CAMA
Canadian Automatic Merchandising Association

ACAD
l'Association canadienne d'auto-distribution

COFFEE - MARKETS - VENDING

- February 27, 2025

NEWSLETTER



View the online version at **www.vending-cama.com/newsletter**

Issue 25 - February, 2025 *- Jim Jackson, President*

February 2025 - Message from Your CAMA President

A Stronger Network, A Brighter Future

As we step into 2025, I want to take a moment to welcome the newest members who have joined CAMA at the start of this year. Your membership strengthens our community, and we are focused on making sure you have access to the best resources, connections, and opportunities to grow your business.

One of the key ways we're doing that is through partnerships; enhancing member benefits through new partnerships that will bring tangible value to your business. We are actively working on initiatives that support operators and suppliers alike, ensuring that CAMA remains an essential resource for industry growth and innovation. We thank CAMA Member Western Financial Group for their two dedicated programs for business insurance, and group benefits. We are also pleased to introduce benefits and discounts through the Perkopolis program.

Next week, we kick off the year with our annual CAMA Show, March 4-5, 2025, co-located with the Convenience U CARWACS Show. This partnership has created one of Canada's largest trade shows for our industry, drawing over 4,500 attendees and 300+ companies. This is an incredible opportunity to connect, learn, and discover the latest innovations shaping our industry. If you haven't registered yet, I strongly encourage you to do so—it's an event you won't want to miss!

Building on the success of Network Night Montreal, we're expanding our calendar of events in 2025, bringing back the Montreal gathering while launching a brand-new Network Night Vancouver. These events are designed to help you connect with local industry peers in a relaxed setting, and we hope you'll join us as we continue to grow our CAMA community across Canada.

As we navigate the year ahead, CAMA is also keeping a close eye on coming challenges, including uncertainties around trade tariffs and economic shifts. By standing together as an industry, we can be proactive in finding solutions and advocating for the needs of our members.

Despite the challenges, there is much to be optimistic about. The demand for vending, micro markets, and office coffee services continues to grow, driven by advancements in technology, evolving consumer preferences, and an increasing focus on convenience and quality. Our industry is thriving, and CAMA is here to support and amplify that success.

Issue 25 - February 2025 *Pat Vanslyke, Great Canadian Meat Company*

Fueling the Workforce: Why Great Canad
Ultimate Snack for Hardworking Canadia

I want to express my sincere gratitude to all our members for your ongoing support—your membership dues directly contribute to the growth of our association and the services we can provide. Your feedback and suggestions are always welcome, and I encourage you to share your thoughts on how we can continue to serve you better.

When you're on the job, there's no time for distractions. Whether you're swinging a hammer, f cramming for an exam, you need fuel that works as hard as you do. That's where Great Cana leader in portable, on-the-go meat snacks, we make real food for real workers—the guys who the best Canadian ingredients and hardwood smoked perfection from Whitby, Ontario, we del crushing snacks that keep you going strong. Our products are ideal for vending machines, mi ensuring busy workers and students always have access to a high-protein snack.

Let's make 2025 a year of opportunity, connection, and progress. I look forward to seeing many of you at the CAMA Show next week and throughout the year at our various events.

Wishing you a successful start to the year!

Jim Jackson
CAMA President

A Snack That Works as Hard as You Do

Not all snacks are created equal. When hunger strikes mid-shift, you don't have time for empt need something substantial that fuels your work—not slows you down. Great Canadian Meat' with Canadian beef and pork, delivering bold, satisfying flavour when you need it most.

There's nothing more Canadian than hardwood smoked meat, made right here at home. We t guaranteed quality, ensuring every bite is full of flavour and packed with protein to keep up wi

Great Canadian Meat's Portfolio

We offer a range of sizes, flavours and formats to satisfy any hunger and any price point. Fro sticks for a quick protein boost to our Jumbo 72g format Pepperoni, we've got you covered. C Pepperoni 45g - is our spiciest offering yet! Our top-selling Mini Pepperoni 225g bags and Be markets, offering a shareable snack ideal for vending and grab-and-go locations. No matter th premium taste and quality Canadians expect.

Built for the Vending Industry

The vending industry is about convenience and accessibility. That's where Great Canadian M mess, long-lasting snacks are perfect for micro-markets, office coffee services, and self-serve manufacturing facility, a college campus, or a remote resource camp, our snacks provide on-t students fueled throughout the day.

