

Food News

September 2022

Webinars, events and programs

Agriculture, Forestry and Rural Economic Development (AFRED) – Webinar Series: Getting Into Food Service

Are you growing your business and looking at the food service industry as a potential market channel? If the answer is yes, then you will want to register for this two-part webinar series. Getting into the food service market can be a daunting process, and the first webinar will introduce you to food service. Jeewani Fernando and Margurite Thiessen with AFRED will present on the food service landscape including current food service trends, sector structure, and planning to strategically enter this market channel. Joining the discussion will be an experienced food service industry panel.

The second webinar in this two-part series will focus on going to market. Keynote speaker Jeff Dover from fsSTRATEGY Inc. will present on the different ways to go to market as well as how to be prepared to enter this market channel. Industry panel speakers representing various stakeholders in the food service supply chain including a vendor, distributor, and food service buyer will join Jeff for the discussion. Register for the Getting Into Food Service webinar series:

- [The Introduction](#) - September 29, 2022 – 1:30 p.m.
- [Going to Market](#) – November 2, 2022 – 1:30 p.m.

AFRED – Webinar: What to Know - The Legalities of the Food Co-Packing Industry

October 20, 2022 – 1:30 p.m.

Co-packing relationships can be fraught with legal complexities and uncertainties. Join presenter Glenford Jameson, founder of G.S. Jameson & Company, a Canadian lawyer with significant industry experience in the food sector. He will discuss core legal aspects of the co-packing relationship that often result in problems for both parties. One of the recommendations to address this issue is for co-packers and their clients to develop relationships based on written agreements (e.g., non-disclosure, confidentiality) that promote stability and clarity. The 90-minute webinar builds on the Key Legal Issues in Co-packing workshop held in February 2020. The event will also feature real-world

examples and highlight topical issues such as food fraud. Following the presentation, attendees will have an opportunity to participate in a question and answer session. Register [here](#).

LearnSphere and the Alberta Food Processors Association – Supply Chain 123: Food & Beverage – Sell Successfully to Retail Program

Gain the tips, tools, and coaching you need to become a supplier of choice to food and beverage retailers. The program includes a five-part series of interactive online group workshops led by industry experts:

- Consumers & Customers: Satisfying Both - November 1 or 2, 2022
- Setting up for Success: From Pricing to Productivity – November 8 or 9, 2022
- Getting on the Shelf: Building Relationships with Customers – November 15 or 16, 2022
- Winning in Retail – November 22 or 23, 2022
- Getting off the Shelf: Consumer Marketing – November 29 or 30
- All workshops are 8:30 a.m. – 12:30 p.m.

Learn more about this free, Government of Canada-funded program [here](#). To be considered for the November cohort please complete the application [here](#). If you have questions, please contact laura.maynard@learnsphere.ca.

Business Link and Digital Main Street: Digital Economy Program

The Digital Economy Program (DEP) is designed to help small businesses take their businesses online. This program, a partnership between Business Link and Digital Main Street, will help small businesses in Alberta undergo digital transformations and adopt eCommerce practices. DEP is open to home-based or commercial small businesses registered in Alberta with less than 50 employees. Connect with your local Digital Service Squad (DSS) free of charge for support with your digital strategy development. The DSS is focused on providing 1-on-1 free local assistance for digital services to small businesses in any region of Alberta. More information and apply [here](#).

Resources

AFRED – Fact Sheet: Selling Food Online

This [fact sheet](#) developed by the Food and Bio Processing Branch's Business Development Team provides an overview of Canadian trends in e-commerce and offers guidance to support individuals and companies interested in selling food products online.

Survey

Prairies Economic Development Canada (PrairiesCan) – Agri-food Skills, Competencies and Training Profile Study

PrairiesCan has commissioned MNP LLP to undertake an agri-food labour market analysis to understand key issues, opportunities, and challenges that may surface in the sector over the next decade. The study will provide an evidence-based and regionally specific overview of general skills and labour market gaps, challenges and opportunities in the agri-food sector, as well as a regionally specific diagnostic of skills and competency profiles for key future occupations. The research collected as part of this study will inform PrairiesCan's departmental efforts to support the long-term growth of the Prairies agri-food sector. Take part in the survey [here](#).

AFRED - Food Processing Development Centre: New Lab Instrumentation

The Food Processing Development Centre (FPDC) has recently acquired new equipment to expand support for client product and process development projects:

- Microtrac Turbosync Particle Size Analyzer (dry samples)
- BUCHI Mini Spray Dryer B-290
- Labconco Freeze Drying System with Bulk Tray

This equipment brings exciting new capabilities to the FPDC laboratories. The Microtrac Turbosync uses laser diffraction and dynamic image analysis to analyze particle morphology, as well as size, which are important characteristics for various milling, extraction and spray drying processes. The Mini Spray Dryer can be used to dry a variety of solutions/suspensions, especially heat labile, as well as to investigate particle coating and encapsulation techniques at small scale. Freeze drying is a gentle technique which dries without the use of heat by sublimating ice directly to vapour at very low temperatures under vacuum. This drying method can be of benefit to a variety of heat-sensitive nutrients and delicate bio-active compounds. Combined, these instruments supplement a line of bench-scale

instrumentation, which supports FPDC's existing line of pilot scale equipment for plant protein extraction. The ability to quickly and efficiently test variables at bench scale benefits companies in the emerging plant-based and alternative protein sectors. For more information, contact fpdc@gov.ab.ca and access photos of FPDC lab equipment [here](#).

Alberta Food Processors Association (AFPA)

Food Safety Training

Upcoming Courses:

- GMP, Preventative Controls & HACCP Implementation (virtual) – *October 5-6, January 25-26, or March 29-30*
- BRCGS – Issue 8-9 Conversion for Sites (in person Edmonton) – *October 12*
- SQF Code 9 Implementation (virtual) – *November 29-30*
- For consulting at discounted member rates; information on our Safe Food for Canadians templates; and, additional courses you may require visit [here](#) or contact melody@afpa.com.

AFPA On Demand

Visit [AFPA On Demand](#) to access quick, self-paced food safety learning – some at no cost:

- Learning opportunities include root cause analysis, risk assessment, supplier quality assurance, food safety, food fraud, and document control
- Workplace safety learning also available at AFPA On Demand

Workplace Health & Safety Training

- Full course schedule available [here](#) (all virtual)
- Hazard Assessment – *September 14*
- Incident/Accident Investigation – *September 15*
- HS Committee – *September 21*
- Roles & Responsibilities for Managers/Supervisors – *September 22*
- System Building – *September 29-30*
- Safety Auditor – *November 16-17*

Contact melody@afpa.com for more information.