



Canadian Breakfast  
IFT ANNUAL  
MEETING Chicago,  
July 29  
[http://www.am-  
fe.ift.org/cms/](http://www.am-fe.ift.org/cms/)

How to Hire Foreign  
Workers Conference  
**Edm:** June 19  
**Red Deer:** June 20  
**Calgary:** June 21  
[https://intranet.edmont  
on.com/categorydocu  
ments/Business\\_4/RE  
D\\_EMAIL\\_INVITE\\_2  
%20%28with%20links  
%29.pdf](https://intranet.edmonton.com/categorydocuments/Business_4/RED_EMAIL_INVITE_2%20%28with%20links%29.pdf)

**FEASTival of Fine  
Chefs – tickets.....**  
Sept 19 Edmonton  
SOLD OUT!

The Power Within  
Live In Calgary  
Anthony Robbins & Sir  
Richard Branson  
October 16 – Special  
AFPA Members rate  
[http://www.powerwithin.  
com/pdf/AFPA\\_Calgar  
y-sk.pdf](http://www.powerwithin.com/pdf/AFPA_Calgary-sk.pdf)

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

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

[info@afpa.com](mailto:info@afpa.com)  
[www.afpa.com](http://www.afpa.com)

**Calgary Address!**  
100W, 4760-72 Ave. SE  
T2C 3Z2

**Annual General Meeting &  
Industry Builders Award**

Recapped a busy & productive year. The minutes are posted at <http://www.afpa.com/abo/agm.shtml> as well as some snap shots of our IBA recipient **Dietrich Kuhlmann of Kuhlmann's Market Gardens** <http://www.afpa.com/abo/ibaward.shtml>. If you wish to receive a copy of the annual report contact AFPA. Three dynamic miniworkshops combined with 2 engaging guest speakers & the attendance of a good complement of members ensured a well-rounded event. With the close of the annual meeting, AFPA embarks on a new year, ready to take on the challenges that face it.

The current board of directors welcome new board members Carol Olivieri of Blue Kettle Specialty Foods; Lori Ill of Agristar and Lori Schmaltz of Meyers Norris Penny. For a complete list of directors go to <http://www.afpa.com/abo/board.shtml>

**FOODSAFETY & QUALITY**

Upcoming September courses:

- HACCP I – Edm Sept 10, 11
- HACCP II – Edm Sept 12-14
- Sanitation – Calgary Sept 19-20
- ISO 22000 & Lean – Calgary Sept 26-27

Upcoming October courses:

- ISO 22000 & Lean – Edm Oct 3-4
- HACCP I – Calgary Oct 15-16
- HACCP II – Calgary Oct 17-19
- HACCP III – Edm Oct 23-24
- HACCP for On-line Supervisors Edm Oct 25
- Managing Allergens – Calgary Oct 30-31

**For our complete Fall course schedule:**  
<http://www.afpa.com/snq/train.shtml> or  
[admin@afpa.com](mailto:admin@afpa.com)

**AFPA Edmonton Office  
New Address**  
**14916-128 Ave. T5V 1A6**  
**phone & fax remain the same**

**Why Lloyd Sadd Insurance Brokers?  
Entrepreneurial Spirit:**

- ➔ Edm based firm: all our people are here

- ➔ Nimble, flexible & efficient – our organization chart fits on one page
- ➔ Growth orientated company
- ➔ We have a “GET IT DONE” attitude

**Food Processors:**

- ➔ We are not generalists; we are **sector specialists**
- ➔ We have partnered with AFPA since 1995 providing value added insurance & services to members of the association.
- ➔ We represent the largest number of food processors in Alberta.
- ➔ In **understanding the business** of our food processors, we find solutions to their Insurance and Risk Management Needs.

**Client Facing:**

- ➔ Individual approach, no cookie cutter style
- ➔ We get out of our office to meet with clients & tour facilities.
- ➔ We bring our clients & underwriters together.
- ➔ We educate clients on matters of insurance, surety & risk management so they can become better tomorrow than they are today.

**Vision:** *We invest time to understand your business, reducing your total cost of risk.*

We listen; We think; We deliver  
Lloyd Sadd Insurance Brokers  
Chris Huebner and/or Tanya Ung  
Ph: 780.483.4544

