

# CAPDM Signature Event EXECUTIVE CONFERENCE

JANUARY 15 - 16 | 2018

## 2018 EXECUTIVE CONFERENCE

CONNECTING PHARMACY SUPPLY CHAIN TRADING PARTNERS

### A Comprehensive Agenda

The CAPDM Executive Conference delivers a unique opportunity for distributors and their trading partners to arrange exclusive one-on-one strategic planning meetings in a private setting. In addition, an in-demand featured speaker, a reception, Chairman's Dinner & service provider exhibits jam-pack this two day dynamic conference.

**Who Should Attend:** CEOs and Senior Executives responsible for the supply chain; Distribution Managers and Executives, including those responsible for customer service; Executives and Managers responsible for business development, sales and marketing and Finance.

### MILES K. LIGHT, Ph.D. | ACADEMIC RESEARCHER



Exploring Canada's Legal Marijuana Market – Retailing and Distribution Size and Structure

Dr. Light, is an academic researcher and co-founder of the Marijuana Policy Group (MPG), based in Denver, Colorado. The MPG provides business analysis and policy advice to government and private stakeholders in legal marijuana markets. Addressing both medical and recreational marijuana, Miles will bring insight into how Cannabis has been commercialized in different jurisdictions internationally. He will describe various distribution strategies employed in existing legal markets, highlighting key learnings. Having been chosen to provide Health Canada with advisory services, Dr. Light is familiar with the Federal framework in Canada and the challenges the provinces may be facing.

REGISTER NOW  
JANUARY 15 - 16  
**2018**

Montreal Airport Marriott  
In-Terminal Hotel

800 Place Leigh Capreol  
Dorval, QC H4Y 0A4

**BOOK EARLY**

to Secure your

**ONE-ON-ONE APPOINTMENTS**

Special Discount for Multiple  
Registrants

“This annual CAPDM signature event is a **must-attend conference** for our team. With most of our trading partners assembled under one roof we can very efficiently schedule strategic meetings in the private meeting spaces allotted and still have plenty of time for the exchange of ideas with colleagues from across the industry at the receptions and networking breaks.

**Brian Good**  
Bayshore Specialty Rx

## Conference at-a-Glance

Strengthening relationships and showcasing capabilities to advance your business are key features of the CAPDM Executive Conference. Exclusive business appointments between industry members are unique in bringing together distributors and their trading partners in private and confidential meetings that focus on productive outcomes. Keynote speaker, Dr. Miles K. Light will provide insight into how Cannabis has been commercialized in different jurisdictions internationally and offer key learnings from those models. In addition, exhibits from top-tier service and product providers, a reception, and Chairman’s Dinner provide unparalleled networking opportunities in this productive conference format.

### Monday, January 15

7:30 am – 9:00 am	Buffet Breakfast
7:30 am – 6:30 pm	Registration and Help Desk
8:00 am – 5:20 pm	One-on-One Business Appointments with Distributors
10:00 am – 10:30 am	Networking Break and Exhibits
12:00 pm – 1:00 pm	Working Lunch Buffet
3:00 pm – 3:30 pm	Networking Break and Exhibits
6:00 pm – 6:30 pm	Mix and Mingle Reception
6:30 pm – 9:00 pm	Networking Exhibits and Dinner Join us for an evening of networking and conversation over dinner hosted by CAPDM Chair, John Targett, Director Purchasing & Distribution, uniPHARM Wholesale Drugs Ltd.

### Tuesday, January 16

7:30 am – 8:30 am	Buffet Breakfast
7:30 am – 12:00 pm	Registration & Help Desk
7:30 am – 12:00 pm	Tabletop Exhibits by Industry Service Providers
8:30 am	Conference Welcome – Terri Hay, Vice President, Industry & Member Relations, CAPDM
8:45 am	Miles K. Light, Ph.D. Research Faculty, University of Colorado Partner, Marijuana Policy Group (MPG) “Exploring Canada’s Legal Marijuana Market – Retailing and Distribution Size and Structure”
9:30 am	Closing Remarks
9:30 am – 12:00 pm	One-on-One Business Appointments with Distributors
10:30 am	Networking Break and Exhibits
12:00 pm	Working Lunch Buffet
1:00 pm – 6:00 pm	One-on-One Business Appointments with Distributors
6:00 pm	Conference concludes



