

FOOD & DRINK
BUSINESS EUROPE
INGREDIENTS • PROCESSING • PACKAGING • SUPPLY CHAIN

Conference & Exhibition



CITYWEST HOTEL September 14th 2016

Collaborating For An Innovative Food Island

Connecting Key Stakeholders in the
Food and Beverage Manufacturing,
Retail and Food Service Industries

Artisan
& fine foods fair
IRELAND 2016
14th September | Citywest, Dublin



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The Theme of this year's Food & Drink Business Conference & Exhibition is



Collaborating For An Innovative Food Island

Dear Colleague,

I would like to take this opportunity to thank you for attending the 3rd annual Food & Drink Business Conference & Exhibition. The event has a new home at the Citywest Exhibition Centre to cater for a more inclusive food industry event incorporating food & beverage manufacturing, retail and food service. During the year we acquired the Food Hospitality event and it is our intention to make this the largest annual gathering of stakeholders in Ireland's most important sector. This year's theme is about collaboration and innovation. You can choose from nine themed areas with high quality speakers covering a diverse range of topics including Brexit, Branding & Marketing, Craft Beers & Spirits, Quality & Safety, Innovation, Supply Chain, Commercial Kitchen, Sustainability & Free From.

To encourage entrepreneurship which is the engine of our food industry we will host the inaugural Lion's Den Competition which offers an early stage food brand the opportunity to pitch their idea in front of a live audience to some of Ireland's leading food professionals. First prize is a spot at London's largest food exhibition IFE at the Excel worth over €5,000. The Lions will choose the winner on the day of the event.

I would like to personally thank all of the speakers, sponsors and exhibitors who have contributed to making this conference possible. Without their support it would not be possible to stage such a comprehensive event. If you are interested in presenting, sponsoring or exhibiting next year please do not hesitate to contact me. I hope you have a very enjoyable day.



Yours sincerely

Colin Murphy

Colin Murphy
Managing Director
Food & Drink Business Conference

Supporting Associations



Bord Iascaigh Mhara
Irish Sea Fisheries Board



► Sectors

- Dairy
- Meat
- Poultry
- Seafood
- Bakery
- Confectionery
- Convenience Foods
- Fresh Produce
- Snacks
- Brewing
- Distilling
- Soft Drinks
- Bottled Water

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Main Stage Agenda

Times	Name	Title	Company Name	Topic
9.15 - 9.25	Chariman – John Whelan	Former CEO	Irish Exporters Association	Opening Remarks
9.25 - 9.45	Dave Fitzgerald	Sustainability Director	Dairygold	Sustainable Dairying – Challenges and Opportunities
9.45 - 10.05	Paul Kelly	Director	Food & Drink Industry Ireland- Ibec	Brexit – The Challenge for the Food and Drink Sector
10.05 - 10.25	Philip O'Sullivan	Chief Economist	Investec	Opportunities and Threats: What Brexit Means for Ireland
10.25 - 10.55	Coffee Break and Networking			
10.55 - 11.15	James Withers	Chief Executive	Scotland Food & Drink	Collaboration for Growth
11.15 - 11.35	Larry Murrin	CEO	Dawn Farm Foods	Innovation- the key ingredient in the competitive recipe
11.35 - 11.55	Eamon Howell	Trading Director	Musgraves	Food Academy
11.55 - 12.15	Padraig Cronin	Vice Chairman & Partner – Tax	Deloitte	What Food and Beverage Companies Need to Focus on from a Financial and Tax Strategy Perspective in the Context of Change and Future Trends.
12.15 - 1.15	Lunch Break and Networking			
1.15 - 1.35	Dr. Pamela Byrne	CEO	FSAI	Collaborating to Ensure Safe and Trustworthy Food for Everyone
1.35 - 1.55	Una Fitzgibbon	Marketing Director	Bord Bia	Business Growth for Uncertain Times
1.55 - 2.15	Michael Bell	CEO	Northern Ireland Food & Drink Association	Brexit a View from the North
2.15 - 2.35	Panel Discussion - Alison Cowzer, Kevin Buckley & Guest Panelists	Alison Cowzer- Co-Founder, East Coast Bakehouse & Kevin Buckley- Manager, Food FDI Europe, Enterprise Ireland	Panel of Guests	Brexit & The Implications
2.35 - 3.05	Coffee Break and Networking			
3.05 - 3.25	Tara McCarthy	CEO	BIM	A Vision for the Irish Seafood Industry
3.25 - 3.45	Padraig McEneaney	CEO	Celtic Pure	Determination / Vision building a brand
3.45 - 4.30	Lion's Den - Andrew Bradley - Chairman, Alison Cowzer, Eamon Quinn, Joe Barrett, Pat Rigney	Lion's Den Panel/ Presentations	Panel of Guests	Finalists Presentations
4.30 - 4.50	Minister Michael Creed, TD	Minister for Agriculture, Food and the Marine		
4.50 - 5.00	Chariman – John Whelan	Former CEO	Irish Exporters Association	Closing Remarks

All presentations/timetables are subject to change. Please check with onsite event timetable on the day.

Main Stage Agenda

Times	Name	Title	Company	Topic
9.40 - 9.45	Chairman – Vincent Jennings	CEO	CSNA	Opening Remarks
9.45 - 10.05	Dr. Mary A. T. Flynn	Chief Specialist Public Health Nutrition	Food Safety Authority of Ireland	MenuCal and How it Can Help Food Service Businesses
10.05 - 10.25	Eamonn Quinn	Chairman, Director	Kelsius, yReceipts - Kelsius	Mind your reputation- or Lose it
10.25 - 10.55	Coffee Break and Networking			
10.55 - 11.15	Leo Molloy	Head of Product Ireland	Arysta	Evolution of Innovation at ARYZTA
11.15 - 11.35	David McKernan	Founder	Java Republic	Java Republic Personal Story Through the – First, Second, Third Wave of Coffee & Beyond
11.35 - 11.55	John Diviney	Director of Food Systems & Trading	AppleGreen	Food To Go in Forecourts
11.55 - 12.15	Caroline Keeling	CEO	Keelings	ERP as a Key Success Factor for Keelings
12.15 - 1.15	Lunch Break and Networking			
1.15 - 1.35	Julianne Forrestal	Executive Craft Chef	Sodexo	Professional Cookery –The Role of Diversity Within the Culinary Team
1.35 - 1.55	James Hogan	Programme Manager	Green Business Programme	Reducing Utility Costs and Increasing your Business's Sustainability
1.55 - 2.15	Aidan Duffy	Client Development Manager	HIM! International	Understanding the Convenience shopper in Ireland
2.15 - 2.35	James Kavanagh	Co-Founder	Currabinny	Starting a Food Brand with no Money, But Lots of Social Media
2.35 - 3.05	Coffee Break and Networking			
3.05 - 3.25	Conor Kilduff	Sales & Marketing Manager	Keelings	Keeling's Brand Development
3.25 - 3.45	Sarah Teacher	Consultant	Sancroft	Obesity and your Business: How Food and Beverage Businesses can Play a Positive Role in the Health of the Nation and Win in the Market Place
3.45 - 4.05	Teresa Daly	Account Manager Snacks	Kerry Group	The Global Evolution of the Snacks Market
4.05 - 4.15	Chairman			Closing Remarks

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Seminar 1: Craft Beer, Spirits & Wine

Moderator: Fergal Murray
Former Guinness Master Brewer

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Times	Name	Job Title	Company Name	Topic
9.20-9.35	Fabio Sansovini	Project Manager	Frilli Srl	The Hot Water Discovery
9.35-9.50	Denise Murphy	Sector Manager Drinks	Bord Bia	The Contribution Of The Craft Beer Category To The Irish Economy
9.50 - 10.05	James Doherty	Founder, Managing Director	Sliabh Liag Distillery	Talking Heads
10.05 - 10.35	Julie Dupouy	Champagne Brand Ambassador	Edward Dillon Ltd.	Champagne Masterclass
10.35 - 10.55	Coffee Break and Networking			
10.55 - 11.25	John Wilson	Wine Critic	The Irish Times	How Beer & Whiskey Competing With Wine
11.25 - 11.40	Alex Chasko	Chief Technical Officer	Teeling Whiskey Company	Urban Craft Distilling
11.40 - 11.55	Ed O Flaherty	CEO	Dublin Whiskey Company	Business Lessons From Dentistry To Whiskey Distilling
11.55 - 12.10	Dr. Paul Davis	Founder	Nephtin Whiskey Distillery	Sustainable Development In An Micro Enterprise - A Study In Whisky Distillation
12.15 - 1.15	Lunch Break and Networking			
1.15 - 1.30	Michael Cowan	Head Boy (CEO)	Manor Brewing Company	Branding Is More Than Skin Deep
1.30 - 1.45	Grainne Walsh	Founder & Managing Director	Metalman Brewing	When Ignorance Is Not Bliss (or, How I Learned to Love the DO Meter)
1.45 - 2.00	Michael Clancy	Director	FDT Consulting Engineers & Project Managers	Free Advice From A Consultant -Do's And Don'ts For Start-up & Expanding Brewers And Distillers.
2.00 - 2.15	Jonathan McDade	Senior Executive	Alcohol Beverage Federation of Ireland, Ibec	The Alcohol Bill - A Threat To Prosperity?
2.15 - 2.30	Richard Siberry	Founder, Brewer & Lead Adventurer	Black Donkey Brewing Ltd.	How We Got Where We Are; Opening A Microbrewery In 21st Century Ireland
2.35 - 3.05	Coffee Break and Networking			
3.05 - 3.20	Rick Le Vert	Founder, Director and Head Brewer	Kinnegar Brewing	Keeping It Real: Sustainable Growth In The Craft Brewing Industry
3.20 - 3.35	Liam Hanlon	Co-Founder	St. Mel's Brewing Company	Innovation In Developing A Craft Beer Business
3.35 - 3.50	Niall Phelan	Founder	Rye River Brewing	
3.50 - 4.05	Eoin Bara	Creative Director	Mór Irish Gin	Design In The Drinks Industry
4.05 - 4.20	Nichola Beresford	Managing Director	Anchor Spirits Ireland	How Not To Create A Drinks Brand

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Seminar 2: Free From / Health & Nutrition

Times	Name	Job Title	Company Name	Topic
10.40 - 10.55	Preeti Mokaria	Business Development Executive	Crusts	Introducing Premium Quality Frozen Pizzas
10.55 - 11.10	Sinéad O' Halloran	Food Safety and Auditing Professional and Trainer	Cater Care	Allergens. How Compliant Are You?
11.10- 11.25	Nicole Maher	Bakery Scientist	Campden BRI	The Challenges And Opportunities In Reformulating Fibre Enriched Bread
11.25 - 11.40	Fiona Dillon	CEO	Tumbledown Media Ltd	Are Our Children Eating Their Way To Obesity?
11.40 - 11.55	Sarah Teacher	Consultant	Sancroft	Obesity And Your Business: How Food And Beverage Businesses Can Play A Positive Role In The Health Of The Nation And Win In The Market Place
11.55 - 12.10	Michael Murphy	Managing Director	ProU	ProU - Getting a Health & Wellness Food Brand off the Ground
12.15 - 1.15	Lunch Break and Networking			
1.15 - 1.30	Tommy Doyle	General Manager	The Kinsale Bay Food	Kinsale Bay Food Company, Gluten Free Product Range 2016
1.30 - 1.45	Simon Cliff	Business Development Manager	Scientific Analysis Laboratories Ltd	Allergen Awareness And Methods Of Analysis.
1.45 - 2.00	Malorie Knoester	Food Manager	Coeliac Society	The Business Of Gluten Free By The Coeliac Society
2.00 - 2.15	Ross Campbell	Business Director	CyberColloids Ltd	Using Fibers To Replace Fat
2.15 - 2.30	Sabine Harrison	Food Science & Nutrition Technologist	UCD Institute of Food & Health	Adding Value To Food Products – Analysis Of Bio-active Compounds In Foods And Associated Health Claims
2.35 - 3.05	Coffee Break and Networking			
3.05 - 3.20	Marie Curtin	Managing Director	Temple Dairy	Temple Dairy Chocolate Milk - Heaven Sent
3.20 - 3.35	Alex Lloyd	PhD student	DIT focus Research Institute	Rewiring Metabolism Using Broccoli To Improve Health.
3.35 - 3.50	Naveen Bachani	Founder	Vada Pow Ltd	Vegetarian Is In Trend!

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Seminar 3: Marketing & Branding

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Times	Name	Job Title	Company Name	Topic
9.20-9.35	Colm O'Brien	Founder	Colm O'Brien Motivation	'The Man On The Train' – A Story About The Importance Of Networking For The Food And Drink Industry
9.35-9.50	Andi Jarvis	Senior Account Manager	The Tomorrow Lab	Working With Online Influencers And Foodies To Grow Your Business
9.50 - 10.05	Gilmar Uyema	National Account Manager ROI & NI	SCA	Turning Insights Into Sales
10.05 - 10.20	Gerard Tannam	Owner	Islandbridge Brand Development	A Face In The Crowd
10.25 - 10.55	Coffee Break and Networking			
10.55 - 11.10	Judy McCullagh	Trade Mark Attorney	Tomkins & Co.	Your Valuable Brands – How To Identify, How To Protect
11.10- 11.25	Jane Manzor	CEO	Manzor Marketing	The 6 P's Of Marketing Are Still Relevant Today
11.25 - 11.40	Kay McCarthy	Founder and Managing Director	MCCP The Authentic Brand People	The Future And Their Food - Why Gen Y And Z Want Authentic Brands
11.40 - 11.55	Michael Ciesco	Product Sales Manager	Black Swan Data	The Power Of Predictive Data
11.55 - 12.10	Andrew Bradley	Director	Bradley Brand & Design	How To Create Standout Brands
12.15 - 1.15	Lunch Break and Networking			
1.15 - 1.30	Paul Byrne	Head of Sales	Dublin Chamber of Commerce	Accelerate Your Sales Using A Focused Networking Strategy
1.30 - 1.45	Richard Coen	Business and Digital Marketing Strategist	Emarkable	Marketing Automation Success Plan
1.45 - 2.00	Paul O'Byrne	Head of Strategy	TinderPoint	7 Key Takeaways To Strengthen Your Content Strategy
2.00 - 2.15	Tom McIntyre	Sales Director	Walsh Graphics	Retail Branding Solutions
2.15 - 2.30	Joanne Sweeney-Burke	CEO	Digital Training Institute	Digital Marketing Bites - Expert Tips For The Food, Retail & Hospitality Industry
2.35 - 3.05	Coffee Break and Networking			
3.05 - 3.20	John Harney	Marketing, Sales & Product Launch	Uexport	Understanding The French And Launching In France
3.20 - 3.35	Arun Kapil	Founder & MD	Green Saffron Spices	A Spice Odyssey - India to Cork Via Lincolnshire
3.35 - 3.50	Elaine Lavery	Co-Founder	Improper Butter	Innovation In Irish Butter
3.50 - 4.05	James Kavanagh	Co-Founder	Currabinny	Starting A Food Brand With No Money, But Lots Of Social Media
4.05 - 4.20	Emma Ellis	Director of Sales & Marketing	Radisson Blu Hotel Athone	12 Steps To Becoming A Better Salesperson

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Seminar 4: Supply Chain, Logistics and Procurement

Times	Name	Job Title	Company Name	Topic
9.20-9.35	Callum Poole	Business Development Manager	Herbst Software	The Benefits Of ERP In The Cloud And Mobile Solutions For The Food Industry
9.35-9.50	Graham O'Reilly	Strategic Development Director: Agri-food & Drinks	Kuehne + Nagel Ireland Limited	SOLAS And VGM Requirements For Seafreight Exporters
9.50 - 10.05	Peter Davison	Business Development Manager UK & Ireland	Bureau Veritas	Developing A Strategy That Recognises The Stakeholder Expectations Of Sustainability And Responsibility
10.05 - 10.20	Ingrid DeDoncker	MD	IDD Consult and e-Quiddity	Savings Through SMART Procurement Strategies
10.20 - 10.35	Mark McArdle	Group Sales Director	Intact Software	eCommerce Is Growing – Can You Take Advantage?
10.35 - 10.55	Coffee Break and Networking			

Business Intelligence, Legal, Finance and Tax

10.55 - 11.10	Róise NicGhráinne	Solicitor	A&L Goodbody	Regulatory Investigations & Prosecutions Of Food Businesses - How To Deal With A Dawn Raid
11.10- 11.25	Margaret Clancy	Head of Global Sales	TransferMate Global Payments	Brexit And The Implications For Irish Exporters
11.25 - 11.40	Ciaran Hurley	Senior VAT Partner	CKH Fiscal Services	To VAT Or Not To VAT?
11.40 - 11.55	John O'Callaghan	Head of Credit	GRID Finance	Finance Your Food & Beverage Business
11.55 - 12.10	Thomas O'Reilly / Kevin O'Brien	Head of Sales / Managing Director	Linked Finance / Craftbeer Growlers	Alternative Finance That Will Grow Your Business
12.10 -12.25	Kieran O'Toole / Mark Boulton	Head of Sales / Strategic Development Director	DNA IT Solutions / Cold Move	Outsourced IT Partnership - How Cold Move Found The Answer To Their IT Challenges
12.25 - 1.00	Lunch Break and Networking			
1.00 - 1.15	Brendan McBride	Executive Performance Coach	Inside Out ®	Insights To Inspire Yourself To Achieve What You Want
1.15 - 1.30	Frank Coombes	Director	Coombes Corporate Finance Ltd("CCF")	Sources Of Finance And Tips In Raising Finance For SME Companies
1.30 - 1.45	Jim Fitzsimons	MD	Riverwest Management	Funding For Research And Innovation.
1.45 - 2.00	John Sheils	Senior Relationship Manager - Treasury Business Development	AIB	Post Brexit: FX Hedging For Uncertainty
2.00 - 2.15	Niall Rooney	Partner	FP Logue	Legal Update On Advertising And Labelling Issues For Food Businesses.
2.15 - 2.30	Olaf Fitzsimmons	Head of SME Banking – East	Ulster Bank	What To Consider In Preparing A Loan Application
2.35 - 3.05	Coffee Break and Networking			
3.05 - 3.20	Howard Knott	M.A., FCILT., Logistics Consultant	Irish Exporters Association	Ireland's Food And Drink Export Supply Chain - The BREXIT Effect
3.20 - 3.35	Joe Greaney	Director	WESTBIC	Challenges And Supports For Start-Ups In The Food And Drink Sector
3.35 - 3.50	Myles Doyle	Strategic Partner Manager	Nuapay	New Approaches To Payment Collections In The Food Industry.
3.50 - 4.05	Lorcan Allen	Agribusiness, Commodities & Markets Journalist	Irish Farmers Journal	Weakening Sterling And UK Food Price Inflation
4.05 - 4.20	James Kelly	MRIA, Cregan Professor of History	Dublin City University	Writing The History Of Irish Food
4.20 -4.35	Fred Logue	Partner	FP Logue Solicitors	Five Things Food Businesses Need To Know About Technology Law And Data Protection.

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Seminar 5: Commercial Kitchen

Times	Name	Job Title	Company Name	Topic
9.20-9.50	Carla Mckenzie	Managing Director	Mya Consulting Ltd	Kitchen Design And A Sustainable Future
9.50 - 10.05	Drazen Toic	Managing Director	Morabeza Ltd. / Surf'n'Fries Ireland	Introduction Of A New Street Food Brand To The Irish Market Place
10.05 - 10.20	Fiona Uyema	Founder and Owner	FUSED by Fiona Uyema	Bringing Japanese Flavours To Ireland
10.20 - 10.35	Breda Quigley	Managing Director	The Q Café Company Ltd.	Flourishing In A Global Market
10.35 - 10.55	Coffee Break and Networking			
10.55 - 11.10	Julianne Forrestal	Executive Craft Chef	Sodexo	Professional Cookery – A Passion For Food
11.10- 11.25	Katie Byrne	Manager of Local Business Outreach - UK & Ireland	Yelp	How To Handle Online Reviews About Your Food Business
11.25 - 11.40	Colin Ross	MD	iASC Atlantic Seafood Company of Ireland	Irish Value Added Seafood: A Sustainable Business
11.40 - 11.55	Ken Lynch	Business Development Manager	BUNZL Catering Design Solutions	Commercial Kitchens: A Low Cost Future?
11.55 - 12.10	Martin Brett	Deputy General Manager	Gleneagle Hotel	Custom Building Your Customer Care
12.10 - 12.25	Aoibheann O'Brien	Co-founder	FoodCloud	Foodcloud - A Solution For Surplus Food Providing The Food Industry An Alternative To Throwing Out Good Food.
12.25 - 1.15	Lunch Break and Networking			
1.15 - 1.30	Keith Mahon	Founder and Managing Director	TheTaste.ie	Promoting Your Food Business Online
1.30 - 1.45	Anthony Beale	Founder & Principal	Anthony Beale & Associates	The 3 Keys To Fill Your Venue , Attract More Customers And Increase Profitability.
1.45 - 2.00	Clio O'Gara	Head of Hospitality Solutions	Tierney's	How To Make Your Restaurant Management System Drive Revenue, Control Costs And Manage Labour
2.00 - 2.15	John Kearns	Chief Executive	Partas	The Role Of Artisan Food & Drink In Local Areas.
2.15 - 2.30	Eugene Curry	Owner	Gene Curry Shop	Gene Curry Shop And Bar Equipment
2.30 - 2.45	Enda O'Donoghue	Sales Director	Catering Innovation Agency	The Power Of Induction Cooking. Costs And Savings
2.45 - 3.05	Coffee Break and Networking			

Retail

3.05 - 3.20	Aidan Duffy	Client Development Manager	HIM! International	Understanding The Convenience Shopper In Ireland
3.20 - 3.35	Elmer Kerr	Sales & Marketing Director	PMM Group	It's Not All About Food & Drink, It's About Marketing Too
3.35 - 3.50	Kitty Smyth	Founder & CEO	Jingpinou	China's Increasing Appetite For Imported Food And Drink. An Opportunity And A Challenge
3.50 - 4.05	Wendy Hederman	Partner	Mason Hayes & Curran	Selling To An Irish Supermarket? Hear What The Grocery Goods Regulations Can Do For You.
4.05 - 4.20	David Waldron	Senior Business Consultant	CloudStrong	Cloud – The Good, The Bad & The Downright Ugly

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Seminar 6: Sustainability

Times	Name	Job Title	Company Name	Topic
9.20-9.35	John Lynch	Sales Manager	Down2Earth Materials	Compostable Vs. Biodegradable Packaging - What Exactly Is The Difference?
9.35-9.50	Anne-Marie Roddy	Business Development Manager	SDS Energy Group	
9.50 - 10.05	Eamonn Merriman	Inspector, Ozone Depleting Substances and Fluorinated Gases Team	Environmental Protection Agency	F-Gas And ODS Regulation - Requirements For Operators Of Refrigerators, Chillers And Air-Conditioning Systems
10.05 - 10.20	Fergal Murphy	Commercial Director (Ireland)	Kingspan Insulated Panels	Introducing IPN Quadcore, A Revolutionary New Core For Insulated Panels
10.20 - 10.35	Paddy Stamp	Sales Director	MSO	MSO Cleland Manufacture Folding Cartons, Self-Adhesive Labels And Shaped Tubes
10.35 - 10.55	Coffee Break and Networking			
10.55 - 11.10	Tony Clutten	Process Sales Manager	Huber Technologies	Stop Putting Money Down The Drain
11.10- 11.25	Dermot Brett	MD	Pharmafoods	Revolutionary Trave Tray Sealing And Platformer Technology
11.25 - 11.40	Odile Le Bolloch	Scientist	Environmental Protection Agency	From Farm To Fork: Too Good To Waste
11.40 - 11.55	Tom Cumberlege	Senior Consultant, Business Advice	The Carbon Trust	Enabling Sustainability In The Food And Drink Value Chain.
11.55 - 12.10	Cait Coyle	Lecturer in Earth Science	Institute of Technology, Sligo (IT Sligo)	Functional Land Management - A Concept To Support Sustainable Agriculture
12.15 - 1.00	Lunch Break and Networking			
1.00 - 1.15	Colum Gibson	Environmental Consultant	Clean Technology Centre, CIT	Food Is Where The Money Is!
1.15 - 1.30	Alistan Munroe	Founder & Creative Director	Munroes	Minimal Eco Packaging + Simple / Clean Design

Future Factory, Engineering, Lean, Productivity and Continuous Improvement

1.30 - 1.45	Stuart Nelson	Lean Coach	Stuart Nelson Consulting	Lean Leadership; Behaviour For Successful Engagement And Outcomes.
1.45 - 2.00	Darren Greenan	Hands on Operational and Business Process Improvement, Lean Consultant	VFECTO	Merging Lean And ISO 9001 : 2015 – Seizing The Opportunity To Integrate Your Management Systems
2.00 - 2.15	Lee Tebbatt	New Business Director	ERIKS UK	Factory Stores – Manufacturing's Necessary Evil
2.15 - 2.30	Gene Leonard	Managing Director and Principal Consultant	LBS Partners	Meeting The Transformation Challenge
2.35 - 2.50	Coffee Break and Networking			
2.50 - 3.05	Douglas Gordon	Managing Director	Quest Utility Services Ltd.	How To Make Better Margins And Superior Products
3.05 - 3.20	Andrew Langford	Sales Manager	LineView Solutions	Reducing Downtime With XL800
3.20 - 3.35	Robert Hernan	Senior Lean Specialist	Enterprise Ireland	Lean In The Food Sector
3.35 - 3.50	Paul Fagan	Managing Director	ActionCOACH Business Coaching Ireland	The Secret To Increasing Your Sales, & Building A Sustainable, Profitable Business
3.50 - 4.05	Brendan Stamp	Managing Director	Guardian Fire & Security	Effective Planning And Maintenance Of Fire Detection & Alarm Systems (In The Food & Beverage Sector)
4.05 - 4.20	Orlagh Deegan	Training Consultant	Choice Training & Consultancy	Training Is Expensive, Time-Consuming And A Pain In The Ass To Organise. Learn How To Become Compliant, Quicker And At A Fraction Of The Cost

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Seminar 7: Research and Innovation

Moderator: Jens Bleiel – Food Health Ireland

Times	Name	Job Title	Company Name	Topic
9.20-9.35	Amelia Boothman	Director of Brand Strategy and Innovation Insight	1HQ Brand Agency	Future Trends In Food Innovation
9.35-9.50	Maurice O'Sullivan	Sensory and Consumer Scientist	University College Cork	Sensory And Consumer Driven New Product Development: Innovative Technologies For The Food And Beverage Industry
9.50 - 10.05	Tim Yeomans	Centre Manager	Shannon Applied Biotechnology Centre, Limerick Institute of Technology and Institute of Technology, Tralee	Food Innovation In Ireland – Alive And Well!
10.05 - 10.20	Juan Valverde Ph.D	R&D Programme Manager	Monaghan Mushrooms Group	How To Innovate On The Mushroom Sector? – The Case Of Monaghan Mushrooms
10.25 - 10.55	Coffee Break and Networking			
10.55 - 11.10	Dr. Emily Crofton	Manager of Sensory Food Network Ireland	Teagasc	Sensory - Driven Innovation In The Food Industry
11.10- 11.25	Donal M. Kelly	Partner and European Patent Attorney	FR Kelly	Managing Intellectual Property In The Food, Beverage And Pharmaceutical Industries
11.25 - 11.40	Dr James Kennedy	R&D Manager – Taxation	Mazars	An Overview Of The Agri-Food Sector And The Benefits Of R&D Tax Credits For Irish Based Companies
11.40 - 11.55	Noreen O'Connell	Global Food Business Specialist	Optime-ize	A Framework For Innovation
11.55 - 12.10	Conor Lynch	CEO	Connector	How To Make Innovation Your Secret Sauce
12.10 - 12.25	Dr. Emma Feeney	Postdoctoral Research Fellow	UCD Institute of Food and Health	The Health Benefits Of Cheese
12.25 - 1.15	Lunch Break and Networking			
1.15 - 1.30	Cian O'Mahony	Chief Science Officer	Creme Global	Food And Drink In The Data Age
1.30 - 1.45	Paul Bowman	General manger (northern Europe)	Konica Minolta Sensing B.V.	The Importance Of Colour Consistency In Food Production And Retail.
1.45 - 2.00	Martin Lewis	Microbiological Technical Services Manager	SAL	Rapid Next Day Testing Of Bacterial Pathogens For The Food Industry

Quality and Safety

2.00 - 2.15	Pauline McGrellis	Business Development Manager	Nvolve Group Ltd	Reducing Compliance Risk With BRC Manager™
2.15 - 2.30	Evelyn Cafferty	Food Safety Training Consultant	About Hygiene Ltd – Food Safety Training Consultants	“Change Ahead” - Behaviour Based Food Safety & Quality Training
2.30 - 2.45	Phil Jakeman	Professor of Exercise Sciences	University of Limerick	From Cell To Society: A Nutritional Intervention To Offset The Age-Related Loss In Lean Tissue Mass
2.45 - 3.05	Coffee Break and Networking			
3.05 - 3.20	PJ Moloney	Managing Director	Eirechrom	Eirechrom - Innovationarena @ National Ploughing Championships
3.20 - 3.35	Darragh Reynolds	Marketing Executive	Codico Distributors	The Changing Face Of Food Traceability
3.35 - 3.50	Gerry Hughes	Coffee Quality Trainer	Java Republic	Picasso In Your Cup - Controlling Your Grind To Create A Great Tasting Coffee
3.50 - 4.05	Derek O' Herlihy	Managing Director	Phare Tech Services Ltd	Using Learning And Technology To Benefit Your Business And Bottom-line
4.05 - 4.20	Matthew Havlin	Sales Engineer – Compressor Technique	Atlas Copco Ireland Ltd	Atlas Copco Nitrogen in the Food and Beverage Industry and ISO Standards
4.20 - 4.35	Michael Gannon	Managing Director	Orbis Labsystems	Facilitating Compliance And Ensuring Quality And Traceability Using Laboratory Information Management Systems (LIMS)

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Alison Cowzer - Co-Founder & Marketing & Innovation
Director 'East Coast Bakehouse' RTE Dragons' Den
Investor - Co-Founder and IMD - 'The Company of Food'

Alison is co-founder and Marketing/Innovation Director of East Coast Bakehouse, Ireland's only large scale biscuit manufacturing business based in Drogheda. The new €15m investment backed by Enterprise Ireland is ready for launch Autumn 2016.

As a new Dragon investor in the 2016 series of RTE 's Dragons' Den, Alison has invested in a number of new Irish businesses, and is working closely with these entrepreneurs to drive growth in their new enterprises.

Alison is also co-founder and Managing Director of 'The Company of Food', a specialist food investment business with shareholdings held in Valeo Food Group (Ireland's largest ambient food group), Elivar (sports nutrition), Zaragoza Restaurant, Bizimply, and a number of other private and public food companies.

Prior to this she has worked in a number of roles in marketing and general management at the Jacob Fruitfield Food Group, (before selling it to the Valeo Food Group in 2011). Earlier in her career she held marketing and general management positions in Fruitfield Foods, L'Oreal UK and Tedcastles Oil.

@alisoncowzer

alison.cowzer@eastcoastbakehouse.com Tel:
0868147644



Alex Chasko
Chief Technical Officer
Teeling Whiskey Company

Alex is the master distiller and blender behind the Teeling Whiskey Company. As the first employee of Teeling, Alex has been involved in the development of a craft distillery located in the heart of the Liberties from day one. Previously he was the Innovations Manager at the Cooley distillery and revived distilling at the historic Kilbeggan distillery in Westmeath.



Alex Lloyd
PhD student
DIT focus Research Institute

Recent bio-molecular graduate which has led me to undertaking a project in epigenetics. Have four years retail experience in the food industry.



Amelia Boothman
Director of Brand Strategy and
Innovation Insight, 1HQ Brand Agency

Amelia Boothman is Director of Brand Strategy and Innovation Insight at 1HQ Brand Agency where she utilises her degree in Experimental Psychology by unlocking cultural codes, signs and symbols from the unconscious using semiotic methods. She has worked in brand strategy and innovation for over 20 years focusing on the Food and Drink sector. Projects

of note include rebranding the Omega 3 fishfinger for Birdseye and developing the sleeper service food and drink offering for British Airways. Today at 1HQ Amelia loves harnessing the latest and most relevant trends to create meaningful innovation platforms for her client's brands.



Anne-Marie Roddy
Business Development Manager
SDS Energy Group

I have recently joined SDS Group Ireland Ltd in their Dundalk Office. SDS is an award winning Energy Services Group with a proven track record of delivering complete solutions within the energy industry.

We provide a range of services from independent energy certification right through to energy saving products and asset management.

Our team of Chartered Engineers and Economists are geared towards managing our clients' energy portfolio whilst working to maximise commercial effectiveness.

I hope that you will benefit from our extended range of services and I look forward to growing with our existing clients whilst building new working relationships along the way.

For further information on our products and services please contact me and I would be happy to meet with you to discuss further.



Aidan Duffy
Client Development Manager
HIM! International

Aidan has an extensive experience in the Irish and UK markets having previously worked within fresh produce and export food trade with both Keelings & Bord Bia under their Marketing fellowship programme. A graduate in Food business and International Marketing practice in food from University College Dublin (UCD). Aidan leads Irish operations for HIM International, a leading research agency on shopper insight in the convenience retail channel.



Alistan Munroe
Founder & Creative Director
Munroes

With a modern sensibility Munroes create maximum flavour in a minimal package. Tradition, exploration and innovation are at the heart of what we do, inspiring us to discover new ways of expressing the Jamaican culinary tradition. Collaborating with fellow innovators we create new and exciting taste experiences and add to the possibilities of Jamaican cuisine.

A constant adventure, the focus is always on the flavor and with responsibility to our heritage we confidently add our interpretation to the story of Jamaican flavour, collaborating with Teeling Whiskey + Orpen Cider.



Andi Jarvis
Senior Account Manager
The Tomorrow Lab

Andi is the Senior Account Manager at The Tomorrow Lab, a Belfast-based digital marketing agency. Andi started his career working in professional sport, as Marketing Manager for Durham County Cricket Club marketing domestic and international sports events alongside concerts for major artists like Elton John and UB40. Moving to Belfast in 2009, Andi worked in media with UTV, helping to raise the profile on the channel and launching new programmes.

After moving to work in agencies in 2011, Andi has worked heavily in marketing of the drinks industry, working with Budweiser, Beck's, Tennent's, Blossom Hill, Yellow Tail and Corona. Andi holds a MSc in Marketing and at The Tomorrow Lab is involved with digital strategy development for a range of clients, including Expedia, Tantastic and a number of professional services.

Andi is also a barbeque fanatic, creator of the fledgling blog about sports business, Eximo Sports Project, and contributor to Irish Tech News. You can find him on Twitter @andijarvis and LinkedIn.



Anthony Beale
Founder & Principal
Anthony Beale & Associates

Anthony is a lifer in the hospitality industry. From his start collecting glasses in 1990 to working Internationally with the Hilton Group and everything in between.

As the founder and principal of Anthony Beale & Associates, he has worked with clients since 2009 On 4 key areas.

Get customers, keep them and run everything with a profit while developing the team & still having a life.

He is married to Anouk and has three great Children Chloe, Lena and Daniel.

He believes business ownership should be a joy and provide a great lifestyle.



Arun Kapil
Founder & MD
Green Saffron Spices

Spice expert, Arun Kapil is the founder of award-winning spice company Green Saffron and the author of the cookbook, Fresh Spice.

Arun is from Midleton in County Cork by way of Lincolnshire and Uttar Pradesh. Born to a Yorkshire mother and Hindustani father, Arun grew up under a fusion of flavours with classic British dishes from his mother and exciting, exotic spices from his father. Growing up, it was all about food and the appreciation of good simple ingredients. Arun went on to hone his cooking skills in London kitchens and Darina Allen's prestigious Ballymaloe Cookery School before going on to work as a chef at Ballymaloe House for two years.



