



INDUSTRY

# Food & Beverage

Satisfying an Appetite for Growth

## Does your organization struggle with:

- Controlling waste, spoilage and giveaway
- Streamlining quality and sanitation processes and procedures
- Improving changeover processes to reduce downtime
- Hitting critical production KPI targets on an hourly or daily basis
- Conducting efficient sanitation and contamination procedures
- Navigating around ingredient shortages and supply chain disruptions
- Attracting and retaining skilled workers

## Leverage TBM's deep expertise in food and beverage to:

- Correct root causes of product variation, spoilage, and product give-away
- Implement proper food sanitation practices
- Fix food safety issues
- Improve on-time delivery
- Reduce labor turnover
- Improve equipment flexibility equipment/capacity utilization
- Create operational flexibility to affordably address shifts in consumer preferences and demands

## Creating a Superior Competitive Advantage Through Operational Agility

We stand out as a strategic partner for food manufacturing, beverage production, food packaging, and agribusiness enterprises. With a proactive approach and strong focus on execution, we address industry challenges, including meeting consumer demand, navigating FDA regulations, and ensuring quality standards. Our commitment extends to assisting organizations in attaining sustainable success by leveraging our expertise in the manufacturing process, as well as proficiency in areas such as maintenance, sanitation, and regulatory compliance.

## Our food and beverage manufacturing industry focus areas:

**Lean Management System:** Minimize production costs, optimize margins, and standardize processes for quality control. Utilizing demand segmentation analysis, we streamline SKU rationalization, reducing working capital while maintaining service levels. Our focus on business process improvements extends to the order-to-cash cycle. In production management, we monitor key performance indicators to meet targets, maintain quality, ensure compliance, and manage costs effectively.

**Supply Chain Management & Logistics:** Secure critical ingredient contracts, optimize processes, and enhance efficiency in supplier assessments, forecast accuracy, dealer replenishment, and logistics. TBM is committed to boosting the resilience of the entire food and beverage supply chain.

**Talent & Labor Strategy:** Create a robust talent management strategy for a high-performing workforce aligned with organizational goals. We partner with manufacturers to attract and retain skilled labor, provide leadership coaching, and strategically embed leaders for enhanced performance. Our dedication extends to fostering an engaged organizational culture, driving increased productivity and bottom-line results.

**Asset Utilization:** Achieve optimized performance and return-on-assets by maximizing machine uptime, improving equipment flexibility, and increasing yield with improvements in OEE and Total Productive Maintenance (TPM).

**Compliance & Regulation:** Enforce strict FDA compliance by enhancing sanitation and implementing manufacturing processes aligned with FDA/HACCP requirements for a safe production environment.

## About TBM Consulting Group

We are a global operations and supply chain consultancy with deep roots in operational improvement and lean manufacturing. We specialize in driving organic growth through process improvements that prioritize customer satisfaction, expedite speed to market, and a better price/margin advantage. Many of our consultants have worked in or with food and beverage manufacturers during the course of their careers. Our senior management consultants have 25+ years of hands on experience in C-suite, operational leadership or continuous improvement roles.

### Food & Beverage Manufacturing Results

#### SPECIALTY FOODS MANUFACTURER

##### Company Optimizes Production with Improved Supply Chain Capabilities

- Identified \$10+ million in productivity savings and excessive product give-away
- Entrée assembly and packaging improvements worth \$6.3 MM per year
- Top sanitation improvement projects worth \$250K per year
- Identified equipment capacity improvement opportunities worth almost \$9 million

#### SHELF-STABLE & FROZEN FOODS MANUFACTURER

##### \$4B Company Improves Yield, Reduces Process Variation, and Improves Sanitation

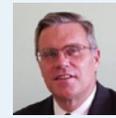
- Generated a over \$3.5 million in annualized savings
- 20-25% improvement in targeted improvement areas
- Reduced process variation resulting in less scrap and reprocessing
- Improved food safety, achieved a 28% reduction in sanitization time while reducing bacteria growth opportunities, reduced set-up times by 49%

#### GLOBAL FROZEN FOOD MANUFACTURER

##### Privately-held Company, Drives Lean Transformation & Sustainable Performance Improvement

- Continuous Improvement program launched and internalized in 48 plants, 12 countries/ 5 continents, in three years
- \$300k average savings per energy kaizen event (15 pilot events held)
- 10% reduction in labor turnover and 4% reduction in employee absences
- 85% sustainment of improvements, including resolution of food safety issues
- 8% increase in productivity, 5% reduction in downtime, and 5% reduction in defects sustained by some facilities

### TBM's Food & Beverage Team



**Paul Manring**

Senior Management Consultant

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Paul Manring is a highly skilled Operations and Continuous Improvement leader who has built a progressive career within the food manufacturing and packaging industry. Paul is well versed in Lean & Six Sigma and has spent significant time focusing on food safety to include both SQF and BRC, SAP, injection molding, blow molding and multiple product lines.

He has also held leadership positions at Leprino Foods Company, MSC (Milk Specialties Company), Roundy's Supermarkets Inc., and Butter Buds Food Ingredients. certification includes Green Belt Six Sigma Certification, Supply Chain Risk Management, and American Production and Inventory control (APICS).



**Mick Holly**

Vice President

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Mick Holly is a senior operations and performance transformation advisor with more than three decades of experience advising CEOs and executive leadership teams in complex manufacturing and industrial environments.

At TBM, Mick works directly with CEOs, COOs, and operations leaders to accelerate performance across food and beverage manufacturing organizations — improving throughput, reducing waste and variation, strengthening accountability systems, and building leadership cultures that sustain results long after project completion.

## Speed wins every time.

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We accelerate operational performance to make you more agile and help you accelerate business performance 3–5x faster than your peers.



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