Why should vending operators stock Great Canadian Meat?

- **High Demand**: Protein-packed snacks are a top choice for busy workers.

- **Portable**: No mess—just a quick, on the go, hunger-crushing snack.
- **Guaranteed Quality**: long shelf-life and quality you can count on to reduce waste.
- **Profitable**: High margin and high penny profit.
- **Canadian Made**: Supporting homegrown businesses.

That's why vending operators, micro-market suppliers, and coffee service providers should m
Our snacks fit seamlessly into vending machines and self-serve setups at construction sites, f
and beyond—anywhere people need real food.

Consumers need fuel that lasts—something quick, satisfying, and hunger-crushing.

Great Canadian Meat provides a game-changing solution—a snack that's convenient, satisfyi

To vending operators looking to level up their offerings and profits—and to hardworking Canad

Stock up today and give your customers the protein-powered fuel they deserve!

Contact: Pete Vanslyke at pvanslyke@greatcanadianmeat.com or 1-800-871-7770

Coffee Corner: Coffee Excellence on Display

A Spotlight on Five Premier Brands Exhibiting at the Show

As we gear up for the highly anticipated trade show on March 4th and 5th, coffee enthusiasts and industry professionals alike can look forward to an exceptional lineup of exhibitors. Among them, five distinguished brands stand out for their commitment to quality, innovation, and sustainability. Here's a closer look at the coffee pioneers set to make a splash at the event.

Bellucci: The Italian Coffee Experience

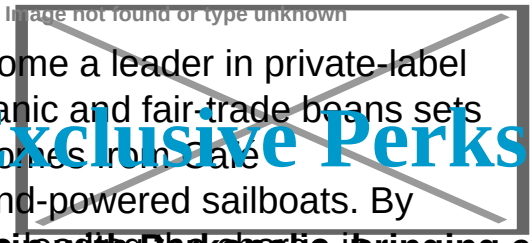
Born from the legacy of Saeco Canada, Bellucci has established itself as one of the largest distributors of coffee equipment in North America. With over 700 retail partners, Bellucci brings high-end Italian espresso machines to homes and businesses, offering a seamless blend of quality, innovation, and service. Their dedication to excellence is evident in their premium coffee machines, designed to deliver the perfect cup. At the show, Bellucci will showcase their latest lineup, ensuring visitors experience the rich tradition of Italian coffee culture firsthand.

Caffè Monte: Crafting the Perfect Brew

From its humble beginnings in 2014, Caffè Monte has grown into a trusted name in specialty coffee, built on relationships and a passion for quality. A family-run business, their commitment to small-batch roasting, ethical sourcing, and custom coffee programs has made them a preferred partner for cafés, offices, and food service providers. Their state-of-the-art cupping room and direct-trade relationships ensure a consistent, high-quality experience in every cup. Attendees can explore their handcrafted coffee and discover why they are known for their world-class training and support.

Café Vittoria & Café William: Pioneers in Sustainable Coffee

Issue 25 - February, 2025 *- CAMA*

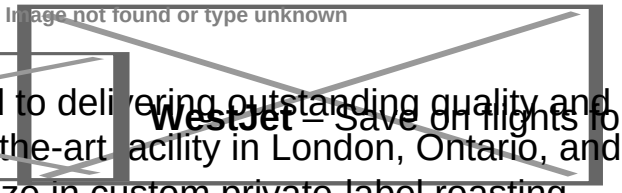


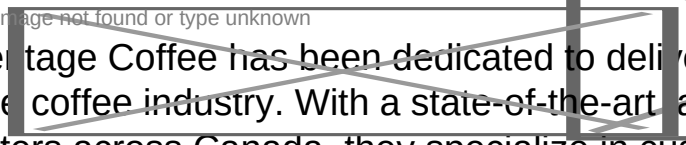
New Member Benefit: Exclusive Perks wit

With roots dating back to 1988, Café Vittoria has become a leader in private-label roasting and specialty coffee. Their dedication to organic and fair-trade beans sets them apart, but their most groundbreaking initative comes from Café William—revolutionizing coffee transportation with wind-powered sailboats. By using these boats to transport their beans across the Pacific, **We're excited to announce a brand-new partnership with Perkopolis, bringing exclusive** sustainable coffee. Visitors to the show will get an exclusive look at their bold environmental vision and premium coffee offerings.