Speakers

Yearning for the nostalgic flavours that filled his childhood, Arun developed the idea for a premium spice company to bring those aromas into kitchens across Ireland, the UK and now France. Green Saffron was born in 2007, from a Farmers Market stall in county Cork, with help from his Irish wife, Olive, armed with a coffee grinder, some brown paper bags and a couple of coloured pens.



Aoibheann O'Brien
Co-founder
FoodCloud

Aoibheann O'Brien, is co-founder of FoodCloud which provides innovative solutions for surplus food for the food industry. Before becoming a successful and recognised social entrepreneur, Aoibheann worked as an investment banker in London. Aoibheann has been recognised for her efforts with awards, including the SEI Impact Award, Ben and Jerry's Join Our Core Winner and the 2016 Green Awards. Aoibheann has a BA in Law and Accounting and an MSc in Environmental Science.



Andrew Bradley
Director
Bradley Brand & Design

Andrew Bradley has been at the forefront of brand and design thinking in Ireland for over 20 years, proud to have created some household brands such as Applegreen, Keelings, . He is at his creative best when working with SMEs who want to disrupt or differentiate themselves. Not afraid to ask awkward questions, or roll his sleeves up, Andrew's objective is always to do what is best for the brand, in order for it to realise its potential.



Andrew Langford
Sales Manager
LineView Solutions

Having spent 35 years working with High Reliability bespoke electronics, a new challenge was needed. The opportunity to work with OEE monitoring equipment has proved to be just that. Having worked in engineering development, purchasing and sales, allows Andrew to empathize with all aspects of the customer journey. Since joining LineView, Andrew has been helping many sites improve performance on their quest to World Class OEE.



Brendan Stamp
Managing Director
Guardian Fire & Security

An acknowledged expert in the field of fire protection and at the fore of Industry thinking, Brendan Stamp has almost 20 year's direct experience with a wide variety of clients and sectors, including some of the largest manufacturing sites in the country.

Founder of Guardian Fire & Security in 2004, Brendan is passionate about helping businesses meet their obligations under fire & life safety law.

An Electronic Engineering graduate of W.I.T. and

a member of the Institute of Engineers of Ireland, Brendan is also a qualified trainer and is certified in Theory/Design of Fire Detection & Alarm Systems to Irish Standard 3218.



Breda Quigley
Managing Director
The Q Café Company Ltd.

The Q Café Company Limited is a privately owned niche Irish catering company, which was established in 1999 by Breda Quigley with the objective of bringing a fresh approach to food service offering an innovative approach to food services in contract catering.

Breda possesses an ardent and passionate interest in good food constantly seeking new food experiences and trends within Irish Artisan suppliers. She seeks to incorporate the best product range and emerging trends into everyday catering services.



Brendan McBride
Executive Performance Coach
Inside Out ®

Brendan Mc Bride helps business leaders, managers and executive teams create their future success now enabling them to achieve peak performance and maximize their earning potential. He works with global and S.M.E organizations throughout Europe, USA and Asia. Prior to coaching, he has worked in corporate commercial roles for over 20 years within the Food & Drink industry. He is a competitive ultra endurance sporting athlete, motivational speaker and father to four teenage children.



Colin Ross
MD – iASC Atlantic Seafood Company
of Ireland

Colin is Managing Director of the iASC ATLANTIC SEAFOOD COMPANY of Ireland, which is focussed on producing, marketing and commercialising value-added, innovative and sustainable Irish seafood products to a premium, global, gourmet audience. James Grimes fulfils the role of Production Director.

To date, the company has won several awards for innovation, including 2016 & 2015 World Food Innovation Awards and is one of the IFE Top 100 best new products 2015. iASC was also shortlisted for "Britain's Next Top Supplier" and was the first Irish winner of the Prix d'Elite, in 2015, for the Best New Seafood Product Line. iASC is also a part of An Bord Bia's Origin Green initiative.

Colin has been managing the success of brands across multiple industries over a 20 year period and has worked as a Marketing and Country Manager for Heineken, and has successfully set up a hospitality business, which now includes a restaurant, nightclub and bar within its portfolio. Colin & James also founded Prestige Catering, whose clients include PM, Avery Dennison, E&Y, Cork Opera House, ESB Ireland, Calor Gas, Moog and more.

Both James & Colin have also had a decade of

experience within project management and as a consultants for various companies including playing a key role in the marketing and sales development for a number of fledgling businesses.



Carla McKenzie
Managing Director
Mya consulting Ltd

Carla McKenzie is the managing director of MYA Consulting Ltd.

She has worked in the catering industry for more than three decades and is well regarded in the UK and abroad for her visionary design expertise. Before joining MYA Consulting in 1996, Carla ran the extensive catering operations at the Royal Festival Hall and Southbank Centre.

Carla is committed to reducing the carbon footprint of the catering industry and is a regular speaker at professional development seminars.

Carla is also a keen motorcyclist and uses bikes for work, pleasure and charitable causes. She's also tried several different types of electric motorcycle and will soon ride further on many more.
www.mya-consulting.co.uk



Caroline Keeling
CEO
Keelings

Caroline Keeling is the CEO of Keelings. Keelings is a 100% Irish-owned family business which started producing fruits and salads on their farm in the 1930's supplying produce to local Dublin markets. Keelings are focused on growing and sourcing the best fresh produce from around the world.

The Company has expanded to its current size with 5 divisions – Keelings Retail, Keelings Farm Fresh, Keelings Market, Keelings International and Keelings Solutions. Keelings is headquartered in FoodCentral, Co. Dublin, Ireland but has operations around Ireland, in the UK, Europe and Asia. Keelings employs approximately 2,000 people and has sales of approximately €300m.

Keelings launched its branded range of produce into stores in 2010 and since then it has gone from strength to strength. Kantar Worldpanel recently disclosed the Top 100 FMCG brands in Ireland, ranking Keelings at #22 this year. As well as the standard range of punnets, the brand has also released a number of innovative products including the family platter, the twin pack and the Snack Pot range.



Cait Coyle
Lecturer in Earth Science
Institute of Technology, Sligo (IT Sligo)

Cait Coyle is a Lecturer in Earth Science in the Department of Environmental Science at IT Sligo. She is the current Programme Chair for the BSc. in Agri-Food Science at IT Sligo. Cait is an affiliated member of the Centre for Environmental Research,

Innovation and Sustainability (CERIS) at IT Sligo. Her research interests include Functional Land Management to support sustainable agriculture, soil structural quality and compost quality. Through her research projects, she has established collaborations with Ulster University and Teagasc. Cait is a Chartered Waste Manager with the Chartered Institute of Wastes Management (CWIM) and has a special interest in food waste management. Prior to becoming a lecturer, she worked for more than ten years as an Environmental Consultant, specialised in land and water quality, in Ireland and overseas.



Callum Poole
Business Development Manager
Herbst Software

Callum Poole is a National Business Development Manager at Herbst Software, based in Dublin. He has a BA. Hons International Business and German degree from Dublin Institute of Technology. He is a fluent German speaker and spent one year studying in Aachen, Germany. Having completed his four year degree he joined the McAfee graduate program where he held a role in Lead Generation. Upon joining Herbst Software, Callum assisted in the management of strategic accounts and development of the Herbst Software business in Northern Ireland and the United Kingdom with focus on the Food market. Callum's current role involves creation of sustainable growth for Herbst Software and its customers.



Colum Gibson
Environmental Consultant
Clean Technology Centre, CIT

Dr. Colum Gibson is an environmental consultant and researcher with the Clean Technology Centre (CTC) at Cork Institute of Technology. CTC has been a leading organisation in the field of prevention since being established in 1992. Colum is currently involved in a number of different national programmes funded under the EPA's National Waste Prevention Programme including Stop Food Waste, Local Authority Prevention Network, Green Healthcare and Green Business. In addition, he is leading a research project investigating the main types and causes of food waste generated in a variety of commercial businesses with a view to providing information and techniques on how best to prevent this waste.



Cian O'Mahony
Chief Science Officer
Creme Global

Cian O'Mahony is Chief Science Officer at Creme Global, a data science company specialising in predictive modelling and software. His background is in pure and applied mathematics, holding a first class honors degree from University College Cork followed by postgraduate studies in applied mathematics and pharmacy. He currently leads a team of analysts developing exposure, intake and risk assessment models in a number of areas including pesticides, food safety, predictive microbiology, nutrition, personal care products and cosmetics. Many of the models and analyses developed by his

team at Creme Global are now built into a range of applications used by regulators, industry and academia worldwide.



Ciaran Hurley
Senior VAT Partner
CKH Fiscal Services

Ciaran Hurley is a Senior VAT Partner in CKH Fiscal Services, with a previous Revenue background at senior level in VAT policy and tariff classification of goods. Over the past 25 years, Ciaran has worked closely with the Irish food and drinks industry in establishing the correct rates of VAT that should apply to specialty and borderline products. Current clients include Boots and Laro Foods (Tayto).



Conor Kilduff
Sales & Marketing Manager
Keelings

Sales & Marketing Manager, Keelings



Colm O'Brien
Founder
Colm O'Brien Motivation

Colm O'Brien's first business failed! He is a Dub who moved to Limerick in 1998 to operate the Bewley's Café Franchise on Cruises St, the ultimate failure of which in 2005 led to his founding Carambola – School Lunches Sorted that now supplies packed lunches to 23,000 children daily all over Ireland from Letterkenny to Tralee, Dundalk to Wexford. Carambola has a turnover in excess of €6.5m annually and employs over 100 people.

His best-selling book, 'Feeding Johnny – How to Build a Business despite the Roadblocks', is a popular favourite amongst those looking to get more out of life and business.

Colm is a naturally relaxed public speaker and motivator and uses the ups and downs of his own Carambola story to inspire the listener to take one more step towards the Life and Business they really wanted all along.

Contribution is the cornerstone to his view of the world and to this end he volunteers on a handful of Boards – Blue Box (Chair), Irish Chamber Orchestra and has recently been appointed Chairman of The Lime Tree Theatre / Belltable Arts Hub.

His latest business venture, Colm O'Brien Motivation – a platform where he plans to use his vast experience to help SME business owners get more out of their business and their life – promises to be another resounding success following several successful seminars, the latest of which was held at Thomond Park and entitled "Take-off!"

The future looks bright.



Clio O'Gara
Head of Hospitality Solutions
Tierney's

Clio O'Gara, formerly Chief Marketing Officer of The Gleneagle Group, has recently joined Tierney's as Head of Hospitality Solutions. Clio is responsible for driving both the Aloha POS Restaurant Management Solution – the world leader in Restaurant POS Technology which is used in over 100,000 sites worldwide, and Guestline's tailor-made property solution offering full PMS, Channel Distribution and Website Digital Marketing.

Clio's timing in joining Tierney's – the Hospitality IT Experts across Ireland is optimal as the marketplace now demands the most up to date data, whereby business can understand their sales & marketing activity, what drives their customers behaviour, what creates an opportunity to acquire the customer and deliver repeat business. Clio has vast knowledge and experience in the hospitality Industry, with a focus on Revenue, Sales and Marketing. Combine these strengths with her love for technology creates a winning combination for the launch of our new generation POS and PMS Solutions. Tierney's are now the full solution for the Hospitality Industry with the latest state of the art technology and services partnered with 25 years experience, allowing Tierney's to ensure our clients businesses have the future proofed solution they demand.



Conor Lynch
CEO
Connector

Conor is an award-winning digital marketing expert with vast experience with local and global markets. Conor advises brands on innovation and business strategy and has worked in online marketing for almost 20 years. As well as working for technology brands like Sony, Huawei and Microsoft, he also works with food brands like Benecol, BWG Foods, Nature's Best, Natural Born Feeder and Bord Bia.

Operating from the Connector Open Innovation Studio in Temple Bar, Conor and his team manage Connector.ie, DigitalFood.ie, SocialMedia.ie and The Snapsy.



Darragh Reynolds
Marketing Executive
Codico Distributors

Darragh has a long standing career as a sales and marketing professional with B2B companies. He holds a Bachelors Marketing Degree and a Master's in Business & Management. His special interests include Marketing Strategy, Digital Marketing and Fitness.



Denise Murphy
Sector Manager Drinks
Bord Bia

Denise has been working with Bord Bia for 19 years.



Speakers

Initially working as a Marketing Finance Executive with responsibility for grant programmes supporting the exports efforts of Irish food and drinks suppliers. She is now category manager for Irish drinks suppliers across all categories.



Darren Greenan - Hands on Operational and Business Process Improvement, Lean Consultant – VFECTO

Having spent over 20 years in Operations roles in various manufacturing industries, Darren Greenan currently designs and delivers business improvement programs to the SME sector in Ireland and the UK. Vfecto are currently a listed provider of the Enterprise Ireland Lean Offer. Having implemented ISO9001 and other Management systems, Darren can offer a unique opportunity to optimise the integration of certified Management Systems and Lean.

Darren is qualified as a Manufacturing Engineer, and also holds an MBA.



David McKernan
Founder & CEO
Java Republic

David McKernan is a persistent, passionate and high-spirited entrepreneur, who has inspired and irritated in equal measure throughout a successful career in coffee.

He emerged from the cocoon of Bewley's to found Java Republic Roasting Company in 1999: This innovative company quickly became one of Ireland's most successful brands, and one of Europe's leading coffee companies.

Java Republic is notable for a distinctive vision: Premium, fresh handroasted coffee – with a conscience. From day one, David's aim was to raise awareness of real coffee quality, and to challenge abysmally low ethical standards in the coffee business. Both goals were soon achieved: Java Republic's coffee has won multiple awards for taste and quality, while those who grow their coffee beans saw fairer prices, and improved living standards from direct aid and infrastructure projects.

As the economic downturn hurt those closer to home, David then focussed attention on inspiring the Irish business community: Whilst stewarding Java Republic through some of the most challenging times any business could face, he also developed a reputation as a motivational speaker and campaigner for physical fitness as a driver for positive mental health. David is an engaging, charismatic and entertainingly egotistical speaker, who connects with audiences like a perfectly poured espresso.



David Waldron
Senior Business Consultant
CloudStrong

David Waldron is co-founder and Senior Business Consultant of CloudStrong Ltd. As a company founder

6 years ago, David has overseen the company transform from a solely Cloud based company, to a full ICT Provider and IT Managed Services Provider. With a background in IT and various other roles in the ICT Industry, David has a vast amount of experience built up over the last 16 years with SME's and IT. David was presented with the prestigious Microsoft Ireland Hosting Partner of the Year award by Cathriona Hallahan the MD of Microsoft Ireland, on behalf of the CloudStrong Team at the Microsoft WPC in Florida last year.



Dave Fitzgerald – Head of Sustainability and Business Continuity, Dairygold Co-Operative Society Ltd

Currently Group Head of Sustainability for Dairygold, Dave Fitzgerald has worked in the food and beverage industry for over 16 years. He has led sustainability programs across Europe and Africa and is experienced in developing business sustainability strategy and delivering and embedding sustainable business improvements.



Dermot Brett
MD
Pharmafoods

Dermot Brett has background in Biotechnology and Food Science. His formative years were spent in senior management with multiple food companies. Pharmafoods was established in 1995 by Dermot to supply processing/packaging and inspection technology to food and non-food industrial sectors.

Pharmafood's philosophy is to supply single pieces of equipment or systems that give our clients a distinct marketing advantage in the most cost effective manner.

Our aim is to surpass our client's requirements and expectations by introducing, where possible new equipment/processes and product ideas.

Our goal is to increase production, allowing greater flexibility and future proofing our clients, by delivering the most cost effective solutions and putting them ahead of the competition.

We have have designed developed and commissioned a wide range of packaging/processing solutions for many leading names in the food and non-food sectors throughout the island of Ireland. We are proud to be experts in our field enabling us to offer fully integrated packaging/processing solutions. Our partners, Mondini, Bilwinco, Limitech, Metalquima, Eagle and Digi are global leaders in packaging and food technology solutions.



Donal Kelly
Partner and European Patent Attorney
FR Kelly

As a European Patent Attorney and a European Trade Mark and Design Attorney, Donal represents research scientists, brand managers, and designers in protection and enforcement proceedings at both European and National level. Donal also

manages the global intellectual property interests of indigenous Irish innovators.

Serving as European counsel for multinational corporations, academic institutions, start-ups, and SMEs in the food ingredients, dairy, confectionery, convenience foods, and food processing industries has provided Donal with an understanding of the practical considerations of commercialising intellectual property relating to processing and supplying consumer foods in global markets.

But to achieve commercial success, you often need more than a good idea – whether your goal is to attract inward financing and investment, improve the capital value of your business, or secure an added revenue stream; you must capitalise on your intellectual property to give you a sustainable competitive advantage.

In this workshop, you can learn how intellectual property serves as a commercial tool, adding value to the innovative output of your business.



Douglas Gordon
Managing Director
Quest Utility Services Ltd

Douglas Gordon, Managing Director, Quest Utility Services Ltd., specialists in Energy and Water Efficiency technologies.

After graduating from TCD, Dublin, with a natural science degree (Geology & hydrology), Douglas joined Atlas Copco Ireland Ltd. and managed their rock drilling division, which dealt with quarrying, mining, exploration, construction and well drilling projects. His work lead to the formation of the annual conference 'The International Association of Hydrogeologists- Irish Group' which is still thriving nearly forty years later. In 1983 Douglas set up his own business to provide niche technical marketing, specialising in environmental instrumentation and contract monitoring services. These ranged from hydrometrics, a geothermal survey of Ireland, meteorology, gas leak detection and chromatography consultancy for Bord Gais and local authority landfill sites transitioning from dumps to lined and managed sites, local authority water management, including the introduction of pressure and flow data loggers, water metering and billing systems.

A return to college in 2006 for a business development course with the DIT Hot House Programme, that explored new ideas for a new business venture: Quest Utility Services Ltd.



Drazen Toic
Entrepreneur and Project Manager
Founder, Surf'n'Fries Ireland

- Project Management, Start-Ups, Business Development
- Specialties: Multilingual abilities in negotiations, business development, sales and marketing



Derek O'Herlihy
Managing Director
Phare Tech Services Ltd

Derek is the owner and Managing Director of Phare Tech Services Ltd. During his career, Derek has been delivering classroom training all over the world allowing him to bring a level of insight and expertise when he decided to form his elearning business. His experience in the classroom enabled Derek ensure that the creation of his elearning modules are engaging and interactive for learners to assist in the retention of the learning. Since 2010, Derek has worked with blue-chip multinational companies to help design, develop and implement their learning programs. Phare creates both bespoke and off-the-shelf modules which are compliant with the latest Learning Management Standards. Phare has also recently developed a Learning Management System which allows users to view modules on multiple platforms, from desktop, to laptop, to tablet, to smartphone in a completely flexible way.



Eoin Bara
Creative Director
Mór Irish Gin

In 2015, Eoin was a successful entrepreneur, having worked with the likes of Aer Lingus, 123.ie & Vodafone, it was all going well. Until he was asked, are you doing what you love. To which he answered. "I love gin" with a glint in his eye and a Gin & Tonic in hand.

Over the last 18 months he has opened his distillery in Tullamore, and is launching his first product this week, Mór Irish Gin.



Eugene Curry
Owner
Gene Curry Shop

Owner, Gene Curry Shop



Eamonn Merriman – Inspector, Ozone Depleting Substances & Fluorinated, Gases Team Environmental Protection Agency

Eamonn has worked with the EPA since 1998, primarily in the licensing and enforcement of large industrial and waste facilities. Following a recent spell as a Research Officer in the EPA Research Programme, he currently works within the Office of Environmental Sustainability where he is the EPA's primary contact for Fluorinated Greenhouse Gases (F-Gases) and Ozone Depleting Substances (ODS).



Elaine Lavery
Co-Founder
Improper Food Limited

Elaine Lavery is co-founder of Improper Food. Elaine graduated from University College Dublin with a 1.1. in Business & Law (BBLs) in Sept 2012. Together with her business partner Hannah, Elaine became a

graduate entrepreneur in 2013. Trading at farmers' markets initially, the young businesswomen spotted a gap in the Irish and international market for a modern Irish butter brand. Improper Butter is a new way of formulating, branding, packaging and promoting grass-fed Irish butter in response to many of today's food trends. The company currently supplies its line of butter products to independents and Supervalu (Ireland) and Ocado (UK) and other European and Middle Eastern markets.



Elmer Kerr
Sales & Marketing Director
PMM Group

Retail Specialist, Business Consultant, Event Speaker, Sales & Marketing Director of one of Ireland's leading retail marketing & merchandising companies, and Owner/Director of Wild Atlantic Good Food Company incorporating Lemon Leaf Café and Lemon Leaf Deli/Bakery in Kinsale, West Cork.



Ed O Flaherty
CEO
Dublin Spirits Ltd

Ed O Flaherty is co-owner of the Seapoint Clinic, Ireland's largest Cosmetic & Dental Implant Clinic established in 2007. He set up Dublin Whiskey Company in 2012 with plans for a whiskey distillery in the heart of Dublin looking for a more exciting industry! Got planning permission for the distillery and sold the company to UK based Quintessential Brands in March 2016.



Evelyn Cafferty – Food Safety Training Consultant – About Hygiene Ltd – Food Safety Training Consultants

Managing Director/ Food Safety Training Consultant, Evelyn Cafferty is a UCC Food Science & Technology graduate, member of IFSTI. She is a mentor with the 'The Future is Food' project developed by the TASTE Council of Ireland and Bord Bia and a judge at this year's Irish Food and Drink Awards.



Dr. Emma Feeney
Postdoctoral Research Fellow
UCD Institute of Food and Health

Dr. Emma Feeney is a postdoctoral research fellow in UCD's Institute of Food and Health. She has conducted research in children examining the role of taste perception on fruit and vegetable consumption, with a focus on bitter and sweet taste, and spent time as a postdoctoral researcher in the Penn State University studying the role of genetics in individual differences in chemethesis and food choice.

Emma also has experience in the area of functional foods development in Food for Health Ireland (FHI). She studied the metabolic effects of different protein hydrolysates, for Phase 1 of FHI, and now co-ordinates the human intervention studies side of the Healthy Cheeses Workpackage, examining the 'matrix' effect of cheese consumption on markers of

metabolic health. She has also conducted research examining dairy consumption and health, with a focus on cheese, in national surveys of dietary intake.

She is a regularly invited speaker to international conferences on nutrition, food and health, and has appeared in local and national press and on television to speak about various aspects of her work. She is also a keen advocate of science communication to children, and has been an invited participant to talks, TV segments and numerous events in this area.

Her research interests lie in the area of sensory evaluation, genetics and taste, the application of these to food choice, and the resultant metabolic effects of consumption on human health.



Emma Ellis
Director of Sales & Marketing
Radisson Blu Hotel Athlone

Emma has been working within the hospitality industry since beginning her career with the Thomas Reed Group in 2000, where she held the role of Restaurant Manager at the 40 Foot Bar and Restaurant. Emma's career flourished from there, bringing her to both Geneva and Singapore where she opened restaurants for an Australian restaurateur.

Returning to Ireland in 2007, Emma was appointed General Manager in Frangos, Dundrum Town Centre until 2009, when she moved into a Sales and Marketing role within D4 Berkeley and was later appointed the Business Development Manager with the Stephens Green Hibernian Club, a role Emma held until 2013. Prior to her current appointment as Director of Sales and Marketing at the Radisson Blu Hotel, Athlone, Emma held the position as Head of Membership at Dublin's RDS, a role she held for 18 months.

Throughout her career to date, Emma has gained a wealth of experience in the hospitality industry, having worked in a number of different areas over the last 16 years in Ireland and internationally. Emma has always shown flexibility and innovation within the business, supporting other teams when the business requires. Emma is highly committed, enthusiastic and hard-working, with proven abilities in the efficient management of large scale operations and more recently, Sales and Marketing Management. Well versed in the importance of high standards and delivering exceptional customer service Emma forges strong relationships with existing and prospective clients effectively developing businesses.



Dr Emily Crofton
Manager
Sensory Food Network Ireland, Teagasc

Dr Emily Crofton joined Teagasc in 2014 where she is managing the development of a national sensory science network called Sensory Food Network Ireland. The network brings together the sensory expertise and facilities of 10 institutions throughout Ireland, and is committed to addressing the documented needs of the food industry in relation to sensory food science.



Speakers

Emily completed a BSc in Food Science at University College Dublin followed by a Postgraduate Diploma in Education at NUI Maynooth. Following a brief period teaching at secondary level, her interest turned back to food and she undertook a PhD in the area of sensory and consumer science at University College Dublin. Her PhD research focused on the consumer-led development of healthy snack foods containing by-products of the brewing industry for the Irish market. She is experienced in applying a range of sensory evaluation techniques for product development and quality control applications, in addition to using both qualitative and quantitative research methods to study consumer behaviour.



Enda O'Donoghue
Sales Director
Catering Innovation Agency

- Sales director CIA Ireland.
- 20 years in kitchen design sales and execution
- Large and small projects from 10k to 2m
- Hotel and catering management background
- BA in business studies
- 3D design experience
- Innovative ideas for the future of kitchens
- Induction cooking future of kitchens the way forward.
- Time management and way kitchens are designed
- Health and safety



Eamon Howell
Trading Director
Musgrave Group

Eamon Howell joined the Musgrave business in February 2002 from Kerry Ingredients and was appointed to the position of Trading Director for Musgrave Retail Partners Ireland in December 2008, with responsibility for developing the trading strategy for the SuperValu and Centra brands.

Since his appointment Eamon has developed a robust trading platform that has played a significant role in the growth of the SuperValu and Centra businesses through fresh food leadership, product innovation and a strong value for money proposition for the consumer.

Eamon now leads a trading team of 188 and plays a pivotal role in directing the strategic approach to food retailing across the business.

Prior to this Eamon held various roles in Trading including Head of Trading Operations and Category Manager for Fresh Commodity.



Eamonn Quinn
Chairman – Kelsius
Director – yReceipts

Eamonn spent most of his career in the Family Supermarket Business Superquinn. Founded by his father Senator Feargal Quinn. He was active in the international Retail trade organisations in Europe and the USA. At the time of the sale in 2005 Eamonn was Deputy Chairman and Marketing Director.

Following the sale the family created a family investment office. Eamonn has been active in the earlier stage investments and will often take a board role where a more hands on approach is required. The focus in recent years is in retail technology. More recently he has appeared as a panellist on Dragons Den identifying promising entrepreneurs to give seed investment. Eamonn is currently Chairman of kelsius a digital food safety business, a direct or of yReceipts, a digital receipt business based in London and Nualight an LED lighting business focused on retail applications.



Fabio Sansovini
Project manager
Frilli srl

Fabio Sansovini is consultant with Frilli srl, where hold the position of Project Manager.

Graduated in Chemical Engineering in Rome University in 1978, worked for CTIP, as process engineer for petrochemical plant design.

Since 1986 is working in the ethanol plant design, for company involved in such field .

He has collaborated with Frilli Costruzioni Industriali, Frilli Engineering, Green Engineering and Frilli srl covering successively the positions of Process Manager and Project Manager.



Fergal Murphy
Commercial Director (Ireland)
Kingspan Insulated Panels

Commercial Director (Ireland), Kingspan Insulated Panels



Fiona Uyema
Founder and Owner
FUSED by Fiona Uyema

Inspired by her time in Japan, Fiona Uyema created FUSED a range of flavoured soy sauces for your everyday cooking. Fiona is an award winning cook, food writer and author of cookbook "Japanese Food Made Easy". Her recipes are regularly featured on newspapers and magazines and her food story has been broadcast on Irish TV and TV screens across the world.



Fiona Dillon
CEO
Tumbledown Media Ltd

Mother of four Fiona Dillon is CEO of Tumbledown Media, a marketing company dedicated to promoting healthier eating for children. She is the creator of the children's character Freddy Buttons, has published seven books and is currently working on a Freddy Buttons app and TV series to help engage children with healthier food and where it comes from.

As a seasoned broadcaster, certified trainer and speaker, Fiona is more than qualified to show

even the busiest families how small changes to their lifestyle can change their approach to food. She regularly appears on national TV and radio shows and is currently the Food Correspondent for KCLR96fm. She is a reviewer for TheTaste.ie and a feature writer for Irish Country magazine.



Frank Coombes
Director
Coombes Corporate Finance Ltd

Frank Coombes (FCA) is a fellow member of the Institute of Chartered Accountants of Ireland. Frank has over 20 years experience in Corporate Finance, gained in both Industry and Practice, and this includes the following:

- Founding Director of specialist corporate finance company Coombes Corporate Finance Ltd ("CCF"). CCF specialises in advising SME and owner managed businesses in raising funds, acquisitions, disposals and financial planning.
- Oran Waste Ltd – Frank was Group Strategic Director, reviewing the strategic direction of the UK division of the group and identifying and executing further acquisitions.
- Deloitte – Director of Corporate Finance – Frank founded and lead the corporate finance team in Cork where he had the largest corporate finance practice outside of Dublin.
- Irish Life & Permanent Plc – Frank was Executive Finance Manager (Retail) responsible for all aspects of internal management reporting within the Retail Division and a cost budget of €85m
- Frank qualified as a Chartered Accountant with Arthur Andersen, the fifth largest accountancy practice in Ireland at the time.



Fred Logue
Partner
FP Logue Solicitors

Fred Logue is a solicitor specialising in all aspects of Intellectual Property Law. He mainly advises technology and digital businesses on matters such as patents, copyright, trade secrets, data protection, science, R&D and technology transfer. What sets Fred apart from other lawyers is that he has a science doctorate. Before qualifying as a solicitor he worked for some of the world's leading technology companies in a range of roles including R&D and manufacturing therefore Fred can really talk the language of digital business and translate real-world problems into legal solutions.



Gerard Tannam
Owner
Islandbridge Brand Development

Gerard, a serial entrepreneur, brand-builder, and Kickstart Your Business expert on Newstalk, has a soft spot for the all-important but often ignored customer. Gerard has built brands with Topaz Energy, Maldron

Hotels, Marathon Sports Travel, The Louis Fitzgerald Group, AIB Private Banking and Age & Opportunity.



Gerry Hughes
Coffee Quality Trainer
Java Republic

Having worked in the service industry for over 20 years I bring much to the coffee table. Knowledge is one thing, art is another... but knowing how, when and why to train a person in the skills needed to create great coffee... now that's a different story. I have worked in the Irish coffee industry with Java Republic for the past 14 years and created the first independent Irish national Barista finals.

Since then I have been heavily involved in the SCAE Irish chapter. Judging in the Barista and Latte Art championship finals for a number of years. I have also been heavily involved in running the Irish Barista semi-finals held bi-annually in Java Republic, Dublin. Being an AST (Authorized Specialty Coffee Association of Europe Trainer) is a privilege and I run SCAE courses on both Barista & Filter coffee at Foundation, Intermediate and Professional levels. I have diversified into the wine industry where I have a level 2 WSET (Wine & Spirit education Trust) certificate, bringing this knowledge into my work.



Gene Leonard
Managing Director and Principal
Consultant – LBS Partners

Gene Leonard is the Co-Founder and Managing Partner of LBSPartners (formerly Lean Business Systems). He specialises in Lean Policy Deployment, Leadership Development and Lean Programme Design. As a thought-leader in the Lean sector, Gene develops professional services and training programmes for national and international clients and supports continuous professional education of consultants and trainers. Gene also manages all LBSPartners' strategic alliances with like-minded companies interested in the propagation of operational excellence in Ireland.



Gilmar Uyema
National Account Manager ROI & NI
SCA – Hygiene & Forest Products Company

Gilmar Uyema has over 10 years FMCG experience in Ireland working for companies including SCA Hygiene Products, Birds Eye, and Kerry Foods across functions from category management to sales. Gilmar has also worked overseas in distinct markets in retailing and manufacturing his vast and complex experience has given him the capability to generate strategic insights to fuel businesses and deliver sustainable growth. Gilmar Uyema has a BA in Business Management.



Grainne Walsh
Founder & Managing Director
Metalman Brewing Company

Grainne Walsh is founder and managing director

of Metalman Brewing, a microbrewery based in Waterford city. Grainne left behind a career in IT to jump headlong into the beverage industry in 2011, contract brewing the first Metalman products at a microbrewery in Tipperary while building the brewery in Waterford city. The brewery has undertaken several expansion projects since its inception, including a brewhouse upgrade and the installation of the first canning line at a microbrewery in Ireland. When she's not working she likes to hang out with her husband and 2 dogs, although there's often beer involved in that too.



Graham O'Reilly – Strategic
Development Director: Agri-food &
Drinks – Kuehne + Nagel Ireland Ltd

Graham has over 20 years experience in the Logistics Industry across administration, operations, management and sales roles. Having started his career with a local Irish company, Graham progressed through two Multi-national freight companies, joining Kuehne + Nagel in 2011. He has held senior positions in Ireland, the UK and Belgium, is a Graduate of the Marketing Institute of Ireland and holds a Diploma in Transport Management from the Dublin Institute of Technology. Graham is responsible for Strategic account development and has been instrumental in delivering customer solutions on behalf of Kuehne + Nagel's client partners across Ireland, Europe and the US.



Howard Knott – M.A., FCILT.
Logistics Consultant
Irish Exporters Association

Thirty years' experience in the shipping and Forwarding Industry followed by ten years with the Irish Exporters Association developing the organisation's Trade Facilitation and Supply Chain capability. Has represented the organisation in a number of EU backed Logistics projects and at a number of Oireachtas Transport Committee hearings. Has spoken at a number of international Conferences on intermodal transport. Columnist with "Fleet Transport", compiles "Fleet Maritime" and has contributed to a number of other leading publications. Passionate Sailor.



Ingrid De Doncker
MD
IDD Consult and e-Quiddity

"Open your Mind, Improve your Skills, Maximise your Tools".

Ingrid, originally from Belgium, is founder of IDD Consult, a company that focuses on increasing your business's profitability by reducing cost upfront and by designing "value beyond cost savings" procurement programs.

IDD Consult assesses, trains and up-skills professionals to impact positively on the procurement life cycle outcomes. Ingrid is lecturing the new Level 8 Certificate in Procurement Management for UCC and has judged for the National Procurement

awards. She and her award winning team elucidate "the Science of Buying", for end to end sourcing and contracting needs.

Prior to embarking as an entrepreneur in Procurement Excellence, Ingrid developed and managed the tender program for direct and indirect spend for Musgrave Group. During the previous 10 years, Ingrid worked in various corporate procurement roles such as EMC, Boston Scientific, GSI. Current client base come from various backgrounds such as airports, public / semi state bodies, sales companies, manufacturers, retail, pharma and IT. Their engagement and her ever-lasting hunger for learning and improving continuously fuels her blended decision making intelligence expertise.



James Kelly – MRIA
Cregan Professor of History
Dublin City University

James Kelly is co-editor of Proceedings of the Royal Irish Academy, section C, a peer-reviewed journal which publishes original research papers primarily in the fields of archaeology, history, Celtic studies, linguistics and literature. James Kelly's main research interests lie in the areas of Irish political and social history in the period 1660-1820. His publications include That damn'd thing called honour: duelling in Ireland, 1750-1860 (1995); Clubs and Societies in eighteenth-century Ireland (edited with Martyn Powell) (2010); and Irish and English: essays on the Irish linguistic and cultural frontier, 1600-1800 (edited with Ciarán MacMurchaigh) (2012); Sport in Ireland, 1600-1840 (Four Court Press, 2014), and (edited with Elizabeth FitzPatrick), Food and drink in Ireland (Royal Irish Academy, 2016).



James Kavanagh
Co-Founder
Currabinny

James Kavanagh has been hurtled into the public eye over the past six months due to his over-active, humorous Snapchat account (JamesKava). The 26 year-old keeps his viewers entertained with consistent scare Snaps of his boyfriend William, cooking demos, appearances from his alter-ego Veronica Sachs and the general trials and tribulations of his whirlwind life. While his audience comes for the humour, they also stick around for the other, less trivial stories James likes to tell. Recently, he has been raising awareness around mental health and often shares his feminist and anti-bullying views. James reaches and influences an audience of over 20,000 people daily. He has also made the leap into the food world with the launch of his new food business Currabinny. He'll be selling food, alongside William, over markets over the next year or so all with the goal of one day owning a cafe.



