

# SQF CERTIFICATION EXPANDS MARKETS FOR JONCO INDUSTRIES

## Company Profile:

Founded in 1980, Milwaukee-based Jonco Industries is a large company that offers a variety of services, including 3D printing and fabrication. The company also operates as a private label facility that receives bulk ingredients and packages them into smaller units. It packages dried fruits, nuts, candy, popcorn and various other products. It also operates a line where it packages concentrated cherry juice into bottles. The company offers a wide range of packaging material, die-cuts, protective packaging, and dry and liquid packaging solutions.

## Situation:

Jonco needed assistance expanding into the private label packaging market. It had the equipment and the expertise to package various food and beverage products but didn't have the food safety certification needed to satisfy many of their customers. Jonco needed to be compliant with a global food safety standard and have a third-party audit to prove it. WMEP Manufacturing Solutions helped Jonco attain Safe Quality Food (SQF) certification.

## Solutions:

Over the course of a year, WMEP's food safety consultant met regularly with Jonco management to develop a food safety plan. This included training the company's employees as well as inspecting Jonco's new facility, which the company moved into shortly before the project commenced. The WMEP consultant inspected the facility and helped identify segregation and workflow solutions. WMEP worked with Jonco to develop and implement its Hazard Analysis Critical Control Point (HACCP) plan, pre-requisite programs, and management systems. Jonco was audited to the SQF code and passed the third-party audit.

## Results:

- Development of a food safety plan that is compliant with a globally recognized program.
- Able to provide clients with a certificate and third-party audit that proves that its facility is food safety compliant.
- Allowed successful entry into private packaging label market.
- Generated \$300,000 to \$400,000 in sales as a result of SQF certification.

**"This allowed us to continue our relationship with some customers that require SQF to do work with them and we were able to get new accounts because we have the certification."**

*Tom Ryan, Owner – Jonco Industries Inc.*

