



ONLY 20 SEATS
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Schroeder
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EXECUTIVE FOOD FORUM

Roundtable events to explore opportunities
for Food Manufacturing organizations.

Topic : How to be Successful with Food Service Clients

Food service will become more important as family units become smaller, eating away from home increases and portable foods become more available. The food service industry is low margin, requires larger pack sizes/different packaging, promotional changes and new distribution channels. For a food company intending expansion into this B2B market, there are many changes to consider.

Date: November 21, 2017 Morning sessions: 9:00 a.m. to 12:00 p.m. & afternoon sessions: 1:00 p.m. to 4:00pm

Venue: The Canadian Manufacturers & Exporters (CME) Corporate Office, 55 Standish Court, Suite 620, Mississauga, ON L5R 4B2

Price: 75\$ per person

Why Attend? What can this event do for you?

Food manufacturing is at a crossroads like never before – with increased pressure on costs, changing consumer demands, increase government regulation, and the ever present need to deliver on both strategic and operation performance.

In this series of Executive Roundtables, you will hear from others in the industry about successes and failures. In a relaxed intimate small round table of non-competing executives and advisors in the Food Manufacturing industry, you will:

- Gain an insider perspective on what manufacturers will face as challenges and how to compete more effectively.
- Understand what it takes to develop a strategy and practical operational approach that supports your organization's overall growth strategy.
- Learn how others have succeeded in competing operationally
- Be able to benchmark yourself against the overall state of manufacturing

Who Should Attend?

Based on the nature of the conversations and in order to maximize the benefit for participants, the invitation for these events is being extended only Executives in charge of Food Manufacturing companies:

- CEO's, President and Owners
- COO's, CFO's
- CMO's and other Senior Marketing Managers



For Food, by Food

Our lineup is as follows. Additional information on registration and speakers will be provided several weeks before each session. Please be on the lookout for these emails.

Industry Consolidation and M&A

February 16, 2017

Like many other industries, the food industry is continuing to experience ongoing consolidation. M&A activity is expected to accelerate, as companies continue to look for sales growth and margin improvement. Key drivers include: slower growth for legacy products, increasing demands for lower cost, and the larger food companies' focus on acquiring innovative start-ups as a source of faster-growing revenue streams. But most mergers do not fully deliver on the anticipated benefits. Why is that and what can be done to better achieve strategic and operational performance goals through M&A?

Trends for Consumer Food Products

May 18, 2017

This topic takes in the impact of both millennials and baby boomers, as the first continues to become more significant and the second becomes older. Areas of interest include locavores, organic, functional/health foods and clean label. Also to be considered are changes in eating patterns, types of food/meals and consumption locations. This would be of interest to manufacturers who foresee a need to update or change their product offerings.

Productivity through Manufacturing Innovations

September 18, 2017

Our recent work in investigating food industry innovation and actually working with food manufacturers to increase productivity suggests a cooperative model which includes the manufacturer and other stakeholders, such as fabricators, robotic experts and funders. This type of collaboration helps SME's who do not have the in house resources. A model which brings together experts from a number of areas would help the food industry become more globally competitive.