

The **NAMA** Show 2019
Meet with Convenience

APRIL 24 - 26
LAS VEGAS
CONVENTION CENTER



Where
PEOPLE,
PRODUCTS &
POSSIBILITIES
meet!

thenamashow.org
#TheNAMAShow

SHOW GUIDE

NEW

1850

THE FOLGER COFFEE CO.®

CRAFTED FOR TODAY'S WORKPLACE

Inspired by rich heritage and craftsmanship, 1850® Branded Coffee delivers a bold, smooth lineup of fire-roasted, steel-cut premium coffees for your employees.

Adventure awaits - blaze your trail. Adventure awaits - blaze your trail. Adventure awaits - blaze your trail.

SAMPLE ALL 4 DELICIOUS ROASTS IN BOOTH 935!

LANTERN GLOW®	PIONEER BLEND	PIONEER BLEND DECAF	BLACK GOLD
MILD	MEDIUM	MEDIUM	DARK
Crisp with bright citrus undertones. Its unique complexity, body, and smooth flavor help illuminate the morning and brighten the day.	Balanced with hints of roasted nut flavor notes. Its unique complexity, body, and strength are crafted for modern-day trailblazers who dare to discover new territory.	The same bold, yet balanced blend of roasted nut flavors as regular Pioneer Blend, but without the caffeine for steadfast journeys all day long.	Offers notes of sweet dark cocoa. Strike gold with the unique complexity, strength, and smooth flavor of this full-bodied coffee.

Good memories in the making.™

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SEE & SHARE

JOIN US ON SOCIAL MEDIA

and check out The NAMA Show 2019 updates on Twitter, Instagram and Facebook!

SHARE YOUR PHOTOS

from the show floor, in sessions, and everywhere else using:

#TheNAMAShow

- Selfies are a must!

FOLLOW US ON

- @NAMAventing
- @nama_now
- facebook.com/namanow



Bringing People Together

Connecting customers with convenience



Visit us at NAMA at Booth 531

Avanti Markets can help keep you linked with your customers—what they want, what they'll buy. Elevate your business through expert micro market systems, then maintain your connections with your market users and keep them coming back for more. Gain more with Avanti Markets through programs, technology and services that will work to grow your business.

Find out how. Visit AvantiMarkets.com/connect



Welcome to The NAMA Show 2019 Meet with Convenience



Mike Walsh - Keynote Speaker
Sponsored by: **PEPSICO**
foodservice



Captivation Station
Sponsored by: **AVANTI**
MARKETS



New Product Zone

Dear NAMA Members and Guests:

Welcome to The NAMA Show 2019 in Las Vegas! This year's event will be marked with meaningful experiences through the convergence of People, Products and Possibilities, embodied by the realm of convenience services.

Technology and its power to fuel innovation and growth is a central theme and driving this home is futurist and author of *The Dictionary of Dangerous Ideas*, Mike Walsh. A top-ranked speaker from the 2017 NAMA Executive Forum, Walsh will take the stage at Wednesday's opening General Session to deliver an inspiring keynote message about embracing the future. His presentation, entitled "Reinventing Leadership for the Age of Machine Intelligence," will present a vivid portrait of a brave new world orchestrated by machines that think. He'll also share how tomorrow's leaders can upgrade their capabilities to survive and thrive in an age of accelerating technology.

This year's show floor will deliver unparalleled excitement, reaching a new record in terms of square footage and number of exhibiting companies to date. New and enhanced features include the Better For You Pavilion – a record 3,300 sq. ft. -- an exhibit hall destination where companies will showcase their healthier snack and beverage products. Operators searching for FitPick® snacks and beverages (under 250/200 calories) will find this curated collection of healthier product options very useful.

Back by popular demand is an improved New Product Zone (2.0). With a prime location and a People's Choice Award, the New Product Zone is designed to generate additional attention and engagement.

The NAMA Learning Lab, a highly visible and unique presentation arena, will feature interactive, hands-on presentations across a range of subjects delivered by industry thought leaders.

Show-floor education will be further enhanced with the return of the highly-popular Captivation Station, which made its debut last year. This geodesic dome theater provides an interesting and easily accessible area featuring 20-minute thought-leadership presentations on product and service innovations during show hours.

Delivering more for you, NAMA members and guests, is our goal. NAMA is at the forefront of industry innovation and continues to help the industry thrive in this bright, new era of convenience services. And we couldn't do it without you.

We thank all of our NAMA Show sponsors and exhibitors for their support and participation. With your help, the NAMA Show continues to be the premier event for our industry, and we encourage you to take advantage of all it has to offer.

See you on the show floor!

-The NAMA Team



LEADING THE WAY IN MARKETING AND SALES VENDING/OCS INDUSTRY

G&J's team consists of experienced individuals with extensive knowledge of the Vending/OCS industry who aim to exceed the expectations of our customers and manufacturers. We are committed to the success of the operators we service, the distributors to whom we partner and the manufacturers we represent.

G&J has set the standard for excellence in our industry through sales performance and innovative marketing techniques for 35 years.

ESTABLISHED IN 1984

G&J EXISTS TO PROMOTE,
WITH PRIDE, THE SUCCESS
OF EVERYONE WE TOUCH.

PROFESSIONALISM

RESPONSIBILITY

INTEGRITY

DRIVE

ENERGY

Greg Sidwell, NCE5 | Greg@GandJ.com | 727.785.0066, Ext. 4101 | 292 Alternate 19 N | Palm Harbor, FL 34683 | www.GandJ.com

ANNUAL SPONSORS

Platinum



Gold



Silver



Bronze



Join us and experience the future of refreshment. **Booth #941.**

KeurigDrPepper.com

SCHEDULE AT A GLANCE



NAMA SHOW HOURS

Registration Hours

Tuesday, April 23	7:00AM – 5:30PM
Wednesday, April 24	7:00AM – 6:00PM
Thursday, April 25	7:00AM – 4:30PM
Friday, April 26	8:00AM – 12:30PM

Registration sponsored by:



Opening Session

Wednesday, April 24	1:00PM – 2:30PM
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Opening session sponsored by:



Tradeshow Hours

Wednesday, April 24	2:30PM – 6:30PM
Thursday, April 25	10:00AM – 5:00PM
Friday, April 26	9:00AM – 1:00PM

Pre-conference Session Times

Tuesday, April 23	8:30AM – 5:00PM
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Education Session Times

Wednesday, April 24	8:30AM – 12:00PM
Thursday, April 25	8:30AM – 10:00AM

Learning Lab Times

Thursday, April 25	11:00AM – 4:00PM
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Tuesday, April 23

7:00AM – 5:30PM	Registration Open Sponsored By:
7:00AM – 5:30PM	NAMA Cares
8:30AM – 5:00PM	Pre-conference Education (Separate registration required)
5:30PM – 7:30PM	ELN Event - Top Golf Las Vegas Invite Only Ticketed Event Sponsored By:
6:00PM – 8:00PM	WIN Event - 1923 Bourbon Bar Open to all registered attendees Ticketed Event

Wednesday, April 24

7:00AM – 6:00PM	Registration Open Sponsored By:
7:00AM – 6:00PM	NAMA Cares
8:30AM – 12:00PM	Education Sessions Coffee Sponsored By:
1:00PM – 2:30PM	Opening General Session Sponsored By:
2:00PM – 4:00PM	Avanti Markets Break Zone Open Sponsored By:
2:30PM – 6:30PM	Exhibit Hall Open
5:30PM – 6:30PM	Chair's Reception Invite Only Sponsored By:

6:00PM – 7:00PM	NAMA Jam! Sponsored By:

Thursday, April 25

7:00AM – 4:30PM	Registration Open Sponsored By:
7:00AM – 4:30PM	NAMA Cares
7:30AM – 9:00AM	State Council Breakfast Invite Only Las Vegas Convention Center Room N255 & N257 Sponsored By:
7:30AM – 9:00AM	Executive Forum Alumni Breakfast Invite Only Las Vegas Convention Center Room N263/263C Sponsored By:

8:30AM – 10:00AM	Education Sessions
11:00AM – 4:00PM	NAMA Learning Labs
9:00AM – 10:30AM 12:00PM – 1:30PM 4:00PM – 5:30PM	Avanti Markets Break Zone Open Sponsored By:
9:30AM – 10:00AM	NAMA Board Meeting Invite Only
10:00AM – 5:00PM	Exhibit Hall Open
4:00PM – 5:00PM	International Networking Event & Cocktail Reception Invite Only Located in New Product Zone Sponsored By:

Friday, April 26

8:00AM – 12:30PM	Registration Open Sponsored By:
8:00AM – 12:30PM	NAMA CARES
8:00AM – 9:30AM 11:30AM – 12:30PM	Avanti Markets Break Zone Open Sponsored By:
9:00AM – 1:00PM	Exhibit Hall Open

Make Things Happen at The NAMA Show 2019!

Prepare your operation for the future – the tools and insights you need are all right here! Use your time this week to build profitable relationships that drive sales and expand your customer community... and take advantage of so many new and valuable components beyond the booths that offer innovative strategies and perspectives to help you surprise and delight your customers.

Leave here knowing exactly what you need to do to take your business to the next level!



NEW OPPORTUNITIES TO BUILD YOUR BUSINESS

- Expanded New Product Zone (p. 38)
- New USAT Partner Pavilion (p. 30)
- Over 100 New Exhibiting Companies (p. 34)
- Expanded Better For You Pavilion (p. 36)
- Avanti Break Zone (p. 11)

NEW EDUCATION COVERING TRENDING TOPICS

- Keynote Futurist Mike Walsh (p. 20)
- Artificial Intelligence (AI) in Unattended Retail (p. 14)
- Micro Market Success (p. 18)
- Introduction to Pantry Services (p. 14)
- On the Go Nutrition: How to Sell Healthy (p. 19)
- Captivation Station – Business Trends & Insights (p. 28)
- New NAMA Learning Lab (p. 24)



BADGES
Your paper badge is encoded with your demographic information. Some exhibitors may request this badge in order to capture this information through an electronic lead capturing system.



BUSINESS CENTERS
The Las Vegas Convention Center, Central Hall Entrance, Central Hall Concourse Daily 8:00AM – 5:00PM



EMERGENCY INFORMATION
Emergency Numbers: LVCC Customer Safety: (702) 892-7400
House Phone: 7400
Calling “911” by individual attendees’ delays response to an emergency. **Always call Las Vegas Convention Center Customer Safety first.**



FOOD DONATIONS
For many years, NAMA and its exhibitors have arranged to have any leftover food and beverage samples delivered to a local shelter to feed the area’s needy. This year’s donations will go to Three Square. For more information, visit www.threesquare.org.



MEDIA
All media personnel must check in at the registration desk. Bring proper press credentials to receive badge.



NAMA EDUCATION SESSIONS
All education sessions will be held in the Las Vegas Convention Center North Hall, Level Two.



NAMA ENGAGEMENT & ADVOCACY CENTRAL
Located on the back wall of North Hall 1, booth 272.

NAMA is the trade association for the industry. Come meet staff members and receive updates on government affairs, membership information, education opportunities and association activities. Take a moment to relax, post a Twitter message or Facebook photo and network with industry friends.



SHOW FLOOR HOURS
Admission to exhibits is by registration badge only.

- An alphabetical listing of all exhibitors begins on page 40.
- | | |
|---------------------|------------------|
| Wednesday, April 24 | 2:30PM – 6:30PM |
| Thursday, April 25 | 10:00AM – 5:00PM |
| Friday, April 26 | 9:00AM – 1:00PM |
- Exhibitors, Brokers and Distributors are allowed on the show floor during the following hours:
- | | |
|---------------------|--------------------------------------|
| Tuesday, April 23 | 8:00AM – 8:00PM |
| Wednesday, April 24 | 8:00AM – 12:00PM and 1:30PM – 6:30PM |
| Thursday, April 25 | 8:00AM – 6:00PM |
| Friday, April 26 | 7:00AM – 7:00PM |



WHEELCHAIR/SCOOTER
Guests can arrange to book a wheelchair or scooter with Scootaround at 888-441-7575. The FedEx business center can also assist in coordinating the rental, however, pre-arranging with Scootaround in advance is highly recommended.



