



CKCA National Forum 2022 – Waterloo, ON
September 27 – October 1, 2022
DRAFT PROGRAM
(Subject to change)

After 31 months! – finally we meet face-to-face again!

**Note: The host hotel is the Delta Waterloo (DHW) unless otherwise listed
110 Erb Street West, Waterloo, ON**

Transportation:

Flights

For those attendees flying in please note it's best to fly into Toronto Pearson International if you plan to attend the reception and tour at Blum Canada in Mississauga. For departures, we recommend departing from Hamilton or Waterloo Airports.

Ground Transportation

You can get a cab from the airport to Blum Canada when you arrive. We will provide bus transportation back to Hamilton, Waterloo and Pearson Airports on Saturday, Oct. 1 (see program details below).

Wednesday, September 28, 2022

Pre-Conference Event

Location: Blum Headquarters – 6775 Maritz Drive, Mississauga

2:00 – 4:00 PM CKCA Board Meeting (Board Members Only)

4:00 – 7:00 PM Tour of Blum Canada and Reception
7:30 PM Bus departure to Delta Hotel Waterloo



Thanks to our Transportation and Tour/Reception Sponsor



Thursday, September 29, 2022

- 7:00 – 8:30 AM** **Registration Desk (pick up headsets etc.)**
Breakfast and Welcome from CKCA Board (Grand River A&B, DHW)
- 8:45 AM** Depart for Plant Tour – *(Transportation is provided)*
- 9:00 AM – 11:00 AM** **Plant Tour Chervin Kitchens (20 Benjamin Rd., Waterloo)**
- 11:00 AM** Depart from Plant Tour – *(Transportation is provided)*
- 11:15 – 1:15 PM** **Plant Tour and Lunch – Royce Ayr**
Thanks to our Sponsor
- The logo for Royce Ayr features the name 'ROYCE//AYR' in a bold, sans-serif font. 'ROYCE' is in green and 'AYR' is in blue, separated by two slanted parallel lines.
- 1:15 PM** Depart for Plant Tour – *(Transportation is provided)*
- 1:30 – 5:00 PM** **CKCA Business Networking and Tour - Conestoga College** – College Tour of some faculties plus meet students, Presentation by Richard Lipman (Wood Manufacturing Council) and Richard Bruckeder (Conestoga College)
Tour Conestoga College faculties - Engineering & Interior Design, Skilled Trades Centre and Woodworking
- 3:30 PM** **Love What You Do! - Meet your Future Employers** Students invited to attend a general session where industry presents on different areas of the industry and invites Q&A from students.
- 5:00 PM** Depart from College Tour, back to hotel
- 6:00 PM** **Meet in hotel lobby for Departure to evening dinner**
- 6:30 – 7:00 PM** **Reception – Bingemans - TBC (425 Bingemans Centre Drive Kitchener)**
- 7:00 – 9:30 PM** **Dinner & Games Night – Bingemans**
- 9:45 PM** Bush shuttle back to hotel
- 11:00 PM** **Final bus shuttle departure**



Friday, September 30, 2022

- 7:00 AM** Registration Desk Open/Full Breakfast (Grand River A&B, DHW)
- 7:30 AM – 8:15 AM** Supplier Updates (Presentations)
- 8:30 AM** Depart for Plant Tour – *(Transportation is provided)*
- 9:00 – 11:00 AM** Plant Tour [Barzotti Woodworking](#) (2 Watson Rd. S., Guelph)
- 11:00 AM** Depart from Plant Tour – *(Transportation is provided)*
- 11:30 – 1:30 PM** Plant Tour and Lunch [Woodland Horizon](#) (128 Wellington Street N., Drayton)
- 1:30 PM** Depart from Plant Tour – *(Transportation is provided)*
- 2:00 PM** Plant Tour [Kramer Kitchens](#) (6626 Sideroad 17, RR#2)
- 3:15 PM** Depart from Plant Tour – *(Transportation is provided)*
- 3:30 – 5:00 PM** [A&M Wood Specialty](#) (357 Eagle Street North, Cambridge)
- 5:15 PM** Depart from Plant Tour – *(Transportation is provided)*
- 6:30 PM** Reception (Silver Lake Ballroom, DHW)
- 7:00 – 9:30 PM** **President’s Dinner (Silver Lake Ballroom, DHW)**
Presenters Dan Kelly, President, Canadian Federation of Independent Business and Dennis Darby, President, Canadian Manufacturers and Exporters

Saturday, October 1, 2022

- 7:30 AM** Full Breakfast (Grand River A&B, DHW)
- 8:00 – 9:00 AM** Supplier Updates



- 9:00 – 10:00 AM** **The Ever-Changing Sales World...Are You Adapting?**
Presenter: Andrew Wall, Sandler Group
Sandler is the world's leader in Sales, Sales Management and Leadership development serving clients as individual as solo entrepreneurs to some of the world's largest companies. Join Andrew Wall as he shares Sandler's views on how quickly The Sales World has changed from pre-pandemic times, 2020-2022 pandemic times to the future. The Canadian "stay at home" COVID period encouraged significant home improvement investments and with world travel returning we should anticipate demand destruction. Concerns over current or future recession will impact our businesses. Being as efficient and effective with each sales opportunity will become essential again. Andrew will share Sandler's thoughts on these topics and provide some sales team "today concepts" to maintain your "ideal customer" business rolling through your businesses.
- 10:00 – 10:30 AM** **Refreshment Break**
- 10:30 – 11:30 AM** **Focus Forward: The Future of our Industry**
Presenters: Peter Mate (Planit Canada), Luke Elias (Muskoka Cabinet Company), Matt Flemming (Biesse) and Tommy Gagnon (Automa Tech Robotik)
Meta-Verse, MES, Analytics, Data Visualizing and Manufacturing Field Devices – these are terms we are all getting to know. But what do they mean to our industry? How will the past 2 years, the challenges including the supply chain and now the demographic shift and labour shortage affect our industry? This session will give you some insights and some ideas to get your business ready to move in to the future.
- 11:30 AM** **Closing remarks CKCA President**
- 11:45 AM** **Grab and Go Lunch**
- 12:00 PM – 2:00 PM** **Manufacturer's Roundtable (Silver Lake B Room, DHW)**
- 2:20 PM** Depart for Airport (Hamilton, Waterloo, Pearson) – *(Transportation is provided)*