



...Working with Food and Beverage

The food industry plays an integral role in Australia's economy. The food and beverage sector is Australia's largest manufacturing industry. It accounts for around 18 per cent of employment in manufacturing and it is also a major employer in rural and regional Australia.

The Australian and New Zealand food and beverage industries are recognised worldwide for their variety, high quality, and healthy image, innovative manufacturing and packaging technologies. The diversity of foodstuffs available is huge and comprises grains, meats, dairy products, seafood, fruit and vegetables, bakery goods, olive oil, wine and other beverages, confectionery plus a host on individual gourmet treats and specialty lines.

There are many challenges facing food suppliers including climate change, rising commodity prices, heightened consumer expectations and an increasingly competitive global market. These challenges also present many opportunities. Those countries and businesses that grasp these opportunities first will be the ones that thrive in this environment.

The food and beverage industry can face these challenges head on by improving individual and team productivity. They can ensure projects are completed efficiently, on budget and on time. And, in a much more competitive world, they can work on improving customer service and selling skills, getting better at communicating and negotiating and adapting technology to strengthen their organisations.

Priority Management

.....working with Food and Beverage across Australia and New Zealand

Priority Management has worked for many years with our Food and Beverage clients in every Australian state and in New Zealand to help them:

- ⇒ Provide skills to senior and middle management employees through to graduates to manage their time more productively, manage their emails and other information more effectively and hence be more stable and less stressed;
- ⇒ Use new technology mobile devices like Blackberry's easily and effectively;
- ⇒ Manage major and minor projects on time, on budget, every time;
- ⇒ Coach their staff to improve individual and team performance, improve influencing and communication skills; and acquire negotiating skills that provide lasting win-win outcomes;
- ⇒ Improve Customer Service and a wide range of selling skills to assist in developing and improving business enterprises and customer contact areas.



What our Food and Beverage clients say about us...

The more of my colleagues who can do this course, the better

Trent Churchill, National Foods

More time to do tasks as less time wasted inefficiently checking emails. Well paced, clear & easy to understand great reference material.

Joel Casey - Schweppes

I have tried using To Do's in Lotus Notes many times without success, until I attended Priority Management's Working Smart with Lotus Notes. Now I have the process!

Martin Buckley – Lotus Australia

I would put the time gained in the 15-30 minute [per day] bracket – although closer to 30 than 15. The time saved arises from no longer searching laboriously through old emails and maintaining paper To-Do lists: the emails I want are now linked to Tasks and the calendar and tasks combined provide the To Do list.

Terry Offner – Dept of Ag, Fisheries & Forestry

The feedback I have received from the team has been extremely positive. Most were very sceptical about attending as they thought they knew everything about outlook - and all were pleasantly surprised and are now using outlook to ensure better time management. I would recommend this training to anyone who uses Outlook. Feedback about the provider was also excellent - good facilities and a presenter who took the time to do one on ones if required.

Niki Lyons – Schweppes WA

Of all the training we've had to do (as recent graduates), this has been by far the best and most relevant. Just fantastic.

Graduate - Cadbury Schweppes

This was a very practical and extremely useful training program that I will live by – starting now

Evette Williams – National Foods

Project Management Breakthroughs is changing how our people think and plan. As one of our VP's said, this is changing the mindset of our people. If we get them doing the planning up front that is needed, then execution becomes simpler. This is how we create the results we want. PMB is becoming another key ingredient in our training plan.

Name and company withheld by request

Some Food and Beverage businesses who have worked with Priority Management...

Bulla Dairy Foods
Cerebos Foods
Dan Murphy
Kraft Foods
Nestle (Aus & South Africa)
Peters & Browns Group

Burswood Casino Complex
Chalk Hotel Group
Fonterra (Aus and NZ)
Schweppes Australia
Woolworths
Foodland (now Metcash)
National Foods

Cadbury Australia
Coles Group
Fosters Group
Mars Snack Foods
Lion Nathan