenda was prepared with the kind assistance of UK Trade and Investment (UKTI) based in Recife. We are indebted to the kind help of Mr Gareth Moore, Consul General and his team in Recife who, courtesy of existing relationships with FIEPE and the Port of Suape in particular, have helped speed up the process of securing the right contacts and therefore, optimize the visits and networking activities in the state of Pernambuco.

The objectives of the visits and presentations were to get an overview of clean tech activity in Recife/Suape region, introduce the Wiintech project, to establish good future business contacts, start to build relationships and identify the best option for a Wiintech MOU.

3.1 FIEPE – Thursday 23rd May

The FIEPE System represents the industrial sector in Recife, regionally and nationally, unifying the interests of affiliated Business Associations. The System acts as a service provider to companies, creating debate forums and organising and managing information to foster the economic and social growth of the state. The International Business Centre of Recife (CIN/PE) helps Brazilian companies based in Recife to succeed in their business overseas. Mr. Roberto Abreu e Lima, the president of ADDIPER, the regional development agency addressed our business forum in Recife and provided a comprehensive overview of developments in the State of Pernambuco. Pernambuco is the fastest growing region in Brazil with significant investments being made in numerous sectors including petrochemicals, automotive and construction aided by tax incentives to enhance and promote growth. A number of companies were also present at the forum, in which we as the Wiintech consortium were able to present and outline the potential business opportunities. This was followed by informal b2B meetings/requests.



3.2 Port of Suape – Friday 23rd May

The Suape Port and industrial complex is considered one of the main poles of investment in the country. Suape has a terrestrial infrastructure in constant development and modernization, with shipyards, petrochemical plants, refineries, railways and highways. Its conception as an industrial port offers exceptional conditions for the installation of enterprises of the most varied segments which will use the port infra-structure, roadways and railways with direct access to the cargo terminals and the tank storage area. With more than 30 years of existence, the Suape Complex contains about 100 companies in operation and a further 35 in the phase of implantation. Private investments add up to around US\$ 18 billion. There

are about 30 thousand people working in industrial production, with the receipt and distribution of cargo and on the construction work of the new enterprises.

We were hosted by Silvio Leimig, Director Suape Global and Frederico Pontual, Technical Manager who provided an overview and site tour of the area. There are a large number of clusters already in operation in the port with many more additions expected. Existing clusters include food + beverage, liquid bulk and gases, power generation, wind power, shipbuilding, plastics and metallic. Suape Global also runs an international sourcing program to attract new suppliers for its existing industry.

3.3 M+G Plastics – Friday 23rd May

We met with Darcio Silva, M+G Director. After taking us through a Group business overview, Darcio highlighted current PET business in Suape. The 2 key raw materials to produce PET are MEG (mono ethylene glycol) and PTA (purified terephthalic acid). In Brazil, MEG is produced from bioethanol sourced from sugar cane, but interestingly, M+G are producing PTA from paraxylene sourced from cellulose. This is 100% bio-based PET. The company is also recycling ca 20K tonnes of PET per annum, as part of their environmental responsibility and sustainability.

3.4 IMPSA Wind Energy – Friday 23rd May

We met with 2 local directors, Federico Schlamp and Jose Leao who provided us with a DVD/powerpoint overview, followed by a factory tour where the turbines are manufactured. IMPSA Wind was born of the synergy amongst other business units, IMPSA Hydro, IMPSA Port Systems and ICOSA, a subsidiary engaged in control systems. As a provider of total solutions, they are organized around three main areas:

Support functions;
The product – state of the art wind generators
Turnkey supply of wind farms.

IMPSA Wind's generators are of the direct drive permanent magnet (DDPM) type with the turbine directly coupled to the generator, which requires no gearbox.



3.5 Debriefing And Outputs

FIEPE – the Consul General in Recife believes that the Development Agency of Pernambuco is the best option for an MOU to be signed in order to best exploit the business potential with a number of diverse clusters in this area. It was certainly a positive sign that the President Mr. Humberto Bandeira is the Director of the International Business Centre (CIN) was present at our forum.

