



**CAMA**  
Canadian Automatic Merchandising Association  
**ACAD**  
l'Association canadienne d'auto-distribution

# MEMBER BENEFITS & OVERVIEW

Supporting the Operators and Suppliers  
in the Vending, Office Coffee and Micro  
Market Industry

[VENDING-CAMA.COM](http://VENDING-CAMA.COM)





# A MESSAGE FROM OUR EXECUTIVE DIRECTOR

Over the years we have noticed that many people in this ever changing industry are not fully aware of what CAMA represents or the benefits of being a CAMA member. CAMA has embarked on a promotional campaign to inform all vending, coffee and micro market operators on the value of being or becoming a CAMA member. Through this campaign our goal is to increase our membership and at the same time increase the value and strength of our association.

The Canadian Automatic Merchandising Association was formed in 1953 and we are very proud of the fact that not many associations incorporated then are still valid. Some things have changed over the years; the logo, the mission statement and whom we represent but our vision has always been to help operators and industry stakeholders. At the beginning membership was made

up of vending operators and food service and equipment suppliers. In 2007 the Ontario Coffee and Vending Association merged with CAMA and we started representing office coffee operators and suppliers as well. We now have a tag line that reads "Serving the professional vending, office coffee and micro market industries in Canada".

Recently I had the pleasure of speaking with a vending operator who mentioned that he had been a member of the association for 49 years. Over that time he has been part of the journey that included the introduction of the loonie, the toonie and polymer bills. These are just some of the issues where CAMA has represented this industry and was successful in positively influencing the roll out so as to lessen impact on all businesses whether big, medium or small sized. We now have a national healthy choice program called SMART PICK and many

membership benefits that can help you sustain and grow successful businesses. We have operators who join us every year at our annual trade show because they have learned the importance of sharing and networking. We hope you will turn the pages of this publication and learn more about your industry association. There is strength in numbers which is why we need you!

If you have any questions about what you read or would like to learn more about the membership benefits and programs, do not hesitate to reach out to me by email [saint-ivany@vending-cama.com](mailto:saint-ivany@vending-cama.com) or by phone at 905-826-7695 or toll free 888-849-2262. It will be my pleasure to speak with you.

Sincerely,  
Marie Saint-Ivany  
Executive Director



# INDUSTRY AWARDS

AN OPPORTUNITY TO RECOGNIZE COMMITMENT & PASSION

The association has a tradition of recognizing individuals for their integrity, leadership and commitment to the industry. The Don Storey Memorial, Stuart Daw Gold Service and the CAMA Customer Service Awards are the premier recognition awards for the coffee and vending service industry in Canada and are presented at the CAMA Expo by a prior recipient and member of the Selection Committee.



## DON STOREY MEMORIAL AWARD

Don Storey was an Ontario based vending operator who died as a result of a tragic accident in the mid 60's. We do know that he was highly respected by everyone he did business with and he was known as an excellent public relations man for the vending field for many years. He was also very involved with his community and the association. The award was first presented in 1967 in honour of his exemplary leadership.

## STUART DAW GOLD SERVICE AWARD

Stuart Daw was renowned as the best coffee cupper of his time. His acute olfactory senses were unparalleled as was his commitment

and passion for coffee. Tirelessly working to improve his company, and by extension – the coffee industry, he instilled a work ethic among those who worked with him to excel. His management style was to lead by example. As the founder of many iconic Canadian coffee companies, Stuart had unbounded energy that was in no small part the key ingredient to the success of these enterprises. The Stuart Daw Gold Service Award recipients exemplify the traits of those who are dedicated to the coffee industry, and are constantly looking to improve not only themselves, but the greater coffee community.

## CUSTOMER SERVICE AWARD

Customer service means many

things to many people, from responsiveness, to information quality, to communication effectiveness, to being a solid listener... Albert DeNovellis exemplified all these attributes but was able to elevate the experience from customer service to customer care by focusing on the customer. His commitment to customer satisfaction was considered the gold standard by any customer he engaged with. He told customers what they needed to know, not what they wanted to hear, and delivered those messages with positive conviction and kindness that made the customer understand that he was focused on their best interests.

# SMART AND QUICK, A BETTER PICK!

**CAMA**  
Canadian Automatic  
Merchandising Association



**ACAD**  
l'Association canadienne  
d'auto-distribution



**WWW.VENDING-CAMA.COM TO GET STARTED TODAY!**

SMART PICK is a national healthy choice program developed for CAMA by dietitian April Saunders, MPH, RD, CDE, in consultation with industry stakeholders. The goal of the program is to increase consumer choice by expanding access to healthier food, snack and beverage options through Vending Merchandisers, Micro-Markets and Office Coffee.

Break Room Solutions in Canada. The following are some of the many program highlights:

SMART PICK is easy to implement, effective and credible for businesses

SMART PICK follows trusted nutritional health standards with a minimum of 20% healthy choices offered

SMART PICK encourages a healthy lifestyle

SMART PICK is only available to approved CAMA members

SMART PICK has designed stickers to identify and promote healthier options in vending, micro markets and break room solutions

## IT'S EASY TO GET STARTED

1. Become familiar with criteria and identify products that fit
2. Order your logos and promotional material from CAMA
3. Incorporate the program into your advertising, website and social media
4. Introduce and promote the program to your accounts
5. Educate and train your staff
6. Implement account by account
7. Evaluate the changes by analyzing sale performance new products
8. Review results with clients
9. Adjust as you go to improve uptake and sales
10. Get Social with CAMA and share the success!