Dr James Kennedy
R&D Manager – Taxation
Mazars

James has been a R&D Manager of Mazars since



Speakers

January 2016 with and works in the Taxation Advisory Services Department.

James previously worked at Allergan Pharmaceutical and Boston Scientific in operational and technical roles. Prior to joining Mazars, he was a staff member of Athlone Institute of Technology, where he lectured for over 13 years in Polymer Engineering and Mathematics in the school of Engineering and was Director and Senior Research Fellow of a R&D Centre specialising in MedTech, Pharma, Engineering, Food packaging and Additive Manufacturing. He has overseen the successful completion of over 1300 industry projects, whilst securing over €5 million in funding from various sources i.e. SFI, EI, H2020 and private enterprise. He has also completed over 150 innovation vouchers and a number of innovation partnerships as well as European funding. James was also an IOTI policy advisor for UASnet and an IOTI representative for Research Prioritisation. He was also the European COST Irish representative for the improved protection of medical devices against infection. James is a member of the Board of the European Medical Polymers Division of the Society of Plastic Engineers as well as a Chartered Engineer with Engineers Ireland. James is also a Science Foundation Ireland Principle Investigator and has published over 100 peer review journals, book chapters and conference proceedings.

Within Mazars, James manages the R & D department to ensure its effectiveness in completing projects in line with key performance parameters including time, cost, quality and completeness. He also prepares projects briefs, ensuring that projects are clearly defined to meet client requirements and company performance criteria.



Jane Manzor
CEO
Manzor Marketing

With over 15 years' experience in the food and beverage sector (Kepak, Unilever, Valeo Foods), Jane Manzor (CEO) brings a wealth of experience to her clients with a particular emphasis on the SME sector. Growing up in two family businesses Jane was immersed from a young age in a strong business culture. She has always had a strong interest in marketing and in particular in the food industry.

A continuous learner, Jane has recently completed training courses in digital marketing (Masters DCU), event management & PR (The Fitzwilliam Institute), and train the trainer (Professional Development).

She is a passionate, organised and data obsessed marketer, who is focused on results driven marketing.



James Doherty
Founder, Managing Director
Sliabh Liag Distillery

Following a successful corporate career James with his co-founders has set out to "reclaim the distilling heritage of Donegal" with the Sliabh Liag Distillery. The Silkie, blended Irish whiskey was launched recently. He is Chairman of the Porterhouse and has

held Managing Director positions at William Grant & Sons Distillers, and at brewers Foster's International and SABMiller in Asia. His career started growing Tea and Coffee in Zimbabwe and Malawi, before finding his vocation in drinks and has now operated in over 150 markets. A knack for simplifying and innovating he has launched and developed brands in complex international markets that now include Donegal. James returned to Ireland with his family to fulfill his ambition of building his own business. He is sport mad, a full time has been, particularly in rugby and golf and an enthusiastic but poor fly fisherman.



John Whelan – International Trade Consultant, Former CEO, Irish Exporters Association, Chairman

John F. Whelan BSc. MBA.

John is an independent consultant specialising in international trade. He was appointed export industry adviser to the AIB group in January 2014.

He is the former chief executive of the Irish Exporters Association and chairman of the Institute of International Trade.

He is chairman of the EU funded Access 6 project to assist the development of small food and drink businesses on international markets with support from Scottish Enterprise, Invest NI and Bord Bia

On a day to day basis he has been advising Irish exporters large and small on their international trade financing, their export strategy, the associated new product development, sales and marketing and taken client companies on many trade missions across the globe.

He is well known for his many published papers on international trade matters, both nationally and internationally. He has regularly presented on TV and radio on a range of international trade issues. He has been a guest lecturer at a number of international forums across Europe and Asia, including the UN International Trade Centre in Geneva and the World Customs Organisation in Brussels. He is author, co-author and editor of a number of books including;

- Working with Channel Partners—a guide to international sales channel management
- Intellectual Property Management – A Guide for Exporters
- Irish Exporters Essential Handbook
- Transport and Trade publication.
- Export Ireland Survey and International Finance Review
- North Atlantic Trade and Transport Study
- Selling Services Internationally – a guide to services exporting.
- Export Credit Insurance – a means to better exporting

He is an Honorary Life Member of the Royal Dublin Society (RDS), a member of the Kildare Street Club, and Naas Golf Club, as well as being active in choral groups.

He is married to Margaret Shanahan, and they have

8 children.

Contact details;

John F. Whelan
Commons Upper
Celbridge, Co Kildare, Ireland
E-mail; John@FWHehan.org
Mobile 087 9271243



John O'Callaghan
Head of Credit
GRID Finance

John has 25 years' experience in banking and financial services having worked for Bank of Ireland, EBS and Postbank. He led the set-up and development of Postbank's credit department. He has an MBA from University College Cork, an Advanced Diploma from the Chartered Institute of Management Accountants and is a Personal Insolvency Practitioner.



John Kearns
Chief Executive
Partas

John Kearns is Chief Executive of Partas, a social enterprise with over 60 staff, working to foster entrepreneurship, business training and social economy since 1984. Partas also operates four Enterprise Centres and a micro-loan fund and conducts research on a national and EU level into many areas of social policy, particularly innovation, entrepreneurship and social policy. He has also worked with partners throughout Central and Eastern Europe in developing their social enterprise policies and practices.

Prior to his current position he was a senior manager in financial services and also started many other businesses. He has held advisory roles at local and national level and is now heading up a new initiative to develop the Tallaght area called the 'Social + Local Enterprise Alliance'. The first three businesses being developed are in the area of artisan food and drink.



John Lynch
Sales Manager
Down2Earth Materials

As sales manager of Down2Earth Materials – Ireland's award-winning compostable packaging specialists – John Lynch knows that there is still a lot of confusion in the food and hospitality industry with regards to the terms 'Biodegradable' and 'Compostable.' With his presentation John aims to explain and show how vastly different they actually are, and why the two terms should no longer be interlinked.



Jonathan McDade
Senior Executive – Alcohol Beverage
Federation of Ireland, Ibec

Jonathan is Head of the Irish Brewers Association and is a Senior Executive with the Alcohol Beverage

Federation of Ireland. Jonathan has over ten years of experience working on a variety of communications roles including four years at Murray Consultants. Specialising in public and corporate affairs, he has worked for a wide range of clients including Sisk Group, Stobart Air, Three Ireland, the Referendum Commission and the Radiological Protection Institute of Ireland. Jonathan's political experience includes work as Senior Press Officer for the Ireland for Europe Lisbon treaty referendum campaign in 2009 and prior to that he was a Parliamentary Assistant for Ruairi Quinn, TD.



Judy McCullagh
Trade Mark Attorney
Tomkins & Co.

Judy McCullagh is an experienced Trade Mark Attorney, and deals with all Trade Mark matters including pre-filing clearance searches, the prosecution of trade mark applications and contentious matters including oppositions, revocations and invalidations. She also advises on Trade Mark infringement and passing off matters.

Judy has advised in relation to Trade Mark selection and protection for a broad range of Clients operating in the food and beverage industry including micro-breweries, restaurants and all manner of food producers.



Julianne Forrestal
Executive Craft Chef
Sodexo

Julianne Forrestal our Executive Chef for Sodexo drives the vision of craft development for Sodexo in Ireland. She is a passionate advocate of Irish foods and provenance and loves to share this with her team. Her background in education and training demonstrates her desire to pass on her skills and knowledge to the Sodexo Craft Team. Regular craft forums and menu development days are essential in cultivating this learning experience. Day trips to meet local farmers and artisan suppliers give her chefs a more holistic understanding of the food they prepare. She has a job swap initiative, giving chefs the opportunity to temporarily swap positions and learn new skills in kitchens around the country. In addition Julianne works with Derry Clarke who mentors and guides the hospitality suite of training.

QUALIFICATIONS

- NTCB Chef qualification Level 1 and 2
- Fetac level 7 in advanced gastronomy and kitchen management
- Level 8 degree in education and training from Dublin City University
- CIEH food safety Level 3
- IOSH managing safety Level 3
- Masters in Environmental Health and Safety in DIT Cathul Brugha Street.

RELEVANT CAREER HISTORY

- 2015 – Present Executive Craft Chef, Sodexo
- 2006 – 2014 Chef manager, Bord Bia

- 2005 – 2006 Restaurant Garcon, Montreal
- 2003 – 2005 Chef manager, Bord Bia
- 2002 – 2003 Pastry chef, Chapter One
- 2001 – 2002 Pastry chef, Thornton's
- 1999 – 2001 Pastry chef, Shanahan's on the Green



Jim Fitzsimons
MD
Riverwest Management

Jim Fitzsimons is Immediate Past President of the Institute of Management Consultants and Advisors, the representative body for the consultancy sector in Ireland. Jim set up and is Lead Partner in Riverwest Management, a company focussed entirely on funding for Innovation and growth. He has also worked as a Consultant for Intertrade Ireland's Innovation programmes for 12 years. In that time he has put together hundreds of Fusion projects across the island between SME's and Third Level Colleges. Mostly he has worked partnering companies in Ireland with colleges in Northern Ireland. Prior to that he worked in written and broadcast journalism, and held research, technical, marketing, sales and general management roles in food and agribusiness firms in Ireland, UK and all over the World. For over 2 decades, he has worked primarily in enabling SME's to do funded research in universities and colleges across the Island and mentors many companies with the Fusion, Challenge, Elevate and Acumen Programs of InterTradeIreland. He develops funding proposals for firms in the start-up, bio-tech, food, regional development and energy sectors in the UK and Ireland. He has degrees in Agriculture and Animal Science from UCD and is a Certified Management Consultant. He has helped Irish and overseas companies to access funds for research and expansion from many funding bodies in Ireland and overseas.



John Sheils
Senior Relationship Manager, Treasury
Business Development – AIB

John Sheils is a CIMA qualified Senior Treasury Relationship Manager with 17 years experience in the dealing rooms of Ireland's two largest banks. During this time has specialised in the BTB (business to business) delivery of Foreign Exchange, Interest Rate & Cash Management solutions to a broad range of customers, including Semi State, Multinational and Corporate and Commercial companies.



John F. Whelan, BSc. MBA. – Chairman
Independent consultant specialising in international trade

John is an independent consultant specialising in international trade. He was appointed export industry adviser to the AIB group in January 2014.

He is the former chief executive of the Irish Exporters Association and chairman of the Institute of International Trade.

He is chairman of the EU funded Access 6 project

to assist the development of small food and drink businesses on international markets with support from Scottish Enterprise, Invest NI and Bord Bia

On a day to day basis he has been advising Irish exporters large and small on their international trade financing, their export strategy, the associated new product development, sales and marketing and taken client companies on many trade missions across the globe.

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- Transport and Trade publication.
- Export Ireland Survey and International Finance Review
- North Atlantic Trade and Transport Study
- Selling Services Internationally – a guide to services exporting.
- Export Credit Insurance – a means to better exporting



John Diviney
Director of Food Systems & Trading
Applegreen PLC

John joined Petrogas Group Ltd in August 2013 as Head of corporate Finance & Treasury. In July 2015 he became Director of Food Systems & Trading at Applegreen plc



James Hogan
Programme Manager
Green Business Programme

James Hogan, Green Business Programme Manager, Clean Technology Centre, CIT, Cork.

James Hogan is an Environmental Consultant and Project Manager at the Clean Technology Centre, based at CIT since 1995. In that time he has managed a wide range of resource efficiency projects both Irish based and International.

Since 2011, James has been Programme Manager of the Green Business Programme which is funded by the National Waste Prevention Programme.

The Green Business Programme is a free resource efficiency service for business which assists businesses to identify opportunities for reducing waste, energy and water consumption. Green Business has identified more than €10 million potential cost savings in 250 businesses in the last 5 years.



Speakers



James Withers
Chief Executive
Scotland Food & Drink

Scotland Food & Drink (SF&D) is the industry leadership body, established in 2007, to spearhead the industry's growth from £10 billion in 2007 to £16.5 billion by 2017. As a membership organisation, it seeks to support food and drink businesses of all sizes and scale to achieve their ambitions. The organisation has 350 companies in its membership of all shapes and sizes. James has been CEO since 2011.

The organisation brings together the range of industry organisations working within the food and drink industry in Scotland. It has defined a common purpose and developed an industry-wide strategy for growth. This level of collaboration, strongly supported by the Scottish Government and their enterprise agencies who are active partners, is now seen as a model for other sectors of the Scottish economy to follow.

Scotland Food & Drink has a focus on growing the sales of Scottish produce both in home markets and internationally and it seeks to develop Scotland's reputation as a Land of Food and Drink.

Prior to joining the organisation, James worked for the National Farmers Union Scotland and spent 12 years with NFUS in various roles promoting the interest of the nation's agriculture industry. He was CEO from 2008-2011.



John Wilson
Wine Critic
The Irish Times

John Wilson left college with a degree in History, and very little idea of what to do next. After a few years travelling the world, he joined the wine business, where he spent the next fifteen years. He has worked buying and selling wine at all levels of the trade in both the U.K. and Ireland. In 2001 he escaped, and embarked on a career in journalism. He is author of '101 Great Wines Under €10' and edited four editions of 'The Wine Guide', Ireland's best-selling wine book. He has contributed to various magazines, appeared on television, and has worked on local radio. He works as a consultant, and is wine correspondent for The Irish Times. Most of all, he likes a glass of decent wine.



Julie Dupouy
Champagne Brand Ambassador
Edward Dillon Ltd.

I was born in the South West of France, in the city of Agen. I come from a background where cooking and sharing family meals is really common place.

I think my passion for good food comes from my grandmother (my dad's mum) who was a primary school teacher and a very good cook. She would never (or very rarely) cook the same recipe twice. Her kitchen wallpaper, graph paper in style, was covered

in handwritten recipes that she liked.

From a very young age I was also passionate about perfumes and one of the best presents I ever got from my parents was a perfumer kit to create your own combination of aromas.

My very first significant memory of wine is from my 16th birthday. My Granddad opened a special bottle of wine from the year of my birth. I remember being very excited by the idea of it and I decided to start reading about wine and to try to understand it better.

A few months later, I told my parents that I wanted to become a sommelier.



Joanne Sweeney-Burke
CEO
Digital Training Institute

Joanne Sweeney-Burke is the CEO of Digital Training Institute, a Galway-based digital marketing and training agency. Joanne is a published author and is currently writing her second social media book. She is a writer for Social Media Examiner, the world's largest social media website and is also an international speaker. She will take to the stage at Twitter HQ in San Francisco next month on the subject of Digital Citizenship. A life-long learner Joanne holds a Masters Degree in Journalism and a Masters Degree in Digital Marketing. She hosts a weekly podcast called JSB Talks Digital and delivers monthly webinars on Big Marker, the world's largest webinar community. Her blog is a finalist in the 2016 Littlewoods Ireland Blog Awards Ireland. Find out more at digitaltraining.ie.



Joe Greaney
Director
WESTBIC

Joe Greaney is the Director of WESTBIC, the EU Business Innovation Centre for Ireland's BMW Region. Joe is a regular policy contributor at both EU and National level on many aspects of applied Innovation Support Services in the SME market. He has extensive experience in the Agri and Agri Food sector in the areas of strategy, marketing, innovation, finance and business development and plays a lead animation role in the development of new and established food producer clusters in the region. His other areas of expertise include Transnational Innovation Transfer, Entrepreneurship, Incubation, Private Equity Start-up Capital, the Innovation Process in the SME market and the relevant institutional framework, both in Ireland and in the EU.

Joe is a fluent Gaeilgeoir (Gaelic Speaker) and an accomplished tutor and trainer at both under and post graduate levels (up to post-graduate level at NUI, Galway). He is a Quality Auditor for the EU (DG Enterprise) quality assurance system among BICs across the EU and has delivered innovation relevant technical support to government institutions throughout the EU and outside. He is a former Director and President of EBN, the European BIC Network (www.ebn.be) and was a founding Director

of the Galway Technology Centre and the Irish BICs Seed Capital Fund. He has served two Presidencies of Galway Chamber of Commerce and the Council of Chambers Ireland.



John Harney
Marketing, Sales & Product Launch
France – Uexport

John's technical career was in Civil Engineering, a degree from UCC in 1981, then a first job for 3 years with a French Marine Civil Works Contractor, followed by a successful career in productivity implementation with US Consultants IMPAC; assignments across Europe from the mid-80s to 1999, with a break of 5 years from 1989 to 1994 in industrial services with Harsco based out of London. Then he set up www.businesscoaching.ie in 2000 and more recently started an initiative to bring Irish products to France under the banner www.uelexport.ie.

John has an understanding of many industry sectors though involvement in diverse projects over the years. Since originally coming to work in France in 1981 he has spent about half his working life in the French language while living in France and also in Brussels for 6 years, and during periods when based out of London and Helsinki.

Given his broad experience, John has taken on diverse and varied work over the years from strategy formulation at board level to sales coordination and product launch; the more recent assignments are listed below. His key focus is on people, developing their abilities and skills, imparting knowledge, management techniques and better ways of analysing situations; the objective view from someone who has worked inside more than 50 different organisations. The approach is to simplify, situations that may appear complicated, helping clients to focus on what's really needed and motivating them to successful conclusions.



Joe Barrett
CEO
Applegreen

Joe Barrett joined Applegreen in its second year of operation with a strong background in retail and fast moving consumer goods having worked for Tesco and John West Foods. Joe has over 20 years' experience in the retail industry and has a key responsibility for management and developing the Group's retail and food offerings. He has been instrumental in developing the Group's partnerships with its international food brand partners. He has a B. Comm and MBA from UCD.



Juan Valverde Ph.D.
R&D Programme Manager
Monaghan Mushrooms Group

Juan Valverde has over 10 years' experience working in the food and drink industry, in the public and private sectors, in policy and innovation roles. Dr. Valverde has worked with diverse stakeholders such as department policy makers, academia, marketing,

private enterprise, retails and the media.

As R&D Food Science and Technology Programme Manager at Monaghan Mushrooms, Dr. Valverde has implemented key strategic R&D programmes to service new industry trends and shoppers needs, in particular in the area of taste and nutritional development.

Over the last couple of years Monaghan Mushrooms has achieved competitive advantage by working across disciplines (supply chain, shelf-life extension, microbial safety re-categorisation and taste and nutritional development). Monaghan Mushrooms R&D Strategy is focused on improving the leading position and profitability of the company.



Kevin O'Brien
Managing Director
Craftbeer Growlers

Kevin O'Brien operates 3 business in the drinks sector in both the UK and Ireland.

- Craftbeer Growlers Ltd which is the driving force behind the growth of the Filling of Growlers with craft beer in the UK
- BWS E-Tailing operates as Irelands No 1 Online Craft Beer Retailer (thebeerclub.ie)
- O'Brien Retail Concepts runs 2 off Licences in the Dublin 15 Area under the banner of Carry Out.



Ken Lynch
Business Development Manager
BUNZL CATERING DESIGN SOLUTIONS

Ken Lynch is Business Development Manager for Bunzl Catering Design Solutions one of the largest consultation, design and fitout companies for commercial kitchens in Ireland.

A keen proponent of energy efficiency, waste management and future trends, Ken has built a reputation as one of the best consultants in the market.



Kevin O'Hara
Founder
Independent Brewing

Founder, Independent Brewing



Kevin Buckley
Manager, Europe, Food and Beverage
Inward Investment – Enterprise Ireland

Business development professional with outstanding experience in developing successful market entry and sales strategies with companies from start-up to large-scale in international markets.

- High level of technical skills coupled with hands-on management experience across diverse environments, regions and industries.
- Accomplished problem-solver with a mix of technical, engineering, and business expertise that lends itself to developing business

strategies, as well as positioning cutting-edge technologies for market introduction focussing on financial viability.

- Creative innovator whose opportunity identification, negotiation and resource planning has led to many strategic, profitable and commercially successful projects.
- Fluent in German and Italian.



Kay McCarthy
Founder and Managing Director
MCCP the Authentic Brand People

Kay McCarthy, Founder and Managing Director of MCCP – The Authentic Brand People has over 25 years in the global brand building experience.

Kay founded MCCP in 2008 to help clients find new ways to unlock the potential of authentic brands and importantly to create brand shaped organisations that can leverage this potential to create competitive advantage.

MCCP's rigorous approach to understanding consumer behaviour coupled with their experience of developing actionable strategies means that the results are sustainable.

MCCP The Authentic Brand People's global client list includes;

Heineken, Bewleys, Kerry Foods Service, AIB, Value Retail, Smurfit Kappa, Tourism Ireland, Failte Ireland, Aer Lingus and Communicorp

Prior to founding MCCP Kay worked as a Strategic Planning Director with EMEA and held global positions at the McCann World Group and worked client side at Diageo.

Kay was the selected speaker at the Cannes Global World Advertising Festival 2014 and Eurobest 2014



Katie Byrne
Manager of Local Business Outreach
UK & Ireland Yelp

Katie Byrne is the Manager of Local Business Outreach at Yelp, one of the world's largest consumer review sites. Katie works directly with business owners across the UK & Ireland to share best practice strategies in building their online presence and navigating the world of online reviews. She works with Yelp's Small Business Advisory Council as a liaison between Yelp and the small business community.



Keith Mahon
Founder and Managing Director
TheTaste.ie

Highly experienced Hospitality Marketeer and Online Managing Director with a passion for food, clever marketing and generating online revenue. For the past 8 years, I have concentrated on the Food & Hospitality market. Previously I was the managing director of Ireland.com for The Irish Times.



Kieran O'Toole
Head of Sales
DNA IT Solutions

Kieran O'Toole – Head of Sales. Kieran has over 30 years' experience in the IT industry in Ireland, UK and USA. Kieran has worked with Digital Equipment Corp., Data General Corp., Eurologic, Palm Corp. and PSI Mobile in engineering, sales and management roles, supporting customers in the technology, consumer electronics, commercial and international NGO sectors. Kieran works on a daily basis with organisations whose day to day business is totally dependent on the availability and reliability of their IT infrastructure. His principal focus is assisting these organisations to manage their IT infrastructure and IT operations in the most cost effective manner possible. Kieran is currently on the senior management team at DNA IT Solutions, who provide Managed IT Services to organisations in the Food and Drink, Financial and Distribution sectors in Ireland.



Kitty Smyth
Founder & CEO
Jingpinou

Kitty Smyth is Founder & CEO of Jingpinou, a cross-border b2b marketplace which is revolutionising the way in which Chinese buyers and European sellers in food and drink meet and transact.

Jingpinou is integrating with Chinese institutional investors, food service groups, retail buyers and service providers to provide a one-stop shop that solves multiple problems on the export and import side, and automates the sales cycle from first meeting to payment and delivery. The marketplace is using big data analytics to solve the problems that create inefficiencies for both buyers and sellers.

Before creating Jingpinou in 2014, Kitty was a business strategist based in Beijing, China, advising eminent Chinese businesses on investor relations aspects of their outward investment strategies. Her earlier career was in television and strategic communications, at the BBC and in Whitehall. Kitty has a Diploma in Mandarin from Peking University.



Larry Murrin
CEO
Dawn Farm Foods

Larry Murrin is Chief Executive of Dawn Farms. Established in 1985 the company now employs over 900 people across its three production plants in Ireland and the UK. Dawn Farms is the preferred cooked meat ingredient partner to many of the world's leading grocery and High Street Foodservice brands in over 40 countries worldwide. A former President of IBEC, Larry is passionate about the potential of the food industry in Ireland and serves on the Consumer Foods Board of Bord Bia and was a member of the Governments Food Harvest 2025 strategy group.



Speakers



Lee Tebbatt
New Business Director
ERIKS UK

Responsible for shaping supply chains for a number of the UK's best known manufacturers, Lee's wealth of experience across a variety of projects ranging from simple single sourcing to total indirect supply chain outsourcing has de-risked operations whilst generating six-figure savings from both technical and commercial improvements. Backed up by the ERIKS implementation and management team, these projects have lasted the test of time driven by ongoing Continuous Improvement programmes.

Educated at Loughborough University & Aalto University (Finland) followed by time at BSS Industrial before recently joining ERIKS to further strengthen the supply chain expertise.



Leo Molloy
Head of Product Ireland
ARYTZA

20 years involved in food business worked within Michelin Star outlets as a chef qualified in Food Science Managed large Production sites/NPD Manager across many sectors/Soups/Salads/Seafood/Breads/Patisserie. Account Manager for both National and International Accounts.

Working as Head of Product for Ireland within Arytza for 2 years extensive exposure to customers and suppliers within many Categories outside of Bakery to include protein suppliers/soup/salad/etc.



Lorcan Allen
Agribusiness, commodities & markets
journalist – Irish Farmers Journal

Lorcan Allen is a journalist with the Irish Farmers Journal and specialises in coverage of national and international agribusiness. He also specialises in coverage of global commodity and financial markets, with particular emphasis on dairy, grain and currency markets. He joined the Irish Farmers Journal after leaving university in 2013 having studied politics and journalism and has since completed a degree in capital markets and investments.



Liam Hanlon
Co-Founder
St. Mel's Brewing Company

Liam began his brewing career as an intern at Dublin Brewing Company in 2003 after graduating from NUI Maynooth with a degree in Biotechnology.

He went on to study a Masters in Brewing and Distilling Science at Heriot Watt university in Edinburgh before joining Carlow Brewing Company as head brewer in 2006. He co-founded St. Mel's Brewing Company in 2013 which he runs with his business partner Eoin Tynan.



Myles Doyle
Strategic Partner Manager
Nuapay

Myles has developed and marketed business applications to European banks and corporates over the last 15 years.

He is a specialist in helping ERP suppliers, accelerate their passive revenues through integrating high value business applications.



Martin Brett
Deputy General Manager
Gleneagle Hotel

I have been Deputy General Manager in the Gleneagle Hotel for the past 14 years. In that time I have pioneered and designed the Glen Way programme which has been rolled out across all our properties.

I was involved in the training and delivery of the Ireland's Best Programme, and in the Optimus Programme.

Prior to working for the Gleneagle Hotel Group I was Manager of the Quality Hotel Clarinbridge and Deputy Manager of the Quality Hotel Galway for a number of years.

From 1994 – 2000 I worked in the Brandon Hotel Tralee and was responsible for the Beverage, Nightclub and Bar operations, including the Rose of Tralee Festival.

I did my training with the Ryan Hotel Group from 1990 – 1994 where I completed the TMDP and was awarded the Graduate of the year on completion of the course.



Michael Creed - TD
Department of Agriculture,
Food and the Marine

Michael Creed TD was appointed Minister for Agriculture, Food and the Marine on 6 May 2016. Michael was first elected to Dáil Éireann in 1989. He has held several positions on the Fine Gael front-bench including; Agriculture, Fisheries and Food, 2007 – 2010, Health 1989 – 1993, Youth & Sport in 1993-1994 and Education; Arts, Culture & the Gaeltacht in 1994. He was first co-opted to Cork County Council in 1987. He was the Chairperson of Cork County Council for the period 2005/06.

Michael, a Macroom native is married to Sinead and has three children. Michael is currently a member of the Oireachtas Finance Committee. Michael's priorities for the remainder of the Government term include the pursuit of development on the N22 Macroom-Baile Mhuirne Bypass scheme and working with Cabinet to ensure the economic recovery reaches rural Ireland and constituencies such as Cork North West.



Margaret Clancy
Head of Global Sales
TransferMate Global Payments

Margaret is Head of Global Sales for one of Ireland's most innovative FinTech companies specialising in international payments. An Irish company, with offices worldwide, TransferMate allows clients to secure better exchange rates, eradicate bank fees and secure today's rates on future transfers when sending and receiving international payments. Margaret has been instrumental in the growth of TransferMate, which has processed \$6 billion in transfers to date.



Malorie Knoester
Food Manager
Coeliac Society

Originally from Canada, Malorie Knoester is a Registered Nutritionist and current Food Manager at the Coeliac Society of Ireland. Her interests lie strongly in nutrition and health education, foods and cooking. Malorie has years of experience in the nutrition industry working with allergies and intolerances and specialist health and food products in both Canada and Ireland. She is delighted to be working to support Coeliac Society members and various free from food producers and distributors throughout Ireland.



Marie Curtin
Managing Director
Temple Dairy

Marie Curtin, former Irish women's International soccer player from County Limerick embarked on a career in the food & beverage industry in 2013.

Through a partnership with her father, a dairy farmer, together they created Temple Dairy Chocolate Milk using their family's holstein freisian dairy herd milk supply.

Marie earned a Bachelor of Arts in Social Science from Hofstra University, New York in 2008 while studying on a 4 year full soccer scholarship.

Since then, Marie has come through the Limerick Enterprise Acceleration Programme and the New Frontiers Enterprise Ireland Programme and has gained much business knowledge as a result.

Marie continues to act as managing director for Temple Dairy and has won various awards since the launch of Temple Dairy:

- Ireland's Best Young Entrepreneur Limerick nominee 2014 and 2015
- Bank of Ireland's Start up Awards final 16 in Ireland for 'Best New Idea' in 2015 and final 8 in Ireland for 'best food and beverage' category in 2016.
- FBD Women's Agri-Award runner up in 2016
- Blas na hÉireann finalists 2015 & 2016



Mark McArdle
Group Sales Director
Intact Software

Mark McArdle is synonymous with Intact Software. Having spent years selling Intact Business Management Software directly into more than 300 SMEs, Mark now manages a team of direct sales personnel and is responsible for finding and appointing new partners internationally.



Dr. Mary A. T. Flynn
Chief Specialist Public Health Nutrition
Food Safety Authority of Ireland

Mary, a Dietitian, is Chief Specialist in Public Health Nutrition at the Food Safety Authority of Ireland. She is a Visiting Professor at the University of Ulster, Northern Ireland. She has extensive experience in the development and management of nutrition programmes in Ireland, Canada and the Middle East. Mary's work on childhood obesity has been highlighted by the World Health Organisation. She led the research teams that established the evidence-base for healthy eating and infant feeding guidelines in Ireland. She leads the calories-on-menus initiative – including the development of MenuCal, a free on-line system to help businesses support consumers in making healthy choices and as an obesity prevention strategy. In 2014 she was awarded the inaugural Public Health Nutrition Medal by the Nutrition Society (international body for nutrition science).



Michael Bell
CEO, Northern Ireland Food & Drink Association

Michael has over twenty-nine years experience in the food industry. He worked in the bakery trade in Northern Ireland and Malta for fourteen years. During this period he worked closely with major retailers and obtained a place on the senior management board of Ormeau Bakery.

Originally he obtained a Food Science (Hons) degree from The Queen's University of Belfast. He holds several other food related qualifications, a Chartered Scientist and a Fellow of the Institute of Food Science and Technology. He has been involved in developing NIFDA since its foundation in 1996. For ten years he was involved in developing Northern Ireland Food Chain Certification Ltd. In 2004 he assisted the merging of Taste of Ulster into NIFDA.

Michael is an elected member of the Northern Ireland Assembly Business Trust.

In addition to a passion for good food and drink, he enjoys sailing and hill walking.



Michael Clancy
Director – FDT Consulting Engineers & Project Managers

Director, FDT Consulting Engineers & Project Managers



Martin Lewis
Microbiological Technical Services
Manager – SAL

Martin Lewis has worked in the Food Testing Industry for 18 years providing microbiological technical support and consultancy services to wide range of food manufacturers, producers throughout the UK and Ireland. In addition to the technical support and training, his role at SAL includes the validation and development of new technologies to provide the industry with fast, reliable and cost effective test methods.



Dr. Maurice O'Sullivan Ph.D
Sensory and Consumer Scientist
University College Cork

Dr. Maurice O'Sullivan is the author of the recently published book "A Handbook for Sensory and Consumer Driven New Product Development: Innovative Technologies for the Food and Beverage Industry" published by Woodhead. He has worked in the food industry as a sensory scientist and flavour chemist for Diageo Baileys and Guinness as well as holding the position of Global Regulatory Affairs Manager for Diageo Baileys. He has also worked as a food technologist and process/product development scientist for the processed foods sector as well as a product development consultant to the dairy, meat, confectionary and beverage industries. He has a Ph.D. in Sensory and Consumer science from the Department of Food Science, University of Copenhagen, Denmark as well as MSc. and BSc. Degrees in Food Science and Technology from University College Cork (UCC). He has also worked in the School of Food and Nutritional Sciences, University College Cork as a sensory and product reformulation project coordinator on large scale multi-million euro research projects.



Michael Cowan
Head Boy - CEO
Manor Brewing Company

Michael has created and managed internationally recognized food and beverage brands across the globe, over a 25-year brand marketing career. He has worked with some of the biggest and most successful consumer goods marketing organizations, including Procter & Gamble, Diageo, PepsiCo, and GE, and has won several marketing industry awards. In Ireland, Michael has held roles as Marketing Director for both Red Bull and McDonalds, and was responsible for launching KP Nachos on to the market. In 2014, he left all that behind to start up the Manor Brewing Company, Ireland's highest craft brewery, launching MONT™ Irish Mountain Beer, now acclaimed as 'Ireland's best Pilsner'.



Michael Ciesco
Product Sales Manager
Black Swan Data

With over four years industry experience working with Blue Chip companies within the FMCG, Retail &

Financial sector I have a passion in disruptive brands and questioning the norm. Specialising in attention and the processing of visual information I work closely with multinational brands to analyse and optimise marketing assets across multiple channels.



Mark Boulton
Strategic Development Director
Cold Move

Mark's career has spanned over 30 years in the logistics industry and has successfully performed a number of senior leadership roles for multi-national third party supply chain organisations, most recently as a director for XPO Logistics Ireland. Having worked with global blue chip organisations across Europe in a number of industries, Mark brings a wealth of experience in supply-chain operations.



Matthew Havlin
Sales Engineer – Compressor
Technique – Atlas Copco Ireland Ltd

Sales Engineer – Compressor Technique, Atlas Copco Ireland Ltd.



Michael Gannon
Managing Director
Orbis Labsystems

Michael Gannon is the Managing Director of Orbis Labsystems, a company with over 25 years of experience in delivering laboratory informatics solutions to both large and small laboratories in the food and beverage industry. Michael and his team have a wealth of experience working with companies to achieve the 'lean lab', focusing on Laboratory Information Management Systems (LIMS) to improve quality and enabling 'farm to fork' traceability, as well as improving automation and the integration of systems, instruments and equipment. Orbis Labsystems has been the sole implementation and support partner of Thermo Fisher Scientific's laboratory software business in Ireland for many years.



Michael Murphy
ProU

Michael Murphy- ProU



Nicole Maher
Bakery Scientist
Campden BRI

Nicole Maher is Senior Bakery Scientist in the Bakery & Cereals Processing Department at Campden BRI and joined in 2011. Nicole studied Food Science at University College Cork (UCC).

In her role at Campden BRI Nicole is involved in many areas of the department. She has experience of test baking, new product development and working on research projects. Her main areas of interest include



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gluten free, high fibre baking, dough fermentations, and the use of interfacial techniques to characterise bakery systems.



Noreen O'Connell
Global Food Business Specialist
Optime-ize

Noreen is a Global Food Businesses Specialist & owner of Optime-ize Foods Limited.

Noreen works with Food & Beverage Businesses who are scaling their operations & products/brands for International markets. This is done through workshops, introducing frameworks & providing guidance on areas such as International operations & supply chains, consumer centric strategies, the Innovation process, technical operating models and key process for scaling your business, portfolio management, metrics & scorecards, talent best practices and building R&D capability.

The workshops & guidance are based on best practices in the global Food & Beverage environment, to develop & grow brands.

Noreen has extensive knowledge of the food & beverage business having worked Internationally for over 20 years and at executive level with PepsiCo for 12 years. Noreen led the International Technical centres for PepsiCo, providing services & support to 450+ manufacturing operations, in 112 countries, & spanning 300 products. Noreen also co- led a Global Operations Quality Council.



Niall Phelan
Founder
Rye River Brewing

An experienced Commercial and Operations Executive at VP/Director level with a proven track record of transformational change and strong leadership results.



Niall Rooney
Partner
FP Logue

Niall Rooney is a lawyer specialising in intellectual property, branding and marketing law with a focus on clients in consumer and retail sectors. Niall is a partner with FP Logue Solicitors in Dublin, a specialist commercial law firm that works with Irish businesses and exporters in technology and brand based industries.