Key Discounts

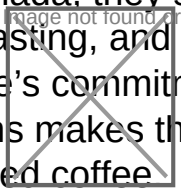
Heritage Coffee: A Legacy of Excellence



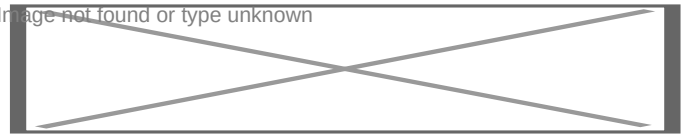


Since 1980, Heritage Coffee has been dedicated to delivering outstanding quality and innovation in the coffee industry. With a state-of-the-art facility in London, Ontario, and distribution centers across Canada, they specialize in custom private-label roasting. Their expertise in sourcing, roasting, and packaging ensures exceptional consistency and freshness. Heritage Coffee's commitment to corporate social responsibility and sustainable packaging solutions makes them a standout exhibitor for those seeking high-quality, responsibly sourced coffee.

WestJet – Save on flights for busine

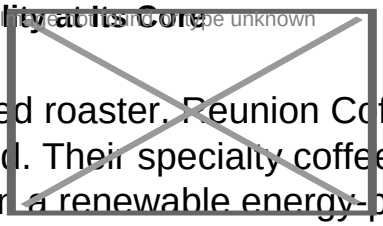


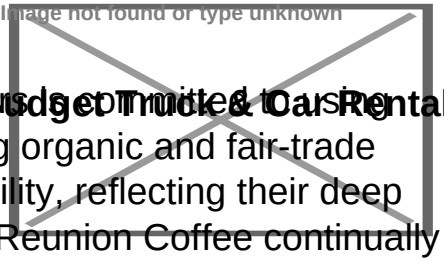
Shell – Discounts on fuel to keep yo



Park'n'Fly – Secure parking saving

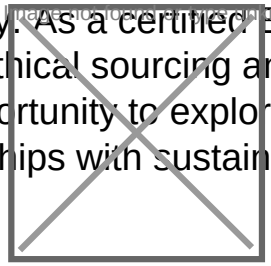
Reunion Coffee: Sustainability at Its Core



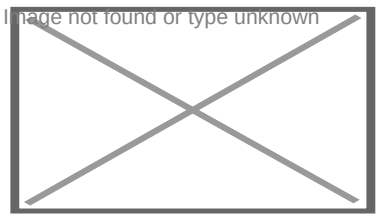


Budget Truck & Car Rental – Pref

A Canadian, family-owned roaster, Reunion Coffee Roasters is committed to using coffee as a force for good. Their specialty coffees, including organic and fair-trade varieties, are produced in a renewable energy-powered facility, reflecting their deep commitment to sustainability. As a certified B Corporation, Reunion Coffee continually pushes the boundaries of ethical sourcing and environmental responsibility. Show attendees will have the opportunity to explore their exceptional coffees and learn about their long-standing partnerships with sustainable coffee producers worldwide.



Canadian Security Professionals secure security solutions



HP Canada's Small Business Sto essentials

...and much more!

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1. **Attraction & Ticket Perks** – Special access to global attractions, shows, and entertain
2. **Travel Perks** – Discounts on over 250,000 hotels, flights, and vacation packages.
3. **Retail & Shopping Perks** – Savings on top brands in tech, fashion, beauty, and home
4. **Concierge Support** – White-glove service to make your experience seamless.

Stay tuned - details on how to activate your perks will be coming soon for these exclusive sav

Tech Corner: Leading Technology Brands at the CAMA Show

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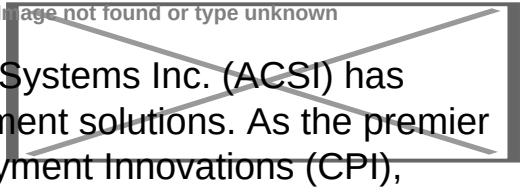
The upcoming show on March 4th and 5th is set to showcase the latest innovations in vending, micromarkets, and office coffee services. Among the top exhibitors, five technology-driven CAMA Members are leading the charge in transforming the industry. From self-service retail solutions to advanced payment systems, these companies are setting new standards for efficiency, convenience, and customer experience. Here's a closer look at what they bring to the table.

