CAMA
Canadian Automatic Merchandising Association

ACAD
l'Association canadienne d'auto-distribution

COFFEE - MARKETS - VENDING

27 - June 26, 2025

NEWSLETTER



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

Issue 27 - June, 2025 *- Jim Jackson, President*

June 2025 - Message from Your CAMA President

Looking Ahead

As we enjoy the summer months, I want to take a moment to thank each of you for being part of our growing CAMA community. Whether you've been a long-time member or just joined us recently, your support helps strengthen and shape the future of our industry.

We recently hosted our annual CAMA Golf Tournament, a strong turnout once again and an example of how CAMA continues to bring the industry together. Beyond being a great day of networking and visibility for sponsors, these events reinforce the professional connections that help move our businesses forward.

Looking ahead to the fall, we are continuing that momentum with more Network Nights and planning for our Annual General Meeting (AGM). We will be returning to Montreal for another social evening, and looking at expanding to Toronto and Calgary, following the positive feedback from our Vancouver and Montreal events.

We are also focused on building out the value of your membership. From group insurance and health benefits to discounts through Perkopolis and growing advertising opportunities in our bi-monthly newsletter, there are more ways than ever to make your membership work for your business. If you haven't yet explored these options, I encourage you to visit our Member Benefits page at www.vending-cama.com.

The year has been full of positive signs for our industry, with strong reports from operators and growing interest in vending, micro markets, and office coffee services

across Canada. CAMA also continues to monitor the impact and future of supply chains, tariffs and other issues so that we can best support you.

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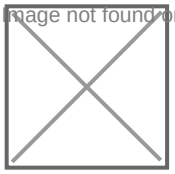
On behalf of the CAMA Board of Directors, I wish you a relaxing and productive summer season.

Jim Jackson
President
Canadian Automatic Merchandising Association (CAMA)

A Beautiful Day for Golf

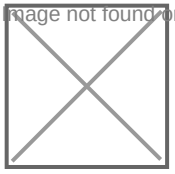
Thank you to all you came out and supported the 2025 Golf Tournament, held at the Royal Woodbine Golf Course on June 11th.

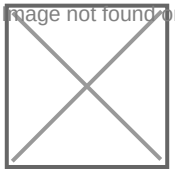
The weather held up for a beautiful day on Royal Woodbine's oasis course in Mississauga. Congratulations to the winning teams and everyone who picked up a prize at the raffle.

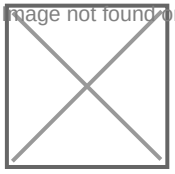


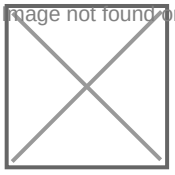


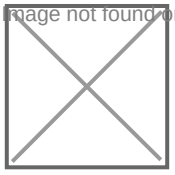


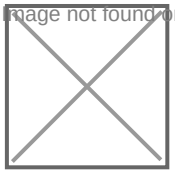


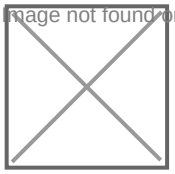






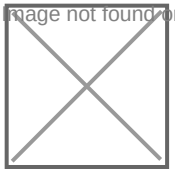


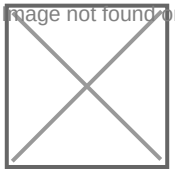


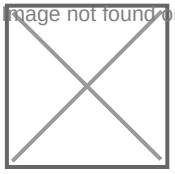












Issue 27 - June, 2025 *- Andrew Smith, Complete Purchasing Services Inc.*

Taxation Beyond Borders: Impact on Canada From US Tariffs

Special thanks to our Tournament Sponsor **Complete Purchasing Services**

And special thanks to all the course sponsors:

Brokerhouse Distributors
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USI
Vending Products of Canada

It has been a rocky start to the year between Canada and the US and as a result there is a heightened awareness both from consumers and businesses on where they choose to spend their dollars and what companies they support. This comes down to saving costs (avoiding tariffs) and / or about Canadian pride and supporting Canadian companies. While there is a b push towards "buying Canadian," it's important to recognize that doesn't only mean supportin Canadian-owned brands. Many American companies have built significant operations in Cana which means they are employing local workers, sourcing Canadian ingredients, and ultimately investing in our communities and economy. They too can still make the claim for "Made in Canada" meaning you have greater selection, innovation, and solutions right here at home.

