

## IBWSS London Announces 2018 Conference Schedule



An all-star lineup of speakers is headed to the first-ever [International Bulk Wine and Spirits Show](#) (IBWSS) in February 2018. These high-profile personalities will gather together over a two-day period (February 26-27) at the Royal Horticultural Halls in the very heart of London. There, they will give unique insights and analysis on the UK bulk wine and private label market that you just can't find anywhere else.



The goal of this year's [IBWSS London](#) event is to give participants both a high-level macro view of key trends and strategies, as well as provide some very granular advice on day-to-day tactics to succeed in the marketplace. With that in mind, the organizer of the show,

Beverage Trade Network, has curated a speaker's list comprising the who's who within the industry, including the following:

- Neil Anderson – Managing Director, Kingsland Drinks
- Paul Braydon – Buying Controller, Kingsland Drinks
- Andrew Catchpole – Editor, Harpers Wine & Spirit Magazine
- Florian Ceschi – Director, Ciatti Europe
- Robin Copestick – Managing Director, Copestick Murray
- Barry Dick, MW – The Wine Superhero
- Clive Donaldson – Wine Sourcing Manager, Wm Morrison Supermarkets
- Mark Lansley – CEO, Broadland Wineries
- David Richardson – Regulatory & Commercial Affairs Director, WSTA
- Mark Roberts – Head of Sales, Lancaster Wines
- Andrew Shaw – Group Wine Buying Director, Conviviality PLC
- Richard Siddle, Award-winning business editor
- Clem Yates, MW – Sourcing and Supply Director, Off-Piste Wines



Picture of Timm Hanni at the previous IBWSS conference which was held in San Francisco. IBWSS now comes to London. (View previous IBWSS San Francisco sessions [here](#))

These IBWSS London [speakers](#) will provide a valuable top-down overview of the bulk wine marketplace, enabling participants to see the broad trends and strategies at work. For example, Florian Ceschi of Ciatti Europe will go over some of the key findings and statistics in his company's Global Bulk Market Report, in an effort to help identify new opportunities for producers and negociants. Clem Yates of Off-Piste Wines will analyze how importers and distributors can create a private label and bulk strategy that minimizes channel conflict, while David Richardson of the WSTA will review the varying regulatory issues facing importers of bulk products.

Where IBWSS London really differentiates itself is the ability to drill down on specialized topics with the help of experts. For example, what exactly is the best way to import bulk wines from overseas countries? Barry Dick, MW (The Wine Superhero) will provide relevant data and insights on the comparative benefits of Flexitanks vs. ISO tanks as a bulk shipping method.

Another question participants might have is: What's the best way to use the bulk wine and private label market as part of a new business model? Mark Lansley of Broadland Wineries will focus specifically on how the bulk wine and private label market can drive both top-line revenue growth and bottom-line profitability.

By attending these talks, participants will be empowered to think creatively about how to develop their own strategies and tactics that have been customized according to their own unique situation.

For example, what if you're a small or mid-size supermarket chain trying to compete with the huge supermarket retailer in the UK? You'll definitely want to listen to Clive Donaldson's presentation on how to select a supplier. Donaldson draws on his experience in the industry with Wm Morrison Supermarkets, explaining how he selects a supplier and what he's really looking for when he does.

Or, what if you are struggling with quality control issues as part of your bulk wine program? Geoff Taylor of Campden BRI will review the quality challenges facing bulk wine market participants and then suggest ways to avoid them, while Andrew Shaw of Conviviality PLC will review the benefits of having a bottled in market strategy.

There are also two panel discussions scheduled during the IBWSS event. These two panel sessions represent a unique opportunity to ask questions one-on-one with some of the leading names in the industry. On Day 1, Andrew Catchpole will lead a panel discussion on how retailers can build a profitable label program, and on Day 2, Richard Siddle will moderate a panel discussion on the bulk wine and private label industry featuring noted industry insiders Robin Copestick, Mark Roberts and Denys Hornabrook.

For participants attending IBWSS London, these will be two action-packed days featuring some of the industry's best and brightest. You will hear them deliver their insights and views and then interact with them one-on-one. For anyone thinking of how to get involved in the UK bulk wine market, attending the IBWSS London event in February 2018 is going to be the must-attend event of the winter.

#### **WHERE AND WHEN**

February 26-27, 2018. The Royal Horticultural Halls, 80 Vincent Square, London, SW1P 2PE

#### **Who Should Attend?**

Whether you are a grower, winery, distillery, brewery, importer, distributor, retailer or a negociant that's just starting out, or work in bulk, private label or contract bottling at an established beverage company, or simply wish to expand your skill set and gain new perspective in bulk and private label business, IBWSS Conference is a must attend event.

[Read more about the award-winning speakers and get full conference schedule here.](#)