

GLOBAL GRAPE SUMMIT 2019 PROGRAMME

Wednesday, June 5, 2019 Grosvenor House, Park Lane, London

08:00 Registration starts (Great Room)

08:30 Inauguration – Jim Prevor and Gustavo Yentzen

08:45 SESSION 1: THE GLOBAL TABLE GRAPE PANORAMA

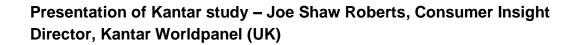
Uncover the current state of play for commercial table grape production around the world during our opening session. Gain an insight into every prominent supply country; from their current plantings to the evolution of their latest advances.

Speaker:

Manuel José Alcaíno, President, Decofrut (Chile)

09:30 SESSION 2: CONSUMER RESPONSE TO NEW VARIETIES

Discover how consumers worldwide are reacting to the various new table grape varieties being introduced to the market. Hear detailed analysis provided by major international retailers and other industry experts from China, Europe and the USA.



Panelists:

- Phil Macy, Category Buyer for Grapes and Stonefruit, Sam's Club (US)
- George Liu, CEO, Frutacloud (China)
- Josep Estiarte, Director, Special New Fruit Licensing, SNFL (Spain)
- Tania van der Merwe, Senior Buyer, Freshmark (South Africa)
- John Pandol, Director of Special Projects, Pandol Bros. Inc (US)

Moderator:

Jim Prevor, CEO & Editor in Chief, Produce Business Magazine

11:00 Coffee Break



Jim Prevor CEO & Editor in Chief, Produce Business



Gustavo Yentzen General Manager, Yentzen Consulting



Manuel José Alcaíno President, Decofrut (Chile)



Category Buyer for Grapes and Stonefruit, Sam's Club (US)



George Liu CEO, Frutacloud (China)



Josep Estiarte
Director, Special New Fruit Licensing,
SNFI (Spain)



Tania van der Merwe Senior Buyer, Freshmark (South Africa)

11:30 SESSION 3: FAST-FORWARD TO 2029

Find out what the next ten years hold for the global table grape industry as predicted by our panel of well-respected grape experts. Learn about where the industry is headed, as well as the critical opportunities and challenges; from over-production to new varieties and emerging markets.

Speakers:

Presentation: New Production Areas Around The World

Oscar Salgado - San Lucar (Spain)

Presentation: The "Breeder's Paradox"

Garth Swinburn, Vice President of Licensing, Sun World Innovations (South Africa)

Panelists:

- Andy Kampa, Global Commodity Manager of Table Grapes, Robinson Fresh (US)
- Ricardo Koch, General Manager, Río Blanco (Chile)
- Rupert Maude, Commercial Director, El Ciruelo (Spain)
- · Nitin Agrawal, Managing Director, EuroFruits (India)
- Johan Fouche, Commercial Director, The Grape Company (South Africa)

Moderator:

Jim Jefcoate, Director, Hurdletree Associates Ltd, (UK)

13:00 Lunch

14:00 SESSION 4: MARKETING GRAPES FOR SUCCESS

Understand how to market grapes successfully through an analysis of current performance. Bring yourself up to speed on new packaging concepts, branding, innovation, technology and good practices.

Speaker:

Don Goodwin, President & Owner, Golden Sun Marketing (US)

14:30 SESSION 5: MAXIMISING ONLINE RETAILING IN CHINA

Get the inside track on how to make the most of retailing table grapes online in China, the world's most advanced online shopping market. Understand how online sales are impacting the performance of grapes in this hugely important consumer market.

Speaker:

George Liu, CEO, Frutacloud (China)

15:00 Breeders Announcement



John Pandol Director of Special Project Pandol Bros. Inc. (US)



Oscar Salgado San Lucar (Spain)



Garth Swinburn
Vice President of Licensing,
Sun World Innovations (Australia)



Andy Kampa Global Commodity Manager of Table Grapes, Robinson Fresh (US)



Ricardo Koch General Manager, Río Blanco (Chile)



Rupert Maude Commercial Director, El Ciruelo (Spain)



Nitin Agrawal Managing Director, EuroFruits (India)



Johan Fouche Commerical Director, The Grape Company (South Africa)



Jim Jefcoate Director Hurdletree Associates Ltd. (UK)

15.15 SESSION 6: SUPPLIER SPOTLIGHT ON PERU

Hear how the Andean nation's table grape industry is growing, the exciting next steps expected from growing grapes in the Peruvian desert and more.

Speaker:

15:45 Coffee/Tea Break

Alejandro Fuentes, General Manager, Agrícola Don Ricardo (Peru)



Don Goodwin President & Owner, Golden Sun Marketing (US)



Alejandro Fuentes General Manager, Agricola Don Ricardo (Peru)



Louisa Read Fruit Buyer, Marks and Spencer



Paul-Farmer Lead Technical Manage Fruit & Floral, Sainsbury



Josh Kann Senior Procurement Manager, MMUK



Karen Cleaves Group Technical Director, Richard Hochfeld



Carlo Berardi Director, Agrimessina (Italy/UK)



Joseph Shaw Consumer Insight Director, Kantar Worldpanel (UK)

16.15 SESSION 7: RETAIL OPPORTUNITIES IN THE UK

Get to grips with one of the leading global import markets for table grapes.

Listen to some of the UK's biggest retailers present their in-depth analysis of grape category trends and opportunities in the UK where grapes are one of the most frequently purchased fruits.

Panelists:

- Louisa Read, Fruit Buyer, Marks and Spencer (UK)
- Paul Farmer, Lead Technical Manager Fruit & Floral, Sainsbury's (UK)
- Josh Kann, Senior Procurement Manager, MMUK (UK)
- Karen Cleave, Group Technical Director, Richard Hochfeld (UK)

Moderator:

Carlo Berardi, Director, Agrimessina (Italy/UK)

17:30 Closing Remarks

18:30 LONDON PRODUCE SHOW AND CONFERENCE Opening Reception