



AFPA's Open House

Edm – Dec. 7
Calgary Dec. 14
3:30-6pm

Mark your calendar &
plan to drop by!

**Train the Trainer
Plant Floor Supervisory**

December 7-8
Calgary
Contact janet@afpa.com

HACCP I & HACCP II

Edm. Nov. 22-26
Contact AFPA

ServSafe
Jan 11-12 Calgary

Developing your Allergen
Prevention Program
Jan 24-25 Calgary

Premises Workshop
Jan 27, 2005 Calgary

Transportation & Storage
Jan. 28 Calgary

**Meat Industry
Convention & Trade
Show**

March 4-6 Delta Lodge at
Kananaskis
melody@afpa.com to
participant or exhibit!

AFPA Calgary
P 403-201-3657
F 403-201-2513

AFPA Edmonton
P 780-444-2272
F 780-483-7590
info@afpa.com

**MEAT INDUSTRY CONVENTION &
TRADE SHOW**

Don't miss it! Exhibit or attend on March 4-6 2005, in Kananaskis. For more info, on booth space or attending the convention contact Melody at AFPA Calgary or email melody@afpa.com or Dave Old at Alberta Pork at 403-256-2764 SPACE IS LIMITED TO ACT FAST!

**AFPA IN PARTNERSHIP WITH ALBERTA
HUMAN RESOURCES AND EMPLOYMENT**

AFPA members can find suitable employees from a non-traditional labour source that may include the disabled community. Hiring & retention of quality staff has been identified as an ongoing issue for this industry.

AHRE has a number of skilled & motivated workers looking for work. Experience has proven that when a successful match is made job satisfaction is high.

Why hire a person from this partnership?

In the past year, AHR & E together with the Alberta restaurant and foodservices industry have successfully placed over 30 people within that industry. Over 50% of those placed are still employed after six months.

AFPA's new Vice President of Employment Partnerships; Mike Lakusta, will be working with AFPA members to identify areas that may be staffed. Contact Mike at AFPA Edmonton ext 222 or (780)-918-2503 cell.

**PLANT FLOOR SUPERVISORY
TRAIN THE TRAINER**

AFPA is presently finishing up its 5 day supervisory course for plant floor supervisors. While we plan to continue to offer this course, we would also like to make the material & training available to those companies that would like to do their own in house supervisory training.

Participants will receive an Instructors Guide, Participant's materials & transparencies masters. The only materials they will be required to purchase for future delivery will be additional Participants Guides. As a result of taking the training, participants should be able to train supervisors in small groups or coach them on an individual basis.

If you are interested in this opportunity, the Train the Trainer course will be offered: December 7-8 (2 day course) in Calgary (location tba). Cost is \$395+GST (50% of this amount can be claimed under the SDI). To register contact Janet Henderson at 201-3657 x22 or janet@afpa.com



Training
Gets
Results

Food Safety & Quality

Do you have a food safety system set up? Are your customers requesting a food safety audit? Having trouble understanding regulations & requirements? Call AFPA for assistance.

**Upcoming courses to be hosted in
Edmonton:**

HACCP I – November 22 & 23
HACCP II – November 24-26

Watch for our NEW mail-out promo & ALL the new services we offer. Mail-out set for end of November. All Course dates & locations for 2005 have been set & are up on the web www.afpa.com/sng. See what services AFPA brings to you from the Guelph Food Technology Centre; including, Third Party Auditing, HACCP Accreditation, **customized in-house training & much more! For specific questions, contact Janice or Spring in the Calgary office.**

Nutritional Labelling

The deadline for mandatory Nutritional Labelling is December 12, 2005 (or 2007 for small businesses). Do you have your product analyzed for the mandatory 14 core nutrients? Not sure where to get started? **AFPA can help interpret the regulations**, consult with you on your package, partner you with member labs for reduced pricing on analysis. We offer great hands-on info sessions. Call Spring in Calgary or www.afpa.com/lab.

ASSISTING WITH TRAVEL COSTS...

Cost-sharing is available for Alberta food processors to attend selected trade shows through AFPA's Market Technology Program, co-sponsored by the Agriculture & Food Council CARD program. Cost sharing is not available for exhibitors. Upcoming events:

- o Pack Expo International, Chicago
- o Grocery Innovations, Toronto
- o Private Label Manufacturers, Chicago
- o Americas Food & Beverage, Miami
- o Winter Fancy Food, San Francisco
- o Canadian International Food & Beverage Show, Mississauga

To apply, contact Linda 780-444-2272 or www.afpa.com/pro/missions.shtml

Health and Safety

Spring classes in Program Building & Auditor Training, among others, have been scheduled. Details may be found at www.afpa.com/env or contact Dawn at 403-201-3657 x28 or dawn@afpa.com.



STORAGE AND DISTRIBUTION CENTRES

- Dry, Cooler & Freezer
- Calgary, Saskatoon & Winnipeg
- Dedicated & 3rd Party
- Custom Order Assembly
- X-Docking, Clamping & Slip-sheeting
- Computerized Warehouse Management System and Reporting
- EDI & Bar Coding
- Freight Consolidation & Delivery
- Food Safety Programs – HACCP, CFIA accredited

Tel: (204) 475-5570

Fax: (204) 477-1217

1555 Chevrier Blvd, Winnipeg, Manitoba, R3T 1Y7

www.westco.ca



NEW AFPA MEMBERS

- ✦ Patisserie Lebeau Authentic Belgian Waffles 604-789-3528
- ✦ Spirits All Natural 403-246-2130 Natural pet treats, baking with quality human grade ingredients.
- ✦ Brulee Bakery Inc. 403-261-3064 Retail & wholesale bakery.
- ✦ Cassidy Creek 780-452-1404 Specialty processed foods in gourmet style glasswear. Antipasto; jellies; conserves; chutney; syrups.
- ✦ Naturally High Inc. 403-862-2530
www.yohocookies.com developed by professional athlete to provide balanced nutrition in an all natural snack for people on the go.

