

COFFEE - MARKETS - VENDING

- February 27, 2025

NEWSLETTER



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

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.

- **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.

Issue 25 February 2025 **2025 CIMA** supporting homegrown businesses.

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

Display

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

A Spotlight on Five Premier Brands Exhibiting at the Show

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

As we gear up for the highly anticipated trade show on March 4th and 5th, coffee To vending operators looking to level up their offerings and profits, and to hardworking Canadian 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 stock up today and give your customers the protein-powered fuel they deserve! make a splash at the event.

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

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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

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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 initiative comes from Café William—revolutionizing coffee transportation with wind-powered sailboats. By

New Member Benefit: Exclusive Perks with
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.

Reunion Coffee: Sustainability at its Core

A Canadian, family-owned roaster, Reunion Coffee Roast & Co. uses 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 products and their long-standing partnerships with sustainable coffee producers worldwide.

Park'n'Fly – Secure parking saving

Budget Truck & Car Rental – Pref

Canadian Security Professionals
security solutions

HP Canada's Small Business Sto
essentials

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- # Tech Corner: Leading Technology Brands at the CAMA Show
1. **Attraction & Ticket Perks** – Special access to global attractions, shows, and entertainment.
 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

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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

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

Membership isn't just a benefit—it's an investment in your team, your reputation, and your bottom line.

Get the peace of mind you deserve without stressing about cost. Take advantage of the many benefits that come with membership.

[Learn more about your free Member Benefits.](#)

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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.

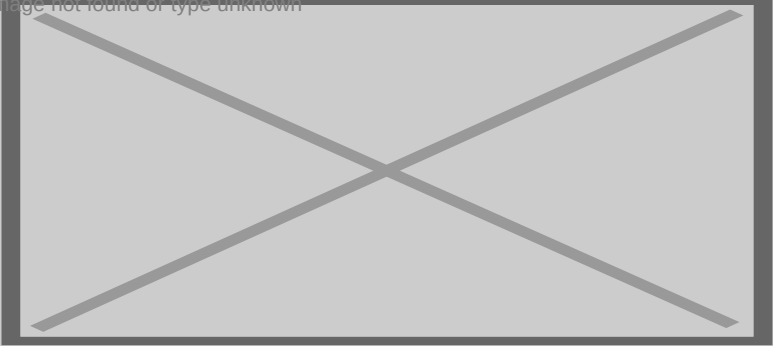
CAMA is expanding its events calendar to bring more in-person networking opportunities to members across Canada! As we continue to grow, we recognize the importance of face-to-face connections, and we're committed to providing valuable experiences that foster collaboration, professional development, 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.

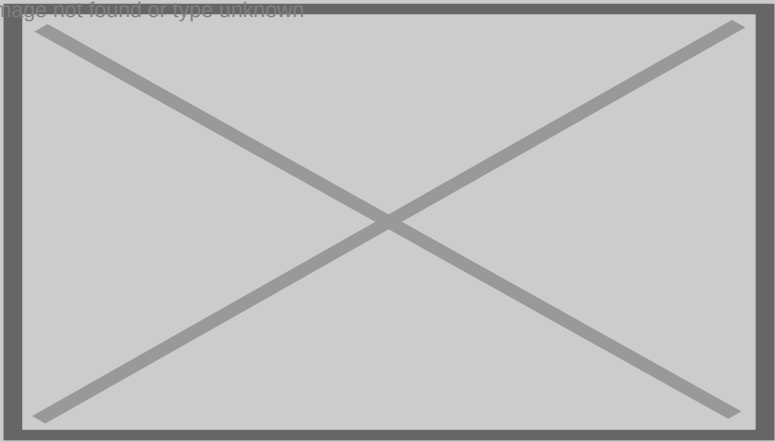


April

Restaurants
Canada Show

April 7-9, 2025

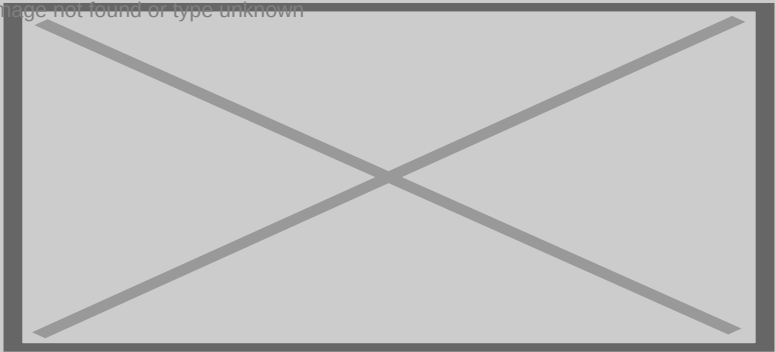
Held at the
Enercare
Centre in
Toronto, ON,
the
Restaurants
Canada Show
is Canada's
leading
hospitality and
foodservice
event.