### Here’s What Your Colleagues are Saying About This Event

*Each year we look forward to the CAPDM Executive Conference which packs a highly-concentrated agenda into an effective two-day program enabling our team to meet with distribution partners and key decision makers in one location in a private neutral setting. Its timing provides a terrific way to strategically kick-off our year.*

**Michael Sine**  
TEVA Canada Limited

*The CAPDM Executive Conference provides Pangaea with a unique opportunity to connect with leading industry organizations, trading partners and competitors in a collegial setting. Attendance at this Conference allows us to stay informed and help shape Canadian healthcare.*

**Kristen Knott**  
The Pangaea Group

## One-on-one Business Appointments

The CAPDM Executive Conference provides an opportunity for CAPDM manufacturers and service providers to meet one-on-one with CAPDM distributors. These sessions allow for strategic planning, addressing issues and opportunities, as well as for discussion of business relationships, new products and/or policies. **Please note: Non-member attendees do not qualify for one-on-one business appointments with CAPDM distributors.**

### Format

One-on-one business appointments with distributors will be held on Monday, January 15 from 8:00 am to 5:20 pm and on Tuesday, January 16 from 9:30 am to 6:00 pm Please be on time for your appointments.

CAPDM manufacturers and service provider companies can book appointments directly with distributors. Each appointment is 20 minutes in length, with a 10-minute break between appointments. Appointments are scheduled on a first-come, first-served basis in the following order of priority:

1. CAPDM Manufacturer Members registered for the Conference.
2. CAPDM Service Provider Members registered for the Conference.

Each distributor will have a private meeting room to allow for confidential discussions.

**Please note: Appointment contact information will only be distributed to Members whose 2018 membership renewal form and conference registration fees have been received by CAPDM. It is to your advantage to register as early as possible to gain access to the appointment contact list.**

To access your appointment contact list, please contact Allison Chan at 905-265-1706 Ext. 223 or [allison@capdm.ca](mailto:allison@capdm.ca).

## Who Should Attend One-on-Ones?

- CEOs and Senior Executives responsible for the supply chain;
- Distribution Managers and Executives, including those responsible for customer service;
- Executives and Managers responsible for business development, sales and marketing and Finance.

## Exhibitors

CAPDM has invited a number of suppliers from the pharmaceutical and consumer product industries to exhibit at this year's Conference. This year, all exhibits will be staged in Opale Foyer, where lunch, networking breaks and evening reception are being held. Be sure to visit our exhibitors' booths and connect with their representatives who may have a solution to meet your organization's needs.

## Preparation

As CAPDM 2018 Executive Conference focuses on the strategic issues facing pharmacy distribution management and the supply chain, we recommend that your discussions focus on high-level strategic plans for your company, as well as distributor relationships for the next six months to one year. Preparing in advance will help you maximize your appointment time together:

1. Book appointments as soon as you receive your contact list. Appointments are scheduled on a first-come, first-served basis.
2. Ensure that your meeting agenda is sent in writing to the distributors at least two weeks before the Conference.
3. Familiarize yourself with the distributor's profile and your company's relationship with the organization (i.e. sales, programs, contracts, etc.) before the meeting.
4. Establish a list of core areas that you want to address with each respective distributor partner. Focus on a strategic discussion, such as:
  - a. Identifying internal/external impending issues which will affect your business;
  - b. Sharing strategic plans to improve business in the immediate future; and
  - c. Discussing specific issues that require senior-level attention and follow-up.

## Accommodations

A limited number of rooms have been set aside at the Montreal Airport Marriott In-Terminal Hotel, located at 800 Leigh Capr  ol, Dorval. Please reserve prior to **Friday, December 15, 2017** to ensure room availability. The rate is \$185 single, exclusive of 9.975% Provincial Tax, 5% GST and the 3.5% Occupancy Fee. For reservations, contact the hotel's Reservations Department 1-877-231-0748 or 514-636-6700 and specify that you are attending the CAPDM Executive Conference. Alternatively, you may reserve your room by accessing the hotel link on our website in the Events Page.

