

# Increasing Manufacturing Competitiveness

## Benefits of EMC Membership

- **Field Service Advisors** Provide a professional full-time resource for our members in each community. FSA's provide hands-on facilitation of all member related activities, including: SIG, member networking, liaising between members, government, learning and other organizations; focused on bringing physical, human and knowledge resources together for our members... all on a need-driven basis.
- **Free Subscriptions for EMC Members!** Through EMC's Strategic Alliance with CLB Media, CLB is pleased to offer to all EMC Members a free subscription to following publications; Advanced Manufacturing, Canadian Occupational Safety Manufacturing, Automation, PEM and Workplace News.
- **Harnessing the Power of EMC** All EMC initiatives are designed to add value for members. Through significant member consultation, research and due diligence, EMC has developed a comprehensive EMC Energy Initiative for 2008, with three focus areas emerging as priority for immediate member action.
- **Member Needs Help** Electronic networking! Just think about it, if you are stuck on an issue and you have exhausted your internal resources and your local members group, you can have your request for assistance broadcast, anonymously, to other members in various consortia's across Ontario and Eastern Canada and get their input.
- **Participate in the 'EMC~WSIB Safety Group'** Providing our Ontario members with an opportunity to receive premium rebates from WSIB and improve awareness about health and safety. EMC's Safety Group members to date have shared over three million dollars in premium rebate! Safety group members have another tier of benefits including Hands-On Health & Safety Admin. Support, and Onsite Support Consultation, that come through their participation in the group.
- **SR&ED** 2.7 billion dollars was awarded to Canadian businesses in 2006 through cheques and credits arising from SR&ED project claims. EMC, realizing the potential for member companies, has undertaken a massive effort to ensure every manufacturer knows how to receive benefits under the SR&ED program.
- **The Bottom Line** By accessing a broad range of services, members become more competitive in today's world marketplace. Their investment is returned in lower costs, better opportunities to compete for business and lower stress in dealing with the day-to-day complexities of running a manufacturing operation.
- **The Integrated Benefit Strategy®** EMC members have the option of accessing a unique process called The Integrated Benefit Strategy®. The step-by-step proprietary process to control your benefits costs by empowering your employees. This customized one-on-one presentation from BHH Benefits is delivered in a similar format to EMC's Informal Lean Assessment!
- **Training** EMC makes every effort to respond to your expressed needs and to find or have developed training that has been vetted for our members. You can participate in public sessions or arrange for private in-house training through the Learning Centre.
- **Strategic Interest Groups** Monthly, bimonthly, quarterly sessions of folks getting together and networking and sharing ideas and best practices. These run as groups of Senior Managers to QP to HR to Health & Safety to Maintenance and more!
- **www.emccanada.org** Our website is complete with schedules and a members' area including minutes, presentations, best practices pages, member needs help topics, etc. Members simply request a username and password to access these areas!

### Quotable Member Quote

Following a SIG event an EMC Senior Manager member provided the following insights:



*"I thought it was interesting that all the original ideas 'we' came up with today are the core ideas and history of success of EMC. Yet 'we' couldn't 'get it' until the ideas became 'ours'. It's kind of like being married.*

*When a wife says her car needs to be fixed and her husband doesn't think so, until he drives it and it breaks down on the way to hockey. Then the car needs to be fixed!"*

Excellence in Manufacturing Consortium

**www.emccanada.org**

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