365 Retail Markets: The All-in-One Self-Service Retail Platform

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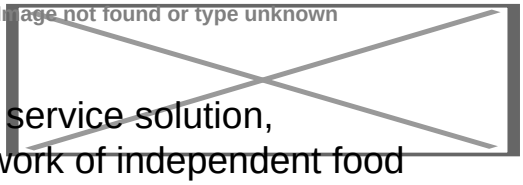
A pioneer in self-service retail, 365 Retail Markets offers an integrated ecosystem of hardware, software, and payment solutions tailored for vending and micromarkets. Their MM6 Micro Market and Gym Micro Market solutions ensure seamless customer experiences with smart POS hardware, intuitive payment processing, and data-driven insights. With over 1 billion transactions per year across 30+ countries, 365 Retail Markets is revolutionizing how businesses manage self-service retail operations. Their commitment to innovation extends to AI integration, helping businesses streamline operations while delivering superior customer experiences.

Arbortronics: The Unattended Payment Experts



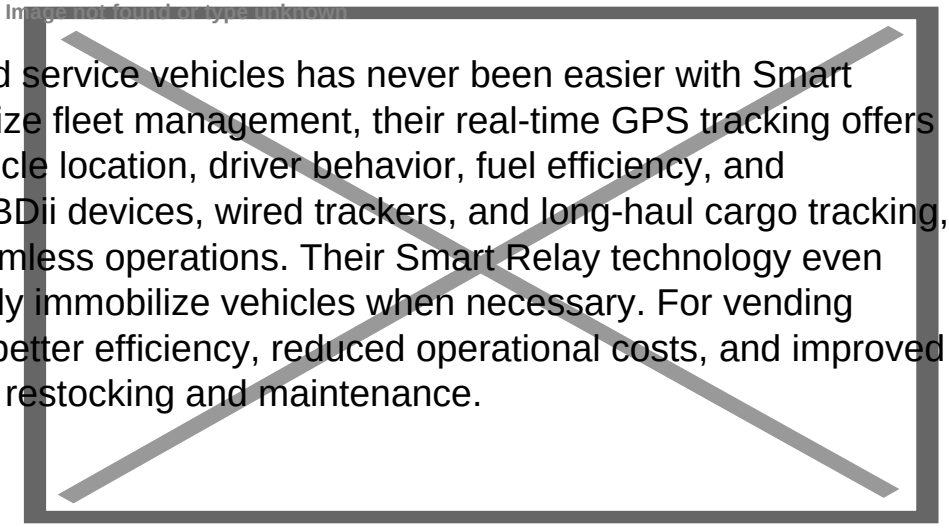
With over 30 years of experience, Arbortronics Control Systems Inc. (ACSI) has solidified itself as an industry leader in unattended payment solutions. As the premier Canadian distribution and service partner for Crane Payment Innovations (CPI), Arbortronics delivers cutting-edge payment interface products and PCB control board designs that bridge the gap between legacy and modern systems. Their expert technicians and engineers ensure seamless integration, service, and security for vending, gaming, transportation, and financial kiosks. Arbortronics continues to drive change with innovative payment technology, providing reliable and scalable solutions to businesses nationwide.

GlobalConnect: The Future of Corporate Food Service



For businesses looking for a nationwide corporate food service solution, GlobalConnect stands out as the only international network of independent food service companies. Their Bistro To Go!™ micro markets leverage ENERGY STAR-certified equipment and cutting-edge technology to deliver fresh, high-quality food with a focus on sustainability. Through their loyalty rewards program, mobile app integration, and The Right Choice...for a Healthier You® wellness program, GlobalConnect enhances the workplace dining experience. Their rigorous membership qualifications ensure excellence, providing businesses with customized food service solutions that are consistent across multiple locations.

Smart Trackerz: The Ultimate GPS Fleet Tracking System



Keeping track of vending and service vehicles has never been easier with Smart Trackerz. Designed to optimize fleet management, their real-time GPS tracking offers businesses insights into vehicle location, driver behavior, fuel efficiency, and maintenance needs. With OBDii devices, wired trackers, and long-haul cargo tracking, Smart Trackerz ensures seamless operations. Their Smart Relay technology even allows businesses to remotely immobilize vehicles when necessary. For vending operators, this translates to better efficiency, reduced operational costs, and improved customer service with timely restocking and maintenance.