Companies such as Frito-Lay, Coca-Cola, and Hershey are great examples. All have US-bas headquarters; however, they have invested globally, and in Canadian manufacturing and supp chains. When we buy their products which are made in Canada, it also means we are suppor everything from local farmers and packaging suppliers to truck drivers, maintenance teams, a more. The economic ripple effect extends beyond just what's on the shelf. For towns built aro major manufacturing plants, these facilities are often major employers and steady contributors the local economy.

For operators, this is a smart way to navigate the current climate. Sourcing from companies t manufacture locally helps avoid unnecessary tariff costs and cross-border delays, while still offering familiar, in-demand brands. It's not about where the head office is located – but wher the jobs are, where the goods are made, and who's putting investment back into the country.

The tariffs have posed economic challenges on Canadians while also challenging us to reflec our nation's sovereignty, identity, and what we can all do to support our local communities an fellow countrymen at large. While it may not be easy, we believe that the best any of us can d during these times is to stay well-informed and remember that if you have any questions or concerns your CPS Vending Account Manager is available to support you.

We look forward to seeing more members in 2026 as the Tournament continues to grow!

For more information about the CAMA Golf Tournament, contact admin@vending-cama.com

Need assistance sourcing "Made in Canada products? **Let Complete Purchasing Servic (CPS) Vending help you to find the perfect mix of Canadian products for your custome**

base.

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About the Author

Andrew Smith is the Procurement Director of Consumer-Packaged-Goods (CPG) at Complete Purchasing Services Inc., a leading supply chain solutions provider for hospitality and non-commercial operators in Canada. Andrew has been in the foodservice industry for 9+ years w expertise in cold beverage strategy and CPG category development. Learn more about Complete Purchasing Services by visiting www.eCPS.ca.

CAMA Show 2026
Help Shape Our Response

Exhibitor Opportunities Now Open

Share Your Insights in the CAMA Survey

We're excited to announce that the 2026 CAMA Show will take place at the Toronto Congress Centre on March 10th & 11th, 2026, once again co-located with The Convenience U CARWA Show. Building on the success of 2025, we are now officially opening the call for exhibitors. T is your chance to showcase your products, services, and innovations to thousands of engage industry professionals across Canada's vending, micro market, office coffee, and convenienc sectors.

Uncertainty in international trade is becoming a growing concern for many businesses across Canada. With new tariffs under discussion and others already in effect, our industry is feeling the pressure. From rising costs to shifting supply chains and changing customer expectations, both short and long term trade disruption may have far-reaching consequences.

Find out more here

Your voice matters.

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CAMA is launching this short, targeted survey to better understand how the industry is experiencing the impact of trade tariffs and related policies. Whether your business has already been directly affected or you are just starting to hear concerns, your input will help paint a clearer picture of what's happening across our sector.

Why Now?

Global trade tensions have been escalating in recent months, with discussions of retaliatory tariffs, changes in import/export rules, and uncertainty in key international partnerships. These developments have the potential to affect everything from the cost of goods and equipment to customer buying patterns and long-term business planning.

But every business experiences these changes differently. Some may already be grappling with higher costs, while others are hearing from customers who are cautious about spending. By gathering input from a broad cross-section of our membership and industry, we aim to identify and understand which issues require attention from CAMA.

Why This Survey Matters

As your professional association, our role is to represent and advocate for your interests - whether through government relations, industry partnerships, or new tools and resources. To do this effectively, we need data.

The insights we gather will help us:

- Identify key pressure points within the industry
- Inform advocacy positions in upcoming discussions with policymakers and trade representatives
- Prioritize, reviser resources or education where it's most needed
- Communicate the real-world effects of trade policies on Canadian businesses to the public and media

What to Expect

The survey takes less than 10 minutes to complete. We are asking about your direct experience with tariffs, what you are hearing from customers or suppliers, and what kind of action or support you would like to see from CAMA in the months ahead.

