



Food Automation Atlantic

| Productivity | Automation | Digitization | Culture |

VIRTUAL TRADE SHOW & CONFERENCE

Wednesday, August 26, 2020

Presented by:

ALIMENTS ET
BOISSONS
ATLANTIQUE™



FOOD &
BEVERAGE
ATLANTIC™



Atlantic Canada
Opportunities
Agency

Agence de
promotion économique
du Canada atlantique

Canada 

AGENDA



Wednesday, August 26, 2020

- 9:30am-3:30pm** **TRADE SHOW FLOOR OPEN ALL DAY**
Visit and Network with Atlantic Canada's top automation suppliers and government partners offering everything you will need to become another successful automation story!
- 9:30am-10:00am** **EARLY BIRD EXCLUSIVE TRADE SHOW VISITATIONS**
Welcome to our early bird trade show. Grab your morning coffee and enjoy your exclusive visitation time with our exhibitors, government partners and speakers alike.
- 10:00am-10:10am** **OFFICIAL WELCOME**
Welcome Remarks
Mr. Marc Babineau, LEAN trainer, 6 sigma Black Belt, Advanced Manufacturing Atlantic Canada Opportunities Agency, Government of Canada, and Virtual Host
- 10:10am-10:50am** **MASTERCLASS KEYNOTE**
Automation as a Business Strategy and Competitive Advantage
Dale Arndt, Director of Engineering, FANUC Canada
- The world's best manufacturers are moving beyond thinking about automation as robots, conveyors, and vision cameras. They are now considering automation to be a critical business strategy and competitive advantage. This session will briefly consider the Industry 4.0 and AI trends pushing automation to the forefront of business strategy, as well as practical steps that small and large manufacturers can consider for adopting automation for their processes.
- 10:50am-11:00am** Q&A
- 11:00am-11:30am** **TRADE SHOW**
Trade Show Visitations and Networking Chats
- 11:30am-12:05pm** **CULTURE OF AUTOMATION**
Workplace Culture Before and After a Pandemic
Jennifer Kikkert, President & Founder, Visualiiz Management Consulting Inc. and Marc Babineau, ACOA
- Wow! That escalated quickly. Prior to March 2020, two of the most common challenges for businesses in the Atlantic provinces were 'recruiting & retaining skilled talent' and 'engaging and motivating staff'. Then the global pandemic hit. In this session, Marc Babineau and Jennifer Kikkert will discuss the culture issues that existed before COVID-19 and the impact of this unprecedented event on workplaces across industries just six short months later.
- 12:05m-12:15pm** Q&A
- 12:15pm-12:50pm** **TRADE SHOW**
Trade Show Visitations and Networking Chats

AGENDA



Wednesday, August 26, 2020

- 12:50pm-1:15pm** **PRODUCTIVITY & CONTINUOUS IMPROVEMENT**
Continuous Improvement and Productivity in a Covid-19 World
 Gary Cox, Master Lean Six Sigma Black Belt, Barrington Consulting
- Hear from a continuous improvement expert who has worked with organizations from top leaders to the frontline, evolving their adoption of lean practices to enhance a culture productivity. Points covered in this session will include how the impact of Covid-19 can be leveraged as a continuous improvement opportunity.
- 1:15pm-1:25pm** Q&A
- 1:25pm-1:50pm** **DIGITIZATION**
Presentation is available in English and French
La présentation est disponible en anglais et en français
Fast Track your Way to Zero Waste
 Meriem Dibaj, Chief Transformation Officer, iTransform
- With all the challenges that manufacturing companies are facing today, operational efficiency is the number one objective of all businesses. The digital world offers many opportunities to achieve that objective without necessarily breaking the bank account or disrupting daily operations. In this presentation we are going to share smart ways to optimize your business operations, improve your competitiveness and increase profitability. The goal of this presentation is to empower you in sustaining your business and share the success tips of worldwide companies in managing profitable organizations.
- 1:50pm-1:55pm** Q&A
- 1:55pm-2:25pm** **TRADE SHOW**
 Trade Show Visitations and Networking Chats
- 2:25pm – 2:50pm** **AUTOMATION**
Presentation is available in English and French
La présentation est disponible en anglais et en français
When is it Time to Automate in the Food Industry?
 Roch Chiasson, Owner, Cube Automation
- During the presentation, you will learn how automation can take your factory to the next level. It is about innovation and being efficient. Every factory has different automation needs and goals. Listen carefully to the advantages on robotics and automation.
- 2:50pm-2:55pm** Q&A
- 2:55pm-3:25pm** **TRADE SHOW**
 Trade Show Visitations and Networking Chats
- 3:25pm-3:30pm** **CLOSING REMARKS**
 Closing Remarks and Adjournment