Tech 2 Success: Powering Vending and E-Commerce with Cutting-Edge IT Solutions

Issue 25 - February, 2025 *- Workplace Safety & Prevention Services (WSPS)*

Your WSPS Membership Benefits

You're in! Discover your Member Benefits

Don't Miss These Innovators at the Show!

What does this mean for you?

If you're a WSIB-registered business, you're automatically entitled to a suite of health and saf
health and safety program today!

Membership Benefits

Tech 2 Success is the go-to technology partner for vending, office coffee, and micro market operators looking to optimize their IT infrastructure. Their OCS e-commerce platform, cloud solutions, and vending connectivity tools help businesses streamline operations and maximize efficiency. As the #1 OptConnect Certified Partner, Tech 2 Success ensures uninterrupted connectivity for vending machines and micromarkets. With over 20,000 micro markets connected, $10M+ in annual B2B orders processed, and 300+ websites developed, their expertise in technology solutions is unmatched. Whether it's cloud security, marketing, or professional services, Tech 2 Success empowers businesses to stay ahead in an increasingly digital landscape.

Strong workplace safety programs equal fewer incidents, lower costs, and higher productivity.

WSPS is a not-for-profit health and safety association and proud member of Ontario's occupa
manufacturing and service sector businesses to create safe and healthy workplaces, free fro

These five industry leaders are pushing the boundaries of what's possible in vending, micromarkets, and corporate food services. Be sure to visit their booths at the upcoming show on March 4th and 5th to see firsthand how their innovative solutions can elevate your business. Whether you're looking for smarter payment systems, streamlined retail experiences, real-time fleet tracking, or cutting-edge IT services, these brands have you covered!

As a member, you have access to our expertise, experience and support. Our wide offering o

- A Small Business Centre with a safety road map to keep you on track and a colle
- Our Health and Safety Handbook Generator. An easy way to create a customize (OHSA) obligations and provides essential safety polices and procedures for you
- eLearning Courses on workplace violence and harassment, psychological safety
- Safety Connection Webinars: virtual opportunities to learn from experts and netw legislation, workplace mental health, and more.
- Our Small Business Advisory Service provides personalized support to small bus
- A library of over 1,900 learning resources – articles, videos, podcasts, checklists including:
  - Hazard Assessment Tool
  - Workplace Inspection Checklist
  - Mental Health & Employee Wellbeing Resources
- Consulting services
  - A review of your WSIB Safety Check with insights on using the data for be
  - A Health and Safety Assessment to get your business in legislative compl
  - One day of consulting to help your business get back in compliance if you (MLITSD) order.
  - Each year, WSPS provides additional services to reduce injuries and illnes

Membership isn’t just a benefit—it’s an investment in your team, your reputation, and your bo

Get the peace of mind you deserve without stressing about cost. Take advantage of the many

Learn more about your free Member Benefits.