After the formal presentations, a B2B session was arranged for individual discussions to take place with the Wiintech representatives. In meeting with Sarah Hazin from Exclusiva, there is an opportunity for Wiintech to be featured in the quarterly PE Business magazine to further our profile in the region. There are also opportunities for us to discuss advanced technology in paints/coatings and FIAT's automotive supply chain. Any individual requests made to the Wiintech representatives have been recorded on a spreadsheet as per other visits and will be actioned and progressed where appropriate through the individual clusters (see appendix 3).

Port Of Suape - the best and most effective way of seeking to developing relationships at the Port is by signing an MOU with the Development Agency of Pernambuco region. In this way, there is access to a number of existing clusters in a number of diverse sectors. The sourcing program of Suape Global may help to identify concrete business cases.

M+G Plastics - there may be opportunities to develop bio-based PTA utilising cellulose. NEPIC would certainly be interested in this area. In addition, a significant percentage of M+Gs human resource is taken up in logistics, opportunities exist to enhance logistics provision in Suape and maybe also in other geographical areas.

IMPISA Wind Energy - IMPISA Wind's generators although made of entirely steel have an outer casing which can be made of composite. IMPISA were very direct in saying to us that if we have advanced technology to offer, they are very much interested in discussion and collaboration.

4. Action Plan For/Until K Fair

Having undertaken the visit and met with a number of contacts, the hardest job is to ensure that we maximise all/any opportunity identified. In respect of signing MOUs, there are 4 possibilities:

FIERGS
Abiquim
Brazil Plastic Institute
Pernambuco Development Agency

NEPIC as lead partner will seek to establish and develop interest but the Wiintech consortia must have an agreed template in place very soon as time is moving on with K Fair in October.

Any individual requests made to the Wiintech representatives at FIERGS/FIEPE will be recorded on a spreadsheet as per other visits and will be actioned and progressed where appropriate through the individual clusters.

CNTL requested a list of Universities from Wiintech clusters but we suggested SENAI-CETA provide a list of sectors/markets in order to better align the universities/centres of excellence and then seek to establish where the opportunities lie.

5. Overall Output And Conclusion

This trip to Brazil took in 3 geographical regions in Porto Alegre, Sao Paulo and Recife; each different in what it had to offer in terms of MOU, company requests for individual clusters, technology development/exchange, raw material potential and skills/training. It was interesting to hear of clean technology in respect of biofuel, renewable energy, recycling and industrial symbiosis. Like India and China, serious and significant levels of money is being invested in infrastructure and industry as a whole and the key is being able to identify and develop business relationships with the right people/organisations and with the right business 'offer' albeit that is through a product, a raw material, a technology or training package. Through our existing contacts and making the Brazilian authorities, agencies, trade associations and individual companies aware of who we are and what we are about, we have made a solid foundation from which to build into the future.

We were given very warm welcomes and excellent hospitality wherever we went and our week long agenda in the 3 locations have certainly encouraged us to strengthen and deepen our relationships with identified partners. We believe the group made a very good impression, given the very positive feedbacks we have received. The challenge now is to turn this into business reality, firstly through signing of MOUs at K Fair in October 2013 prior to some pilot actions in 2014 and beyond.

All of the presentations made including the Wiintech presentation and DVDs will be made available via sharepoint.

