

AGENDA

UPDATED 09/08/2019

August 2019 CAT® LA UEM Conference

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LATIN AMERICA UEM CONFERENCE USED EQUIPMENT

FROM 12 TO 14 AUGUST 2019, SANTIAGO CHILE

Monday 12 de august

Arrival to Santiago

20:00 - 22:00 Welcome Cocktail
Hotel Intercontinental Salón Terranee

Tuesday 13 de august /Salón Europa

06:30 - 07:50 Breakfast
08:00 - 08:15 Welcome - Safety Briefing
08:15 - 08:30 Open Finning Chile
08:30 - 09:00 Used Equipment Strategy
09:00 - 09:30 Commercial & Inspection training
09:30 - 09:45 Break
09:45 - 10:15 Valuation Process-Valuation Tools
10:15 - 10:40 CCU (selling the Value) CVA
10:40 - 11:00 Finding Local Opportunities
11:00 - 11:15 Break
11:15 - 11:20 Questions (5-10)
11:20 - 11:45 Ritchie Brothers - MORA
11:45 - 12:15 Marketing Campaigns
12:15 - 13:25 Lunch: Salón Terranee
13:30 - 14:00 Myused.cat.com
14:00 - 14:30 Tier IV
14:30 - 15:00 Customer Events
15:15 - 15:40 Linking Product Support to Used
15:40 - 16:10 Cat Financial Programs
16:10 - 16:15 Questions (5-10)
16:15 - 16:30 Wrap Up
16:30 - 17:15 Open
17:15 - 17:30 Walk to the Sky Center
17:30 - 18:30 Sky Center Team Building
18:30 - 18:45 Walk to Mundo del Vino
18:45 - 19:45 Wine testing Mundo del Vino
20:00 - 22:00 Dinner : Restaurant Km0

Wednesday 14 de august /Salón Europa

06:30 - 07:50 Breakfast
08:00 - 08:15 Tuesday summary
08:15 - 09:40 Customer Focus
09:40 - 10:05 Management Trade In
10:05 - 10:20 Break
10:20 - 10:25 Questions (5-10)
10:25 - 10:50 Cat Internal Auction
10:50 - 11:20 Special Speaker Cristian Peters
11:20 - 11:40 Conclusion of the meeting
11:45 - 12:15 UEM private meeting (only LA dealers)
13:00 - 13:45 Bus departure to Viña Santa Rita (Lunch Box)
13:45 - 15:30 Tour Premium
15:30 - 17:30 Dinner
18:00 - 18:30 Return Hotel



DRESS CODE

COCKTAIL 12-08 **CONFERENCE** **DINNER 13-08**
Business Casual Business Casual Casual

VIÑA SANTA RITA

Casual - It is recommended to bring a warm jacket



TRANSPORT

Suggested transport companies for airport transportation

Transvip: www.transvip.cl/

Transferdelfos: www.transferdelfos.com/transfer/



WEATHER

In August it corresponds to winter, which is characterized by concentrating most of the annual rains. Temperatures average 8°C / 9°C, where maximum temperatures reach 14°C / 16°C and minimum temperatures reach 3°C / 4°C.



ELECTRICITY

Voltage: 220 V. - Frequency: 50 Hz. - Plugs: Type C / L.



BUSINESS HOURS

The commercial stores, large or small, begin to attend the public, usually, from 10:00 to 20:00 hrs, on a continuous schedule.



CURRENCY

Chilean peso (CLP) 700 CLP corresponds to approximately 1 USD

FOR MORE INFORMATION CALL TO

+56 9 7958 2559



FINNING CAT