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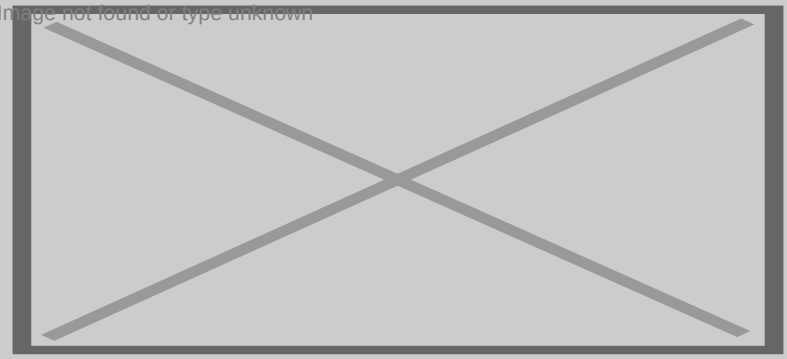
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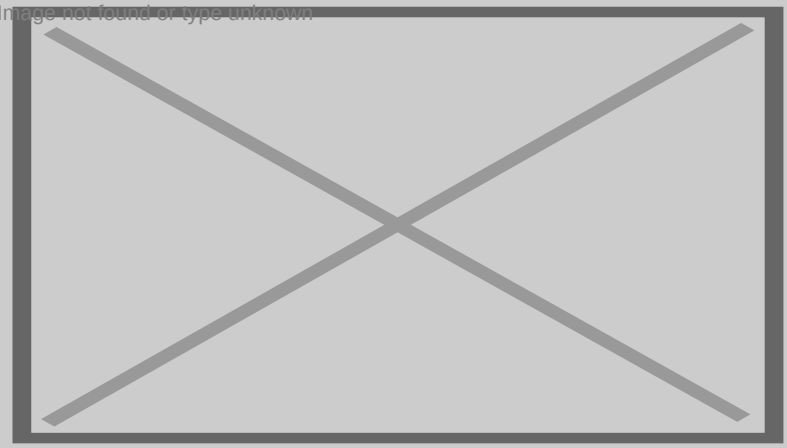
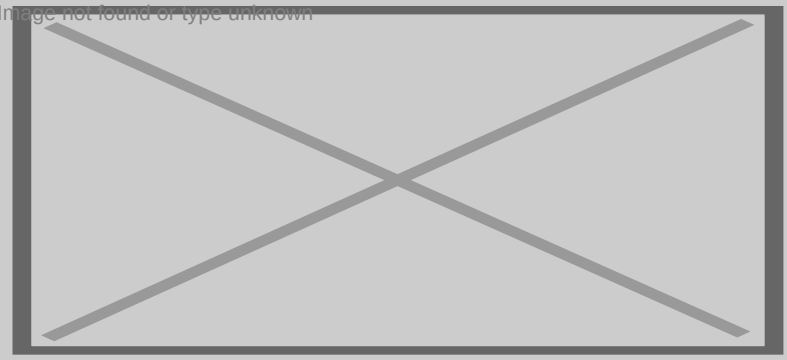
CAMA Calendar 2025

Get Booked in Early for Everything Happening in 2025!

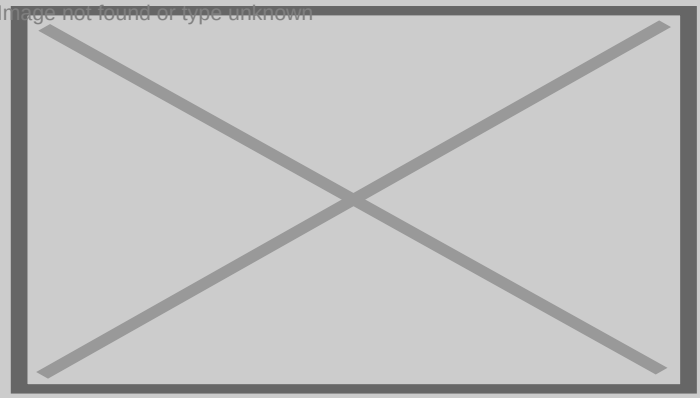
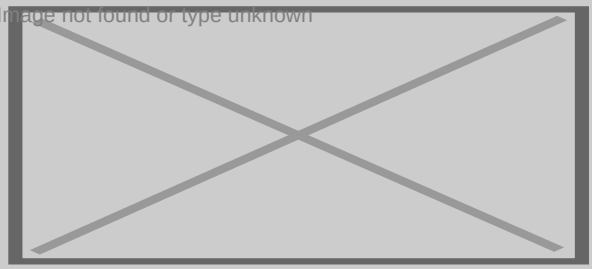
From our annual Show to the Golf Tournament to our brand new Network Nights, there is a lot to look forward to on the CAMA Calendar - plus all the huge events from our industry partners.