SPEAKERS



Biography



Marc Babineau

Economic Development Officer, Advanced Manufacturing and Productivity (ACOA), Entrepreneur, Trainer and Life Coach; Marc lives his life in the service of others. Entrepreneur at the age of 13, it was clear that business was his field. He continued to explore the workplace gathering experiences in sales, management, and production. He has been in the field of economic development since 1992. This brought him to present day giving business counseling to entrepreneurs in New-Brunswick. Wishing to go further, he obtained a certification as trainer in productivity improvement, LEAN and Six sigma Black Belt, allowing him to contribute even more to the clients he supports.

Marc is a keynote speaker on *setting and achieving goals* and delivers public presentations on *how to not take things personally* which is the title of his upcoming book.

Marc is no stranger to volunteer work and continues to choose organizations in which he can be of service. He is in his 32nd year as an Auxiliary Constable with the Royal Canadian Mounted Police and in this capacity has been highly decorated. He has been awarded the Queen's Diamond Jubilee Medal as well as the Peace Officer Exemplary Service Medal from the Governor General. He is also a certified therapy dog handler and forms a team with his dog Faith visiting people in need of interaction with animals.

For the last 25 years, Marc has focused his interest on aspects within individuals and companies which create the results they seek and how to access this full personal and business potential. Marc is married and father of three girls. He insists that they are his constant source of motivation and success model.



Dale Arndt

Director – Engineering at FANUC Canada, and is experienced with manufacturing automation in the Automotive, Aerospace, Consumer Products, Food and Beverage, Pharmaceutical, Mining and Agra industries.

Dale provides mechanical, electrical, software and safety systems leadership required to implement real-world automation solutions. He also participates with CSA and ISO on industry safety standards and provides industry input into post-secondary research initiatives, and writes engineering case studies and articles

for industry publications .

Dale lives in Toronto, Ontario Canada and can be contacted at 905-812-2320 or dale.arndt@fanuccanada.com.

SPEAKERS



Biography



Jennifer Kikkert

Seasoned facilitator and energizing public speaker with 15 years of experience in process improvement, culture change, and operational excellence. President & founder of Visualiiz, Jen is passionate about helping organizations 'see' opportunities for improvement that often go unnoticed. Having spent 12 years working in the public sector, mainly healthcare, Jen has great experience in knowledge industries where the actual processes are hard to see.

In 2014 Jen started working in the private sector, training change leaders, coaching senior management and key leaders, and motivating cross-disciplinary teams to improve their productivity. In 2008, Jen was the Regional Lead of Process Improvement for Horizon Health. She worked in partnership with the Office of Strategy Management of the Government of New Brunswick, supporting the departments of Social Development, Justice & Attorney General, and Health with the implementation of their formal management systems and process improvement programs. Jen holds a Process Mastery Certification from the Hammer & Co program in Boston, and is a Lean Six Sigma Master Black Belt.



