

# Food & Consumer Products of Canada

## Associate Program Members

### Corporate Sponsor Members



### Partner Members



### Consultant/Supplier Members



\*See Inside for Product & Service Details



## FCPC ASSOCIATE MEMBERS

CORPORATE SPONSOR	SERVICES OFFERED
 <p><b>LOGISTICS</b></p>	<ul style="list-style-type: none"> <li>• Leading provider of supply chain software and services with the first Global Trade Network</li> <li>• Develops and markets solutions for Transportation Management (TMS), Parcel, Freight Forwarding, Customs Management, Customs Compliance, Yard Management, PO Management, Mobile Solutions and Supply Chain Visibility</li> </ul>
 <p><b>LEGAL SERVICES</b></p>	<ul style="list-style-type: none"> <li>• Full service Canadian law firm serving the transactional, advocacy and advisory needs of multinational and Canadian businesses of all sizes across a broad range of business sectors</li> <li>• Offers a comprehensive range of regulatory advice to consumer goods manufacturers, including labelling issues, working with the CFIA and Health Canada, as well as marketing and promotional initiatives</li> <li>• Provides strategic advice to food and consumer products companies regarding distribution and supply agreements, logistics arrangements and trade relations</li> </ul>
 <p><b>LOGISTICS</b></p>	<ul style="list-style-type: none"> <li>• Brambles and CHEP help move more goods to more people, in more places than any other organization on earth. Our pallets, crates and containers form the invisible backbone of the global supply chain</li> <li>• As pioneers of the sharing economy, we created one of the world's most sustainable logistics business through the share and reuse of our products</li> <li>• Our work has always eliminated waste throughout the supply chain. By collaborating with our customers we can do even more to solve shared challenges – from taking out transport miles to fighting food waste</li> </ul>
 <p><b>TRAINING/CONSULTING</b></p>	<ul style="list-style-type: none"> <li>• A leading provider of custom corporate learning performance solutions</li> <li>• We build the capability of leaders and sales teams, resulting in lasting changes in behaviour on-the-job and business results</li> <li>• Our consultants have 50+ years of direct sales, sales management and leadership experience in tier one CPG companies, enabling learning to be highly customized, grounded and relevant in today's CPG environment</li> </ul>
 <p><b>MANAGEMENT CONSULTING</b></p>	<ul style="list-style-type: none"> <li>• In-depth insights into your customers' strategic directives to assist your commercial teams with their negotiations and account planning</li> <li>• Assessments of retail trends that will highlight areas for growth (top and bottom line) and help you avoid losses in the changing retail landscape</li> <li>• Keep pace with shoppers' shifting attitudes on key topics such as digital marketing, holiday spending, the economy, and more</li> </ul>
 <p><b>AUDIT/FINANCIAL</b></p>	<ul style="list-style-type: none"> <li>• KPMG LLP is a Canadian leader in delivering Audit, Tax, and Advisory services</li> <li>• We work closely with clients, helping them to manage risks and take advantage of opportunities</li> <li>• KPMG's Food, Beverage and Consumer Products professionals have extensive experience working with clients across all segments of the industry</li> </ul>
 <p><b>AUDIT/FINANCIAL</b></p>	<ul style="list-style-type: none"> <li>• PwC Canada helps organizations and individuals create the value they're looking for</li> <li>• We're a member of the PwC network of firms in 158 countries with more than 180,000 people, committed to delivering quality in assurance, tax and advisory services</li> <li>• Whether you work in farming, food processing or fine dining, we can help make the most of your operations so you can improve profitability and stay ahead of consumer demands—and competitor threats</li> </ul>