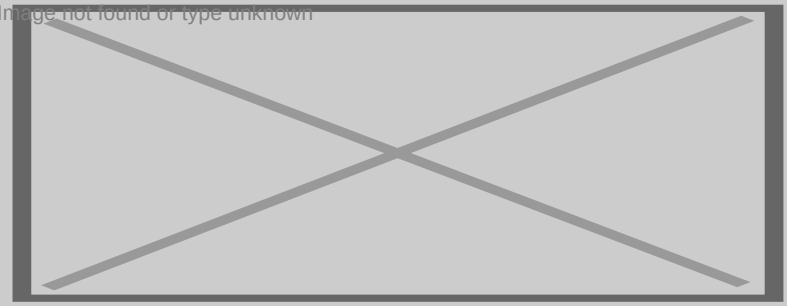
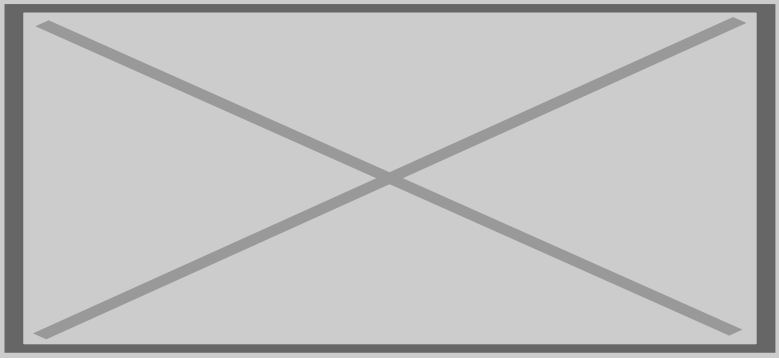
CAMA is expanding its events calendar to bring more in-person networking opportunities to members across Canada! As we continue to grow, we recognize the importance of face-to-face connections, and we're committed to providing valuable experiences that foster collaboration, professional development, and industry engagement. Whether you're looking to exchange insights with industry peers, connect with potential collaborators, or simply expand your professional network, our upcoming events will offer something for everyone. Check out the 2025 CAMA events and others in the industry below.

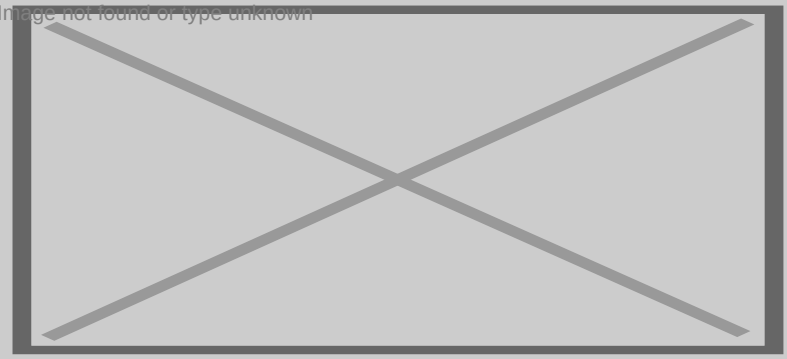
March	**CAMA Show** March 4-5, 2025 Co-locating with the Convenience U CARWACS Show to create one of the largest tradeshows in Canada. With over 4,500 attendees, 300+ companies represented, and a dedicated CAMA program and Show Floor, this is the event to not be missed.	Image not found or type unknown 

April	**Restaurants Canada Show** April 7-9, 2025 Held at the Enercare Centre in Toronto, ON, the Restaurants Canada Show is Canada's leading hospitality and foodservice event.	Image not found or type unknown 
	Network Night Vancouver *In Development! April 13, 2025* CAMA's newest networking event held in key cities across the country. Connect with local industry representatives and national partners.	Image not found or type unknown 

May	**NAMA Show** May 7-9, 2025 Held in Las Vegas this year, the NAMA Show showcases insights, resources, technology, and equipment to meet the evolving needs of operators and professionals in self-service and unattended retail.	Image not found or type unknown
	Canada Night May 8, 2025 CAMA's Canada Night reception is held annually on the second night of the NAMA Show. Join us in Las Vegas this year!	Image not found or type unknown

June	**Golf Tournament** June 11, 2025 Held at the Royal Woodbine Golf Club in Toronto, this annual tournament is a great opportunity to network with over 60 golf-enthusiasts in the industry.	Image not found or type unknown 
August	**CAMA Annual General Meeting** Date TBC Our annual meeting of the members and your chance to get directly involved with the direction of the association.	Image not found or type unknown 

October	**HostMilano** October 17-21, 2025 HostMilano is the international exhibition dedicated to the world of food service and hospitality. Taking place every two years, it offers everything needed to build a successful business.	Image not found or type unknown 
	Network Night Montreal Date TBC CAMA's newest networking event held in key cities across the country. Connect with local industry representatives and national partners.	

November	**NAMA CTW** November 4-5, 2025 Held this year in Miami, FL, the CTW is designed specifically for operators and suppliers to collaborate on ways to elevate OCS and pantry offerings.	Image not found or type unknown 

Keep up to date with all the latest with the CAMA Newsletter and our website. For any questions contact admin@vending-cama.com. For all sponsorship enquiries for CAMA events, please contact us.