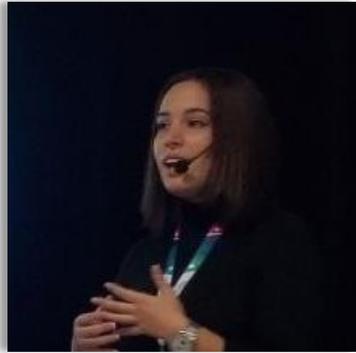
Gary Cox

Lean Six Sigma Master Black Belt, received his Lean Six Sigma training during his 35-year career at Canada Post. Gary was trained at the Black Belt level for both Lean and Six Sigma methodologies by Rath & Strong Management Consultants, receiving his Six Sigma Black Belt in 2005 and his Lean Black Belt Certification in 2009. In addition to his training and certification at the Black Belt level for Lean and Six Sigma, he received training at the Master Black Belt level. Gary has taught Lean Six Sigma and Personal Productivity and Effectiveness to hundreds of individuals over his career. Gary joined Barrington Consulting in 2015 where he now supports both the Province of NS and the Halifax Regional Municipality in training and deploying Lean Six Sigma and Performance Excellence principles and coaching Lean Six Sigma Green Belts.

SPEAKERS



Biography



Mariam Dibaj

Acting as the Chief Transformation Officer, Meriem Dibaj is overseeing the iTransform digital transformation service offerings and partners with clients to develop digital roadmaps and guiding change management. With a background highlighted by leading and steering corporate growth and development strategies; Meriem has acquired extensive partnership building experience leading to wider market penetration and profitability. Adept at overhauling business processes and formulating client responsive product and service offerings.

Meriem holds a Digital Transformation certificate from University of California; a Master's degree in Business Administration (MBA) from the Université de Moncton (UdeM) and a Master's degree in Marketing from ESC Troyes in France. She acquired her Business degree from ENCG Sett at in Morocco.

Linkedin profile: www.linkedin.com/in/meriemdibaj/



Roch Chiasson

Roch is the founder of Cube Automation, which originally offered automation designs and products in New Brunswick. Cube Automation now provides complete production lines across North America to clients ranging from small family businesses to international corporations. Our latest development, a "Smart Factory" software system, has just been released for distribution . Roch started his career as a satellite simulator programmer for the Canadian Space Agency where he had the opportunity to study alongside the astronauts. His noted integrations include a system designed to track Bernard Voyer on a ski expedition to the South Pole in 1995. The project received international press coverage. Roch also volunteers on various local committees and sits on Enterprise Peninsula's Board of Directors.

EXHIBITORS



AgrilInnovate Program

This is a five-year program, up to \$128 M initiative under the Canadian Agricultural Partnership. The program aims to accelerate commercialization, adoption and/or demonstration of innovative agri-based products, technologies, processes or services that increase agri-sector competitiveness and sustainability.

AgrilInnovate focuses on cutting-edge innovative products, technologies, processes or services that are first in Canada and offers repayable loans of up to \$10 million for up to 50% of the costs of the project. Once the innovation requirement has been demonstrated, the program prioritizes project applications that focus on one or more of the following priorities: adoption of new or world leading clean technology (including precision agriculture); increase productivity through advanced manufacturing, automation or robotics; strengthen Canada's value-added agri-sectors; secure or expand new export markets.

The two-step application process includes a pre-screening where applicants must complete an online pre-screening form, used to assess eligibility based on the mandatory program criteria. If the project meets the program criteria, the applicant will then be invited to submit a full application.

Applications are accepted on a continuous basis until March 31, 2023, or until funding has been fully allocated.

Tel: 1.877.246.4682

Website: www.agr.gc.ca/en/agricultural-programs

Agyle Intelligence

Agyle Intelligence automates manual, paper-based data collection into digital forms, to provide faster access to critical intelligence traditionally stuck on a paper form. In one-step, Agyle helps teams, companies and organizations say no to paper and go paperless across their operations or supply chains, by automating the delivery and access of reports, alerts and trends. We solve the problem of waiting to make informed decisions and eliminate the waste involved in duplicating work from paper or manual data collection to speed up your team's response times and provide more opportunities to re-capture revenues.

Our customers make decisions quicker and more confidently. With unlimited users, receiving real-time data in one step from any mobile device, fills gaps in communication chains and makes your decision makers more aware, instantly. Data can be collected in online or offline modes making the solution easily scalable throughout remote locations and can be trusted anywhere in a plant environment.

