

ALIMENTS ET  
BOISSONS  
ATLANTIQUE<sup>MD</sup>



FOOD &  
BEVERAGE  
ATLANTIC<sup>TM</sup>

# CONSULTANT DIRECTORY

Updated: September 22, 2023



# Consultant Categories

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- Food Safety & Certifications
- Marketing & Brand Development
- Packaging and/or Labeling
- Export Readiness
- Automation & Process Improvement
- B2B Matchmaking
- Business Plans and Business Building
- Other (Listed in Consultant Info)

Please note that Food and Beverage Atlantic does not officially endorse or partner with any third party service provider conducting consultation work, nor do we influence or guide these providers with any fee schedules for the services they provide. Any arrangements a member makes is between the third party provider and the member, not with Food and Beverage Atlantic.



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🌐 [agyleintelligence.com](http://agyleintelligence.com)

📍 Mount Stewart, PE



Digital Transformation, Sales Strategy

Agyle Intelligence helps decision makers throughout your operations, organizations and supply chains access the answers they need faster, for quicker more informed decisions, by delivering automated reporting, insights, trends and alerts 98% faster when compared to traditional methods of data collection.

By digitizing your existing, or creating new data forms into mobile applications you can scale to anyone, anywhere at anytime and have the answers you need instantly. Access it all on your manager based business intelligence dashboard and streamline your entire operations with an easy to use, simple to deploy lean based digital transformation solution.

Our Consulting services, and network of professionals, can help you identify how you can best take advantage of digitization and automation solutions to meet your unique operational needs at the speed and skill set of your teams. Reach out anytime for a no-cost initial engagement.



**FoodSafety  
Culture Inc.**

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🌐 [foodsafetyculture.ca](http://foodsafetyculture.ca)

📍 Upper Kent New Brunswick



Regulatory Compliance

Extensive experience in the food industry in the areas of food safety program development, implementation and maintenance. Including the Canadian Food Inspection Agency's Safe Food for Canadians Regulation licensing requirements and to achieve certification to British Retail Consortium (BRC), Food Safety Systems Certification 22000 (FSSC 22000) and Safe Quality Food (SQF) food safety standards. Assuring compliance to regulatory requirements including: product labeling, product formulation and assuring standards of identity are met.

My other services include: specialized on site training delivery, site reviews of facility structure, equipment layout and programs (also known as a gap assessment) which measures your current facility and food safety programs against a food safety standard that you need to meet in order to satisfy your target buyer.



# NAVIGATE

FOOD SAFETY SOLUTIONS

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- [navigate\\_safety](https://www.linkedin.com/company/navigate_safety)

Navigate is a solution based company that offers coaching, training and expert guidance in food safety management.

Our processes are scalable and our work spans small enterprises with less than 10 employees to multi site organizations with 50 or more sites. We work with customers to build programs based on the reality in the facility. Our online trainings are practical, easy to digest and designed to actually make a difference in the plant.

Our mission is to bring simplicity to food safety management and to build capacity in your team to manage programs as part of their daily routine. Compliance is built into the everyday.

We specialize in standards benchmarked to the Global Food Safety Initiative (GFSI) such as BRC, SQF, FSSC22000.





We are here to support your efforts to produce safe quality food in the most efficient and effective way. Your food safety challenges are what gets us excited!



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- [ncpurdy](https://www.linkedin.com/company/ncpurdy)
- Sales Development

PCX is a boutique consulting firm specializing in helping small and medium-sized food and beverage companies succeed. PCX specializes in performance improvement and commercial excellence ( sales, marketing, and pricing).PCX brings lean six sigma problem-solving methods to sales and marketing and helps clients implement Lean Daily Management to improve and make solutions stick. PCX has helped clients compete nationally and in export markets.



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Ideation, Product Development, Product Costing & Pricing, Nutritional Analysis, Project Management & Facilitation, SKU rationalization, Strategic Planning

Bon Appetit Development Inc. (BADI) is a freelance food consulting company based in Eastern Canada. Our mission is to enable organizations to simply and easily stretch their budget to achieve more. We enhance the efficiency of each client's costs using customized and comprehensive programs to eliminate waste and streamline processes. With Principal Colleen Hiscock's three decades of experience of product development and food manufacturing from A to Z, she helps companies of all sizes. She has a proven track record of successful commercialization from concept to market and help clients with project management needs, cost reduction and processing efficiencies, as well as strategic planning to get to market faster with a higher rate of success. As well, BADI offers customized educational programming and staff coaching in food science, food safety, and lean manufacturing.