CHILDREN
Children under the age of 18 can attend The NAMA Show free of charge. Please note – strollers are not allowed on the show floor.



STROLLERS, CAMERAS AND RECORDING DEVICES
Strollers, cameras and recording devices are not allowed on the trade show floor or in the education sessions. Also, no bags other than the official NAMA sample bag can be used to collect samples. Your cooperation is appreciated.

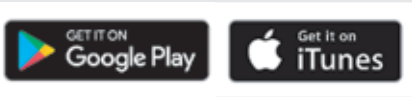


PHOTO POLICY
NAMA reserves the right to use any photograph/video taken at any event sponsored by NAMA, without the expressed written permission of those included within the photograph/video. NAMA may use the photograph/video in publications or other media material produced, used or contracted by NAMA including but not limited to: brochures, invitations, books, newspapers, magazines, television, websites, etc.



Download the official **NAMA 365 MOBILE APP** then select *The NAMA Show*

- Get the most out of The NAMA Show 2019.
- View Schedule to browse sessions and select those you plan to attend.
- Search for Exhibitors, tag your favorites, request meetings, add notes, and map booth location.
- Find your favorite Speakers and view their sessions.
- Use Maps to locate your favorite booths on the show floor.
- Find all of your favorite exhibitors listed in your Personalized Planner.
- Tune into exclusive updates, notifications, and show highlights from show management.
- Add notes in My Notes and email them to yourself and/or others.
- Find and network with other attendees at the event, mark your favorites, and send messages in the mobile app.
- Read, follow, and comment on tweets from your fellow attendees and from exhibiting companies.



Where PEOPLE, PRODUCTS & POSSIBILITIES Meet

Welcome to The NAMA Show! Enjoy your time mixing and mingling with top industry minds, influential leaders, long-time customers and new prospects during many networking and socializing functions during your stay in Las Vegas.



Voted best corporate band by FORTUNE magazine!



FEATURING CLIF BAR'S GROVE VALVE ORCHESTRA

ANNOUNCING NAMA JAM!

Wednesday, April 24 | 6:00PM – 7:00PM
Located in General Session area
Event open to all registered NAMA Show Attendees

Supercharge your networking and rev up your NAMA Show experience at this energizing opening-night soiree. The evening will feature cocktails and a live performance from the award-winning Clif Bar Grove Valve Orchestra.

Sponsored By:





Open during exhibit hours in Booth 874

PUT A SMILE ON YOUR COFFEE!

Visit the Coffee Feature by Picasso to see what happens when technology, innovation and art meet to create a food-safe printer that decorates your coffee drink with your favorite photo or image.

- Connect via QR code to the coffee art software.
- Upload an image from your phone.
- Select uploaded image from printer – and print!


Sponsored By:



AN EMERGING LEADERS NETWORK (ELN) EVENT

Tuesday, April 23 | 5:30PM – 7:30PM
TopGolf Las Vegas
Located at MGM Grand Hotel and Casino | 4627 Koval Lane
Invitation Only, for ELN Members & Sponsors

Primary Event Sponsor:



A WOMEN IN THE INDUSTRY (WIN) EVENT

Tuesday, April 23 | 6:00PM – 8:00PM
1923 Bourbon Bar
Located at Mandalay Bay | 3930 S. Las Vegas Blvd.
Event open to all registered NAMA Show Attendees.
Limited capacity. Must be pre-registered to attend.

Supporting Sponsors of the ELN & WIN Events Include:

















Contributing Sponsors of the ELN & WIN Events Include:







AVANTI MARKETS BREAK ZONE

Live market demonstrations and a space to connect with colleagues

Join us on Wednesday, April 24 from 2:00PM – 4:00PM for an opening celebration of this year's Break Zone.

Break Zone is brought to you by:



HOURS

Wednesday, April 24
2:00PM - 4:00PM

Thursday, April 25
9:00AM - 10:30AM
12:00PM - 1:30PM
4:00PM - 5:30PM

Friday, April 26
8:00AM - 9:30AM
11:30AM - 12:30PM

Connecting Customers with Convenience

Bringing people together



2019

NAMA INDUSTRY
AWARD WINNERS



2018 COFFEE LEGEND WINNER
Michael Tompkins | Coffee Products Associates



ALLIED MEMBER OF THE YEAR
Larry Atnip | VP - Atnip Company,
President – Premier Broker Partners



INDUSTRY PERSON OF THE YEAR
Heidi Chico | President | U-Select-It



OPERATOR OF THE YEAR
Peter Fetherston | CEO | Canteen

Each year the NAMA Industry Awards are presented to individuals that best exemplify consistent support of the convenience services industry through a history of service and leadership throughout the industry, their companies and their communities.

We invite you to join us in honoring the 2019 NAMA Industry Award Winners at Wednesday's Opening Session at 1:00PM.

NAMA



COFFEETEA&WATER

EDUCATION • NETWORKING • GROWTH

NOVEMBER 18-20 • 2019

Anaheim Marriott • Anaheim, CA



Tuesday, April 23

8:30AM - 12:00PM | ROOM N247

Get Started with Artificial Intelligence in Your Organization

\$195 member, \$295 non-member

With the AI age upon us, many organizations have already started the innovation process to leverage AI, allowing them to create a competitive advantage never imagined possible before.

This half day workshop will uncover what AI is and what it encompasses, including data analytics, mining, deep learning, and machine learning, so that you can determine how best to deploy this game-changing technology in your organization. Industry expert Franki Chamaki of HIVERY will walk you through simple approaches to discover, set up, experiment with and embed AI in your operations. Discussion will include how to use your data with AI for better business decision-making. Topics covered in this workshop include:

- Defining what is AI and understanding the applications of AI in different forms
- Gaining data empathy - learning practical approaches to defining your business problem, building your team and proving commercial value through experimentation
- Lastly, understanding the best practices to prepare for operational deployment and monitoring



FRANKI CHAMAKI
Co-Founder & COO, HIVERY

8:30AM - 12:00PM | ROOM N250

The Formula for a Great Place to Work!

\$195 member, \$295 non-member

This half day workshop, led by WITY Solutions and Culture by Choice, will provide you with the information you need to build a great place to work - getting the right people into the right seats, having GOOD days. You will take a deep dive into the interview, hiring, on-boarding and retention processes and gain an understanding of how to create a corporate culture that keeps everybody happy. This not to be missed session is your opportunity to ask the questions about "your people" and more importantly, get the answers you need to create a great place to work for both you and your employees.



VIC PEMBERTON
Certified Executive Coach & CEO, WITY Solutions, The Pepi Companies



KARI HATT
Partner, Behavioral Strategist, Culture By Choice



DAVID PEMBERTON
Director of Finance, The Pepi Companies

1:30PM - 5:00PM | ROOM N247

Introduction to Pantry Services

\$195 member, \$295 non-member

Take a deep dive into the emerging pantry services trend. Join the industry experts who have spearheaded the development of this niche of convenience services. You will learn exactly what pantry services is, why it's important, how to sell it, how to put a menu together, the opportunities to take a micro market client to a pantry setup, and most importantly, the best practices around setting up, budgeting and operations.



TOM STEUBER
President, Associated Services



JON HOLDEN
Director of Sales, All Star Services



JUDSON KLEINMAN
Founder & CEO, Corporate Essentials



GREG SIDWELL
President, G & J Marketing and Sales LLC



Join your fellow industry leaders and advocates in Washington, DC, July 15-17 to advocate on issues important to the convenience services industry and assist in promoting and protecting the industry. This year's vision is for an expanded event that will take attendees to the next level in terms of advocacy execution and engagement.

Together, we are ONE VOICE.

Why Attend?

- Help shape policies that affect your business in issue-focused meetings with key Members of Congress and Congressional Staffers
- Advocate on issues important to the industry with federal regulatory agencies including the FDA, the EPA and more
- Develop relationships with influential Congressional lawmakers and staff
- Use your unique industry expertise to influence how policies are developed at the federal level
- Network with industry colleagues from across the country
- Participate in dedicated advocacy training to prepare you for Hill meetings

JULY 15-17


The Fairmont Hotel
Washington, DC
fairmont.com/washington
Attendee is responsible for airfare and hotel accommodations.

REGISTER ONLINE
namaflyin.org

CONTACTS
Advocacy Summit Questions
Sandy Larson
626.229.0900 / slarson@namanow.org
Wes Fisher
571.348.9899 / wfisher@namanow.org
Eric Dell
571.346.1902 / edell@namanow.org
Registration / Hotel Questions
Marilyn Dent
571.317.0944 / mdent@namanow.org



Wednesday, April 24



8:30AM - 9:30AM

ROOM N250

TECHNOLOGY - Small Operator

Leveraging Technology to Increase ROI

You hear about the latest and greatest technology every day, but it's only useful if it gets you the results you want! Join this panel of technology experts in a results-driven discussion about the innovations affecting the convenience services industry. You will learn about personalized web-portals and social media-driven client communities, new innovations in pre-selling, self-checkout, and live chat, and you'll get a firm grasp on automating your warehouse to optimize space and order fulfillment. You will walk away from this session with an understanding of how to easily take advantage of tomorrow's innovations while minimizing costs.

- 

HANNAH DAVIES,

Customer Relations Project Manager,
Greenhithe Software Solutions , Moderator
- 

BILL LOCKETT

Director of Marketing, VendSys/Nayax
- 

JOHN HICKEY

Co-Founder, Tech 2 Success, LLC
- 

LARRY GREENWALL

Greenwall Vending
- 

MIKE FERGUSON

Owner, VMAC Solutions
- 

STEVE CROSBY

Director of Fleet, Facilities and Vending
Operations, Company Kitchen

SPONSORED BY 



8:30AM - 9:30AM

ROOM N246

CONSUMER AND INDUSTRY TRENDS

Beverage Consumption Trends
Impacting Convenience Services

Convenience Services is a rapidly growing and changing industry, and plays a vital role in delivering speed and satisfaction to consumers. Staying ahead of the curve as related to food and beverage trends is

vital to ensure your business remains relevant and solvent, in light of changing consumer and workplace demographics. This not-to-be-missed session will help you navigate key beverage trends to capitalize upon, including how to think about the unique role of plant-based beverages, how consumers view cold brew versus iced coffee, and coffee customization and the implications for a best-in-class coffee bar.




MEGHAN LIEFELD

Director of Consumer Insights and Category
Management, Danone NA AFH

SPONSORED BY 

All kinds of better™



8:30AM - 9:30AM

ROOM N251/N249

SALES - Small Operator

The Changing Workforce: Getting the
Most out of Your Employees

As technology changes the industry, the specific roles in an operation will change as well. This session will examine the impact of technology on the convenience services workforce and advise operators on how to best position their workforce for success. Discussion will include historical and emerging job descriptions of managers, drivers, service technicians, warehouse personnel, and money room counters, tips on best practices for modernizing your company to create a value-add for you and your workforce, and how to best prepare for and capitalize on the resulting changes.

- 

CHRIS STAVE

Director of Business Development, Parlevel Systems
- 

MICHAEL RAY

Business Development & Customer Service,
Healthy Generation Vending, LLC
- 

ERIC LEAL

COO, Leal's Snacks



8:30AM - 9:30AM

ROOM N247/N245

BUSINESS OPERATIONS

Succession Strategies to Protect and
Perpetuate Your Business


This session will provide you with strategies, tips and best practices to ensure the continued success of your business through the next generation of owners and managers. You will hear about succession strategies to protect your legacy, how to properly structure your business to minimize taxes on sale or transfer, and common mistakes and missteps to avoid when creating and selling a succession plan to your team, in order to guarantee a frictionless transition and continued business growth.