The customizable solution can be deployed rapidly and scale according to your needs and use cases. The impact on efficiency improvement is dramatic with 98% gains in data access, leading to reductions in wasted labour, and enhancing opportunities for efficiency as well as continuous improvement projects.

Contact: David McNally

Tel: 902.314.4564 ; 877.4953

Website: www.agyleintelligence.com

Email: info@agyleintelligence.com

Located in Mount Stewart, PE

EXHIBITORS



Area 52

Is an automation and product development company. We manufacture automated food processing equipment and material handling solutions. We offer a line of products relating to the food and seafood industry, but also engineer custom solutions for specialty processes and products. Area 52 has designed a range of IIOT devices to digitize new and legacy equipment, bringing your data to life and utilizing AI technology to interpret the results. All our products are offered to improve efficiency and productivity in the food processing environment. Service and support are core values at Area 52, we believe that only if our customers are successful, will we be successful.

Categories: Automation Solutions, Robotics, Material Handling, Custom Engineering, Integration, Weighing and Dosing, Packaging, IIOT, Product Development, Rapid Prototyping, Business Analytics, Human Migration, Augmented Reality

Contact: Mark Chaplin

Tel: 506.377.7112

Website: <http://www.area52.ca>

Email: info@area52.ca

Located in Greater Moncton Area, NB

Atlantic Canada Opportunities Agency

ACOA works to create opportunities for economic growth in Atlantic Canada by helping businesses become more competitive, innovative and productive, by working with diverse communities to develop and diversify local economies, and by championing the strengths of Atlantic Canada. Together, with Atlantic Canadians and our many partners in economic development, we are building a stronger economy through:

- ✦ Enterprise development – helping improve the business climate and lending a hand for individual business start-ups, modernizations and expansions.
- ✦ Community development – working with communities to nurture economic growth, improve local infrastructure and develop inclusive opportunities in the local economy.
- ✦ Policy, advocacy and co-ordination – by representing the region's interest at the national level in areas like policy development and research and analysis.

ACOA puts special emphasis on initiatives that foster:

- ✦ Greater productivity
- ✦ The commercialization of innovative technologies
- ✦ Improved global competitiveness
- ✦ Skills development

Tel: 1.800.561.7862

Website: www.canada.ca/en/atlantic-canada-opportunities.ca

EXHIBITORS



Atlantic Fisheries Fund

AFF is a contribution program funded jointly by the federal provincial and territorial governments. It will invest over \$400 million over seven years to support Canada's fish and seafood sector.

The fund aims to help Canada's seafood sector transition to meet growing market demands for products that are:

- ✦ High quality
- ✦ Value added
- ✦ Sustainably sourced

The federal government provides 70% of the funding, and 30% comes from the Atlantic Provinces.

Tel: 1.844.795.9718

Website: www.atlanticfisheriesfund.ca

Atlantic Blockchain Company

This Company aims to bring the supreme innovation in blockchain technology to their home in Atlantic Canada.

ABC was founded with a mission to accelerate the adoption of Blockchain technology. This is accomplished by spreading education on its innovation and applicable use cases.

In a world where new technologies are developed at an unprecedented pace, Atlantic Blockchain aims to break down complex tech jargon, and consult with organizations on how to best use this technology for their benefit.

Contact: Mrugakshee Palwe

Tel: 902.300.4383

Website: <https://www.atlantic-blockchain.com>

Email: info@atlantic-blockchain.com

EXHIBITORS



Barrington OPS

Barrington Operational Performance Services, a division of Barrington Consulting is committed to increasing performance and productivity for businesses, governments, and agencies in Atlantic Canada through innovation projects, purposeful coaching, and effective training. We help organizations win!

Our Client list currently includes ACOA, Nova Scotia Christmas Tree Council, Eden Valley Poultry, York Health Center, Service Nova Scotia, Department of Health & Wellness, HRM, Citco, and Efficiency One. OPS is building and supporting deployment for their Lean and Continuous Improvement programs, conducting Lean Six Sigma training and workshops, coaching Green Belts through Lean Six Sigma projects, and soon to be executing more projects in both the private and public sector.