CORPORATE SPONSOR	SERVICES OFFERED
 <b>TECHNOLOGY</b>	<ul style="list-style-type: none"> <li>• Scanbuy develops technology solutions and services used to promote mobile marketing, product transparency and power intelligent connections between the physical and digital world</li> <li>• We are the leader in delivering and managing thousands of SmartLabel QR Codes being used today for consumer transparency</li> <li>• We service all industries, from consumer product goods, retail, entertainment and health and beauty to publishing, media and automotive. Companies around the globe use Scanbuy to create, manage and monitor engaging mobile experiences</li> </ul>
PARTNER	SERVICES OFFERED
 <b>MARKETING</b>	<ul style="list-style-type: none"> <li>• Active is <i>THE</i> trusted industry solution for managing excess inventories to deliver incremental bottom line profits</li> <li>• Active has worked with over a third of the FCPC membership to return millions of dollars in incremental cash flow to the industry annually</li> <li>• Active can tailor a custom solution to meet your specific business needs</li> </ul>
 <b>LOGISTICS</b>	<ul style="list-style-type: none"> <li>• CN is a leader in the North American transportation services industry focused on supply chain innovation and collaboration</li> <li>• Offer integrated shipping solutions, including rail, intermodal, trucking, freight forwarding, warehousing and distribution</li> <li>• CN has the expertise, the network reach and the capacity to move your goods to a global marketplace in a safe, timely and cost effective manner</li> </ul>
 <b>LOGISTICS</b>	<ul style="list-style-type: none"> <li>• DHL Supply Chain is the North American market leader in contract logistics, providing innovative, customized supply chain solutions to some of the region's best-known and most successful companies</li> <li>• Brings sector expertise to warehousing, transportation and integrated services components</li> <li>• Employs 4,800 associates at 56 locations throughout Canada</li> </ul>
 <b>Professional Services</b>	<ul style="list-style-type: none"> <li>• EY is a global leader in assurance, tax, transaction and advisory services</li> <li>• Our Global Consumer Products Sector enables our worldwide network of more than 44,000 sector-focused professionals to share powerful insights and deep sector knowledge with businesses like yours</li> <li>• This intelligence, combined with our technical experience, can help you make more informed, strategic choices and help you execute better and faster</li> </ul>
 <b>MARKETING</b>	<ul style="list-style-type: none"> <li>• Ethnic communities represent one of the fastest growing consumer segments in Canada - equivalent to the size of Quebec</li> <li>• We are Canada's leading authority in multicultural marketing and communications</li> <li>• Services include: Ethnic market research and insights, creative, media planning and buying, public relations, activations, and social media services</li> </ul>
 <b>AUDIT</b>	<ul style="list-style-type: none"> <li>• We provide our clients personalized advice focused on their business and personal goals</li> <li>• We care about your success and growth which means presenting you with a variety of solutions</li> <li>• Our member firms of 40,000 employees operate around the globe in over 130 countries</li> </ul>
 <b>MANAGEMENT CONSULTING</b>	<ul style="list-style-type: none"> <li>• Management consultants focused on Improving Organizational Performance, through people</li> <li>• Acting as trusted advisors across nine Organizational Performance Disciplines including Leadership Development &amp; Coaching, Organization Design, Growth &amp; Brands, Strategy &amp; Alignment, Change Management, and Sales Force Effectiveness</li> <li>• We blend a facilitated and expert driven approach – fusing our proven intellectual property, experience and expertise with our client's industry knowledge to achieve a superior solution</li> </ul>

PARTNER	SERVICES OFFERED
 <p><b>LEGAL SERVICES</b></p>	<ul style="list-style-type: none"> <li>Established market leader, providing a national, cross-practice integrated and experienced industry team that spans the Consumer Products, Food, Beverage &amp; Agribusiness, Franchise &amp; Distribution, Hospitality and Retail sectors</li> <li>Our team is embedded in the industry and is led by consumer market-focused lawyers who are active in numerous industry</li> <li>We regularly advise new entrants to the Canadian market on their market entry strategies. We also identify promising foreign markets and develop entry strategies that overcome market obstacles</li> </ul>
 <p><b>TECHNOLOGY</b></p>	<ul style="list-style-type: none"> <li>Microsoft (Nasdaq "MSFT" @microsoft) enables digital transformation for the era of an intelligent cloud and an intelligent edge</li> <li>Its mission is to empower every person and every organization on the planet to achieve more. Microsoft refers to Microsoft Corp. and its affiliates, including Microsoft Mobile Oy, a subsidiary of Microsoft</li> <li>Microsoft Mobile Oy develops, manufactures and distributes Nokia X mobile phones and other devices</li> </ul>
 <p><b>BENEFITS</b></p>	<ul style="list-style-type: none"> <li>Morneau Shepell is the only human resources consulting and technology company that takes an integrated approach to employee assistance, health, benefits and retirement needs</li> <li>As a leader in strategic HR consulting and innovative pension design, the Company helps clients solve complex workforce problems and provides integrated productivity, health and retirement solutions</li> <li>Morneau Shepell also supports FCPC in executing the bi-annual compensation and benefits survey</li> </ul>
 <p><b>MARKET RESEARCH</b></p>	<ul style="list-style-type: none"> <li>Globally, Nielsen provides FMCG &amp; Retail clients with industry measurement of what consumers Watch &amp; Buy, enabling them to answer What, Why and What's Next through integration of our measurement</li> <li>Nielsen Everyday Analytics allows clients to make reliable informed business decisions, regarding items such as pricing, to take quicker, easier and more cost-effective action</li> </ul>
 <p><b>PACKAGING</b></p>	<ul style="list-style-type: none"> <li>NowPac Inc. is a contract package company offering a speed to market solution for large enterprise CPG and Consumer Healthcare companies that require compliance with Health Canada and the FDA</li> <li>Tech ready, we continuously invest in tech learning and infrastructure</li> <li>Fast and effective with large scale executions of new product launches</li> </ul>
 <p><b>LOGISTICS</b></p>	<ul style="list-style-type: none"> <li>Freight Audit &amp; Analytics</li> <li>RFP's, Benchmarking &amp; Managed Transportation</li> <li>Transportation Management Software</li> </ul>
 <p><b>FINANCIAL</b></p>	<ul style="list-style-type: none"> <li>RBC is one of North America's leading diversified financial services companies, and provide personal and commercial banking, wealth management, insurance, investor services and capital markets products and services on a global basis</li> <li>Employ approximately 78,000 full- and part-time employees who serve more than 16 million personal, business, public sector and institutional clients through offices in Canada, the U.S. and 38 other countries</li> </ul>
 <p><b>MARKETING</b></p>	<ul style="list-style-type: none"> <li>Founded in 1967 as a diversified merchandising and marketing services company, focused on helping clients improve their sales, operating efficiencies and profits through leading edge merchandising and research support</li> <li>Today, SPAR Canada partners with companies across Canada to reach their most ambitious goals at retail</li> <li>In all major retail chains nationwide, ensuring maximum penetration for your brands</li> </ul>

