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# EXPO PREVIEW

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Meadowlands Exposition Center  
**APRIL 21-22, 2020**

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marketplace



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# SCHEDULE

## MONDAY, APRIL 20, 2020

7am-5pm

### REGISTRATION HOURS

Meadowlands Exposition Center Lobby

8am-5pm

### GMP AND REGULATORY COMPLIANCE TRAINING PROGRAM

Holiday Inn Meadowlands

*Separate registration required.*

- Cleaning Sanitation and Contamination Prevention (Part 1 of 2)
- Entering the Dietary Supplement Market as a Startup (Part 1 of 2)

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## TUESDAY, APRIL 21, 2020

7am-4pm

### REGISTRATION HOURS

Meadowlands Exposition Center Lobby

8am-5pm

### GMP AND REGULATORY COMPLIANCE TRAINING PROGRAM

Holiday Inn Meadowlands

*Separate registration required.*

- Cleaning Sanitation and Contamination Prevention (Part 2 of 2)
- Entering the Dietary Supplement Market as a Startup (Part 2 of 2)

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9:30-10:30am

### TOP TRENDS DRIVING THE HEALTH & NUTRITION INDUSTRY

Holiday Inn Meadowlands

*Open to all attendees.*

*Underwritten by:*



10:30am-4pm

### EXPO HALL HOURS

11:30am-3:30pm

### SUPPLYSIDE PRESENTATION THEATER

Meadowlands Exposition Center, Room A

*Open to all attendees.*

3-4pm

### OPENING RECEPTION

Expo Hall

*Open to all attendees.*

4-5:30pm

### VISITOR APPRECIATION RECEPTION

Embassy Suites Atrium

*Open to all visitors.*

## WEDNESDAY, APRIL 22, 2020

8:30am-3:30pm

### REGISTRATION HOURS

Meadowlands Exposition Center Lobby

9am-Noon

### THE BUZZ CONTINUES WITH HEMP AND CBD

Holiday Inn Meadowlands

*Separate registration required.*

10:30am-3:30pm

### EXPO HALL HOURS

11:30am-2:30pm

### SUPPLYSIDE PRESENTATION THEATER

Meadowlands Exposition Center, Room A

*Open to all attendees.*

**New for 2020!**

# Food & Beverage Insider

Your resource for in-depth data, market analysis, and trends surrounding today's food & beverage landscape.

## About Food & Beverage Insider:

Food & Beverage Insider guides food & beverage CPG brands from ideation through manufacturing, supporting the development of clean label, natural and healthy food & beverage products. Food & Beverage Insider provides in-depth data & analysis on ingredients, formulation, supply chain, and regulatory issues affecting the industry.

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# 2020 EDUCATION PROGRAM

## FEATURED SESSION: TOP TRENDS DRIVING THE HEALTH & NUTRITION INDUSTRY

*Included with Expo Hall Pass.*

**TUESDAY, APRIL 21 | 9:30-10:30am**

**Holiday Inn Secaucus Meadowlands**

Brands that understand the rapidly changing market can best evolve and develop trending products that satisfy consumer desires. Join Eric Pierce, vice president, business insights, Claire Morton Reynolds, senior industry analyst, and Sandy Almendarez, content director, from Informa Health & Nutrition as they uncover top trends that drive the supplement and food industries. With exclusive insights from Nutrition Business Journal, NEXT Insights and more, you'll hear about trending ingredients, categories and markets that will drive leading business strategies.

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## WORKSHOP: THE BUZZ CONTINUES WITH HEMP AND CBD

*Separate registration required.*

**WEDNESDAY, APRIL 22 | 9am-Noon**

**Holiday Inn Secaucus Meadowlands**

Join us for a workshop as we explore three aspects that are continuing to be top of mind for CBD innovators. The first hour, 'Sizing Up the Hemp CBD Market: How We Got Here and Where We're Going' will take a 30,000-foot look at the larger cannabis market from channels ranging from dispensaries to online and practitioners, and then dial it down to the core supplement channel of the health-food store. For the second hour, 'Hemp Cannabinoids: CBD (and THC) Aren't the Half of It' will explore the emerging science around CBG, CBN, CBC and others that you may not have heard of yet. Finally, the remainder of the workshop, 'Hemp CBD Regulations: What Is True Today May Not Be True Tomorrow' will discuss state and federal laws surrounding the ever-growing CBD market.

### PRICING

Early	Advance	On-Site
Now - Mar 11	Mar 12 - Apr 15	Apr 16 - On-Site
<b>\$49</b>	<b>\$69</b>	<b>\$89</b>

# GMP & REGULATORY COMPLIANCE TRAINING PROGRAM

Connect with leading good manufacturing practice (GMP) experts and get the latest critical learnings that will elevate your business. We've teamed up with NSF International to offer training courses on some of the most important issues facing the global health & nutrition industry.

