



J A N E M I L T O N

FOOD INDUSTRY EXPERT

PROVEN EXPERTISE

JANE MILTON LEADS A TEAM OF
FOOD INDUSTRY SPECIALISTS



“Thank you very much Jane!!!
And you have played a very important role in our success - helping,
guiding, advising and supporting me!!!
You are just GREAT!!!
Nadia Gencas Managing Director Karaway Bakery.



EXPERTISE

Jane Milton, leading a team of Food Industry Specialists. Jane has built a business working with producers, innovators and retailers helping them develop ideas and bring them to market cost effectively, expediently and successfully. With over 25 years expertise in the food industry and a proven track record for helping food businesses achieve great results, Jane and her colleagues are always in demand to identify strategies and bring them to fruition within the food industry.

The company works on a project basis or as retained advisers to a number of clients, working in this way allows them to tailor make teams to work on specific projects, streamlining costs and ensuring the specialist team required is assembled for that project .

We are happy to discuss your project with you and provide you with an outline and quotation of the work you need carried out.





“Jane - Massive thanks for your help and insight.”
Jonny Ward Buyer ,Emerging Markets - Ambient Asda



OUR WORK

We are a specialist management consultancy for the food industry. We collaborate with clients to bring a new perspective to a problem or into their creative process. We disrupt their usual patterns asking ‘what if?’ ‘why don’t you?’ ‘why do you do that in this particular way?’. Out of this we help create and implement new ways of producing existing products, new products and new markets for businesses. We aim to leverage the most sustainable, profitable outcome to projects, often with a faster turnaround than clients could without us.

We shape the project to suit your business, bringing together the best team for your particular job.

1 Pinpointing market opportunities and drive NPD and manufacturing

2 Planning contract manufacture process and running it too .

[Click here for a Contract Manufacture Process Diagram](#)

3 Developing and implementing marketing strategies and detailed marketing plans

4 Recipe development , writing , photography and food styling

5 Help to identify the best retail opportunities for your products, help with preparation before the approach, direct introductions.

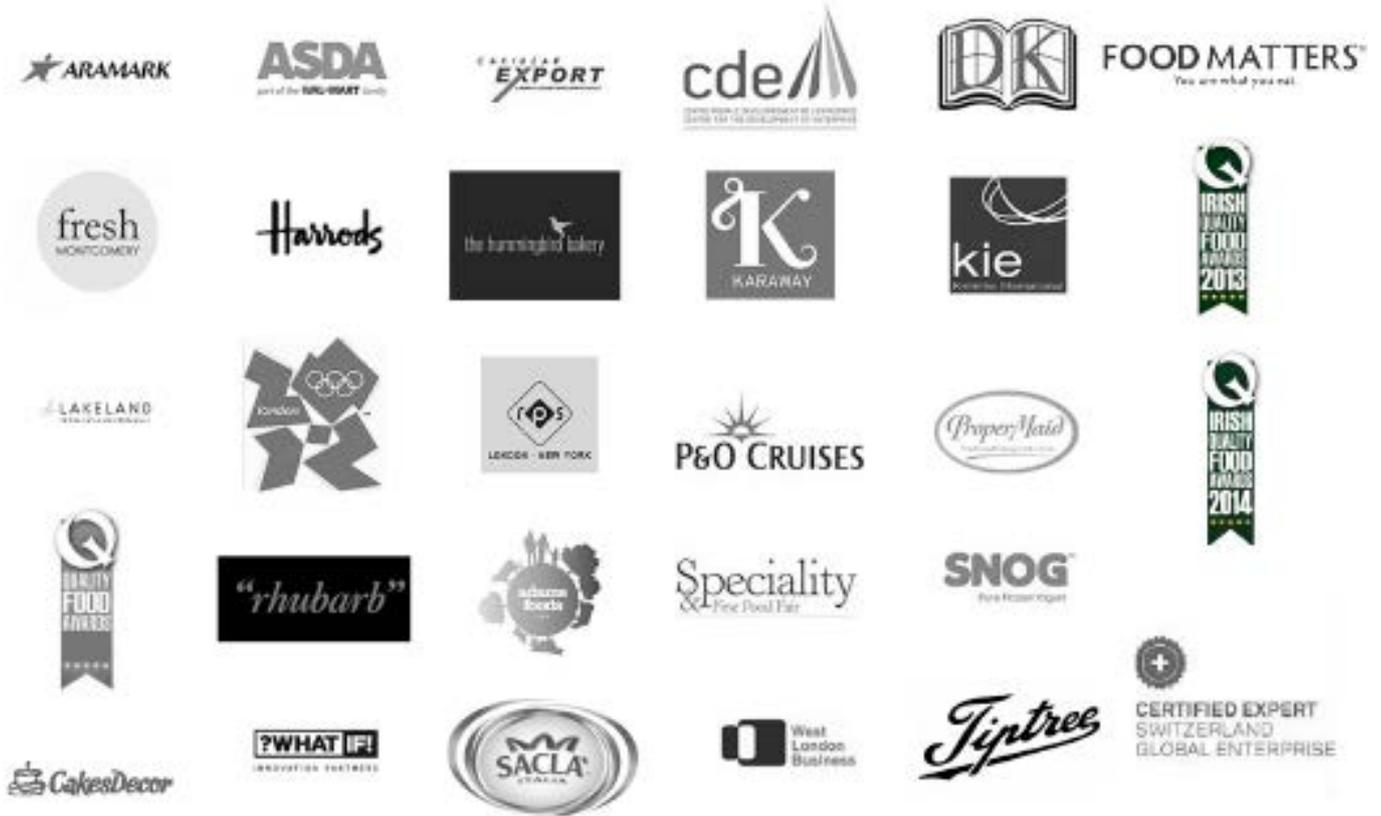
6 Trend and Innovation reports tailored to your business or to a specific project.