**SMART  
PICK**



SmartPick snack choices which meet recognized nutrition standards are available in this vending machine.

**Less than 250  
CALORIES**



**Less than 10 g  
TOTAL FAT**



**0 g  
TOTAL FAT**



**Less than 250 mg  
SODIUM**



**Less than 15 g  
SUGAR**



**LOOK FOR  
THE  
SMARTPICK  
STICKER**



**SMART  
AND QUICK,  
A BETTER  
PICK!**



# SMART PICK CHOIX SANTÉ

## SMART AND QUICK, A BETTER PICK!

SMART PICK is a national healthy choice program which increases consumer choice by expanding access to healthier food, snack and beverage options for consumers through Vending Merchandisers, Micro-Markets and Break Room Solutions in Canada.

Designed to offer consumers, and encourage them to pick, **a healthier choice.**

**Make the SMART Choice!**

Visit [www.vending-cama.com](http://www.vending-cama.com) to learn more



SMART PICK snack choices which meet recognized nutrition standards are available in this vending machine.

Less than 250  
CALORIES



Less than 10 g  
TOTAL FAT



0 g  
TRANS FAT



Less than 250 mg  
SODIUM



Less than 15 g  
SUGAR



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l'Association canadienne  
d'auto-distribution

CHOIX  
SANTÉ



reconnues sont disponibles dans  
cette distributrice.

## INTELLIGENT ET RAPIDE, UN MEILLEUR CHOIX!

CHOIX SANTÉ est un programme national de promotion de meilleurs choix d'aliments, collations et breuvages sants pour les consommateurs vendus par l'entremise de distributeurs automatiques, micromarchés et solutions pour salle de repos, partout au Canada.

SMART Look for the SMART PICK

CHOIX SANTÉ Recherchez le logo CHOIX SANTÉ identifiant les produits santé.

INTELLIGENT ET RAPIDE,  
UN MEILLEUR CHOIX!

Conçu pour offrir aux consommateurs et aussi les encourager à opter pour un choix meilleur pour la santé.

**Fait le choix INTELLIGENT!**

visitez [www.vending-cama.com](http://www.vending-cama.com) pour plus d'informations

CAMA  
Canadian Automatic  
Merchandising Association



ACAD  
l'Association canadienne  
d'auto-distribution

Serving the professional vending, office coffee and micro market retailers of Canada.  
Au service des professionnels de la distribution automatique, des services de pause et des micromarchés du Canada.

# MISSION

“TO ADVANCE AND PROMOTE THE VENDING, OFFICE COFFEE SERVICE & MICRO MARKET INDUSTRIES IN CANADA.”

# VISION

“TO ELEVATE PROFESSIONALISM AND LEADERSHIP IN THE PROVISION OF VENDING, OFFICE COFFEE SERVICES AND MICRO MARKETS.”





# CAMA FROM THE BEGINNING

## THE TRANSITION OF CHANGE

The Canadian Automatic Merchandising Association, fondly known as CAMA, was founded in 1953 to represent the business interests of Vending Operators, Machine Manufacturers and Product & Service Suppliers in the Canadian “Vending Industry”. In the early years of CAMA vending itself was a significant business category so vending was the sole focus of the association.

As the years progressed more and more vending operators began to diversify into the “Office Coffee” segment of the industry. CAMA responded to their member’s needs and concerns and in 2007 they amalgamated with the Ontario Coffee and Vending Services Association (OCVSA). CAMA now represented the interests of both vending and coffee services for their members.

Changes in our industry continued to happen and as recently as 2013 a new concept known as Micro Markets came onto the scene. This created some of the biggest changes and challenges to an operator’s normal business plan that our industry has ever experienced. Once again CAMA was quick to respond and began to support their membership on this new business concept by hosting a series of educational seminars at their annual trade shows.

CAMA is here to offer resources and support their members in all aspects of our industry by;

Hosting an annual Trade Show for all members and suppliers

Offering industry specific educational sessions on current and trending topics

Lobbying political agencies regarding important issues that affect our industry such as changes to our currency, labeling and healthy eating policies

Developing and supporting a “Healthy Eating” program

Acting as the liaison between operators and suppliers

The CAMA Board of Directors are committed to enhancing the services provided and building additional value for their members. Our annual expo is well established and continues to see success as the event is being hosted in selected provinces across the country. On your behalf CAMA continues to monitor legislation and regulatory changes that affect our industry. Our association maintains a strong and positive relationship with the Royal Canadian Mint and the Bank of Canada, therefore we have an input into proposed currency changes that would have an affect on our businesses. Since the roll out of our national healthy choice program “SMART PICK”, we are now focused on building similar relationships with Health Canada and Regional Health Authorities across the country.

Today, being a member of CAMA will provide significant benefit to all operators, manufacturers and suppliers in our industry. As our membership grows, the value of our organization will strengthen for the benefit of all.

# EVENTS AND NETWORKING

INDUSTRY COMES TOGETHER

The CAMA Trade Show is an annual event that brings us together to learn and to connect with new and old friends! It provides opportunities for us to work together so that we can excel while navigating changes and embracing new trends.







## TOP 7 REASONS TO ATTEND OUR ANNUAL CAMA EXPO

**Trade show:** See the latest products, technology and machines in office coffee, vending, micro markets and pantry services!

**Education:** We offer industry specific sessions on current and trending topics!

**Networking:** This is Canada's only national industry event that brings together both suppliers and operators to make new connections and foster long term relationships!