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## CLEANING SANITATION AND CONTAMINATION PREVENTION (TWO-PART TRAINING)

**MONDAY, APRIL 20 & TUESDAY, APRIL 21 | 8am-5pm**

Holiday Inn Meadowlands

This course provides a basic understanding of sanitary facility design, contamination prevention, and cleaning validation. Participants will learn the requirements of sanitary facility design, how to build contamination prevention into the construction of the plant, and how to write a compliant environmental monitoring plan. You will find out what SOP's and Protocols are required for cleaning validation, how to create scientifically sound rationales, validation protocols, and reports.

## ENTERING THE DIETARY SUPPLEMENT MARKET AS A STARTUP (TWO-PART TRAINING)

**MONDAY, APRIL 20 & TUESDAY, APRIL 21 | 8AM-5PM**

Holiday Inn Meadowlands

Entering the Dietary Supplement Market as a startup is a two-part training course that delves into facility design for good manufacturing practice compliance, product development while planning for regulatory compliance. This course will cover industry design, equipment design, hygiene, building components & construction while maintaining industry standards. Determining target markets, user requirements for consumers and the regulatory requirements that should be taken into consideration. Additional topics covered includes financial considerations, analytical method development, engineering, design cost calculations and making the decision to begin production and sales.

*\*Separate registration required.*

*Pricing: \$1200*

*\*Separate registration is required for all courses. NSF produces the only GMP Training that is officially sanctioned by SupplySide East. When developing your SupplySide East plans and registering for events, please be cautious of organizations offering similar courses that are not connected to SupplySide East.*

# REGISTRATION OPTIONS

Take Advantage of Early Bird Registration Rates!

## EXPO HALL PACKAGE

Manufacturers: **\$99** | Non-Exhibiting Suppliers: **\$199**

- ✓ 2-day Expo Hall
- ✓ Top Trends Driving the Health & Nutrition Industry Featured Session
- ✓ SupplySide Presentation Theater
- ✓ Opening Reception
- ✓ Visitor Appreciation Reception

## A LA CARTE WORKSHOP

The Buzz Continues with Hemp and CBD **\$49**

## GMP TRAINING

Cleaning Sanitation and Contamination Prevention **\$1200**  
(Two-Part Training)

Entering the Dietary Supplement Market as a Startup **\$1200**  
(Two-Part Training)

**REGISTER TODAY TO SAVE**

**EARLY BIRD RATES  
END MARCH 11, 2020**





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# SUPPLYSIDE PRESENTATION THEATER

**TUESDAY, APRIL 21 | 11:30am-3:30pm**

**WEDNESDAY, APRIL 22 | 11:30am-2:30pm**

**Meadowlands Exposition Center, Room A**

Located right on the show floor and open to all registered attendees, the SupplySide Presentation Theater allows you to gain information about new and innovative ingredient technologies shaping the market. Attending these sessions is one of the most effective ways to find out what is new in ingredients, applications, formulations and marketing.

*Open to all attendees.*

## TUESDAY, APRIL 21

11:30am-Noon	<b>SUPPLEMENT MARKET TRENDS</b> Speaker: Shelley Balanko, Ph.D., senior vice president, The Hartman Group, Inc.	1:30-2pm	<b>THE MAKING OF A SUPPLEMENT CLAIM</b> Speaker: Karen Howard, CEO & executive director, Organic & Natural Health Association
Noon-12:30pm	<b>SELECTING A SPOKESPERSON FOR YOUR SUPPLEMENT</b> Speaker: Amy Summers, president, Pitch Publicity	2-2:30pm	<b>JUSTICE, EQUALITY DIVERSITY &amp; INCLUSION (JEDI)</b> Speaker: Sandy Almendarez, director, content, health & nutrition, Informa Markets
12:30-1pm	<b>CHALLENGES IN THE BOTANICAL INGREDIENT SUPPLY CHAIN: OPPORTUNITIES FOR MANUFACTURERS TO CREATE CHANGE</b> Speaker: Jim Emme, CEO, NOW Foods	2:30-3pm	<b>DISCOVERING THE PERSON BEHIND PERSONALIZED NUTRITION</b> Speaker: Diana Morgan, head of scientific & regulatory affairs, Care/of
1-1:30pm	<b>INTEGRATING CLIMATE ACTION INTO YOUR BUSINESS - HOW THE HEALTH AND NUTRITION INDUSTRY IS COMING TOGETHER TO TACKLE SUSTAINABLE SUPPLY CHAINS</b> Speaker: Erin Callahan, director, The Climate Collaborative	3-3:30pm	<b>BOTANICALS FOR COGNITIVE HEALTH: FORMULATING FOR SUCCESS AND CONSUMER LOYALTY</b> Speaker: David Foreman, president, Herbal Pharmacist Media LLC

