



Canadian
Manufacturers &
Exporters

DARE TO COMPETE

HELPING MANUFACTURERS *GROW*

MARCH 20, 2018
RBC CONVENTION CENTER



REGISTER NOW
TO WIN BIG!

DARETOCOMPETE2018.CA

KEYNOTES



JOHN IBBITSON
#1 bestselling author, award-winning political journalist and writer at large for the Globe and Mail

THE BIG SHIFT – THE BATTLE BETWEEN OLD AND NEW CANADA

One of Canada's most acclaimed journalists, John's work helps us see where Canada's real power lies. From the border to trade to immigration to the environment – John helps audiences understand how Canadian policies will fare under Trump.



DAVID POSEN
Doc Calm, Expert on Stress, Author

STAYING AFLOAT WHEN THE WATERS GET ROUGH: MANAGING CHANGE

David achieved national fame as the “go-to guy” on stress management. We're living in a time of unprecedented change. His presentation addresses the three key questions that will open the door to mastering change.

WHY ATTEND?

THE BUSINESS CASE FOR THE BOSS

- » Bring the most forward-thinking trends, manufacturing strategies and best practices back to the office with high-level insights
- » Support your strategy and ensure your employees are equipped with actionable advice and practical tools to put you on the fast track
- » Invest in professional development to engage employees, reinforce company culture and improve employee job satisfaction
- » Align your team with a shared focus on goals, time and energy and see immediate results

This is a networking opportunity you can't pass up. Learn from – and with – the best in prairie manufacturing.

PRICING

	EARLY BIRD*	REGULAR
MEMBERS	\$305+GST	\$405+GST
NON-MEMBERS	\$395+GST	\$495+GST

**Register by January 31 for early bird rates PLUS a chance to WIN BIG – a \$500 Jets Prize Package – courtesy of Prairie Manufacturer Magazine*

Register for Embracing Excellence – Canada's national LEAN Conference and save an **additional 15 per cent** on Dare to Compete rates! PLUS, register four or more for an **extra 10 per cent group discount**. Bundle these savings **before January 31** to save more than **\$150!**

LEARN MORE AT
DARETOCOMPETE2018.CA

CONFERENCE SCHEDULE

7:15 AM	REGISTRATION		
8:00 AM	OPENING GREETINGS		
8:15 AM	KEYNOTE - JOHN IBBITSON		
9:15 AM	NETWORKING BREAK – CORPORATE DISPLAYS		
9:45 AM	WORKING SAFELY	MAKING THE A-LIST: GETTING TO THE TOP OF THE PROCUREMENT GAME	SEIZING OPPORTUNITY
10:45 AM	NETWORKING BREAK – CORPORATE DISPLAYS		
11:00 AM	BUILDING LEADERS THROUGH MENTORSHIP	CYBER SAFETY	SAVING GREEN
12:00 PM	NETWORKING & LUNCH		
12:45 PM	KEYNOTE - TO BE ANNOUNCED		
1:45 PM	NETWORKING BREAK – CORPORATE DISPLAYS		
2:00 PM	PROFIT AND PARTNERSHIP WITH POST-SECONDARY	MANAGING MENTAL HEALTH IN THE WORKPLACE	FACTORY OF THE FUTURE
3:00 PM	NETWORKING BREAK – CORPORATE DISPLAYS		
3:15 PM	KEYNOTE - DAVID POSEN		
4:00 PM	CLOSING REMARKS		
4:00 PM	NETWORKING RECEPTION		

*SCHEDULE SUBJECT TO CHANGE

HERE'S WHAT PAST ATTENDEES HAVE TO SAY:

“

Dare to Compete is a great forum to step away from my desk and my issues, and talk to business leaders to get their perspectives on the manufacturing world, and to sit in on some great sessions to get a sense of what's on the horizon.

– Brian Klaponski, President and CEO of Carte International

”

BREAKOUT SESSIONS

SAVING GREEN

TANIS OSTERMANN, CANSUSTAIN

Scan the current environmental and sustainability issues and costs facing your company and your sector. Understand how to minimize the negative and maximize the positive and learn more about resources and supports to help you on your green journey.

