



Welcome to the March/April 2016 edition of the Food and Beverage E-Newsletter. This publication has been developed to keep industry stakeholders up-to-date on trade shows, trade missions, training sessions, and news that affect the sector. For more information on any of these topics, please email [Deborah Guillemette](mailto:Deborah.Guillemette@nl.ca), Economic Development Officer at the Department of Business, Tourism, Culture and Rural Development or call (709) 729-1943.

National Restaurant Association Show

Chicago, IL

May 21 – 24, 2016

The National Restaurant Association Show in Chicago is scheduled for May 21 – 24. This show targets companies that supply to the restaurant and hotel industry. The show will draw participation from 1,800 companies and 63,000 people will attend. For more information visit <http://show.restaurant.org/>.

Funding has been secured through the Business Development Program by ACOA and the four Atlantic provinces.

Registration fees will include:

- Booth space, signage and logistics;
- Matchmaking (optional at \$500 per company);
- Presentation of products at the chef's station;
- An Atlantic Canada reception; and
- A workshop on the foodservice industry

Twelve export ready companies will be selected to exhibit. The fee is \$1,500 per company and an additional \$500 if you wish to avail of the services of a matchmaker to arrange meetings on your behalf. Exhibiting companies will be responsible for booking their own travel, accommodations, and shipping of their display/marketing materials and samples. The option to walk the show for information purposes is also available at a cost of \$500.

Bookings are being accepted by the Atlantic Food and Beverage Producers Association on a first-come first-served basis with two booths reserved per province (minimum).

Space is limited and booths will be assigned on a first come first served basis. If you are interested in participating, please let [Deborah Guillemette](mailto:Deborah.Guillemette@nl.ca) know **by March 18th, 2016**

New York Fancy Food Show

New York, NY

June 26 – 28, 2016

The four Atlantic provinces, in partnership with the Atlantic Food & Beverage Processors Association (AFBPA), invite your company to participate in its upcoming Export Development Mission to the New York Summer Fancy Food Show at the Javits Center in New York City from June 26 - 28, 2016.

The event showcases over 180,000 products including confections, cheese, coffee, snacks, spices, ethnic, natural, organic and more. This longstanding show attracts specialty food buyers from all over the world. 2,400 exhibitors from 80 countries and regions are represented. New York Fancy Food Show is a trade-only event that includes the latest of beverages and sauces, chocolates and cheeses, cocktail mixers and condiments from 2,600 specialty food companies representing 50 countries. 2015 was the 61st year for the show, which hosted more than 22,000 attendees.

Mission features:

- Pre show training, networking and a complimentary show pass are provided

- Matchmaker / consulting services to facilitate buyer meetings during the show
 - Face-to-face opportunities to increase your export sales;
 - A guarantee of 3-5 meetings (exhibitors) and 1-3 meetings (walkers);
 - Promotion of your competitive advantage to international buyers / partners;
- Ability to showcase your product

Conditions for participation:

- Atlantic Canadian food or beverage processor with processing assets in the region;
- Ready to exhibit and ship products that meet the expectations of customers attending the Summer Fancy Food Show;
- The products will create incremental economic benefit for Atlantic Canada (increased production, employment, investment, R&D); and
- Exhibitors are expected to share results with the sponsors of the mission.

Registration:

- \$2,000 Exhibitors or \$500 for walkers
- Registration deadline is **Friday, April 15th, 2016**

For more information on this Business Mission or to request the registration and profile forms, please contact Deborah Guillemette dguillemette@gov.nl.ca 709-729-1943.

Available Reports

The following are the latest trade reports available through various sources (please call to request):

- Newfoundland Exports by Product
- Newfoundland Imports by Product
- The State of the Specialty Food Industry 2015

Funding Programs

Agriculture and Agri-Food Canada's AgriMarketing Program

Agriculture and Agri-Food Canada has made changes to the Small and Medium-Sized Enterprise Component of the AgriMarketing Program to now include market activities for the United States. Please see information below for details about this program.