All responses are confidential and anonymous, and we encourage honest feedback.

Thank You

When we understand the scope and scale of challenges across our membership and our industry, we are in a far better position to advocate for meaningful change and offer the right kinds of support.

We know your time is valuable, and we appreciate your participation. Let's work together to ensure that our industry's voice is heard loud and clear.

Take the Survey Now

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Jeffrey Schiller, National Accounts Manager, Heritage Coffee

Coffee Corner: Product of Canada?

Made in Canada? "Proudly Canadian"?

Over the years all of us involved in the Office Coffee Industry, and indeed the coffee industry as a whole, have witnessed the significant evolution of coffee trends; cold brew, instant, flavoured, espresso based, sustainability, craft roasted and who can forget "Bullet Coffee" more accurately referred to as "Butter Coffee", (yes, it was and is a thing).

Now we all face, the newly popular and sometimes daunting "**Made in Canada**" Trend.

A quick GOOGLE search of "Made in Canada" will return thousands of definitions and facts. The most notable being the difference between "*Made in Canada*" and "*Product of Canada*", not to mention "*Assembled in Canada*" or in the case of coffee, "*Roasted and Blended in Canada.*" Interestingly enough, there is no mention of "*Butter added in Canada*".

Suffice to say, we have all certainly become experts on the Canadian Food Inspection Agency and all their definitions.

So, is "*Made in Canada*" just another coffee trend? Is it a business trend, a business model or perhaps an actual lifestyle choice and more importantly is it here to stay? Does buying "*Made in Canada*" products actually matter? Do our clients really care, or do they just want the best price?

Although or customers always want the best price, "Made in Canada" is here to stay, and that is a good thing. It goes without saying, "*Made in Canada*" will make a significant difference to our economy. It will result in more Canadian jobs, and better products, as a result of stricter industry regulations. There is even a very strong argument to be made that "*Made in Canada*" may even contribute to improving our carbon footprint, once again, a result of tougher Canadian regulations.

At the recent CAMA show in Toronto, by my count, although, certainly not official, the most common question asked was "**Are your products made in Canada?**"

Financing with U-Select-It
Host Milano 2025 Hosted Buyer Program

Are you looking for a simple way to grow your vending machine business? **Right now, get 10 financing with no payments for 90 days (WAC) and boost your revenue without affectin your cash flow.**

Financing with U-Select-It allows you to grow your vending business without tying up cash. Instead of paying upfront, you can finance new equipment, making it easier to expand your operation and increase your profits over time.

Complete our easy and secure financing application to get approved today.

Members have only a limited time left to apply for the Hosted Buyer Program, which includes flights, accommodation and more.

Select-It does not just finance vending equipment, we can also help you finance other parts o your vending business too.

Host Milano is the world exhibition dedicated to the catering and hospitality sector: an international hub active all year round that brings professionals together, constantly monitors the sector's supply chains and consumer styles, presents in-depth analysis of current issues, and launches new products, concepts and business models.

With renewed focuses on Bakery and Coffee & Bar, Fiera Milano presents the world's leading hospitality exhibition. Over 1,700 exhibitors from 54 countries are already confirmed. **CAMA Members have only a limited time left to apply for the Hosted Buyer Program, which includes flights, accommodation and more.**

Next year, will showcase "*Made in Canada*" and "*Product of Canada*," however, in the second half of 2025, U-Select-It offers a range of full line vending equipment and services to cater to your needs. O Equipment and Bakery-Pasta-Pizza; Coffee-Tea-Bar; Coffee Machines-Vending; Gelato-Past Tableware-Technology-Contract Furnishing.

Vending machines are ADA-compliant, made in the USA, visually appealing, reliable, efficient and equipped with the latest technology, including cashless payment options and real-time inventory tracking.

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Read more about the 2025 Show here: https://host.fieramilano.it/en/news0/news/tecnologie--format-e-nuovi-consumi--l-hospitality-si-da-appuntam.html

Contact admin@vending-cama.com for the 2025 Hosted Buyer Program application details.