WORKING SAFELY

DANI DESAUTELS, MADE SAFE

Touching every element of the safety program – from process and procedures to training and employee engagement – safety culture can be the key to success. The SAFE Work Certified by Made Safe path to certification can help you talk the talk and walk the walk. Learn more about the benefits, what's driving manufacturers just like you to become certified and how to overcome roadblocks and setbacks along the way.

CYBER SAFETY

THOMAS MCILWHAM, BROOTSOFIT INC.
DOUG TAIT, TDS LAW

A connected manufacturing environment has allowed manufacturing operations to grow by leaps and bounds – but not without risk. From cyber terrorism to fraud and everything in between, understanding your exposure and managing your risks are critical to any 21st century manufacturer. Join us for practical guidance you can use in your operations today.

MAKING THE A-LIST: GETTING TO THE TOP OF THE PROCUREMENT GAME

ROD NEUSTAEDTER, NEW FLYER
CHAD BRICK, EASTSIDE GROUP OF COMPANIES
AND MORE!

What criteria do OEMS use to make procurement decisions? Join us for practical insights on what big customers are looking for when dealing with smaller manufacturers and suppliers. Learn what you need to do stand apart from the competition, get or keep the contract and avoid common pitfalls.

BUILDING LEADERS THROUGH MENTORSHIP

ED MARTIN, CUSTOM CASTINGS
DAREK MIKITA, CARTE INTERNATIONAL
NEEMEE BATSTONE, PRICE INDUSTRIES

At the frontline of your organization, leadership is critical to achieving business goals and profitability. But how do you ensure your leaders have the tools they need to succeed? Hear how companies are developing their leaders by using a mentored approach with proven successes. Hear best practices and lessons learned along the way.

FACTORY OF THE FUTURE

MARTIN PETRAK, PRECISION ADM

Learn more about the theory behind Factory of the Future and more importantly what it means to you. See how your manufacturing business fits into Manitoba's status as a world-class advanced manufacturing region. Understand the next steps to tap into more advanced technology and get in the game today.

SEIZING OPPORTUNITY

JOHN ANDERSON, JCA ELECTRONICS

See how the mindset to see opportunities everywhere and the ability to access technology and resources are a powerful combination. Learn about advanced manufacturing and Industry 4.0 opportunities in the here and now. See firsthand how smart manufacturers are skilling up to acquire the skills and people capital to leapfrog the competition. Understand how seizing opportunity and turning possibilities into profit is within your reach.

MANAGING MENTAL HEALTH IN THE WORKPLACE

SUE ROTH, SAFEWORK MANITOBA
CORY WILSON, ST. JOHN AMBULANCE

Every week 500,000 Canadians are unable to work due to mental health problems. Learn more and understand the human and financial costs of mental health in the workplace. Pick up strategies and practical tools including the guidelines outlined in the CSA Standard for Psychological Health and Safety in the Workplace to help address issues. See how the right set of tools and philosophy can make a big impact on your people and your bottom line.

PROFIT AND PARTNERSHIP WITH POST-SECONDARY

PAUL VOGT, RED RIVER COLLEGE
DOUG LAUVSTAD, UNIVERSITY COLLEGE OF THE NORTH
CAROLYN GEDDERT, UNIVERSITY OF MANITOBA
RAY KARASEVICH, MANITOBA INSTITUTE OF TRADES AND TECHNOLOGY

How can our colleges and universities address manufacturing skills gaps and the changing needs of modern manufacturers? From research to students, how can manufacturers take advantage of academic expertise? Post secondaries can up your profit, but better integration is needed. Join us for a panel presentation to learn more and find out why it's good business to connect with academia.

