

**UPCOMING  
EVENTS**

**LEADERSHIP  
DEVELOPMENT**

Begins Sept. 2002  
Edmonton  
Janet@afpa.com

**FEASTival**

Sept. 11, 2002  
Sorry SOLD OUT!

**Developing your  
HACCP System**

Sept. 24-26 Calg.  
Nov. 26-28 Edm.

**HACCP For  
EXECS**

Oct. 9 - Edm.  
Dec. 11 Calg.

**Frontline HACCP:**

**Personnel  
Training**

Sept 10 Calg.  
Nov. 29 Edm.

**Premises**

Sept. 10 Edm  
Oct. 30 Calg.

**Transportation &  
Storage**

Sept. 12 Edm.  
Oct. 29 Calg.

**EQUIPMENT**

Oct. 10 Edm.  
Dec. 3 Calgary

**Sanitation & Pest  
Control**

Nov. 7 Calg.  
Dec. 3 Edm.

**EFFECTIVE  
RECORDS FOR  
HACCP**

Oct 9 - Edm.  
Dec. 11 Calg.

**FOOD MICRO**

Oct. 8 Edm.  
Dec. 10 Calg.

**PAC THE  
FUNDAMENTALS  
PROGRAM**

Oct. 28-31 Contact  
Arnold

**DEVELOPING YOUR LEADERS DIRECTLY AFFECTS  
YOUR BOTTOM LINE**

What's your strategy to promote & develop your leaders? Developing your leaders directly affects your bottom line. Strong leaders help you attract more leaders & maintain existing ones. Leadership talents need to be continually honed & acknowledged. Send your leaders to AFPA's leadership development program starting Sept. 10 in Edm currently **50% SOLD OUT**. Participants will learn among other talents to build their team to deliver bottom line business results. This program combines workshops, coaching & project work centered on the real issues you face in your organization. Each learner must deliver, with the coaching of the facilitator, a strong return on investment for their company to complete the program. Call Janet 403 201 3657

**FOOD BEVERAGE CANADA UPDATE**

FBC has secured funding for the Brand Promotion Program. This is a generous grant program to help offset stiff competition in foreign markets. The program is self-directed & acceptance is on a first-come basis. Not available for activities in the USA.

New this year - US Label Program - Includes label consultation & review, creation of Nutrition Fact panel either by theory or laboratory analysis, label design & printing. Select only the elements you need & contact FBC for a quotation 1-800-493-9767 or 486-9679

**AFPA MISSIONS 2002-2003**

If you wish to participate in a cost-shared mission organized by AFPA or one of its partners contact Arnold.

- SIAL Paris in October
- AMI's Annual Convention & Innovation, New Orleans in October
- Abastur, Mexico City in October 2002
- Pack-Expo Chicago in November
- Private Label Manufacturers Trade Show Chicago in November
- Grocery Innovations Canada, Toronto in October
- BC Foodservice Expo, Vancouver in March 2003
- Grocery Showcase West, Vancouver, March 2003
- Natural Products Expo West, Anaheim, March 2003

**WORKPLACE HEALTH AND SAFETY**

AFPA members earned approximately \$700,000 in WCB rebates in 2001. If you participate in our Partners in Injury Reduction Program, your company may be eligible to receive up to 20% of your annual WCB premiums.

WCB premiums are increasing in the range of 20-40% next year. Call our Calgary office today to see how you can reduce your premiums.

**NUTRITIONAL LABELLING**

We are still awaiting word from Health Canada regarding the proposed mandatory Nutritional Labelling. If you would like more information on what the proposed regulations mean to your company, call Spring or Jyoti in our Calgary office.

**FOOD SAFETY**

Our fall workshop schedule has been set, refer to the web for more details. We also offer customized in plant training for Good Manufacturing Practices or HACCP implementation. Call Spring or Jyoti for more details.

**EUROPEAN PALLETS (150-200)**

Perfect condition, hardwood EUR-standard exchange pallets 31 1/2 x 47 1/2 inches, four way. Fits sea containers perfectly. These pallets are the only ones accepted in Europe, regardless if the nation is EU or not, worth about \$60 each. Will trade for regular American standard 40x48's or best offer.

Contact Wally 403-601-4922



**WELCOME NEW AFPA MEMBERS**

- ❖ **Xennex Venture Catalysts Inc.** 780-432-5490 Bilingual consulting firm.
- ❖ **Topsyn Flexible Packaging Ltd.** 1-888-886-7796 Manufacturer of printed flexible packaging materials.

**NEW PRODUCT? NEW MARKET??**



The Agri-Food Processing Assistance Program is designed to support growth of processors in sharing the risks of introducing new products or in entering new markets. Apply today!

[www.afpa.com/pro/costshared.shtml](http://www.afpa.com/pro/costshared.shtml)

**FOOD REGULATION AMENDMENT**

A new regulatory change will allow regional health authorities (RHAs) to charge fees for food establishment permits. Four categories of facilities were identified. The RHAs can begin charging fees effective Oct 1, 2002. Lidia Stefaniw 780-415-2836 for more info.



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## Compliance Through Prevention Using Systems Approach Tools

S.E.A.L. International will conduct a two-day Pollution Prevention training session in Calgary on September 11 & 12, 2002. The focus of this hands-on workshop will be the use of Systems Approach tools to achieve environmental compliance through prevention.

### What is the Systems Approach?

The Systems Approach is a process characterization, problem-solving and decision-making methodology that has been implemented successfully in a number of national and international organizations. The Systems Approach consists of several proven quality tools used in sequence to help your organization become more competitive. These tools provide a means for visualizing the inter-relationships between main and supporting processes in your organization. This understanding allows you to create a template for gathering the information related to these processes. Each problem can then be identified and understood to facilitate the generation and implementation of solutions to HSE and other business challenges.

### How your company can benefit

- Meet compliance requirements at lower cost.
- Integrate HSE activities into your core business practices.
- Build strong employee teams within an accountable management structure.
- Apply these practical tools to improve communication internally and with stakeholders.
- Benchmark performance against other organizations and measure continuous improvement.

### Compliance through prevention can save valuable resources

Compliance with HSE regulations costs your company money in two ways: first in the effort to attain compliance and second in the continued efforts to maintain compliance year after year. By examining what triggers the need for compliance in the first place, your company can modify processes to improve business performance and exceed compliance requirements simultaneously. The investment made in the Systems Approach is recovered in the competitive advantage gained by reducing or eliminating the need for expensive and ongoing compliance activities.

### Instructor

Dr. Robert Pojasek is an internationally recognized consultant with over 30 years of experience developing prevention-based approaches to quality and HSE issues. He has implemented these proven techniques in a wide variety of industry sectors. An Adjunct Professor at Harvard University, Bob has offered this well-received course throughout the world.

### Tuition

\$743.65 inclusive of GST

**AFPA**, CAPP, ASC, CPSC, ESAA, CSSE, PSAC, C2P2, CECAB and A&WM/CPANS members are eligible for a 15% discount. The discounted fee, inclusive of GST, is \$632.10.

### Enquiries

Contact Trudy Pedrosa at (403) 221-8077 or [tpedrosa@seal.ab.ca](mailto:tpedrosa@seal.ab.ca).

[www.seal.ab.ca](http://www.seal.ab.ca)