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 <p><b>TECHNOLOGY</b></p>	<ul style="list-style-type: none"> <li>• Cloud-based Sales Force Automation and Retail Execution tools used by leading CPG companies in over 50 countries</li> <li>• Enable Retail field teams to Do More, Know More and Sell More in every store visit: Guided activities &amp; work flow, Fact-based selling, Actionable POS data insights &amp; alerts, Digital Merchandising (image recognition at shelf), Business Intelligence &amp; reporting, Available on tablet, mobile &amp; desktop</li> </ul>
 <p><b>FINANCIAL</b></p>	<ul style="list-style-type: none"> <li>• TD Bank offers a full range of financial products and services for personal and commercial clients in Canada and the USA. TD is considered one of the World's Safest Banks by Global Finance for the past nine years, and is a Top 10 North American bank</li> <li>• TD Business Banking provides customized credit structures for operating, revolving and term loans, equipment financing, cash management, foreign exchange and derivative solutions</li> <li>• We have a specialized focus on servicing the Food &amp; Beverage sectors within our Commercial National Accounts group</li> </ul>
CONSULTANT/SUPPLIER	SERVICES OFFERED
 <p><b>MANAGEMENT CONSULTING</b></p>	<ul style="list-style-type: none"> <li>• Established in 1988, Advantage pioneered the concept of business relationship benchmarking</li> <li>• Advantage programs are the industry standard for measuring business relationships in CPG worldwide</li> <li>• The Advantage Report™ facilitates a 360° dialogue between suppliers and retail partners</li> </ul>
 <p><b>MARKETING</b></p>	<ul style="list-style-type: none"> <li>• An advertising agency for food &amp; beverage brands</li> <li>• Strategic planning, creative, social, digital, content and media services</li> <li>• Achieves clients' business goals with creative and nimble solutions</li> </ul>
 <p><b>MARKETING</b></p>	<ul style="list-style-type: none"> <li>• Fifth Story specializes in strategic content marketing. We take a comprehensive and holistic approach working as partners with our clients to help them achieve their marketing goals and objectives. Fifth Story helps clients tell their stories, share their news and engage with their target audience across media platforms</li> <li>• For more than 35 years, Fifth Story has built our reputation on creating and producing memorable, relevant content that appeals to businesses and consumers alike</li> </ul>
 <p><b>EXECUTIVE SEARCH &amp; RECRUITMENT</b></p>	<ul style="list-style-type: none"> <li>• Leading Canadian retained executive search firm, connecting great companies with great talent</li> <li>• Canada's largest privately held executive search firm with expertise and specialty focus in the fast moving consumer goods sector</li> <li>• Partner centric search model and proprietary process enable us to deliver innovative solutions and exceptional results</li> </ul>
 <p><b>LABORATORY</b></p>	<ul style="list-style-type: none"> <li>• Griffith Foods product portfolio has evolved over a 90+ year history</li> <li>• Portfolio includes seasoning blends, dry mixes, coating systems, dough blends, crumbs, flavours, food bases, and new liquid sauces</li> <li>• Customers include food processors, restaurant operators, and grocery retailers</li> </ul>
 <p><b>LOGISTICS</b></p>	<ul style="list-style-type: none"> <li>• 3rd Party Logistics firm specializing in Value-Added Warehousing &amp; Distribution services</li> <li>• Dedicated National and Regional Distribution Center Operations, Transportation Management and Last Mile Services supporting Traditional &amp; Omni-channel fulfilment</li> <li>• Culture of Continuous Improvement focused on driving safety, cost and efficiency enablers</li> </ul>