LARRY OXENHAM

Senior Advisor, American Society
for Asset Protection

SPONSORED BY 



8:30AM - 9:30AM

ROOM N243

PUBLIC HEALTH AND NUTRITION


Fruit at Work: Changes, Trends and Safety

Join us for this enlightening and important session on fruit in the workplace, and how and why it should become a core office cafe offering. Discussion will include a deep dive into the history, trends and regulations that have evolved over the years, with a focus on current customer needs and new FDA requirements around food safety and handling specific to produce. You will come away with the knowledge you need to begin offering this better for you option to your customers.



CHRIS MITTELSTAEDT

Founder and CEO, The FruitGuys




9:45AM - 10:45AM

ROOM N247/N245

TECHNOLOGY

The Tools You Need to Create Efficient Teams

Did you know there are actually tools that can help any team in the world become more efficient and effective? During this session, you will hear about the latest and greatest hardware devices, software applications and corporate/team culture practices to encourage thinking around how your teams, whether big or small, navigate their work day each day. Best practices and lists of tools and apps to maximize team effectiveness will be shared.



EVAN JARECKI

Co-Founder and Chief Customer Officer,
Gimme Vending



Thank you to our Strategic Partners

\$500,000+	\$50,000+	Dole Packaged Goods
The Coca-Cola Company	365 Retail Markets	Flowers Foods/Mrs. Freshley's
\$250,000+	G & J Marketing and Sales, LLC	Mondelēz International
Canteen	Royal Cup Coffee & Tea	Monumental Vending
\$100,000+	\$25,000+	Premier Broker Partners
Accent Food Service	Associated Services	Southern Refreshments
Aramark Corporation	Buffalo Rock Company	\$5,000+
Mars Wrigley Confectionery	USA Technologies, Inc.	BUNN
Vistar	\$10,000+	
	All Star Services, Inc.	
	Canteen of Coastal California	Reflects commitments as of 3/8/2019



Thank you 2019 Annual Supporters

Thanks to the support of the following companies, and the dozens of others that contribute annually, the Foundation continues to work toward fulfilling its mission to advance the industry through advocacy, research and education.

Visionary Circle,	\$25,000+	Associated Service
Keurig Dr Pepper		Buffalo Rock Company
The Coca-Cola Company		Canteen of Costal California
Leaders Circle,	\$10, 000+	Flowers Foods/Mrs. Freshley's
Accent Food Services		G & J Marketing and Sales, LLC
GES		Imperial, Inc.
Vendors Exchange International, Inc.		NAMA Emerging Leaders Network
Wittern Group, Inc.		NAMA Women in the Industry
Presidents Circle,	\$5,000+	Premier Broker Partners
Aramark Corporation		Southern Refreshments
A. H. Management Group, Inc.		Twining's North America, Inc.
BUNN		USA Technologies, Inc.
Canteen		Vend Natural Holdings, Inc.

Thank you to all the other donors who support the annual fund. For a complete list of names please visit the NAMA website at www.namanow.org.

Friends Circle,	\$500+	Represents annual fund commitments as of 3/8/19.
365 Retail Markets		
All Star Services, Inc.		
American Food & Vending Corporation		

Wednesday, April 24

9:45AM - 10:45AM | ROOM N246

CONSUMER AND INDUSTRY TRENDS
- Small Operator

Tea – Why it Matters, What Consumers Expect and Why it Needs to be Included in OCS

The tea category is undergoing a fundamental shift as consumers prioritize health and wellness, and seek out authentic and exciting food and beverage experiences. Tea consumption has grown 20% in the last 10 years, and tea growth continues to outpace that of coffee. This session will provide an overview of the different types of tea, consumer trends and the premiumization of the category, why it is critical to a hot beverage program, and why it's no longer acceptable for tea to play second fiddle to coffee.



ALLISON SLATER
Senior Manager, The Tea Company at Unilever Food Solutions



ABBE KUHN
Beverage Innovation Director, Unilever Food Solutions



LINDA APPEL LIPSIOUS
CEO, Teatulia



VANESSA DEW
CSO & Co-Founder, Health-Ade Kombucha

SPONSORED BY



9:45AM - 10:45AM | ROOM N251/N249

SALES - Small Operator

Micro Market Success

Micro markets are a rapidly growing business in the convenience services landscape. This “how-to” session will provide important information on starting, running and maintaining a successful micro market business, including tips and best practices on finding and pitching a micro market location, choosing equipment and products, and servicing the micro market to maximize sales.



ALAN MUNSON
Chief Commercial Officer, Parlevel Systems



CHRIS COSENTINO
Manager, Take a Break Vending



DENNIS LAING
Owner and Operator, NWA Fresh Vending & Micro Markets

SPONSORED BY



9:45AM - 10:45AM | ROOM N250

BUSINESS OPERATIONS

How to Recruit and Retain the Next Generation

The workforce is rapidly changing, with both millennials and generation Z making up a majority of the workforce by 2020. As a vending operator or technology provider, you must understand how to attract, retain, and promote those who are soon to be the future of your company. In this ever-popular fish bowl session, panelists will share their experiences, provide valuable tips for attracting the younger generations, and share insights into how to develop them into the leaders of not only your company, but this industry!



ELYSSA STEINER
Director of Marketing, USAT, Moderator



MIKE HOEFT
Regional Account Manager, Bunn



JIM VERSICAL
Sales Manager, 365 Retail Markets



LEE MONDOL
Branch Manager, Canteen of Coastal California, Inc.



KARI HATT
Partner, Behavioral Strategist, Culture By Choice

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9:45AM - 10:45AM | ROOM N243

PUBLIC HEALTH AND NUTRITION

On-the-Go Nutrition: How to Sell Healthy

As health and wellness trends evolve, consumers are looking for functionality in their beverages and snacks that support their lifestyle. This presentation will provide a glimpse into how consumers shop the on-the-go nutrition category, what product attributes are important to consumers, and real time data on how these products perform in a micro market environment. The application of this information will be detailed through the use of science and technology. Additionally, attendees will gain an understanding of what a food void is, how to avoid this common situation, and ways to provide more nutritious, sustainable food choices for their customers. Operators will be able to use this information to make better informed product selection decisions to drive incremental profit.



BRYAN CROWLEY
CEO, Soylent



JEAN TERMINIELLO
National Director of Immediate Consumption, Glanbia Performance Nutrition

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11:00AM - 12:00PM | ROOM N250

TECHNOLOGY

Streamlining Office Logistics with Technology

Technology now offers a new value proposition to the industry – a true end-to-end enterprise platform for the unattended retail market, paving the way for decreased operational costs, increased sales, and the ability for customers to run their business in a more efficient and competitive way. This session will provide key information on how you can leverage technology to optimize your operations along with valuable insights and best practices from operators across the United States.



ANANT AGRAWAL
EVP, Corporate Development, USA Technologies, Moderator



DUNCAN SMITH
President & COO, All Star Services



JARED DETWILER
Vice President of Operations, One Source Office Refreshments



BRADLEE WHITSON
Operations Manager, K&R Vending

SPONSORED BY



11:00AM - 12:00PM | ROOM N246

CONSUMER AND INDUSTRY TRENDS

Going Green: What the Transition to Green Refrigerants Means for your Business

This session will provide an overview of the factors driving the change to green refrigerants, and the operational impact the transition will have on the convenience services industry. Discussion topics will include the differences in vending equipment design required when using alternate refrigerants as well as the risks and hazards associated with this new equipment. Come away with an understanding of the impacts to the industry in order to allow for a smooth and seamless transition.



DOUG DRENTEN
Vice President Engineering, Crane Merchandising Systems

11:00AM - 12:00PM | ROOM N251/N249

SALES - Small Operator

Digital Advertising for Business Growth

This session will cover the basics of developing new marketing channels as well as provide an overview of how to use digital advertising and social media the right way. Join this panel of experts to learn the secret to connecting with and building deeper relationships with current and future customers, leading to an increase in sales and business growth.




MATT HARLOS
Director of Marketing & Design, Gimme Vending



NEIL SWINDALE
Owner, VendCentral

► Wednesday, April 24



11:00AM - 12:00PM | ROOM N247/N245


BUSINESS OPERATIONS - Small Operator

Sketching a Vision for the Future

Businesses both large and small must develop and share a strategic plan, goals and tactics to shape organizational priorities in order to improve operations year over year. This session will provide a framework for defining and developing measurable and attainable goals for all personnel. You will learn useful techniques and best practices on how to narrow the goals to down to what is truly important, how to sell the goals to the organization, and how to overcome the sometimes inevitable resistance to change, to ensure employee buy-in and engagement, as well as company growth.



BEN WHITE
Implementation Specialist, Crane
Connectivity Solutions



11:00AM - 12:00PM | ROOM N243

PUBLIC HEALTH AND NUTRITION

Growing Your Business Through Occasion-Based Eating and On-Trend Nutrition

What do consumers reach for first when they want a snack? What is top of mind for your vend and micro-market customers? In this session, you will learn how to maximize your profits by providing the right assortment of products for your customers. Join Kellogg's insights and nutrition experts as they share proprietary research on "occasions," or the where, when, and what behind consumer purchase decision making. You will be provided with the knowledge and information you need to understand and stay on top of the ever-changing nutrition trends.




JOHN HOSTETLER
Director Category Management and
Business Analytics, Kellogg's



DAVID GROTTTO MS, RDN, LDN
Sr. Wellbeing Business Partner, Kellogg's

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1:00PM - 2:30PM | KEYNOTE THEATER

GENERAL SESSION



KEYNOTE SPEAKER
MIKE WALSH

*Reinventing Leadership for the
Age of Machine Intelligence*

We live in an age of wonder – cars that drive themselves, platforms that anticipate our needs, and robots capable of everything from advanced manufacturing to complex surgery. Automation, algorithms and AI are transforming not only business, but every facet of daily life. While many fear that robots will take their jobs, the rise of machine intelligence begs a more important question: what is the true potential of human intelligence in the 21st century?

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foodservice-snacks-desserts.com

1. 2018 Technomic Inc., Snacking Occasion Consumer Trend Report




► Thursday, April 25



8:30AM - 10:00AM | ROOM N246

Small Operator Round Table


Come to this round table session designed to address the unique challenges of running a small business. Technology, micro markets, expansion, pre-kitting and general operations are just some of the management questions you consider as you build your company. Connect with your peers and join fellow small operators for an open dialogue on the topics you want to talk and hear about.





8:30AM - 10:00PM | ROOM N250


Taking Technician Training into the 21st Century


In the fast-paced equipment world and the changing nature of business, technicians need new tools, new technologies and new connections to work better and smarter. Brewing equipment in the 21st century is much more sophisticated than it used to be. This not-to-be-missed panel of industry experts will help you navigate the new training formats, provide insight into training different generations, and share best practices for using new equipment and increasing technician performance. Following the panel discussion, there will be an open forum Q&A session - get your questions answered!


- 

KARALYNN MCDERMOTT
SVP, Market Development, BUNN
- 


DREW DUTTON
Director of Equipment Service, Royal Cup
- 

BRIAN COOK
Service Manager, Associated Services
- 

FRANK BARON
CEO, Cafecion Ventures Inc.
- 

MAURITS DE JONG
Managing Director, de Jong DUKE
- 

TIM SPENCER
SVP and GM, Service Operations, BUNN





9:00AM - 10:00PM | ROOM N251/N249


TECHNOLOGY


What's Trending in Convenience Services

Gaining a competitive advantage in the marketplace almost always revolves around implementing an innovative, efficient and effective technology application. While there are many established industry applications, there are also many emerging and innovative technologies. Join this panel of industry experts as they provide an overview of the innovative and disruptive technologies trending in various industry channels and discuss those they perceive as most relevant to the industry.

- 

MIKE KASAVANA PH.D.
NAMA Endowed Professor Emeritus - Moderator
- 


MAEVE DUSKA
SVP, Marketing and Strategic Development,
USA Technologies
- 

PARESH PATEL
CEO, PayRange
- 

CARLY FURMAN
CEO, Nayax

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9:00AM - 10:00AM | ROOM N247/N245

PUBLIC HEALTH AND NUTRITION

On The Horizon: Nutrition and Wellness Trends 2019

Join this panel of nationally recognized experts to hear what's new and trending in nutrition and wellness. Exploring the most talked about issues today, from "better for you" and its impact on your business to food label "literacy" and what drives consumer purchases, the session will an in-depth discussion followed by an "ask the expert" session where you can get answers to your questions.