7 Solving any food industry related problems by bringing together the perfect team



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WHO WE DO IT FOR





“What would we in the food industry do without you?.....!! “
Michelle Berriedale-Johnson, Editor, Foodsmatter Websites.



See the Video Conference presentation by Jane [HERE](#)



NPD process - MacTavish West

We are regularly asked to work with businesses at different stages in their NPD (New Product Development) process . often, they are looking for external support because they have reached a blockage in the process. Sadly sometimes we can see that they have not carried out their work in a logical order so they may have incurred costs they could have avoided, they may have to repeat work after they have established other facts or they may have produced product without having any customers ready to buy. (we have a diagram on our site that shows people the best order to work in if they are developing a product and looking to have someone else make it, the process is the same if you are developing a product to make it your-self-take a look [HERE](#))

Jane was asked by Hazel McTavish West, a colleague based in Australia to speak at a conference in Tasmania in August 2014. She could not travel there because of other work commitments so her talk was filmed and shown to 100 businesses at the conference. It will be used again in November 2014 and in spring of 2015 Jane will be in Australia working with some businesses who are now keen to get her help with their NPD , and others who are keen to export to the UK and European markets.



"A customer has rung in to say how excellent she thinks the instructions are for this Lakeland product . She has not bought anything for a while where the instructions have been so clear, well thought-through and easy to understand, and wanted to thank us. "
Carly Bullock, Electrical Buyer, Lakeland



Retail

Green Velvet Absinthe is a luxury Swiss product, and the company was keen to bring it to the UK.

We work with companies all across the world , helping them understand the UK food market, what buyers and end consumers will expect and making sure products achieve these standards so they will be successful in their market.

As part of that work, we have been accredited by Switzerland Global Enterprise , part of the Swiss Government , who work globally to support entrepreneurs and as part of that work match companies with experts in the market they want to enter to help them achieve their aims.

The company had identified they wanted the drink to be served at premium events such as the polo and that they would like Harrods Food Hall in London to be their first retail stockist. Often we would help companies identify the best markets, whether retail or foodservice , for their products to allow them perform to their optimum in the UK.

We worked with Green Velvet Absinthe to prepare them to approach Harrods. We spoke to them about the UK retailer, checked what products the retailer currently stocked and prepared information the store's buyer would want including for instance what marketing support they were planning for the brand in the UK.

We then approached the spirits buyer and sent him a succinct document on the product. He was interested in seeing product, so we had it sent to him and then followed up.

He conducted a blind tasting and Green Velvet was successful in winning a listing with the retailer. We then connected the retailer and the team at Green Velvet so they could make all the logistical arrangements to get the product in store.



FOOD INDUSTRY EXPERT

“Visiting the Speciality & Fine Food Fair and meeting Jane Milton were two best things that happen to my business this year.

Thank you so much for organising such a wonderful event”

Agne Dulinskaite Agneshkel Ltd

Speciality
& Fine Food Fair 2014
7-9 September | INCORPORATING
SPECIALITY
London Olympia | **Chocolatefair**
LONDON

Speciality Fine Food Fair

For several years now Jane has been structuring the programme of speakers in the Small Business, using experts from her own work as the speakers and in recent years she has also encouraged the Show to set up the Small Business Mentoring centre where speakers give of their time to speak one to one to businesses. Both these features have proved very popular with visitors booking their one to one sessions on line prior to the show .

“Many thanks for your support, good nature and fabulous small business programme”

Toby Wand, Group Event Director www.freshrm.co.uk





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“Jane has a great reputation in food arena. She adds significantly to this subject and creates opportunities for businesses. Her expertise, enthusiasm and energy add real worth to any project.”

Sir Eric Peacock

Contact

Our case studies demonstrate that we deliver great results for clients, we are happy to talk about how we can create a package specifically suited to your business please send us an email or call.

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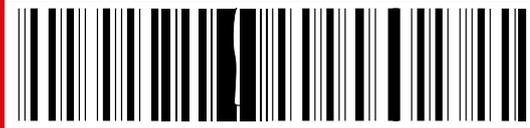
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swiss business hub: certified expert status



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THANK YOU