

# Food and Fish Processor Business Sourcing Guide

Revised: June 2004



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## ***Regulatory / Legal***

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### **Basics for Getting Started**

Basic regulatory requirements that are likely to affect you when starting your business include registering your business name, obtaining a business license and paying taxes. For more information on basic regulatory requirements, visit the Canada / BC Business Service Society's web site at:

<http://smallbusinessbc.ca/workshop/checklist.php>

### **Acts and Regulations**

The following is meant solely to help you understand the main features of primary regulations governing this activity, and is not meant in any way to provide a legal interpretation.

#### ***Health Act***

Food manufacturers and processors are subject to the same restrictions as restaurants. An operating permit is required. Food manufacturers and processors must comply with sanitary regulations concerning garbage disposal and are subject to inspection of food supplies. Other regulations, authorized by the Health Act, pertain to the hygiene of food handlers, ventilation, lighting, storage, cleaning, disinfection and water supplies. Construction and alterations to food manufacturing facilities or food processing plants require prior approval of plans and specifications.

#### ***Food and Drugs Act / Food and Drug Regulations***

The Food and Drugs Act governs the manufacturing, producing, marketing, labelling, importing and exporting of foods and drugs. Food and drugs regulations specify the requirements for inspection, analysis and labelling of foods including alcohol, food additives, agricultural chemicals, veterinary drugs, packaging materials, and preservation techniques.

### ***Acts and Regulations***

#### ***Health Act***

For a list of Regional Health Units, check the Appendix

#### ***Food and Drugs Act / Food and Drug Regulations***

Canadian Food Inspection Agency

400-4321 Still Creek Ave.

Burnaby, BC

V5C 6S7

Toll-free: 1-800-442-2342

Tel: (604) 666-6513

Fax: (604) 666-6130

<http://www.inspection.gc.ca>

*Regulatory / Legal continued.****Fisheries Act***

This Act provides for licensing and regulatory control of activities associated with provincial commercial fisheries and aquaculture operations. The primary concerns are the licensing of: fish processing plants; fish buying establishments; fishers selling their own catch; wild oyster and marine plant harvesting; and aquaculture operations within the province of British Columbia.

***Fish Inspection Act***

This Act ensures quality and wholesomeness in the fish industry by providing the authority to regulate activities concerning the handling, processing, storing, grading, packaging, marking, transporting, marketing and inspection of fish and fish products. The regulations ensure that fish processed and sold within British Columbia have met specific requirements.

***Fish, Seafood and Production Division – The Canadian Food Inspection Agency***

The purpose of the Fish, Seafood and Production division is to develop and promote appropriate product and process standards that contribute to the achievement of acceptable quality, safety and identity of fish and fish products, and to provide reasonable assurance of compliance with these standards.

The division promotes and supports the value, wholesomeness and marketability of fish and seafood products produced or sold in Canada by developing, promoting and ensuring compliance with appropriate standards that contribute to the achievement of acceptable quality, safety and identity of fish and seafood products.

***Custom Canning***

If a food processing business is involved in custom canning, a license may be required under the Fisheries Act. Operational procedures are regulated and subject to inspection.

***Fisheries Act***

Ministry of Agriculture, Food & Fisheries  
Fisheries and Aquaculture Branch  
2500 Cliff Avenue  
Courtenay, BC, V9N 5M6  
Tel: (250) 897-7540  
Fax: (250) 334-1410  
<http://www.agf.gov.bc.ca/fisheries/index.htm>

***Fish Inspection Act***

Ministry of Agriculture, Food & Fisheries  
Fisheries and Aquaculture Branch  
2500 Cliff Avenue  
Courtenay, BC, V9N 5M6  
Tel: (250) 897-7540  
Fax: (250) 334-1410

***Fish, Seafood and Production Division - The Canadian Food Inspection Agency***

Canadian Food Inspection Agency  
59 Camelot Drive  
Nepean, Ontario  
K1A 0Y9  
Tel: (613) 225-2342  
Fax: (613) 228-6601  
<http://www.inspection.gc.ca/english/anima/fispo/fispoie.shtml>

***Custom Canning***

Ministry of Agriculture, Food & Fisheries  
Fisheries and Aquaculture Branch  
2500 Cliff Avenue  
Courtenay, BC, V9N 5M6  
Tel: (250) 897-7540  
Fax: (250) 334-1410

*Regulatory / Legal continued.*

### *Waste Management Act*

Any industry, business, or municipal government that results in a waste discharge directly to the environment needs a permit under the Waste Management Act.