CONSULTANT/SUPPLIER	SERVICES OFFERED
 <b>Ingredion</b> <b>INGREDIENTS SUPPLIER</b>	<ul style="list-style-type: none"> <li>• Leading global ingredient solutions provider, operating two manufacturing plants in Canada</li> <li>• We turn grains, fruits, vegetables and other plant materials into value-added ingredients and biomaterial solutions for the food, beverage, paper and corrugating and brewing</li> <li>• Serving customers in over 100 countries, our ingredients make crackers crunchy, yogurts creamy, candy sweet, paper stronger and add fiber to nutrition bars</li> </ul>
 <b>KORN FERRY</b> <small>Recruiting   HR   Payroll   Training</small> <b>HR CONSULTANT</b>	<ul style="list-style-type: none"> <li>• Korn Ferry is a global organizational consulting firm helping companies design their organization – the structure, the roles and responsibilities, as well as how they compensate, develop and motivate their people</li> <li>• As importantly, we help organizations select and hire the talent they need to execute their strategy</li> <li>• Our Consumer practice in Canada has long been viewed as the leader within the sector supported by over 7,000 colleagues serving clients in all industries in more than 50 countries</li> </ul>
 <b>MCGILLIVRAY</b> <small>CONSTRUCTION GROUP LTD.</small> <b>MANAGEMENT CONSULTING</b>	<ul style="list-style-type: none"> <li>• McGillivray Consulting Group Ltd leverages 30 + years in the CPG Industry to: Develop proven and creative strategies for Customer and Marketing challenges</li> <li>• Drive Organizational capability through hands-on facilitation and training</li> <li>• Create tailored mentorship and coaching plans to maximize the potential of people</li> </ul>
 <b>PECO</b> <small>PALLET</small> <b>PALLET SUPPLIER</b>	<ul style="list-style-type: none"> <li>• Passionate commitment to quality and service has saved its customers millions of dollars</li> <li>• PECO's superior quality wood block pallets are used to ship products to retailers and distribution centers throughout Canada, the U.S., and Mexico</li> <li>• Experienced team also finds innovative ways to improve efficiency throughout the supply chain—leading to significant long-term savings</li> </ul>
 <b>TRANSPLACE</b> <small>The JPL &amp; Technology Company</small> <b>LOGISTICS</b>	<ul style="list-style-type: none"> <li>• The largest transportation management provider in North America- helping manufacturers, retailers and distributors optimize supply chain operations and increase financial performance</li> <li>• Transplace's customizable logistics solutions and best-in-class technology (TMS) gives businesses greater control of their supply chain, as well as enhanced visibility of shipments and overall supply chain performance</li> <li>• Transplace leverages its entire network to solve large-scale, complex supply chain problems for its customers- delivering the optimal blend of actionable business intelligence and operational excellence they need to manage their supply chain with certainty</li> </ul>
 <b>TRANSX</b> <b>LOGISTICS</b>	<ul style="list-style-type: none"> <li>• A leading North American Asset transportation service provider with a complete slate of transportation and logistics services for business of all sizes</li> <li>• Over the Road, Intermodal or Flat Deck services available, Truckload or LTL, and the terminal infrastructure to support our customers</li> <li>• Specializing in providing customized solutions tailored to the way our customers do business</li> </ul>

**FCPC's Associate Program members provide a wide range of business-to-business products, services and consulting to FCPC members. They are important partners with Canada's food, beverage and consumer products manufacturing industry.**

**Please enjoy this list of FCPC's Associate Program members and find out how they can support your business.**

*To search for service providers see the online Associate Directory accessed through your 'Dashboard' on the member side of [www.fcpc.ca](http://www.fcpc.ca)*