Nichola Beresford
Managing Director
Anchor Spirits Ireland

Nichola Beresford is the Managing Director of Anchor Spirits Ireland which commenced trading in December 2013. Anchor developed the multi award winning Irish Whiskey Liqueur Muldoon and last year's winner of 'Best Irish Gin' – Thin Gin. A third product – Spike Island Rum – is about to be released in the coming weeks.



Olaf Fitzsimmons
Head of SME Banking – East
Ulster Bank

Olaf Fitzsimmons became the Head of SME Banking – East with Ulster Bank in September 2015, where he is responsible for leading a team of SME Bankers that meet the banking needs and support the growth ambitions of Irish SME's. Olaf previously held senior positions with the Bank's Corporate & Institutional Banking arm where he led teams that supported clients across a range of sectors, including most recently retail, distribution, leisure, energy and TMT. Olaf graduated with a Bachelor's Degree in Commerce from University College Dublin in 1996, qualified as a Chartered Certified Accountant from ACCA in 2001 and as a Qualified Financial Adviser from the Institute of Banking in 2012.



Orlagh Deegan
Training Consultant
Choice Training & Consultancy

Orlagh Deegan is dedicated to providing a high quality and professional training service. Her qualifications include ProfDip Education, MSC Business & Entrepreneurship, BSc Hospitality. She is a Food Safety Trainer & Consultant who also trains in the area's of Manual Handling, Fire Safety, First Aid & VDU.

Orlagh's professional memberships and licensing include the National Hygiene Partnership (NHP), Environmental Health Association of Ireland (EHAI), Food Safety Professionals Association (FSPA) and IOSH.

With a passion for innovative training, Orlagh's business provides total corporate training solutions including online, traditional, blended, branded learning management systems, bespoke course design, product simulation and virtual reality.



Odile Le Bolloch
Scientist
Environmental Protection Agency

Odile Le Bolloch is a scientist at the Irish Environmental Protection Agency, with over 20 years' experience working on sustainability and environmental issues.

She specialises in developing and delivering initiatives to promote waste prevention and encourage behaviour change in homes, communities and businesses across Ireland, and currently manages the successful Stop Food Waste programme.

Focused on communications and stakeholder engagement, Odile is passionate about working collaboratively to increase the understanding of waste prevention, to inspire change and to enable the adoption of the behaviours necessary to deliver a resource efficient society and economy.

She previously worked with Trinity College Dublin,

the Italian National Research Council (CNR), and Irish eNGO Birdwatch Ireland before joining the EPA in 1999.

Odile is also a regular media commentator on the issue of food waste and waste prevention, appearing on Irish television, radio and in print media.



Pádraig Cronin
Vice Chairman and Partner – Tax
Deloitte

Pádraig is a partner with Deloitte and vice-chairman of the Irish firm. Pádraig has over 25 years experience in advising Irish companies (both listed and private) and their shareholders/Management teams from a tax strategy perspective.

In particular Pádraig has worked with a number of Food / Beverage clients who have successfully executed a growth strategy that leverages their Irish domestic base while successfully managing substantial expansions abroad.



Dr Pamela Byrne
CEO
Food Safety Authority of Ireland

Dr Byrne holds a PhD in Environmental Toxicology from University College, Cork (UCC); an MSC in Aquatic Resource Management from Kings College, University of London; a BSc in Zoology from UCC and a Higher Diploma in Environmental Law from the University of Aberystwyth in Wales.

Prior to taking up the position of CEO at the FSAI in March 2015, Dr Byrne held the role of Director of Regulatory Policy and Intelligence with Abbott Nutrition. Having previously held senior positions in the Ministry of Agriculture, Food and the Marine, she has extensive experience of the food regulatory environment, as well as expertise in risk assessment and food safety management at both national and international levels.

During her time at the Ministry of Agriculture, Food and the Marine, Dr Byrne gained a deep knowledge of the food sector as an environmental toxicologist and risk assessor, and was instrumental in developing Ireland's research and innovation policy programmes in relation to food and the bio-economy. Dr Byrne also worked in the Cabinet of the European Commissioner for Research, Science and Innovation – Commissioner Maire Geoghegan-Quinn.



Naveen Bachani
Founder
Vada Pow Ltd

Naveen is a 2005 graduate alumni of Shannon college of Hotel Management. He has been part of Tifco Ltd group and worked in various department of their hotels in 2002 and 2004. Before moving to Ireland again he was involved in beverage and plastic packaging companies at Executive level. Presently he is working on his startup of Vegetarian food

company which provides vegetarian option solution for Hotels, Restaurants and Gastro bars in Ireland. The company produces spiced potato patty. He is also a part of 9 startups in National Food Works Program 2016 run by Bord Bia. He is a High Potential Startup of Enterprise Ireland.



Paddy Stamp
Sales Director
MSO

I am currently the Sales Director at MSO having worked initially for the business as a sales representative in Southern Ireland since 1999.

I have worked in the packaging industry for the past 25 years and have experience of Screen, Flexo and Litho print. I have sold packaging that has been produced on materials as diverse as corrugated board, FBB, WLC, SBS, and even plastic coriboard.

Working with the retailers is a daily part of the business and this involves communicating with printers, designers, food business organisations, distilleries, pharmaceutical plants, personal care product manufacturers and board mills. This is effectively a management role with every new request treated effectively as an NPD Project in which various stakeholders have needs, wants and desires that need to be accommodated.



Pat Rigney
The Shed Distillery
PJ Rigney

Patrick J. Rigney is a serial entrepreneur with a strong track record in the food & drinks sector and more recently in pharmaceuticals, tourism and equestrian.

He has been at the forefront of the branded drinks sector for over thirty years, working with Gilbey's, C&C and holding pioneering roles in Baileys covering the important Americas and Australasia territories during its formative years in the '90's. As Executive Director of Baileys, Pat created the Sheridan's liqueur brand that sells more than 300,000 cases annually.

Pat has invented over 20 international drinks brands including Boru Vodka/Castle Brands which developed a range of successful spirits brands before successfully exiting in 2005 through an IPO on the AMEX (NY, USA) with a valuation of + \$100m.

He owns Fastnet Brands, co-founded the Dalcassian Wine & Spirits company with John Dillon (ex Diageo/Gilbeys), and more recently invested in Ovelle Pharmaceuticals, Horseware Products Ltd and the Walsh Distillery Company.

Pat sits on the advisory boards of the "Prince of Baden", the largest landowner in Germany and Hardenberg Wilthen AG., supporting their international business interests in the USA, and Europe. In December 2014, Pat opened The Shed Distillery in Drumshanbo, Co. Leitrim, Connacht's first distillery in 101 years.

Paul Bowman

General manger (northern Europe), Konica Minolta Sensing B.V.

Paul has more than 30 years' experience of supplying colour measurement solutions to a broad range of industries. For the past 11 years as general manager of Konica Minolta sensing his team has supplied instrumentation to a broad range of suppliers and retailers in the food industry installing solutions for measuring products, packaging and marketing material.



Paul O'Byrne
Head of Strategy
TinderPoint

Paul is Head of Digital Strategy for Tinderpoint, a full service digital marketing agency since 2002. With extensive experience across multi-national organisations, Paul creates innovative strategies through various digital platforms that provide measurable results for clients.



Paul Byrne
Head of Sales
Dublin Chamber of Commerce

Paul took up the Head of Sales role with Dublin Chamber in 2015 and his team's goal is to help accelerate the business development and connectivity of member businesses in the Greater Dublin Region.

Prior to joining Dublin Chamber, Paul was Head of Business Development Corporate at Ulster Bank Group where he worked for over 2 decades. He has also held Business Development Positions in Retail, Technology, Management Consulting and a voluntary role as Director & Council Member of the Sales Institute of Ireland for nearly 10 years. Paul's passion is Business Development, connecting and helping others, closing deals and building high trust relationships.



Phil Jakeman
Professor of Exercise Sciences
University of Limerick

A Biochemistry graduate, Professor Jakeman directs a Human Science Research Group within the Centre for Intervention in Infection, Inflammation and Immunity (www.ul.ie/4i) at the University of Limerick. Core research interests included the change in body composition following dietary and physical activity intervention (www.ul.ie/bodycompositionstudy). Professor Jakeman acts as principal investigator of the Food for Health Ireland (FHI) programme of nutrient support to healthy ageing that investigates how novel dairy-based dietary and exercise intervention may be used to assist with active, healthy ageing, specifically age-related sarcopenia and osteopenia.



Pauline McGrellis
Business Development Manager
Nvolve Group Ltd

Pauline McGrellis is Business Development Manager of the Nvolve Group™ Ltd – Donegal based company which has been operational now for over 10 years. The Nvolve Group™ specialises in helping organisations reduce their Compliance Risk, reduce their Compliance Cost and reduce their Compliance Workload.

The Nvolve Group work with a wide range of companies within the Global Food & Manufacturing Industries. All of their clients are faced with increasing compliance risk and a corresponding increase in the cost of managing that compliance. They help their clients to significantly reduce their risk of Non Conformance repercussions whilst at the same time significantly reducing their compliance cost and compliance workload.



Preeti Mokaria
Business Development Executive
Crusts

Preeti holds a Masters in International Business from Michael Smurfit Graduate Business School and has worked in the Irish Food & Retail Industry for over 4 years. In 2015, the opportunity to join a food start-up excited her and she joined Crusts, a Dublin based Premium Halal Frozen Pizza Manufacturer. Simply put, Preeti applies her industry knowledge and strives to make a healthy, innovative pizza range available to the European and the Middle East Market. Prior to Crusts, she has worked with leading Irish forecourt retailer, Applegreen and The Blue Haven Food Company.

She truly believes in giving back to the society and have volunteered for over 16 years for Rotary International and Indian Cancer Society. In Ireland, she actively supports and volunteers for Caring & Sharing Association (Supporting People with Disabilities), Aware, and is one of the Founding Members of SCAD (Social Change and Development) Support Ireland.



Paul Fagan
Managing Director
ActionCOACH Business Coaching Ireland

Award winning Business Coach and accomplished speaker, Paul Fagan is Managing Director of the largest business coaching and training company in Ireland, ActionCOACH Business Coaching – the world's number one Business Coaching organisation. As a successful business owner himself, Paul knows what's needed to grow successful companies. In simple terms, he teaches business owners and managers how to grow their business and be more successful. Last year his company helped their top 20 clients to increase profits by 153%, grow employee numbers by 27%, and improve sales by 34%.

Before establishing his own Business Coaching organisation in 2002, Paul built up a wealth of experience in the financial sector, working in retail,



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corporate and private banking both in London and Dublin for over 19 years. Paul is a certified Business and Executive Coach and recognised expert in franchising. Due to his expertise, Paul is a lead advisor to several Government agencies and Banks on SME matters and has helped design and deliver a range of national SME support programmes.

Based on sales, marketing, financial and business management systems, he and his team not only teach business owners and management teams strategies to increase business revenues and profits, often quite dramatically, but also how to develop powerful systems and a strong team and organisational culture. The end result is not only a more profitable and sustainable business, but also a dramatically improved lifestyle for the client.



Peter Davison
Business Development Manager UK & Ireland – Bureau Veritas

Peter Davison, is the food and beverage lead for Bureau Veritas, the Worlds leading Testing, inspection and Certification business, it having a 4.6Billion Euro Turnover in 2015. Peter has worked in the food sector for coming up to 29 years having had roles with; Cadbury Schweppes, Arla, Robert Wiseman Dairies and in Consultancy worked with the United Nations, and leading Retailers. In BV Peter is responsible for developing the food, packaging, food service and hospitality sectors.



Padraig McEneaney
CEO
Celtic Pure

Padraig and his wife Pauline founded Celtic Pure Limited 2000. In the early days they worked from the garage of their home, with the help of their two young children at the time, Cian and Sinead, bottling water by hand during the day and then delivering to houses and small shops in local towns by night. Today Celtic Pure is the largest independently owned water bottling company in Ireland and in 2016 will supply circa 70 million bottles of water to its customers.



PJ Moloney
CEO
EireChrom/EireBio

Since being established in February 2013, EireChrom has gone about growing the business with considerable success.

Year-on-year increases in both turnover and profit have marked its progress over the past two years.

Further expansion into the UK and new markets such as the Nordics is on the cards in 2016.

EireChrom will compete on March 3rd in the SFA Awards for "Outstanding Small Business of the Year" in Ireland.

Earlier in 2016, where shortlisted for the Cork

Emerging Company of the Year and winners of the "Little Island – R&D/Innovation Awards".

Another goal the company, led by chief executive, PJ Moloney, is hoping to achieve is to be named among Enterprise Ireland high potential startups (HPSU).

HPSUs are start-up businesses with the potential to develop an innovative product or service for sale on international markets which could create as many as 10 jobs and deliver €1m in sales within three to four years of starting out.



Philip O Sullivan
Chief Economist
Investec

Philip is responsible for the provision of detailed analysis on the Irish and global economies. He also helps to provide in-depth research on Irish financial services firms.

After completing his undergraduate degree in 2004, Philip spent seven years in Irish securities firm Goodbody Stockbrokers, in a variety of roles including economist, equity research analyst and equity salesperson.

He has also worked in the media, most notably as Markets Correspondent with Business & Finance Magazine, and in education, where he taught the BN204 stockbroking course on the UCD Adult Education programme for two years. Philip joined Investec as Chief Economist in 2012.

Philip has a Certificate in Management & Entrepreneurship from LSE, a BSc (Finance) from UCC and an MBA from UCD. He is also a Registered Representative of the Irish Stock Exchange.

Outside of work, Philip has a keen interest in history, current affairs, architecture and rugby.



Dr. Paul Davis
Founder
Nephin Whiskey Distillery

Dr. Paul Davis is founder and CEO of the Nephin Whiskey Company. Nephin Whiskey is creating authentically made, peated single malts made in a small village in the West of Ireland using locally grown barley, locally cut turf and triple distilled in traditional copper pot stills, then matured in unique casks handcrafted in Nephin Cooperage.

Dr Davis is also a lecturer in Strategic Procurement and Supply Management at Dublin City University. Dr. Davis left the industry after 15 years in senior supply management roles to pursue a PhD and a research career in procurement and supply management. During his academic career he has worked for Trinity College Dublin. Griffith College Dublin. National College of Ireland as well as being an associate Professor at UCSC, Italy, ESB, Germany, QMUL, London, BUPT Beijing, and ISEE, Paris, France.

Dr. Davis is currently involved in helping to develop the procurement profession in Ireland, through

education, professional development and training. He is also actively involved in a number of research projects, topics include public private partnerships, innovation in public procurement, impact of technology on procurement process. He is also Chair and a Director of the Global Standard in Purchasing and Supply Management Education.



Paul Kelly
Director
Food and Drink Industry Ireland, IBEC

Paul Kelly is director of Food and Drink Industry Ireland (FDII) a business sector within Ibec. He started his career in risk management with the Insurance Corporation of Ireland before joining Ibec in 1992. Since then he has worked in the Ibec health and safety unit and as director of the Building Materials Federation and the Irish Engineering Enterprises Federation before taking up his current role in 2005. He holds a B Eng in Electronic Engineering from the University of Limerick and a Masters Degree in Applied Science from UCD.



Richard Coen
Business & Digital Marketing Strategist
Emarkable

Richard's Company Emarkable generates revenue opportunities for companies using Digital Marketing.

Richard's Strategic approach assists companies achieve balance in their approach to five key areas affected by the growth in digital marketing.

- Strategy – the assumptions, objectives and plans that guide marketing are especially essential in periods of rapid change
- Budgeting – how money is allocated is a key factor in whether strategy becomes reality, using metrics wisely
- Retention – the goal of keeping customers has grown in importance as it plays an increasing role in socially – driven acquisition
- Experimentation – determining whether new channels and technologies are a good fit is an important exercise in learning and time management, expect something different

People – internal and external teams need to constantly learn and evolve to master the new elements of marketing



Róise NicGhráinne
Solicitor
A&L Goodbody

Róise NicGhráinne is a Solicitor within the Food & Beverage Unit of the Litigation and Dispute Resolution Group at A&L Goodbody. Róise advises on a broad range of issues effecting predominantly Irish and international food and beverage manufacturers, restaurants and hotel chains on product labelling, marketing and other regulatory compliance matters. She also advises on purchasing and selling food businesses, regulatory inspections, enforcement, prosecutions and sanctions.



Richard Siberry
Founder, Brewer & Lead Adventurer
Black Donkey Brewing Ltd.

A native of Drogheda, and a career adventurer, Richard's path has taken him through a dizzying array of occupations, from lumberjack to Wall Street banker, to documentary filmmaker. Returning to Ireland from a 20-year stop over in New York, Richard and his wife Michaela founded Black Donkey Brewing in Ballinlough, in Roscommon in the summer of 2014. "Sheep Stealer", Ireland's first Saison crashed onto the nascent Irish craft brewing scene in August 2014, cementing Black Donkey's reputation for "brewing without boundaries", and arguably giving birth to the Irish Saison revolution. With nationwide distribution in Ireland now expanding to key European, and other markets, the adventure continues.



Robert Hernan
Senior Lean Specialist
Enterprise Ireland

Senior lean specialist in Enterprise Ireland's Lean team. Currently supporting Enterprise Ireland's food companies in implementing Lean transforms. Previously managed Lean Start and Plus business offers. Last year managed the successful Lean for Micro (LEOs) pilot and supported the roll out of the IDA lean initiative. Previously was the technical manager in accredited ecotoxicity laboratory.



Rick LeVert
Founder, Director and Head Brewer
Kinnegar Brewing

Like most in the Irish craft beer sector, Rick has no formal background as a brewer. With degrees in both Economics and Visual Communications, he has over 25 years international experience in business, design, marketing and communications. A brief dabble in home brewing evolved rapidly into the development in 2011 of a 50L pilot brewery in which he figured out the principles of brewing. To deepen and formalise his understanding of the brewing process he then attended courses in Brewing Science at the University of California, Davis, and the Versuchs- und Lehranstalt für Brauerei (VLB) in Berlin, Germany.

Kinnegar Brewing expanded to commercial scale in July 2013 with an initial capacity of 4000L per week. Three years later, Kinnegar produces more than double that amount across a range of 7 regular styles and recurring and seasonal specials. The brewery is set for further expansion in early 2016.



Ross Campbell
Business Director
CyberColloids Ltd

Ross Campbell – has a joint honours degree in Chemistry and Management Science from Stirling University. Ross has worked for a number of different companies in various roles, including Dow

Corning, 3M, Courtaulds all involving polymers for many industrial applications. He then joined Unilever's Quest food ingredient division to head up their hydrocolloids business unit which is now part of Kerry. Ross left Quest in 2001 and started up CyberColloids which has become a well recognized 'business led contract research' company specializing in polysaccharide chemistry for food texture and nutrition.



Dr. Sabine Harrison
Food Science & Nutrition Technologist
UCD Institute of Food & Health

Sabine is a Food Science & Nutrition Technologist at the UCD Institute of Food & Health. She previously received her MSc. in analytical chemistry from the University of Vienna in her native Austria. She then obtained her PhD. from UCD for her research on food authentication and diet reconstruction in lamb and cattle. Following the completion of her PhD, she worked in the pharmaceutical industry where she re-discovered her passion for developing analytical methods. In her current role, Sabine's main interest now lies in the development and validation of robust analytical methods for the determination of bio-active compounds in foods through HPLC and GC analysis.



Sarah Teacher
Consultant
Sancroft

Sarah specialises in working with food producers and retailers, and in particular, supporting improved environmental, social and ethical performance in animal protein supply chain and food business's response to global obesity. Her client work includes projects for Tesco, Greggs, Associated British Foods and Marston's.

Sarah joined Sancroft in December 2013 after completion of On Purpose, a programme for early-career professionals identified as future leaders in social enterprise. As an On Purpose Associate she led Supporting Better Dairy, a campaign on dairy cow welfare for the Unilever ice cream company Ben & Jerry's.

Prior to On Purpose, Sarah was Director for Next Generation Philanthropy at the Institute for Philanthropy, leading international workshops for philanthropists interested in increasing the impact of their giving. She graduated from Oxford, in 2005 with a first-class degree in Modern History, and obtained her MPhil in Development Studies from Cambridge in 2011.

Sarah is a Trustee of both Rockefeller Philanthropy Advisors and Avonbrook Projects Abroad. She is also an On Purpose Fellow, and co-founded the African Innovation Prize.



Simon Cliff
Business Development Manager
Scientific Analysis Laboratories Ltd

Simon has been working in the food testing market

of over 22 years and recently joined Scientific Analysis Laboratories Ltd. His knowledge has been gained firstly from working as a bench chemist and microbiologist however over the last 16 years he has been in a commercial and key account roles supporting customers, gaining a wealth of knowledge in the raw materials, manufacturing and retail sector.



Sinéad O'Halloran
Food Safety and Auditing Professional
and Trainer – Cater Care

Graduate of GMIT, Sinéad has worked in the hospitality industry for 20 years, with first-hand management experience in a kitchen and catering operation. Sinéad has extensive experience implementing and managing the safe operation of food operators, manufacturers and catering providers in Ireland.



Stuart Nelson
Lean Coach
Stuart Nelson Consulting

Have you ever thought there has to be a better way? Stuart operates an independent consultancy which solves problems, moreover, he works with organisations to build in a Lean mindset. Stuart spent over 12 years in active management at the demand end of the supply chain, gaining vast experiences with end users and leading over 70 people. It is this wealth of experience that Stuart brings to the analysis and improvement work he carries out. Using tools from Lean, Six Sigma and techniques such as coaching, mentoring and training, he is in a unique position to guide the person and the process through the change cycle.

Recognizing the critical role of the individual in Lean improvements, Stuart completed psychological research into the leader's role in team engagement, learning and openness to change. The findings of this research have been presented at academic and professional conferences. Stuart holds Black Belts in Lean and Six Sigma along with Psychology, coaching and training qualifications. He is an approved provider of the Enterprise Ireland Lean offer.



Tara McCarthy
CEO
Bord Iascaigh Mhara

Tara McCarthy is the Chief Executive Officer of Bord Iascaigh Mhara, Ireland's seafood development agency. Tara joined the agency in September 2015 bringing with her over 20 years' experience in the wider food industry. Tara has operated in overseas markets for 10 years in Germany, France and Belgium and holds a Bachelor of Commerce degree with an MBS in Marketing from Smurfit Business School. An affiliate of Harvard Business School and IMD Business School, Switzerland; Tara has been a regular contributor to the Government's Food Harvest 2020 and Food Wise 2025 reports and succeeded in delivering a number of instrumental initiatives for the Irish Food Industry under the 'Pathways for



Speakers

Growth' programme. Ms. McCarthy was previously Director of the Food and Beverages Division in Bord Bia, the Irish Food Board and has led a team of Senior Executives on the development of the seafood, dairy, prepared foods; alcohol and small business sectors.



Thomas O'Reilly
Head of Sales
Linked Finance

Heading up the sales function for Linked Finance, Tom has spent all of his career working within the SME sector. Launching Groupon in Ireland as part of the original 3 man team gave him a passion to sales which has grown ever since. Following several years with the daily deal giant Tom was Country Manager for mobile payment company Sumup, followed by a consulting spell with Finnish bank Holvi before settling down with Linked Finance. He has dramatically grown sales in all of these organisations and has world domination in his sights for Linked Finance.



Teresa Daly
Account Manager
Kerry US

Teresa Daly is an Account Manager at Kerry, based in the United States. She has a BSc. Hons Food Science degree from University College Cork. In her final year at UCC, Teresa was part of a team who were awarded UCC 'Entrepreneur of the Year' and also Enterprise Ireland's 'Dynamic and Emerging Company of the Year' that developed a unique and novel fat free, high protein vegetable snack called 'Rooties Crisps'. Having completed her four year degree she joined the Kerry EMEA graduate program in conjunction with the Irish Management Institute where she held the role as Research Development and Applications Technologist for the snack seasonings group. She assisted in the management of key strategic accounts and development of Kerry EMEA snacks business focus, gathering real market insights and developing bespoke solutions to meet customer/market needs. She proactively engaged with customer NPD teams, which led to the establishment of improved business relations and identification of new opportunities. As a technologist she was involved with the development and modification of snack seasonings for key snack accounts within Kerry.



Tom McIntyre
Sales Director
Walsh Graphics

Tom has been involved in the Print Industry for over 30 years. He has a wealth of experience in Digital Print Technologies and the many new applications areas they address. As Sales Director of Walsh Graphics, Tom works in collaboration with most of the major Print Service providers in Ireland to develop solutions specific to the needs of their Clients.



Tommy Doyle
General Manager
The Kinsale Bay Food

Former Kerry football "legend" with vast experience in the food and drinks industry, Tommy Doyle joined The Kinsale Bay Food Company 7 years ago. As General Manager he has developed it from a small artisan food company to the modern gluten free food manufacturing facility it is today. He is dedicated to developing the Kinsale Bay Food Company brand and the range of Gluten Free products, whilst maintaining the high standard of quality and fresh homemade taste.



Tim Yeomans – Centre Manager, Shannon
Applied Biotechnology Centre, Limerick Institute
of Technology and Institute of Technology, Tralee

Dr Tim Yeomans is the Centre Manager for Shannon Applied Biotechnology Centre, a collaboration between the Institute of Technology, Tralee and Limerick Institute of Technology. Tim holds a PhD in Microbiology and postgraduate qualifications in Technology Commercialisation and Innovation Management. Tim has worked in research and development for 20 years, both in industry and academia, and has worked closely with many food companies in Ireland. In his role in Shannon ABC, Tim is responsible for the scientific direction of the Centre, intellectual property management and business and technology development.



Tom Cumberlege
Senior Consultant Business Advice
The Carbon Trust

Tom is an experienced consultant helping businesses to tackle diverse sustainability issues across a range of sectors such as agriculture, FMCG, financial services and luxury goods. His advice enables clients to realise low carbon investment opportunities across their value chains, conduct product footprinting projects and supply chain engagement and financing solutions. He has also developed guidance for the GHG Protocol's Scope 3 Standard on behalf of the World Resources Institute.



Tony Clutten
Process Sales Manager
Huber Technology

Tony has been involved in liquid / solid filtration for many years filtering mixtures as diverse as raw sewage and Gold dissolved in acid, and phosphoric acid at pH 0.1 to Caustic at pH 11.

Tony previously worked as Chief Project Engineer for Hawker Siddeley Bracket and Special Project Manager for Delkor Ltd.

These jobs took him behind the Iron curtain filtering radioactive Yellow cake, Thailand filtering Phosphoric acid at 95 degrees C and Saudi Arabia filtering Titanium Dioxide amongst other challenges

Tony's aim is to provide efficient reliable and environmentally friendly solutions from Huber to overcome the challenges down on the Effluent Plant.



Una Fitzgibbon
Marketing Director
Bord Bia

Una FitzGibbon is Bord Bia's Marketing Director, responsible for effective marketing communications to consumer and business audiences at home and abroad. Una leads the strategy & communications for Origin Green – an initiative that galvanises Ireland's food and drink sectors to become real and credible world leaders in sustainability.

A member of the Bord Bia senior leadership team for over 10 years, Una is also an appointed member of the Food Safety Consultative Council of the Food Safety Authority of Ireland and a member of the Marketing Institute of Ireland. She has previously worked in executive and management roles in Enterprise Ireland, Omnicom Owned Marketing Solutions Ltd. and Diageo PLC in London. Una has a Bachelor of Commerce from University College Dublin and a Post Graduate in European Export Marketing Management from the Université Catholique de Louvain/Leuven Institute for Ireland in Europe. She is also a member of the University of Cambridge Institute for Sustainability Leadership (CISL) alumni.

Una is a regular speaker at international conferences on the areas of Food and Beverage business, marketing and sustainability.



Vincent Jennings
CEO
CSNA

My roots in retail can be traced back to 1966 in Limerick where my father owned a newsagency. From 1976 to 2004 I operated a number of outlets in the City in forecourt and convenience. I have served as Branch Secretary, Branch President, National Executive Member and National President and believe that I am fully aware of the problems (and at least some of the solutions!) of our members.



Wendy Hederman
Partner
Mason Hayes & Curran

Wendy is a partner in MHC's Commercial law team, and leads the firm's Food, Beverage and Agricultural Law team. Wendy advises Irish and international companies across the food and drinks sector on distribution, agency, supply chain contracts, outsourcing, food labelling and product regulatory matters. Wendy also has expertise in consumer law, ecommerce, competition law, sponsorship and advertising.

She rejoined Mason Hayes & Curran in 2011, after a decade of in-house legal roles, which included 7 years as legal counsel with Diageo Ireland.



ActionCOACH Business Coaching, the world's number one coaching firm, have been providing professional Business Coaching and Training services to Irish SME and Corporate clients for the last 14 years.

Their suite of professional services are designed to help business owners and leaders increase Sales, achieve more Profit, build better Teams, and create more Time for themselves.

Based on sales, marketing, financial and business management systems, ActionCOACH not only teach business owners and management teams' strategies to increase business revenues and profits, often quite dramatically, but also how to develop powerful systems and a strong team. The end result is not only a more profitable and sustainable business, but also a dramatically improved lifestyle for the client. In 2015, their top 20 clients achieved the following results:

- Profits increased by 153%
- Sales increased by 34%
- Employees grew by 27%

ActionCOACH Business Coaching Ireland professional services include:

- Business Coaching Executive Coaching Sales Training
- Customer Service Training Team Training Leadership Training
- Business Plans Strategic Planning Recruitment

Contact ActionCOACH at the below on 01 891 6220 for a complimentary business review.
ActionCOACH Business Coaching, Unit 7, Block 1, Northwood Court, Santry, Dublin 9.
T: 01-8916220 E: ireland@actioncoach.com
W: www.actioncoachireland.com

www.actioncoachireland.com



Established in 1988, ADC Barcode Ltd is an Irish owned technology company that specialises on bringing technical applications knowledge and world class products to the marketplace. We provide industry leading products and solutions from our consumables to our Managed Print Services.

ADC is a value added reseller (VAR) specialising in the development, deployment and management of supply chain and mobility systems based on automatic data capture and wireless technology. More than 3,000 organisations depend on ADC as their trusted advisor for barcoding and radio frequency identification (RFID) applicators automating operations across multiple industries.

Additionally ADC has a significant investment in label production equipment. Our manufacturing plant can produce a wide range of blank and custom labels in small or large volumes. All our labels are optimised and of the highest quality.

All our products are backed up by a comprehensive service facility. Our in-house engineers, software developers and back-up support teams have extensive experience in all of our supplied products and solutions.

www.adcbarcode.com



A healthy cashflow is essential for every business. Having immediate access to cash gives your business the ability to manage working capital more effectively and the freedom to do more.

Instead of waiting for your customers to pay invoices, you can transform domestic and export trade debts into cash through confidential Invoice Discounting – the most common form of Invoice Finance.

At AIB Commercial Finance Limited we have been providing businesses with Invoice Finance for over 23 years, focusing on delivering an excellent service and working in partnership with you, we aim to help you realise your business's full potential.

"Access to this flexible source of finance, and a relationship team that understands our individual business needs, has been a vital component in allowing us to grow our business over the last number of years. With AIB Commercial Finance's support we have been able to enter new markets with the comfort of knowing that our working capital requirements are being fully met"

business.aib.ie



Born

AIC Plastic Pallets Ltd was incorporated in 1996 when there was an increased requirement for plastic pallets by our customers, prior to that we had been trading as part of Enniskeane Timber Products Ltd (est 1980).

Range

AIC initially sold just plastic pallets (hence the name!) but have since expanded our range to include plastic pallet boxes, tote boxes, aluminium pallets/boxes and timber pallets. Our sister company Enniskeane Timber Products Ltd are licenced to manufacture the EPAL euro pallet. We stock a wide range of plastic pallets and totes in our warehouse

in Cork distributing to Ireland and the UK on a next day service in Ireland, and 2 days to the UK.

Bespoke

We also provide a bespoke plastic pallet/box manufacturing service where we will adapt pallets/boxes to suit specific customer requirements either in aluminium or plastic.

www.aicpp.com



AIS Ltd supply, install and maintain Automatic Labelling, Machine Vision, Barcode scanning/verification, label printers and RFID systems to a number of industries throughout Ireland, including the food and beverage sector. Established in 1998, we are a 100% Irish owned company with divisions in the UK, Spain and the Netherlands.

Our Partners

We work with leading manufacturers such as Herma and ALTech for automatic labelling systems, Datalogic for machine vision and scanning solutions, Zebra for label printers and Microscan-LVS for label inspection and barcode verification. We are proud to have been awarded the Elite Quality Partner status with Datalogic and we are also a Premier Partner with Zebra Technologies.

Our Approach

From initial contact, our Sales Engineers work closely with our customers to fully understand their needs. Our Design Engineers design and install our solutions while our Service team assures the customer has a dedicated after-sales support.

Food & Beverage Industry Experience

AIS Ltd is already a trusted supplier to a large number of companies in the food & beverage industry including Bewleys, Blenders, Bulmers, Coca-Cola, Dew Valley Foods, Diageo, Glanbia, Kelkin Ltd, Kerry Ingredients, Keelings, Keogh's Crisps, Kepak Group, Lynas Foodservice, Rye Valley Foods and Slaney Meats.

Contact Us

For more details please visit www.aisltd.ie or email info@aisltd.ie or phone (01) 6205742.

www.aisltd.ie



ALS is a global provider of laboratory testing services to the food and food-related industries. We are able to provide high quality solutions



Exhibitors

across a wide range of services, products and locations. We employ qualified and experienced food industry professionals, have state-of-the-art facilities and access to technologies to add value to our customers' food quality and food safety programmes. We have a fleet of refrigerated vans that collect Microbiology, Chemistry and Environmental samples from our customers throughout Ireland with locations in Cork, Clonmel, Portlaoise and Portadown.

www.alsglobal.ie



Established in 1992, Applegreen is a major petrol forecourt retailer in the Republic of Ireland with a significant and growing presence in the United Kingdom, and small presence in the US. The business employs c. 2,900 people, and operates 200 forecourt sites across the UK, Ireland and the US.

Applegreen is the number one motorway service area operator in the Republic of Ireland where it has a motor fuel market share of c.12%. The Group operates a distinctive retail led business model focused on offering "low fuel prices always" to drive footfall to its sites and aims to provide a premium food and hot beverage offering in all its sites.

Applegreen has a number of strategic partnerships with international brands including Burger King, Subway, Costa Coffee, Greggs, Lavazza, Chopstix and our newest addition Freshii. The business also has its own food offer through the aCafe and Bakewell café brands.

Applegreen's growth strategy is focused on acquiring and developing new sites in the markets in which it operates and on upgrading and rebranding existing sites. For more information on Applegreen visit www.applegreenstores.com

www.applegreenstores.com



Aluline Ltd is an international company dedicated to Sustainable Urban Development and the Environment. From inception, the group has focused its efforts on providing environmentally sound solutions posed by the commercial food and hospitality sector drainage.

Aluline Ltd offers natural eco-friendly solutions in the form of cutting edge biotechnology and 'Waste Removal at Source' equipment designed to reduce or eliminate the environmental impact of waste created by the commercial food industry.

The company provides equipment to remove wet waste (i.e. Food Oil and Grease, or FOG) to prevent the accumulation of these waste products

in drainage systems, sewers and treatment plants. Aluline has many solutions; with recent developments we now offer a complete programme to drainage management in premises and arrangements to cover all maintenance aspects. Our help desk can ensure speedy resolution to any problems encountered.

The Aluline Group is ISO 9001 & ISO 14001 accredited. Our company policy of continuous development has resulted in the introduction of many new ideas. Through total quality management and the use of best design we aid our customers in playing their part in protecting and sustaining our land and water resources for future generations to enjoy.

www.aluline.ie



At AP Fine Foods the key to our success is our ambition to deliver high quality innovative products. We're passionate about food and committed to selecting the best raw materials with guaranteed provenance and turning them into a delicious food experience.

We only use the best pork sourced from Gurt na Muc farm in Kildare to produce our premium Outdoor Oinks range. Our higher welfare Hampshire pigs have outdoor access and are free to ramble inside and out. We are the only company with a unique buyback traceability to one farmer and one farm and our products are Bord Bia approved.