### *Health Canada – Food Program (Website)*

In support of Health Canada's mission to help Canadians, maintain and improve their health, the Food Directorate is the federal health authority responsible for establishing policies, setting standards and providing advice and information on the safety and nutritional value of food.

## **Food Labelling**

### *Food Labelling Service / CFIA*

The Fair Labelling Practices Program administers and enforces the non-health and safety food components of the *Food and Drugs Act* and the *Consumer Packaging and Labelling Act*. Activities include: investigating consumer and industry complaints; developing programs designed to encourage compliance with the provisions of the respective Acts; and developing overall consumer protection policies for the CFIA.

### *Guide to Food Labelling and Advertising*

This web site provides detailed information on Canadian labelling and advertising requirements, policies and guidelines, which deal with statements, and claims made for foods, including alcoholic beverages.

### *Waste Management Act*

Ministry of Environment, Lands and Parks

Environmental Management

P.O. Box 9342 Stn. Prov. Govt.

Victoria, BC, V8W 9M1

Tel: (250) 387-4167

Fax: (250) 387-9935

<http://wlapwww.gov.bc.ca/epd/epdpa/sw/sw.html>

### *Health Canada – Food Program*

<http://www.hc-sc.gc.ca/food-aliment/>

## **Food Labelling**

### *Food Labelling Service / CFIA*

Canadian Food Inspection Agency

400-4321 Still Creek Ave.

Burnaby, BC

V5C 6S7

Toll-free: 1-800-442-2342

Tel: (604) 666-6513

Fax: (604) 666-6130

<http://www.inspection.gc.ca/english/toc/labelie.shtml>

### *Guide to Food Labelling and Advertising*

<http://www.inspection.gc.ca/english/fssa/labeli/guide/toce.shtml>

## ***Funding / Finance***

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### **Financing Your Business**

You may want to use one or more types of financing in your small business. You may choose short-term debt financing, long-term debt financing or equity financing. For more information on financing your small business, visit the Canada / BC Business Service Society's web site at:

<http://smallbusinessbc.ca/workshop/finance.php>

### **Sources of Financing**

#### ***Canadian Agriculture and Food International (CAFI) Program***

The Canadian Agriculture and Food International (CAFI) Program is designed to support Canada's agriculture and food industry by helping to build long-term international strategies that will help ensure the industry is well-positioned to succeed in key markets, and to respond to increasing consumer demands and global competition.

The CAFI Program matches industry funds dollar for dollar to support activities that enhance and promote Canada's reputation as the world leader in supplying safe, high-quality agriculture, agri-food, beverage, and seafood products that meet the changing demands of world markets.

#### ***Loans for Value-Added Agricultural Processors***

Western Canadian farmers and agricultural processors have long realized that greater growth and profits are possible through "value-added" processing. But, quite often, the main obstacle hampering these businesses and their growth is an inability to access financing. The Agricultural Value-Added Loan Program may provide debt financing for some projects where, until now, equity was the only alternative.

Eligible companies are involved in the processing of primary agricultural products in either food or non-food areas to add further value to the product. Primary products include grains and oil seeds, livestock, agriculture, seafood, specialty and forage crops, fruits and vegetables and livestock products such as milk, eggs and wool.

### **Sources of Financing**

#### ***The Canadian Agriculture and Food International (CAFI) Program***

[http://www.agr.gc.ca/int/cafi-picaa/index\\_e.php?page=intro](http://www.agr.gc.ca/int/cafi-picaa/index_e.php?page=intro)

#### ***Loans for Value-Added Agricultural Processors***

Western Economic  
Diversification Canada  
700 - 601 West Hastings St.  
Vancouver, BC, V6B 5G9  
Toll-free: 1-888-338-9378  
Tel: (604) 666-6256  
Fax: (604) 666-2353  
[http://www.wd.gc.ca/finance/programs/xavaf\\_e.asp](http://www.wd.gc.ca/finance/programs/xavaf_e.asp)

*Funding / Financing continued.*

*Community Futures Development Corporations (CFDC)*

Community Futures Development Corporations provide business loans to assist existing businesses expand, or to help entrepreneurs create new businesses. Loan amounts are up to \$125,000. There over 30 Community Future Development Corporations located throughout rural British Columbia.