- 

SYLVIA ROWE
President, SR Strategy, LLC, Moderator



Redefining convenience.

At Mastercard®, we're committed to delivering future-forward technology in our payment solutions for businesses and consumers alike. That's why we're helping to make convenience services more convenient than ever with our innovative cashless solutions. Consumers are spending, on average, 32% more when they pay with a card versus cash¹. And average annual cashless sales at vending machines are growing YOY, according to an industry study². Prevent lost sales and keep your customers happy knowing they can choose their preferred payment method – credit card, contactless, mobile and more. What could be better than that?


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¹ USA Technologies 2015 Cashless Knowledge Base Study – www.usatech.com
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► Thursday, April 25

NAMA'S LEARNING LAB
*in-depth presentations delivered
right on the show floor!*

 11:00AM - 12:00PM | SHOW FLOOR


LEARNING LAB

MSU Research Study on Cashless Payments in the United States

USA Technologies and Michigan State University (MSU) partnered to leverage MSU's business analytics program to conduct the largest third-party study on 250,000 terminals/machines in the United States. The findings of this in-depth study uncover the growth in top line sales and the impact of cashless payments on low volume vending machines. This session will provide data analytics on cashless payments trends across vending, and hard facts about how you can take advantage of this information to increase revenue in your accounts.

**JIM TURNER**
Vice President of Cashless Deployment Services, USAT

**MICHAEL MCCALL PH.D.**
NAMA Endowed Professor of Hospitality Business, Eli Broad School of Business


 1:00PM - 2:00PM | SHOW FLOOR

LEARNING LAB

Forces and Trends: Perspectives on Navigating Change in 2019

Join Coca-Cola for this exclusive session, which will take a deep dive into the results of proprietary market research conducted in late 2018. Gain valuable insight into what's driving current consumer and marketplace trends and the evolution of retail in response. Understand the new metric of success in a VUCA world, how it's reshaping the business environment, and how it applies to your business growth.

**JOE DAVIS**
Group Director, Customer & Commercial Insights, Coca-Cola North America

 3:00PM - 4:00PM | SHOW FLOOR

LEARNING LAB

Leveraging AI to Make Better Business Decisions

During this deep dive, you will hear from several companies who have incorporated AI into their businesses. As a follow-up to the pre-conference session, you will gain a deep understanding of the applications of AI, learn practical approaches to defining your business problems, build your team and prove commercial value through experimentation and understand best practices to prepare for operational deployment and monitoring.

**MATTHEW ROBARDS**
Co-Founder, Data Scientist, Hivery

**SHARYN KOLSTAD**
US Business Development, Hivery



Download the official **NAMA 365 MOBILE APP** then select *The NAMA Show*

- Get the most out of The NAMA Show 2019.
- View Schedule to browse sessions and select those you plan to attend.
- Use Maps to locate your favorite booths on the show floor.
- Tune into exclusive updates, notifications, and show highlights from show management.
- Add notes in My Notes and email them to yourself and/or others.
- Find and network with other attendees at the event, mark your favorites, and send messages in the mobile app.





INNOVATIVE SOLUTIONS

For Your Micro Markets

As consumers continue to be more conscious of the products they select, micro markets have become essential to the success of the vending and OCS industries. While operators may not have the skills in-house to conquer the micro market world, Vistar does. By utilizing category insights, and plan-o-gram expertise, Vistar aids operators in strategically placing the best-fit items in every micro market. With over 80,000 SKUs (including our own category of better-for-you products known as Good to Go), and over 40 years of experience, Vistar has all of the knowledge to support operators in developing a long-term plan for success.



Customers can view our full selection of Good To Go items at:
myvistar.vistar.com. Call us today: 1.800.880.9900





Visit **VEND THIS!**
for products beyond refreshments

Thousands of great products can be sold through micro markets, vending and foodservice outlets. This area of the exhibit hall is designed for operators seeking non-traditional products – products beyond refreshments – to offer and sell in their unique sales channels.

Located in Aisle 1600

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better for business



Visit us at
NAMA
Booth 546
to learn more



All kinds of better™

Refreshment Services Pavilion

The Refreshment Services Pavilion is an island oasis for coffee and brewed products and is a must-see group of exhibitors for those in OCS, micro market and pantry services.

COMPANY	BOOTH #
All Day Nutritionals	266
Alpine Coffee	264
Aqua Essentials LLC	764
Bevi	467
Boston's Best Coffee Roasters	267
Bravilor Bonamat LLC	761
Copper Moon Coffee Co	566
Custom Beverage Concepts	661
Eastsign Trading (Shenzhen) Co Ltd	768
Eldorado Coffee Roasters	666
Elite Call	469
ELKAY	369
Ellis Coffee Co	760
Fresh Brew Group USA	361
Fuji Electric Corp of America	366
Funky Chunky	365
Gavina Gourmet Coffee	866
Goodson Bros Coffee Co	460
HLF Italian Design	669
John Guest USA Inc	367
Life in Green	665
Massimo Zanetti Beverage Group	461
NOVAMEX	769
OptiPure, a part of Pentair	767
Pathwater	466
Proud Source Water	569
San Francisco Bay Coffee Company	567
Shenzhen Chulux Electric Appliance Co Ltd	668
Teatulia Organic Teas	268
Vingoo USA LLC	261
Waterlogic	561
Wellsys	462

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CAPTIVATION STATION - Schedule

Located in Aisle 800 -everyone is welcome to attend!


The Captivation Station features 20-minute thought leadership presentations from leading industry suppliers with 100% focus on insights, trends and best practices – only actionable takeaways that operators can immediately apply to their businesses.


Wednesday, April 24	TIME	SESSION	SPEAKER
	2:45PM - 3:05PM	Breakfast Anytime, Anywhere: All Day Breakfast Trends	Scott Ware, Tyson Foodservice Sr. Director of Marketing- OmniChannel
	3:30PM - 3:50PM	Evolution of Consumer Eating Habits	Nicholas Banke and Kassy Harvey
	4:30PM - 4:50PM	Providing The Right Assortment Through Occasion Based Eating	John Hostetler, Director Category Management and Business Analytics, Kellogg's

	5:30PM - 5:50PM	Be Proactive in Building Customer Success	Greg Wilson, VP of Customer Success, Avanti Markets
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Thursday, April 25


	10:30AM - 10:50AM	Catch Me If You Can	Krishna Vedula
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	11:30AM - 11:50AM	Beverage Consumption Trends Impacting Convenience Services	Meghan Liefeld, Director of Consumer Insights and Category Management, Danone NA AFH
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	12:30PM - 12:50PM	Selling Micro Markets	Alan Munson, Co-founder and CCO, Parlevel Systems
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	1:30PM - 1:50PM	7-Eleven Retailer Initiative and Merchandising Strategy Tactics	Harsh Varma, Merchandising and Business Development Manager
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	2:30PM - 2:50PM	It's Cash, Only Smarter: How the Next Generation of Payment Devices Make your Money Work for You	Chuck Reed, VP and GM, Vending, Crane Payments Innovations
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	3:30PM - 3:50PM	Mobility: A Progress Update	Scott Matza
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USAT PARTNER PAVILION - NEW IN 2019!



Introducing the USAT Partner Pavilion
LOCATED AT BOOTH 1735

Discover and experience an integrated platform that connects your customers to the convenience they want, and your business to the efficiency it needs. Explore integrated solutions for vending, micro markets, and OCS related to:

- Increased consumer engagement
- Digital payments acceptance
- Back-office management tools

SHOW EXCLUSIVES



Avanti Markets Booth 531

Come by booth 531 for these exclusive NAMA Show deals. Receive \$500 off your first Smart N Go Market purchase (minimum 3 module setup). | Purchase an Avanti Markets kiosk and get it customized for free. | Buy a Minus Forty hybrid cooler and get it fully stocked by G&J.

BrainJuice Booth 1368

25% OFF ALL PRODUCTS! During the show only. Come by the BrainJuice Booth #1368 to place an order for these special savings!

iVend-Net LLC Booth 1076

Persons who visit booth have chance to win T-Shirts, buttons, and pop. Investors are welcome and those interested in investing in company will be given free confidential business and marketing strategic plan. If investor interest is greater than 50%, investor will get very confidential addendum to plan.

Kimble’s Food by Design Booth 351

We would like to offer \$6.00 off per Master Case/Each Master Case is 108 units.

RainMaker Sales Support Booth 1066

Sign up for an appointment setting campaign at the 2019 NAMA Show and receive a 5% discount on your first three months!

Vingoo USA LLC Booth 261

If franchising in The NAMA SHOW, the franchise fee could be 10% instead of 15% of the revenue, Vingoo Juice usually has.

FRIDAY WRAP



Avanti Markets Booth 531

12:30PM
Win free airfare & hotel for the Avanti Operators Meeting in December 2019 at the beautiful Marriott Marquis San Diego Marina. We’ll be celebrating 10 years of Avanti Markets with you! Enter at booth 531. Limit one entry per day. Visit us daily for the best chance to win! Need not be present to win.

BrainJuice Booth 1368

12:00PM
Win a box of BrainJuice swag + product! Stop by booth 1368 in the Better For You Pavilion, drink BrainJuice for a mental and mood boost in minutes, and drop off your business card to enter the giveaway. Must be present to win.

John Guest USA Inc Booth 367

11:00AM
The John Guest Service & Repair Kit includes various configurations of our most popular push-fit fittings in 1/4”, 3/8” and 1/2” O.D. sizes within the White Polypropylene Range. The fittings come in a sturdy and compartmentalized case for ease of storage and transportation. Need not be present to win.

Kimble’s Food by Design Booth 351

11:00AM
Anova Precision Cooker Bluetooth and Food Saver Vacuum Sealer. We will give away both items together or separate it is completely up to you. Need not be present to win.



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Want to know more? Come say hi and experience for yourself at the **PepsiCo Away From Home booth #903**
pepsicohellogoodness.com

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MAP OF SHOW FLOOR

**LAS VEGAS
CONVENTION CENTER
NORTH HALL 1-3**



NEW EXHIBITORS



Introductions you won't want to miss

This year's exhibit hall features over 100 companies new to The NAMA Show. Make sure you carve out time to meet these potential new vendor partners. You never know what you might find!

