



SUMMIT19

Leaders explore the future
of glass packaging

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May 21 - 23, 2019 Zurich, Switzerland



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Welcome Talk.



Martin Jetter

President of Bucher Emhart
Glass



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36 countries

North America

South America

Europe

From Africa

Asia

more than 70 companies

Just checked into Summit19

TUMPALAN Location: Mandaluyong Arrival Time: 12:07 Company: San Miguel Yamamura Packaging Corp

12. ADRIANO RODRIGUES Location: SAO PAULO Arrival Time: 12:07 Company: REGLASS COMPONENTES E EQUIP



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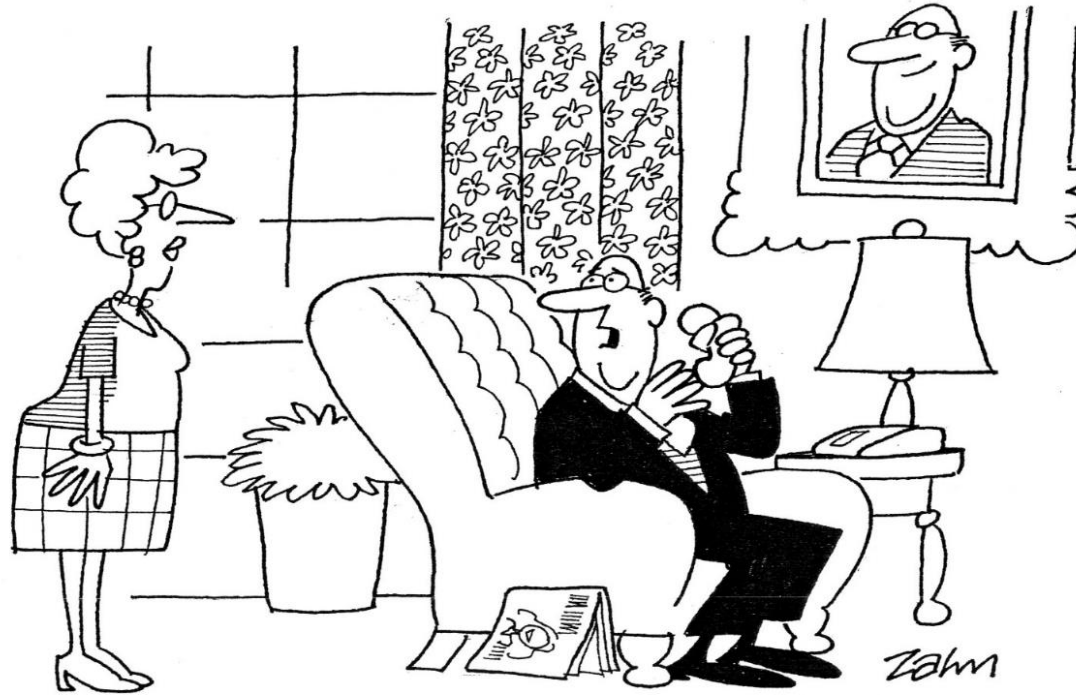
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Psst





Behavior in competition



"IT'S THE ANTITRUST COMMISSION, DEAR, THEY
SAY WE HAVE TO GET DIVORCED!"



Behavior in competition

Do not exchange price-related information

- Competitors are prohibited to jointly determine
- Prices (sales or purchase)
- Price increases
- Price ranges
- Rebates and discounts

Act fairly in competition

- Competitors may not
- Share / allocate markets, customers or suppliers
- Fix production, buying and selling volumes



Behavior in competition

Do not share sensitive information with competitors, such as

- Strategies, budgets
- Prices, discounts
- Conditions of supply
- Profit margins
- Cost structures, calculation practices
- Distribution practices
- Territories, customers, suppliers

You may talk about / exchange information that is published or publicly available