*Canada Small Business Financing Program (CSBF)*

The Canada Small Business Financing Program was created to help small businesses reach their potential by making it easier for them to get term business improvement loans to finance the purchase or improvement of fixed assets, for new or expanded operations. Administered under the Canada Small Business Financing Act (CSBFA), the program is a joint initiative between the Government of Canada and private-sector lenders.

*Business Development Bank of Canada (BDC)*

The Business Development Bank of Canada (BDC) is Canada's small business bank. BDC plays a leadership role in delivering timely and relevant financial and management services, with a particular focus on the emerging and exporting sectors of the economy. BDC is dedicated to helping create and develop Canadian small and medium-sized businesses.

*Strategis Web Site - Sources*

Industry Canada's Strategis web site - Sources of Financing, offers an extensive database of financial providers and diversified resources to build your financing knowledge.

*To find the nearest Community Futures Development office in BC, check:*

<http://www.communityfutures.ca/provincial/bc/locations/>

or call

*Canada/BC Business Service Society*

Toll-free: 1-800-667-2272

*Canada Small Business Financing Program (CSBF)*

For further information on the CSBF, contact the Lender of your choice or view the Web Site at:

<http://strategis.ic.gc.ca/csbfa>

*Business Development Bank of Canada*

Main Floor, Bentall Tower 1

505 Burrard Street

Vancouver, BC, V7X 1V3

Toll Free: 1-888-INFO BDC

Tel: (604) 666-7850

Fax: (604) 666-7859

<http://www.bdc.ca>

*Strategis Web Site*

<http://strategis.ic.gc.ca/sources>

## ***How-To / Educational***

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All publications listed in this document are available for reference in the C/BC BSS library.

### **How-To Publications**

#### ***Business Plans Handbook: Volume 3, and 6***

A compilation of actual business plans developed by small business throughout North America, includes Food Processor and Food Manufacturer. Each of these real business plans represents an owner's successful attempt at clarifying the reasons that the business should exist or expand and why a lender should provide funding.

#### ***From Kitchen to Market: Selling Your Gourmet Food Specialty***

From checklists, illustrations, guidelines for action and flowcharts to all the key resources, names and numbers, Stephen Hall has provided the insiders' secrets to building your successful niche in the specialty foods industry. In addition to packaging, labeling, pricing, storage and shipping the guide tells you how to advertise, promote and sell your specialty food.

#### ***Catering Like a Pro: From Planning to Profit***

Complete details and resources for becoming a catering entrepreneur and expanding your catering business. Includes recipes, directories of sources of information and suppliers, advice from experienced caterers and planning and budgeting aids, checklists, charts, menus and menu worksheets, job expense analysis and pricing guides.

#### ***Catering: Start and Run a Money-Making Business***

Based on the knowledge and experience of successful catering service owners, this book gives you the practical advice you need to join their ranks and start making money right away. It is also packed with proven management tools and techniques established caterers use to reduce costs and increase profits. You'll learn to set up a business plan, determine your equipment needs (including computer software), obtain financing and insurance, estimate jobs and set prices for your services, find and keep profitable customers, hire and manage employees, keep costs down and maintain accurate records and minimize risk and ensure long-term success.

### **How-To Publications**

#### ***Business Plans Handbook: Volume 3, and 6***

Publisher: Gale Research  
Vol.3/ISBN: 0-7876-0952-8  
Vol.6/ISBN: 0-7876-2077-7

#### ***From Kitchen to Market: Selling Your Gourmet Food Specialty***

Publisher: Upstart Publishing Company  
ISBN: 1-57410-025-4

#### ***Catering Like a Pro: From Planning to Profit***

Publisher: John Wiley & Sons, Inc.  
ISBN: 0-471-59522-5

#### ***Catering: Start and Run a Money Making Business***

Publisher: TAB Books  
ISBN: 0-07-052272-3



### *How-To / Educational continued*

#### *How to Run a Catering Business from Home*

Everything you need to know about selling your services, hiring help, planning events, and delivering successful parties. This practical guide supplies you with all of the key ingredients you need to transform your catering ambitions into reality.

