

WINE & SPIRITS DAILY SUMMIT SCHEDULE

THE BREAKERS - PALM BEACH, FL

JANUARY 15-16, 2018

Monday Evening Cocktail Reception, January 15, 2018

3:00 – 4:30pm Registration

4:30 – 6:30pm Welcome Reception

Tuesday General Session, January 16, 2018

7:30 – 8:30am Breakfast

8:30 – 8:45am Opening Remarks: Emily Pennington, Managing Editor, Wine & Spirits Daily; Megan Metcalf, President, Schuhmacher Publishing Company

8:45 – 9:30am LAUNCHING A NEW BRAND: DOES THE SIZE OF THE COMPANY MATTER?: Arthur Shapiro, President, AM Shapiro & Associates LLC; E. Lloyd Sobel, Chief Operating Officer, Breakthru Beverage Group; Elwyn Gladstone, Founder, Biggar & Leith;

9:30 – 10:00am FIRESIDE CHAT: Alexandre Gabriel, Proprietor, Maison Ferrand

10:00 – 10:15am Coffee Break

10:15 – 10:45am TREND OR FAD: INCREASING YOUR ODDS FOR INNOVATION SUCCESS: Nielsen

10:45 – 11:30am RETHINKING BUSINESS, AND EMBRACING TECHNOLOGY: Matt Talbot, GoSpotCheck CEO & Co-Founder; Perry Brown, Vice President, Terlato Wines; Eric Ludwig, Moblty CMO/CDO; Todd Prybylski, Director Business Solutions and Innovation, Breakthru Beverage Group

11:30 – 12:15pm OPTIMIZING ON-PREMISE RELATIONSHIPS: Alec Bruggenthies, GM National Wine Program, Smith & Wollensky; Maurice DiMarino, Wine & Beverage Manager, Cohn Restaurant Group; Mark Deveney, Vice President for Commercial Planning and Activation, Diageo

12:15 – 1:45pm Luncheon

1:45 – 2:30pm DEALING WITH DISRUPTION: Erle Martin, Executive Vice President, Wholesale West at The Winebow Group; Curt Woods, Executive Vice President, Sales/National Customer Leadership, Young's Market; Chris Papariello, Executive Vice President, Majestic Wine & Spirits

2:30 – 3:00pm FIRESIDE CHAT: David Mandell, President & CEO, Bardstown Bourbon Co.

3:00 – 3:15pm Break

3:15 – 4:00pm AMAZON EFFECT: WHAT HAPPENS WHEN IT ENTERS YOUR INDUSTRY: TBA

4:00-4:30pm FIRESIDE CHAT: Bill Newlands, Executive Vice President and COO, Constellation Brands

4:30 – 6:30pm Closing Reception