COMPANY	BOOTH #
Next Level Fitness Water Inc	206
Stratus Group	222
WTIwireless	228
FrameWorks Displays	234
Rosseto Serving Solutions	235
ECRS	247
American Licorice Company	250
AutoCrib Inc	253
Vingoo USA LLC	261
All Day Nutritionals	266
Teatulia Organic Teas	268
Gilman Cheese Corporation	310
YoPoint Smart Retail Technology Ltd	315
QBD Cooling Systems Inc	352
Funky Chunky	365
ELKAY	369
Lenny & Larry's	447
Nature's First Inc	449
Pathwater	466
Elite Call	469
R.W. Sauder Inc	477
MYX	545
San Francisco Bay Coffee Company	567
Proud Source Water	569
Elite Solutions	577
VendoPharm	673
eBoost	675
Tetley Harris	676
Aqua Essentials LLC	764
NOVAMEX	769
Reis & Irvy's	829
Hunan Zhonggu Science and Technology Co Ltd	861
Squeez'd To Go	867
Lavazza Professional	917
Coffee Tree USA Inc	969
Taste of Nature Inc	971
Laurieri Srl	1067
Plastic and Products Marketing Inc	1068
Sigma Phase Corp	1069

FoodServiceDirect.com	1071
Silkron Technology SDN BHD	1072
Hunan Kimma Intelligent	
Equipment Manufacture Co Ltd	1073
Mojo Organics Inc	1074
iVend-Net LLC	1076
Classic Cookie	1160
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Plant Snacks	1168
Rosa Foods Inc - SOYLENT	1170
Navitas Organics	1171
MATI LLC	1172
Kitu Life Inc	1173
CRG LLC	1175
Tea of a Kind	1176
Blue Sky Inspirations LLC	
dba Rowdy Bars	1177
J&J Snack Foods	1240
VitaCup	1244
Interroll	1245
Sconza Chocolates	1250
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Nutraplex	1266
Think Jerky	1267
Advanced Natural Group	1268
Skinny Dipped	1271
The Chaat Company	1272
teapigs	1273
Roar Beverages	1275
Rise Buddy	1276
StarKist Co	1277
Unreal Brands	1366
BrainJuice	1368
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OXiGEN – Formula Four Beverages	1372
gimMe Health Foods Inc	1374
Hippeas	1376
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Norm Technologies by	
Three Square Market	1403
Righteous Felon	1405
SK Food Group/Raybern's	1407
Advana	1468

The FruitGuys	1472
FitJoy Nutrition LLC	1473
NOKA	1527
RTC Industries	1535
Mountain Waffle Co	1554
Oberto Snacks	1569
Popcornopolis	1572
Troverco/Triple Sticks Foods	1573
St. Michel North America	1626
Wells Enterprises Inc -	
Blue Bunny Ice Cream	1628
Texas Tito's Inc	1630
Chef's Cut Real Jerky	1632
SNBC	1637
True Manufacturing	1642
BOU Brands	1646
Supply Wizards	1668
Matipay - Sitael S.p.A	1672
Merch-a-Vend Company	1714
Cleanlife LED	1716
Grand Prairie Foods	1724
Elma Farms	1726
KeeTouch Co Ltd	1728
LesserEvil Snacks	1729
Neighbors LLC	1731
Pax Technology Inc	1736
Laird Superfood	1738
MAGEX USA	1741
Expresco Foods	1746
Sensor Electronics Co Ltd	1747
Ajinomoto Foods North America	1748
ACP (Accelerated Cooking Products)	1749
Franke Coffee Systems	1752
Convenience Store Decisions	1833
Electron	1837
Green Grass Foods dba nutpods	1477A
TUTY USA LLC	1477E
Project 7 Inc	1477G
Payment Express	1477H
Glass Half Full	1477I
Sun & Swell Foods	1477J



VISIT 365 RETAIL MARKETS BOOTH #1303

WIN!

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2. Visit 365. Take a photo front of our featured graffiti wall.
3. Post your photo on social media, tag @365retailmarkets, and use the secret #hashtag provided to be entered to WIN!
4. Visit contest landing page to learn more. go2.365retailmarkets.com/nama2019contest
5. Stay tuned to hear if you're the winner!



VISIT BOOTH #1303
YOU DON'T WANT TO MISS THIS!

*The more likes, shares, and post you do the higher chances to win! For more rules and regulations visit go2.365retailmarkets.com/nama2019contest





**better
for you**
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Come explore healthier vending options!

The Better For You Pavilion highlights companies who offer healthier snack and beverage products. Operators who are actively searching for FitPick® snacks and beverages (under 250/200 calories) for their micro markets, vending machines and foodservice outlets will find this organized collection of product options very useful.

COMPANY	BOOTH #		
Advanced Natural Group	1268	Navitas Organics	1171
Almark Foods	1166	Nutraplex	1266
Blue Sky Inspirations LLC dba Rowdy Bars	1177	OXiGEN – Formula Four Beverages	1372
BrainJuice	1368	Plant Snacks	1168
CRG LLC	1175	Rise Buddy	1276
Crunchy Rollers	1174	Roar Beverages	1275
Cucina & Amore	1269	Rosa Foods Inc – SOYLENT	1170
FoodServiceDirect.com	1071	Sigma Phase Corp	1069
Fruit For Thought	1274	Skinny Dipped	1271
gimMe Health Foods Inc	1374	StarKist Co	1277
Hippeas	1376	Tea of a Kind	1176
Hunan Kimma Intelligent Equipment Manufacture Co Ltd	1073	teapigs	1273
Kitu Life Inc	1173	The Chaat Company	1272
Laurieri Sri	1067	Think Jerky	1267
MATI LLC	1172	thinkThin	1370
Natural Source Sales	1167	UNIFI	1270
		Unreal Brands	1366

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#1 PLACE FOR DISCOVERING NEW PRODUCTS

Visit the New Product Zone at the entrance of the exhibit hall – one of the most popular areas of The NAMA Show!

Explore a collection of up-and-coming, innovative new products and equipment organized into eight convenient categories. Scan each product to learn more and to see where you can visit the manufacturer on the show floor.

- Better For You Products
- Candy, Gum and Mints
- Chips, Salty & Meat Snacks
- Coffee, Tea & Hot Beverages
- Cold Beverages, Milk & Water
- Cookies, Crackers, Baked & Breakfast Items
- Entrees: Sandwich, Wrap, Burrito + Frozen & Refrigerated Items
- Technology, Kiosk, Vending/Dispensing Equipment & Business Services



CAST YOUR VOTE FOR PEOPLE’S CHOICE AWARDS

Scan your badge for follow up on products that interest you. Then keep an eye on NAMA’s social media channels for the announcement of the product in each category that collected the most scans as the People’s Choice Award winners!



Check out these participating companies and their featured products in their booth and in the New Product Zone outside the show entrance.

COMPANY	BOOTH #	
365 Retail Markets	1303	Nayax LLC
Ajinomoto Foods North America	1748	Nestle Professional
Aqua Essentials LLC	764	Next Level Fitness Water Inc
Avanti Markets	531	OXiGEN – Formula Four Beverages
AWAKE Corporation	349	Pentair Everpure
Baton Lock USA	1373	PepsiCo Foodservice
Bravilor Bonamat LLC	761	Premier Broker Partners
Cafection Evoca	411	Pyramid Technologies Inc
Campofrio Food Group America	241	Rosseto Serving Solutions
Celsius	355	RXBAR
Cheesewich Factory	246	Sparkling Ice/Talking Rain Beverage Company
Clif Bar & Co	440	StarKist Co
Danone Wave	546	The Coca-Cola Company
E.A. Sween/Deli Express/Burdette Beckmann Inc	1445	The Venders
Elma Farms	1726	Twinings North America
Ferrara Candy Company	321	Tyson Foods
Flowers Foods/Mrs. Freshley's	923	UNFI
Golden West Food Group	211	Unilever
Grand Prairie Foods	1724	USA Technologies
J&J Snack Foods	1240	U-Select-It
Kellogg Company	721	Vistar
Keurig Dr Pepper	941	Whisps
Maple Hill Creamery	N/A	White Castle Food Products LLC
Mondelez International	741	Wonderful Pistachios & FIJI Water
Navitas Organics	1171	World Peas Brand
		Yoke Payments

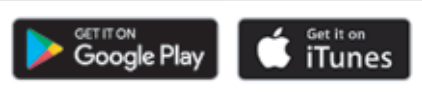
IT’S ALL IN THE APP!



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View a full list of New Product Zone Items

- Learn more about each featured product
- Use Maps to locate partnering companies
- Add notes in My Notes and email them to yourself and/or others.



Refer to separate handout for detailed information about each item in the New Product Zone.

As of 3/28/19

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Founded in 1936, NAMA is the association representing the \$25 billion U.S. convenience services industry. With more than 1,000 member companies — including many of the world's most recognized brands — NAMA provides advocacy, education and research for its membership.

The association also supports a network of 29 affiliated State Councils that focus on local issues and offer regular networking opportunities.

NAMA's policies and programs are established and reviewed by volunteer members who serve on the board of directors and committees. Programs are implemented by staff in the Chicago headquarters and three field offices.

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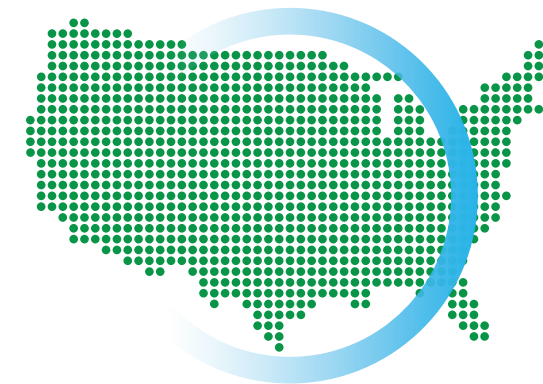
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Energy Star



Actively working to postpone the application of new Energy Star standards for vending machines to allow for transition to new refrigerants

REDUCING BURDEN OF COSTLY REGULATIONS



Calorie Disclosure
\$50 - \$300
SAVED
per machine



Coin & Currency
\$100 - \$500
SAVED
per machine

+ packaging costs savings for suppliers



PROTECTING MICRO MARKETS & CONSUMERS

State & Local Health Departments

Creating a regulatory structure that protects the micro market industry and its consumers



FDA

Working on adoption of federal guidelines into Food Code



EXPANDING THE INDUSTRY'S CREDIBILITY IN DC

Policy Makers & Elected Officials

Building actionable relationships via Annual DC Fly-In, Public Policy Conference and State Lobby Days



nearly
300
DC Fly-In
participants



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EXHIBITOR LIST - By Product/Service

ACCOUNTABILITY SYSTEMS

Gimme Vending Inc	1561
Innovolt - East West	643
Medeco Security Locks	1751
SMART (Service Management And Route Tracking)	1567
Vagabond	1361
Van Lock Company	837
VendSys	967
Via Touch Media	1446
Wizzan Mobility LLC	1651

ADVERTISING

Advana	1468
Automatic Merchandiser	1531
Cafection Evoca	411
Convenience Store Decisions	1833
Glass Half Full	14771
iVend-Net LLC	1076
The-Venders	1725
Via Touch Media	1446
YoPoint Smart Retail Technology Ltd	315

ALARM SYSTEMS

VendSys	967
WTIwireless	228

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FixtureLite	1461
Genesis Decor	1615

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KeeTouch Co Ltd	1728
OptConnect	1514
Payment Alliance International	335
SMART (Service Management And Route Tracking)	1567
WTIwireless	228

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Bravilor Bonamat LLC	761
Texas Tito's Inc	1630
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Payter B.V.	248
Vendwatch Telematics	326

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Blue Sky Inspirations LLC dba Rowdy Bars	1177
BOS Brands	1254
BrainJuice	1368
ConAgra Foods - Vend & OCS	528
Crunchy Rollers	1174

Del Monte Foods Inc	524
ELKAY	369
Elma Farms	1726
Future Bake USA Inc	773
Green Nature Marketing	425
Hippeas	1376
ITOEN (North America)	330
J&J Snack Foods	1240
Keurig Dr Pepper	941
Kodiak Cakes	1636
Merisant/Compass Marketing	1611
Mr. Nature	1540
Natures Bounty Co/Compass Marketing	1511
Navitas Organics	1171
Nutraplex	1266
Oberto Snacks	1569
Popchips	341
Popcornopolis	1572
Quest Nutrition	1242
Rosa Foods Inc - SOYLENT	1170
Shasta Sales Inc	1429
Skinny Dipped	1271
Truffoire Las Vegas	223
Wandering Bear Inc	229
Whisps	1369
Wonderful Pistachios & FIJI Water	1467

BILL ACCEPTORS, VALIDATORS & ACCESSORIES

International Currency Technologies Corp	410
Jofemar USA	961
Lock America	825
Pyramid Technologies Inc	1349
Suzohapp	1161

BREAK ROOM PRODUCTS CUPS/SLEEVES/STIRRERS/NAPKIN

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Alliant Coffee Solutions	444

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Glass Half Full	14771
Kar's Nuts	720
Lavit LLC	436
Lock America	825
Mondelez International	741
St. Michel North America	1626
StarKist Co	1277
Swyft Inc	205
UNFI	1270
VT Hackney	1351

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Lightspeed Automation LLC	1241
Payment Alliance International	335
Payter B.V.	248
Rainmaker Sales Support	1066
SMART (Service Management And Route Tracking)	1567