#### *Start and Run a Profitable Catering Business*

Whether you are already in the food service industry or are looking for a challenging career move, this book is your complete guide to starting a catering business. Includes the following topics: determining if catering is right for you, the different types of catering business options, choosing the right image and staff, planning and organizing events and meals, purchasing supplies and equipment, and helpful kitchen hints.

#### *Start Your Own Catering Business*

If you have a flair for food, now is the time to consider starting your own home-based catering company. Full-service catering businesses are in delicious demand, and Start Your Own Catering Business shows how to wet this appetite, from licensing to kitchen setup, food delivery and presentation

### **Marketing and Promotion**

#### *Buy BC*

Buy BC is a promotional program designed to increase usage of B.C. food and beverage products sold throughout B.C. The focus is to increase consumer awareness and preference for B.C. products by building a B.C. brand identity.

#### *The Complete Idiot's Guide to Marketing Basics*

Discover quick and easy ways to put together a marketing plan, position your product in a competitive marketplace, conduct market research, target a direct marketing campaign, create pricing and distribution strategies and master the art of the successful ad campaign.

#### *Marketing for the Self-Employed*

Marketing puts you in contact with the people who want to buy your products and services. If you can reach these customers effectively, you can ensure the success of your business. Yet many self-employed people never master the art of marketing. You will learn how to do it here from someone who's done it himself. Topics include: effective marketing, tools and tactics and time and money management.

#### *How to Run a Catering Business from Home*

Publisher: John Wiley & Sons, Inc.

ISBN: 0-471-14106-2

#### *Start and Run a Profitable Catering Business*

Publisher: Self-Counsel Press

ISBN: 0-88908-772-5

#### *Start Your Own Catering Business*

Publisher: Prentice Hall

ISBN: 0-13-603309-1

### **Marketing and Promotion**

#### *Buy BC*

BC Agriculture Council  
#102 – 1482 Springfield Road  
Kelowna, BC, V1Y 5V3  
Tel: (250) 763-9790  
Fax: (250) 762-2997  
<http://www.bcac.bc.ca/buybc>

#### *The Complete Idiot's guide to Marketing Basics*

Published By: Alpha Books

ISBN: 0-02-861490-9

#### *Marketing for the Self-Employed*

Publisher: Prima Publishing

ISBN: 0-7615-0592-X

<http://www.primapublishing.com>

*How-To Educational continued****Marketing Masters***

The best ideas, tips and strategies from Canada's savviest marketers; features Profit Magazine's most popular and practical marketing stories, profiles and interviews. These are new and classic stories of marketing genius that offer timeless advice every entrepreneur can learn from and be inspired by

***Smart Marketing on a Small Budget***

A comprehensive guide to marketing small business, covers topics from developing a marketing plan and persuasive marketing communications, to writing and producing effective marketing communications on the computer, to handling face-to-face marketing opportunities. Includes worksheets to accompany each topic, and an index. Part of "SOHO Solutions for Canadians" series.

***12 Simple Steps to a Winning Marketing Plan***

Makes marketing easy to comprehend, a self-contained lesson plan guides both existing and prospective business owners to a clear path for reaching their customers.

***Strategic Marketing for the Digital Age***

As traditional mass marketing models do not hold up in a digital marketing environment, this book offers a new marketing model that uses digital and online technology. Includes information on the marketing applications of computer, digital, and online technologies, the use of digital and online marketing tools such as the internet, smart cards, e-mail, BBS systems, and CD-Roms, the importance of the customer database, and the hardware and software necessary to manage digital marketing

**Training*****Food Technology Diploma, Certificate, Part-time Studies***

The British Columbia Institute of Technology (BCIT) offers the Food Technology Program in a Diploma, Certificate or Part-time Studies format. Curriculum includes courses on microbiology, food technology, food processing, management, quality control, food analysis, process systems for food technology and numerous others.