AQS Environmental Solutions delivers drainage, cleaning and waste management services for numerous clients in the food and drink production industries, and food retail and restaurant sectors.

Its fleet of specialist vehicles are used to clean and unblock drains plus food waste interceptors, and extract wet and dry wastes from tanks, silos and sumps nationwide.

AQS also runs a waste-to-compost plant that processes over 40,000 tonnes of organic waste a year. It is part of Lanes Group plc, the UK's largest independent drainage service, supporting investment in the best, safest and most sustainable technology.

www.aqsenvironmentalsolutions.ie



A&L Goodbody has a wide ranging Food & Beverage

practice which has been active in servicing the varied needs of the food, agri-food and beverage industries in Ireland for many years. The breadth of our practice is demonstrated by the diversity of our clients including some of Ireland's most successful international and indigenous companies as well as multi-national companies with a significant presence in Ireland, for example: Heineken, Cadbury, Coca-Cola, ABP Food Group, Irish Distillers, Britvic and Nestlé.

As the majority of food regulation and trade structures now derive from the EU, we closely monitor developments in EU food law. Regulation is increasingly a global issue, and we are experienced in advising clients on global strategies. We also assist clients in dealing with regulatory body decisions and presenting their views on proposed legislation. We have extensive experience in advising retailers, manufacturers and distributors on all aspects of competition law. We have devised numerous competition compliance programmes for undertakings operating in the retail sector and have acted in some of the largest retail mergers and acquisitions in Ireland.

www.algoodbody.com



Maurice Gilbert is the driving force behind Ballyhoura Apple Farm which he owns in a joint venture with Gerry Murphy. Maurice's background was in construction but he is now devoting 100% of his time developing top quality food products made from apples grown at Ballyhoura Apple Farm at Kilfinane in County Limerick.

Apart from Maurice's construction and apple farming he also had time in 2004 to appear in Bloom – a feature film based on James Joyce's novel Ulysses.

www.ballyhouraapplefarm.com



Based in Newtownshandrum, Charleville, Co. Cork, Bluebell Falls is a family business, run by Victor and Breda O' Sullivan.

Our free range goats have some of the best grazing land in Ireland so they produce the highest quality Goats Milk.

Perfect for making our unique spreadable, Handmade, Farmhouse Goat's Cheese.

www.bluebellfalls.com



BRADLEY BRAND & DESIGN
WWW.BRADLEYBRAND.IE

Stand 52

At Bradley Brand & Design, we create and manage your brand so that it stands out. We've been at the forefront of brand thinking in Ireland for over 25 years, proud to have created some leading household names.

We're at our creative best working with clients who want to disrupt and differentiate themselves. We're not afraid to ask awkward questions, dig deep or roll our sleeves up, always seeking to do what is best for your brand.

We always start by understanding your business and know that a strong brand will enable you to go grow customer appeal. We take our work personally, and don't feel the job is done until the brands we create reach their full potential.

www.bradleybrand.ie



THE BREADSKI BROTHERS
THEBREADSKIBROTHERS.COM

Stand 122

The Breadski Brothers are a dynamic trio, originally from Poland and now baking up a storm in Castlebar, Co. Mayo.

These three brothers are passionate about real bread, breadmaking, fresh cakes, and 'breaducation'. Well established within the Polish market in Ireland, since 2015 they have begun baking for Irish taste buds and the results are astounding.

Their healthy, additive-free bread range includes the award winning Rye Bread with Cranberries; one of their slow rise sourdough bread range.

The Breadski Brothers also make a range of 12 mouth-watering fresh cakes & baked cheesecakes, and a range of pastries, including their famous light and fluffy profiteroles. They still use time-honoured Polish recipes and bake their delicious bread and mouth-watering treats by hand.

Products are available in over 300 SuperValu and Polish stores across Ireland, to which they deliver daily.

www.thebreadskibrothers.com



BYWORTH BOILERS LIMITED
BYWORTH.CO.UK

Stand 28

Byworth Boilers are the leading British manufacturers of industrial steam and hot water boilers. Their products offer best in class efficiencies across a diverse range of energy sources including waste heat and biomass.

The company continues to invest heavily in R & D, targeting reduced customer operating costs and enhanced user experience.

Innovation: Byworth recently won the prestigious Queen's Award for Enterprise in Innovation, in recognition of their boiler control system, Unity. The first of its kind on the market, Unity has achieved outstanding results by making customers' plant safer and more efficient, as well as reducing emissions.

Service: Byworth provides a total end-to-end service and have refined their specialist repair and maintenance services to offer unrivalled levels of quality and value, with 93 per cent of all problems fixed in a single visit. Our service team is fully qualified and committed to minimising disruption and downtime for your business, leaving you to handle your day-to-day operations free from worry.

Training: Offering a range of training courses, Byworth's consultants help you and your employees improve performance, increase safety and maximise efficiency both inside & outside the boiler house.

Hire: Byworth's large, modern, high-efficiency hire fleet responds to 85% of breakdowns within 24 hours.

www.byworth.co.uk



BOI PAYMENT ACCEPTANCE
WWW.BOIPA.COM

Stand 24

BOI Payment Acceptance is a marketing alliance between Bank of Ireland and EVO Payments International. It brings together Bank of Ireland's understanding of what Irish businesses need and EVO's expertise in creating innovative payments solutions.

We are Ireland's fastest growing card payments provider, signing up hundreds of new merchants every month. Our aim is to disrupt the payments market by providing superior payments solutions that enable our customers to grow and prosper. By offering predictable pricing and top of the range technology, we are able to provide innovative, cost effective and secure payments solutions to thousands of merchants across the country. Our customers are at the heart of everything we do, that's why we offer unparalleled support and training to make sure our customers make the most of their card payments. We offer a range of solutions to suit all business types, so whatever business you are in, whether big or small, on the move, online or on the main street, we have a payment solution available to help your business seamlessly accept card payments.

www.boipa.com



CAFFREY INTERNATIONAL
WWW.CAFFREYINTERNATIONAL.COM

Stand 72

At Caffrey International we provide secure and efficient transport solutions throughout Ireland, the

UK and Europe. We operate a Temperature Controlled and Ambient groupage service between Ireland and the UK daily.

We operate a groupage services for both ambient and chilled pallets between Ireland and the UK. Our second office is based in Poland and this offers our customers a gateway to the Eastern European Market.

We offer a warehousing, cross docking, storage and distribution service for both ambient and temperature controlled freight from our main depot in Ashbourne, Co. Meath. This service also includes packing, labelling and pallet building.

- ISO9001:2008 Certified
- Controlled Procedures & Documentation
- Temperature Monitoring Procedures in place
- Temperature Deviation Alerts via SMS/Email/Notification
- Live Remote Temperature Tracking
- Customer Access to tracking available

With over 40 years' experience in the industry, we combine our expertise with innovation and technology to provide an efficient, cost effective and sustainable transport solution for our customers

www.caffreyinternational.com



CALOR GAS
WWW.CALORGAS.IE

Stand 134

iCalor – Providing cleaner, efficient energy solutions to the Irish Food Sector

Calor Gas is a very versatile, portable and manageable fuel which is easily stored in cylinders or in on-site storage tanks at customers' premises, and can be delivered to any location in Ireland. As such it can provide the energy to power a wide range of applications for the food sector, from small artisan producers to agriculture businesses to large manufacturing and production plants.

As it produces far lower carbon emissions than oil, coal, peat and even electricity, it is one of the cleanest conventional fuels available. For businesses which are pro-actively aiming to reduce their carbon footprint, a switch from oil to LPG can have a huge impact.

Companies can make the switch to Calor easily, and in many cases by a straightforward conversion of existing equipment. In the case of water heating, there are various highly efficient options such as direct-fired and also instantaneous water heaters which ensure that an ample supply of hot water is available as needed.

As the leading provider of LPG to the Irish market, Calor understands that businesses are looking for the most economical and efficient energy solution available. Calor LPG offers significant advantages for businesses in the food sector due to its cleaner burning and environmentally sustainable



Exhibitors

credentials.

Calor's energy advisors can tailor energy solutions for business to help reduce energy costs over the long term and positive impact on carbon footprint. For further information or to speak to a Calor Energy advisor contact Calor on 1850 812 450 or visit calorgas.ie.

www.calorgas.ie



CERTUSS manufacture a range of Steam Generators and associated ancillary equipment for all steam sectors. We supply our equipment Worldwide, with full Engineering support in over 40 countries.

Visitors to our stand will be offered a warm reception by our sales team, where we would welcome the opportunity to discuss the CERTUSS product and offer any technical assistance or guidance to existing or potential steam users within the Craft Beer and Spirit industry.

All CERTUSS Steam Generators are type tested according to European Pressure Equipment Guideline DGRL 97/23/EC, equipment production is of the highest standard aligned with a Certified Quality Management system according to DIN EN ISO 9001:2008.

CERTUSS offer seven construction groups within their range of fossil fuel TC Model Generators. Group 1-3 models (80-400kg/hr) offer single stage burner operation. Group 4-7 models (500-2000kg/hr) offer 2 stage burner function, with full modulation 50% -100%, and operating pressures up to 32 bar G available.

With a patented free air circulation system the CERTUSS Generator has no "thermal insulation" or "fire brick" present within its construction and offers a fuel to steam efficiency of >93% as a standard. With the inclusion of a flue gas economiser customers can expect to achieve a further 4-5% to the efficiency levels.

To accompany the Generator, CERTUSS also offer their CVE Package Plant Module, where all of the associated ancillary items are pre-piped, pre-wired and factory tested.

Fuel types offered are Gas, Light Oil, LPG and Bio Fuel, with combination burners offered on all units from 500kg/hr upwards.

Also available are a range of Electric Steam Generators from 6kW to 120kW, also offering full modulation.

CERTUSS hold full electronic documentation of every Generator manufactured over the past 30 years, with full spares support for each Generator guaranteed for up to 20 years after commissioning.

CERTUSS Company is made up of 3 group members- our CERTUSS GmbH (which is the main manufacturing plant), CERTUSS UK and CERTUSS USA, along with 39 other representative companies worldwide

CERTUSS offer the latest steam technology and exemplary service to the steam industry including Brewing and Distilling, Food and Drink, Service and Hospitality, Healthcare, Engineering and Manufacturing, Laundries and Dry Cleaning, Research and Development, Pharmaceutical etc

For more information visit our web site – www.certuss.co.uk or visit us on our stand at the show in Dublin 2016.

www.certuss.co.uk



The Catering Innovation Agency Ltd is Irelands smarter catering equipment company .Our range of products from Alto Shaam to Zanussi are world famous brands.

Our Palux kitchens are German manufactured and our planning and design ensure kitchen efficiency .Our position as number 1 Merrychef dealer is enhanced by our dedicated training and support.

We continue to bring Innovation to the Irish Market; our MIBRASA CHARCOAL ovens underline our commitment to Innovation

www.ciaireland.ie



Celtic Pure Limited is a family run business based in south county Monaghan outside Carrickmacross and is in existence since 2000. It is the largest independently owned water bottling company in Ireland currently producing circa 100 million bottles per year and employing 55 staff. Turnover for 2016 will be in excess of €12 million.

We produce a range of still and sparkling spring water bottles from 250ml Kids water to our very popular 5L bottle. We also have a 19L water cooler business. We have our own Celtic Pure brand which is growing all the time and we also bottle for a number of private label customers.

Currently we operate from a circa 30,000 sq feet factory and offices and we are currently in the middle of a €7 million extension that includes a 65,000 sq feet warehouse and offices which will be completed in February 2017.

www.celticpure.ie



Established in 1988, Codico was set up to distribute and support Domino Printing Sciences coding and marking equipment throughout Ireland. Our solutions enable food & beverage manufacturers to print late stage information on to products and packaging; expiry, use by and best before dates, batch & model numbers, logos and barcodes (linear and 2D datamatrix or GS1 standard).

Technologies include: continuous inkjet, laser marking (Co2 laser and fibre laser), thermal inkjet printing, thermal transfer over print, print and apply labelling, and bespoke standalone labellers. We also provide the commercial printing market with DoD (drop on demand) technology and digital printing capabilities.

Headquartered in Waterford with a subsidiary facility in Newry, Co. Down. Codico employs 25 employees in various fields of expertise: Technical Sales, Project Management, Service Engineers, Training, Marketing, Warehouse and Administration.

Codico offer a world class aftersales service with a Service Department team consisting of 7 field based service engineers we cover 32 counties in Ireland (North and South of Ireland). Codico also provide customer onsite and offsite training courses for all of our products. Codico now averages an emergency breakdown response time of 8 working hours.

www.codico-distributors.com



LEADING CORPORATE FINANCE ADVISOR 20 YEARS CORPORATE FINANCE EXPERIENCE GAINED IN BOTH INDUSTRY & PRACTICE INTRODUCTION

At some stage most businesses regardless of size will need Corporate Finance advice. In order to pursue your strategic objectives whether they are acquisition, sale or funding it is vital that you have a Corporate Finance advisor with significant experience and the capabilities to deliver success.

Coombes Corporate Finance Ltd ("CCF") specialises in providing corporate finance advice and support to the privately owned and owner managed businesses. Our focus is to provide advice and support to the owner manager from foundation, through growth (organic growth and acquisitions growth), and finally to exit. CCF has vast experience in advising Private Companies and their owners.

Our key services are:

Fundraising – Debt & Equity

Whatever the reason, it is important that the fundraising is carried out in a professional

manner to protect the existing shareholders and stakeholders. CCF has the expertise and experience to lead your fundraising activities.

Acquisitions

Growth by acquisition has been, and will continue to be, an attractive option for ambitious businesses. However, the rewards must be balanced against the potential risks. CCF provides practical transaction management expertise throughout the process. CCF is particularly successful in identifying and securing off market acquisitions for clients.

Disposals

CCF can assist those selling their business by giving a sound understanding of the process involved while assisting and guiding the seller through all the steps of the sale process. We will work closely with you to maximise the consideration for your business.

Business Plans, Financial Projections, Strategic Advice & Business Mentoring

CCF has a wealth of experience in completing business plans and financial models across a broad range of industry sectors. We help them to develop plans that raise finance, grow their businesses and create additional shareholder value. CCF can provide a mentoring or coaching service to businesses and its' leaders to maximize the returns to you, your business and other stakeholders.

Financial & Business Restructuring

Over the past several years, many companies faced challenges that presented threats to financial performance and viability of their business, regardless of past results or the strength of the market in which they operate. Often these threats result from financial and commercial market pressure, stakeholder expectations and cash and capital constraints. CCF can help address these challenges.

Coombes HRM, an associate to Coombes Corporate Finance, is a leading Human Resource Management and Development Consultancy that helps companies to achieve explicit business and people goals through the design, planning and implementation of smart practices.

For more information see www.coombeshrm.ie

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GSM: + 353 86 681 7103

www.coombesfinance.com



COELIAC SOCIETY
OF IRELAND
WWW.COELIAC.IE

Stand
32

The Coeliac Society of Ireland is the national charity and the leading voice in Ireland for those with coeliac disease, gluten intolerance and those suffering with dermatitis herpetiformis. We have over 45 years' experience and is the trusted advisor to many established, artisan and start-up gluten free business.

As a member of the Association of European Coeliac Societies (AOECS) we can provide advice on accessing consumers beyond Ireland. We can also refer you to appropriate agencies for advice on legislation and labelling, quality control and gluten-testing.

The Coeliac Society of Ireland are responsible for licensing the crossed grain symbol, internationally recognised by those following a gluten-free diet. The symbol acts as a quick reference point for all consumers unsure of the gluten-free status of a product.

We work with many national organisations; manufacturers who are bringing new products to market; chefs who are interested in adding gluten free options to their menu; and members of the hospitality industry seeking to educate staff on gluten free food preparation and service. For more information on how we can work with you go to www.coeliac.ie.

www.coeliac.ie



CKH FISCAL SERVICES
WWW.CKHSERVICES.COM

Stand
45A

CKH Fiscal Services provides expert VAT services to manufacturers and resellers in determining the correct VAT rates that apply to borderline food and drink products. This entails making representations to Revenue in respect of current products and product ranges as well as working with producers on new product design, product formulation and method of production – all of which are important factors in determining the final VAT rate. We have staff with many years of experience in working at senior level in Revenue, in the areas of VAT rates for food and drink. Our clients range from small manufacturers to some of the largest food distributors in Ireland today. We have a high success rate in obtaining VAT rulings that reflect the true nature of specialty products as Zero rated foods.

www.ckhservices.com



CLOUDSTRONG
WWW.CLOUDSTRONG.IE

Stand
2

CloudStrong are a Microsoft Cloud award-winning cloud solutions company. We specialise in moving

businesses and their applications to the cloud. CloudStrong also have core competencies and specialise in Networking & Security, Hardware Infrastructure and IT Managed Services. Please see www.cloudstrong.ie for more details or call us on 01-9022783.

At CloudStrong we take a three stage approach.

We Consult: At CloudStrong, we know that your business is unique. Our consultants take the time to fully understand your business' needs, so in turn we can offer you a more tailored, efficient and cost effective solution.

We Design: Our experienced architects design IT solutions that support your business functions and goals. Any cloud solution we design incorporates only the right technology for your business.

We Support: Your expert team that designs and implements your IT solution is the same team available when needed to assist your business. With our guaranteed 'Fixed Assigned Service Time' (FAST) SLA, our dedicated support technicians will always have your systems fully operational.

As the current Microsoft Ireland Hosting Partner of the Year winners, we are delighted to be offering a joint initiative with Microsoft, called the Server Scrappage Scheme. This enables SME's throughout Ireland to receive a rebate of up to €6,000 for a move away from On Premise IT towards a full Cloud or Hybrid Cloud environment.

www.cloudstrong.ie



CRAFTBEER GROWLERS LTD
CRAFTBEERGROWLERS.CO.UK

Stand
7

We're the specialists in Growlers and Growler filling equipment in Europe and the No.1 supplier of the PEGAS Growler filling systems. The PEGAS Growler filling systems operate using a counter pressure filling method, never allowing beer to come in contact with oxygen/air while it's poured, as a result, the beer stays fresh in the Growler for upto 60 days. The PEGAS Growler filling system enables the owner to bottle a large number of beers that are only available in keg, with minimum wastage ensuring great returns on investment.

We also supply bespoke growlers in a variety of shapes and sizes. We provide glass growlers that are durable and stylish which come blank or with a ceramic printing of your company design, that will not wear off. We also supply a range of PET (Polyethylene Terephthalate) and Stainless Steel Growlers.

We've provided Growlers to pubs, off-licences, restaurants and supermarkets in over 70 locations in the Ireland, the UK and Central Europe, all of whom benefit from the new sales channel created by these innovative products. Amongst our clients are The Open Gate Brewery at St James Gate, Wholefoods and Camden Town in London and BottleDog by



Exhibitors

BrewDog in Edinburgh & London.

www.craftbeergrowlers.co.uk



Founded in 2014 in Dublin-11, Crusts is the one stop destination for premier Halal Frozen Pizzas. With no added sugar, reduced salt, organic pizza base and premium quality toppings, we offer an Innovative and healthy pizza range to our customers.

Our product portfolio includes Margherita Fiesta, Veg-Protein Extravaganza made with Kid-Friendly Vegetable Sauce and New Garlic Pizza Bread with healthy Nigella Sativa Seeds. We also innovated Chicken Curry Pizza and re-defined classics like Pepperoni Pizza.

Our vision is to be world's leading Frozen Pizza manufacturer that constantly offers an innovative pizza range. We source local ingredients from partners we trust, believe in creating meaningful relationships with those around us and support our local community.

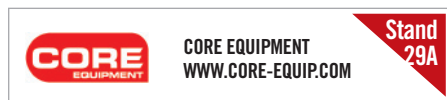
www.crusts.ie



Country Maid Ltd is an Irish owned company and suppliers of ice cream and confectionery. We have been supplying the retail and ice cream industries for many years. We supply top brands at unbeatable prices. Our delivery service is second to none.

We are located at 51 park West Enterprise Centre, Lavery Avenue, Parkwest, Dublin 12.

Contact Lar on 014535380 or 0872757444, or email countrymaidicecream@gmail.com



Core Equipment specialise in providing innovative production and process equipment to the beer, spirits, wine, cider and fruit juice industries. We aim to offer the most technically advanced, productive and cost effective equipment to our customers, backed by great customer service and technical support. From individual machines to complete beverage production lines.

We work in partnership with some of the industry's leading manufacturers, selecting a wide range of equipment to provide the latest technology, best quality and most cost effective options. Overall, enabling Core Equipment to offer our customers the best production equipment to suit their individual needs, delivered direct to their door.

Keeping on top of the latest equipment advances

and updating our knowledge is of key importance to our technically trained staff. We are always available and happy to advise and discuss your production requirements, large or small. Core Equipment – innovative technology for drinks producers.

www.core-equip.com



As one of Ireland's fastest growing supply chain management companies, Cold Move understands the importance of providing flexible and adaptive solutions to its growing customer base we believe in creating long term relationships with its key customers and delivering on our promise. Cold Move provides a one stop shop for consumers of supply chain services across all supply-chain functions, from order management to physical distribution.

Cold Move provides European transport, order management, procurement, warehousing and physical distribution services of ambient, frozen and chilled products to 6,000 retail locations weekly across the Island of Ireland on behalf of retailers, manufacturers, brand owners and food service clients.

Cold Move provides the technology, management expertise and physical warehouse locations to deliver a seamless order capture, physical delivery and invoice process.

Our core processes are designed to simplify complex supply-chain networks with one point of control for all transactions related to product supply & physical distribution for our customers.

Contact:
Jason Mallon, CEO Cold Move Ireland.
00353-86-8191893
e-mail: jasonmallon@coldmove.ie

www.coldmove.ie



Creme Global has a successful track record in software and expert model development, data analysis and management, and large-scale project delivery.

We have worldwide data sets on consumer habits, practices and consumption installed and validated in our regulatory accepted and employed models.

Our team of mathematical modellers and software developers has tested and deployed this data in our customized software system to produce a powerful and user-friendly tool for industry and regulators to assess consumer aggregate exposure to multiple

substances e.g. contaminants, pathogens, nutrients, fragrances, flavourings and chemicals.

Areas of expertise include:- Food Safety, Microbial Stability & Growth, Nutrition, Fragrances & Flavourings, Cosmetics & Personal Care Products, Crop Protection, GMO and Packaging.

www.cremeglobal.com



We leverage a fearless approach to creativity, a culture of learning and a fast moving tech startup environment to design business strategy, prototype digital products and produce 'real world' experiences.

Some of these ideas build brand, grow market share and increase revenue for our clients while others become business drivers within our own eco-system.

www.connector.ie



AA Caterex, Catering & Bar Equipment sales & Service.

We stock a huge range of commercial catering related products, including heavy duty cookers and ovens, refrigeration and freezer units, glass and dish washing equipment, blenders, mixers and insect extermination units.

We also specialise in stock and custom built stainless steel worktops, shelving and storage units, sinks, splashbacks, extraction canopies and grease traps.

www.caterex.ie



About ACBI

While economic pressures are hitting the family budget Associated Craftbutchers of Ireland has advised that the best solution to this, as to many things is an old solution; in this case the not so difficult art of meal making.

Families can hit the twin objectives of healthy and economical eating by shopping wisely and learning a few basic skills in putting together a tasty stew or the classic 'Meat and two veg' solution.

Families are being assailed by the fast food industry with a barrage of propaganda about the value to be had from pizza, burger options and the like. While there is nothing wrong with the odd meal of this type

it is neither healthy nor economical on a long term basis.

The message? Ask your local Craft Butcher to recommend cuts of meat that suit your budget; along with helping you choose the best value cuts, he will also offer advice on how to cook it. By forming a relationship with your local craft butcher, you are ensuring the best quality meat, at a price you can afford.

www.craftbutchers.ie



Ceco Equipment Ltd.

Ceco Equipment, formed in 1999, manufacture and supply a range of Recycling & Reduction machinery, including Balers, Bin Presses, Bag Presses, & Bottle Crushers. These machines are currently working throughout Ireland & in approximately 30 countries worldwide.

Ceco supply balers suitable for applications, from the small retailer right through to the mill size producer. Our balers can be found in sectors which include retail, hotels, restaurants, manufacturing, distribution, wholesale, schools, hospitals, airports, building sites, recycling and waste transfer facilities.

Manufactured in Ireland, our machines are Affordable, Reliable and Built Strong ensuring many years of trouble free operation.

www.cecobalers.com



National Employer Support Services

Future Employees

Intreo Employer Support Services provides a wide range of supports and services to assist with your employment needs, designed to make sure that your company can access potential employees.

Our range of services are provided at no cost to your company, and you can choose from:

- Employment support and advice on a National and European level, giving you access to skilled, job ready candidates.
- Advice and access to any employment initiatives of relevance to your company.
- Workplace supports to assist employees with disabilities.
- Financial supports when creating new jobs, minimising the cash flow demands for your company.

Employment Supports and Services

Skilled Job-Ready Candidates at Your Fingertips

The Jobs Ireland employment service is an excellent support resource when your company is recruiting – both now and in the future. Jobs Ireland gives you access to Job-ready candidates.

We offer a number of avenues to help you find the optimum candidate. Your vacancy can be advertised on Our website; on our candidate-friendly Jobseeker App and through our nationwide network of offices. If you wish to broaden the search outside of Ireland, your job opportunity can also be sent to any or all Public Employment Services within the EEA Member States and Switzerland.

A Tailored Approach to Specialised Requirements

If you need support with a large-scale recruitment campaign or are seeking employees with specialist skills or experience – we'll be pleased to offer a tailored service that reflects your company's particular needs. Whether you need support at national level or wish to broaden the search to Europe.

www.welfare.ie



At Deloitte, we make an impact that matters for our clients, our people, our profession, and in the wider society by delivering the solutions and insights they need to address their most complex business challenges.

As one of the largest global professional services and consulting networks, with over 220,000 professionals in more than 150 countries, we bring world-class capabilities and high-quality services to our clients in the markets that matter most to them.

In Ireland, Deloitte has almost 2,000 people providing audit, tax, consulting, and corporate finance services to public and private clients spanning multiple industries. Our people have the leadership capabilities, experience, and insight to collaborate with clients so they can move forward with confidence. Our specialist team of RD&I tax professionals as well as scientists and engineers from a number of disciplines, assist hundreds of clients in Ireland annually with R&D tax credits, RD&I Grants and R&D consultancy services now including Knowledge Development Box.

www2.deloitte.com/ie



DEM Machines Ltd specialise in Software and Hardware Solutions for the food and meat

processing and wholesale industries.

DEM offer a complete range of Solutions both stand alone and fully integrated such as;

SAP Business One ERP Solution; SAP is the market leader in applications, analytics and mobility solutions. It is a single system which streamlines your entire business.

Food Manufacturing Production Control Systems; Managing Goods Inwards, Purchasing, Sales, Production and Dispatch.

Weighing, Labelling & Traceability Systems

Industry Specific Software for Catering Butchers, Abattoirs, Meat Wholesalers & Processors; Kill Line Systems, Sequencer, Lairage, Integrated Payments System, Traceability, Yield Analysis, Sales, Production & Dispatch etc. DEM have the industry expertise and customer focus to offer industry specific solutions.

Supply Chain Management Software; full warehouse management and stock control solution.

Recipe Management Systems; stand alone and fully integrated.

Average Weight Systems; stand alone and fully integrated.

Bespoke Hardware Solutions; Industrial Touchscreen PC's, Label Printers, Mobile Computers, Scanners, Stainless Steel Enclosures, Cabinets etc. Hardware available where customers already have an existing software solution.

Customised Weighing Solutions; Bench Scales, Floor Scales, Platform Scales, Overhead Track Scales, Checkweighers, OCM Labelling Scales, Manual & Automatic Weigh Price Labellers, Tote Bin Scales etc. DEM are one of the largest weighing scales companies in Ireland and the UK, with over thirty years' experience in the industry. We offer a comprehensive repair, verification and calibration service on any weighing equipment nationwide.

Our core product; SAP Business One is an affordable easy to implement business management solution; a solution that gives managers on-demand access to critical real-time information through one single system containing financial, customer relationship management, manufacturing, and management control capabilities. The solution enables rapid employee productivity, while empowering managers to make better business decisions and stay ahead of the competition.

The powerful SAP Business One System coupled with our add ons specific to the Food and Meat Industry makes it streets ahead of everything else out there on the market. We can offer one System to do all.

DEM are offering demonstrations at the exhibition.

www.demmachines.com



Exhibitors



Call the team at DB Computers today for all your IT Support and Sage Support requirements

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Install support and maintain On Premise and Cloud Versions of Sage CRM

Our business is to help your business

www.dbcomp.ie



DJI Design + Construct was founded in 2009 as a Fit Out Contracting Company and is now firmly established as a quality provider of Design + Build solutions in Ireland, UK & Mainland Europe. With Offices & Management in both Ireland & the UK, DJI Design + Construct's Key Managers each have over 20 years of practical experience in the following sectors.

- Commercial Office & Commercial Workplace Solutions
- Retail High Street & Mall Environments
- Hospitality Restaurants, Bars & Hotels
- Residential Developer Led & Bespoke

DJI fills an unmet position in the market by offering IN HOUSE design & build services tailored to the individual demands of each project and can therefore adapt in real time throughout the course of any project, adjusting technical details, value engineering and improving procurement processes to maximise the end result.

We pride ourselves on being problem solvers, researchers and creators. Our philosophy puts an emphasis on listening intently to our clients and finding the right solution tailored specifically to each one. Our talent and size lends itself to personal attention from start to finish. Creating designs that meet the changing needs of our clients is critical

to everything we do and we continuously search out and remain on the technological forefront. Our process is rooted in our philosophy of listening, dialogue and providing options in the process of discovery with the client. We present to the client a variety of design alternatives and together discuss the attributes of each scheme. We work with the client to determine the pros and cons to reach a preferred approach. This process fully engages the client in a meaningful and informed dialogue. By including the client into our process, each possibility can be examined in the light of logic that it represents, and solve issues of place and program together.

www.dji.ie



In today's business environment, technology is critical in enabling organisations to compete and thrive. Customer communications, business analysis and decision making and on-line sales are examples of day to day business processes which are now, almost exclusively, technology driven. However, for many organisations, the cost of IT infrastructure and IT support represents a significant overhead in financial and human resources. DNA IT Solution's sole focus is to assist businesses to deploy and manage their IT resources in the most intelligent and cost effective manner possible. Our objective is to integrate our IT experience and skills within your organisation to deliver maximum value.

DNA IT Solutions are based in Maynooth, Co. Kildare where our management team and our Network Operations Centre are located. Our datacentres (operated by our specialist partner) are located in Cork, Dublin and Poland. Our technical specialists and our field service team support our customers nationwide. Our customers operate in all industry sectors including Financial, Manufacturing, Distribution, Tourism, Public Sector and Professional Services. We have been delivering Managed IT Services for the past 15 years.

www.dnait.ie



We conceive, craft and care for bespoke modern and classic furniture pieces. Unique in design and unmatched in quality. we work closely in partnership with our many national and international clients to provide a product and service that meets their varied needs, desires and budgets. We also craft and install all types of curtains, bars front, stools and tables, as required.

www.delaneysbespokefurniture.ie



Since 2009 Down2Earth Materials has been supplying Ireland's largest range of certified compostable products to businesses within the food, catering and events sectors all throughout the land. Down2Earth Materials was initiated by STP in 2009; set up initially to supply a small range of eco packaging options to a handful of local food producers. In just a few short years, Down2Earth Materials has grown into an award-winning, specialist supplier of certified compostable packaging in Ireland. As well as being suppliers, Down2Earth Materials also takes on an advisory and educational role, helping events and businesses to adopt and implement the packaging and products into the day-to-day business operations.

www.down2earthmaterials.ie



Dublin Chamber of Commerce is the largest networking organisation of its type in Ireland with 1,300 member companies from SME to large Corporate.

The Dublin Chamber helps businesses and individuals to accelerate their Business Development through Networking, Learning, Voice, Profiling and Lobbying.

The networking takes place at our Dublin centric events of which there are over 100 p.a comprising of breakfasts, lunches, dinners' and after-hours at Dublin Chamber of Commerce and at various locations throughout the City.

Membership of the Chamber opens doors with our 1,300 other company members and extends your reach throughout the City. Sales are all about having lots of good quality customer conversations and the Chamber can certainly facilitate this. We also have a reach into an employed work base of 300,000 and can promote your Business via our Ezine, and our Social Media which has a reach of 20,000.

Networking both physical and via social media is a vital component of building and converting your sales pipeline and we help to accelerate this for you by opening doors at senior levels and through your own quality engagement with prospects and existing customers.

www.dubchamber.ie



DUBLINER Cheese prides itself on being a multi-award winning cheese, owing to lifetimes of heritage

cheese-making. The flavour and taste of Dubliner is both distinct and unique. Dubliner Cheese makes the perfect ingredient and/or accompaniment to your menu choices.

Don't miss Catherine Fulvio demonstrating three different Dubliner Cheese dishes over the course of the day. Catherine will be showcasing the versatility of our product in a fine dining dish, a casual dining dish and a canapé dish.

With a well-known and respected brand name, Dubliner Cheese will make your dishes even more desirable to your consumers. We aim to make it as easy for you as possible by supplying a variety of formats to suit your needs.

www.dublinercheese.ie



Eurolink food Transport is one of the leading chilled food transport companies connecting Europe to Ireland. Founded over 20 years ago by the Kiely family as a groupage solution for Irish food importers, specializing in the route from France to Ireland.

Today we have expanded to weekly fresh food groupage from Spain and the UK in addition to France. We also offer full load services from as far east as Turkey and Ukraine to the UK and Ireland.

With a modern fleet of refrigerated trucks we are able to ensure the fast, reliable delivery of chilled, frozen and ambient food products. With over two decades of experience, we offer an efficient, cost-effective service for all your food transport needs.

www.eurolinkfoodtransport.com



"It all started with a problem me and a few mates experienced."

Co-founders, Niall and Tom on how Fulfil Nutrition came to be

"We all loved the tasty healthy snacks we make at home, but we're busy and sometimes we ended up grabbing unhealthy snacks just to fulfill a craving for something sweet or to fill us up.

We decided to see if we could create the world's first vitamin and protein bar that tasted great AND helped you to stay in shape. And, we did... with a little help!

www.fulfilnutrition.com



EireChrom has grown rapidly to become Ireland's recognised market leader in the highly specialised area of mass spectrometry – an advanced separations science technique that has both quantitative and qualitative uses within the chemical analysis and life science sectors.

We are trusted partners to some of Ireland's largest public and private sector organisations. Our anti-bribery and corruption policies are recognised as best-in-class. We care about our communities and have particular causes that are close to our heart.

We strive for excellence and we are proud to have many accolades under our belt, the latest of which is Outstanding Small Business in Ireland Award 2016, awarded by the Small Firms Association

www.eirechrom.ie



Émile Pâtissier is an artisan wholesale dessert company which produces a range of natural, glutenfree products for restaurants, hotels, cafés and other foodservice outlets. Our products, made by pastry chefs, can be enjoyed by all and not just those on a gluten-free diet. Our high protein gluten free flour blend is made using healthier whole grains and avoiding what a leading cardiologist has described as 'junk carbs': rice flour, tapioca flour, cornstarch and potato starch. Our products, all of which are thaw and serve, are also free from additives, preservatives, emulsifiers and gums.

www.pacificfoods.ie



eTravel empowers both the business and independent traveller by providing accurate and fast travel information to facilitate travel planning with best prices & service.

At eTravel, we have combined almost 20 years of corporate travel management experience with excellent technological expertise. We offer an organised and effective travel management service, combining expertise with technology to deliver optimal business travel savings.

We pride ourselves in providing dedicated, experienced agents to all our clients, to ensure the smooth running of all travel requirements and the highest cost savings.

If you are a CEO, CFO, Procurement Manager or HR Manager, then you may be interested to know how

you can improve the productivity of your employees, whilst reducing the cost of corporate travel to your business.