Appendices

[Appendix 1: Agenda for Brazil Visit](#)

[Appendix 2: Meeting Attendees](#)

[Appendix 3: Individual Company Requests](#)



Appendix 1

Visit Programme for the Wiintech Delegation

Porto Alegre – May 18-21, 2013

São Paulo – May 21-22, 2013

Recife – May 23 -24, 2013

Saturday, May 18 2013

18h50

Arrival of following Wiintech delegates on TAP flight TP2529 to Porto Alegre

Mr. Jürgen Dienstl, Clusterland (Austria)

Mr. Maudez Le Dantec, Plastipolis (France)

Ms. Laura Fusani, Proplast (Italy)

Mr. Moreno Carvani, Proplast (Italy)

Mr. Rui Tocha, Poolnet (Portugal)

Mr. Juan Pujol, Plastival (Spain)

Mr Daniel Gottschald (Germany)

Mr. John Brady, Nepic (UK)

T1ransfer by hired van to:

Blue Tree Towers Millenium Porto Alegre Hotel

Av.Borges de Medeiros, 3120

Bairro Praia de Belas

90110-150, Porto Alegre, RS

Tel: +55 51 3026-2200

Master Renault Van booked with:

Mr. Werner Volker,

Tel: +55 51 9969-1291

Those delegates arriving on different flights on May 18th, please make your own individual arrangements by taxi to transfer to Blue Tree Towers Millenium Porto Alegre Hotel.

Free evening in Porto Alegre.

Suggested restaurant for dinner (2 blocks from the hotel):

DADO GARDEN GRILL

Praia de Belas Shopping Mall,

Av. Praia de Belas, 1181

90110-001 Porto Alegre, RS

Tel: +55 51 3233-0696

Sunday, May 19, 2013

09.37 Arrival of Enzo Sisti, Veneto Nanotec (Italy) to Porto Alegre. Individual arrangements by taxi to transfer to Blue Tree Towers Millenium Porto Alegre Hotel.

Free day for Wiintech delegation in Porto Alegre.

Suggested activity:

Tourist Bus Tour – a ride on a double-decker through the historic district of Porto Alegre. Additional information can be found in English at www.portoalegre.travel

Free evening in Porto Alegre.

Suggested restaurant for dinner:

Galeteria Via Veneto,
Av. José de Alencar, 501
Bairro Menino Deus,
90880-481 Porto Alegre, RS
Tel: +55 51 3235-3530

Monday, May 20 2013

08h20 Denise Crawshaw Pellin, British Consulate Porto Alegre, to meet delegation at the hotel lobby.

08h30 Depart in hired van to Braskem, Petrochemical Complex of Triunfo (68 km – approx. 1.5 hr journey).

10h00 Arrive at:
Braskem,
Rodovia BR-386, km 419,
Via de Contorno 850
95853-000 Triunfo, RS
Tel: +55 51 3721-8600

10h00 Welcome by **Mr. João Ruy Freire, International Relations Manager**

10h05 Overall Overview of Wiintech Project by Mr. John Brady, from NEPIC UK, Lead Partner for the visit to Brazil, with each partner to give a brief introduction and core competences of their cluster.

10h45 Introduction and institutional video by Braskem

11h00 Visit to facilities – Green Plastic Plant (assuming the tour is on wheels, we are checking the possibility of doing part of the visit on foot, where possible)

12h00 Meeting to discuss opportunities for collaboration with all delegates

13h00 Lunch offered by Braskem

13h30 Return to Porto Alegre

14h20 Arrive at:

FIERGS

FEDERATION OF INDUSTRIES OF THE STATE OF RIO GRANDE DO SUL

Av. Assis Brasil, 8787

Bairro Sarandi,

91140-001 Porto Alegre, RS

Tel: +55 51 3347-8787

Please note that for the afternoon session at FIERGS, simultaneous translation and interpreters for the business rounds will be made available.

Welcome by **Mr. Kurt Ziegler**, Head of the International Trade Centre

14h30 Introduction and institutional video by FIERGS

14h45 Overall Overview of Wiintech Project by Mr. John Brady, from NEPIC UK, Lead Partner for the visit to Brazil, with each partner to give a brief introduction and core competences of their cluster.