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Avanti Markets	531
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CPI/Crane Payment Innovations	1116
Crane Merchandising Systems	1102
ECRS	247
Gimme Vending Inc	1561
InOne Technology LLC	1221
Jofemar USA	961
Matipay - Sitael S.p.A	1672
Nayax LLC	1247
Nespresso USA	1442
OTI	1753
Parlevel Systems Inc	751
PayRange	541
Payter B.V.	248
SandenVendo America Inc	327
Silkron Technology SDN BHD	1072
StarKist Co	1277
Suzohapp	1161
Swyft Inc	205
The-Venders	1725
USA Technologies	1134
Vagabond	1361
Vendwatch Telematics	326
Via Touch Media	1446
Yoke Payments	311
YoPoint Smart Retail Technology Ltd	315

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Anderson Metals	343
Holiday House Distributing Inc	735
Procter & Gamble/Compass Marketing	1610

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Magner Corporation of America	1641
Van Lock Company	837

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Magner Corporation of America	1641
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COIN, CURRENCY ACCEPTORS/ REJECTORS & ACCESSORIES

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International Currency Technologies Corp	410
Magner Corporation of America	1641
Suzohapp	1161

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7-Eleven	1647
BOS Brands	1254
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High Brew Coffee	672
IMS	320
Keurig Dr Pepper	941
Kitu Life Inc	1173
Kraft Foods Group Inc	929
La Colombe	434
Lavit LLC	436
Natural Source Sales	1167
Niagara Bottling LLC	1415
Red Bull North America	627
Rosa Foods Inc - SOYLENT	1170
RTC Industries	1535
Shasta Sales Inc	1429
Sunny Sky Products	240
Welch's	1451
Zevia LLC	1666

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7-Eleven	1647
Atnip Co Inc	243
Del Monte Foods Inc	524
Keurig Dr Pepper	941
Lavit LLC	436
Natural Source Sales	1167
Nature's First Inc	449
Nestle Professional	1341
Nestle/Starbucks	521
RTC Industries	1535
Sunny Sky Products	240
The Avalon Group	727
The Coca-Cola Company	1126
The J.M. Smucker Company	935
Vingoo USA LLC	261
Welch's	1451

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7-Eleven	1647
Chobani	1529
Golden Krust	1452
High Brew Coffee	672
IMS	320
La Colombe	434
The J.M. Smucker Company	935
Wandering Bear Inc	229

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Navitas Organics	1171
Sunny Sky Products	240

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7-Eleven	1647
IMS	320
Keurig Dr Pepper	941
Niagara Bottling LLC	1415
NOVAMEX	769
RTC Industries	1535
Shasta Sales Inc	1429
Sunny Sky Products	240
The Avalon Group	727
The Coca-Cola Company	1126
Zevia LLC	1666

Water

Atnip Co Inc	243
ELKAY	369
Follett LLC	1054
Hint Inc	340
IMS	320
Keurig Dr Pepper	941
Lavit LLC	436
Nestle Professional	1341
Nestle/Starbucks	521
Next Level Fitness Water LLC	206
Niagara Bottling LLC	1415
NOVAMEX	769
RTC Industries	1535
Shasta Sales Inc	1429
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Beverage Company	414
The Coca-Cola Company	1126
Waterlogic	561
Welch's	1451
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Advana	1468
ECRS	247
PayRange	541
USA Technologies	1134
VendSys	967
Yoke Payments	311

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AAEON Electronics Inc	236
ECRS	247
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PayRange	541
Silkron Technology SDN BHD	1072
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Vagabond	1361
VendSys	967
Vendwatch Telematics	326
Wizzan Mobility LLC	1651
Yoke Payments	311

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Diamond Crystal Sales	1440
FrameWorks Displays	234
Genesis Decor	1615
Holiday House Distributing Inc	735

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Diamond Crystal Sales	1440
Kraft Foods Group Inc	929
Merisant/Compass Marketing	1611
Nature's First Inc	449
Texas Tito's Inc	1630
The J.M. Smucker Company	935
Unilever Food Solutions	441

CONSULTING SERVICES

FixtureLite	1461
FrameWorks Displays	234
Rainmaker Sales Support	1066
Swyft Inc	205
Vendwatch Telematics	326
Yoke Payments	311

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Mondelez International	741
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Crane Merchandising Systems	1102
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InOne Technology LLC	1221
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Nayax LLC	1247
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Parlevel Systems Inc	751
Payter B.V.	248
Suzohapp	1161
USA Technologies	1134
Vendwatch Telematics	326
Yoke Payments	311

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Gavina Gourmet Coffee	866
InOne Technology LLC	1221
Nestle/Starbucks	521
Popz USA LLC	1470

EXHIBITOR LIST - By Product/Service

CURRENCY DISPENSERS

Magner Corporation of America	1641
Suzohapp	1161

CURRENCY/COIN CHANGERS & ACCESSORIES

Lock America	825
Suzohapp	1161

CURRENCY/COIN COUNTING & WRAPPING EQUIPMENT

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Lock America	825
Magner Corporation of America	1641

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FrameWorks Displays	234
The-Venders	1725

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365 Retail Markets	1303
AAEON Electronics Inc	236
Advana	1468
Lightspeed Automation LLC	1241
OptConnect	1514
PayRange	541
Silkron Technology SDN BHD	1072
Van Lock Company	837
Vendors Exchange International Inc	711
WTIwireless	228

E-COMMERCE FOR VENDING/ COFFEE SERVICE/FOODSERVICE

ECRS	247
FoodServiceDirect.com	1071
gimMe Health Foods Inc	1374
IMS	320
iVend-Net LLC	1076
Matipay - Sitael S.p.A	1672
Pax Technology Inc	1736
Shasta Sales Inc	1429
Swyft Inc	205
Vagabond	1361
VendSys	967
Yoke Payments	311

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Gavina Gourmet Coffee	866
Jofemar USA	961
SMART (Service Management And Route Tracking)	1567
The-Venders	1725

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AAEON Electronics Inc	236
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Innovolt - East West	643
InOne Technology LLC	1221
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Vendors Exchange International Inc	711

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U-Select-It	403
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J&J Snack Foods	1240
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Aryzta	1571
Barcel USA	214
Biscomerica Corporation	922
Blue Sky Inspirations LLC	
dba Rowdy Bars	1177
ConAgra Foods - Vend & OCS	528
CRG LLC	1175
Crunchy Rollers	1174
Deep River Snacks	522
Dole Packaged Foods Co	1546
Flowers Foods/Mrs. Freshley's	923
Fruit For Thought	1274
gimMe Health Foods Inc	1374
Give & Go	254
Glanbia Performance Nutrition	1553
GLK Foods	1552
Green Nature Marketing	425
Herr's Foods Inc	841
Hippeas	1376
Kar's Nuts	720
Kellogg Company	721
Kraft Foods Group Inc	929
Mondelez International	741
Mr. Nature	1540
Natural Source Sales	1167
Navitas Organics	1171
Popchips	341
PopCorners	231
Popcornopolis	1572
Rudolph Foods Company Inc	431
Skinny Dipped	1271
Snak King	314
Snyder's - Lance Inc	1227
St. Michel North America	1626
Sugar Foods Corporation	823
Taste of Nature Inc	971
Texas Tito's Inc	1630
The J.M. Smucker Company	935

The Promotion in Motion Companies Inc	1441
Vistar	603
Wonderful Pistachios & FUJ Water	1467

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Almark Foods	1166
Aryzta	1571
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dba Rowdy Bars	1177
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CRG LLC	1175
Elma Farms	1726
Flowers Foods/Mrs. Freshley's	923
General Mills	615
Give & Go	254
Golden Krust	1452
Golden West Food Group	211
Great American Deli	1061
Hostess Brands LLC	1329
J&J Snack Foods	1240
Kellogg Company	721
Kimble's Food by Design	351
Kodiak Cakes	1636
La Colombe	434
Luvo Inc	334
Mondelez International	741
Neighbors LLC	1731
Nutraplex	1266
Red Bull North America	627
Reichel Foods Inc	835
Rosa Foods Inc - SOYLENT	1170
Tyson Foods	1140
White Castle Food Products LLC	611

Candy, Confections & Gum

Albanese Confectionery Group Inc	1542
American Licorice Company	250
Atnip Co Inc	243
AWAKE Corporation	349
Barcel USA	214
CRG LLC	1175
Elma Farms	1726
Ferrara Candy Company	321
Ferrero/Compass Marketing	1510
Flowers Foods/Mrs. Freshley's	923
FoodServiceDirect.com	1071
Funky Chunky	365
Jonny Almond Nut Co	221
Kimble's Food by Design	351
Mars	911
Mondelez International	741
Nestle Professional	1341
RTC Industries	1535
Skinny Dipped	1271
Taste of Nature Inc	971

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EXHIBITOR LIST - By Product/Service

The Promotion in Motion
Companies Inc 1441
UNFI 1270

Cookies & Crackers

Aryzta 1571
Atnip Co Inc 243
Biscomerica Corporation 922
Classic Cookie 1160
CRG LLC 1175
Flowers Foods/Mrs. Freshley's 923
Future Bake USA Inc 773
General Mills 615
Kellogg Company 721
Laurieri Srl 1067
Mondelez International 741
Natural Source Sales 1167
Neighbors LLC 1731
Snyder's - Lance Inc 1227
St. Michel North America 1626
Taste of Nature Inc 971
The Avalon Group 727
Whisps 1369

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Elma Farms 1726
Flowers Foods/Mrs. Freshley's 923
General Mills 615
Give & Go 254
Glanbia Performance Nutrition 1553
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Kodiak Cakes 1636
Neighbors LLC 1731
St. Michel North America 1626
Tyson Foods 1140

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AWAKE Corporation 349
Blue Sky Inspirations LLC
dba Rowdy Bars 1177
Clif Bar & Co 440
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Kellogg Company 721
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Natural Source Sales 1167
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Compass Marketing 1511
Nutraplex 1266
Quest Nutrition 1242
Red Bull North America 627
RTC Industries 1535
Skinny Dipped 1271
thinkThin 1370
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Golden West Food Group 211
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Blue Sky Inspirations LLC
dba Rowdy Bars 1177
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Dole Packaged Foods Co 1546
FoodServiceDirect.com 1071
Future Bake USA Inc 773
General Mills 615
J&J Snack Foods 1240
Kellogg Company 721
Mars 911
Natural Source Sales 1167
Navitas Organics 1171
Nutraplex 1266
Skinny Dipped 1271
The Avalon Group 727
The J.M. Smucker Company 935
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Cibo Vita Inc 450
Del Monte Foods Inc 524
Dole Packaged Foods Co 1546
Elma Farms 1726
Fruit For Thought 1274
Kar's Nuts 720
Mr. Nature 1540
Natural Source Sales 1167
Navitas Organics 1171
Reichel Foods Inc 835

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Blue Sky Inspirations LLC
dba Rowdy Bars 1177
Clif Bar & Co 440
Fruit For Thought 1274
General Mills 615
GLK Foods 1552
Kar's Nuts 720
Kellogg Company 721
Mr. Nature 1540
Navitas Organics 1171
Oberto Snacks 1569
Skinny Dipped 1271
Snak King 314
Snyder's - Lance Inc 1227
The J.M. Smucker Company 935
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Wonderful Pistachios & Fuji Water 1467