Non-repayable contributions of up to \$50,000 per year for companies to undertake export market development activities, including activities in the United States:

- For SMEs operating in the agriculture, agri-food, and fish and seafood sectors having fewer than 250 employees and annual sales not exceeding \$50 million.
- Eligible costs shared between Agriculture and Agri-Food Canada and successful applicants at a 50/50 ratio:
 - Advertising in foreign markets
 - Product demonstrations in foreign markets
 - Incoming and outgoing missions
 - Technical training for buyers
 - Exhibiting at international tradeshows

Companies must have completed their international market research and be export and market ready. Applications will be accepted on an on-going basis for activities to be undertaken and completed within one fiscal year (April 1st to March 31st of the following year). Eligible costs will be reimbursed after all approved project activities have been completed.

For detailed information on the program, including how to apply, please read our [Program Applicant Guide](#). Further information can also be obtained by calling [Sandra Canning](#), Senior Market and Trade Officer, Atlantic Regional Office at 1-902-426-3130. The program ends March 31, 2018.

Upcoming Training Opportunities:

Allergen Management in Food Processing

March 18, 2016





Allergen Management In Food Processing

One Day Workshop

Learn how to manage allergens within your food processing establishment, and the latest technologies to identify and control allergen contamination.

Participants will learn:

- Global regulations pertaining to managing allergens
- Allergen labeling requirements
- Primary and secondary sources of allergens in processing
- Detection methods
- Cleaning & Sanitation
- Best practices communicating to customers

Instructors

Ebo Budu-Amoako, PhD, Sr. Microbiologist
Ebo is an internationally recognized food microbiologist who has developed and delivered Food Safety and Quality training workshops nationally and internationally for 15 years. Ebo also has significant experience developing and implementing food inspection and HACCP systems in various countries.

Jim Landrigan, PEng, MBA, Technical Advisor
Jim has delivered training workshops on Food Safety and Quality Systems for over 10 years. As well, Jim has implemented Food Safety (HACCP) and Quality Management (ISO 9000) programs for SME food processors. He has also developed and delivered national training programs for one of the largest management consulting groups in Canada.

Charlottetown, PE Feb 16	Halifax, NS Mar 7	Moncton, NB Mar 31	St. John's, NL Mar 18
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ALLERGEN MANAGEMENT IN FOOD PROCESSING - WORKSHOP

Please complete the registration form and fax or email to BioFoodTech

Name: _____
Position: _____
Company: _____
Address: _____
City: _____
Postal Code: _____
Phone: _____
Email: _____

Location attending: PEI NS NB NL

Registration \$200 + \$28HST = \$228
Additional registrations 15% less
PEI companies may be eligible for 50% funding

Cheque enclosed/will mail
 Invoice requested

Make cheques payable to:
BioFoodTech and send your registration and payment to:
PO Box 2000, Charlottetown, PE
C1A 7N8
fax to: 902.368.5549 or jklandri@biofoodtech.ca

Topics Covered

- 1) Introduction
- 2) Overview of food allergens
- 3) Importance of allergens to the food industry
- 4) Allergen management in food manufacturing 
 - a. Identification
 - b. Research and Development
 - c. Engineering and system design
 - d. Raw materials
 - e. Product scheduling
 - f. Labeling and packaging
 - g. Rework
 - h. Allergen Cleaning
 - i. Human error
- 5) Components of an allergen policy
- 6) Components of an allergen plan
- 7) Training and education

Lunch and nutrition breaks are included in registration.

For more information, please contact:



Jim Landrigan
BioFoodTech
902.368.5772
jklandri@biofoodtech.ca



To request these registration forms in pdf format please contact [Deborah Guillemette](#).

Industry News

Senate report recommends Canada Food Guide overhaul

A new Senate committee report is recommending a national campaign to address obesity in Canada and a major overhaul of the Canada Food Guide to reflect current scientific evidence.

The Senate Committee on Social Affairs, Science and Technology released the report, called *Obesity in Canada: a whole of society approach for a healthier Canada*, on March 1, 2016. The report is also calling for a potential tax on sugary beverages, as well as a ban on directing food and beverage advertising at children and a plan for making healthy food more affordable. [Read the full article.](#)

Food and Beverage Newsletter Back Issues

Previous editions of the Food and Beverage Newsletter are available on the Department of Business, Tourism, Culture and Rural Development's website: <http://www.btcrcd.gov.nl.ca/sectordev/agrifoods.html>

This e-newsletter is a bi-monthly publication from the [Department of Business, Tourism, Culture and Rural Development](#), which keeps you up-to-date on activities in the food and beverage sector.

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