



2014 INDUSTRY NETWORKING EVENT

# FOOD, BEVERAGE & BIO SECTOR INITIATIVE



## Profit Pressures: What suppliers should start today!

These networking events are open to all Food and Beverage sector companies, including those directly supplying manufactured product to the industry.



On behalf of our Host, IFPT (Institute of Food Processing Technology) of Cambridge, Ontario - we invite you to join us for a special presentation with David Bartolini of Bartolini Consulting on the theme of "Vendors Taking the Wheel".

### Education, Experience and Collaboration:

The Institute of Food Processing Technology (IFPT) at Conestoga College is the only food processing training centre of its kind in Ontario that offers exciting training opportunities to secure a much needed skilled workforce and address the current shortage in the food processing industry. The IFPT has a number of resources including an 8000 square foot pilot plant fully equipped with a variety of different processing lines. This is a wonderful opportunity to LEARN and EXPERIENCE an overview of their programs and tour a phenomenal training facility.

### Profit Pressures: Retail Retailers demanding cost cuts and what suppliers should do starting today

We are delighted to have David Bartolini of Bartolini Consulting joining us for this very special networking event to share his expertise and experience on what it takes to succeed in the retail world. David is a former retail executive with more than 13 years of experience including branding and business management. David helps companies to identify, develop and coordinate all aspects of their retail business -in an effort to deliver a unified message to the marketplace and help increase market share. He currently teaches Retail Management at the University of Toronto and Humber College and is a frequent contributor on retail-related columns for Canadian Grocer, Canada's only national retail magazine.



David Bartolini is Principal at [BARTOLINI CONSULTING](#). Bartolini Consulting focuses on Retail Merchandising and Branding opportunities for Consumer Packaged Goods' companies - both manufacturers/growers as well as Retailers.

David Bartolini is a former executive with over 13 years' experience in retail. He has worked for two iconic Canadian retailers (Loblaw and Sears) and is recognized as a leader in driving innovation in both brand/product development and merchandising processes.

David's passion for Retail & Food continues outside the corporate arena to academia. Since 2008 he has helped teach thousands of students through a course: Fundamentals of Retail Merchandising and Brand Management at the University of Toronto and Humber College. He also currently teaches Personal Branding at Mohawk College in Hamilton.

This is a very GREAT topic for those looking at ways to increase their presence in the retail sector.

About EMC's Food, Beverage and Bio Sector Initiative: EMC is enabling Food, Beverage and Bio Processors and Manufacturers across Ontario to enhance global competitiveness, build labour productivity and create new sector resources.

### Event Details:

Date: May 28<sup>th</sup>, 2014

Time: 8:00 - 11:00 am

Place: IFPT (Institute of Food Processing Technology), Conestoga College [\(directions\)](#)

850 Fountain St. S., Cambridge, ON

This event is provided at no cost to sector manufacturers!

[Register by email.](#)

### Who should attend?

Decision Makers such as Owners, Presidents and CEO's

### Agenda Items:

- Welcome, Introductions
- EMC Update
- Topic: "Retail Management and Merchandising: Vendors Take the Wheel - What Does that Mean"
- Roundtable Networking
- Adjournment

### For more information:

Please contact EMC's Bren de Leeuw, Senior Community Development Manager by [email \(bdeleeuw@emccanada.org\)](mailto:bdeleeuw@emccanada.org) or by phone: 519.372.6009.



Bren is the Lead Facilitator for EMC's Food & Beverage Sector Network initiative. Please note that pre-registration is required for these EMC events.



Ontario



This initiative is supported by *Growing Forward 2 (GF2)*, a federal-provincial-territorial initiative