OPS Services include: Lean Six Sigma and Performance training, Coaching and Strategic Advisory on Continuous Improvement and innovation, LSS and Productivity Workshops/Facilitation, LSS Operational reviews, and process improvement projects.

OPS continues to support and grow our services to meet the evolving needs of our clients. Our team has a range of expertise and experience in continuous improvement area. Our Master Black Belt, Gary Cox, has over 12 years of experience in delivering process improvements, our industrial engineers are certified as Lean Six Sigma Black Belts, and we have a Black Belt with document and process control expertise.

Contact: Gary Cox, Sr. Associate / LSS Master Black Belt

Tel: 902.491.4462

Website: <https://barringtonops.ca/>

Email: OPS@barringtongrp.ca

Located in Halifax, NS

CCNB-INNOV—Advanced Manufacturing Division

As an important socio-economic development tool, our full time professional staff is 100% dedicated to help industry in Atlantic Canada to increase profitability and sales by helping to develop new products, increase productivity, increase efficiencies and quality or by facilitating the integration of automation and robotics.

Tel: 506.547.2190

Website: www.ccnb.ca/entrepreneurship-et-innovation/

EXHIBITORS



Cube Automation

This company is the largest food and seafood processing plant and processing line designer in Eastern Canada. Our primary focus has always been to make factories more efficient through automation and innovation. We provide turnkey solutions which include process efficiency services as well as automated equipment.

Founded in 1995 (yes, it is our 25th anniversary this year!), Cube Automation is a well-established company. Processors from all across North America have benefited from our expertise to optimize their process and gain on productivity.

Our Expertise and services are mainly in the fields of:

- ✦ Turnkey traceability solutions—hardware and software
- ✦ Robotics and automation
- ✦ Factory design and optimization
- ✦ Seafood processing
- ✦ Equipment integration

Contact: Roch Chiasson

Tel: 506.393.6008

Website: <http://www.cubeautomation.com>

Email: info@cubeautomation.com

Located in Tracadie Sheila

DirecSys Inc

As a trusted partner to many Canadian organizations, DirecSys offers a series of strategies that will make a positive impact on the people, process and profitability of your company. We offer and facilitate programs in areas such as Scaling Up Business Growth, Leadership Development, Lean Manufacturing/Management, Human Behavior Management, HR Management, Quality Management System etc. We guarantee that every program will be personalized to your specific needs and deliver results.

Contact: Marc-André Alary

Tel: 506.850.6537

Website: www.direcsys.com

Email: info@direcsys.com

EXHIBITORS



Dynamik Robotik Solutions

Specializes in Automation. We have extensive Research and Development expertise and experience in Robots and Cobots, PLC and digital vision. We can help you in any type of application, but we specialize in seafood process. We provide reliable, efficient and cost effective solutions to our clients. Quality and Service are our priorities. We advise and guide you through the entire installation process. We offer full-personalized customer support; Dynamik Robotik Solutions is your partner in the technological innovation process.

Contact: Michel St-Amand

Tel: 506.253.3176

Website: www.drsrobot.ca

Email: c.thomas@drsrobot.ca

Located in St.-Leonard, NB

Enginuity

Who We Are:

Enginuity is a creative engineering consulting firm based in Halifax, Nova Scotia. As a Canadian leader in design engineering, mechanical engineering, electronics engineering, and automation we serve clients in North America and around the world.

What We Do:

We specialize in solving technically challenging problems with highly pragmatic and cost-effective engineering service solutions for new product development and innovative design

How we Work:

Our unique product discovery process wraps a multidisciplinary team around your engineering, mechanical, electrical, commercialization, product development, and industrial design challenge or invention idea to develop exact-fit solutions.