## WEDNESDAY, APRIL 22

- |              |   |          |   |
|--------------|---|----------|---|
| 11:30am-Noon | <b>CONSUMER DESIRES FOR SUPPLEMENT BRANDS</b><br>Speaker: Tracy Landau, president & partner, Marketplace  | 1-1:30pm | <b>SPORTS TRENDS</b><br>Speaker: Steve Myers, senior editor, Informa Markets  |
| Noon-12:30pm | <b>PROBIOTIC REGULATIONS AND CLASS ACTION LAWSUITS</b><br>Speaker: Ivan Wasserman, managing partner, Amin Talati Wasserman LLP  | 1:30-2pm | <b>CBD IN SPORTS NUTRITION</b><br>Speaker: Richard D. Collins, Esq., attorney, Collins Gann McCloskey & Barry PLLC  |
| 12:30-1pm    | <b>PROS AND CONS OF A MANDATORY SUPPLEMENT REGISTRY</b><br>Speakers:<br>Michael McGuffin, President, AHPA<br>Steve Mister, president & CEO, Council for Responsible Nutrition | 2-2:30pm | <b>AN INSIDE LOOK AT THE HEMP SUPPLY CHAIN</b><br>Speakers:<br>Eric Pierce, VP of business insights, NEXT Data & Insights, Informa Markets<br>Jessica Rubino, senior director, Content Marketing, Informa Markets |



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# 2020 EXHIBITOR GUIDE

It's never too early to start your show planning for SupplySide East 2020!

Visit [suppliesideconnect.com](http://suppliesideconnect.com) to see a full in-depth listing of all exhibiting companies, booth locations and product offerings.

**Expo Hall Dates:**

**TUESDAY, APRIL 21, 2020 | WEDNESDAY, APRIL 22, 2020**

**Meadowlands Exposition Center**

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**Register Today For the Best Rates!**

**Early Pricing Ends March 11, 2020**

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atoznutritioninc.com

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**Acebright Inc.**  
acebright.com

**Aceto Corp**  
aceto.com

**ACG North America**  
acg-northamerica.com

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actichem.fr

**ADM/Matsutani America**  
matsutani.com

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aicma.com



**AIDP Inc.**  
aidp.com

**Aiya Co. Ltd./Aiya America Inc.**  
aiya-america.com

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akay-group.com

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akerbiomarine.com

**Aliments Trigone Inc.**  
aliments trigone.com

**Alliance Technologies LLC**  
alliancetechnology.com

**Aloe Laboratories Inc.**  
aloe labs.com



**Alpha Packaging**  
alphap.com

**Ambe Phytoextracts Pvt. Ltd.**  
ambe-group.com

**American Custom Drying (ACD)**  
acdprocessing.com

**American Laboratories**  
americanlaboratories.com

**American Lecithin Co.**  
americanlecithin.us

**American River Nutrition LLC**  
americanrivernutrition.com

**Amforma Packaging**  
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apsbiogroup.com

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austradeinc.com

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avery.com

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avivanaturals.com



**Ayush Herbs Inc.**  
ayush.com

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balchem.com

**Barrington Nutritionals**  
barringtonchem.com

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beehivebotanicals.net

**Berg Imports**  
bergnutrition.com

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**Better Hemp Company Inc.**  
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bggworld.com



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f6this.com

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forwardfarma.com

**Fres-co System USA Inc.**  
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**Fuji Chemical Industries USA Inc.**  
fujihealthscience.com

**Fuller Enterprise USA Inc.**  
fulleringredients.com

**GE Nutrients (Gencor)**  
gencorpacific.com

**Gehring-Montgomery Inc.**  
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globalhealthlabs.com

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halalcs.us

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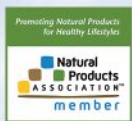
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**innoVactiv Inc.**  
innovactiv.comenaccueil.htm

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iap.farm

**Iris Naturals International**  
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**ISC Gums**  
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**Japan Bio Science Laboratory Co. Ltd.**  
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prispex.com

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**Pyure Brands**  
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q-full.com

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qdwtm.com

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radextracts.com

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refinebiology.com

**RfI Ingredients**  
rfiingredients.com

**RIA International**  
riausa.net

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rochemintl.com

**ROELMI DS USA LLC**  
roelmi.itenindex.html

**Roxlor International LLC**  
roxlor.com

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sgnutriinc.com



**SABINSA**

**Sabinsa Corporation**  
sabinsa.com

**Seipel Group Inc.**  
seipelgroup.com

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chemicalsolutionsltd.com

**Shandong Tianhua (Nutrimark) Pharmaceutical Co. Ltd.**  
sdthzy.com

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yuwangcn.com

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shllgf.com

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nutranovo.com

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**Sora Laboratories LLC.**  
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**SoRSE Technology**  
sorsetech.com

**Soulanges Mills**  
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**Specialty Enzymes & Probiotics**  
specialtyenzymes.com

**Stauber Performance Ingredients**  
stauberusa.com

**Stapan Specialty Products LLC**  
lipidnutrition.com

**Stickler USA**  
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**URI Pharmaceutical Development Institute**  
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yuensunshine.cn

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chnmsm.com

**Zhejiang Chemicals Imp & Exp Corp. (Zhechem)**  
zhechem.net

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