15h30 Introduction and Overview by SENAI (CNTL Cleaner Production Centre / CETEPO Polymers Technology Centre / CETA Advanced Technologies Centre)

15h40 Introduction by Mr. Sergio Kapron, Director of AGDI State Development Agency, with an overview of Clusters in Rio Grande do Sul, such as Chemicals, Petrochemicals, Marine, Plastics, Leather & Hide, Metal-mechanics, Furniture, Machinery & Implements.

16h00 - 18h00 Business Rounds with EU Clusters Representatives and invited local companies

18h00 - 19h00 Networking Coffee Session

19h00 Return to the hotel.

20h00 Dinner (hopefully will include some contacts made during the day).

Suggested restaurant:

Churrascaria Galpão Crioulo
Parque Mauricio Sirotsky Sobrinho,
Bairro Centro,
90010-420 Porto Alegre, RS
Tel: +55 51 3226-8194

Tuesday, May 21 2013

07h30

10-seater van booked for the airport/hotel/airport transfers, as follows:
Mr. Almir Gramani (gramani@camkar.com.br)
Tel: +55 11 3271-9929 / 3271-9930
Cel: +55 11 7719-3542

Suggested dinner at Holiday Inn.

Wednesday, May 22 2013

08h00 Depart hotel in hired van for meeting at Abiquim:

09h00 Meeting at:
ABIQUIM – Brazilian Chemicals Association
Rua Chedid Jafet, 222 – Bloco C – 4º andar
04551-065 São Paulo, SP
Tel: +55 11 2148-4740

Contact with Ms. Denise Naranjo, Director of Foreign Trade
E-mail: denise@abiquim.org.br

Denise is trying to arrange for Abiplast representatives to attend the meeting also.

10h00 Return to Holiday Inn Hotel in hired van.

11h00 Feiplastic Trade Fair Opens. Depart the hotel, short walk to:

FEIPLASTIC

Pavilhão de Exposições do Anhembi, Rua Olavo Fontoura, 1209
Bairro Santana, 02012-021 São Paulo, SP

Please ensure you have your pre-registration details with you.

Contact at the event:
Mr. Gustavo Binardi, International Sales Manager
Tel: +55 11 3060-4710
Cel: +55 11 7842-3961
E-mail: gustavo.binardi@reedalcantara.com.br

UKTI have already spoken to Mr. Binardi about the Wiintech clusters visit to Feiplastic on Wednesday the 22nd, but unfortunately, he will be in external meetings during most of the day, returning to the event around 4-4:30pm. He has already designated another person to be your “point of call” on arrival at Feiplastic, as follows:

Ms. Luciene Bueno, International Sales Co-ordinator
Tel: +55 11 3060-4912

E-mail: luciene.bueno@reedalcantara.com.br
She can be found at the Organiser's Office – Direção da Feira

Note: As already recommended in previous message, visitors should pre-register online (www.feiplastic.com.br - available in English) in order to guarantee free admission to Feiplastic. To enter the trade fair on the day of the event, visitors will have to type their code (received when they pre-registered) on one of the self-service totems to obtain their credentials.

Meeting with Mr. José Ricardo Coelho, President and/or Mr. Paulo Teixeira, Executive Director of ABIPLAST – Brazilian Plastics Association, has already been requested, to take place at their stand at the fair. Unfortunately, the meeting could not be confirmed. However, it is recommended that delegates visit the ABIPLAST stand at Feiplastic where senior business contacts may be found for exchange of information and potential business opportunities.