***Marketing Masters***

Publisher: John Wiley & Sons  
Canada Ltd.  
ISBN: 0-471-64274-6

***Smart Marketing on a Small Budget***

Publisher: McGraw-Hill  
Ryerson  
ISBN: 0-07-560469-8

***12 Steps to a Winning Marketing Plan***

Publisher: Probus Publishing  
ISBN: 1-55738-297-2

***Strategic Marketing for the Digital Age***

Publisher: HarperCollins  
ISBN: 0-00-638637-7

***Training******Food Technology Program***

British Columbia Institute of  
Technology (BCIT)  
Program and Course  
Information  
3700 Willingdon Avenue  
Burnaby, BC, V5G 3H2  
Tel: (604) 434-1610  
<http://www.health.bcit.ca/foodtech/>

*How -To / Educational continued*

***Go2HR - Distance Education***

“The website for people in tourism” this site provides private training to promote the development and delivery of the hospitality/tourism industry.

The site distributes the "Serving it Right -Responsible (alcoholic) Beverage Program" and, "Foodsafe - Basic" by correspondence.

***Foodsafe Basic – Level 1***

Foodsafe is designed to provide a high level of sanitation training for workers in the food industry. Course includes microbiology, food-borne illness, food protection and preparation, transport and storage. Recommended by the Ministry of Health and the BC Hotel & Restaurant Association. A proficiency in English language skills is recommended, as there is a written exam.

***Foodsafe Advanced – Level 2***

Requirement for Level 2 is that Foodsafe – Level 1 has been successfully completed. Includes topics such as: advanced procedures for safe food handling operation, restaurant design and layout, facilities, equipment, Hazardous Analysis Critical Control Points (HACCP), BC Food Premises Regulations, procedures for handling a food-borne illness as well as housekeeping and pest control.

***Food and Beverage Staff Certification***

Dealing with all aspects of management techniques and planning skills required for delivery of quality service: catering food services, coffee shops, room service, dining rooms, banquets. Included are Foodsafe, and Serving-It-Right course certificates.

***National Seafood Sector Council: Training Courses and Services***

The NSSC is a unique partnership, bringing together employers, employees, unions, associations, regulatory agencies and training centres to work toward one common goal: a strong and prosperous seafood processing industry created by a well trained and productive workforce.

The NSSC is a non-profit, industry driven organization. Established in 1995, the NSSC works on behalf of the entire seafood processing industry to provide up-to-date training programs and information services.

***Go2HR - Distance Education***

Tel: (604) 930-9770

Fax: (604) 930-9771

Toll Free: 1-800-665-8883

<http://www.go2hr.ca/Main.aspx>

***Foodsafe Programs***

Foodsafe programs are offered and coordinated by Regional Health Units. For a list of Regional Health Units, check the appendix on page 17.

***Food and Beverage Staff Certification***

Vancouver School Board  
1580 West Broadway Street

Vancouver, BC, V6J 5K8

Tel: (604) 713-4500

Fax: (604) 713-4536

<http://www.vsb-adult-ed.com/>

***National Seafood Sector Council: Training Courses and Services***

130 Albert Street, Suite 910

Ottawa, ON, K1P 5G4

Tel: (613) 782-2391

Fax: (613) 782-2386

[http://www.nssc.ca/eng\\_products.cfm](http://www.nssc.ca/eng_products.cfm)

## Contacts / Directories

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### Business Associations

#### *British Columbia Restaurant and Food Services Association*

The Association is a representative body of restaurants, food service retailers, suppliers and educators. The Association enhances the image and integrity of the industry through positive communication, education and the promotion of operating standards that encourage excellence.

#### *Canadian Restaurant and Food Services Association*

The mission of the Canadian Restaurant and Food Services Association (CFRA) is to create a favorable business environment and deliver tangible value to its members in all sectors of Canada's food service industry.

#### *Food and Consumer Products Manufacturers of Canada (FCPMC)*

The Food and Consumer Products Manufacturers of Canada is committed to improving the competitiveness of the Canadian packaged goods industry. As the leading industry representative, the organization develops and advocates responsible positions on key industry issues.

#### *National Seafood Sector Council (NSSC)*

The NSSC is a unique partnership, bringing together employers, employees, unions, associations, regulatory agencies and training centres to work toward one common goal: a strong and prosperous seafood processing industry created by a well trained and productive workforce. The NSSC is a non-profit, industry driven organization. Established in 1995, the NSSC works on behalf of the entire seafood processing industry to provide up-to-date training programs and information services.