**Tradition:** The Don Storey Memorial, Stuart Daw Gold Service and the CAMA Customer Service Awards are the premier recognition awards for the industry and presented at the CAMA Expo.

**Partnerships:** The Canadian Bottled Water Association is now co-locating their annual event with CAMA's trade show. Join us at this unique opportunity to meet suppliers from both industries and learn how closely related our industries have become.

**Travel:** The annual CAMA expo is on a three year rotation moving between southern Ontario, Western Canada and central Quebec. It provides



you with an opportunity to visit new cities and regions in our beautiful country!

**Takeaway:** Whether it is new ideas, suppliers to work with, or a new approach, inspire your own team after the expo is over!

## REGIONAL GOLF TOURNAMENTS

For decades, suppliers and members have come together once per year in different regions of the country to network, golf and have fun!

## CANADA NIGHT RECEPTION

Every year the association hosts a Canada Night Reception, so called because it is held in conjunction with the U.S. NAMA trade show. This very popular event is always well attended by operators and well supported by supplier members.

## SUPPORTING MEMBERS



### 365 RETAIL MARKETS

1743 Maplelawn Drive  
Troy, MI 48084  
Tel: (888) 365-7382  
Email: jon.floyd@365smartshop.com  
**Website: www.365retailmarkets.com**  
Name & Title: Jon Floyd, Account Executive - West & International  
Product Lines: MicroMarket Hardware and Software  
Description: 365 offers best-in-class POS platforms for workplace breakrooms. Pioneering innovation since 2008, 365 continues to revolutionize the market offering superior MicroMarket and vending technology with the ultimate flexibility in customization.



### ARBORTRONICS CONTROL SYSTEMS INC.

1111 Flint Road, Unit 13  
North York, Ontario M3J 3C7  
Tel: 416-638-6112  
Toll Free: 1-844-661-6112  
E-mail: sales@arbortronics.com  
**Website: arbortronics.com**  
Description: Arbortronics Control Systems Inc. (ACSI) is the Distributor and Factory Authorized Service Centre for Crane Payment Innovations (CPI) supporting their unattended payment products in the Vending, Gaming, Retail, Transportation, Parking, and Financial payment markets in Canada. ACSI sells, supports and services CPI's MEI, Sodexo, Cashcode, NRI and Money Control products throughout these markets.



### BELLUCCI DISTRIBUTIONS

8145 boul. Saint-Laurent  
Montreal, QC H2P 2M1  
Tel: 514-388-1555  
Toll-Free: 1-877-819-4443  
Email: info@distributionsbellucci.com  
**Website: www.distributionsbellucci.com**  
Description: Bellucci Distributions is a family business since 2011. A Canadian Distributor of the Caffitaly System Products, SAECO, GAGGIA and Thermoplan

Professional Line. Les Distributions Bellucci est une entreprise familiale depuis 2011. Distributeur au Canada des Produits Caffitaly Systeme, SAECO, GAGGIA et Thermoplan Professionnels.



**Brokerhouse**  
DISTRIBUTORS INC.

### BROKERHOUSE GROUP INC.

108 Woodbine Downs Blvd.  
Etobicoke, ON M9W 5S6  
Tel: 416-798-3537  
Fax: 416-798-3603  
Toll-Free: 1800-668-4802  
Email: info@brokerhousedist.com  
**Website: www.brokerhousedist.com**  
Main Products: We at Brokerhouse Distributors Inc. are committed to providing the Vending, Food Service and Office Coffee industries with innovative equipment, parts and quality service.  
Product Lines: WMF, Newco, Crane, AMS, USI, EverPure, N&W Necta, Coinco, Payrange, CPI, American Changers, Vendo, Royal Vendors, Follett, Apline Coolers, Thermo Concepts Coolers, Service Ideas, Urnex



### CAFE VITTORIA INC.

1625, Belvedere Sud.  
Sherbrooke, QC J1H 4E4  
Tel: 819-564-8226  
Fax: 800-715-5582  
Toll-Free: 800-715-5583  
Email: craig@cafevittoria.ca  
**Website: www.cafevittoria.ca**  
Description: Established in 1988, Cafe Vittoria imports, roasts, packages and delivers high quality coffee. We focus on helping others sell coffee. Our approach since the beginning has been to break away from "the same old story" and offer clients what they really want. We... Treat every cup like it is sacred. Hold ourselves to the highest of standards of production. Source premium quality coffee and distribute at great values in all kinds of eye-catching packaging. Work with clients directly. Deliver what you want, the way you want it. Are fun to do business with (so we're told) Our strength is in sourcing and delivering premium coffees your doorstep.  
Name & Title: Craig Noble, Sales manager  
Canadian Branches: Sherbrooke, QC; Toronto, ON.  
Product Lines: Coffee, Hot Chocolate, Cappuccino



### CAFECTION VENTURES INC.

2355 Avenue Dalton  
Québec, QC G1P 3S3  
Tel: 800 650-6162  
Fax: 800 463-2739  
Toll-Free: 800 561-6162  
Email: info@cafection.com  
**Website: www.cafection.com**  
Main Products: Cafecion is North America's largest bean to cup brewer manufacturer and a proud member of the EVOCA Group – the world-leading manufacturer of professional espresso coffee machines. Its new Encore Series provides reliable technology and customization options with a wide variety of whole bean and ground coffee selections as well as hot beverages. Cafecion's product line is adapted to the needs of OCS, convenience stores, and many more industries. Sophia – Global Management System, Cafecion secure online application, allows you to display videos during brew time or screen saver, add your logo to the screen, manage your assets remotely and be proactive!  
Product Lines: Encore Series: Encore 29, Encore Lite, Encore Venti & Encore Ground | Innovation Series: Total 1, Total Lite & Venti-4 | Management Tool PRO & M2M Technology | Avalon Series : Gourmet Galleria, Quatro, Petite-X & Petite-R | Refurbishing of all brewers | Parts & accessories | Loan Program | Free Sales & Technical Training