**DARE TO COMPETE IS THE
LARGEST MANUFACTURING
CONFERENCE ON THE PRAIRIES**

MANUFACTURING SPONSORSHIP OPPORTUNITIES

MANUFACTURING WEEK

GLOBAL PARTNER | \$10,000

- » Premium logo recognition on all Manufacturing Week materials
- » PLUS access to platinum package benefits for both Conference and Gala

DARE TO COMPETE CONFERENCE SPONSOR MARCH 20, 2018

PLATINUM | \$5,000

GOLD | \$2,500

SILVER | \$1,000

CME GALA AWARDS DINNER SPONSOR MARCH 22, 2018

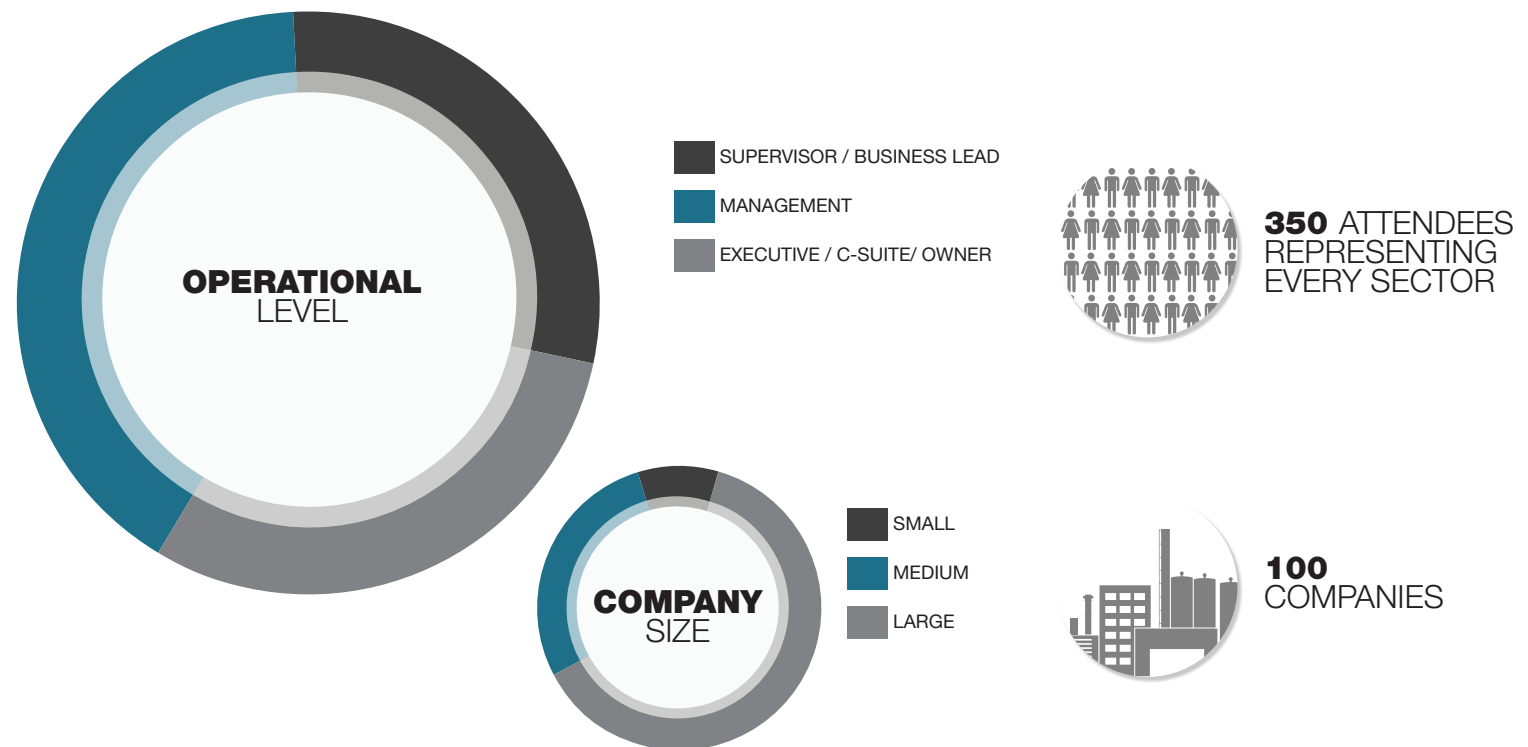
PLATINUM | \$5,000

GOLD | \$2,500

SILVER | \$1,000

As an event partner, you'll play a significant role in the delivery of two premier events, for which nearly 900 registrations are processed every year. CME offers a wide range of sponsorship, display and partnership opportunities. Contact Geri.Clincke@cme-mec.ca or 204.949.1454

WHO ATTENDS?



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Exporters**

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