



HAVE you VOTED!!!
Funded Safety Assoc.
tom@afpa.com

AFPA's Meat Conference & Trade Show

<http://www.afpa.com/opp/meatTS07.shtml>
for meat competition results

Calling for Board of Director Candidates.
<http://www.afpa.com/notesatt/00386-1.pdf>

FEASTival of Fine Chefs – tickets on sale now.....

September 19
Edmonton
<http://www.afpa.com/notesatt/00355-1.pdf>

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

AFPA Edmonton
P 780-444-2272
F 780-483-7590

info@afpa.com

www.afpa.com

CALGARY NEW ADDRESS!

100W, 4760-72 Ave. SE
Calgary, AB T2C 3Z2

JOIN US FOR THE PARTY !!



The Alberta food processing industry is about to lose one of its staunchest supporters as Terry Rachuk prepares to retire from NRC. For many years Dr Rachuk has filled the role of

Industry Technology Advisor working with the IRAP program from AFPA's Edm & Calgary offices. Terry has helped so many AFPA members with funding & technological help over the years that it is impossible to list them all here!!

As sad as we are to lose Terry we do plan to have a joyous celebration of his career & thank him for his terrific contribution to this industry. Join us on Tues April 17th in Edm where we will wish Terry & his family a happy & healthy retirement. If you have anecdotes to share, photos that would be a nice addition to the tribute or just want to express your personal best wishes to Terry but you can not attend in person please forward them to Melody in Calgary not later than April 7th.

The invitation to attend this gala evening is available on the AFPA website <http://www.afpa.com/notesatt/00388-1.pdf>. If Terry helped your business why not join us to say thank-you in person – let's fill the room & let him know how much we appreciate his strong support of food processing in Alberta!!

**AFPA Annual General Meeting & Industry Builders Award
June 5 Calgary**

<http://www.afpa.com/notesatt/00390-1.pdf>
Stay tuned for the announcement of this year's Industry Builder Award winner!



**AFPA Golf Classic
June 6 Kananaskis**
<http://www.afpa.com/notesatt/00387-1.pdf> to download your registration info or contact

melody@afpa.com

FOODSAFETY & QUALITY

2007 is off to a great start for food safety training. AFPA currently offers several courses for HACCP implementation &

maintenance but you can also look forward to our upcoming programs in:

ASQ – Certified HACCP Auditor – June 12-14 in Calgary.

Statistics 101 – How to use statistical models in the validation of your HACCP Program – date TBA

In addition, we are currently working on workshops for Pest Control Program Implementation & Effective Sanitation Programs – cleaning, chemicals & counts (microbial counts that is). Learn how to implement & maintain effective programs for your facility. Dates to follow shortly.

Are you having trouble finding suitable training materials for your production workers, especially when language barriers exist? AFPA will have a training kit developed just for you – we can even utilize pictures from your facility for additional effectiveness. For more info on this useful training tool, contact Sita@afpa.com.

We look forward to working with you!!
Jacci@afpa.com & Sita@afpa.com

Upcoming '07 courses:

- HACCP III April 16, 17 Calgary
- HACCP IV April 19-20 in Calgary
- HACCP V May 3-4 Calgary
- HACCP IV May 10-11 Edmonton
- HACCP V May 16-17 Edmonton
- ASQ in Calgary June 12-14
- HACCP I in Calgary June 25-26
- HACCP II in Calgary June 27-29

<http://www.afpa.com/sng/train.shtml> or admin@afpa.com



Workplace Health & Safety
AFPA Your Certifying Partner
<http://www.afpa.com/env/>

Partnerships
IN HEALTH AND SAFETY

Sign up for AFPA's Workplace Health & Safety courses. For more info, call Tom 403-201-3657 x28 or tom@afpa.com

- Hazard Assessment – Mar 22 Edm & Apr 16 Calgary
- Internal Auditor Training April 19-20 in Edmonton & Calgary
- Internal Auditor Refresher May 18 in Calgary & May 8 in Edmonton

LABOUR PAINS !!

On March 5th, AFPA President Ted Johnston attended a session for Industry Associations & interest groups hosted by the Honourable Iris Evans, Minister of Alberta Employment, Immigration & Industry where she introduced her new department & the team supporting her efforts as Alberta struggles to meet our labour crisis head on. The new minister promised more responsiveness to industry needs & a more open & communicative bureaucracy but she did not profess to have any magic or immediate solutions to our shortages.