### CAN-WEST VENDING DISTRIBUTORS LTD.

4320 - 97 Street NW  
Edmonton, AB T6E 5R9  
Tel: 780-433-4477  
Fax: 780-433-4488  
Email: info@canwestvending.com  
**Website: www.canwestvending.com**  
Description: Providing western Canada with 365 Retail MicroMarkets, OptConnect, new and used Crane, AMS, Vendo and Royal Machines. Sales and service of Coinco and CPI monetary products. Full selection of coffee vending products.  
Product Lines: Crane National Vendors, AMS Vendors, Coinco, Royal Vendors, Dixie-Narco, Sanden Vendo, Medeco, 365 Micro Markets and ViV by Vagabond.





### CANADIAN AUTOMATIC MERCHANDISING ASSOCIATION

2233 Argentia Road, Suite 304  
Mississauga, ON L5N 2X7  
Tel: 905-826-7695  
Fax: 905-826-4873  
Toll-Free: 888-849-2262  
Email: [info@vending-cama.com](mailto:info@vending-cama.com)  
Website: [www.vending-cama.com](http://www.vending-cama.com)  
Main Products: Since 1953, CAMA is the only association representing the interests of Vending & Office Coffee Service Operators, Machine Manufacturers, and Product & Service Suppliers in Canada.



### CANADIAN VENDING MAGAZINE

105 Donly Drive South  
Simcoe, ON N3Y 4N5  
Tel: 519-902-8574  
Email: [kpearne@annexweb.com](mailto:kpearne@annexweb.com)  
Website: [www.canadianvending.com](http://www.canadianvending.com)  
Main Products: Canadian Vending and Office Coffee Service magazine is dedicated to serving, educating and informing the vending and OCS industries. It is a bi-annual print publication with a spring Buyers Guide and fall CAMA show guide issue. For daily news, new products, industry news, exclusive blogs, videos and polls visit our website, [www.canadianvending.com](http://www.canadianvending.com)  
Product Lines: Vending Industry Magazine.



### COFFEA TECHNOLOGIES

989 Avenue Nordique  
Quebec, QC G1C 0C7  
Tel: 418-660-2233  
Toll-free: 1-877-341-2233  
Website: [www.coffea.ca](http://www.coffea.ca)  
Email: [info@coffea.ca](mailto:info@coffea.ca)  
Description: Coffea Technologies is an inventive manufacturer of patented coffee brewing systems that can deliver single cup or a full carafe, using Coffea TM exclusive Vacuum Extraction Brewing System. Winners of the prestigious National Restaurant Association "Kitchen Innovation Award", the super automatic coffee brewers have

been described as "must have" equipment for OCS/hospitality industry leaders wishing to respond to increasing market demand for a better coffee experience.



### CPI - CRANE PAYMENT INNOVATIONS

3222 Phoenixville Pike | Suite 200  
Malvern, PA 19355  
Tel: 484-467-5821  
Email: [phoebe.gutt@cranepi.com](mailto:phoebe.gutt@cranepi.com)  
Website: [www.cranepi.com](http://www.cranepi.com)  
Description: Combined as one company, Crane Payment Innovations offers the most extensive range of premium bill and coin validators and recyclers, coin hoppers and dispensers, plus software applications. All our products and technologies offer the highest level of security and fast acceptance rates, with low maintenance and labor costs. Let CPI be your trusted partner in driving your business. Main Products: CPI is a diversified manufacturer of payment technology solutions for the vending, financial services, gaming, retail and transportation markets in more than 100 countries. Product Lines: Note acceptors, coin changers, telemeter and cashless payment systems. Vending brands specifically for the Canadian Vending market include: MEI, Conlux and Cashcode. Note acceptors, coin changers, telemeter and cashless payment systems. Vending brands specifically for the Canadian Vending market include: MEI, Conlux and Cashcode.



### MERCHANDISING SYSTEMS

#### CRANE MERCHANDISING SYSTEMS

3330 Dixie Narco Blvd.  
Williston, SC 29853  
Tel: 800-325-8811  
Fax: 905-738-6878  
Toll-Free: 800-621-7278  
Email: [jdeguise@craneems.com](mailto:jdeguise@craneems.com)  
Website: [www.cranems.com](http://www.cranems.com)  
Main Products: Crane Merchandising Systems [Automatic Products, Dixie Narco, GPL®, National Vendors™, Stentorfield™, Streamware] designs and manufactures a diverse, yet integrated portfolio of automatic merchandising equipment.

Canadian Branches: 2720 Steeles Ave. W., Concord, ON L4K 4S3. Tel: 905-738-4004 or 888-221-2600. E-mail: [crane@cnvc.com](mailto:crane@cnvc.com)  
Product Lines: National Vendors, Dixie Narco, Crane Payment Solutions, Genesis Counter top Coffee.