### **Business Associations**

#### *British Columbia Restaurant & Food Service Association*

140 – 475 West Georgia St.  
Vancouver, BC, V6B 4M9  
Toll Free: 1-800-663-4482  
Tel: (604) 669-2239  
Fax: (604) 669-6175  
<http://www.bcrfa.com>

#### *Canadian Restaurant and Food Services Association*

316 Bloor Street West  
Toronto, ONT, M5S 1W5  
Toll Free: 1-800-387-5649  
Tel: (416) 923-8416  
Fax: (416) 923-1450  
<http://www.crfa.ca>

#### *Food & Consumer Products Manufacturers of Canada*

301 - 885 Don Mills Road  
Don Mills, ONT, M3C 1V9  
Tel: (416) 510-8024  
Fax: (416) 510-8043  
<http://www.fcPMC.com>

#### *National Seafood Sector Council*

130 Albert Street, Suite 910  
Ottawa, ON, K1P 5G4  
Tel: (613) 782-2391  
Fax: (613) 782-2386  
<http://www.nssc.ca>

*Contacts / Directories continued*

## **Government Services**

### *Industry Competitiveness Branch – Ministry of Agriculture, Food & Fisheries*

As one of the core business areas, the Industry Competitiveness Branch has the following:

**Mission:** To provide the business climate for a competitive market-responsive agri-food and fisheries sector, and safeguard the quality of British Columbia's agri-food products for consumers.

**Goal:** An agriculture, fisheries, aquaculture and food sector that is competitive in a global economy and provides economic benefit and stability to British Columbia's rural and coastal communities.

### *AAFC Online: Agriculture and Agri-Food Canada Web Site*

Agriculture and Agri-Food Canada provides information, research and technology, and policies and programs to achieve security of the food system, health of the environment and innovation for growth. Using this website, you can get information about agricultural news, policies, regulations, federal agri-food programs, trade, commodity prices, agri-science and technology, officials and much more.

### *Agri-Food Trade Services*

The Agri-Food Trade Service (ATS) improves government services to the British Columbia agri-food industry by providing a "single window" for service. Within the centre, marketing and trade officers assist agri-food companies to increase their exports by providing market intelligence and information by country and product, export training and counseling, and news about promotional events and shows.

### *Food Bureau – Agriculture and Agri-food Canada*

The Food Bureau, in partnership in with industry and government, is the primary centre of knowledge of the food industry within Agriculture and Agri-food Canada. The food bureau assists industry to increase its ability to meet domestic and international market demands and to encourage and to attract investment.

## **Government Services**

### *Industry Competitiveness – Ministry of Agriculture, Food & Fisheries*

808 Douglas Street  
Victoria, BC, V8W 2Z7  
Tel: (250) 387-5121  
<http://www.agf.gov.bc.ca/indcomp/index.htm>

### *AAFC Online: Agriculture & Agri-Food Canada Web Site*

<http://www.agr.gc.ca>

### *Agri-Food Trade Services*

Suite 420 – 4321 Still Creak Dr.  
Burnaby, BC, V5S 6S7  
Tel: (604) 666-6344  
Fax: (604) 666-7235  
e-mail: [atsbc@agr.gc.ca](mailto:atsbc@agr.gc.ca)  
<http://ats.agr.ca/region/home-e.htm>

### *Food Bureau – Agriculture and Agri-food Canada*

<http://www.agr.ca/food/>

## Directories

### *Food in Canada: Buyers' Guide Online Directory*

This directory operates as a comprehensive resource incorporating the most current information on ingredients, additives, processing equipment, packaging materials as well as industrial supplies and services.

### *North American Food Processing Directory*

Alphabetical Listing and Corporate Profile of US Companies, Canadian Companies, Mexican Companies, International & Pacific Rim Companies in the Food Processing industry. Includes: processors & suppliers of ingredients & raw materials, processors & manufacturers of retail and foodservice products, suppliers of machinery & equipment for food processing, packaging and plant operations and suppliers of services & supplies (non-ingredient) for food processing.

### *Directory of Restaurants and Fast Food Chains in Canada*

A listing of restaurant and fast food chains in Canada, including; company profiles, annual sales volumes, details of projected chain openings, closings and remodelings. Organized by alphabetical listing and indexed by location, including number of outlets by sign name, provincial locations by sign name and store location addresses.