Free Evening

Thursday, May 23 2013

- | | |
|--------------|--|
| 06h00 | Check out hotel and leave in hired van for Guarulhos airport. |
| 08h40 | Depart on TAM flight JJ3504 to Recife |
| 11h35 | Arrive Recife

Transfer to Transamerica Hotel in hired van (approx 20 minutes):
Transamerica Prestige Hotel
Av. Boa Viagem 420
Bairro Boa Viagem
51130-000 Recife, PE

Transport Masurtur Agência de Viagens e Turismo
Mr. Carlos Masur
T: +55 (81) 8856 0005
M: +55 (81) 9972 3018

<u>Opportunity for check in</u> |
| 13:00 | Lunch and Informal Briefing at local restaurant:

Mr. Gareth Moore, British Consul in Recife
Mr. Felipe Galoro, UKTI Team
Ms. Ana Carolina Marinho, UKTI Team |
| 15:00 | Meeting at British Consulate- General Recife with FIEPE (Federation of Industries Pernambuco). The meeting will introduce the Wiintech cluster to key players in Pernambuco, including government officials, trade syndicates and local companies.
Please note simultaneous translation will be made available. |

- 15.05** Welcome by British Consul Recife and Director of the International Business Centre
- 15.15** Overall Overview of Wiintech Project by Mr. John Brady, from NEPIC UK, Lead Partner for the visit to Brazil, with each partner to give a brief introduction and core competences of their cluster.
- 16.00-18.00** Detailed discussions with representatives of FIEPE including invited companies.

FIEPE Profile:

The FIEPE System represents the industrial sector in Recife, regionally and nationally, unifying the interests of affiliated Business Associations. The System acts as a service provider to companies, creating debate forums and organising and managing information to foster the economic and social growth of the state. The International Business Centre of Recife (CIN/PE) helps Brazilian companies based in Recife to succeed in their business overseas. Mr. Humberto Bandeira is the Director of the International Business Centre (CIN).

- 18.00** Transfer from British Consulate Recife in hired van to Transamerica Hotel
- Free Evening.

Friday, May 24th 2013

- 08:00** Depart the Hotel in hired van to Suape Port.
- 09:00** Arrive in Suape Port (the visit will take the full day)

Profile:

The Suape Port and industrial complex is considered one of the main poles of investment in the country. Suape has a terrestrial infrastructure in constant development and modernization, with shipyards, petrochemical plants, refineries, railways and highways. Its conception as an industrial port offers exceptional conditions for the installation of enterprises of the most varied segments which will use the port infra-structure, roadways and railways with direct access to the cargo terminals and the tank storage area. With more than 30 years of existence, the Suape Complex contains about 100 companies in operation and a further 35 in the phase of implantation. Private investments add up to around US\$ 18 billion. There are about 30 thousand people working in industrial production, with the receipt and distribution of cargo and on the construction work of the new enterprises.

Silvio Leimig, president of Suape Global, will host the delegation at the Port Authority Building and will organize technical visits to the main industries, to include (tbc):

Suape Petrochemical complex
M&G plastics
IMPESA Wind

Contact: Silvio Leimig
M: +55 (81) 9488.4719
E: silvio.leimig@suape.pe.gov.br

17:00

Depart for hotel in hired van.

Overnight at:

Transamerica Prestige Hotel
Av. Boa Viagem 420
Bairro Boa Viagem
51130-000 Recife, PE

Free evening.

Saturday May 25th 2013
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Delegates have a free day in Recife.