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dba Rowdy Bars 1177
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Clif Bar & Co 440
ConAgra Foods - Vend & OCS 528
CRG LLC 1175
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Dole Packaged Foods Co 1546
Elma Farms 1726
Expresco Foods 1746
Fruit For Thought 1274
Future Bake USA Inc 773
General Mills 615
gimMe Health Foods Inc 1374
Glanbia Performance Nutrition 1553
GLK Foods 1552
Green Nature Marketing 425
High Brew Coffee 672
Hint Inc 340
Hippeas 1376
Jonny Almond Nut Co 221
Kar's Nuts 720
Kellogg Company 721
Kind LLC 237
La Colombe 434
Laqtia 1627
Luvo Inc 334
Mondelez International 741
Mr. Nature 1540
Navitas Organics 1171
Neighbors LLC 1731
Nutraplex 1266
Popchips 341
PopCorners 231
Popcornopolis 1572
Red Bull North America 627
Reichel Foods Inc 835
Rosa Foods Inc - SOYLENT 1170
Skinny Dipped 1271
Snak King 314
Snyder's - Lance Inc 1227
Sugar Foods Corporation 823
Sunny Sky Products 240
Texas Tito's Inc 1630
The Avalon Group 727
UNFI 1270
Unilever Food Solutions 441
Vistar 603
Whisps 1369
Wonderful Pistachios & Fuji Water 1467



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EXHIBITOR LIST - By Product/Service

Healthy		Whisps	1369	J&J Snack Foods	1240	Soup		FixtureLite	1461	Axis Micro-Market Fixtures	653
Almark Foods	1166	Wonderful Pistachios & FIJI Water	1467	Kellogg Company	721	BOU Brands	1646	FrameWorks Displays	234	Barcel USA	214
Aryzta	1571			Neighbors LLC	1731	ConAgra Foods - Vend & OCS	528	Genesis Decor	1615	Breakroom Provisions Inc	1435
Blue Sky Inspirations LLC		Ice Cream/Frozen Fruit Bars		St. Michel North America	1626	Unilever Food Solutions	441	Holiday House Distributing Inc	735	Cafection Evoca	411
dba Rowdy Bars	1177	FoodServiceDirect.com	1071	Vistar	603			Vendors Exchange International Inc	711	Clif Bar & Co	440
BOU Brands	1646	J&J Snack Foods	1240			Tunafish				ConAgra Foods - Vend & OCS	528
Campofrio Food Group America	241	Vingoo USA LLC	261	Popcorn		Great American Deli	1061	ICE MACHINES		CRG LLC	1175
Cheesewich Factory	246			ConAgra Foods - Vend & OCS	528	Kar's Nuts	720	Follett LLC	1054	Custom Beverage Concepts	661
Chobani	1529	Jerky/Meat Snacks		Funky Chunky	365	StarKist Co	1277	John Guest USA Inc	367	Diamond Crystal Sales	1440
Cibo Vita Inc	450	Campofrio Food Group America	241	Glass Half Full	14771			Vertex Water Products	621	Dole Packaged Foods Co	1546
Clif Bar & Co	440	ConAgra Foods - Vend & OCS	528	Herr's Foods Inc	841	Yogurt		Waterlogic	561	ECRS	247
ConAgra Foods - Vend & OCS	528	Expresco Foods	1746	PopCorners	231	Chobani	1529			Elma Farms	1726
CRG LLC	1175	FoodServiceDirect.com	1071	Popcornopolis	1572	General Mills	615	INSULATED & REFRIGERATED CONTAINERS		Peniks Inc	772
Dole Packaged Foods Co	1546	Golden Krust	1452	Popz USA LLC	1470	Natural Source Sales	1167	Delivery Concepts Inc	421	Ferrara Candy Company	321
Elma Farms	1726	Klement Sausage Co	1248	Snak King	314	Vistar	603	Minus Forty Technologies	1515	FixtureLite	1461
FoodServiceDirect.com	1071	Oberto Snacks	1569	Snyder's - Lance Inc	1227			Sonoco Thermo Safe	1625	FrameWorks Displays	234
Fruit For Thought	1274	Texas Tito's Inc	1630	The Avalon Group	727			VT Hackney	1351	Genesis Decor	1615
Future Bake USA Inc	773	The Avalon Group	727			FOODSERVICE				Gimme Vending Inc	1561
General Mills	615	Think Jerky	1267	Prepackaged Frozen		AAEON Electronics Inc	236	LABELING & DISPLAY MATERIALS/EQUIPMENT		Golden Krust	1452
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Glanbia Performance Nutrition	1553	Meats		FoodServiceDirect.com	1071	Axis Micro-Market Fixtures	653	FrameWorks Displays	234	IMS	320
GLK Foods	1552	Campofrio Food Group America	241	Golden Krust	1452	Bravilor Bonamat LLC	761			J&J Snack Foods	1240
Green Nature Marketing	425	Cheesewich Factory	246	Golden West Food Group	211	Breakroom Provisions Inc	1435			Kar's Nuts	720
Herr's Foods Inc	841	Expresco Foods	1746	Great American Deli	1061	Cafection Evoca	411	LOCKS/SECURITY SYSTEMS		Kodiak Cakes	1636
Hint Inc	340	Golden West Food Group	211	J&J Snack Foods	1240	Feniks Inc	772	Camlock Systems Inc	954	Kraft Foods Group Inc	929
Hippeas	1376	Texas Tito's Inc	1630	Kraft Foods Group Inc	929	FixtureLite	1461	CompX Security Products	520	Minus Forty Technologies	1515
J&J Snack Foods	1240	Tyson Foods	1140	Luvo Inc	334	Follett LLC	1054	Lock America	825	Next Level Fitness Water Inc	206
Kar's Nuts	720			Neighbors LLC	1731	FoodServiceDirect.com	1071	Medeco Security Locks	1751	Nutraplex	1266
Kellogg Company	721	Organic		Nestle Professional	1341	FrameWorks Displays	234	Suzohapp	1161	OptConnect	1514
Kind LLC	237	Cibo Vita Inc	450	RTC Industries	1535	Gavina Gourmet Coffee	866	TriTeq Lock & Security LLC	641	OTI	1753
Kodiak Cakes	1636	Clif Bar & Co	440	The Avalon Group	727	Jofemar USA	961	Van Lock Company	837	Parlevel Systems Inc	751
Laqtia	1627	Crunchy Rollers	1174	The J.M. Smucker Company	935	KeeTouch Co Ltd	1728			Payment Alliance International	335
Luvo Inc	334	FoodServiceDirect.com	1071	Vistar	603	Nespresso USA	1442	MARKETING & P.O.P. MATERIAL		Popchips	341
Mondelez International	741	Fruit For Thought	1274	White Castle Food Products LLC	611	Newco Enterprises Inc	511	Advana	1468	Popcornopolis	1572
Mr. Nature	1540	General Mills	615	Puddings/Gels		QBD Cooling Systems Inc	352	Automatic Merchandiser	1531	QBD Cooling Systems Inc	352
Natural Source Sales	1167	gimMe Health Foods Inc	1374	ConAgra Foods - Vend & OCS	528	SandenVendo America Inc	327	Avanti Markets	531	Rosa Foods Inc - SOYLENT	1170
Natures Bounty Co/		Green Nature Marketing	425			Service Ideas Inc	645	Barcel USA	214	Rudolph Foods Company Inc	431
Compass Marketing	1511	Hippeas	1376	Salads		Sharp Commercial	1640	FixtureLite	1461	SandenVendo America Inc	327
Navitas Organics	1171	Kellogg Company	721	Vistar	603	SMART (Service Management		iVend-Net LLC	1076	Silkron Technology SDN BHD	1072
Neighbors LLC	1731	Luvo Inc	334			And Route Tracking)	1567	Kraft Foods Group Inc	929	Skinny Dipped	1271
Next Level Fitness Water Inc	206	Navitas Organics	1171	Sandwiches & Wraps		Yoke Payments	311	PayRange	541	StarKist Co	1277
Nutraplex	1266	Neighbors LLC	1731	Cheesewich Factory	246			Rainmaker Sales Support	1066	Swyft Inc	205
Popchips	341	Popcornopolis	1572	Golden Krust	1452	Smallwares		RTC Industries	1535	Texas Tito's Inc	1630
PopCorners	231	Snak King	314	Great American Deli	1061	FoodServiceDirect.com	1071	Sugar Foods Corporation	823	Three Square Market	1541
Popcornopolis	1572	Snyder's - Lance Inc	1227	RTC Industries	1535	Newco Enterprises Inc	511			TriTeq Lock & Security LLC	641
Red Bull North America	627	The Avalon Group	727	The J.M. Smucker Company	935	Service Ideas Inc	645	MEDICINE & COSMETICS		UNFI	1270
Reichel Foods Inc	835			Tyson Foods	1140			Three Square Market	1541	USA Technologies	1134
Rosa Foods Inc - SOYLENT	1170	Pastries/Doughnuts/Brownies/ Pies & Snack Cakes		Vistar	603			Truffoire Las Vegas	223	Vagabond	1361
Skinny Dipped	1271	Atnip Co Inc	243	White Castle Food Products LLC	611	GPS SYSTEMS FOR FLEET MANAGEMENT				Vendors Exchange International Inc	711
Snak King	314	CRG LLC	1175			Gimme Vending Inc	1561	MICRO MARKETS		VendSys	967
Snyder's - Lance Inc	1227	Flowers Foods/Mrs. Freshley's	923	Shelf Stable Entrees		WTIwireless	228	365 Retail Markets	1303	Via Touch Media	1446
Sugar Foods Corporation	823	Future Bake USA Inc	773	Golden Krust	1452			7-Eleven	1647	VT Hackney	1351
The Avalon Group	727	Vingoo USA LLC	261	J&J Snack Foods	1240	GRAPHICS		Aryzta	1571	Wizzan Mobility LLC	1651
Vingoo USA LLC	261	Glanbia Performance Nutrition	1553	Rosa Foods Inc - SOYLENT	1170	Axis Micro-Market Fixtures	653	Atnip Co Inc	243	WTIwireless	228
Vistar	603	Golden Krust	1452	Vistar	603	Breakroom Provisions Inc	1435	Automatic Merchandiser	1531	Yoke Payments	311
		Hostess Brands LLC	1329			Crane Merchandising Systems	1102	Avanti Markets	531	YoPoint Smart Retail Technology Ltd	315

EXHIBITOR LIST - By Product/Service

MICROWAVE OVEN & PARTS

ACP (Accelerated Cooking Products)	1749
Sharp Commercial	1640

OCS

Beverage Racks

Alliant Coffee Solutions	444
FrameWorks Displays	234
Holiday House Distributing Inc	735
Lavit LLC	436
Nestle Professional	1341
Regilait	1449
RTC Industries	1535
Service Ideas Inc	645
Twinnings North America	1421
Unilever Food Solutions	441

Break Room Accessories & Supplies

365 Retail Markets	1303
Alliant Coffee Solutions	444
Automated Merchandising Systems Inc	847
Avanti Markets	531
Cafection Evoca	411
Copper Moon Coffee Co	566
Diamond Crystal Sales	1440
ELKAY	369
Follett LLC	1054
Holiday House Distributing Inc	735
IMS	320
Lavit LLC	436
Massimo Zanetti Beverage Group	461
Natural Choice Corp	573
Procter & Gamble/Compass Marketing	1610
Red Bull North America	627
Service Ideas Inc	645
Shasta Sales Inc	1429
Shenzhen Chulux Electric	
Appliance Co Ltd	668
Three Square Market	1541
Unilever Food Solutions	441

Coffee Creamers/Sugar/ Sweeteners, etc.

7-Eleven	1647
Alliant Coffee Solutions	444
Atnip Co Inc	243
Copper Moon Coffee Co	566
Custom Beverage Concepts	661
Diamond Crystal Sales	1440
Feniks Inc	772
IMS	320
Kitu Life Inc	1173
Merisant/Compass Marketing	1611
Nature's First Inc	449
Nestle Professional	1341

Service Ideas Inc	645
Sugar Foods Corporation	823
Sunny Sky Products	240
The J.M. Smucker Company	935

Coffee/Tea/Chocolate, etc.