In discussions with other vendors, we all agreed, "*Made in Canada*" was the unofficial theme of this year's CAMA show. It was even suggested that the increase in attendance was due to the fact that many operators were out searching for "*Made in Canada*" products to enhance their product lines and demonstrate their elbows were indeed "up". In fact, consumer surveys show that a large percentage of consumers actively try to purchase made in Canada products. **One survey suggests that 37% of Canadians prefer products labelled "*Made in Canada*"** and 23% look for "*Product of Canada*", this would clearly indicate that some 60% of Canadians are putting an emphasis on products that have a direct Canadian connection, either by being made in Canada or the majority of its content originates from Canada.

What can we do, or more importantly, what should we do as an industry?

At Heritage Coffee we have made a concerted effort to "honk our own horn." We have always been a family-owned and operated Canadian company, all the products coming out of our manufacturing facility are indeed "*Made in Canada*" and "*Roasted and blended in Canada*", our job now, is to embrace the significance and importance of this fact.

As we continue to face challenges in our industry, and as we consider the impact of tariffs and other factors, as an industry we need to collectively "honk our own horn" and continue to focus on "*Made in Canada*", "*Product of Canada*", and "*Roasted and Blended in Canada*".

Enter 2025, where we showcase "*Made in Canada*" and "*Product of Canada*," however, in the second half of 2025, U-Select-It offers a range of full line vending equipment and services to cater to your needs. O Equipment and Bakery-Pasta-Pizza; Coffee-Tea-Bar; Coffee Machines-Vending; Gelato-Past Tableware-Technology-Contract Furnishing.

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Issue 27 - June, 2025 *- Workplace Safety & Prevention Services (WSPS)*

Health and safety at a distance: how to kee safe

As a WSPS Consultant, Troy Nel spends much of his time travelling to remote locations by ca thousands of Canadians who work alone, some or all the time, without direct supervision on c services and products to homes or businesses, work alone after hours, work at home, or trave

These workers face all sorts of hazards, some of them high risk. It's your legal duty to protect employees, but how do you manage it all from a distance? Troy has several tips to help you k

The First Step

It all starts with a hazard assessment.

Understand the laws and standards that apply to the work your employee will be doing. Is wo circumstances?

Identify and assess the hazards a lone worker may face with help from the worker, others wh health and safety committee. In addition to hazards related to equipment and processes, asse worker at higher risk, such as accidents, illness, fire or other emergencies, driving and weathe risk of violence.

Consider whether new, young or female employees face a higher risk.

Determine if the worker is suitable for the job. "Working alone can be very challenging," says from a psychological health and safety perspective." The worker should also be medically fit t

Your hazard assessment will determine whether risks are too high or can be controlled, and w measures to put in place.

Essential Control Measures

These three control measures could make a difference between working safely and working a

- **Ensure regular communication** between the supervisor and worker. This is critical. H predetermined times set by the employer - more frequently if there are high risks, says supervisor can remind the worker about hazards to watch for and provide guidance in u emergencies. Cell phones are a must, and if a cell phone won't work at the lone worker means of communication, such as a satellite phone or radio. Additionally, encourage w functions on their cell phone that allow a person to view allergy information and call an unlocking the phone.
- **Training.** To minimize hazards, lone workers need the proper knowledge, skills and eq safe work practices, communication and emergency procedures. Depending on the risk violence and harassment, defensive driving and vehicle inspection, identifying and mar assessment calls for personal protective equipment, provide it, along with training in its worker should also feel empowered to pause or reschedule a service if they determine
- **Emergencies.** Equip lone workers with emergency contact numbers and locations, as roadside kits. Include a paper copy of the numbers in case cell phone service is interru landline or even a pay phone.

Use automatic warning devices to alert you if the worker is in trouble or unconscious. If the ris code word the lone worker can use to let you know. For remote workers, check weather repor conditions and to ensure the worker takes clothing that has the proper degree of insulation fo can guide you to a remote worker who is missing, lost or stranded.

Additional Resources

- Workplace Violence & Harassment Awareness (free eCourse)
- Workplace Violence and Harassment Policy and Program Toolkit
- Working Alone Hazards (posters)
- Quick Safety Tips: What elements go into an emergency preparedness plan? (video)

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