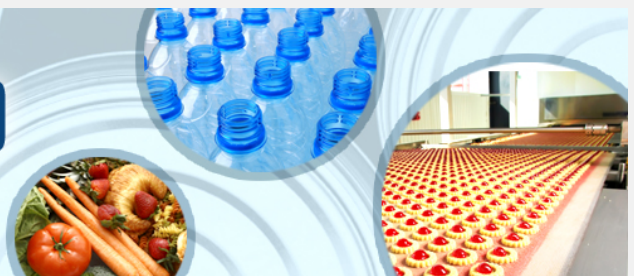




2016 INDUSTRY NETWORKING EVENT

# FOOD, BEVERAGE & BIO SECTOR INITIATIVE



## First Steps in Exporting Seminar

These networking events are open to all Food and Beverage sector companies, including those directly supplying manufactured product to the industry.



On behalf of our event hosts, Hamilton Economic Development, the Canada-Ontario Export Forum, Ontario Food Exports, and Western Union we invite you to join us for a special workshop focused on exporting opportunities!

According to a 2011 Statistics Canada report, exported product was valued at \$40.3 billion and Canada was ranked the sixth largest importer and exporter of agriculture and agri-food products. Building export awareness can lead to new markets, the generation of innovative products, plant floor process improvements, and enhanced labour productivity.

*This special event is designed to make you aware of wonderful resources and collaborations that can lead to exporting success.*

### Canada-Ontario Export Forum:

"First Steps in Exporting for the Food Sector" will provide information on key government programs, services and resources available to new and potential exporters.

We will be discussing aspects such as:

- Web Sources (useful guides and websites);
- Practical Issues (export regulation compliance);
- Preliminary Market Research (online resources and tools);
- Export Planning (sample plans and templates); and
- Key Government Support (resources, skill development & counselling)

### Ontario Food Exports (OFEX)

Ministry of Agriculture, Food and Rural Affairs: For Ontario suppliers who are new to exporting or already experienced exporters, Ontario Food Exports (OFEX) provides end-to-end export marketing services.

They can help identify opportunities for your products and develop sales strategies that address the unique challenges of exporting food, beverage and agriculture products.

### Western Union

Taking the lead. The 10 things you need to know about Currency exposure and cross border payments before your company begins exporting.

### EMC's Food, Beverage and Bio Sector Initiative:

EMC is enabling Food, Beverage and Bio Processors and Manufacturers across Ontario to enhance global competitiveness, build labour productivity and create new sector resources.

### Event Details:

**Date:** October 20, 2016 (8:00 -11:30 am)

**Place:** Best Western Premier C Hotel  
1530 Stone Church Road E  
Hamilton, ON (Castelli AB Room)

**Register by email.**

*These events are provided at no cost to sector manufacturers!*

### Who should attend?

Senior Managers, Continuous Improvement and Plant Managers, and Human Resource Professionals.

### Agenda Items:

- Welcome, Introductions
- EMC Update
- Topic: "First Steps in Exporting"
  - Canada-Ontario Export Forum
  - Ontario Food Exports (OFEX)
  - Western Union
- Roundtable Networking & Adjournment

### For more information:

Please contact EMC's Bren de Leeuw, Director – Food, Beverage, Bio & Ag Program by [email](mailto:bdeleeuw@emccanada.org) (bdeleeuw@emccanada.org) or by phone: 519-372-6009



Bren is the Lead Facilitator for EMC's Food, Beverage and Bio Sector Network initiative. Please note that pre-registration is required for these EMC events.