ENCONTRO COM CLUSTERS EUROPEUS - WIINTech		
Delegates Attending FIERGS Meeting - Monday 20th May 2013		
Empresa	Representante	Check-in
AGDI	Daniela Eckert	OK
AGDI	Luiz Gilberto Mury	OK
AGDI	Christiano	OK
Atlas Pincéis e Ferramentas	Jorge Luiz Filla Jr	OK
Artecola Indústria Química	Alessandra L. de Lemos	OK
Artecola Indústria Química	Geovana Bockorny	OK
Artecola Indústria Química	Rochele Toniazzi	OK
Brasilsul - Automação e Logística Ltda	Lari Salvador	OK
Brasilsul - Automação e Logística Ltda	Renato Luiz Felini	OK
Domelles Consultoria	Carlos Homero Domelles	OK
Indústria de Fibras do Brasil Ltda	Mauricio Mancalossi	OK
Indústria de Fibras do Brasil Ltda	Milton Verona	OK
MaxiQuim Ltd.	Mauricio Jaroski	OK
Multiquímica	Felipe Schmidt	OK
Polo RS	Ricardo Daló	OK
SINPLAST	Gilberto Mosmann	OK
SINPLAST	Manuel Gonzales	OK
Secretaria – Prefeitura de Caxias do Sul	Bruno Sassi Brunelli	OK
Secretaria – Prefeitura de Caxias do Sul	Iara Fátima Vist Volpato	OK
SENAI CETEPO	Viviane Lovison	OK
Braskem	João Ruy Domelles Freire	OK
Universidade de Caxias do Sul	Ademir José Zattera	OK
Universidade de Caxias do Sul	Lisete Cristine Scienza	OK
TECNOFUC	Clarice Scheneider Lamb	OK
UNISINOS	Cristiano Richter	OK
VIDRUS Sanitizantes - ME	Nadir Ana Wiederkehr	OK
Prefeitura Municipal de São Leopoldo	Jorge Kuhn Neto	OK
Intelectos	Vilmar Guedes	OK
AGDI	André Carmona	OK
Artecola Indústria Química	Cesar Becker	OK
TECNOFUC	Roberto Astor Moschetta	OK
PUCRS	David Martin Johnston	OK
SIMECAN	Sérgio Welter	OK
TMSA - Tecnologia em Movimentação S.A	Mathias Elter	OK
TMSA - Tecnologia em Movimentação S.A	Marcelo Langhammer	OK
Secretaria Extraordinária Canoas Empreendimentos	Jerson Cunha	OK
Secretaria Extraordinária Canoas Empreendimentos	Rogério Maciel	OK
NEPIC	John Brady	OK
Plastival	Juan Pujol	OK
Plastipolis	Maudez Ledantec	OK
CCB	Daniel Gottschald	OK
Proplast	Laura Fusani	OK
Poolnet	Rui Tocha	OK
Veneto Nanotech	Enzo Sisti	OK
North East Chamber of Commerce	Nynzi Maung	OK


LIST OF ATTENDEES FOR MEETING
AT SENAI-CEA BAIRRO SARANDI
PORTO ALEGRE. 21/5/2013


DENISE CRAWSTON 


JOHN BRADY

RUI TOCHA

DANIEL SÖTSCHEIDT 

MORENO ARRANI 

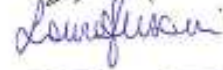
VIVIANE LOVISON 

LOUIS REICHERT 


MARGO TORRES 

KURT ZIESCH 


THIAGO LEDANTEC 

LAURA FUSANI 

MAUNG
NYNRI HLAUNG 

JUAN RUSOL 

SAO SIST/ CEN S.A.

VIRGINIA REZZI 

LIST OF ATTENDEES FOR MEETING AT
ABUQUIM, SAO PAULO 22/5/2013

JOHN BRADY	AL. bras.
TORINO CARVAL	Alvaro
RUI TOCHA	Eng. Rui Tocha
JUAN PAVOL	Juan Pavol
DANIELA SOTIS CHA	Daniela Sotis Cha
ENZO SISTI	Enzo Sisti
MAURIZIO LODATEC	Maurizio Lodatec
MAUNG	Maung
NYNZI HUANG	Nynzi Huang
LAURA KUSAN	Laura Kusani
MARIAA DORIA	Mariaa Doria
MARCO WYDRA	Marco Wydra
OLIVER TAN OH.	Oliver Tan Oh.