Are you certain you are always getting the best value for your money? Are you aware of the proven strategies for reducing travel costs?

Why choose eTravel:

- A single travel solution
- Access to eTravel private negotiated fares
- Guaranteed best possible rates on accommodation
- A dedicated agent assigned to assist with your bookings and manage your daily requirements, designed to save you time and money
- An in-house flight, corporate, online & back office management system
- A reduction in time spent completing your bookings
- A tailored travel expense management service & management reports
- Expert analysis and advice on your booking routines
- 24 hours a day support service
- Travel alerts advice

Contact us now for more information on; 01 4081900

www.busesstravel.ie



Entity Retail Solutions are suppliers of Digital Signage Solutions and EPOS systems to the Hotel, Restaurant, Bar and Retail trade.

With over 40 years combined experience in EPOS Software Development and Restaurant Management we developed our EPOS Software to provide an easy to use solution that was versatile, cost effective and offered a large range of functionality.

We setup our first Digital Signage Solution over 10 years ago, having identified a need for Menu Boards to be more dynamic, since then we have continually looked to newer technologies to improve upon these solutions, we believe we have now found the perfect combination with Samsung Smart Displays and Embed Signage Software to provide the ultimate Signage Solution.

Entity Retail Solutions prides itself on using the latest technologies, that are robust and reliable, as well as providing a personal and professional service.

www.entityretail.com



One of the biggest problems in the Food Sector is the



Exhibitors

elimination of harmful bacteria and viruses from the air and from preparation surfaces.

The problem exists in restaurant kitchens, food production areas, food processing facilities, growing houses, transportation vehicles etc. and in this sector the focus is on bacteria such as listeria and e-coli which can cause severe illness or even death if allowed to enter the food chain.

In the Healthcare sector similar problems exist with MRSA, Clostridium Difficile and variations of human influenza all of which are expensive to treat and any of which can result in the closure of Hospital Wards. In both sectors, the bacteria and viruses circulate on surfaces and in the air and until now, existing technologies have been limited in what they can offer. Even with regular surface cleaning using disinfectants the removal of pathogens (Bacteria and Viruses) is time consuming, disruptive to business, expensive to address and is rarely achieved effectively.

Envirion, the newest Noel Group Company, has been established to deliver its portfolio of 21st. century technologies to each of these sectors to address these perennial problems in a cost effective and efficient manner.

Our rapid and touchless disinfection and our environmentally safe and chlorine free technologies can reduce pathogens from food and food preparation surfaces with greater than 99% efficiency while significantly extending product shelf life.

We offer a wide range of services from deep cleaning to bed bug, cockroach and fruit fly control and our continuous, touchless technologies address surface and airborne moulds, viruses, bacteria, fungi and many others.

www.envirion.ie



EMBASSY OF THE
REPUBLIC OF POLAND
WWW.DUBLIN.MSZ.GOV.PL

Stand
121 &
130

We are the first point of contact for companies looking for business partners in Poland and best value for money. If you are looking to buy Polish goods/services or move to Poland we will help you succeed. Visit our stand to get free and comprehensive information on business opportunities in Poland. We will help you find a supplier of competitive products to thus increase your profit. Do not hesitate to get in touch with us!

www.dublin.msz.gov.pl



ENE CONVEYOR BELTING
WWW.ENECONVEYORBELTING.IE

Stand
71

Based in Blanchardstown, Dublin, ENE Conveyor Belting Ltd has invested in a brand new facility equipped with up to date fabrication machinery

to service Ireland's conveyor belting needs. ENE Conveyor Belting is a sister company of ENE Conveyors of Banbridge, Co Down. The common goal is to provide conveyor and belting products and services that exceed the expectations of their customers. We are the sole distributor for Forbo-Siegling Belting and associated products on the island of Ireland. All our food grade belting conforms to (EC)1935/2004 (EU)10/2001 and FDA Certificates available on request.

Service, innovation and know-how are amongst the values that ENE Conveyor Belting Ltd has founded its business upon. ENE Conveyor Belting Ltd recognises that its success has been established through an understanding of its markets and carefully listening to the needs of its clients.

www.eneconveyorbelting.ie



ENGINEERING
PLASTICS LIMITED
ENGINEERINGPLASTICSLTD.COM

Stand
87

Benefits of choosing Engineering Plastics Ltd Machining of High Performance Plastics and components for the Food Processing and Manufacturing Industries.

We have worked both Internationally and locally for over 27 years

Engineering Plastics Ltd can help your Company to reduce maintenance costs, production costs and downtime, therefore increasing profits.

We have a wide range of experience in Food Processing Equipment and Conveying. We can offer you a low or high spec material depending on your requirements and budgets.

After consultation with your company / Maintenance Engineer to assess your requirements, we can advise you on the best method to deal with your project. Some of our High Performance Plastics including Polyethylene, Acetal, FDA Nylons and Polyurethanes can improve your equipment giving less corrosion, reduced weight, easier installation and longer wear life over bronze or steel therefore saving time and money – leading to higher profits.

We provide Technical Support throughout the process of design phase, to production, distribution and after-sales back up support.

- Examples – Sprockets, Gears, Star Wheels, Scrolls, Belt Tensioners, Wear Guides & Formers
- We are recognised as a reliable supplier to other Industries
- We are centrally based in the North of Ireland covering North and South

louise@engineeringplasticsltd.com
Tel : 048-8676-0058

www.engineeringplasticsltd.com



EMARKABLE
WWW.EMARKABLE.IE

Stand
49

We Develop, Implement, Manage and Measure Digital Marketing Strategies That Work.

Businesses have two choices: Be Visible or Be Invisible. Emarkable Digital Marketing Strategies are tailored to each business' audience, making them more engaging and visible online.

Our unique process, a combination of content development, marketing automation, email marketing and social media marketing, has resulted in emarkable becoming a leading Digital Marketing Agency in Ireland

www.emarkable.ie



ERIKS UK
WWW.ERIKS.CO.UK

Stand
82

UK industry invests millions every year on indirect stock for its production processes, from hand tools through to hydraulic motors, inverters and motors. Efficient supply management adds value far beyond the storeroom. With ERIKS know-how, efficiency improvements to your indirect supply chain and parts management can lead to operational efficiencies, which in turn not only enhance productivity but also deliver real cost savings throughout the enterprise.

ERIKS is Europe's leading industrial services partner offering a wide range of parts and maintenance services for all industrial sectors, a company with the knowhow that makes the difference.

www.eriks.co.uk



EUROTEK IRELAND LTD.
WWW.EUROTEK.IE

Stand
47

Eurotek is an Irish owned and operated company based out of Sandyford Dublin servicing clients both nationally and internationally. Established in 1967 Eurotek has led the market in Digital Signage, Digital Menu systems & Audio Visual design and integration Services.

Eurotek specialise in Digital signage and Audio Visual systems, as the dedicated partner and service centre in Ireland for a vast array of manufactures Eurotek is able to offer a dynamic solution based on a clients' needs and budget.

From the smallest, one screen operation in a restaurant to a full hotel or venue solution covering hundreds of screens, Eurotek are the proven leader in supplying, maintaining and operating innovative digital signage and audio visual solutions.

www.eurotek.ie



As part of the Better Energy Programme the Irish Government has placed an obligation on key energy utilities, fuel importers and named market players to meet specified energy saving targets as part of a multi-annual programme. ENPROVA has been set up by the Irish Petroleum Industry Association (IPIA) to achieve these targets.

In order to meet these obligations we are required to become actively involved in aiding and incentivising organisations to achieve energy savings, and maximise their effect.

As a private company that do not sell energy products to their clients, we are uniquely in this sector, and so best placed to progress the relationship between the industry and the obligated party to achieve the best result for both sides. As we are not conflicted in any manner, our input and commitment to your business is our only priority. It is this client based approach that means we honour our commitment of progressing your business to help ours.

www.enprova.ie



FAST Technologies is a leading factory automation provider and manufacturing systems solutions integrator.

We create, design and deliver custom hardware and software projects to a number of diverse global manufacturing companies including: Automated line design and build, integration of collaborative robotics, deployment of Business Intelligence strategies to deliver OEE improvements, control batch processing, electronic SOP, ERP integration, CAPA and many others. Our flexible software platform offers unparalleled connectivity to data sources and machines. Historian allows contextually rich data to be stored facilitating quick root cause analysis and fault detection. Workflow allows for processes to be automated and enables full traceability and compliance. FAST Technologies solutions are fully ISA-95 compliant and are focussed on Industry 4.0 – connecting manufacturers to their devices and business systems in a smart and actionable way.

We have the engineering know-how, the design expertise and the partner platforms to deliver individual, highly customised, automated solutions for business across the Industrial, Life Sciences, Technology, Food & Beverage, and Chemical sectors.

www.fasttechnologies.com



FDT Consulting Engineers and Project Managers Ltd celebrate our 25th anniversary this year. We are an SME employing 30 staff including Engineers, Brewers, Distillers and Scientists, based in Ireland and operating all over the world.

FDT help clients (big and small) to design, build & operate sustainable facilities, and to improve the performance of existing sites. We do this by providing a complimentary mix of Project Services, Sustainability Services, Asset Care and Specialist Process Support. You can rely on us to rapidly diagnose and resolve process issues.

We are 100% independent, highly experienced and specialise in the beverage industry.

www.fdt.ie



Freeneys Graphics are an award winning Graphics company helping companies, charities, government depts and associations promote themselves with eye-catching signs and graphics. We specialise in three areas.

Vehicle Branding. We were awarded Commercial vehicle wrap company of the year in 2016 for work completed for Dublin Bus. Commercial vehicles are billboards on wheels and we can design and install great looking images and text.

Display Print. Let us create that great impression for your office, retail outlet, restaurant or anywhere there is a blank wall space. We can print images onto textured wallpaper, optically clear vinyl, or canvas to create that WOW factor

Signs and Lettering

All great signs start with a great font. Let us suggest some great lettering styles and from there print or cut lettering that will become your next marketing message.

Freeneys Graphics, Unit B1 Southcity Business Centre, Whitestown Way, Tallagh, Dublin 24.

01 4520352

Contact Martin Everard, Sales Director, 087 9720354

www.freeneys.ie



FRILLI srl is a company specialising in the design

and construction of new distilleries and expansion and optimisation of current distilleries using its know-how, experience and technology. Founded by Frilli Brothers in 1912 in Poggibonsi, Frilli is now based in Monteriggioni, in the centre of Chianti region, between Florence and Siena. Since 1914 the company started the manufacturing of the first industrial still made of copper with avant-garde technologies for that period. Year after year the company grows beginning in the sixties the export to other European countries especially France and Spain then Africa, Asia, South America, Australia, Middle east, East European and ex-soviet Union countries. Our previous and current experience in upstream processing gave us the possibility to test and grows our knowhow and technology continually developing and balancing quality with price, assisting our clients to establishing their position in the market place at the highest international level. Following the company philosophy and engineering approach, our designs and manufacturing are all in-house and bespoke because distillation plants is are our sole business. From engineering supply, feasibility study going through from homemade production, through R&D pilot plant, arriving to turnkey supplied plants. We work with any kind of feedstock, as wine by-products, molasses, fruits, wheat, maize, barley to obtain or Bio-fuel, Extra Neutral Alcohol and any other kind of Distillate. Nowadays Frilli products and engineering service range covers all the various distillery processes, batch or continuous, from raw material in take through all the necessary steps to reach alcohol production concluding in Waste Water Treatment plant.

www.frillisrl.com



A new "clean" era in Food Waste Management

Clean bins every time

Food Surplus Management (FSM) specialise in the collection and further processing of commercial food waste. The company has over 15 years' experience in the collection and processing of surplus packaged food from retailers and food manufacturers nationwide.

Leveraging on this experience and know how, FSM is now offering a unique service to the hotel and catering industry.

A one-stop shop for collection and further processing of all food waste.

A clean laundered bin swap at every collection. Accept all forms of food with no packaging restrictions.

www.fsm.ie



Exhibitors



FARMAGEDDON BREWERY
FARMAGEDDONBREWERY.COM

Farmageddon Brewing Co-Operative Limited brewery is based in Comber just outside Belfast, Northern Ireland. The members of the workers co-operative are a group of devoted craft beer loving individuals who developed their idea of creating the styles of beer that they liked to drink.

Farmageddon produce modern cutting edge beer, using local malt and the finest hops from around the globe. This is done by combining modern and traditional techniques from around the world to create beer that is innovative and forward looking.

The name Farmageddon came from late night chats about what would be needed to survive the Zombie apocalypse, brewing your own beer and raising animals for food were at the top of that list.

www.farmageddonbrewery.com



GENE CURRY SHOP & BAR EQUIPMENT
WWW.GENECURRY.COM

Our company, with over thirty years' experience, is progressing into this new millennium with revolutionary concepts in customer service and product innovation.

Machines from all around Europe, with worldwide recognition for quality and design can be found in our portfolio of food service machines.

Our Range of Ice Cream and Milkshake machinery has grown to include the Nissei Soft ice cream machine with State of the Art produced equipment, in quality, performance and multifunctional use. The most advanced technology is to be found in the single freezing cylinder Combi machines. Out of 1 single ice mix ingredient, the Combi creates 1 flavour soft ice cream, 4 flavour milkshakes and a multiple varieties of Sundaes and Twister ice creams.

Whether you want to capitalise on the "to go" market, or offer your customers a range of freshly prepared hot beverages, we have a machine to suit you. From professional espresso machines to Multi beverage hot drink machines and fresh coffee bean grinders. A choice of colours and finishes are available. We also supply slush machines, frozen cocktail machines and sherbet machines. Syrups and concentrates for these machines are always available in a wide range of flavours for our customers.

ZUMEX juice machines attract customers and markets itself on the strength of its product, natural, freshly squeezed orange juice. The machine is patented in over seventy countries, and is recognised as an excellent investment. A number of sizes are available including a multi juice machine.

Our experience gives our customers peace of mind and many profitable years from their machines.

www.genecurry.com



GLASS2SAND
WWW.GLASS2SAND.COM

Stand 133

In the hospitality industry a seemingly unavoidable cost is one which involves glass bottle recycling. However, we have sourced a product which offers a solution to this cost. Irish company Glass 2 Sand is the exclusive distributor for the Expleco Oppressor GLS – a compact glass bottle crusher which reduces glass bottles to sand instantly.

This innovative product

- eliminates your glass recycling costs
- guarantees huge reductions in waste management costs
- reduces labour costs
- eliminates your used glass bottle storage requirements.

Suitable for nightclubs, bars, hotels and restaurants, John Wafer, Managing Director of Glass 2 Sand commented. The machine is simple to use and measures only 23" sq and 4 ft 6" high. The operator feeds individual bottles into the machine which instantly reduces the glass bottles to 75% silica sand. This offers a dramatic cost saving on the existing glass crushers which incur pick up costs as they convert bottles only to "cullets" or pieces. The sand is deposited in the 20 litre bucket which forms part of the Oppressor GLS. To give you an idea of the efficiency of the machine, 120 beer bottles or 60 large wine or spirit bottles are transformed into less than half a bucket of sand.

For further information please contact John Wafer, Glass 2 Sand

T +353 87 8578806

E info@glass2sand.com

www.glass2sand.com



GS1 IRELAND
WWW.GS1IE.ORG/RETAIL

Stand 27

GS1 global standards are the most widely used supply chain standards in the world. Over 2 million organisations across the globe use GS1 Standards today, to identify, capture and share information about their products, services, locations and assets. GS1 identification numbers, barcodes and data sharing standards enable organisations of all sizes to order, track, trace, deliver and pay for goods across the supply chain, anywhere in the world. GS1 Ireland offers organisations across multiple industry sectors a wide range of supports and services to help them in their use of GS1 supply chain standards. The benefits of standards adoption

includes: business process efficiency, enhanced product traceability and meeting trading partner requirements for data. GS1 services include helpdesk and technical support, expert advice, training and professional advisory services.

Tel: 01 208 0660

www.gs1ie.org/retail



THE GALWAY FOOD COMPANY
THEGALWAYFOODCOMPANY.COM

Stand 113A

The Galway Food Company make food products using locally sourced ingredients from Galway.

"Taste the flavours of Galway"

The family owned business was founded by Clare Colohan in 2015 and is based in Loughrea, Co Galway

The company launched to market with an All Butter Shortbread Range in November 2015 –

They currently have 4 varieties –

- Connemara Seaweed
- Galway Bay Lavender
- Rich Chocolate
- Irish Classic

They currently sell a 10 biscuit 180g box and a 2-pack 36g Food Service Biscuit Product. Savoury and Gluten – Free ranges are due in 2017. Other food products are currently in development as well.

The Connemara Seaweed Shortbread uses Seaweed harvested in Connemara off the Wild Atlantic Way on the West Coast of Ireland.

The Lavender is grown near Oranmore in the Galway Bay Lavender Farm, in fields which roll down to the Wild Atlantic Coast

Currently stocked in all good food shops and tourist outlets nationally as well as on the Food Academy shelves of Supervalu nationwide

www.thegalwayfoodcompany.com



GH ENTERPRISES
WWW.GHENTERPRISES.IE

Stand 15

GH Enterprises has been supplying the catering industry with quality products since 1999, providing money saving alternatives geared towards reducing your everyday costs.

Some of these products include the Cutlery Polisher, which polishes from 2,000 to 20,000 pieces per hour.

The Cutlery Polisher reduces labour costs by up to 90%. It dries, polishes and sanitises stainless steel and silver cutlery.

The Cutlery Polisher is easy to operate, gives consistency of quality and saves on labour while improving the quality of old cutlery and maintaining the quality of your new cutlery.

GH Enterprises also supply Glass Polishers, which reduce labour costs, the need for polishing cloths and leave your glasses perfectly dry and polished. The Glass Polisher ensures maximum hygiene and transparency in addition to eliminating streaks.

Our unique Cleaning System/Decarboniser has many benefits in any kitchen. Some of which include: reducing labour costs, removes grease grime and the heaviest carbon from baking trays, pots, filters plus many more. The Decarboniser operates at 85 degrees Celsius-enough to kill bacteria.

If you require further information on any of our cost saving products or if you would like a free on site demonstration please contact us on 068 28133.

E-mail: info@ghenterprises.ie

www.ghenterprises.ie



Green Business is a free and confidential resource efficiency service for all types of SMEs in Ireland.

The service is funded by the Environmental Protection Agency (EPA) under the National Waste Prevention Programme with the objective of delivering substantive resource efficiency improvements and cost savings, through waste prevention and reductions in water and energy consumption.

Businesses can request a free site visit carried out by our experienced Green Business advisors. Assessments are undertaken by professional environmental consultants.

A report is then produced which provides recommendations for resource efficiency savings. All information is treated as confidential and is not passed to any other party.

Green Business is also partnering with many different programmes to provide resource efficiency supports in Ireland.

www.greenbusiness.ie



Grow offers a family of sales-specific assessment tools and consultancy services to grow your business. We evaluate your sales team, strategy and processes to pinpoint your challenges – and to identify your opportunities.

With these insights, we can develop your existing sales team to make them measurably more effective and successful. We can also help you identify provably effective salespeople when recruiting. Working together, this trio of services can deliver sales results that are both extraordinary and sustainable.

EVALUATE

We deliver Sales Team Evaluations that are more Accurate, more Predictive and more Scientifically Valid than any other

RECRUIT

92% of Sales People we recommend are in the top half of their sales team within 6 months

DEVELOP

We deliver actionable changes for your sales team based on our scientific evaluation of the skills, capabilities and behaviours of your sales force.

www.growsales.net



Hackman Enterprises Ltd. was founded in 1984 and is based in Bray, Co. Wicklow, Ireland. We specialise in supplying a broad range of promotional products, gift/incentive products, clothing and sports products.

Our collection consists of over 6,000 high quality products. We also provide a sourcing service for any products that our clients require.

Our facilities include a fully equipped manufacturing, printing and artwork unit capable of producing high quality branding on our products.

Hackman Enterprises Ltd. is a fully owned Irish Company (Company Reg. 108831)

We are members PSI, who is an internationally recognised association for supplying promotional products. This provides us with access to many sources worldwide, and is a valuable source of market trends worldwide.

All our staff are fully trained professionals with the requisite skills in their particular areas of expertise. They are dedicated to the company's primary policy of satisfying our clients expectations for quality, service and value for money.

www.hackman.ie



Handtmann offer a comprehensive range of market

leading machines designed for efficient and versatile production requirements within the food industry.

Their extensive list of equipment offers practical solutions for applications including Filling Portioning and Depositing requirements all of which are supported with an extensive Technical Sales and Service network throughout the UK & Ireland.

For 30 years Handtmann Ltd has had an unquestionable commitment to provide top quality, economy and reliability. Handtmann is constantly setting new standards within the market with new developments the VF 800 generation, the ConPro system and an extensive AL-range of machines, the innovation of Handtmann is clear for all to see.

The success of the company is based on highly trained and motivated staff that have internalised the Handtmann philosophy. Coupled with state of the art production technology, exemplary service provision and the ability to listen, new potential is generated every day. Our aim is to convert these opportunities into excellent product solutions.

www.handtmann.ie



Herbst Software is a leading Irish business management software provider, offering a specialised fully integrated solution and one designed from a sales and management perspective. Our product makes it easier for management to get access to real-time and accurate information while making important business decisions. With over 30 years of experience, Herbst Software has developed specific solutions for the food and drink industry across Ireland and the UK.

Herbst Software is a leading Irish business management software provider, offering a specialised fully integrated solution and one designed from a sales and management perspective. Our product makes it easier for management to get access to real-time and accurate information while making important business decisions. With over 30 years of experience, Herbst Software has developed specific solutions for the food and drink industry across Ireland and the UK.

All functionality that your business requires is available to you such as finance, stock control, CRM, credit control, business intelligence and much more. The software is developed in-house and is completely flexible due to its flexible nature, allowing for greater levels of customisation through a modular product structure. You can build only what you need at any given time, with the capability to develop further as the business and requirements grow.

Specific to the Food and Drink industry, the solution provides full traceability from farm to fork, handhelds for drivers that can link to the back



Exhibitors

office, integrated ePOS for trade counters, factory kiosk options for production and stock control, and much more; all of which can be found in the one system.

For more information please contact us at sales@herbst.ie or visit www.herbstsoftware.com

www.herbstsoftware.com



HOTEL & CATERING REVIEW
HOTELANDCATERINGREVIEW.IE

Stand 41

Published by Ashville Media, the magazine is your number one source of information for industry news and developments, emerging trends, business advice, interviews, opinion columns from industry stakeholders and more.

www.hotelandcateringreview.ie



THE HR COMPANY
WWW.THEHRCOMPANY.IE

Stand 81

The HR Company, B2E Ltd, 'Experts in HR Outsourcing, Employment Law and HR Compliance'.

'The HR Company' was setup by Philip Carney and Angela O'Grady in 2001. Since then it has gone from strength to strength, working with and advising some of the largest Irish and Multinational businesses in Ireland as well as SME's. Prior to setting up 'The HR Company', Philip headed up the Human Resources function at Microsoft's European Operations Centre for several years and Angela was the Staffing and Recruiting Manager. The Company was set up with the sole purpose of providing HR services and HR consultancy to organisation in Ireland that wanted to outsource their HR requirements. The company currently has 40 staff and is continuing to expand.

www.thehrcompany.ie



H2 FILMS
WWW.H2FILMS.COM

Stand 158

H2 Films is a film production company that strives for excellence in logistical thinking and creative interpretation. We produce branded film content to suit your advertising and digital media needs. Whether it's a brand commercial, product showcase or recipe demo our team have the skills and knowledge to catapult your brand to the next level. With over 20 years experience in film making we love what we do and bring passion, flair and fun to every project.

Talk to us today for a free quote.
Email: melissa@h2films.com

www.h2films.com



HUBER TECHNOLOGY
WWW.HUBER.CO.UK

Stand 149

Huber Technology provides state-of-the-art equipment for municipal and industrial water and wastewater treatment. Our main focus is liquid/solid separation in general and headworks equipment in particular. We offer a comprehensive line of stainless steel equipment.

The HUBER Group is successfully operating in the environmental engineering sector. With its more than 60 subsidiaries, representative offices and agents, the HUBER Group is among the worldwide leading suppliers in the field of wastewater/sludge treatment and process engineering. With more than 175 years of commitment to drinking water and wastewater treatment, HUBER has always been an innovator in this field with a continuous focus on the development of new solutions to conserve one of our most valuable resources: water.

www.huber.co.uk



HPP TOLLING
WWW.HPPTOLLING.COM

Stand 86

High Pressure Processing is an innovative Technology that allows food companies manufacture safer, clean-label preservative free products with extended shelf life. HPP Tolling gives all food companies in Ireland access to these benefits which will greatly support the continued growth and development of the Irish Food Industry at home and abroad.

www.hpptolling.com



IT CARLOW
WWW.ITCARLOW.IE

Stand 1

Institute of Technology Carlow provides higher educational full-time taught programmes from level 6 – 9 on the National Framework of Qualifications, along with research programmes at level 9 & 10 and enterprise development opportunities, through its centres in Carlow and Wexford. The Institute also provides part-time programmes in Carlow, Wexford, Wicklow, Kilkenny, Kildare (the Curragh), Shannon, Dublin (An Cosan, Tallaght).

The Institute of Technology Carlow is currently implementing a strategic plan for 2014-2018.

This strategic plan is framed by the Institutes strong culture and set of Core Values, which puts the Learner Experience at the centre of our values system, supported by the core values of the Achievement of Excellence, Connectedness, Knowledge, Creativity & Innovation, and Ethics.

The Mission of Institute of Technology Carlow is to: Learn through Engagement, Challenge through

Learning and Lead through Innovation

Learn: We provide a comprehensive range of higher education and research opportunities from NFQ level 6 to 10 across a number of sites and centres within the region we serve and to a diverse learner population. Our curriculum is informed by our industry and community engagement activities. Our approach to teaching, learning and assessment encourages active learning, critical thinking, and self-direction through project- and problem-based, research-inspired delivery. We are strongly committed to innovative experimentation and a robust self-evaluation ethic.

Engage: We are committed to the strategic enhancement and expansion of our regional reach, in order to ensure access and progression opportunities for learners. We proactively engage and collaborate with colleagues, learners, graduates, collaborative partners in industry, the professions and communities, regionally, nationally and internationally. We are flexible and entrepreneurial and we welcome new opportunities and innovative ways of doing things.

Challenge: We are a place of enquiry where the skills of critical thinking are honed and exercised through cross-disciplinary research led education, collaborative provision, industry and community engagement and internationalisation. We challenge each other and our learners to develop, contribute and to make a difference.

Innovate: We are innovative and outward looking and will continue to develop capacity and specialisms in a number of specific domains, with an emphasis on the generation and exchange of new knowledge within the regions we serve. We are committed to knowledge production and transmission, ensuring the convergence of education, research and knowledge exchange in a globally connected and industry oriented environment. We encourage and foster social entrepreneurship and civic renewal, while operating as a responsive and ethical higher education institution.

IT Carlow is excited to announce the launch of a new four-year Bachelor of Science (Honours) in Brewing & Distilling which will be the first of its kind on the island of Ireland and has been designed to support the brewing and distilling industry, which is a key growth sector and one undergoing a major renaissance. Our programme is the result of two years of research and development by the Institute and, in keeping with our co-operative teaching and research culture, included significant consultation with industry, representative organisations, national bodies and government.

www.itcarlow.ie



IBEC/SFA
WWW.IBEC.IE

Stand 91

Ibec is Ireland's largest, most influential and best known business representation organisation. Along

with our 40+ industry sector associations, we lead, shape and promote business conditions to drive economic growth and secure prosperity, right across the country.

Food and Drink Industry Ireland (FDII) is a business sector in Ibec and the main trade association for the Irish food and drink sector representing over 150 companies across meat, dairy, consumer foods and beverages. FDII is committed to ensuring an environment exists which is conducive to the further growth and scale of Irish food and drink companies. Through our close working relationships with key politicians, government departments, state agencies, policy makers and other stakeholders, we ensure those interests then stay at the top of the political agenda.

The Small Firms Association (SFA) is the small business association in Ibec. We are the trusted partner of small business in Ireland. Our mission is to deliver business focused advice and insights to member companies, influence government policy to the benefit of small businesses and connect our members in a thriving community.

Members get unrivalled access to market data, economic and legal briefings, executive networking events and sector-specific conferences across the entire economy. Members can also tap into the scale of our employment law and HR practice to support with employee relations and HR policies and procedures.

Your membership of Ibec/SFA is an opportunity to meet with the most influential people in your industry, and be part of our ambition to grow an entrepreneurial, dynamic and sustainable economy in Ireland.

www.ibec.ie



Our Philosophy

Inside Out is a global executive coaching firm, with a highly select team of experienced coaches located throughout five continents, speaking more than 13 languages. We strive to be best in class within our field, offering customised and solution focused coaching services. We are the trusted coaching partner to the world's leading corporations, businesses and institutions. Our success is based on the following principles.

- We empower business leaders and executive teams to make distinctive, lasting, and substantial improvements to their performance.
- We tackle their most difficult issues and serious challenges. We work selectively with companies who value long term partnerships – positively and irrefutably impacting their business.
- We listen. We understand business. We are open, courageous, and empathetic, in coaching leaders to improve their performance.
- We hold the mirror up to our clients in creating

acute awareness of themselves, their internal drivers and strengths, and how to align this with their leadership behavior – in delivering exceptional results through the organization.

- Above all, we want executives to be more of themselves, without ego or persona. In short, to become authentic leaders.

Our Services

Executive Coaching

Our acclaimed Peak Performance Coaching Program has been developed over the last 25 years, and is designed with tried and tested tools and methods to accelerate outstanding business performance and personal development.

Executive Stretch Team Workshops

Our Executive Stretch Program focuses on the dynamics of teams and the limiting behavior or attitudes of individuals within them, which can impact negatively on results and effectiveness. This is a creatively designed, intellectually stimulating and challenging, behavior-enhancing, one or two-day residential experience – tried, tested and respected.

www.insideout.biz



IMEC Media is a leader in developing product solutions to meet unique and challenging label, ribbon and tag requirements. We have the experience to develop effective, working solutions to meet every kind of media supply challenge.

From small runs to high volume, we offer a convenient, easy way to purchase pre-printed labels for a range of applications.

IMEC Media design, manufacturer and deliver products to customers in Food, Logistics, Pharmaceutical, Chemical, Medical Device, Utilities and Government organizations.

www.imecmedia.ie



At Intact Software, our mission is to organise your business information into an easy-to-use, single system where it can be leveraged to enable efficient daily operations. Intact iQ, our 3rd generation ERP software, can provide you with all the tools and functionality you need to be operationally effective and to grow accordingly.

Designed, developed and supported in Ireland, Intact iQ is easy to change to and easy to stay with. It can replicate the things you love about your current

business software, achieve the things you'd like in a new system and support the things you haven't even thought of yet.

Intact iQ can help you to deliver exceptional service to your customers and so much more. Take full advantage of our clever business intelligence tools to help you make on-the-spot decisions, identify opportunities to continually innovate and develop a competitive edge.

We work closely with you to create the kind of unique features you need to be at your best and differentiate your business in your marketplace. If an idea is tagged a priority, our development team can deliver custom changes and new features within a four-week development cycle. This means your concept can become a reality in a short amount of time.

Along with incorporating a powerful set of modules i.e. Financials, Stock Control, Business Intelligence, CRM, eCommerce and more, Intact iQ also easily integrates with third party systems to become the hub of your operation. We provide training at installation to ensure a smooth changeover and technical support should you need any further assistance.

www.intactsoftware.com



Investec in Ireland, a member of the Investec Group, is a leading specialist bank and wealth and investment manager and is based in Harcourt Street, Dublin 2 and at One Albert Quay, Cork with a team of over 240 specialists. The Investec Group is a leading international, specialist-banking group, with headquarters in Johannesburg, South Africa. The group was founded in 1974 and currently has approximately 8,000 employees with offices in 14 countries. Investec acquired NCB in 2012. Investec's main activities in Ireland include Wealth Management (private client and institutional), Corporate Treasury and FX, Corporate Finance and Venture Capital Investment. Investec plc is quoted on the Johannesburg and London stock exchanges with a market capitalisation of circa £4.9bn as of 29 January 2016. Investec's three principal areas of business worldwide are Specialist Banking, Wealth and Investment and Asset Management.

www.investec.ie



Machines. Ideas. Solutions.

About us

Jungheinrich is one of the world's three leading companies in the material handling equipment,



Exhibitors

warehousing and material flow engineering sectors, as well as the European leader in warehousing technology. Established in Hamburg, Germany, in 1953, our company offers the full range of products and services “all around the stacker”. Rather than taking the “one size fits all” approach, we focus on providing the best solution for the long-term profitability of your enterprise. Our approach to intralogistics is cross-industry and, as an active player in developing its future, we are committed to blazing new trails on behalf of our customers.

Quality and commitment

We are committed to responsible conduct at the commercial, environmental and social level. Our aim is to ensure lasting success and innovativeness on a foundation of sound profitability. Sustainability is a key component of our business strategy, tailored to the respective sector of industry and market.

Sustainability

We take on social and environmental responsibility. Sustainability concepts form an integral part of our corporate strategy — from conserving resources and developing energy-saving products to long-term cooperation with a charitable, non governmental organisation.

For more information please visit:
www.jungheinrich.ie
 Or email: info@jungheinrich.ie

Maynooth
 Jungheinrich Lift Truck Ltd
 J5 Maynooth Business Campus
 Maynooth
 Co Kildare

Ph: +353 1 6517100
 Fax: +353 1 6517101

Cork
 Jungheinrich Lift Truck Ltd
 8/9 Nyhan Industrial Estate
 Tramore Road
 Co Cork

Ph: +353 21 4961010
 Fax: +353 1 6517101

www.jungheinrich.ie



Johnston Logistics Ltd commenced trading in 1979 and is a private limited company jointly owned by Albert & Ivan Johnston. The company operates from 7 sites within Ireland, with the company headquarters and administration based at a 3ha Dublin Hub in Rathcoole. The site currently operates 15,100m² pick and pack and cross dock warehousing and 21 dock levellers.

A Warehouse Management System (WMS) which

includes RDT barcode scanning is in place (Index by Principal Systems) which offers complete accuracy and records on all transactions with active reporting options.

WAREHOUSING

- Pharmaceutical / food grade raw material
- Hardware and DIY
- Hazardous
- Heated and temperature controlled
- Type C Bond – Authorised Consignee Premises (ACP) for Bonded non EU dry goods
- Type E Bond – duty deferred

Warehouse Team Leaders for all areas have extensive training as have all operatives so that our clients may be assured of a high standard of accuracy, attention to detail, efficiency and house keeping.

SUSTAINABILITY

- High-efficiency “teardrop” double deck trailers, reduces number of loads and kilometres
- Fuel Consumption Monitoring
- Rain water harvesting to supply automatic truck wash which recycles 95% of its water
- Entire facility is lit by high-efficiency lights with motion & lux sensors
- Reduced paper – electronic invoicing, paperless picking by RF guns, signature capture devices
- Electricity from wind farm generation
- View our environmental policy Johnston Logistics Environmental Policy

SAFETY

- HSSE Manager & DGSA
- Safety Statement & Business Continuity Plan
- Employee Assistance Programme
- ADR & CPC Training
- Risk Analysis
- Accident Recording

THE FUTURE

Johnston Logistics has made the transition from being a traditional domestic haulier to a true Pan European Logistics Provider, while retaining the quality and service levels of a local organisation. We have remained ahead of the curve with our focused expansion into mainland European groupage, spearheaded by our partnership with Dachser GmbH. The Dachser network allows us to offer worldwide logistics solutions supported by world-class customer service and traceability.

Johnston Logistics service provides “Irish Companies a Global Network and Global Companies an Irish Network”.

Further growth will be achieved by providing comprehensive and tailored logistics solutions for clients. We will also develop new relationships with companies who operate in our target market who require a professional and service-driven logistics solutions provider with innovative solutions.

The core belief throughout our organisation is to value, above all else, our relationships with our customers, employees and service partners alike. This value system nurtures trust between all stakeholders across the business which is key to delivering an efficient and sustainable service now and into the future.

www.johnstonlogistics.ie



Kelsius are the marketing leaders in paperless HACCP & Temperature Monitoring systems.