## Hotel Parking

Parking spaces are available at \$26/day. Parking is located directly below hotel or in parking garage. Enter hotel through walkway on 3rd level of parking garage.

## Special Flight Rate

Special rates for flights have been negotiated with Air Canada. To receive the discounted rate, contact Lori at Kemp Travel 1-888-881-5367 or go online to [www.aircanada.com](http://www.aircanada.com) and quote promotion code **4JCAPJK1**.

## Dress Code

The dress code is business casual for all events. For the Chairman's Dinner, it is recommended that gentlemen wear a jacket.

**Distributor  
Participants**






























07:30		Buffet Breakfast
08:00	Appointment #1	
<b>10</b>		
08:30	Appointment #2	Buffet Breakfast
<b>10</b>		
09:00	Appointment #3	
<b>10</b>		Networking Break and Exhibits
09:30	Appointment #4	
10:00		
10:30	Appointment #5	Networking Break and Exhibits
<b>10</b>		
11:00	Appointment #6	
<b>10</b>		Working Lunch Buffet
11:30	Appointment #7	
12:00 to 13:00		
13:00	Appointment #8	Working Lunch Buffet
<b>10</b>		
13:30	Appointment #9	
<b>10</b>		Networking Break and Exhibits
14:00	Appointment #10	
14:30	Appointment #11	
<b>10</b>		Networking Break and Exhibits
15:00		
15:30	Appointment #12	
<b>10</b>		Networking Break and Exhibits
16:00	Appointment #13	
16:30	Appointment #14	
<b>10</b>		Networking - Exhibits - Dinner Opale Ballroom
17:00	Appointment #15	
18:00	Mix and Mingle Reception Opale Foyer	
18:30 to 21:00	Networking - Exhibits - Dinner Opale Ballroom	



Registration and Help Desk Opale Foyer 7:30 am to 6:30 pm



- Business Appointments
- Registration and Help Desk
- 10** 10-minute break between appointments
- Extra Time slot for additional appointments if required (during breaks and Lunch)

# ONE-ON-ONE BUSINESS APPOINTMENTS

TUESDAY JANUARY 16 | 2018

07:30 to 08:30	Buffet Breakfast	Tabletop Exhibits	Registration and Help Desk Opale Foyer 7:30 am to 12:00 pm
08:30 to 09:30	General Session Opale Ballroom		
09:30	 Appointment #1		
			
10:00	 Appointment #2		
			
10:30 to 11:00	Networking Break and Exhibits		
11:00	 Appointment #3		
			
11:30	 Appointment #4		
12:00 to 13:00	Working Lunch Buffet		
13:00	 Appointment #5		
			
13:30	 Appointment #6		
			
14:00	 Appointment #7		
			
14:30	 Appointment #8		
			
15:00			
15:30	 Appointment #9		
			
16:00	 Appointment #10		
			
16:30	 Appointment #11		
			
17:00	 Appointment #12		
			
17:30	 Appointment #13		
			
18:00	 Appointment #14		

-  Business Appointments
-  10-minute break between appointments

-  Registration and Help Desk
-  Extra Time slot for additional appointments if required (during breaks and Lunch)

## Registration Form

This form may be reproduced for additional attendees

Company: \_\_\_\_\_

Name 1: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Name 2: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Name 3: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Please indicate dietary requirements: \_\_\_\_\_

**Online registration now available at [www.capdm.ca](http://www.capdm.ca)**

**Please take advantage of our special savings for your 3rd and more registrants.**

### Registration Fees (Per Person)

<b>Members Fees</b>	<b>No. of Attendees</b>	<b>Total</b>
1 to 2 Registrants – \$1,125 per person (+HST)	_____	_____
Additional Registrants – \$1,025 per person (+HST)	_____	_____
*Non-Members Fee – \$1,250 per person (+HST)	_____	_____
	Add 13% HST	_____
	<b>Total =</b>	_____

