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FOOD &
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Recruitment Notice
23rd Americas Food and Beverage
Show & Conference
September 23-24 2019
Miami Beach, Florida



Food & Beverage Atlantic, working jointly with the provinces of NB, NS, PEI, and NFLD, is seeking Atlantic Canadian companies to participate as an Exhibitor at the Americas Food & Beverage Show in Miami, Florida.

This project is being supported by the Atlantic Canada Opportunities Agency (ACOA).

Background:

This will be the 23rd annual Americas Food and Beverage Show and Conference, organized and sponsored by the World Trade Center Miami, US Department of Agriculture and the National Association of State Departments of Agriculture. The show delivers the best opportunity to showcase, explore and sample the largest selection of food and beverages from the Americas. The Americas Food & Beverage Show, and its networking events, are unique one-stop marketplaces designed to bring together all segments of the food and beverage industry to expand sales opportunities! Exhibiting companies can strengthen industry contacts by meeting more than 11,000 decision making buyers and over 450 exhibitors.

Ultimately the show provides a powerful platform to boost domestic and export sales by promoting its food and beverage products buyers from the Western Hemisphere, and beyond, that will be attending the show.

Show Hours:

Monday, September 23 / 10:00 am - 5:00 pm EST

Tuesday, September 24 / 10:00 am - 5:00 pm EST

2018 Show statistics:

- ✓ 428 companies exhibited (63% from USA and 37% International)
- ✓ 11,252 buyers attended representing 100 countries (81% from USA and 19% International)
- ✓ The show represents \$114 million in actual and projected sales
- ✓ 16% of exhibitors were new to market and 9% of exhibitors were new to export

Why exhibit:

- Increase your sales in the 2nd largest food and beverage market in the Americas.
- Over \$100 million dollars in actual and projected sales were reported at the 2018 show
- Meet over 11,000 buyers representing the Caribbean, Central and South America, United States, Africa, Asia, Canada, Europe, Middle East
- Meet buyers representing agents/brokers, chefs, cruise lines, culinary experts, distributors, food service, groceries, hotels, importers, resort operators, restaurants, retailers, specialty food stores, supermarkets and wholesalers.
- Supported by the Government of Canada – organized by Trade Commissioners leading networking and other promotional initiatives.
- Sample products from 12 country pavilions (Argentina, Brazil, Canada, Egypt, Jordan, Nigeria, Peru, Poland, South Africa, Thailand, Turkey and USA).
- Focus on assisting small-to-medium size companies looking to export.

Why Miami:

- Miami is the “Trade & Logistics Capital of the Americas”.
- Miami has agents/distributors representing virtually every region of the world.
- Miami is a strategic location with unsurpassed air and sea trade connections to Latin America and the Caribbean.
- Miami’s geographic position and cultural diversity make it the ideal hub for international business in the Americas.

Fees:

The fee to participate is \$1500 per booth. There is an option for two companies to share a booth at a cost of \$750 each. If you choose to share a booth, please list the name of the company you are sharing with on your registration form.

Your space includes:

10x10 exhibit space with pipe-and-drape

1 skirted draped table and 2 chairs

Fully carpeted

One 500 watt electrical power outlet (120 volts)

Value-added activities:

A Business Networking Reception is planned in the Canadian section of the Show during the last two hours of the event on September 23rd (3pm-5pm). Buyers and distributors will be invited to attend. There is an opportunity to showcase your food or beverage during this reception

A possible tour could be planned on September 24th from 7am-9am (before opening of show) to visit retail stores in the Miami area.

Your company will be listed in an online brochure and providing you supply a couple of sample products to the local Trade Commissioner, your products will be displayed in the Canada booth.

Requirements:

Participating companies should already be exporting outside their home province and will be asked to submit a Profile, outlining their reasons for attending and future goals.

To Register:

You may register [here](#)

For more information or to inquire about attending as a Walker, contact Sara Robinson at Food & Beverage Atlantic by email at sara@atlanticfood.ca, or by phone (506) 857-4254.

For information on any provincial support available, please contact:

New Brunswick – Brian Deveau Brian.Deveau@onbcanada.ca

Nova Scotia - Omaira Ospino oospino@nsbi.ca

Newfoundland – Kevin Pomroy KevinPomroy@gov.nl.ca

Prince Edward Island - Jamie Blanchard jrblanchard@gov.pe.ca



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