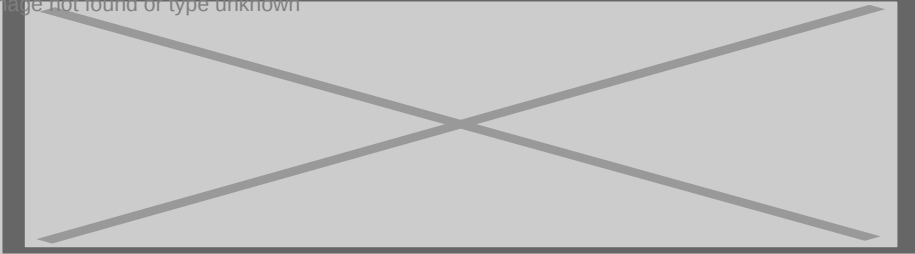
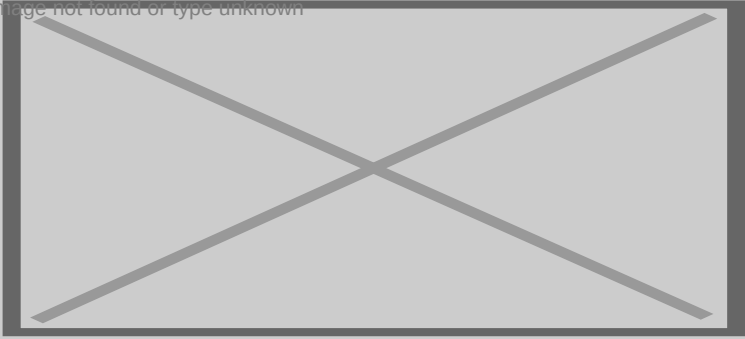


Network Night
Vancouver

*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.



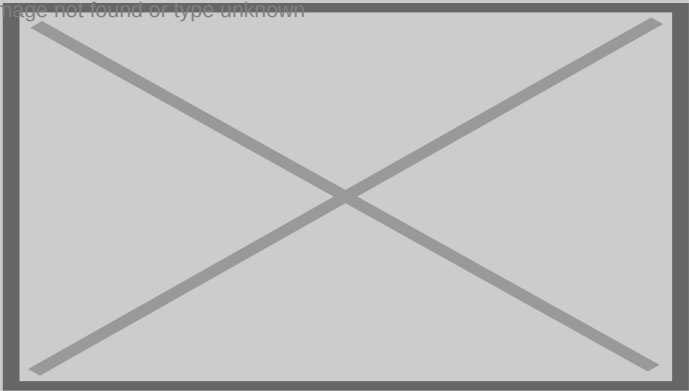
May	NAMA Show May 7-9, 2025 Held in Las Vegas this year, the NAMA Show showcases insights, resources, technology, and equipment to meet the evolving needs of operators and professionals in self-service and unattended retail.	Image not found or type unknown 
	Canada Night May 8, 2025 CAMA's Canada Night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

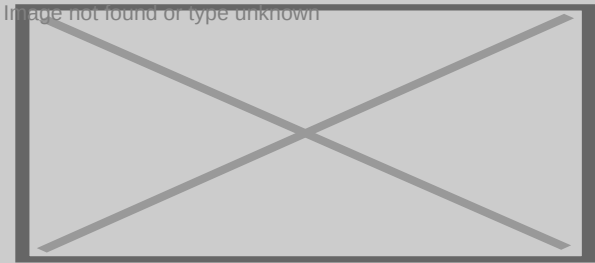


August

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.



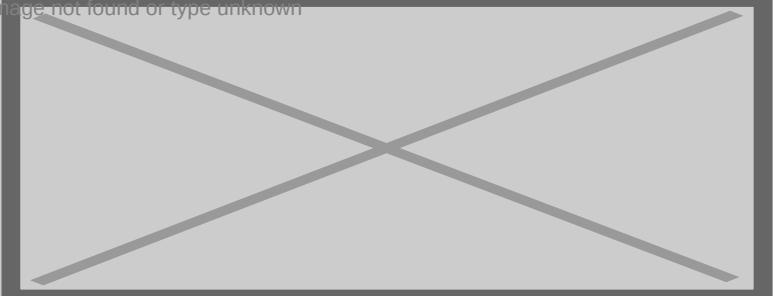
October

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.

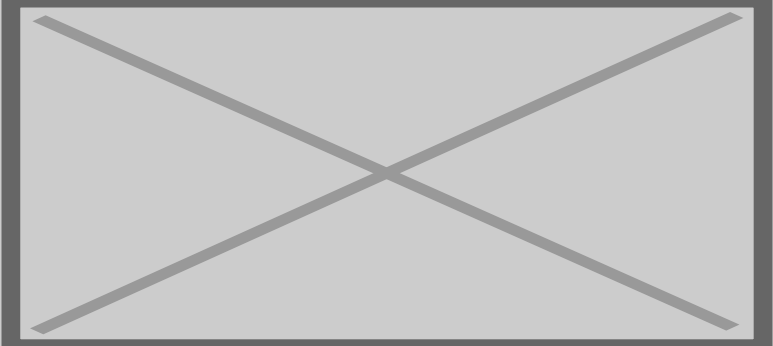
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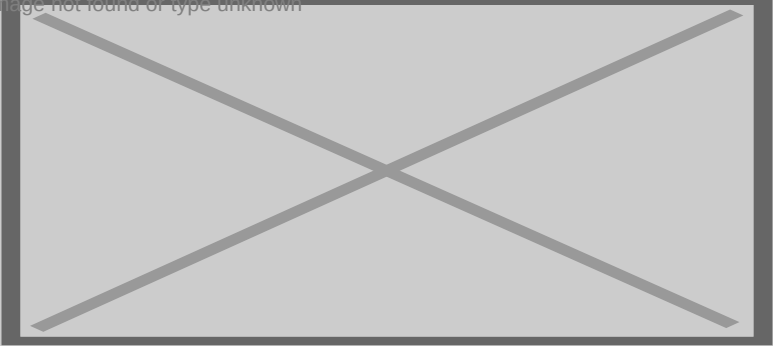


**Network Night
Montreal**

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.	
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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.