

INDUSTRY OF THE FUTURE FORUM 2014

Australia's premier half-day business event for food and beverage production and marketing professionals.



8:00AM – 12:00 PM
MONDAY, 11 AUGUST

ROYAL RANDWICK RACECOURSE SYDNEY

INDUSTRY OF THE FUTURE FORUM 2014

HEADLINE SPONSOR



SUPPORTING SPONSORS



invenio

Food & Drink Business Live will feature:



RICHARD SAUERMAN
THE BRAND GUY

WELCOME Having worked in the ad industry for over 20 years, for some of the world's most iconic brands including Cola-Cola, Nestle and Arnott's, Richard examines the forces that have propelled some of the world's biggest food brands to success. Not suitable for those under 15 years of age!!!



DAVID BEAK
BEAK & JOHNSTON

THE NEW RETAIL PARADIGM The retail landscape is rapidly shifting. Shelf space is in hot demand, private labels are on the rise and innovation is do or die. It's life or death out there. While it many feel like you're treading quicksand, not everyone is sinking. Others are thriving and seeing their market share and revenue grow exponentially. Our successful manufacturers show you how to rise to the challenge of the new retail paradigm.



RICHARD GLENN
NUDIE

NEGOTIATING WITH RETAILERS It's official, food and beverage companies must adapt to new business rules to stay listed. This session will help you to match your commercial strategies to the new environment and win at the negotiating table with the major supermarkets.



JEAN-YVES HEUDE
CHESSMATE CONSULTING

PRIVATE LABEL CONTRACTS: AVOIDING THE FIVE KEY PITFALLS The private label phenomenon continues to grow exponentially as retailers seek to diversify their range. This session will help you understand, embark on, and manage the private label supply chain to capitalise on this growing trend.



STUART HARMAN
OLIVER WIGHT ASIA PACIFIC

THINK DIFFERENT, DESIGN DIFFERENT, DELIVER PROGRESS: AVOID BUILDING A NEW OLD FACILITY With increasing pressure from market and industry forces to innovate, food manufacturers are quickly being left in the dark, using antiquated production methods. The future of food facilities and manufacturing relies upon savvy investment and rigid project control methodologies, without which the Australian food production industry is set for failure.



STEVE CHRISTIE
WILEY

PANEL DISCUSSION Success in the retail environment isn't as simple as producing a flashy product and slapping on some 'loud' packaging. It's the result of careful analysis, crafting a strategy, implementation, measurement and then re-adjustment. Our panel of manufacturers, industry experts and suppliers debate the key commercial, manufacturing and supply chain factors most likely to reap success.



DAVID BEAK
BEAK & JOHNSTON



RICHARD GLENN
NUDIE



JEAN-YVES HEUDE
CHESSMATE CONSULTING



MARK DINGLEY
MATTHEWS



JENNIFER O'CALLAGHAN
JAM & CO

BOOK YOUR FOOD & DRINK BUSINESS LIVE: INDUSTRY OF THE FUTURE FORUM TICKETS NOW

Tax-deductible for industry professionals and students

ONLY \$192.50 (incl GST)

To purchase your tickets and for more information:

VISIT www.foodanddrinkbusiness.com.au/live

OR CALL 02 9281 8788 to arrange a purchase invoice



SERENA MORENO
INVENIO