Discussions around the room clearly indicate that all industries are suffering from the same problems & consensus was clear that Alberta must find a way to facilitate the replacement of labour with capital through automation & technological change!

On March 6th Ted met with Mr. Wim Tacken, Counselor for Agriculture, Nature & Food Quality at the Royal Netherlands Embassy in Washington DC. The Netherlands export more than \$30 billion in value added food products into a world market where they must compete with the United States which boasts significantly lower wage rates & manufacturing labour costs & yet the Netherlands share of those world markets is growing. When asked how they were able to facilitate such growth in a high labour cost market Mr. Tacken responded "... by reducing our dependence on labour! We have developed many food manufacturing processes which allow us to produce competitive products with less than half the labour that similar US production requires. This has more than counteracted their (the U.S.) cheaper labour advantage!" The Netherlands have figured it out – they are winning & Alberta manufacturers can definitely learn from their success! There are a number of opportunities for members to do just that.

On March 21st AFPA is sponsoring the Automation Workshop which precedes the International Food Symposium in Calgary (see article on last page of this newsletter). AFPA chair Jerry Bigam will chair the workshop which features keynote speaker **Jan Hak, President, Dutch Manufacturers of Machinery for Food Processing & Packaging, (Netherlands)** Mr Hak will share his insights about how the Netherlands has successfully replaced a significant proportion of their previous labour requirements through automation in their extensive food processing industry. Attendees will then be invited to a reception at the Hotel Arts hosted by the Netherlands where Mr. Wim Tacken & his delegation will extend an invitation to Alberta processors to attend an agri-food conference in the Netherlands May 7 to 11, 2007. Interested companies

will be asked to complete a brief questionnaire about their areas of interest & the Netherlands will use that input in an effort to tailor the conference to make it very relevant to the attendees.

AFPA encourages each & every member to attend the automation workshop & if possible, the Food Symposium itself. Each manufacturer who needs to reduce labour costs should also consider the conference in the Netherlands as an opportunity to see first hand a number of companies that have successfully implemented automation in their plants with a corresponding increase in competitiveness. The labour shortage is here to stay – we can not count on immigration or migration from other parts of Canada to meet our needs – we recommend that all members look seriously at automation as a significant and viable solution!

MEAT CONVENTION & TRADE SHOW

There was great excitement family day long weekend at the wrap-up banquet casino night; the trade show; the people's choice awards & the meat competition. For a complete list of exhibitors; delegates; meat competition winners visit <http://www.afpa.com/opp/meatTS07.shtml>.

Thanks to all the exhibitors; delegates; sponsors & volunteers we couldn't have done it without you. A special thank you to the volunteer organizing committee of Dave Old – Alberta Pork; Russ Paul – The Yes Group and of course Brad MacLeod – Olds College who headed up the competition.

Congratulations to Brian & Tracy Hauck & their team at The Butcher Shoppe in Airdrie who placed 1st in all competition categories and Rudolf Koller and his team at Rocky Mountain Meats who placed 1st in all People Choice Awards for best jerky; pepperoni and deli tray..

The Premier Issue should have arrived on desk by now.



We would love your comments on this premier issue and your suggestions for next edition (Fall 07) articles - send them to info@afpa.com. If you require additional copies of our magazine let us know. For info in regards to advertising or to download a copy of the magazine go to <http://www.afpa.com/cgi/anote.c>

gi?fname=00381&sec=abo Your feedback is very important & is greatly appreciated.




Driven by Degree



Look at us.
 At Westco, you'll see the very best in multi-temperature warehousing technology. Our people are selected for their proven ability and our superior facilities are made to specifications defined by five decades of experience. You'll see that our family values of respect, reliability and superior service inspire us to keep customers competitive and relationships long-term.
 Our new corporate identity combines pride in Westco's accomplishments with the excitement of a future that is *Driven by Degree*

Westco Head Office
 1555 Chevrier Boulevard
 Winnipeg, MB R3T 1Y7

Ph. 204.475.5570
 Fax. 204.477.1217
www.westco.ca

Alberta Environmentally Sustainable Agriculture Program

The processing based component of this program provides cost sharing grants to agri-food processors to support projects involving:

- Water and energy conservation
- Waste treatment and reduction
- Environment management

For more information contact:
 Jimmy Yao
 Tel: (780) 980-4868
 Toll free in Alberta by calling 310-0000
 E-mail: jimmy.yao@gov.ab.ca
 Web: <http://www.aesa.ca/> (click 'processing')



NEW AFPA MEMBERS

Consider these companies when making your purchasing decisions!