### DANAMARK WATERCARE

90 Walker Drive  
Brampton, ON L6T 4H5  
Tel: 1-888-Danamark  
Fax: 905-792-2986  
Toll-Free: 1-888-326-2627  
Email: [watercare@danamark.com](mailto:watercare@danamark.com)  
Website: [www.danamark.com](http://www.danamark.com)  
Description: One company, one team, with one care...Water. Founded in 1975, Danamark is a 100% Canadian owned, privately held business specializing in innovative, tailored solutions to your water quality challenges. Danamark is the Canadian Distributor for Everpure Water Filtration Products. We have been a leading provider of Quality Water Solutions to the Office Coffee, Vending and Foodservice Industry in Canada for over 40 years. That is why so many Office Coffee, Vending and Foodservice Operators depend on us to solve their WaterCare Problems.



### DISTOMATIC ENTREPRISE

1341-A Newton  
Boucherville, QC J4B 5H2  
Tel: 450-641-2577  
Fax: 450-641-9075  
Toll-Free: 800-387-2577  
Email: [info@distomatic.com](mailto:info@distomatic.com)  
Website: [www.distomatic.com](http://www.distomatic.com)  
Main Products: Distomatic has been in the industry since 1982. We sell new top of the line, refurbished and used vending machines. We can give a fantastic look to the used vending machine with the BlueLine lexan. We also offer a wide variety of refrigerators and freezers. We would be happy to do business with you. Product Lines: Bistro OCS, Seaga, Premium, Infinity. Office Deli, Coinco, Royal vendors, Vendo, Dixie-Narco, SEM, Crane, Zojirushi, Everpure, Flowjet and top-of-the-line refurbished vending equipment. For more information about our products, visit our website which is updated to show our inventory.

## SUPPORTING MEMBERS



### DURE FOODS LTD.

120 Roy Blvd.  
Brantford, ON N3R 7K2  
Tel: 519-753-5504  
Fax: 519-753-9772

**Website:** [www.durefoods.com](http://www.durefoods.com)

Main Products: Dure Foods is a Canadian family company specializing in dry blending, packaging and custom formulation. BRC Certified, NSF Certified, NHP Site Licensed, CFIA Dairy Registered, Gluten Free, Kosher.

Product Lines: Confectionary Products: Cappuccino, Hot Chocolate, Chai Tea, Cappuccino Foamer, Vending Creamer, OCS Creamer & Sugar. Functional Products: Proteins, Meal Supplements, Energizers, Hydrators, Greens, Berries, etc.



### EDR DISPLAYS

3531 Rebeck Rd.  
Winnipeg, MB R2E 1C3  
Tel: 204-471-5083  
Email: [erempel@edrdisplays.com](mailto:erempel@edrdisplays.com)

**Website:** [edrdisplays.com](http://edrdisplays.com)

Description: Manufacturer of high quality custom MicorMarket fixtures.



### GLORY GLOBAL SOLUTIONS

445 Apple Creek Blvd, Suite 116  
Markham, ON L3R 9X7  
Tel: 905-330-7740  
Fax: 1-866-406-0776  
Toll-Free: 800-363-2309

Email: [bill.petty@ca.glory-global.com](mailto:bill.petty@ca.glory-global.com)

**Website:** [www.gloryglobalsolutions.com](http://www.gloryglobalsolutions.com)

Main Products: Previously Talaris Inc. Complete line of Polymer Currency Counters, Mach Coin Sorters and Glory Automatic Coin Wrappers including our WS-30Table Top Wrapper with Nation Wide Service all across Canada. Canadian Branches: Montreal, Quebec, Markham, Ontario, Halifax, Maritimes, Alberta, British Columbia, Manitoba,

Saskatchewan. 1-800-363-2309

Product Lines: Manufacturer of compact and floor model, high speed and cost-efficient Polymer Note Counting and Coin processing products, including Coin Sorter/Counters and Automatic Coin Wrappers, self serve coin redemption, POS coin dispensers.



### GUERTECH

1000 Cormier, Suite 100  
Drummondville, QC J2C 2N6  
Tel: 819-478-5375

Email: [guertech@guertech.com](mailto:guertech@guertech.com)

**Website:** [www.guertech.com](http://www.guertech.com)

Description: Guertech is specialized equipment in distribution, maintenance and service of foodservice equipment for nearly 20 years. Including a complete refurbished department, we can please all the needs.



### HERITAGE COFFEE CO.

97 Bessemer Rd., Units 1 - 9  
London, ON N6E 1P9  
Tel: 800-791-7811

Email: [sales@heritage-coffee.com](mailto:sales@heritage-coffee.com)

**Website:** [www.heritage-coffee.com](http://www.heritage-coffee.com)

Main Products: Heritage is a manufacturer specializing in private label solutions for customers building their own brands. Conveniently locations in BC, Ontario and Quebec, we offer expert advice along with outstanding service.

Name & Title: Brian Martell, Sales /Operations.

Canadian Branches: London, ON. Anthony Leo, Sales; Montreal, QC. Ian Mackenzie - Operations, Gordon Barry - Sales.

Gary Kellins, Sales, Glen Zannet Production Operators

Product Lines: Manufacturer of all coffee products, manufacturer of hot chocolate, instant cappuccino, Bigelow tea. Allied products, and OCS - Vending accessories



### HERR FOODS

20 Herr Drive  
Nottingham, PA 19362  
Tel: 610-932-9330  
Fax: 610-932-1190

**Website:** [www.herrs.com](http://www.herrs.com)

Main Products: In 1947 Jim Herr started his snack company with two goals in mind, make the best tasting products possible and provide the best service to his customers. At Herr's®, we understand the importance of being a valuable partner with our distributors/operators.