### *AgriWeb Canada*

AgriWeb Canada is a national directory of Canadian agriculture and agri-food information resources available via the Internet and other electronic means. AgriWeb is produced by a team of librarians and information professionals. It aims to be a user-friendly tool, and the team actively searches for new resources and monitors those already listed. Suggestions for additions of resources are also welcome, and the site includes a facility for sending them in.

Users can search AgriWeb Canada for resources by: keyword; subject; geographic region; combination of subject and geographic region; or by type of organization. They can also browse the complete list of resources, which is in alphabetical order.

## **Directories**

### *Food in Canada: Buyers Guide Online Directory*

Rogers Media  
One Mount Pleasant Rd., 7th  
Floor, Toronto, Ontario, Canada  
M4Y 2Y5  
<http://www.bizlink.com/food.htm>

### *North American Food Processing Directory*

Publisher: International Press  
Publications  
ISBN: 0-969-27790-0-3

### *Directory of Restaurants and Fast Food Chains in Canada*

Publisher: Rogers Publishing  
Limited  
<http://www.mondayreport.ca>

### *AgriWeb Canada*

[http://www.agr.gc.ca/agriweb/index\\_e.cfm](http://www.agr.gc.ca/agriweb/index_e.cfm)



*Contacts / Directories continued*

## **Magazines**

### *Food in Canada*

A publication for middle and upper management of Canada's largest secondary activity: food and beverage processing. Articles range from stories on new processing operations to reports on the latest developments in the processing systems, packaging, handling and industry/government activity. Includes an annual Buyers' Guide.

### *Foodservice and Hospitality*

Foodservice and Hospitality's objective is to provide operators with the tools they need to compete more effectively and to grow their businesses successfully. All segments of commercial and non-commercial operations are featured including people, companies, markets and manpower. Special coverage includes: Franchising, HostEx Report, Buyer's Guide, Top 100 and Market Report.

### *Canadian Grocer*

Canadian Grocer is edited specifically for the food distribution industry in Canada, it includes articles and statistical data of particular value to head office executives and specialists, as well as retail store operations personnel. Keeps up with the latest trends and news in food retailing, and provides exclusive food industry research and analysis. Annual directories are: Food Brokers issue, Market Survey and Survey of Chains and Groups.

### *Grocer Today*

Grocer Today is targeted to Western Canadian food retailers, all retail head office personnel, manufacturers and brokers. Each issue aims to keep Western Canada's food industry up-to-date on the current events and trends in the food industry.

### *Progressive Grocer*

Progressive Grocer contains original research and analysis of industry data: special product category reports; tracking of trade and consumer trends; human interest features; retailer and wholesaler case histories; and review and commentary on development in products, commerce and government as they affect the supermarket trade.

## **Magazines**

### *Food in Canada*

Publisher: Rogers Media

ISSN: 0015-6442

<http://www.bizlink.com/food.htm>

### *Foodservice and Hospitality*

Publisher: Kostuch Publications Ltd.

ISSN: 0007-8972

<http://www.foodserviceworld.com>

### *Canadian Grocer*

Publisher: Rogers Media

<http://www.bizlink.com/cangrocer.htm>

### *Grocer Today*

Publisher: Canada Wide Magazines & Communications Inc.

### *Progressive Grocer*

Publisher: Progressive Grocer

<http://www.progressivegrocer.com>

*Contacts / Directories continued*

## **Tradeshows and Conferences**

### *Canada / BC Business Service Society – Tradeshow Directory*

The Canada / BC Business Service Society compiles a listing of tradeshows into a directory that can either be searched on the web site, or downloaded in its entirety from:

<http://smallbusinessbc.ca/search/events.php>

### *Tradeshow Week*

As the tradeshow industry's premiere source of coverage and information, Tradeshow Week delivers timely, insightful market intelligence. With an award-winning editorial staff and over 30 years of publishing experience, the entire industry turns to Tradeshow Week as the resource for accurate data and analysis

## **Market Data / Statistics**

### **Sales Forecasting**

Sales forecasting is the process of organizing and analyzing information in a way that makes it possible to estimate what your sales will be. For more information on sales forecasting, visit the Canada/BC Business Service Society's web site at:

<http://www.smallbusinessbc.ca/workshop/salefore.php>

### **Source of Market Data**

#### *British Columbia Small Business Profiles*

Small Business Profiles exist for a range of businesses. Profiles include averages of financial statements from sample businesses, including selected expense items, profitable vs. non-profitable, balance sheet and financial ratios.