With over 12 Billion records harvested to date and a presence in 24 countries worldwide.

We provide food safety solutions to help you save time and money.

Kelsius help companies protect their brand & increase the quality of service provided. Our customers cover a wide range of food service sectors including Convenience store, Supermarket, Hotel and Restaurant, Fast Food, Catering and Hospitals.

We are trusted by Five Guys, Musgraves, Applegreen, Ashford Castle and the Merrion Hotel among many others.

FoodCheck from Kelsius is a revolutionary web based paperless HACCP system that provides complete visibility of food safety compliance across your entire operation. It improves the quality of food by putting you in control of food safety with automated processes that drive impressive cost savings and labour efficiencies across your organisation.

FoodCheck can help you reduce paperwork, human error and time spent in relation to HACCP. Offering you Complete Food Safety Control.

www.kelsius.com



Portadown-based Kestrel Foods is credited with revitalising the homely image of dried fruit and nut and turning it into the snack of choice for today's health-conscious consumer. We have a great tasting premium branded and private label business inspired by innovation and delivered through ethical trading and an ongoing commitment to sustainable sourcing.

Our mission statement is to be recognised in the market place as the leading supplier of premium, innovative, great tasting and exciting products for snacking, baking and cooking, produced in a world class manufacturing environment.

Today the company's ethically sourced fruit, nut and nibbles are grounded in multinational supermarkets as well as flying high around the world with British Airways. Kestrel Foods, set up in 1996 by Michael and Loraine Hall, has a staff of 90 and extended product range of 160 fruit and nut snacks selling in 36 countries across Europe and beyond. We have invested over €1m in the past 18 months in a state of the art roasting and processing facility as well as a new high speed packing line and gas flushed pot line.

We are a multi award winning company at both a corporate and brand level, and are extremely well placed to service continued growth and new business development.

www.forestfeast.com



At Kingspan Insulated Panels, we're pioneering new technologies and innovative ways of building for a low-carbon future.

Improving building performance, construction methods and ultimately people's lives – that's what drives our teams across the world.

Energy efficiency is at the heart of our innovation, from developing IPNQuadCore, the industry's highest performing closed-cell insulated panel core, to providing services that support sustainable building techniques. There is no better way to demonstrate the Kingspan spirit of championing change than our own Group vision to achieve Net-Zero Energy by 2020, a goal that puts us at the forefront of global manufacturing.

As the world demands more from buildings in terms of energy efficiency, fire safety, resilience, health and aesthetics, we have expanded beyond insulated roof and wall panels to encompass high-end façades, smart lighting systems, integrated solar PV and structural steel solutions.

Together with insight from our ongoing research into better building design, these enhanced Kingspan envelopes will take our built environment to the next era of efficiency and wellbeing.

www.kingspan.com



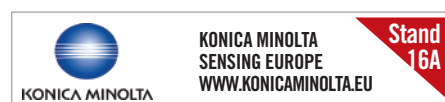
Originating in Kinsale, Co.Cork, Kinsale Bay Food Company started trading on April 18th 2014 and is an Irish owned family business. Kinsale's reputation for fresh seafood and flavoursome food has deservedly earned it the label of "Gourmet Capital of Ireland". The picturesque and world famous fishing village perched on the south coast of Ireland overlooking the Atlantic Ocean and renowned Old Head of Kinsale lighthouse has been the inspiration

behind our company's name Kinsale Bay Food Company.

From humble beginnings supplying various products to local Kinsale farmers markets, we have grown into the quality based food company we are today. Kinsale Bay Food Company is passionate and committed to producing a range of gluten free products to the highest standards made with locally sourced ingredients at our gluten free facility in Little Island. Our recipes were created on the Old Fish market in Kinsale and are still in use today. Our products are being recognised nationally for their quality and taste by being finalists in the Blas na hEireann Food Awards 2016 this September with our Kinsale Fish Pie and two new innovative Chicken Liver Pâtés layered with Red Pepper Relish and Red Onion Marmalade, and the Q Awards with our Kinsale Fish Pie which has previously won various awards.

At Kinsale Bay Food Company we pride ourselves on working closely with our suppliers, sourcing the highest quality ingredients for our Irish gluten free range. We are committed to sustainability and traceability and are Origin Green certified.

www.kinsalebayfoodco.com



Konica Minolta are a manufacturer of colour measuring devices contributing to the enhancement of the quality and precision indispensable to various industries.

Derived from our state-of-the-art optical and image processing technologies, help improve quality control and precision in a wide variety of industries. Our display colour analyzers for measuring the color and luminance of displays, and spectrophotometers, colorimeters and other color measuring instruments used for essential color management in many manufacturing plants play important roles in supporting various manufacturing industries.

www.konicaminolta.eu



About Kuehne + Nagel

Kuehne + Nagel Ireland Limited is a market leader in Logistics services to the Irish and Global Food & Drink sector.

Kuehne + Nagel's KN FreshChain supports temperature controlled shipments. Our services include:

Seafreight:

- #1 global seafreight forwarder
- Specialists in Dairy, Meat, Prepared Foods and

Seafood/ Fish exports

- Expert Refrigerated Transport team
- Dedicated Drinks Logistics team
- Bulk Tank movements
- FCL & LCL services

Airfreight:

- # 2 global air cargo forwarder
- Ambient and Temperature Controlled shipments for the Agri-Food & Drink sector
- Packaging solutions for exports and imports
- Prepared Foods, Seafood, Beverage, Fruit & Vegetable handling experts

Overland:

- European Top 3 provider
- Daily departures to/ from all European major cities
- Ambient and Temperature Controlled FTL, LTL and Groupage Services
- Machinery & parts handling experts

Contract Logistics & Integrated Logistics:

- # 1 global lead logistics provider
- # 2 global contract logistics provider
- Warehouse & Distribution in Dublin, Cork and Shannon covering the island of Ireland

www.kn-portal.com



LBSPartners, formally known as Lean Business Systems, is a coaching-based business improvement consultancy with unrivalled experience achieving business excellence. Our approach is hands-on, data-based and results driven; we customise our offerings to meet each of our clients' individual needs.

Established in 2002, LBSPartners have created a unique, practical and proven Framework that enables us to develop solutions which produce the ultimate competitive advantage for our clients. Our Framework methodology recognises four specific cornerstones for success: Leadership, Coaching, Standardisation and Education.

By employing Lean methodologies and best practices, honed from our collective experience, we partner with our clients to deliver the best results from their people and processes.

Our team of consultants average more than 25 years' experience across a variety of business sectors and have completed in excess of 200 Lean projects and training engagements. As thought leaders within the Lean community, we provided support, in conjunction with NSAI, Enterprise Ireland, Irish universities and industry representatives, for the development of LEAN Swift Standard.

In addition, our consultants lecture and provide



Exhibitors

content for the University of Limerick MBA programme, for Lean Graduate Diploma courses and for Engineers Ireland's Future Professionals programme.

www.lbspartners.ie



Linde Material Handling (Ireland) Ltd is a 100% owned subsidiary of the KION Group. Germany No1 material handling company and the Largest Forklift Manufacture in Europe. As a result we enjoy the benefits associated with Group ownership

The name of Linde Material Handling stands for quality – whether diesel lift trucks, electric forklift trucks or warehouse handling equipment. Line provides innovative technology aimed at greater cost-effectiveness in logistics.

Linde Material Handling offers expertise in material flow and carefully conceived functionality combined with maximum economy. From new trucks to Linde certified used trucks, hire truck, leasing or hire purchase, you will find the right balance between price and performance .

FREE OF CHARGE

Free no obligation Site survey. Linde experts will access and evaluate your site and report back offering suggestion and recommendations based on functionality, safety , efficiency's , flow rates and a general assessment of your site.

è Extensive product portfolio –of products and services from Forklift Hire , Sales , Driver training ,Racking , Attachments , Full automated warehouse solutions specialists, EX rated , Food and GMP areas.

- Linde service engineers offer Nationwide cover
- We have various financing options available through our dedicated financing division

www.linde-mh.ie



We specialise in providing cutting edge systems and support to improve manufacturing efficiency, from single machine to full enterprise-wide performance data capture and visualisation. See us at the show to discuss how we can help you improve your plant efficiency.

Do you accurately know how long each of your machines has stopped in fault today?

- Do you want to know all your OEE losses in real time?
- Do you want to make downtime and speed loss

instantly visible?

- Do you want to see the real reasons for machines not running?
- Do you want to get automated reports identifying your losses so that you can tackle them?

When you install a system by LineView on your line you will:

- Always know your real losses on this shift
- Get the ultimate Andon System directing your teams to fix real machine issues
- Have a fully automated data collection tool – teams no longer waste time with manual collection
- Be able to access our reporting from anywhere in your factory

Visit www.lineview.com or call us on 01564793039 for more.

www.lineview.com



Launched in 2013, Linked Finance is Ireland's leading P2P lending platform. With more than 13,000 registered users, Linked Finance connects local businesses who need loans with a vibrant online lending community. Ordinary members of the public, institutions and other investors who are ready to lend to Irish SMEs at attractive interest rates.

To date the company has facilitated loans for over 460 Irish SMEs – the vast majority of which have been significantly over-subscribed with bids from lenders totalling over €24m. The model provides an attractive funding option for businesses that are growing and seeking to take advantage of opportunities in their markets. Businesses from across all 26 counties have successfully secured loans from Linked Finance lenders, ranging from small food producers with a local customer base to larger manufacturers targeting international markets. Key sectors include retail, food, agriculture, manufacturing, professional services, education, construction and distribution.

www.linkedfinance.com



Located in Portlaoise, LSM are a leading manufacturer of commercial Waste Disposal Balers, Bin Presses, Compactors, Glass Crushers & Horizontal Balers. We also design and build custom balers to meet with specific customer requirements. With customers Worldwide, our balers are backed with exceptional service and extensive waste disposal management expertise. Our equipment offers the most effective method of sorting and compacting waste helping to reduce waste your disposal costs.

We Supply a full range of Baler Consumables, Bags, Spools & Wire. We also Service all makes of Recycling Equipment. Re-Conditioned balers also available on request.

Purchase and Rental Options available on all equipment.

Please call and visit LSM at Stand No 125

www.lsmltd.com



Every drop of Longways Cider captures the essence of the Tipperary naturally lush, rolling countryside that provides the perfect conditions to produce truly outstanding apple juice and cider.

Our cider is brewed from carefully selected Irish apples, grown exclusively at Longways Orchard, nestled in the rolling countryside of the Suir Valley in South Tipperary.

We work in harmony with nature. Longways Orchard is home to sixteen hives of Irish honeybees who pollinate the apple trees and produce delicious natural honey.

www.longwayscider.ie



Mama Nagi's Chilli Pastes- A fusion of rich and Authentic Indian flavours for all foods! Start your exotic adventure here for the perfect Indian meal

Looking for something different to jazz up meal times? Mama Nagi's authentic Indian chilli paste is a fresh and exciting brand to come onto the Irish food market. Growing up in a house filled with spicy aromas and traditional home cooking, Mindi Keane, the brains behind this new and exciting culinary delight simply reworks a firm family favourite from her childhood, bringing her love of cooking with spices into everyday meals. Packed with zesty flavours guaranteed to satisfy your taste buds, these chilli pastes are made with no artificial flavourings or additives, 100% Vegetarian & Vegan and made only with the finest fresh raw herbs & spices, ticking all the boxes for a healthier lifestyle when planning meals. An Irish homemade brand, Mama Nagis is the brand everyone is talking about.

I set up Mama Nagi's in 2015 from my home in South Dublin with the idea to bring authentic raw chilli paste made from popular Indian recipes to the Irish market.

This concept and idea stemmed from when I used to return from the UK with my mother's (the REAL Mama Nagi) hot Punjabi chilli paste, something that was not available in the Ireland.

My mother's recipes have been handed down through her family before her, culminating in a rich palate culinary tradition which has followed my family from India through Uganda, to the UK and now to Ireland.

My product range now consists of 3 Chilled Chilli Pastes:

- Hot Punjabi Chilli Paste
- Keralan Coconut Chilli Paste
- Bengali Sweet Chilli Paste

These pastes are a blend of authentic, family, and regional Indian recipes.

These versatile chilli pastes add a kick to the simplest of dishes and convenient to use – they can be used as a Stir-In / Stir Fry / Marinade / Dip / Spread / Sauce.

All my pastes are made from the freshest produce and clean ingredients locally sourced.

They are also dairy free, free from gluten and suitable for vegetarians and vegans.

www.mamanagis.ie



We deliver design solutions to the retail and hospitality sector.

Following 20 years of experience in designing for business we have a deep understanding of the need for function before form when it comes to designing. Utilizing our experience and knowledge we offer our clients a combination of quirky mix design options capturing the clients own needs and requirements ideal to their market.

We then turn designs into turnkey projects at competitive prices.

Main Activities-restaurants, food halls, butchers, office interiors, hotels and bars.

Recent projects Ginoss and Grogan & Brown have awarded winning design interiors.

Contact us for more details

Maria O'Neill Design

3 Abbeylands Arklow, Co. Wicklow, Ireland
Mobile: +353 (0) 87 2507964
email:mariaoneilldesign@eircom.net

www.mariaoneilldesign.com



McK Print & Promotions, based in Dublin, Ireland.

Owned by Rachel Greene & Paul McKeever, we work extremely hard with our suppliers to deliver quality products at competitive pricing. Rachel has gained over 9 years experience in the industry and is highly regarded as being highly knowledgeable about each product and truly passionate about the work we do. Working with many clients over the years, Topaz, Aramark, Roadbridge, Dun & Bradstreet, Microsoft, Verve Marketing, UCD just to name a few!

We supply an extensive range of Promotional material, corporate gifts and luxury gifts for special events. Pens, USBs, Folders, Umbrellas, Lanyards, Name Badges Desk Crystals, Trophies, Corporate Clothing, outdoor tents! The list goes on. McK Promotions work within your budget and requirements, always delivering on time and exceeding your expectations.

At McK Promotions our goal is to offer cost effective solutions for your project, campaign or to simply get your message out there. We are focused, hard working and always up for a challenge!

www.mckpromotions.com



Mason Technology – Laboratory and Industrial Equipment Specialists in Ireland

Serving Science Since 1780

With over 230 years of specialised industry and consulting experience, Mason Technology is one of Ireland's leading and largest suppliers of scientific solutions in both the Laboratory and the Industrial arena. Established in 1780, we have grown to become one of the most highly regarded and most sought after suppliers of Laboratory and Industrial equipment in Ireland. Our enterprise offers unrivalled expertise and experience in scientific instrumentation, equipment and consumables. We are the No. 1 source and choice for all your Laboratory and Industrial needs.

As a market leader representing some of the world's major equipment manufacturers, we offer bespoke services to the Scientific, Medical, Industrial, Academic and Food Science markets. Through our advanced and personalised service capabilities, we help our customers transform their data enabling them to make informed decisions and quickly derive insights that better protect the health of families, the environment etc.

www.masontechnology.ie



Mazars has a dedicated Food & Beverage team who specialise in the food and beverage sector and understand the global business trends affecting this

sector. We have extensive experience with clients across all segments of the Food & Beverage industry, from manufacturing and distribution to retail and marketing. You will find our clients throughout the supply chain – they include manufacturers, processors, packaging, importers, specialty products, ethnic foods, distributors, retailers and restaurants. We truly service the food industry from farm to fork.

We tailor our approach and services to satisfy the particular needs of our food and beverage clients, from day-to-day business support through to issues relating to international development. We continually develop new solutions and identify products to satisfy our Food & Beverage clients' needs.

Our services include

R&D Tax Credit, Corporate Tax, International Tax, Tax Compliance, Revenue Audit, Tax Advisory Structures, Audit and Assurance, Financial Advisory, Buying & Selling a Business, Mergers & Acquisitions, Due diligence, Restructuring & Dispute Resolution, Financial Outsourcing and Process Improvement Reviews.

Visit mazars.ie for further information

www.mazars.ie



To introduce McGivern Flynn and Co, we are a Boutique Insurance Brokers based in Dublin 2 with over 30 years' experience in the Food, Drink & Hotel Industry. Our approach to business is straightforward, we believe in establishing personal relationships with our clients and obtaining the most appropriate insurance at the best price. Our clients stay with us because we provide a professional service at all times and we work hard at building lasting relationships. We have a dedicated professional team of employees who are fully qualified and up-to-date with the latest market developments, which allows us to create tailored solutions for our clients with the leading insurers. Why not contact us for a FREE second opinion on your Insurance Placement. To avail of this, please contact Mark Duggan on 016321319/0867812089 or email mark@mcgivernflynn.com for a quotation. McGivern Flynn & Company Limited is regulated by Central Bank of Ireland.

www.mcgivernflynn.com



Established in 1978, Mid-Cork Pallets & Packaging is the leading manufacturer of pallets in Ireland. We also provide a flexible stock and serve service for our growing list of customers corrugated packaging needs. Operating from a 20,000 square meter



Exhibitors

facility near Macroom in Cork and a 7,000 square meter storage and distribution centre in Dunboyne, Co. Meath, MCP is strategically located to service the Irish market, close to all major road networks.

Pallets:

- All types of timber pallets including Euro pallets, kiln dried and heat treated. (New and second hand)
- We can supply Plastic and Aluminum pallets, as well as timber pallets
- We also have a Specialised Pallet Design Service available

Packaging:

- Mid Cork Pallets are BRC accredited and supply all types of corrugated boxes including 0201, Die Cuts, 4 and 6 point glued trays
- MCP offer an extensive range of SHELF READY packaging solutions
- We offer a range of print finishes from standard to HD Flexo to Litho Laminated boxes.
- MCP offer a full Design and Sampling Service

Specialist Packaging:

- Plywood Crates
- Shipping Crates
- Machine Pallet Wrap
- Hand Pallet Wrap
- Corner Pieces
- Wooden and Corrugated Reels

Contact Us

For more details please visit www.midcorkpallets.com or email sales@midcorkpallets.com or phone (026) 41311.

www.midcorkpallets.com



MGM Partnership is a leading Chartered Quantity Surveying and Chartered Project Management practice with offices in Dublin and Wexford providing professional quantity surveying, cost consultancy and project management services to all sectors of the construction industry in Ireland, the UK and many other areas around the globe.

From initial concept design to project completion MGM Partnership adds real value in the services we provide to both public and private sector Clients. MGM Partnership has the capacity, resources and experienced personnel to provide professional quantity surveying and/or project management services on projects of any scale

www.mgmahon.ie



Formed in 1987 Modern Labelling Systems introduced to the self-adhesive label market a level of service, commitment and variety of choice that quickly established the company as a front-runner in the design and manufacture of quality self-adhesive labels.

From the start we made a point of regularly calling to our customers offering a partnership approach to help customers solve their labelling problems. With good quality design and layout we have consistently met the demand for good quality eye-catching labels reflecting the individuality and character of our customers requirements.

With our experience and fully committed team of professionals built on years of dedicated service to Irish Industry we are ready, willing and able to offer you our total commitment.

Contact Details:

Mullingar Business Park, Mullingar, Co. Westmeath.
Tel: 00353 (0)44 9343746
NI: 0808 1014565
Fax: 00353 (0)44 9348943
Email: info@mls.ie

www.mlslabels.com



McCarthy Paper Distributors is a family run SME supplying high quality paper products at competitive prices, nationwide. With more than a decade's experience in the market, we source the highest quality products and deliver them to your door. Based in Dublin, we proudly offer our customers a free nationwide delivery service. Our clients vary from small shops and restaurants, to nationwide chains and all receive the highest of customer care. We supply a range of products, including, but not limited to; Till Rolls, Visa Rolls, Kitchen Printer Rolls, Ink Ribbons, Docket Books, Labels and Tissue Paper.

www.mpd.ie



Milseán Chocolate continues to grow with Supervalu, following successful Food Academy trials Milseán has grown to a listing with 60 Supervalu stores with additional plans to be listed in 80 stores before June 2016. Milseán currently employs three full time staff, with plans to hire three more staff within a 12 month period.

Milseán, which means sweets in Irish / Gaeilge, produces an exquisite, handmade range with carefully selected, single-origin cocoa beans,

specially chosen to bring you a taste of chocolate heaven. The company has won numerous awards including;

- 2014 – Great Taste Awards – 2 Gold Stars – 44% Venezuela Origin Chocolate bar
- 2014 – Great Taste Awards – 1 Gold Star – Douglas Blend Coffee
- 2015 – Selected as a Bord Bia / Irish Food Board Christmas Box Shop Supplier
- 2014 – Blas Na hÉireann /Irish Food Awards – Silver Award Winner – 67% Granada Origin Hot Chocolate Spoon
- 2013 – Blas Na hÉireann /Irish Food Awards – Bronze Award Winner – 44% Venezuela Origin Chocolate bar

www.milsean.ie



OUR SERVICES

How We Work

Molloy and Sherry are more than a company, we are a living tradition of excellence in temperature controlled storage.

We are also expert in the handling, storing, and shipping of the products of Irish food sector. Above all our business functions, we enjoy high levels of customer service, levels we have skilfully and strategically achieved over thirty years. It is this consistent and focused approach that gives our customers and the food sector we serve the vital confidence they require for building and developing successful business relationships.

Handling

- Verification of condition and count of product
- Application of RF barcode identification tags for all pallets
- Recording to computer and location identification systems
- Stock rotation system, first in first out and any specific customer requirements fulfilled
- Stock control system, stock updates sent daily, weekly and monthly by email
- Monthly in house stock checks are recorded and kept on file of instant access

Storage

- Freezer temperatures at +10°C to -30°C
- Ultra-Low airtemperatures range: -20°C to -30°C for ice cream, novelties, etc.
- Ambient temperature for storage of dry goods
- Blast Freezing Wind for quickly removing heat from fresh product
- Chamber Freezing and tempering products to customer requirements

Contact us on 01-8772610 01-8772650 & 0862586750

Order Assembly

- Retrieval of full pallet or individual cases as demanded
- Order assembly: Single case order picking, stretch wrapping and labelling of pallet with shipping identification

Other Warehouse Services

- Cross Dock / Trans-loading: Receiving product in full pallet quantities to be staged for immediate re-shipment
- Hand-stack Loading / Unloading: Manpower provided to palletise or floor load individual cases/units
- Labeling / Stamping: Product packaging or cases that need to be specially stamped or labeled
- Re-Palletizing, Spreader Insertion and Removal
- Slip-Sheet Loading / Unloading: Pallet quantities of product received or shipped using slip-sheet and forklift equipment with special attachment
- Stretch Wrapping: Plastic stretch wrapping of palletised product for extra protection while in transit or while being stored
- Providing Transport: Nationwide, UK and Europe
- We Provide Rental of Cold Rooms both Chill and Frozen with offices and parking, allowing our Customers run their business to their own accord

www.molloyandsherry.ie



MUSK
WWW.MUSK-ENG.CO.UK

Stand 6

Musk are a highly respected provider of engineering solutions to the food and beverage industry. By combining experience, value and quality production facilities, Musk continually seek to improve the performance of their customer's business. We can deliver projects of any size, from simple stainless steel vessels and skid mounted equipment, all the way to full turnkey projects. Our technical and project management expertise enables us to undertake the most challenging of projects. The people we employ are our most important asset. We pride ourselves on a team approach utilizing skill and knowledge together with an understanding of key issues in order to deliver projects to the highest standard. We continually invest in our people to ensure we offer the latest technology.

www.musk-eng.co.uk



MULTIVAC
WWW.MULTIVAC.COM

Stand 22

MULTIVAC Ireland as part of MULTIVAC group is one of the world's leading manufacturers of packaging machines for food producers, restaurants, hotels and caterers with over 120,000 MULTIVAC machines sold worldwide since the company was established in 1961. Our machines are the benchmark against which other vacuum packing machines are measured and we strive to ensure that we always

offer excellent value with the best machines.

The pre-eminent authority in thermoform packaging machines, MULTIVAC is proud to set and continually raise the standards in hygienic design, performance and value for every category of machinery we build: Thermoformers, Chamber machines, tray sealers Automation and labelling systems.

www.multivac.com



MARIA LUCIA BAKES
WWW.MARIALUCIABAKES.COM

Maria Lucia Bakes is an award winning, specialist producer of glutenfree and wheatfree luxury granola, muesli and porridge. The Cranberry, Coconut & Chia Seed Granola was awarded Winner of Best Cereal in Ireland at the Irish Food Quality Awards 2015. The Cashew, Almond & Cinnamon Granola won a Great Taste Award in 2014. 2016 has seen the launch of a No Added Sugar Granola, Toasted Muesli range, and single portion OnTheGo' Pots, which received a collective merit award in the innovation category at the FreeFrom Food Awards Ireland 2016. The Cranberry, Coconut & Chia Seed Granola won a bronze award, while Maria Lucia Bakes Porridge was awarded a merit at the same event. Maria Lucia Bakes is a verified member of the Bord Bia Origin Green initiative.

www.marialuciabakes.com



NUAPAY
WWW.NUAPAY.COM

Stand 53A & 54

Visit Myles on the Nuapay stand and learn how our Irish Food & Drink clients, use Nuapay to collect payments easily and at low cost.

Nuapay collect your direct debits under your own company's name, with a time-saving full suite of Direct Debit functions and settings.

Nuapay is an FCA regulated Payment Institute, transacting more than €30bn for our European clients in 2015.

Speak with Myles at the Nuapay stand, to understand how Direct Debits from Nuapay can reduce the Time & Cost your food & drink company incur when collecting payments.
www.nuapay.com | myles.doyle@nuapay.com

www.nuapay.com



NUTRIWINE
WWW.NUTRIWINE.NET

The wine industry in Ireland is worth 1.5 billion Euros and wine has long been connected to health and well-being.

Did you know that wine protects you from a heart attack? Best-selling Health Guru Ralph Quinlan Forde has just released his next groundbreaking book – NutriWine. The book is full to the brim with the reasons why moderate wine drinking can safeguard your health and boost your well-being. Wine he asserts is a 'superfood' when taken in moderation. These are just some of the interesting stories he has included in his new book NutriWine which will be available at the

Food & Drink Event 2016 in Dublin. Slainte!

www.nutriwine.net



ONE PLASTICS
WWW.ONEPLASTICS.COM

Stand 104

OnePlastics is a leading manufacturer of plastic products, which specialises in injection moulding and related services.

Operating in Ireland, UK and China, OnePlastics designs and manufactures a range of products across a number of key markets and sectors. As well as designing and developing its own products, OnePlastics offers full contract manufacturing and related services to a number of multinationals. Our partnership-based approach is focused on providing the most cost effective and innovative solutions to our customers. We work closely with our customers to fully understand their requirements and provide an integrated service solution to encompass product design and re-engineering, recycled material substitution and supply chain management. Our philosophy is to continually invest in the latest technologies and equipment to ensure that OnePlastics exceeds our customer's expectations in each of the sectors in which we operate.

Our Vision

Our vision is to be the leading provider of plastics products in each of the sectors in which we operate. We will achieve this by focusing on operational excellence, innovation and superior customer service. OnePlastics will continuously innovate and invest in our business to enable us to provide our customers with better products and services in the most cost effective manner possible.

www.oneplastics.com



O'TOOLE TRANSPORT
WWW.OTOOLETRANSPORT.IE

Stand 83

O' Toole Transport Limited was established in 1996 by the O' Toole family in Moycullen, Co. Galway.

Since it was established the Company has grown to become one of the largest refrigerated transport companies in Ireland, servicing the FMCG sector, with cross dock and cold storage facilities in Galway, Dublin Port, & Waterford and an International



Exhibitors

distribution network servicing mainland Europe.

In 2012 O' Toole Transport was the first Irish Company to be awarded the prestigious BRC quality accreditation for the transport, storage and distribution of frozen, chilled and ambient foodstuffs. Over the last 4 years the Company has established an extensive distribution network in Ireland providing a next day delivery service to all the retail distribution centres in Ireland.

Today the Company operates 75 vehicles, 100 trailers and employs in excess of 100 people. In recent years the Company has expanded significantly but still retains its head office in Moycullen where all key activities such as Finance, HR, Quality and Marketing are located.

This year the Company celebrates its 20 year anniversary. The O' Toole family are very proud of this achievement and wish to thank its customers, staff and suppliers for their support over the last 20 years.

www.otooletransport.com / sales@otooletransport.com / phone: (01) 8550063

www.otooletransport.ie

marketing advantage in the most cost effective manner.

Our aim is to surpass our client's requirements and expectations by introducing, where possible new equipment/processes and product ideas.

Our goal is to increase production, allowing greater flexibility and future proofing our clients, by delivering the most cost effective solutions and putting them ahead of the competition.

We have have designed developed and commissioned a wide range of packaging solutions for many leading names in the food and non-food sectors throughout the island of Ireland.

We are proud to be experts in our field enabling us to offer fully integrated packaging solutions.

Our partners, Mondini, Bilwinco, Limitech, Metalquima, Eagle and Digi are global leaders in packaging and food technology solutions.

Introducing "Trave Tray Searler" from Mondini

www.pharmafoods.net



PROCURO EURO LIMITED
PROCURO.COM

Stand 62A

Procuro, a Delaware Corporation was co-founded by Vincent P. Gordon, CEO and Bernard P. Lee, former CTO in April 2001. Mr. Gordon and Mr. Lee created Procuro, to provide an affordable operational monitoring and management solution targeting the small and medium business (SMB) market.

Procuro's ground breaking product PIMM™ (Personal Information Management Monitor) has the look and feel of an instant messaging buddy group – however, instead of managing communications with your friends and families, PIMM™ buddy groups manages a company's operational resources.

PIMM™ was designed and developed for the non-computer-savvy employee – a fast and friendly tool that filters out the pertinent information. PIMM™ is a software based logistics system which provides practical and affordable supply chain solutions across a variety of industries including but not limited to food service, retail, distribution, pharmaceutical, bio-tech, building management, IT management, etc.

www.procuro.com



POLARCADDY COOL BOXES
WWW.POLARCADDY.COM

Stand 80A

Here at Polarcaddy, we have over 10 years experience with insulated containers in the UK and Ireland food industry. Our continued growth has seen the introduction of our versatile cool boxes which are receiving superb reviews from the fishing sector.

Cool boxes are a must-have item for camping, fishing, caravanning, boating, picnics, at the beach or just partying. They are also excellent for showcasing cold products at exhibitions. Polarcaddy cool boxes will keep your food, drinks or other products cold without using electricity.

The top of the range Polarcaddy cool boxes are designed for the Australian market. Polarcaddy sizes range from 17Ltr drinks dispenser to the 80Ltr wheeled cooler, with insulated containers available right up to 1000Ltr. Above all, we offer sensible prices.

www.polarcaddy.com



PRO VISION
PROVISIONVEHICLECAMERAS.COM

Stand 60

Why choose vehicle cctv cameras from ProVision?

There is a reason why our customers trust ProVision to provide the best vehicle cctv systems to help them address their management of risk needs: we are an industry leader — with the experience,



PAYZONE
WWW.PAYZONE.IE

Stand 110

Payzone is a leading multi-channel payment service provider. We provide a range of cost saving credit & debit card processing solutions for retailers and small businesses. Our solution accepts all major debit and credit cards including contactless payments and is quick and easy to set up.

We offer a variety of counter top and portable card terminals as well as integrated solutions for existing EPOS tills. We also provide an online payment gateway for new and existing websites and we have a range of additional services including great value broadband and gift card solutions that can be added on as a bundle to your payment processing package.

Our experienced sales team work with your business to tailor a solution to fit your needs, our field engineer teams visit your store to set up and install our solution and our dedicated customer service provide support over the phone.

For more information, contact us today on 18007464484.

www.payzone.ie



PHARMA FOODS
WWW.PHARMAFOODS.NET

Stand 107

Pharmafoods was established in 1995 to supply processing/packaging and inspection technology to food and non-food industrial sectors. Our philosophy is to supply single pieces of equipment or systems that give our clients a distinct



PKF O'CONNOR, LEDDY & HOLMES LIMITED
WWW.PKF.IE

Stand 79

At PKF O'Connor Leddy & Holmes we offer clients in the Food and Beverage Sector a fully integrated approach to dealing with all of your accounting and taxation needs. Our team includes specialists from all disciplines who can tailor our services to your specific needs.

Working with clients including large multi-national food producers, artisan producers, local restaurants and multi-location franchised operations we have the skill set and knowledge base to meet your needs in an ever changing, fast paced environment.

Whether you require a full hands on approach, a year end compliance role or something inbetween, we can provide the service by combining the skills of our Outsourcing & Payroll, Audit & Assurance, Business Services, Corporate Finance and Taxation teams.

Our suite of services includes;

- Payroll bureau
- Fully outsourced accounts and bookkeeping
- Vat return preparation
- Annual accounting
- Annual audit
- Calculation of income tax and corporation tax
- Company secretarial
- Management accounts and budgeting
- Tax planning
- Transactional advice

Please contact a member of our team at stand number 79 for further details or visit our website at www.pkf.ie.

www.pkf.ie

knowledge and solutions to address a wide spectrum of challenges.

When it comes to providing management of risk solutions to meet your needs, you want a name you can trust, which signifies quality and reliability.

Because in everything we do, we keep customers' needs at the forefront of our minds. In creating our products, we listen to what you want and what is required to satisfy your needs. In introducing new services, we consider how they add value to our products in our constant drive for driver and vehicle safety.

This is why ProVision's vehicle camera recording systems are consistently recognised as a high quality portfolio, the most comprehensive in the marketplace in the UK and Ireland.

Our innovative vehicle cctv cameras give you security and peace of mind that helps provide improved information to make informed decisions. It enables better asset management and enhances the perception of your company amongst stakeholders, employees, customers and industry watchers.

By being proactive, you can offset potential disasters and the associated injuries, fatalities and damage in terms of efficiency, reputation, business disruption and the related financials that impacts your bottom line.

ProVision guides customers through the risk management process, closing the loop in the identification, evaluation and effective management of risk. Our role is to provide the advice, tools and support that meets high standards of operational excellence, customer service and support that reinforces the benefits of managing a safe fleet by adopting a sound management of risk ethos throughout our customers business.

www.provisionvehiclecameras.com



PPMA
WWW.PPMA.CO.UK

The PPMA is the UK's trade association for suppliers of processing and packaging machinery to the UK market and represents over 400 member and associate companies. Its principle objective is to promote sales of machinery, both at home and abroad, through various projects and services of mutual benefit to both members and their customers by providing free technical and machinery information and advice.

The choice of packaging machinery for primary & secondary packaging can depend on various situations. These can include available budget, payback period, integration, associated running costs, machine technology and available floor space.

Processing and packaging machinery can be bespoke to the industry sector it services. Further information regarding these sectors can be found in

our machinery articles.

www.ppma.co.uk



Premier Systems Limited offer reliable and flexible software applications for business. Established for over 20 years, Premier has provided applications for Banking, Healthcare, Insurance, Food and Drink, and Manufacturing industries. We are renowned for our user-friendly software, technical support and overall excellence of customer care services. Premier can design and develop systems that are specific to your requirements. BrewMan, our core brewery management system, is extremely useful at running your brewery's administrative functions, i.e., telesales, order entry, invoicing, distribution, stock control, container tracking, reporting and duty reporting. BrewMan's Production Planning and Tracking module is used to create and cost recipes, track actual costs and manage and trace all raw materials utilised. BrewMan's Rep module allows your account managers to plan and record customer visits along with Health and Safety information. With over 170 installations in the U.K. and Ireland, BrewMan is suitable for all breweries from startup to large established breweries.

For more information, please contact:

sales@premiersystems.ltd.uk

www.premiersystems.ltd.uk

02380 811100

www.premiersystems.ltd.uk



Pizza Si is a smart pizza concept, designed to bring the REAL Italian Pizza to every caterer: hotels, pubs, restaurants, cafes etc.

With our PIZZA SOLUTION we also provide equipment, staff training and marketing support to help our customers reducing costs while optimizing Food Gross Profit.