Contact: AlastairTrower

Tel: 902.431.7931

Website: www.enginuityinc.ca

Email: info@enginuityinc.ca

Located in Halifax, NS

EXHIBITORS



FANUC Canada, Ltd.

FANUC is a global manufacturing leader with over 25 million Robotics, CNC, and ROBOMACHINES making and packaging many of the products around us. Whatever your task, material, or product, FANUC strives to improve your manufacturing quality, flexibility and efficiency. The FANUC Service First support network provides 24/7 lifetime support on all FANUC products around the globe, making FANUC a trusted source for critical manufacturing technology.

Contact: Tanya Proietti

Tel: 905.812.2350

Website: www.fanuccanada.com

Email: Canada@fanuccanada.com

Located in Mississauga, ON

Fiddlehead Technology Inc.

Food and beverage manufacturers are facing unprecedented demand variability. Forecasting and managing supply chain is becoming increasingly difficult.

Fiddlehead Technology is a data science consultation firm exclusively focused on the challenges of food and beverage manufacturers. This gives us a unique vantage point on what it means to understand and model F&B data, so that you can derive actionable insights from it.

The result is more accurate demand forecasts, allowing companies to lower inventory, achieve higher levels of service, and improve their margins in an increasingly complex global market.

Whether it be optimizing existing forecasting processes or incorporating external datasets to predict category growth, our team harnesses prescriptive analytics to find elegant solutions to your most complex problems.

Contact: Hayden Cole

Tel: 506.800.2072

Website: www.fiddlehead.io

Email: forecast@fiddlehead.io

Located in Moncton, NB

EXHIBITORS



FoodByte

Foodbyte offers SME food processors the means to rapidly develop a food safety program and assist with the ongoing management of their program.

It is complicated enough to understand all the components of a food safety program, to put one together. However, the ongoing work of monitoring and adherence to the program can create both a technical and resource challenge for many companies. FoodByte has developed software that can help expedite the process of getting a food safety program in your hands along with providing analytics on your compliance level. If you're looking for help in either becoming compliant in food safety/HACCP or looking to stay compliant give us a call today.

Contact: Sean Pindar

Tel: 902.385.2818 ; 902.488.5030

Website: www.joinfoodbyte.com

Email: matt@joinfoodbyte.com ; sean@joinfoodbyte.com

Located in Halifax, NS

Innovation PEI

Innovation PEI is focused on accelerating economic development in Prince Edward Island by investing in people, culture, innovation, and infrastructure.

We are committed to fostering strategic partnerships with industry, academia, and other government agencies to develop a more prosperous and vibrant economy.

We reward excellence in business while celebrating our culture, heritage, and respect for traditional values of fairness and transparency.

We are happy to offer a number of business-related Supports and services that are here to help you start and grow your business. Interested in investing in PEI business or exporting your goods and services across Canada and around the globe? We can help with that too.

We also have highly capable team to support a vibrant arts and culture community in PEI.

Tel: 902.368.6300 ; 1.800.563.3734

Website: www.innovationpei.com

EXHIBITORS



iTransform

iTransform is a Canadian born innovation. It's the first platform in the world that has been developed to demystify the process of digital transformation so it becomes doable. iTransform's goal is to empower Atlantic small and medium manufacturers (SMMs) to improve their competitiveness by leveraging the power of digital .

This all-in-one solution guides you step by step through the process of evolving into an Industry 4.0 business, provides learning resources to develop team knowledge and skills and includes an easy-to-read dashboard that tracks the performance of all your digital initiatives.

iTransform emerged as a collaborative vision, developed by a blended team of dynamic business & data innovators.

Contact: Meriem Dibaj

Tel: 506.874.5017

Website: www.i-transform.ca

Email: business@i-transform.ca

Located in Moncton, NB

Lizotte Machine Vision

Lizotte Machine Vision develops and manufactures custom-built quality control, grading, and sorting equipment for the global food processing industry. We use the newest technologies, including but not limited to x-ray and color camera in order to develop creative machine that inspect and classify food product by color, shape, weight, foreign material and much more.

