

## 2024 Snack, Winter Session

### 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.

Tuesday, February 20, 2024

#### Meet the Buyer

**30 minutes**

**Tuesday, February 20th | 5:00 PM - 5:30 PM**

- Who is Areas?
  - Hospitality, Food & Beverage , Retail
- Where can you find Areas?
  - USA - market
  - Part of a global company - Areas International
- Growth of Areas USA
  - Turnpike Service Plaza's - FL, MD
  - Airports
- Reach the traveling public with your products, services
  - How to Do Business with Areas USA
  - What we require / Our commitment to diversity, locally sourced and quality products

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## ECRM Roundtables

### **40 minutes**

**Tuesday, February 20th | 5:50 PM - 6:30 PM**

This is a great networking event giving participants the opportunity to discuss relevant industry topics in a round table format with fellow industry professionals sitting at the table.

#### Consumer Spotlight

- Discussion around today's shopper, and how best to serve their needs and wants

#### Achieving growth beyond inflation

- Price, distribution, promotion, trends, what does it take to win in today's environment

#### Trends in retail today & coming tomorrow

- Discuss key trends and opportunities in today's market
- How will AI impact trends for the future

#### Successful partnerships to win at retail

- Discuss examples of buyer and seller partnerships that help everyone win
- Explore ways to achieve success through industry relationships and partners

#### Driving excitement in center store

- Discuss innovative concepts, best practices and ideas
- Examples of how other areas of the store have transformed

Wednesday, February 21, 2024

## Snackonomics: Uncovering a microcosm of grocery growth

### **30 minutes**

**Wednesday, February 21st | 12:40 PM - 1:10 PM**

Join us to hear about the snack market trends and shifts in today's environment. Patrick will present the research highlighting how retailers and brands are winning in this growing category.

Patrick R. Dougherty, Director Small Business Acquisition, Grocery  
NielsenIQ