Pizza Si also supply the food service market and all major distributors with a selection of frozen plain and sauced pizza bases, ready made pizzas, dough balls and gluten free pizza bases.

www.pizzasi.ie



At Phare Creation we believe there is always

something to discover and so we work very hard to create a range of training that is refreshingly different.

Our idea is simple...we develop e-learning modules suitable for use in any industry, in government bodies and in education facilities...in fact, anywhere there is a need to provide training or deliver information effectively and accurately.

Our modules or learning courses can be used as stand-alone training or as part of a Learning Management System. We create the modules to suit the needs of customers, each one built from the information provided by them.

Phare Creation is a business with experience in the areas of food, pharmaceutical, manufacturing and engineering industries.

We were inspired by the need to provide training and information courses of a very high quality at a competitive cost and turnaround time.

In this age of the knowledge economy, there is a need to re-visit how training is created and delivered. Drawing on our expertise, we can point you in the direction of useful training tools to help you succeed.

www.pharecreation.ie



QPM LTD has become one of the leading suppliers of end of line equipment and can count amongst its customers all of Ireland's major food producers as well as most of the large Chemical and Pharmaceutical, Print and Software Company's throughout the thirty-two counties.

Inspection equipment, Shrink wrapping machinery and materials, Filling, Lidding, Bagging, Labelling, Feeding and Coding equipment and materials are all within the QPM range. Complete Packaging Solutions. Contact us today.

www.qpm.ie



QCL supply in-line and laboratory analysers for monitoring multiple parameters in food and beverage products, improving product processing and quality control. We specialise in applying advanced technology to improve product quality and reduce costs through enhanced analytical processes. We provide the best analytical solutions backed by comprehensive technical and application support. Our products include the revolutionary OPTIQUAD which uses four optical methods to provide continuous, highly accurate measurement of fats, oils, dairy products and wastewater. Precise process



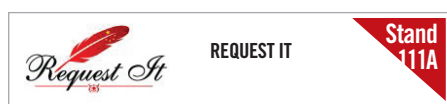
Exhibitors

control is possible as deviations are detected within a few seconds and no time is wasted with traditional sampling and laboratory analysis.

We also supply the BeerLab which measures bitterness, colour, alcohol and many other parameters in beer and performs multiple tests on water. Specifically designed to monitor the brewing process and ensure consistent quality control in breweries, the BeerLab is simple to use, requires no calibration or maintenance and uses low toxicity reagents.

In the same product range is the FoodLab which delivers fast, accurate results for PV, FFA and p-Anisidine value in fats and oils and can test the oxidation state of fats in finished products to assess raw material quality and shelf life.

www.qclscientific.com



Request It is an Irish company run by two brothers on opposite sides of the world. Our focus is on glassware, packaging and sourcing product from China.

Glassware

We hold a large range of our premium crystal and high white glassware in Ireland, while also providing an extensive range of polycarbonate glassware. Brian's constant presence within the factories allows us to monitor production lines closely and manage our customers needs efficiently. For larger orders we also offer a personalised glassware service which gives customers the opportunity to enhance their brand image and leave a lasting impression of quality.

Bespoke Packaging

When it comes to bespoke packaging, we emphasize quality and value for money. No order will leave the factory until we are satisfied that all requirements have been met. We offer a wide range of products including: Paper bags, cotton bags, matt laminated bags, magnetic boxes, poly mailers and much more.

Sourcing

Buying from China brings uncertainty and stress. Brian's presence on the ground along with being a fluent mandarin speaker erases this. Maybe its a lacquered wooden box, a banquet chair for a wedding or a personalised boxed pint glass, Request It has the network of suppliers to ensure the highest customer satisfaction.



Founded in 1970, the Restaurants Association of Ireland is the professional body of the Irish

Restaurant Industry, with its primary function being to promote and defend the interests of its 1,900 members. The Irish Restaurant Industry employs 72,000 people and contributes €2 billion to the Irish economy each year.

In conjunction with Trade partners the Association provides information on the availability of products and services related to the restaurant industry as well many savings through affinity schemes. The Association currently has over 100 Patrons and Trade Partners.

Recent campaign efforts from the RAI include the 'Keep VAT at 9%' campaign, whereby the Association is lobbying Government to retain the VAT on food, tourism and hospitality services at 9% in the upcoming budget. See www.rai.ie and www.keepvat9.ie for more info.

www.rai.ie



Established in 1996, Radius Technologies specialises in providing managed Voice and Data services to multi-site retailers. Services include

- Private Cloud servers for HQ back office (with managed Firewall security)
- Cloud based Epos solutions with integrated ecommerce, Loyalty and work-force management
- Managed integrated Telecoms between all remote locations
- Central carrier management, services and bill management / reduction

Radius is a preferred Supplier to Retail excellence Ireland clients and provides nationwide support Lo Call 1890-592500 or www.radius.ie

www.radius.ie



Retail Solutions has been a market leader in the EPOS sector since 1995. Our customer base includes more than 4000 sites across Ireland & the UK with a growing customer presence in Australia & South Africa.

Our award winning EPOS products are tailored for the Supermarket, Convenience, Forecourt, Hardware and Pharmacy sectors. We support customers of all sizes from individual stores to multiple locations, that require total, seamless connectivity and integration. Our continued success has been built on a dedication to developing innovative Epos products on a foundation of first class customer service and after sales support.

www.retailsolutions.ie



Dublin-based Retail in Motion is a leader in the development and provision of innovative and delicious food and drink products for the travel sector. As part of the Lufthansa-owned LSG Group, we create and manage onboard retail programmes for airlines using our range of products and our industry-leading airline software. We specialise in helping airlines to increase their ancillary revenue stream, boosting their profits and ensuring passenger satisfaction.

We have developed a range of products which are ideal for foodservice and transportation catering including our revolutionary ground coffee, sealed in cup with our patented SuprLid filter lid to offer customers a truly premium coffee experience without a cafetiere or coffee machine. This is the perfect hot drink for high volume catering. We also have a range of delicious shelf stable cakes in a range of flavours to suit all palates and our unique Boxerchips crisps, packed into a box to reduce storage space.

www.retailinmotion.com



RGC provide software for Maintenance and Asset Management (CMMS), Facilities Management (CAFM), and Workforce Management.

Our solution can be configured for your business, and our aim is to give the right people, the right information, at the right time.

Modules include Job Management (Reactive & Planned), Asset Management, Stock and Parts Management, Purchasing & Supplier Management, Health Safety Management, Quality Management, Compliance, HR (Staff, Qualifications, Certifications, Training), Reporting and Analysis Tools, as well as an Integration Toolset.

The RGC solution is available 'on premise' or in the 'cloud', and users can choose to use the system on either a PC, a website, mobile phone or tablet apps.

Call us on 01 663 6999, or email us on info@rgc.ie

We would be delighted to show you how our software can benefit your business.

Please see our customer solutions on www.rgc.ie

www.rgc.ie



As the longest established grocery trade magazine in

Ireland, Retail News has been at the coal-face of the country's FMCG market since 1957, almost 60 years reporting on the big changes to affect the sector, the latest consumer trends and the new products driving those changes, from the birth of the supermarket through the rise of the C-store and now the growth of the discounters and forecourt sector.

Retail News consistently delivers quality editorial and advertising solutions, tailored to help retailers to successfully run a modern grocery outlet, reporting impartially on the latest developments in the sector, providing concise and accurate information every step of the way.

From breaking important news stories to revealing interviews with those who matter in Irish grocery, Retail News is the voice of Irish retail.

Retail News is helmed by Editorial and Marketing Director, Kathleen Belton and Editor John Walshe. It is part of the Tara Publishing stable, which also includes the Licensed Vintners Association Directory, Retail News Directory, Dublin Port Yearbook, Food Ireland Yearbook and the Irish PharmaChem Yearbook. Retail News has been ABC audited in the Republic of Ireland for over 35 years.

For further information call us on 01 678 5165
Never more than a click away www.retailnews.ie
Twitter: @RetailNews1 Facebook: facebook.com/RetailNews1

www.retailnews.ie



Revolve Marketing & PR is a boutique marketing, social media and public relations agency catering to international brands within the fashion, beauty, healthcare, interiors, food and drink industries. Our innovative approach to brand building, execution of effective campaign development and our unparalleled relationships with the media, generate guaranteed results and strongly position our clients in the Irish market.

We are proud of our diversity and distinguished client portfolio, that we have developed over our twelve year journey.

www.revolve.ie



As the leading international producer of high-quality transport packaging, SCHÜTZ offers its customers optimum packaging solutions in the form of intelligent packaging systems and services tailored to their individual supply chain. SCHÜTZ produces an extensive range of intermediate bulk containers (IBCs), and plastic and steel drums. As the inventor of the IBC, SCHÜTZ is the market leader with its

ECOBULK range, which offers numerous product variants. Due to the modular structure and variety of their components and technical features, SCHÜTZ IBCs can be ideally configured for an extensive range of filling goods and process requirements. Our products for specific applications (e.g. hazardous goods, foods, use in ex-zones) provide full conformity with all international standards and have the appropriate certifications. Fast, flexible, worldwide and sustainable: As part of a closed-loop system, the SCHÜTZ TICKET SERVICE takes care of the speedy collection and ecological reconditioning of used IBCs in all major industrial nations of the world. The SCHÜTZ Group has stood for innovation and high quality in the plastic and metal processing industries since 1958. It employs a total workforce of over 4,000 people at more than 45 international sites.

For more information about SCHÜTZ's intelligent products and services visit: www.schuetz.net

www.schuetz.net



Shoes For Crews has been the trusted leader in safety footwear to foodservice, hospitality, healthcare and industrial employees for over 30 years.

Our mission is to help protect you from Slip and Fall accidents by providing the most comfortable and slip-resistant footwear available anywhere. We research, design, engineer and manufacture every shoe we sell to provide you the best in comfort, style, durability and slip-resistance. Our outsole features an exclusive rubber compound and a grid pattern that actually pushes liquids away and aggressively grips the microscopic roughness of the floor.

The Sole That Changed The Industry
Shoes For Crews® began producing slip-resistant footwear in 1984 and through superior outsole technology quickly became the industry leader. We have stayed on top by working hard to deliver you an unbeatable product at a great price.

Your safety and satisfaction is our ultimate goal. SHOES FOR CREWS® is the global leader in slip-resistant footwear.

With distribution centers in the United States, Canada and Ireland, we protect over 100,000 workplaces worldwide.

You'll find our footwear in the finest restaurants, the greasiest kitchens, hospitals and medical facilities, and in industrial and manufacturing operations with slippery floor hazards.

Wherever you work, Shoes For Crews can make your job easier and safer as you walk with confidence and comfort. Stay safe on your feet with Shoes For Crews.

www.sfceurope.com



At SiSú, we have a very clear mission to be the chosen brand for health and wellbeing in the snacking category for people while at work and generally on the go, supporting their physical activities and inspiring them to enjoy their everyday life.

And because this is easier when we're healthy, we believe in the power of 'GETTING THE GOOD IN'.

The first products we have successfully launched under our SiSú brand are our cold pressed juices & smoothies. But there are more snacks on the way.

www.sisu.ie



Skills for Work is a national programme aimed at providing training opportunities to help employees deal with the basic skills demands of the workplace. The initiative is funded by the Irish Government under the Department of Education and Skills, and delivered by the newly formed Education & Training Boards (ETB) across the country. The project is managed nationally by Dublin & Dún Laoghaire ETB.

www.skillsforwork.ie



Scientific Analysis Laboratories (SAL) provide an extensive and unrivalled range of routine and specialist analytical capabilities for the Food, Environmental and Air sectors. Our expertise contributes to meet the key challenges of the food industry, providing our service to a wide range of sectors, including major retailers, manufacturers, processors, exporters and importers. At SAL, we provide a comprehensive range of food testing including chemical contaminants, microbiological safety and food labelling. Our laboratories are equipped with state-of-the-art analytical instrumentation to enable fast, efficient and accurate data with a design that can accommodate high sample numbers with attention to detail, efficiency and safety. Alongside an expert team, with both laboratory knowledge, we can understand the industry demands within the food industry.

We understand the needs of today's consultants, regulators, and managers and we are committed to providing analytical services of the highest standard. As an independent laboratory, SAL provide a personal, friendly service and will always be available to help customers when they need it;



Exhibitors

whether it is questions about what tests should be done or understanding the results.

www.salltd.co.uk



SIMPLY DYNAMICS
WWW.SIMPLYDYNAMICS.IE

Stand 30A

Simply Dynamics provide a comprehensive range of business solutions to small and medium-sized businesses. Our core business solution is Microsoft Dynamics NAV – a business management system with over 1 million users worldwide.

Our Experience with Food & Beverage

We have implemented Dynamics NAV throughout Ireland and the UK, including in F&B businesses such as:

- Liffey Meats
- Oliver Carty
- Cuisine Royale
- Flahavans Porridge
- Devenish Nutrition
- Pallas Foods
- Liquor Stores

Features & Functions for the F&B Industry

As well as standard ERP features NAV also includes the below F&B related features;

- Traceability
- EDI, Mobile Sales & e-commerce
- Listed Product Management
- Catch Weights
- Telesales
- Rebate Management
- Complaint Handling
- Route Planning
- Date Controlled Pricelists/promotions
- Recipes

www.simplydynamics.ie



SIMPLY WILD
WWW.SIMPLYWILD.IE

Stand 3

Simply Wild supplies natural, organic, artisan and speciality foods to the foodservice and retail sectors. The company deals with Irish and overseas suppliers and has 65 employees. The range of products distributed by the company includes herbs, cereals, honey, preserves, speciality products, baked products and also cosmetics and toiletries. The company carries over 3,000 food lines, both Irish and imported. The company sees potential for growth in the 'Health and Wellness', 'Benefit Foods', 'Healthy Snacking' and 'Gluten Free' sectors. Simply Wild, a one-stop-solution for healthier snacking and ambient better-for-you products with customised ranges optimised to each stores' needs.

www.simplywild.ie



SME FINANCE & LEASING SOLUTIONS LTD
WWW.SMELEASING.IE

Stand 76A

SME Finance & Leasing Solutions Ltd satisfies a clearly identified market need in a defined segment of the leasing market in Ireland. It provides leasing for smaller ticket assets (a1,000 – a15,000), thus facilitating the capital expenditure requirements of small to medium enterprises (SMEs).

SME Finance & Leasing Solutions Ltd provides its services to suppliers of capital goods (vendors) and offers a streamlined and highly automated application process that will significantly reduce their cost of achieving sales whilst maintaining a sound credit risk assessment process.

SME Finance & Leasing Solutions Ltd does not offer lease services directly to lessees. It primarily provides finance through a nationwide network of independent equipment vendors, sales organisations and other dealer-based origination networks.

While SME Finance & Leasing Solutions Ltd has initially focused on a number of key market segments and key customers, it remains flexible and plans to expand the areas of its service over time. There is a clear and unmet need for the provision of finance to SMEs in Ireland and SME Finance & Leasing Solutions Ltd is helping to fill this funding gap.

- SME Finance & Leasing Solutions Ltd caters exclusively to SMEs, the underserved portion of the market which has been impacted greatest by the exit of a number of providers of credit, clearing a space for a specialist new entrant.
- The SME market represents around 99 per cent of Irish enterprises.
- The company's founders have a combined 60 years of experience with asset finance, Irish SMEs and growing start-up businesses.
- SME Finance & Leasing Solutions Ltd offers a streamlined approval process, facilitated by smaller advance amounts, highly automated processes and clear credit-checking procedures.

www.smeleasing.ie



SRS-FRIGADON LTD
WWW.SRS-FRIGADON.COM

Stand 89

SRS-Frigadon Ltd present the future generation of environmentally friendly chillers. F-Gas regulations mean that end users and contractors are having to look at natural refrigerant options that have low GWP values to ensure their future viability. Our chillers, with ranges up to around 900kw for cooling installations and 175kW for freezing installations operate on R-1270 and R-290 refrigerant in the primary circuit and with food-safe HYCOOL heat transfer fluid in the secondary circuit. We also offer a full range of supporting products such as cooling coils and GF pipework.

Contact our sales office for further details on + 441789 450982.

www.srs-frigadon.com



SHELFSTOCK
WWW.SHELFSTOCK.IE

Stand 132

The company

ShelfStock is a brand new company set up by Gerry Byrne in 2014 with the help of the Local enterprise board. Shelfstock specialises in helping both retailers and suppliers achieve their goals, to become more consumer centric. Shelfstock continues to grow and is currently working with leading European retailers and suppliers.

The owner

Gerry is an FMCG professional with more than 20 years experience in the retail sector. He has a grounded knowledge of category/occasion-based merchandising, shopper marketing, consumer insights, range and assortment planning. His career has seen him work across the supermarket and the convenience channels where he introduced many award winning solutions to aid the shopping experience. He has also worked on the Supplier side of the industry where he utilised his knowledge of the shopper & consumer to win the hearts and minds of the retailers.

Our difference

- Consultants with 20+ years of retail experience
- Tailor-made Category Management workshops
- Space planning (planogram) software training
- Retail Store assessment (Range, Category & Store Layout)
- Focus groups and consumer panels at very competitive rates
- Cost-effective Space planning and floor planning Software
- Unique live imaging and full size planogram image service
- Space planner on-demand service

Why did we call ourselves ShelfStock?

Shelf

Related to where products are positioned in a retailers store (on a shelf), which should always be where shoppers expect to find them!

Stock

Otherwise known as products, which are created by manufacturers and 'stocked' by retailers to satisfy a particular consumer or shopper need.

Put them together and you get our mission

To provide support to manufacturers and retailers in the form of category insight, shopping behaviour and space planning software, ensuring the right

products have the right space at the right time to meet your shoppers needs.

PS the barcode under the logo is real, scan it to see what happens

www.shelfstock.ie



Spraying Systems Company have been supplying nozzles, systems and ancillaries around the Globe for the Food and Beverage Industry for over 80 Years.

We can supply fully automated systems as well as hand operated Spray Guns and Nozzles to suit all Applications with both Ambient and Heated Solutions to offer.

Examples are spraying Oils, Glazes, Alcohol, Chocolate and Barriers as well as conventional Water for coating, cleaning, cooling and lubricating.

www.uk.spray.com



We are a small team of creative thinkers dedicated to bringing our clients the best in brand development, graphic design and online customer experiences.

www.sweet.ie



With over 25 years' experience, Tierney's provide a trusted and reputable range of IT Solutions, Support and Consultancy Services within Ireland and the UK. We understand the issues Hotels and Restaurants have in IT and we provide the most up to date solutions your business requires. Tierney's are committed to bringing cutting edge solutions to our customers from leading partners around the globe and strive to ensure excellence in our philosophy of being the 'Hospitality IT Experts, Tierney's promise a premium service to our customers without the premium price. Our team of Experts understand and manage your full IT requirements in a safe and secure environment, protecting your company from the very beginning.

www.tierneys.ie



When companies are looking to identify and attract

talented business professionals, Talent Partners tends to be their Recruiter of choice. The Talent Partners team is comprised of individuals who have consistently delivered outstanding results in their careers to date and are industry experts in the sectors in which they specialise. As part of MRINetwork, our company has a global reach with access to over 3000 recruiters worldwide and our recruiter team receives best in class training to maintain their status as recruitment experts.

Our client list varies from global Technology companies to successful Irish firms who are looking to expand their global footprint. Talent Partners believes that a company's greatest asset is top performing employees. Our highly skilled team is consistently utilising their market knowledge, skills and expertise on a daily basis to ensure that our clients continue to successfully grow and develop their businesses.

If you want to attract top talent to your team, contact Talent Partners today; we will be delighted to share our success stories with you. Our key areas of expertise are ICT, Financial Services, Facilities Management and Contract Staffing.

"Our Facilities Management team recruit for all Hard and Soft services and Property management related positions. With the recent upturn in the economy we have also successfully included recruitment for the Construction industry, such as engineers, contracts & project managers and other senior site personnel.

- Contract Manager/ Project Manager /Site Agent / Manager
- Commercial Manager / Senior QS / Project QS / Estimator
- Bid Manager / Construction Planner / BIM Coordinator
- Building Services Coordinator / M&E Project Manager
- CAD Technician
- Safety Officer / Manager

Call us today for more information.

www.talentpartners.ie



Timeworks provide software solutions in the areas of time and attendance, human resources management and access control.

We cater for small, medium or large organisations accommodating from 5 to 5000 employees.

Our systems allow for the management of rostering, lateness, paid and unpaid breaks, absenteeism, department/employee costing and the monitoring of the working time act.

To accompany our time and attendance software you can install biometric fingerprint or hand scan clocking terminals.

Come speak to our team at our stand on the day of the expo.

www.timeworks.ie



Founded in 2010, TransferMate Global Payments, an Irish owned and based company, have grown to become the global choice for businesses worldwide that send and receive foreign currency payments and are driving the change across the Global Payments FinTech sector.

Through extensive investment in the areas of global regulation & compliance, TransferMate has created one of the world's most extensive network of bank accounts in over 50 countries, allowing us to secure better exchange rates, eradicate bank fees and provide our clients with faster payment services, permitting TransferMate to provide a truly superior service to clients sending and receiving international payments.

In addition to offering our clients a 24/7 online platform and a 24 hour phone service, we have created a range of add-ons and apps that directly integrates our service into the world's leading accountancy software packages, including Xero, QuickBooks, Sage, NetSuite and SAP. These free add-ons allow businesses to streamline payments and eliminate double entry between banks and their business systems.

It is through our proprietary solutions that have led to over \$6billion transacted to date. For more information and to sign up for free visit www.transfermate.com. Visit our team on the day at Stand 100!

www.transfermate.com



Truly Irish Country Foods was established in 2008 by a group of pig producers. Frustrated with the quality of meat been sold to Irish consumers we said enough was enough. A co-op was formed by the farmers with pigmeat producers in every county.

What makes Truly Irish different is we absolutely refuse to compromise quality for profit. You can be confident whenever you purchase a Truly Irish product it comes from your local producer and is fully traceable back to the farm. You are also helping to save over 8,000 Irish jobs. In 2015 we expanded our product range and launched our Irish Oat Granola and this year we have launched a cheese range and our new Gluten-Free Protein Porridge.

Our aim is to better the health status of the nation. To do this we will improve the nutritional value of our products and play a significant role in educating



Exhibitors

the public. We are committed to supporting Irish producers and maintaining 100% tractability on all of our foods.

Our new Gluten-Free Protein Porridge has been designed to help us reach our aims, specifically improving overall health. Protein has been shown to have positive effects promoting fat loss and increasing muscle mass. It also aids in reducing the effects of sarcopenia. Our porridge is also certified gluten free and has been licensed by the coeliac society of Ireland.

www.trulyirish.ie



TEMPLE DAIRY
WWW.TEMPLEDAIRY.IE

Stand 139A

Temple Dairy is a new beverage company highlighting the benefit of fresh flavoured milk drinks post-exercise. This popular milk is made with a raw cocoa powder (known for antioxidant properties) and only 2% brown cane sugar. Five ingredients only, 94% is Low-fat milk with zero artificial preservatives, flavourings or colourings.

www.templedairy.ie



TEC INDUSTRIAL LTD
WWW.TECINDUSTRIAL.IE

Stand 17

TEC Industrial manufacture a complete range of hose assemblies used for the safe transfer of all fluids from point to the next. Operating from a 7,000sq ft assemble strategically located in West Dublin, TEC Industrial test and certify all hose assemblies prior to dispatch. We also offer an on-site hose audit and testing service to ensure you are using the optimum hose assembly for your application. In stock at all times are PTFE, EPDM, Silicone, NBR, and PFA lined hoses amongst others. An ISO 9001:2008 certified company, TEC Industrial hoses meet and exceed the following certifications, FDA, USP, and are also Phthalate Free. From the largest breweries and distilleries to the smallest food production facility we have the flexible hose solution to suit your application.

www.tecindustrial.ie



TUMBLEDOWN MEDIA LTD.
WWW.TUMBLEDOWNMEDIA.COM

Tumbledown Media is a media company that promotes the brand Freddy Buttons, an 8 year old illustrated boy who encourages children to take an interest in their food and where it comes from, through fun and exciting adventures with his talking animal friends, his FBI (the Freddy Buttons Investigators!) Freddy Buttons has six food adventure books available to buy which come with a child-friendly recipe at the end of each adventure which focuses on the fruit, vegetable or animal

product that the book was about, for example goat's milk or strawberries. Freddy Buttons will soon become Irish children's leading role model for healthier eating through the launch of their Freddy Buttons online national schools programme in January, 2017.

Tumbledown Media utilizes children's love for fun and adventure, brand loyalty and natural curiosity to influence eating habits for the better. The books have been incredibly well received since their launch last year, with many endorsements from Irish celebrities like mother of two Lucy Kennedy, who highly recommended the series in interviews of late. Tumbledown Media currently collaborates with Glenisk, Ireland's leading manufacturers of organic yogurts, with Freddy Buttons co-branding for book redemptions on several of their children's products.

www.tumbledownmedia.com



ULSTER UNIVERSITY
WWW.ULSTER.AC.UK

Stand 12

Ulster University is Northern Ireland's largest university. Ulster University has a strong track record of support for business growth, research consultancy and knowledge transfer – engaging with 1,000's of businesses/organisations each year in the effective delivery of innovative and research based solutions. We've worked with a number of businesses across a wide range of projects – whether it's new product development, product testing, research collaboration, solving a technical problem or simply driving internal efficiencies – our team can respond to any business challenge.

We have specialist expertise, facilities and equipment to support innovation and research development in the food and drink sector. Specific food and drink testing facilities and expertise are available at our Northern Ireland Centre for Food & Health (NICHE); Food and Consumer Sensory Testing Suite and Biomedical Core Facilities. For more information visit <http://www.accessulster.com/> to access our research and expertise and information on our equipment and facilities. Our dedicated business development team can also assist you match your requirements to relevant experts or facilities and provide advice on funding support.

www.ulster.ac.uk



UNIVERSAL GRAPHICS
WWW.UGBRANDING.COM

Stand 18 & 19

UNIVERSAL GRAPHICS IS AN AWARD WINNING, 3M MCS ACCREDITATION HOLDER AND MANUFACTURER WITH OVER 20 YEARS' EXPERIENCE SPECIALISING IN BRANDING COMPANIES THROUGH FLEET GRAPHICS AND VEHICLE WRAPS, SIGNAGE AND INSTORE BRANDING.

www.ugbranding.com



ULSTER BANK
DIGITAL.ULSTERBANK.IE

Stand 50

Ulster Bank is a leading full service bank focusing on the SME market in Ireland. We are especially focused Food and Drink businesses analysing the special industry requirements and unique business needs of this sector; honing our understanding so we are best placed to cater to them. We continue to collaborate with industry bodies to gain a deeper understanding of the particular challenges the industry faces. We recognise that traceability, sustainability and safeness are at the heart of your business to meet the needs of consumers.

digital.ulsterbank.ie



VFECTO
VFECTO-IRELAND.COM

Stand 80

VFECTO Improvement Professionals will work hands on with your organisation to improve results VFECTO work hands on with forward thinking organisations to deliver sustainable and lasting performance improvement and cost reduction projects, utilizing Lean tools from our Lean roadmap. We will save a minimum of 3 to 4 times more money than the cost of our services.

We do this by using a strict project management methodology, primarily Lean tools and techniques, and experienced professionals who have moved from business into business performance Improvement. Our people have a minimum of 15 years' experience in hands on business roles.

Have a look at website www.vfecto.com to see more about what we do and a selection of case studies, and link though to our LinkedIn Company page button to see members of the team.

If you would like a no obligation conversation about any particular challenge you may have, then please call or email us on 047 37111 or 02890995966 or email us on info@vfecto.com

www.vfecto-ireland.com



VADA POW LTD

Stand 42

This beloved comfort food travels from the streets of Bombay (now Mumbai) to Dublin. It's a lightly spiced potato patty made using quality spuds. With new trends and changing eating habits we thought to bring street style food to the dinner table. So choosing the food was not that hard especially introducing it in Ireland, a country which loves potatoes. So we are producers of frozen potato-based patties and sauces. They are eaten as terrific flavoursome bites, burgers or as a part of a meal with family.

The Vada Pow brand is built around the idea of taking a regional favourite global, much like falafel and burgers. This opened up a host of conceptualization possibilities, including our final direction of using the boxing play on "Pow" (The punch of flavours).

International Influence: Portuguese contribution – During their brief time in India (1534-1661) the Portuguese brought with them the art of making bread which was called pao in Portuguese, pronounced with a nasal twang. Before this people made only unleavened bread varieties like rotis and chapatis. The craziest story about the origin of the word pav is that it was so named because the dough was kneaded using the feet (paon in Hindi) — and not the hands — to speed up the work and keep pace with the demand! Street vendors soon began to use the pao as burger buns for their flavoursome potato patties, and Vada Pav continues to be an iconic Bombay street food to this day. Director- Naveen Bachani, Vada Pow Ltd (www.vadapow.com)

www.vadapow.com



Weber Packaging Solutions Ltd. are manufacturers and distributors of self-adhesive labels and labelling systems, AIDC and mobility solutions, vision and verification systems in Ireland and the UK.

We provide the latest in systems, software, and media and support them with a nationwide network of direct sales, service, and technical expertise.

Since our founding in 1932, Weber Packaging Solutions (formerly Weber Marking Systems) has grown into an international labeling leader. From our world headquarters and manufacturing facility in Arlington Heights, Illinois, and other plants worldwide, we provide products and solutions for over 50,000 companies. Weber systems are found in every industry, from small manufacturers to Fortune 500 operations, and has enabled us to thoroughly understand the needs of all of our customers.

The business currently provides the following products and services

- High Quality Printed Labels (Food Labelling, Beverage, Personal Care, Pharma)
- Blank Self Adhesive Labels (Outer Case Labelling, Track and Trace)
- Automated Label Application Systems
- Automated Print Apply Systems for both Product and Outer Case Labelling
- Thermal Printing Solutions / Thermal Transfer Ribbons
- Desktop Barcode Printers and Barcode Verification Systems
- Labelling and Compliance Software
- Automated Warehousing and Printing Solutions
- Inkjet Coding Equipment

- Mobility Solutions
- RFID/AIDC Solutions
- Full System support and maintenance

www.webermarking.ie



We are an Irish family owned and run business which specialise in the weighing sector. Our complete range of scales can be seen at our showrooms or come and see us at the show. We sell, Service, Repair, Hire and calibrate most scales available on the Irish market.

www.weighingmachines.ie



Wells Cargo provides Road Freight, Sea Freight and Air/Courier services, catering for transport requirements from parcels needing express transit, to pallets, part loads and full loads. We aim to achieve the highest levels of service, tailoring the operation to meet specific and specialist requirements whilst maintaining cost effectiveness. We are available 24/7 to our customers and monitor all consignments as they progress through the various stages of transport to ensure time delivery.

- European Road Freight Service
- Deep Sea and Short Sea Service
- Worldwide Air Freight
- Customs Clearance
- Warehousing (pick/pack)
- National Distribution

We offer choices on all routes, imports and exports, from express to economy – allowing the customer to select the best fit for their needs. Whether the shipment is long and narrow, roof loading, side loading, hazardous or requiring temperature control – we have the versatility and equipment to meet our customers needs.

www.wellscargo.ie



'For the Love of Gránola', from the Irish word for love – grá, are 100% free from gluten, refined sugar, wheat, hydrogenated fats, dairy, soy, egg, artificial colourings and preservatives granolas. They are hand-baked in the West of Ireland to an original authentic recipe using superior ingredients; infused with a unique blend of freshly ground luxury spices from Goa and raw organic virgin coconut oil. Each ingredient in For the Love of Gránola is specially chosen for its nutrient-dense profile and intense flavour.

Wicked Wholefoods is an ethical, responsible and sustainable Irish-owned company established in 2015 and based in Co. Clare. We consider the well-being of our workers, consumers and the planet. Trust, traceable ingredients and transparency in to how we do business is paramount. Founder Tara-Lee Byrne is a professional certified raw and wholefoods chef; touring and performing cellist and yogi. The goal of Wicked Wholefoods is to educate and empower people to make conscious, informed and sustainable food and lifestyle choices for themselves and their families. "Making informed, conscious and sustainable food choices is our health insurance. We have a choice every day to naturally increase our body's energy, optimise our health and balance our mind and emotional well-being".

www.wickedwholefoods.com



Wild Orchard Natural Beverages is a producer and distributor of freshly squeezed and fresh pressed juices, pure fruit smoothies and natural sparkling lemonades under the Wild Orchard brand. These are natural, Irish made and have won Great Taste and Blas na hÉireann awards for taste and quality. Wild Orchard also distributes the produce of other Artisan Irish producers.

Bringing all this together the company offers Food Service and Retail customers an interesting range of Irish produced snacks and convenience foods at competitive prices with a regular and efficient service provided by enthusiastic and experienced staff.

T: +353 61 383930
E: diarmuid@wildorchard.ie
W: www.wildorchard.ie
Contact: Diarmuid Crowley

www.wildorchard.ie



Wild Irish Seaweed, Sustainably hand harvested by The Talty Family off the coast of Co. Clare. All our seaweeds are 100 % naturally grown and organically certified. Fourth Generation Seaweed Harvesters, The Talty Family ensure only the finest seaweeds make it to the marketplace.

www.wildirishseaweeds.com



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Wright Cost Management Services works with businesses in the hospitality sector, to reduce their overall cost base, delivering up to 50% Cost Savings across a variety of categories. Wright Cost Management Services can implement an effective cost reduction strategy for you. We analyse the products and services purchased and identify savings for you. We undertake full market comparisons to ensure you receive the best prices available. We focus on implementation, while you benefit from the cost savings delivered! As we operate a No Savings...No Fee...policy, all projects are therefore cash flow positive. There is no risk when engaging Wright Cost Management Services to review your organisation's cost. We assist our clients across a wide range of categories, including: Linen, Pest Control, Spa & Leisure, Electricity, Gas, Bank Charges, Lighting & Heating, Chemical & Detergents and Commercial Rates.

www.wcms.ie



XETEC
WWW.XETEC.COM

Stand
92

Xetec is a software technology company offering FlexMaint™ CMMS (Computerised Maintenance Management Software), and CAFM (Computer Aided Facilities Management) software, with associated training, implementation and support services. We also offer FlexDayta™ (Industrial Internet of Things capability (IIOT)) which further compliments the existing FlexMaint™ CMMS Software.

FlexMaint™ CMMS is suitable for all enterprises and offers functionality far beyond the scope of existing CMMS software. It facilitates Maintenance Managers with all their maintenance requirements with our 'easy to use' software. The remarkable advantage to FlexMaint™ is the extreme flexibility built into the software, where you customize and

control what you see on the screen. This flexibility allows you to take a step-by-step implementation path to design your ultimate system. It is cloud and network enabled, and offers both online and offline capability. It is available on PC's and all tablets and works with the browser on your iOS iPad, Android or Windows Tablet.

FlexDayta™ (IIOT) capability provides control, monitoring and evaluation capability of data from all types of equipment and sensors. The solutions are highly versatile due to flexible I/O's and multiprotocol capability, therefore dramatically reducing engineering and infrastructure costs.

There are offices in Birmingham, United Kingdom, in New York, U.S.A. and in Bray, Co Wicklow, Ireland, with training facilities available in all locations.

www.xetec.com

FOOD & DRINK
BUSINESS EUROPE
INGREDIENTS • PROCESSING • PACKAGING • SUPPLY CHAIN

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IS YOUR FOOD BRAND EXPORT READY?

PUT IT TO THE TEST WITH OUR LIONS
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FOOD & DRINK EVENT**

LONDON MARCH 2017

(to the value of €5000)

14TH SEPTEMBER 2016
FOOD & DRINK BUSINESS EUROPE
CITY WEST HOTEL, DUBLIN

Lions include

- Alison Cowzer, The Company of Food & RTE Dragons Den
- Pat Rigney, Shed Distillery, drinks entrepreneur and Bord Bia Brand Forum member
- Joe Barrett, Co-founder Applegreen

Lions will be tamed by Andrew Bradley, Bradley Brand & Design

Main Stage Today at 3.45



LION'S DEN

BRING YOUR EXPORT READY PRODUCTS
IF YOU THINK YOU'RE BRAVE ENOUGH!



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