Contact: Mathieu Bossé

Tel: 506.740.6337

Website: www.lizottemachinevision.com

Email: info@lizottemachinevision.com

Located in Rivière-Verte, NB

EXHIBITORS



Maritech

Maritech is a leading supplier of software for the seafood industry and is a recognized partner to many of the biggest companies in the market. Maritech develops and delivers tools that streamline and help to increase profitability for seafood businesses that constantly have to keep up with an increasingly demanding and regulated industry. The company is a majority owner in the seafood analysis company SeaDataCenter in Iceland. Maritech's main office is located in Molde, with a North America head office in Halifax and additional offices in Averøy, Åndalsnes, Trondheim, Harstad, and Oslo, as well as in North America and Chile.

Contact: Blair Shelton

Tel: 902.482.2663

Website: www.maritechseafood.com

Email: sales@maritechseafood.com

Nova Scotia Business Inc.

At **NSBI** we are working towards a strong, thriving and globally competitive Nova Scotia through attracting global investment to create new jobs across the province and working with companies in all communities to be more successful exporters.

We can help you get there from here. With extensive industry and market expertise, we are passionate about helping Nova Scotia companies discover new exporting opportunities.

Tel: 902.424.6650

Website: www.novascotiabusiness.com

EXHIBITORS



Opportunities NB

Opportunities NB (ONB) is the province of New Brunswick's lead business development corporation driving economic growth and job creation by attracting global business, strengthening exports, and empowering local entrepreneurs. ONB connects local and global businesses in traditional and emerging industries to the incredible advantages offered by the province of New Brunswick and to global business opportunities. A nimble, results-driven and client-centric organization, ONB has successfully served as a catalyst for competitive and innovative economic growth and job creation for the benefit of New Brunswick today and for generations to come. ONB currently has an increased focus on innovation projects related to robotics and automation.

Tel: 506.453.5471

Website: www.onbcanada.ca

Email: info@onbcanada.ca

PAL Solutions for Business

PAL Solutions for Business Inc is a full-service solutions provider of business systems to small and mid-sized enterprises. We focus on Atlantic Canada manufacturing and distribution companies. Our team members have completed over 150 implementations successfully. Specializing in SYSPRO ERP software, we deploy numerous other handpicked, purpose-built software to offer a complete solution to the manufacturing and distribution sector.

ERP software is an integrated set of software modules that help manage the various aspects of your company's activities (i.e. inventory management, accounting and financial reporting, order management, planning and scheduling, production management, procurement and supply chain as well as warehouse management). SYSPRO gives you a consistent user interface and integration of all the relevant parts of your company's data base system.

Contact: Calvin Pollard

Tel: 902.700.7461

Website: www.palsolution.ca

Email: calvin.pollard@palsolutions.ca

Located in Halifax, NS

EXHIBITORS



Proax Technologies LTD

Proax Technologies is a leading Technical Automation Distributor that offers innovative product solutions in the areas of Machine Automation, Motion Control and Machine Safety; creating close relationships with our valued customers, vendors and employees. We've been in the marketplace for over 55 years and we continue to grow and expand our product line and services to meet our customer's needs. Currently Proax has over 150 employees with 11 branch locations coast to coast. Our key point of difference is our in house technical solution team that enables us to provide solutions dedicated to customer specific product or solution needs. We have a team in all regions to assist you with technical support across our entire range of products.

Contact: Darren Wood

Tel: 902.468.2900

Website: www.proax.ca

Email: dwood@proax.ca

Located in Dartmouth, NS

RAE Industrial Electronics Ltd.

RAE Industrial Electronics, a maritime owned business for over 40 years. As a distributor of industrial automation, electrical products, electronics, and security systems we aim to help our clients increase productivity, safety, improve efficiencies and ensure quality. Our best in class products include but are not limited to industrial and collaborative robot solutions, machine vision and deep learning technologies. These cutting-edge technologies coupled with traditional automation allows RAE to provide "Solutions Through Technology".

