



# Recipe for success!

Our Food, Beverage & Bio Sector initiative members are cooking up fresh solutions to industry challenges.

**All Ontario Food, Beverage & Bio Manufacturers are welcome to join.**

For more information, please see the other side of this flyer.



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# Membership is sweet!



As competitive pressures continue to build globally, EMC's Food, Beverage & Bio sector manufacturers/processors identified the need for a new initiative focused specifically on this vital sector. Working together with the Ontario Ministry of Agriculture, Food & Rural Affairs (OMAFRA), we proudly launched the initial phase of the EMC Food, Beverage & Bio Sector Network in 2008.

## How it works

The premise is simple, but powerful: take 1 part advanced networking, 2 parts expert coaching and mentoring, 3 parts sector resources, plant tours and subject matter expertise. Stir vigorously throughout the province with hundreds of food and beverage manufacturers, and simmer.

Voila, our recipe for success...members getting together to network, benchmark, learn sector best practices and share what they've learned!

We know EMC's recipe works because the initiative has grown significantly, garnering interest from across Canada.

Since launch, EMC's Food, Beverage & Bio Sector Network has hosted hundreds of regional

networking, learning and training events, plant tours, benchmarking events, Conferences, and Summits. It has created growth opportunities for participating food, beverage & bio companies, plus related supply chain and other stakeholders.

## Value

Our members gain exposure to expertise and best practices, become more competitive and benchmark with the 'best and brightest'. They connect with other sector companies, industry experts and government partners, and gain strong sector relationships. These opportunities can drive job retention/enhancement/creation, a better bottom line, and new development.

## What's cookin'?

The next phase includes plans to deploy:

- Food & Beverage EH&S initiatives
- New SIG and subject-matter expert categories such as: Energy, business development, supply chain management, literacy, food cluster support, and more.
- Hybrid Lean Consortium Clusters
- Job Creation and Retention, and much more

## BRAVO!

We asked our members to comment on Phase One of our FBB Sector Initiative:

*"As manufacturers, we are constantly striving to find ways and means to be competitive on a day-to-day basis.*

*As such, it makes sense that wherever and absolutely whenever you can—you must build on opportunities to learn from one another and share experiences... networking is a key component of good business today."*

**Greg Merlihan**

*The more recent Food Sector Initiative has certainly been of great value to us and I'm sure to many other Ontario food processors.*

*The opportunity to network, share best practices, get together to discuss industry-specific issues or take advantage of industry-related topical presentations has been a great boon to those of us in the east of the province.*

**Doug Harper**

*Blommer Chocolate Company of Canada*

*By connecting all the players from upstream to downstream throughout the supply chain injects much needed glue into the sector. Giving members confidence by working in the connected community and seeing the ease with which the processes flow more effortlessly means improved bottom lines.*

**Steve Glickman**

*London Economic Development Corporation*

## Discussion topics on the menu

- Dealing with Cost Constraints
- Consolidation of Market Share
- Margins from Suppliers
- Food Safety Modernization Act 2011
- Certification – BRC/HACCP/GFSI
- International Food Protection
- Customer Specific Requirements and Audit Compliance
- Customer Satisfaction
- Risk and Crisis Management
- Business Continuity Planning
- CMMS
- AON Hewitt "50 Best Employers"
- Food Processor Apprenticeship Program
- Employee Safety – Safe at Work
- More to come!



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**Contact Bren to find out more!**

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