For more info

www.afpa.com/mem/directory.cgi

Fresh Financing Opportunities Available For Beef Processors

In an effort to increase market opportunities for Alberta beef, primarily over 30 months of age, AFSC has renewed its Beef Product and Market Development Loan Program (BPMDLP).

Aimed at developing more slaughter capacity, processing and market opportunities, the program offers financing to Alberta-based, Canadian-licensed, agri-food processors. Funding is available for capital costs such as real estate, buildings, equipment, and/or working capital expenditures.

The maximum amount allowed per borrower is \$2 million in total liabilities to AFSC. For larger projects, we will assist in securing additional capital from other sources.

A five per cent fixed interest rate is available for up to five years. Monthly payments may be amortized up to 20 years, depending on the purpose and security. The usual commercial credit terms, security, and loan fees are required.

For more details, or to join our mailing list, locate an office near you or speak with a professional lender, contact:



1-800-661-3811

AFSC.Commercial@AFSC.ca

www.AFSC.ca

Services Corporation is a provincial Crown corporation

Home Meal Replacement Technology & Marketing Seminar November 22 & 23

Dr. David Hughes will present information about the European ready-meal experience & it's applications in the North American Marketplace. Other seminar participants will have presentations on; high pressure processing technologies; packaging innovations; HMR processing equipment; regulatory issues; microbiological concerns and European products & technology. This seminar has been designed to give you an overview of the many considerations required prior to beginning production of an HMR product. Contact Kathleen Bunnin 780-980-4721 or Kathleen.bunnin@gov.ab.ca

GLOBAL LINKS: The truth about value chains May 25-27, 2005

Agriculture and Food Council Alberta, Alberta Agriculture Food and Rural Development and Agriculture and Agri-Food Canada are proud to present this conference. This 2 1/2 day conference will be a high energy presentation by over 20 international speakers on the issues, successes and obstacles in the value chain approach. Register early as there is limited space and an earlybird special prior to April 15, 2005 www.agfoodcouncil.com

Specifying Process Equipment for Food Facilities

K.B. Takeda, Principal Engineer, Trimark Engineering

KEY CONCEPTS:

- **A well prepared equipment specification facilitates a common understanding of equipment design requirements between the purchaser and the supplier.**
- **Food safe design is critical, including materials of construction and ability to properly clean and sanitize.**
- **Proper equipment specification provides both direct and indirect cost savings.**

A specification can be defined as “a statement of needs to be satisfied by the procurement of external resources”. Its purpose is to present prospective suppliers with a clear, accurate and full description of the needs, and to enable the suppliers to propose a solution to meet those needs. It forms the basis against which the successful supplier is selected.

There are several factors to be considered in specifying process equipment for your operation. The ability to perform effectively for the specific application is primary. Consider your long-range production and marketing plans to include capacity and flexibility requirements. Market requirement examples include Kosher, American Institute of Baking and organic certification. From a regulatory standpoint, the equipment must comply with both government regulations and with industry codes including Canadian Standards Association (or equivalent). For federally registered establishments, the Canadian Food Inspection Agency (CFIA) regulates the acceptability of most process equipment for use. Process equipment must be on an accepted list, or an application must be made to CFIA for acceptance of alternate new or used equipment.

Provide sufficient information to ensure that the supplier understands your specific requirements and constraints. This should include information such as product properties, changeover requirements, space constraints, available services and ambient operating conditions. For difficult-to-handle materials, provide the equipment supplier with representative material samples for factory testing to verify equipment suitability. For complex systems, equipment supplier field personnel may be required to oversee the installation, start-up and to provide training. Be sure to clarify the costs associated with these services.

The completed specification should be issued to your selected equipment suppliers either as part of, or referenced in, a Request for Quotation (RFQ). Basic information to be requested with the equipment quotation should include price, delivery, capacity, utilities requirements and equipment drawings. Additional information may include warranty information, performance guarantees, factory acceptance testing, recommended spare parts list, nearest service and spare parts stocking location, noise level and user references. Expandability or compatibility with other existing or future process equipment (or spare parts) may be a consideration. Supplier quotations received in response to the RFQ should be evaluated to assess the extent to which they meet or exceed the specification requirements. Once an equipment supplier is selected, the specification should be updated to reflect any changes and the specification incorporated into the contract setting out what the supplier will deliver. Ensure that the successful bidder provides copies (usually at least 3) of equipment drawings, operating and maintenance manuals, and data sheets prior to delivery.

From a food safety design standpoint, equipment must be constructed of corrosion resistant material, free of noxious elements and the design must facilitate cleaning and sanitizing. Typically, exterior surfaces of equipment except stainless and finished machined parts should be painted with a corrosion-resistant food-grade paint. Parts exposed to any food material must not be painted. Consider the compatibility of materials of construction for product contact surfaces with your specific application. For example, copper is not acceptable for edible oil or meat contacting equipment. Aluminum may pit and corrode when exposed to certain cleaning chemicals.

While used process equipment may be attractive in terms of initial capital cost savings, be sure to weigh the cost savings with associated potential risks including reduced operational efficiencies, increased maintenance, limited access to service and spare parts, and product safety issues. All of these risks have an associated cost impact.

The financial importance of equipment specification is significant. Up front specification offers the least expensive opportunity to optimize operational efficiencies and equipment costs. Additional indirect financial benefits include improved product quality, food safety and personnel safety.

More Info:

Questions about this article may be directed to K.B. Takeda at 866-328-2910, kb.takeda@trimarkeng.com.