



2019 Deli, Dairy & Bakery Program

Education & EPPS Programs

ECRM's educational sessions provide EPPS attendees with the opportunity to learn from thought leaders and category experts on a variety of topics aimed at their professional development. These sessions include presentations, moderated panel discussions, special events, workshops, and roundtable discussions focused on category insights and trends, as well as hands-on workshops to help buyers and sellers enhance the effectiveness of their meetings during an EPPS.

TIP Session - Thought Interaction Pods

60 minutes

TIP, short for Thought Interaction Pods, will take place Monday afternoon.

The session gives participants the opportunity to discuss relevant industry topics in a round table format with fellow industry professionals sitting at the table.

Table 1: Wayne Bennett, Senior Vice President of Retail at ECRM

Topic: Sustainability & Recycling: As we see more and more retailers taking a stance on sustainability, what changes are still to come? (packaging, partnerships, options, pricing, etc.)

Table 2: Robert Porod, Executive Vice President at IRI Worldwide

Topic: CBD/Hemp: As CBD sales start to hit grocery stores, what are the effects and how can buyers and sellers capitalize on this new market?

Table 3: Susan Knight, Retail Director at ECRM

Topic: Driving Traffic: Discussion around what brands and retailers are doing today that truly helps drive traffic to stores that are competing in an omni world?

Table 4: Adriana Sánchez, Business Development Manager at Fair Trade USA

Topic: Trends: Changing demands, flavors and offerings, what will the perimeter of the store bring by 2029

Table 5: Edricco Reina, Principal - Financial Partners at SPINS LLC

Topic: The New Mainstream: Now that natural and organic products are the new "mainstream" being offered in every area of the store, whats next?

Multiple Speakers

Multiple Companies

State of the Natural Products Industry

35 minutes

SPINS' Edricco Reina will provide an overview of the State of the Natural Products Industry, using SPINS proprietary data and product attribution to illuminate the consumer trends driving disruption in Food & Beverage, as well as calling attention to the innovation that is catering to these emerging trends, and winning with consumers.

About SPINS: SPINS® is a wellness-focused data technology company, providing retailers and brands with actionable performance insights, trend forecasting and customer activation solutions to accelerate growth and deepen shopper loyalty.

Edricco Reina, Principal - Financial Partners
SPINS LLC