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Sales Training, Business Plans

Duggan International Group is a member of Atlantic Food and Beverage and has worked with Taste of Nova Scotia, ACOA and provincial governments on food and beverage projects including export mentoring, business plan development, research reports, international trade missions and matchmaking, experiential food tourism education projects, national trade shows, setting up meetings with incoming buyers, social media marketing and pitch deck development. Companies range from seafood to condiment producers, wine, candy, maple syrup, blueberry sauce, apples, and vegetables. The company is currently working with agrifood producers in Belize to export to the UK and Western Europe.

Company president, Darlene Duggan, has worked as an ACOA-approved export mentor and business consultant for over 20 years. Darlene is a former trade commissioner for Global Affairs Canada and a privy council candidate for Invest in Canada and the National Research Council. She also reviews project proposals for funding for Canada's SuperCluster organizations.



### Alain Bossé

CONSULTING

Your Friend in the  
Hospitality Industry

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📘 [The Kilted Chef](#)

📄 Consulting and Brand Ambassador

The Kilted Chef loves working with brands and highlighting products & flavors that represent Atlantic Canada.

Aside from the standard services and products listed below, The Kilted Chef team can work together with you to customize a partnership that reflects your unique goals & values.

Creating one of kind campaigns and partnerships is what we do!



## Grant Thornton

👤 Lora Johnson

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🌐 [grantthornton.ca](http://grantthornton.ca)

📘 [GrantThorntonLLPCanada](#)

📄 Accounting, Advisory Tax Consulting

In today's rapidly changing business environment, technology continues to transform how businesses manufacture and distribute their products and services in a global marketplace. Wherever you are in your business, from start-up to growth and expansion, to transition, key issues to keep in mind are:

- Transforming digital accounting and financial processes
- Managing labour market challenges to attract and retain workers
- Improving processes and systems through operational and technological enhancements
- Accessing financing for growth
- Understanding the valuing your business
- Assessing mergers and acquisitions opportunities for growth and succession
- Understanding tax obligations when doing business within Canada, in the US and around the world
- Identifying tax rebates and government incentive programs, including SRED for new product development; new processes; job creation; capital investment

Grant Thornton LLP is a leading Canadian accounting and advisory firm providing audit, tax and advisory services to private and public organizations.



## ALIMENT

powered by  
propulsée par



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Business & Product Development, Operations,  
Management Accounting, Government  
Relations, HR, Retail Category Management

Portfolio Solutions Group (PSG) is not your typical consulting firm, management consulting or marketing and communications agency. We deliver on that USP with our results-driven work. We are issue identifiers that think it through, strategy experts that understand that you can't execute successfully without it and flawless executors of all of the above for clients across the globe.

Portfolio Solutions Group has three distinct divisions - Viable, Marque and Aliment.

The PSG - Aliment division specializes in addressing the many needs of the Food and Beverage sector. We have a network of highly experienced industry experts that deliver end-to-end advisory and implementation services specifically designed for the unique needs of this sector. Collectively, our network of experts has over 250 years experience in the food and beverage sector, and is still counting.

## BALANCE

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Balance Creative is Atlantic Canada's premiere food branding and marketing firms. We specialize in package design and high-end food and beverage photography. In our 20 years in business we have had the pleasure of working on both large International food and beverage brands, as well as small food/bev startups just breaking into this very specialized marketing space. We'd love to help you build your food and beverage brand!









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 ● Maintenance - Thermal Imaging,  
Preventative Maintenance

Infrared Thermal Imaging is excellent tool in finding overheated breakers, transformers, splitter boxes etc. When these conditions are overlooked it may cost you downtime or even worse the cost of your building because of a electrical fire. Thermal Imaging is an excellent monitoring tool to assist in the reduction of overall maintenance costs. Meltech Thermal Imaging has been approved by Aviva Insurance as one of their top providers.