GST/HST# 100773936RT0001

*\*Non-Member applications subject to approval.*

## Method of Payment

Cheque:  Enclosed  To be forwarded (made payable to CAPDM)  Invoice Required

Credit Card:  Visa  AMEX  Mastercard

Name of Cardholder: \_\_\_\_\_

Card# \_\_\_\_\_ Exp. \_\_\_\_\_

## Conference Policies

- CAPDM requests that Members do not schedule any competing private business appointments or social events during official CAPDM sessions
- Any promotional signage must be contained within the Member's designated meeting room only
- Substitutions of conference registration are permitted but must be submitted in writing by fax or by email to [allison@capdm.ca](mailto:allison@capdm.ca) no later than January 5, 2018.
- All conference registration cancellations must be submitted in writing and will subject to a \$150 administration fee.
- Cancellations received after December 22, 2017 will be non-refundable; we regret there will be no exceptions.

## 3 WAYS TO REGISTER:

**ON-LINE** at [www.capdm.ca](http://www.capdm.ca)

**FAX** to 905-265-9372

**MAIL** to CAPDM, 3800 Steeles Ave. W., Suite 301A  
Woodbridge, ON L4L 4G9

### Tabletop Exhibitor Registration Form

Company: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Address: \_\_\_\_\_

City & Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

For each participating Exhibitor company, you are entitled to **2 complimentary conference registrations** (dinner and business program).

Complimentary Registration Name & Title: \_\_\_\_\_

Complimentary Registration Name & Title: \_\_\_\_\_

#### Exhibitor Registration fees

	Fees	Total
Member	\$2,300 + 13% HST	\$2,599.00
Non-Member *	\$2,550 + 13% HST	\$2,881.50

*\*Non-Member applications subject to approval.*

#### Registration Package includes:

6-foot table, chair(s), electrical outlet and internet access (upon request). See back cover to select booth space. Contact Lori McQueen for set-up and breakdown hours at 905-433-8611 or e-mail [lori.mcqueen@kemptravel.ca](mailto:lori.mcqueen@kemptravel.ca).

#### Exhibitor Program Schedule

Exclusive time with delegates on Monday, January 15, 2018

12:00 pm – 1:00 pm	Working Lunch Buffet
3:00 pm – 3:30 pm	Networking Break
6:30 pm – 9:00 pm	Networking Exhibits and Dinner

Exclusive time with delegates on Tuesday, January 16, 2018

7:30 am – 8:30 am	Buffet Breakfast
10:30 am – 11:00 am	Networking Break
12:00 pm – 1:00 pm	Working Lunch Buffet

#### Additional Exhibitor Visibility

CAPDM's On-Screen Multimedia Loop provides Conference Exhibitors with an opportunity to showcase:

1. Company Logo
2. Tagline and/or Vision or Mission Statement

Please provide this information to benefit from added exposure and send to [allison@capdm.ca](mailto:allison@capdm.ca) no later than January 5, 2018.

#### Technical Requirements:

1. Booth allocation number preference (refer to map of exhibit area on back cover): \_\_\_\_\_

2. Please provide a dedicated power supply  Yes  No Internet  Yes  No

3. Other requirements (specify) \_\_\_\_\_

#### Method of Payment

Cheque:  Enclosed  To be forwarded (made payable to CAPDM)  Invoice Required

Credit Card:  Visa  AMEX  Mastercard

Name of Cardholder: \_\_\_\_\_ Card# \_\_\_\_\_ Exp. \_\_\_\_\_

CAPDM on-site staff will provide security during exhibit hours. Although every precaution will be taken to prevent loss or damage, CAPDM and/or its employees does not and will not take any responsibility for any loss or damage that may incur.