- Marketing Directions 403-217-0912 www.marketingdirections.org Full service business consulting company specializing in the food processing industry.
- MacEwans Meats 403-228-9999 Retail & wholesale meats & pies; specialty British meat products.
- Shaheen Grocery and Kabuli Naan 403-399-5452 Afghani Naan (flat bread) Grocery.

For more info www.afpa.com/mem/directory.cj

WORKING IN PARTNERSHIP TO FILL JOB VACANCIES

AELL continues to highlight effective strategies to enhance retention. Consider the "Best Employers Awards for 50-Plus Canadians" This is an initiative that increases awareness of mature workers as a valuable resource in the workplace. www.workplaceinstitute.org

As members continue to face staffing shortages, more information is needed in how to access foreign workers. Here is a newly released brochure that can answer some of your questions.

http://www.devicemedia.ca/customers/hfwa/hfwa_brochure-for-print.pdf

Contact us if you have questions or would like to meet. Mike Lakusta x222 in Edm. Or Ruth Hanus x224 in Edm.



IN PARTNERSHIP WITH



CORPORATE FINANCIAL MANAGEMENT
COBRA WORKSHOP FOR FOOD PROCESSOR CFO'S

April 11-12, 2007 - Lethbridge

Come & join us for an exciting 2-day workshop to discover how the Commercial Business Return Analyzer (COBRA) program can work for you. As a CFO for a food processor you are aware that every business needs to do financial planning & budgeting.

Come and learn how you can do the following with the COBRA program:

- Financial ratio analysis, risk assessment and rating
- Business change assessments
- Historical trend analysis
- Monthly cash flow planning
- Cost of production and pricing analysis
- Budgeting – annual and multi-year
- And much much more

Alberta



Commercial
Business
Return Analyzer

Only \$75 for the COBRA CD & 2 days of training including meals

Remember to bring your laptop computer loaded with the Excel program

To RSVP for the workshop call Melody at AFPA....403-201-3657 ext. 21 or melody@afpa.com

The Agricultural Policy Framework (APF)

A FEDERAL-PROVINCIAL-TERRITORIAL INITIATIVE

AUTOMATION WORKSHOP WEDNESDAY, MARCH 21, 2007,
HOTEL ARTS (119 - 12TH AVENUE SW) CALGARY.



There is a lot of interest in the Workshop & we are expecting a full house. The link to the workshop (see below), will provide you with profiles of the various people who will be speaking & an agenda for the day. Registration for the workshop begins at 10:00am & the workshop will go until about 5pm. Lunch will be served + there will be a reception at the end of the day, sponsored by the Dutch Ministry of Agriculture, Nature and Food Quality.

Note that the agenda is still subject to change. You are invited to register for the International Food Symposium on March 22 & 23, 2007, which is being held at the Roundup Centre, Calgary Stampede Grounds. This International event will draw about 175-200 people from cross section of the food industry. There will be delegates from North America, Europe & a few people from Asia.

<http://theinnovators.net/food2007/workshop.php>

<http://theinnovators.net/food2007/index.html>

2007 North American Consulting School (NACS)

March 26 & 27, 2007 Banff, Alberta

In just 5 short yrs, the NACS has become known as "the place for consultants/advisors to meet." Presented by the Canadian Consulting Agrologists' Association, NACS offers 2 full days of skill-building for consultants serving every sector ... from ag to forestry & from oil to insurance.

Whether you are a seasoned consultant or advisor ... or just launching your practice, NACS has what you need to strengthen your business, expand on your contacts and stimulate new ideas and opportunities.

View conference brochure & registration form: http://www.ccaa.bz/pdf/NACS_2007_Program.pdf Plan to attend our 1st eastern conference, May 28, 2007 in Ottawa. For more info: Adele Buettner, (306) 933-2974.

The Transportation & Logistics Cluster invites you to attend:

The Port of Prince Rupert Connector Event

Opening Remarks: The Honourable Ed Stelmach, Premier of Alberta

Keynote Address: Mayor Mandel, City of Edmonton, Mayor Pond, City of Prince Rupert, and Mayor Kinsley, City of Prince George - Hear about exciting developments at the Port of Prince Rupert & Greater Edmonton's opportunities for the Pacific Gateway Strategy.

Thursday, March 29, 2007 - 8:00 a.m. - 1:30 p.m.

Fairmont Hotel MacDonald, Empire Ballroom - 10065 - 100 Street

Please RSVP by March 23, 2007 <http://edc.onware.ca/rupert> or contact Natalie at 780-917-7643.