

# NORTH AMERICA INDUSTRIAL GAS CONFERENCE 2012

Miami, December 10 - 12, Miami Marriott Biscayne Bay



discuss

debate

network

20:20 vision:  
20:20 vision:

**20:20 Vision: The need for clear thinking on the changing dynamics of the North American Industrial Gas Business**



North America is the largest market for our business, with an estimated value of US \$20Bn for industrial gases and an additional US \$5 - 10Bn for equipment sales associated with our industry.

Rising production and distribution costs, growth in onsite supply schemes, and a changing focus of gas distributors, is all likely to lead to a re-defining of the gases business structure in this region. How will that be achieved and what will the region look like in eight years' time? This is the purpose and aim of gasworld's Miami conference and the theme 20:20 Vision.

Whilst debating the recipe for success, we add the potentially significant new ingredient - LNG - to the mixture. How and to what extent our industry will be involved in the distributive LNG business will also be discussed.

### Why attend gasworld's Miami conference?

Most gatherings of the gases community occur through the auspices of the reputable IOMA, CGA or GAWDA organizations, which mainly debate technology and safety - all very relevant and important to our industry. However, gasworld conferences have gained a reputation for being business focused, which consequently means excellent networking opportunities and the chance to learn about where the industry is heading, combined with new opportunities that exist for our business.

This is **gasworld's** tenth conference and it will be our largest to date. Don't miss out on hearing experienced industry leaders from the gases community and beyond, discuss and debate the future needs and actions for this region.

### Who should attend?

This event is for industry leaders and decision makers within the gases community - specifically CEOs of small, medium and large distributors, Senior Executives from the large industrial gas producers, but also from those medium-sized gas producers that aspire for further growth and differentiation, should all attend.

We also anticipate senior buyers of gases from mainstream end-users to attend, to hear how our industry is evolving to meet their future needs.

Together with OEM gas equipment manufacturers, all of the above are stakeholders in the future of the gases business within the region.

The event presents significant opportunities to not only hear from leading figures from the industrial gas community, but to learn about market trends, operational efficiencies that have a positive impact on the 'bottom line', drivers for growth in our industry and how to 'change' to meet the needs for 2020.

### What's the plan?

|             |          |                                    |
|-------------|----------|------------------------------------|
| December 10 | 19.00hrs | Welcome Reception                  |
| December 11 | 08.30hrs | 40-booth Exhibition (open all day) |
|             | 10.00hrs | Conference Day One                 |
|             | 19.30hrs | Gala Dinner                        |
| December 12 | 08.30hrs | 40-booth Exhibition (open all day) |
|             | 10.00hrs | Conference Day Two                 |
|             | 19.30hrs | Cultural Evening (offsite)         |

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