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Archibald Analytics, Inc is consultant and coaching practice that works with companies that have a technically viable product or service but lack the capacity to design and execute a viable go-to-market strategy. This can range from formulating a technical idea into a commercially viable product, establishing product/market fit, finding customers, setting pricing/costing/marketing strategies, or determining the best sales channels and distribution options. If the product has some early commercial success, the challenge is often growing sales profitably and managing channel partners.





We developed our expertise by doing, not theorizing from over 40 years of direct experience selling food products to leading retailers, food service distributors and further processors in North America.



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Growing Sales

SKUFood develops strategies with suppliers in the food industry to set them apart, grow sales and deliver a bottom line. We have specialized and unique food industry experience, including but not limited to business & strategic planning, the retail environment, sales & marketing, online training, new product launches and getting items listed. Peter has also delivered conference keynotes and workshops for the private sector, agri-food businesses, industry associations and government agencies.

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Food & Beverage Development,  
Analytical Testing, Shelf Life  
Determination, Product Development

Perennia Food and Agriculture Corporation is a provincial development agency with the mission to support growth, transformation and economic development in Nova Scotia's agriculture, seafood, and food and beverage sectors. We are Nova Scotia's only technical development agency focused solely on our food sector and maximizing its value.

Our vision for Nova Scotia is to be a recognized world leader in producing innovative, environmentally responsible, safe food of impeccable quality.

The Perennia team's number one goal is helping food-related companies grow and take advantage of new opportunities locally, nationally and internationally.



**BIO | FOOD | TECH**  
CONCEPT TO PILOT TO MARKET

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Technical Consultants; New Product Development, Scale up processing, Equipment and facility rentals for incubation, sensory testing

For 30 years, BioFoodTech has provided professional, technical solutions to food companies, throughout Atlantic Canada. Our highly skilled staff provide expertise and assistance at every stage - from idea to prototyping to scale-up and commercialization, speeding your access to market.

Helping companies manage the complex process of bringing products to market requires an extensive toolbox, which is in full supply at BioFoodTech. We are very proud of our experienced staff, along with our unique facility, including 2 licensed kitchens and 2 CFIA pilot plants. Our clients appreciate going from bench to full production with all resources in one place. Other services include food safety, labelling, and accredited microbiology laboratory.

We ensure products are fully tested to satisfy customer and market demands, and our proven model of Concept - Pilot - Market has successfully launched 100's of products for clients. If you can imagine it, we can help make it reality.



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Broker sales and retail marketing support

Mountain2 Inc. is a consumer package goods brokerage team specializing in retail head office sales, distributor introductions/support and marketing services that create customer engagement and drive accelerated growth. Our team has first-hand experience with sell in strategies for mass retail and the independent health channel across a diverse portfolio of wellness focused brands: skincare, grocery items (frozen, shelf stable, beverages, bakery) and household goods (pet care, wellness accessories/cleaning products).



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## THE BRANDING AND MARKETING SERVICES AGENCY

### Idea to Market Services

The first all-female-managed marketing and merchandising company in Canada, Blaze Marketing Solutions works with local, national, and international food and beverage organizations, companies, manufacturers, restaurants, and retailers. Our business is to help your business grow and prosper. We facilitate the exchange of your goods and services with your customers. We do this with a blend of services that are comprehensive and unique. Our services include branding, logo development, package design, innovative marketing and communications, digital and web development, sales support, and promotions, including social media content and management. Every detail matters, and we guarantee our clients' solid strategy and outstanding creative with effective professional implementation.

In support of Canadian Small Businesses, we offer a 15% market discount for qualifying Canadian companies through SimpliCanada.ca, a division of Blaze that works exclusively with 100% Canadian-owned entities.

Contact Us Today!



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 [themarketingminimalists.com](http://themarketingminimalists.com)

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Paid Ads (Facebook & Instagram)

The Marketing Minimalists are Social Media Strategists & Meta (Facebook & Instagram) Ads Experts dedicated to helping local businesses thrive through profitable digital strategies. They specialize in streamlining marketing efforts and amplifying messaging, enabling brands to get noticed online.

Our priority is UNDER complicating and simplifying social media and digital advertising for local brands to facilitate empowering your brand's visibility, connecting you with your target audience and fostering consistent, predictable growth.