

# BC Food Processors Association

Great Food  Great Living

MEMBER NEWSLETTER  
December 20, 2007

---

---

## **Tony Toth, CEO BC Food Processors Association**

Earlier this month, we notified you that Tony died on December 5. Tony did not give an inch to his illness and maintained a full schedule of meetings until his death. His biggest accomplishment was in raising the profile of the Association and the food processing industry with senior government officials and politicians.

In the months ahead, members will benefit from the results of Tony's hard work as our CEO.

- Tony negotiated a deal with BC Hydro Power Smart to develop a free program to analyze and help reduce members' energy costs.
- Tony worked with insurance companies to lower members' insurance premiums. The details of this program will be available in the February.
- He was passionate about the establishment of the BC Food Processors Health & Safety Council. The council will be a reality in the New Year.
- Tony worked with the Meat Industry Enhancement Strategy team on behalf of small meat processors to help with the meat industry transition to the new meat regulations, effective September 30, 2007. Tony and the team travelled the province talking to processors and stakeholders.

In recognition of Tony's work, we encourage as many processors as possible to attend this event.

Here are the details of Tony's public memorial:

### **Saturday, January 12th**

Italian Cultural Centre

3075 Slocan Street, Vancouver, BC

Time: 2:00 pm

Light Refreshments will be provided

---

### **SAVE THE DATE – Friday, May 9, 2008 – BCFPA AGM & Conference**

This year's conference theme is *Managing Growth* and will be held at the Hilton Vancouver Metrotown Hotel, Burnaby. Building on the success of last year's inaugural event, we have an exciting program planned. Details to follow as they are confirmed.

---

### **KPMG Breakfast Seminar**

BCFPA members and associates gathered on November 29<sup>th</sup> for the *Planning the Future* breakfast seminar. The presentation, by KPMG Partners and Senior Managers, covered tax, customs and M&A questions.

Scott Wyper in his *Update on Tax Rates, Integration and the Year End Bonus Decision* advocated a yearly annual analysis based on rates and owner's objectives and needs. Angelos Xilinas, gave real-life examples of *Customs Opportunities and Risks* and highlighted the importer's liability and responsibility to ensure that food and ingredient classifications are correct. Xilinas gave a compelling example of the difference in duty on juice (0% duty) and flavoured water (11% duty) and the risks and costs of importing under the wrong classification. Al Kanji, commented on the current vigorous merger and acquisition climate in Canada and suggested that "if you have a business or succession case for recapitalization, require capital for acquisitions, or are contemplating selling your business, now might be the right time to act." If you would like a copy of the presentations e-mail Donna at [info@bcfpa.ca](mailto:info@bcfpa.ca).

BCFPA Dave Eto gave the closing remarks and was complimented the KPMG speakers on how well tailored their talks were to the food processing industry.

KPMG provided attendees with an information package which included: the presentations, description of services, a copy of *Food in Canada* magazine and a KPMG *Business Advisor* newsletter. At the KPMG table was the booklet, *Family Business Succession: Managing the All-Important Family Component* and *Financial Reporting by Private Companies: Evaluating the Options*. If you were unable to attend this breakfast seminar, contact [Mike Boehm](#) at the KPMG Enterprise office in Burnaby - 604-527-3726.

### **BC Hydro Power Smart/BCFPA Partnership – SAVE MONEY!**

Are you looking at reducing your energy consumption? This valuable partnership between BC Hydro and BCFPA will enable our members to access free energy analysis by Willis Energy. Not only is this analysis provided free to members, BC Hydro will help pay for the capital costs of recommended upgrades. All members will receive a mailing in mid January with more details.

\*\*Please give this mailing your attention – energy savings are guaranteed!\*\*

### **WorkSafeBC – Making it Safely Conference**

This conference, attended by over 200 industry professionals, was held in White Rock in late November. Lisa McGuire, BCFPA Health & Safety Director was one of the presenters. BCFPA had a booth at the conference to showcase the award-winning DVD, *Employee Safety Orientation for the Food Industry*. Many of the food processors attending were part of the DVD production.

### ***Upcoming Workshops and Events-***

**Dairy Ingredients Seminar** – a panel of experts in the fields of food science and nutrition, demographics, product innovation and functional foods will provide seminar participants with a wealth of information on all these issues.

**When:** January 31, 2008

**Where:** [Marriott Vancouver Airport Hotel](#) 7571 Westminster Highway, Richmond B.C.

**Cost:** \$175 (GST included)

After December 27, 2007, \$200 (GST included)

### **Agri-Food Gala 2008**

This is a reminder to book your tickets for the [2008 AgriFood Gala](#) on Feb. 15th, 2008. Tickets are selling fast with over 250 tickets sold already. Ticket sales are limited to 450 so make sure you do not miss out on this great evening. There are also a number of [sponsorship opportunities](#). Ticket order forms are also available on the BCAC website at [www.bcac.bc.ca](http://www.bcac.bc.ca) or download the [order form](#). If you are interested in sponsorship you can contact Steve Thomson at the BCAC office or Rhonda Driediger at [rhonda@driedigerfarms.com](mailto:rhonda@driedigerfarms.com).

### ***BCFPA Members in the News***

Brookside Foods Inc. *Globe and Mail* Dec 7/08 | [The trouble with chocolate](#) – on the impact of rising commodity prices for cocoa (prices at a 4 year high), milk (some milk ingredient prices have jumped 60% over the past year) and other expenses on chocolate makers. Makers are introducing premium bars (dark chocolate), 'portion-controlled' sized bars.

### ***The industry in the news***

From the *New York Times* Dec 9/07 | [If it's fresh and local is it always greener?](#) Writer Andrew Martin argues for a more balanced approach to the local food movement. A new study from University of California, Davis suggests that there are more factors than distance traveled in determining a food's carbon footprint. Other factors include packaging and how the food is grown and processed. Some European retailers are labeling foods with the transportation method.

*New York Times* Dec 12/07 | [China agrees to Post U.S. Safety Officials in Its Food Factories](#) In an agreement between China and the U.S. Food and Drug Administration officials will be "embedded in China's food safety bureaucracy to help train Chinese officials and keep records on their inspections."

*Economist* Dec 6/07 | [The End of Cheap Food](#) This thoughtful essay traces the jump in food commodity prices to the US subsidization of the ethanol industry.