We offer high quality snack products and dependable service with integrity. Product Lines: Potato Chips, Pretzels, Kettle Cooked Potato Chips, Baked Potato Crisps, Popped Chips, Pork Rinds, Chocolate Covered Pretzels, Tortilla Chips, Cheese Curls, Popcorn, Corn Chips and Potato Stix



### HOLIDAY HOUSE DISTRIBUTING

PO Box 1439  
Land O' Lakes, FL 34639  
Tel: 800.443.4318  
Fax: 1.800.863.7041

Toll-Free: 1.800.443.4318

Email: [info@hhdonline.com](mailto:info@hhdonline.com)

**Website:** [www.hhdonline.com](http://www.hhdonline.com)

Key Personnel: {Key Personnel}

Main Products: Since 1981 Holiday House Distributing has been doing just that.....distributing fine quality products all over the world. The single source for factory replacement OCS parts for Bloomfield, Bunn, Brewmatic, Crathco, Curtis, Grindmaster, Newco. Largest selection and best pricing for John Guest Fittings and Tubing, Colder Quick Connect Fittings, Carlisle Products, plumbing and electrical supplies, cleaners, brushes, tools, cabinets, R/O systems, Omnipure, Everpure Water Filters, Air Pots - thermal dispensers.

Product Lines: The single source for factory



replacement OCS parts for Bloomfield, Bunn, Brewmatic, Crathco, Curtis, Grindmaster, Newco. Largest selection and best pricing for John Guest Fittings and Tubing, Colder Quick Connect Fittings, Carlisle Products, plumbing and electrical supplies, cleaners, brushes, tools, cabinets, R/O systems, Omnipure, Everpure Water Filters, Air Pots - thermal dispensers.



## HORSE & BUGGY BRANDS

120 Turnbull Ct., Unit L  
Cambridge, ON N1T 1H9  
Tel: 519-620-8572  
Fax: 519-620-8573  
Toll-Free: 877-473-2688  
Email: info@horseandbuggybrands.com  
Website: [www.horseandbuggybrands.com](http://www.horseandbuggybrands.com)

Main Products: We take great pride in the fact We Roast Our Own Peanuts, not just repackage someone else's. With Herr's chips, cheezies, and pretzels, we can handle all your vending needs.  
Product Lines: Peanuts fresh roasted on site, nuts, candy, healthier choice mixes & snacks, smoked meat sticks and beef jerky. All packages designed to fit vending machines. Authorized distributors of Herr's Food Products and Shires Bakery Cookies.



## HUER FOODS INC.

5543-275th Street  
Langley, BC V4W 3X9  
Tel: 604-626-4888  
Fax: 604-626-4889  
Email: info@huerfoods.com  
Website: [www.huerfoods.com](http://www.huerfoods.com)  
Name: Ryan Storey  
Canadian Branches: Boucherville, QC and Langley, BC.  
Product Lines: HUER brand packaged bags of gummy offer great value and premium quality. Priced for the vending machine.  
Description: Since 1986 HUER has been selling quality gummy products. Your customers will return to purchase our quality gummy products. We also have the largest selection in Canada of bulk gummy.



## KANE'S DISTRIBUTING LTD.

115 Dieppe Road  
St. Catharines, ON L2M 7N6  
Tel: 905-688-8823  
Fax: 905-688-6288  
Toll-Free: 800-668-1656  
Email: sales@kanesvending.com  
Website: [www.kanesvending.com](http://www.kanesvending.com)  
Main Products: Kane's Distributing is a leading Distributor of vending equipment as well as the manufacturer of Vendit/VendConnect (Inventory control systems). Strong focus on Cashless payments representing NAYAX and Micro Markets. Canadian Branches: St. Catharines, ON (Partner with Langley Wholesale-BC and Distribution QM Inc - Quebec)  
Product Lines: Micro Markets, Credit/Debit readers, Vending Equipment sales & service, cashless vending systems, inventory control systems



## LANGLEY WHOLESALE LTD.

Unit 102, 19661 96th Ave.  
Langley, BC V1M 3C6  
Tel: 604-881-2223  
Fax: 604-881-9922  
Toll-Free: 1-800-218-8943  
Email: office@langleywholesale.ca  
Website: [www.langleywholesale.ca](http://www.langleywholesale.ca)  
Name & Title: President: Nick McLaren  
Canadian Branches: Langley, BC  
Product Lines: New and Used Vending Equipment, Micro Markets, Coolers and Freezers, Cashless Payment systems for laundromats, EV charging stations, vending machines, and other automated merchandising equipment.



## MINUS FORTY TECHNOLOGIES CORP.

30 Armstrong Ave.  
Georgetown, ON L7G 4R9  
Tel: 905-702-1441  
Email: need email address  
Website: [www.minusforty.com](http://www.minusforty.com)  
Description: See what's new at Minus Forty®. For over 25 years, Minus Forty®

remains one of North America's leading designers and manufacturers of refrigerated merchandisers. Innovative features, styling and versatility combined with our corporate vision offers customers increased brand exposure and market share. When it's Minus Forty®, you know it's cold.



A Better Beverage Experience.

## MOTHER PARKERS TEA & COFFEE

2531 Stanfield Rd.  
Mississauga, ON L4Y 1S4  
Tel: 905-279-2938  
Toll-Free: 1-800-387-9398  
Website: [motherparkers.com](http://motherparkers.com)  
Description: Founded in 1912, Mother Parkers Tea & Coffee is a leading consumer solutions provider and manufacturing. Supplying quality coffee and tea in hundreds of unique roasts and blends. Products: Higgins & Burke™ tea and Mother Parker Brown Gold®, Martinson®, Marley Coffee®. Our fastest growing – RealCup® brand of the single-serve cups with a special patented filter.