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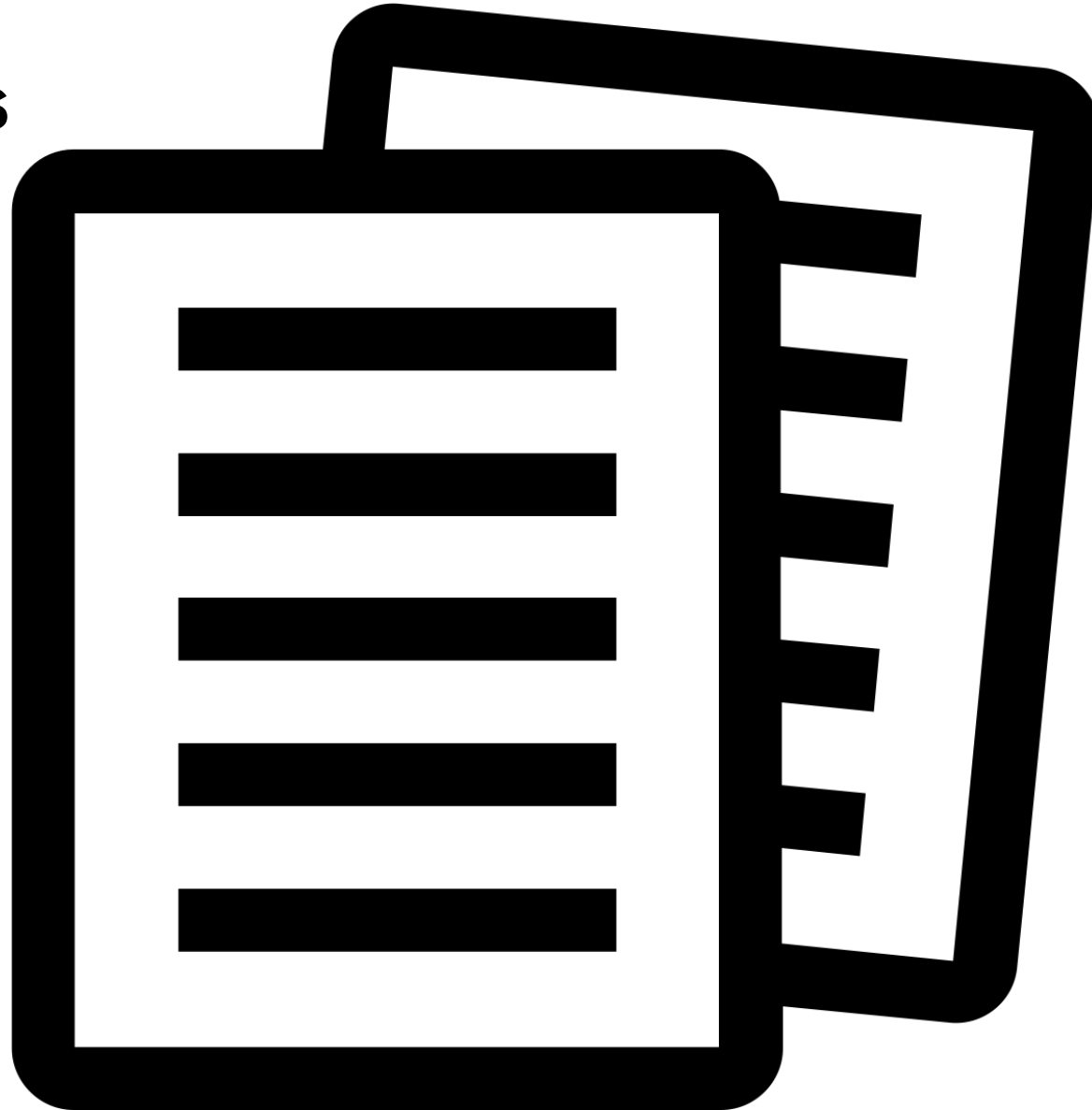
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Photography