#### 3 WAYS TO REGISTER:

**ON-LINE** at [www.capdm.ca](http://www.capdm.ca)

**FAX** to 905-265-9372

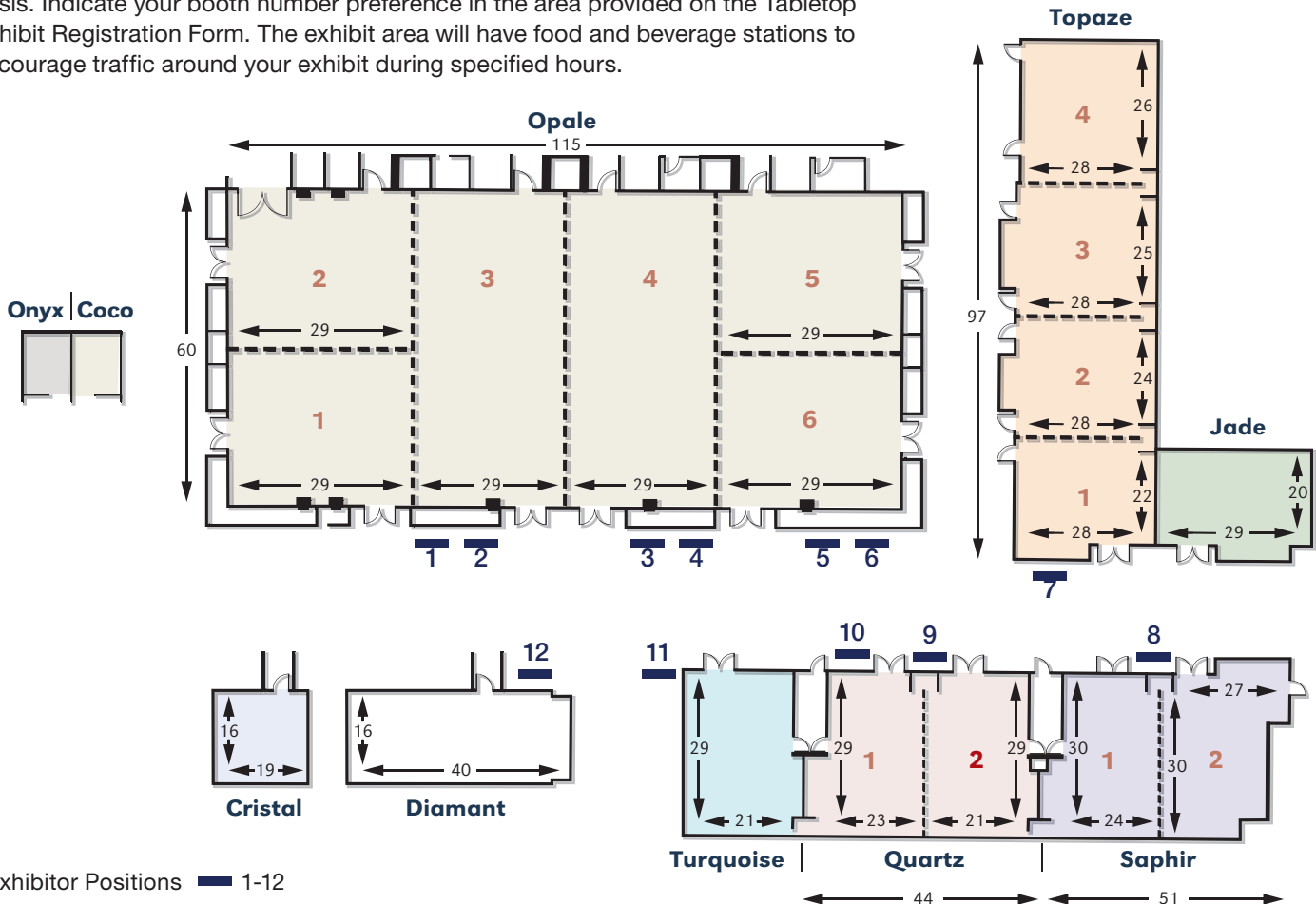
**MAIL** to CAPDM, 3800 Steeles Ave. W., Suite 301A  
Woodbridge, ON L4L 4G9

**Distributor Participants**  
One-on-One Business Appointments



**Conference Area Map and \*Exhibitor Positions**

Tabletop exhibitors, please note: Booth allocation is on a first-come, first-served basis. Indicate your booth number preference in the area provided on the Tabletop Exhibit Registration Form. The exhibit area will have food and beverage stations to encourage traffic around your exhibit during specified hours.



\*Exhibitor Positions 1-12