## NAYAX

Executive Plaza 1, 11350  
McCormick Road, Suite 1004  
Hunt Valley, MD 21031  
Tel: 410-666-3800  
Fax: (888) 258-7040  
Email: canada@nayax.com  
Website: [www.nayax.com](http://www.nayax.com)  
Main Products: Nayax is the leading provider of cashless payment and telemetry solutions, and a management suite for the unattended automated machine industry. 250,000+ devices installed worldwide, in over 55 countries, Canadian Branches: Ontario, British Columbia  
Product Lines: Cashless payments, Cashless card reader, Telemetry solutions, Management & monitoring system, business analytics reporting system, alert system, Cashless clearing, INTERAC processing, Monyx wallet app to increase sales and market your business

## SUPPORTING MEMBERS



### NICKLE WEST INC.

203 Heagle Crest.  
Edmonton, AB T6R 1V2  
Tel: 780-446-8875  
Email: [nicklewest@shaw.ca](mailto:nicklewest@shaw.ca)  
Description: Serving western Canada for 32 years, since 1986. Authorized Sales, service and parts for AMS Vendors, Royal Vendors, Suzohapp-Coinco products, Everpure water filtration, John Guest Fittings, Thermo Concepts water coolers, SEM conversion kits, Ultralift power moving carts. Crane parts and service also available.



### OLD DUTCH FOOD LTD.

100 Bentall Street  
Winnipeg, MB R2X 2Y5  
Tel: 204-632-3727  
Toll-Free: 800-351-2247 ext 3727  
**Website: [www.olddutchfoods.com](http://www.olddutchfoods.com)**  
Canadian Branches: Brandon, MB; Burnaby, B.C.; Canmore, AB; Cranbrook, BC; Edmonton, AB; Brampton, ON; Dartmouth, NS; Hartland, NB; Kitchener, ON; Lachine, QC; Summerside, PEI; Mississauga, ON; Kamloops, BC; Kelowna, BC; Lethbridge, AB; Prince Albert, SK; Prince George, BC; Red Deer, Regina, SK; Saskatoon, SK; Stettler, AB; Thunder Bay, ON; Victoria, BC; Winnipeg, MB;  
Product Lines: Old Dutch, Humpty Dumpty, Arriba, Old Dutch Peanuts, Old Dutch Seeds, Hawkins.



### OPTCONNECT

854 West 450 North #4  
Kaysville, UT 84037  
Tel: 801-444-5958  
Fax: 801-991-9009  
Toll-Free: 877-678-3343  
Email: [sales@optconnect.com](mailto:sales@optconnect.com)  
**Website: [www.optconnect.com](http://www.optconnect.com)**  
Description: OptConnect provides a secure and reliable monitored wireless connection to the internet for unattended equipment that is easy, low-risk and convenient – all supported by a superior customer service infrastructure.



### SEM INC.

3610 rue Valiquette  
St-Laurent, QC H4S 1X8  
Tel: 514-334-7569  
Fax: 514-334-5922  
Email: [info@sem.ca](mailto:info@sem.ca)  
**Website: [www.sem.ca](http://www.sem.ca)**  
Name & Title: Michel Robillard, President;  
Marc Frechet, VP Operation.  
Canadian Branches: St. Laurent, QC Headquarter  
Description: Montreal based company, SEM is a leading provider of vending control unattended solutions. We are manufacturer of OEM and retrofit VendingMachine Controllers, Cashless Systems, Coin ops and Paystations for many industries such as Vending, Printing, Laundry, Carwash, Parking and Recreational. Our product line includes the following: U-Gold, U-Smart and Aztek Cashless Systems, PAYMAX series Paystations for Change, Token, Card, Ticket or Coupon dispensing, SP & FP series Retrofit Vending Machine Controllers, W25T & W25B controllers for Bulk Water Vending Machines and City Water Filling Self-stations, 4500T & 5500T Coin timers, 5600T & 5600P Credit Card Pay-Timers, 9900X Copy, Print & Kiosk Paystations, CT3 & CTXCoin changer & Bill validator testers, plus many other custom unattended solutions. SEM celebrates in 2018 its 40th anniversary.  
Product Lines: SEM's Electronic OEM and retrofit controllers, Vending testers. Unilog card System, Printer/Photocopier Paystations, Parking Paystations, Coin & Card multipurpose Timers. Carwash coin & card system, Ticket vendor, Coupon vendor, Card vendor, MEI/ Conlux/CPI distributor and authorised service center.



Away From Home

### SMUCKERS FOODS OF CANADA CORP.

80 Whitehall Drive  
Markham, ON L3R 0P3  
Tel: 1-800-667-6226  
Fax: 1-866-350-5639  
Email: [SmuckerCanada.Service@jmsmucker.com](mailto:SmuckerCanada.Service@jmsmucker.com)  
**Website: [www.smuckerawayfromhome.ca](http://www.smuckerawayfromhome.ca)**  
Description: In 1988, the Company began offering its Smucker's® fruit spreads in Canada and has since grown to include

Folgers® coffee, among others. As the largest coffee roaster in North America, we deliver consistently delicious, top quality coffee in a variety of formats under the Folgers® brand. Our recently launched Folgers® Flaked Coffee delivers that great Folgers® flavour, but uses a unique grinding process; it's available in both Fraction Packs and Filter Packs, delivering ultimate convenience, quality, and cost savings. For more information, contact your Smucker Away From Home Sales Representative or visit [smuckerawayfromhome.ca](http://smuckerawayfromhome.ca).  
Product Lines: Smucker Foods of Canada Corp., offers Spreads, Warm Beverages, Sweeteners, Condiments, Milk Products, Decorating Syrups, and Juice portfolios. Some of our well-known brands include Smucker's®, Folgers®, JIF®, IN THE RAW®, Bick's® and more!