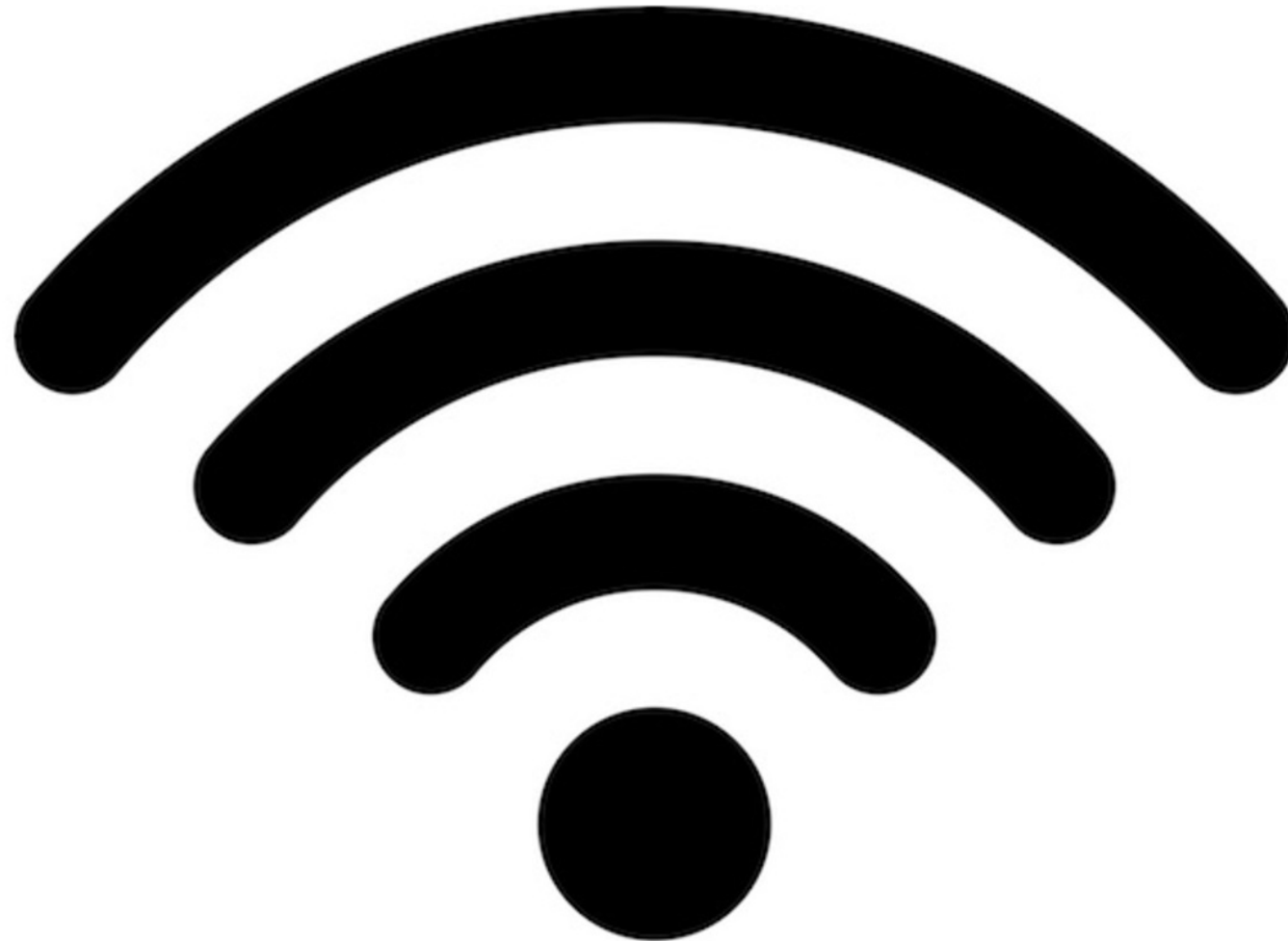
Handouts





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WiFi





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Thank you!

Martin Jetter