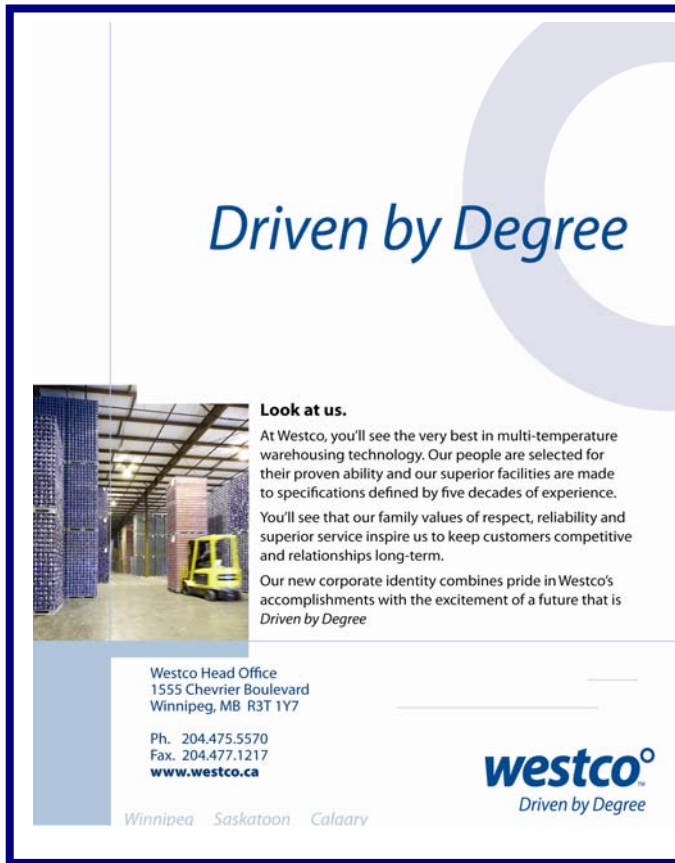
**Workplace Health & Safety**

<http://www.afpa.com/env/>



- Tom 403-201-3657 x28 or [tom@afpa.com](mailto:tom@afpa.com)
- Program Building Aug 7 Calgary & Aug 10 in Edmonton
- Roles & Responsibilities for Managers Aug 21 Calgary & Aug 23 Edmonton
- Incident & Accident Investigation Sept 11 Calgary & Sept 10 Edmonton
- Hazard Assessment Sept 25 Calgary & Sept 24 Edmonton

Complete fall course schedule is available on line at <http://www.afpa.com/notesatt/00359-1.pdf>



## 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](http://www.westco.ca)

**westco**<sup>o</sup>  
*Driven by Degree*

Winnipeg · Saskatoon · Calgary

### A NEW KID ON THE INVESTMENT BLOCK

There's a new kid on the block in Alberta's investment community. AVNet, short for Agri Value-Added Investor Network. .

If you are an investor looking for a deal or an agrivalue entrepreneur or company looking for investment, AVNet will be a good fit for you. AVNet's goal is to present a steady stream of agrivalue deals to a network of investors wanting to grow their money in this hot industry sector.

Alberta's agriculture industry has been producing value-added products for a long time. They are mostly known by other names, like cosmetics & biofuels or breakfast, lunch & supper. Sometimes we call them fast foods, vitamins & even construction materials.

For investors, AVNet takes the legwork out of finding deals & can be a big help to your bottom line.

If you are seeking investment, it is in your best interest to have your project proposal presented to a large group of investors at the same time. AVNet makes this happen! Helping—that's what friends are for. [www.avnetonline.ca](http://www.avnetonline.ca) or Corey Keith at 403-225-4129.

### MEMBERSHIP DIRECTORY

Help us keep our website directory current. Go to <http://www.afpa.com/mem/directory.cgi> and check out your company particulars to see if it is current. If you wish to make changes email them to [melody@afpa.com](mailto:melody@afpa.com)



### **NEW AFPA MEMBERS**

**Consider these companies when making your purchasing decisions!**



- + Cunningham's Scotch Cold Smoking 403-627-5504 [www.cunninghamscoldsmoking.com](http://www.cunninghamscoldsmoking.com)
- + Sunfresh Farms 780-413-4802 fresh & processed fruit & vegetables

**For more info [www.afpa.com/mem/directory.cgi](http://www.afpa.com/mem/directory.cgi)**

### Food Processing Corporate Financial Management - COBRA Workshop Measuring Profitability & Financial Risk

Join us for an exciting 2-day workshop. Every business needs to do financial planning & budgeting. 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 & pricing analysis
- Budgeting – annual and multi-year

Only \$75 for two days of training. Email [melody@afpa.com](mailto:melody@afpa.com) & once we have enough interested parties a date & location will be set for the next workshop.

AB Employment, Immigration & Industry have some of the best kept secrets in town & AFPA has their finger on the pulse. Processors feeling stretched with staffing issues & meeting the needs of new workers arriving in Canada should visit [www.alis.gov.ab.ca/careershop](http://www.alis.gov.ab.ca/careershop) for plain English publications that will assist their new employees in understanding employment laws & how to be safe at work.

AEII also offers **FREE** onsite recruitment opportunities for employers seeking to fill their staffing needs. In **Edm** contact: West/Meadowlark (780) 415-8116, South (780) 644-2827, City Centre (780) 415-4900 or North (780) 415-9831. For **Red Deer**: (403) 340-4853 or in **Calgary**: Century Park Place (403) 297-6344, Marlborough Mall (403) 297-7570, One Executive Place (403) 297-3951, Fisher Park II (403) 297-4024.

AFPA in partnership With

**Alberta** Employment, Immigration and Industry