### **Tradeshows and Conferences**

*Canada / BC Business Service Society – Tradeshow Directory*  
<http://smallbusinessbc.ca/search/events.php>

*Tradeshow Week*  
<http://www.tradeshowweek.com>

### **Sources of Market Data**

*British Columbia Small Business Profiles*  
 C/BC BSC Stats Consultant  
 Tel: (604) 775-5699  
 or Stats BC  
 Tel: (250) 387-0327  
<http://www.bcstats.gov.bc.ca>



*The Canadian Food and Beverage Processing Sector: An Overview of Opportunities and Challenges at the Turn of the Century*

The Food Bureau, on behalf of the Market and Industry Services Branch (MISB), carried out this analysis of the food and beverage processing sector to enhance the understanding of today's processing sector and to develop a better comprehension of its major trends, opportunities and challenges to the year 2000. Further, to provide a basis for increased discussion among food processing sector stakeholders and other partners in the agri-food chain, and establish a basis for the development of a MISB action plan to better assist the food and beverage processing sector.

*The Food Marketing and Distribution Sector in Canada*

The food marketing and distribution sector in Canada is the first link in the demand chain and the final connection in the agri-food supply network that draws and provides food products from the farm to the consumer's plate. This large and complex sector includes supermarkets, grocery stores, restaurants and fast food operations, as well as wholesalers, distributors and brokers which link retail outlets and food processors and agricultural producers.

*Food Bureau – Sub-sector Profiles*

These short profiles highlight different processing sectors within the Canadian economy including: Bread and Bakery Industry, Confectionery Industry, Dairy Processing Industry, Poultry Processing Industry and more

*Strategis: Agriculture Industry Fact Sheets*

Industry Overview reports are analyses of Canadian industry trends in production, investment, research and development, employment and trade. Where possible, and in those cases where similar U.S. data exists, a comparative U.S. analysis has also been provided.

*The Canadian Food and Beverage Processing Sector: An Overview of Opportunities and Challenges at the Turn of the Century*

Food Bureau  
Market and Industry Services Branch  
Agriculture and Agri-Food Canada  
[http://www.agr.gc.ca/food/industryinfo/processing/sector/titlepage\\_e.html](http://www.agr.gc.ca/food/industryinfo/processing/sector/titlepage_e.html)

*The Food Marketing and Distribution Sector in Canada*

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*Food Bureau – Sub-sector Profiles*

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[http://www.agr.gc.ca/food/profiles/profiles\\_e.html](http://www.agr.gc.ca/food/profiles/profiles_e.html)

*Strategis: Agriculture Industry Fact Sheets*

[http://ats-sea.agr.ca/supply/factsheet\\_e.htm](http://ats-sea.agr.ca/supply/factsheet_e.htm)

## Appendix

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### Regional Health Units

Burnaby ----- Burnaby Health Department (604) 294-7390  
Castlegar ----- Central Kootenay Health Unit (250) 365-4300  
Chilliwack ----- Upper Fraser Valley Health Unit (604) 795-8200  
Coquitlam ----- Simon Fraser Health Unit (604) 927-2000  
Courtenay ----- Upper Island Health Unit (250) 336-3202  
Cranbrook ----- East Kootenay Health Unit (250) 426-1455  
Dawson Creek Peace River Health Unit (250) 784-2400  
Gibsons ----- Coast Garibaldi Health Unit (250) 886-5600  
Kamloops ----- South Central Health Unit (250) 828-4411  
Kelowna ----- South Okanagan Health Unit (250) 868-7700  
Nanaimo ----- Central Vancouver Island (250) 755-6200  
New West ----- New West. Health Department (604) 527-4406  
North Van. ----- N. Shore Health Department (604) 983-6700  
Prince George - Northern Interior Health Unit (250) 565-7390  
Richmond ----- Richmond Health Department (604) 736-2866  
Surrey ----- Boundary Health Unit (604) 572-2600  
Terrace ----- Skeena Health Unit (250) 638-3474  
Vancouver ----- Vancouver Health Department (604) 736-2866  
Vernon ----- North Okanagan Health Unit (250) 549-5700  
Victoria ----- Capitol Regional District (250) 360-3118  
Williams Lake Cariboo Health Unit (250) 398-4600