Attendees Wiintech Seminar - Recife		
	Company	Email
1 Ana Amélia Velloso	Amplus	sheila@amplusprojetos.com.br
2 Gisele Carvalho	Amplus	sheilabritto@gmail.com
3 Roberta Pessoa de Melo Martins	Amplus	roberta@amplusprojetos.com.br
4 Márcia Chamixaes	Arquiteta	mchamixaes@yahoo.com.br
5 Camila Wanderley	Arquiteta - Coordenação de Projetos	camila@pernambucoconstrutora.com.br
6 Antonio Soares	Arquiteto	arqantsoares@gmail.com
7 Günther G. Zenaide Heinzel	Assessoria de Obras e Engenharia do SENAI-PE	gunther.heinzel@pe.senai.br
8 Vitoria Régia Andrade	Cardus Estratégias Urbanas e Arquitetura	vitoriaarquitetura@oi.com.br
9 Luiz Neves	Colmeia Arquitetura e Engenharia Ltda.	lulaneves@terra.com.br
10 Domingos Filho	D GAMA FILHO SERVIÇOS LTDA	domingosgama@ig.com.br
11 Ednaldo Domingos Ramos	Êxodo Tecnologia em Sistemas Elétricos Ltda	ednaldo@exodo.ind.br
12 João Sandoval da Silveira	FIEPE	
13 Raimundo Silton	Gasil	silton@silton.com.br
14 Rainier Michael	Golden Stern	rainer@goldenstern.com.br
15 José Antonio de Souza Leão Filho	Impsa	Jose.leao@impsa.com.br
16 Frederico Dantas	Instituto Virtutis de Sustentabilidade Empresarial Ltda	
17 Miguel Santos	Instituto Virtutis de Sustentabilidade Empresarial Ltda	professormiguelsantos@hotmail.com
18 Wagner Cabral	Instituto Virtutis de Sustentabilidade Empresarial Ltda	
19 Karina Antunes	Instituto Virtutis de Sustentabilidade Empresarial Ltda.	
20 Lucas Lacombe	LIRNEO	lucas.lacombe@lirneo.com
21 Ricardo Demarchi	LIRNEO	ricardo.demarchi@lirneo.com
22 Eric José de Oliveira e Silva	Max Evolution	
23 Roberto Padilha	Max Evolution	robertofilho@maxpinturas.com.br
24 Fillipe Padilha	Max Evolution	fillipe_padilha@hotmail.com


25	Gil Martins	Metalúrgica Metalgil Ind. e Com. Ltda	gil@metalgil.com.br
26	Alison Gomes Bezerra Dias	Odebrecht	Alison@odebrecht.com
27	Rejane Gomes dos Santos	Odebrecht	rejane.santos@odebrecht.com
28	Silvana Ribeiro	Pernambuco Construtora	silvana@pernambucoconstrutora.com.br
29	Veronica Dantas	RPA	veronica@rpaagencia.com.br
30	Abraão Silva	Sanevix Engenharia LTDA	abrahaosilva@hotmail.com
31	Roberto Trevas	Secretaria do Governo	
32	Leandro Carvalho	Simisa	leandrocarvalho@simisa.com.br
33	Ismael Seixas	SIN DOS GESSO	isindustrialcomercial@hotmail.com
34	Rúbia Valéria Souza	SINDUSCON/PE	Rubia.valeira@gmail.com
35	Serapião Bispo Ferreira Neto	SINDUSCON/PE	serapiaobispoferreira@gmail.com
36	Jairo Lima Filho		jairolimafilho@gmail.com
37	Paulo Guedes		rec.ir@hotmail.com

LIST OF ATTENDEES FOR MEETING AT
PR. OF SUAPE, PERNAMBUCO 24/5/2013

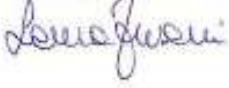
JOHN BRADY 

MAURICIO LEONARDO 

DANIEL SÖTSCHEID 

JUAN PABLO 

NYNZI ^{MAUNG} ~~HUAN~~ 

LAURA FUSANI 


ANA MARIAHO 

ENZO SISTI 

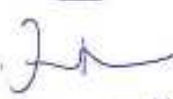
RUI TOCHA 

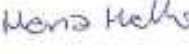
SILVIO LEITIS 
(SUAPE)