### SUZOHAPP

587 Hanlan Road  
Woodbridge, ON L4L 4R8  
Tel: 847-593-6161 ext. 7745 or 416-728-8876  
**Website: [www.suzohapp.com](http://www.suzohapp.com)**  
Main Products: SUZOHAPP is a technology company providing software and hardware for cash handling automation and self-service solutions to more than 25,000 customers throughout the world.  
Canadian Branches: Toronto (Woodbridge).  
Product Lines: Coin-Pro 3 Tube Changers, Guardian GLX 6 Tube Changers, Vantage Bill Validators and Iris Media for Interac Flash, Visa and MasterCard cashless transaction in Canada.



### THREE SQUARE MARKET

3329 Casey St.  
River Falls, WI  
Tel: 715-386-2233  
Email: [KurkJ@32Market.com](mailto:KurkJ@32Market.com)  
**Website: [32Market.com](http://32Market.com)**  
Description: Three Square Market (32M) is a leader in micro market technology. Experience a one-stop-shop for all your market needs, 32M doesn't just stop at selling you the equipment but will be your partner through everything. 32M believes that your success is our success. Learn about our global solution with the highest security standards in the industry by visiting [32Market.com](http://32Market.com) or calling your salesperson today!



## SUPPORTING MEMBERS



### TNS SMART NETWORK

10 Compass Court  
Toronto, ON M1S 5R3  
Tel: 416-646-5232  
Email: pzoumboulakis@nrttech.com  
Website: <http://www.tns-smart.net/>  
Description: "TNS is Canada's largest privately-owned payment processor and a direct connect members of the Interac, Visa and MasterCard Networks. TNS teams with vending industry in order to make cashless "tap and go" payment acceptance a reality for operators in the unattended and self-serve retail markets, as well as for vending operators in Canada. TNS's core strength is the payment processing of Interac™ Flash, Visa and MasterCard payments for all types of cashless payment platforms."



### U-SELECT-IT (USI)

8040 University Blvd.  
Clive, IA 50325  
Tel: 1-800-247-8709  
Email: info@uselectit.com  
Website: [www.uselectit.com](http://www.uselectit.com)  
Main Products: Based in Des Moines, IA, U-Select-It is a manufacturer of full-line, quality vending machines. Family owned and operated, USI has served the vending industry for over 85 years.  
Product Lines: Full-line vending equipment including snack, combination, fresh and frozen food, cold drink, and hot beverage merchandisers.



### Vento Coffee Group

7158 Ridgeview Dr.  
Burnaby, BC V5A 4V3  
Tel: 604-828-7601  
Email: stefano@ventocoffeegroup.com  
Website: [ventocoffeegroup.com](http://ventocoffeegroup.com)  
Description: Importer of Simat Dairy products from Spain. Simat manufactures instant soluble drinks for automatic vending machines. Simat works with the University of Barcelona developing and offering clients around the world the most advanced agglomeration technology on the market. Simat offers Dairy products, hot chocolate, vanillas, hazelnut, teas and herbal teas.

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Canadian Automatic  
Merchandising Association



**ACAD**  
l'Association canadienne  
d'auto-distribution

**PROLINK**

Canada's Insurance Connection

Serving the professional vending, office coffee and micro market retailers of Canada  
Au service des professionnels de la distribution automatique, des services de pause-café et des micromarchés du Canada

Contact our CAMA professional insurance specialist to learn more:  
CAMA Account Manager | PROLINK Ltd. TF 1-800-663-6828 E [cama@prolink.insure](mailto:cama@prolink.insure)

# THE MANY BENEFITS OF



# CAMA Membership

## EXCLUSIVE PROGRAMS / OPPORTUNITIES



**SMART PICK Program** - Designed to offer consumers, and encourage them to pick, a healthier choice.

**CAMA Annual Trade Show** - Exhibit Opportunities

**CAMA Business Insurance Program** -  
Access to exclusive rates for your business

**CAMA Health & Dental Benefits Program**

**NEW Opportunity to Advertise on Association Website** -  
will be available in Summer 2018

**Canadian Food Inspection Agency (CFIA)**  
Notifications of food recalls

**Canadian Public Tender Opportunities**  
Notifications of opportunities in your region

## INFORMATION

## DISCOUNTS & SAVINGS

**CAMA Annual Trade Show** -  
Complimentary/discounted registration

**CAMA Annual Golf Tournament** -  
Discounted Registration

**NAMA Show** - Discounted Registration

**Annual RC Show** - Complimentary passes

**Annual Coffee & Tea Show** - Discounted Registration

**NEW** Discounted rates for branded image wear from  
**Mark's Commercial** and discounts  
on all merchandise at **Mark's retail outlets**

**Company profile on  
the CAMA website**  
**Event Sponsorship  
Opportunities**

## BRANDING AND EXPOSURE

## NETWORKING OPPORTUNITIES

**Build a Network of Industry Peers  
at the Following CAMA Events**

- Regional Golf Tournaments
- Annual CAMA Tradeshow
- CAMA's Annual Canada Night  
(held at NAMA)

Visit us online for complete details  
and to become a member at  
**[www.vending-cama.com](http://www.vending-cama.com)**