Contact: Christian Perry

Tel: 902.468.1238

Website: www.rae.ca

Email: info@rae.ca

Located in Dartmouth, NS

EXHIBITORS



RAGOT CAD/CAM Services

Value added reseller of collaborative robots (made by Universal Robots) since 2014.

We are here to help you with installing the robot and provide technical support.

These robots are designed to be programmed by the users, they are very easy to use and install.

Contact us to book a proof-of-concept.

Contact: Paul Ragot

Tel: 902.482.1158

Website: www.ragotcadcam.com

Email: info@ragotcadcam.com

Located in Shubenacadie, NS

Royal Bank of Canada

RBC is a global financial institution with a purpose-driven, principles-led approach to delivering leading performance, and creating value for our clients and communities. For more than 150 years, we've gone where our clients have gone – expanding across Canada, the United States, and to select global markets. Today, we hold strong market positions in five business segments, with 17 million clients who continue to put their trust in RBC.

Tel: 506.850.0909

Website: www.rbcroyalbank.com

Email: Vishnu.sreedhran@rbc.com

EXHIBITORS



Research & Productivity Council

RPC is New Brunswick's provincial research organization (PRO), a research and technology organization (RTO) offering contract R&D and technical services at our locations in Fredericton, Moncton, and St. George, New Brunswick.

RPC's complement of over 160 scientists, engineers and technologists are supported by world-class analytical chemistry, air quality and material-testing laboratories, comprehensive life science capabilities, an internationally recognized fish health lab, extensive product development, design, manufacturing and testing services, and a wide variety of pilot facilities for the development and improvement of industrial and environmental processes and products.

RPC holds over 100 accreditations and certifications including a diverse ISO 17025 scope from the Standards Council of Canada (SCC) and is ISO 9001:2015 certified. Success in accreditation programs assures our clients that our services can be relied upon to meet all essential standards of quality.

In business since 1962, RPC offers services to New Brunswick and beyond serving 1000 clients in 30 countries annually.

Website: www.rpc.ca

SIGNODE

OUR BRANDS PROTECT YOUR BRANDS

Signode offers the food & beverage industry a complete line of proven & industry leading printing solutions. Be it a print & apply labeling system or direct print system for boxes and flexible packaging. Our product portfolio includes, wash-down stainless strapping machines for fish and meat processors to help ensure safety & quality assurance. At Signode our goals are simple; help our customers be more productive, identify operational savings through innovation, and deliver solutions tailored to your specific needs.

With over \$2B in revenue, 80+ manufacturing facilities across 6 continents and over 7,000 employees worldwide, Signode is a leading manufacturer of a broad spectrum of transit packaging consumables, tools, software, and equipment that optimize end-of line packaging operations and protect products in transit.

We also produce strap, stretch and protective packaging. We manufacture packaging tools and equipment used to apply the bulk packaging materials. These commercial packaging products are used to pack, bundle, unitize, protect and secure goods during warehousing and transit. Our company is a pioneer in the industrial packaging sector with a long history (65 yrs in Canada) of customer-focused innovations in materials, processes and automation technology that have revolutionized the sector.

Contact: Dan Keddy

Tel: 506.343.6756

Website: www.signode.ca

Email: dkeddy@signode.com

Located in Markham, ON

EXHIBITORS



Scientific Research & Experimental Development Program—Canada Revenue Agency

The Scientific Research and Experimental Development (SR&ED) Program uses tax incentives to encourage Canadian businesses of all sizes and in all sectors to conduct research and development (R&D) in Canada. These tax incentives come in three forms: an income tax deduction, an investment tax credit (ITC), and, in certain circumstances, a refund. If your R&D work is eligible, your investment tax credit could be 15% or 35% of your qualifying expenditures.

The SR&ED Program provides more than \$3 billion in tax incentives to over 20,000 claimants annually, making it the single largest federal program that supports business R&D in Canada. The program is administered by the Canada Revenue Agency (CRA).

Corporations, individuals, trusts and members of a partnership can use these Government of Canada incentives.

Tel: 1.800.959.8281

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