7-Eleven	1647
Alliant Coffee Solutions	444
Atnip Co Inc	243
Bodecker Brewed Inc	651
Boston's Best Coffee Roasters	267
Cafection Evoca	411
Copper Moon Coffee Co	566
Custom Beverage Concepts	661
Diamond Crystal Sales	1440
Feniks Inc	772
Fresh Brew Group USA	361
Gavina Gourmet Coffee	866
High Brew Coffee	672
HLF Italian Design	669
IMS	320
ITOEN (North America)	330
Kraft Foods Group Inc	929
La Colombe	434
Laqtia	1627
Massimo Zanetti Beverage Group	461
National Coffee	435
Nature's First Inc	449
Navitas Organics	1171
Nespresso USA	1442
Nestle Professional	1341
Nestle/Starbucks	521
Paramount Coffee Company	635
Pod Pack International LLC	740
Service Ideas Inc	645
Skinny Dipped	1271
Sunny Sky Products	240
Teaja	452
teapigs	1273
The J.M. Smucker Company	935
Twinnings North America	1421
UNFI	1270
Unilever Food Solutions	441
Vendors Exchange International Inc	711
Wandering Bear Inc	229

Hot Powdered Drink Machines

7-Eleven	1647
Alliant Coffee Solutions	444
Bravilor Bonamat LLC	761
Bunn-O-Matic	1321
Feniks Inc	772
HLF Italian Design	669
Laqtia	1627
Nestle/Starbucks	521
Newco Enterprises Inc	511
Vendors Exchange International Inc	711

Installation Supplies

Holiday House Distributing Inc	735
John Guest USA Inc	367

Office Supplies

Cafection Evoca	411
Red Bull North America	627
Service Ideas Inc	645
Shenzhen Chulux Electric	
Appliance Co Ltd	668
Sugar Foods Corporation	823

Single Cup Brewers

Alliant Coffee Solutions	444
Bodecker Brewed Inc	651
Bravilor Bonamat LLC	761
Bunn-O-Matic	1321
Cafection Evoca	411
Feniks Inc	772
HLF Italian Design	669
IMS	320
Kraft Foods Group Inc	929
Massimo Zanetti Beverage Group	461
National Coffee	435
Nespresso USA	1442
Nestle Professional	1341
Nestle/Starbucks	521
Newco Enterprises Inc	511
Shenzhen Chulux Electric	
Appliance Co Ltd	668
Vendors Exchange International Inc	711

Thermal Airpots, Dispensers, Carafes

Bravilor Bonamat LLC	761
Bunn-O-Matic	1321
Holiday House Distributing Inc	735
Kraft Foods Group Inc	929
Massimo Zanetti Beverage Group	461
Newco Enterprises Inc	511
Service Ideas Inc	645

OCS BREWERS - COFFEE/ESPRESSO/ TEA/ACCESSORIES & PARTS

Anderson Metals	343
Atnip Co Inc	243
Bodecker Brewed Inc	651
Bravilor Bonamat LLC	761
Bunn-O-Matic	1321
Cafection Evoca	411
Feniks Inc	772
FoShan ShunDe Stelang Electric	
Appliance Co Ltd	572
Fuji Electric Corp of America	366
Gavina Gourmet Coffee	866
HLF Italian Design	669
Holiday House Distributing Inc	735



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EXHIBITOR LIST - By Product/Service

John Guest USA Inc	367
Massimo Zanetti Beverage Group	461
National Coffee	435
Nespresso USA	1442
Nestle Professional	1341
Nestle/Starbucks	521
Newco Enterprises Inc	511
Shenzhen Chulux Electric	
Appliance Co Ltd	668
Vendors Exchange International Inc	711

PROMOTIONAL PRODUCTS

Automatic Merchandiser	1531
Cafection Evoca	411
FixtureLite	1461
Kraft Foods Group Inc	929
Shenzhen Chulux Electric	
Appliance Co Ltd	668
Truffoire Las Vegas	223

REFRIGERATED DISPLAY COOLERS

Breakroom Provisions Inc	1435
FixtureLite	1461
HABCO Manufacturing Inc	1377
Minus Forty Technologies	1515
QBD Cooling Systems Inc	352
SandenVendo America Inc	327
Sharp Commercial	1640
Three Square Market	1541

REFRIGERATIONS EQUIPMENT FOR MACHINES

John Guest USA Inc	367
QBD Cooling Systems Inc	352
Vendors Exchange International Inc	711

REMOTE COMMUNICATION SYSTEMS FOR VENDING MACHINES

AAEON Electronics Inc	236
CPI/Crane Payment Innovations	1116
Crane Merchandising Systems	1102
Gimme Vending Inc	1561
InOne Technology LLC	1221
iVend-Net LLC	1076
Matipay - Sitael S.p.A	1672
Nayax LLC	1247
OptConnect	1514
Parlevel Systems Inc	751
Silkron Technology SDN BHD	1072
The-Venders	1725
TriTeq Lock & Security LLC	641
USA Technologies	1134
Vagabond	1361
VendSys	967
Vendwatch Telematics	326
WTIwireless	228
YoPoint Smart Retail Technology Ltd	315

ROUTE OPERATING SYSTEMS

CPI/Crane Payment Innovations	1116
Gimme Vending Inc	1561
Parlevel Systems Inc	751
Payment Alliance International	335
PayRange	541
Silkron Technology SDN BHD	1072
SMART (Service Management And Route Tracking)	1567
USA Technologies	1134
VendSys	967
Vendwatch Telematics	326
Wizzan Mobility LLC	1651

SAFES

InOne Technology LLC	1221
Van Lock Company	837

SECURITY ENCLOSURES

Van Lock Company	837
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SOFT DRINK DISPENSERS - TABLETOP, FOUNTAIN & CAN

Lavit LLC	436
Red Bull North America	627
Shasta Sales Inc	1429

TECHNOLOGY

Machines	
ECRS	247
Innovolt - East West	643
KeeTouch Co Ltd	1728
Payter B.V.	248
The-Venders	1725
Three Square Market	1541
Truffoire Las Vegas	223
USA Technologies	1134
Via Touch Media	1446
YoPoint Smart Retail Technology Ltd	315

Payment Systems

Castles Technology	
International Corp	551
ECRS	247
MagTek Inc	202
Matipay - Sitael S.p.A	1672
Nayax LLC	1247
OTI	1753
Parlevel Systems Inc	751
Pax Technology Inc	1736
Payter B.V.	248
Silkron Technology SDN BHD	1072
Suzohapp	1161
Three Square Market	1541
USA Technologies	1134
Vagabond	1361

Vendwatch Telematics	326
Via Touch Media	1446

Product/Inventory Control

Avanti Markets	531
ECRS	247
Gimme Vending Inc	1561
Lightspeed Automation LLC	1241
Matipay - Sitael S.p.A	1672
OTI	1753
Parlevel Systems Inc	751
Pax Technology Inc	1736
Silkron Technology SDN BHD	1072
SMART (Service Management And Route Tracking)	1567
The-Venders	1725
Three Square Market	1541
USA Technologies	1134
VendSys	967
Via Touch Media	1446
Wizzan Mobility LLC	1651

TOKENS, ACCESSORIES & DISPENSERS

ECRS	247
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TRUCKS - REFRIGERATION & FREEZER EQUIPMENT

Delivery Concepts Inc	421
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TRUCKS/TRUCK BODIES/ ACCESSORIES

Delivery Concepts Inc	421
VT Hackney	1351

UNIQUE VENDED PRODUCTS

Non-Food/Beverage Products	
Alliant Coffee Solutions	444
FixtureLite	1461
Three Square Market	1541
Vingoo USA LLC	261

VEND BROKER

Barcel USA	214
Green Nature Marketing	425
Natural Source Sales	1167

VEND DISTRIBUTOR

Barcel USA	214
InOne Technology LLC	1221
iVend-Net LLC	1076
Jofemar USA	961
Payter B.V.	248
YoPoint Smart Retail Technology Ltd	315

VENDING KIOSK

365 Retail Markets	1303
AAEON Electronics Inc	236
Avanti Markets	531
Axis Micro-Market Fixtures	653
Breakroom Provisions Inc	1435
Feniks Inc	772
Innovolt - East West	643
International Currency Technologies Corp	410
Jofemar USA	961
KeeTouch Co Ltd	1728
OptConnect	1514
OTI	1753
SNBC	1637
Suzohapp	1161
Swyft Inc	205
Three Square Market	1541
Van Lock Company	837
Via Touch Media	1446
WTIwireless	228
Yoke Payments	311
YoPoint Smart Retail Technology Ltd	315

VENDING MACHINE ACCESSORIES, PARTS & TRIM

365 Retail Markets	1303
Automated Merchandising Systems Inc	847
CompX Security Products	520
Crane Merchandising Systems	1102
International Currency Technologies Corp	410
Jofemar USA	961
Pyramid Technologies Inc	1349
SandenVendo America Inc	327
Seaga	1148
Sensor Electronics Co Ltd	1747
SNBC	1637
YoPoint Smart Retail Technology Ltd	315

VENDING MACHINE INSTALLATION/ REMOVAL/ONSITE REPAIRS

Crane Merchandising Systems	1102
Innovolt - East West	643
Jofemar USA	961
SMART (Service Management And Route Tracking)	1567
SNBC	1637
Via Touch Media	1446
YoPoint Smart Retail Technology Ltd	315

VENDING MACHINES

AAEON Electronics Inc	236
Automated Merchandising Systems Inc	847
Crane Merchandising Systems	1102
Elma Farms	1726
Fastcorp LLC	1434
Feniks Inc	772

Golden Krust	1452
Hunan Kimma Intelligent Equipment	
Manufacture Co Ltd	1073
Hunan Zhonggu Science and Technology Co Ltd	861
InOne Technology LLC	1221
iVend-Net LLC	1076
Jofemar USA	961
KeeTouch Co Ltd	1728
Red Bull North America	627
Rudolph Foods Company Inc	431
SandenVendo America Inc	327
Seaga	1148
Sensor Electronics Co Ltd	1747
SNBC	1637
Swyft Inc	205
The-Venders	1725
U-Select-It	403
Via Touch Media	1446
Vingoo USA LLC	261
WTIwireless	228
YoPoint Smart Retail Technology Ltd	315

VENDING MACHINES - REMANUFACTURED

InOne Technology LLC	1221
SNBC	1637
Vendors Exchange International Inc	711

VITAMINS/VITAMIN SUPPLEMENTS

5 Hour Energy	420
BrainJuice	1368
Natures Bounty Co/ Compass Marketing	1511
UNFI	1270

WATER COOLERS

Bravilor Bonamat LLC	761
Bunn-O-Matic	1321
ELKAY	369
Follett LLC	1054
Holiday House Distributing Inc	735
Lavit LLC	436
Natural Choice Corp	573
Newco Enterprises Inc	511
Vertex Water Products	621
Waterlogic	561

WATER FILTERS & SYSTEMS

Bunn-O-Matic	1321
ELKAY	369
Follett LLC	1054
Holiday House Distributing Inc	735
John Guest USA Inc	367
Lavit LLC	436
Natural Choice Corp	573
Newco Enterprises Inc	511

OptiPure, A Part of Pentair	767
Vertex Water Products	621
Waterlogic	561

WIRELESS INVENTORY & ASSET MANAGEMENT

365 Retail Markets	1303
AAEON Electronics Inc	236
Avanti Markets	531
Crane Merchandising Systems	1102
Gimme Vending Inc	1561
OTI	1753
Parlevel Systems Inc	751
PayRange	541
Silkron Technology SDN BHD	1072
Swyft Inc	205
The-Venders	1725
Three Square Market	1541
Vagabond	1361
Van Lock Company	837
VendSys	967
Vendwatch Telematics	326
WTIwireless	228
Yoke Payments	311

WIRELESS TELEMETRY

365 Retail Markets	1303
AAEON Electronics Inc	236
CPI/Crane Payment Innovations	1116
Crane Merchandising Systems	1102
InOne Technology LLC	1221
Matipay - Sitael S.p.A	1672
Nayax LLC	1247
OptConnect	1514
OTI	1753
Parlevel Systems Inc	751
PayRange	541
Silkron Technology SDN BHD	1072
Suzohapp	1161
USA Technologies	1134
Vagabond	1361
Vendwatch Telematics	326
WTIwireless	228



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