Andreza Rocha

Felipe Galoro 

Eduardo Gento 
(SUAPE)

Frederico Pontual 
(SUAPE)

Eduardo Melo (SUAPE) 

Grant Agreement number: SI2.613741

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Appendix 3

Meetings/Requests Made At FIERGS 20/5/2013

Company	Name	Email address	Topic	Entry by	Date
Prefeitura de Caxias (City Government)	Iara Fatima Vist Volpato	ivolpato@caxias.rs.gov.br	Interested in European cluster models - how they work, funded etc	John Brady	20/05/2013
Prefeitura de Caxias (City Government)	Iara Fatima Vist Volpato	ivolpato@caxias.rs.gov.br	Interested in recycling of plastic waste	John Brady	21/05/2013
Vidrus	Nadir Wiederkehr	narw@obest.co.br	Looking for partner to help develop/improve polymer properties for propane gas cylinders (majority of composition is steel)	John Brady	22/05/2013
Vidrus	Nadir Wiederkehr	narw@obest.co.br	Logistics monitoring of cylinders (radio frequency)	John Brady	23/05/2013
Vidrus	Nadir Wiederkehr	narw@obest.co.br	Analysis of diesel/petrol fuel gas by sensors in transit. Current laboratory lead time of 60 days is damaging	John Brady	24/05/2013
Vidrus	Nadir Wiederkehr	narw@obest.co.br	Similar to above but in food industry. Sensor analysis for milk quality		
Vidrus	Nadir Wiederkehr	narw@obest.co.br	From biodiesel production, looking for pharmaceutical grade glycerine	John Brady	25/05/2013
Artecola Quimica	Rochelle Toniazzo	rochele.toniazzo@artecola.com.br	They are looking to expand their business in Europe and also to find new technologies to their products - adhesives and laminates for special footwear and furniture, construction and paper & packaging Industry	John Brady	26/05/2013
Pontifical Catholic University of Rio Grande do Sul	Dr Clarice Schneider Lamb	clarice.lamb@purcs.br	Key sectors include IT/Life Sciences/Digital/Renewable Energies. Looking to internationalise the technology park and opportunities for European partners. They have existing European collaborations inc UK and Germany.	John Brady	27/05/2013

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Brasilsullog	Renato Felini	renato@brasilsullog.com.br	Looking for research contracts for a scientific start-up	D. Gottschald	18/06/2013
Maxiquim	Mauricio Jaroski	Mauricio@maxiquim.com.br	Chemical consultancy looking for projects in the field of bio-ethanol.	D. Gottschald	18/06/2013

Meetings/Requests Made At FIEPE 23/5/2013

Exclusiva!BR	Sarah Hazin	sarah@exclusivabr.com	Opportunity For Wiintech to be a feature in PEBusiness – a quarterly, bilingual publication and the main channel of information for those seeking to know the potential of Pernambuco/Northeast of Brazil in the various sectors of the economy.	John Brady	27/05/2013
SN Souza	Antonio Soares	asoares.infraero@snengenharia.com.br	Blending of acrylic resin with gypsum in construction industry	John Brady	28/05/2013
Max Evolution	Roberto Padhiha Filho	robertofilho@maxpinturas.com.br	Looking for advanced technology in paints/coatings	John Brady	29/05/2013
Max Evolution	Roberto Padhiha Filho	robertofilho@maxpinturas.com.br	Looking at entry into FIAT automotive supply chain	John Brady	30/05/2013
Max Evolution	Roberto Padhiha Filho	robertofilho@maxpinturas.com.br	Wants to visit NEPIC and Northeast England	John Brady	31/05/2013
Sanevix	Abraham Rodrigues	abrahamosilva@hotmail.com	Technology cooperation in the field of renewable energies	D. Gottschald	18.06.2013
Metodo Ambiental	Domingos Gama	domingosgama@ig.com.br	Technology cooperation environmental technologies.	D. Gottschald	18.06.2013

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