

**Food** centre  
Saskatchewan Food Industry  
Development Centre Inc.



*Helping agri-businesses bring innovations to market.*

**ANNUAL REPORT**  
**2015**



*Food* centre **Saskatchewan Food Industry  
Development Centre Inc.**

**VISION**

To provide expertise and services enabling our agri-food industry to develop new products and market opportunities through innovative processing technologies and training.

**MISSION**

The leader in advancing Saskatchewan's agri-food industry.

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This will be a very eventful and exciting year for the Saskatchewan Food Industry Development Centre (Food Centre). After much preparatory work and careful planning, construction has begun on a new 40,000 square foot multi-purpose Agri-Food Innovation Centre (AFIC). With the generous support of all three levels of government; provincial, federal and municipal, we are only a few short months away from celebrating the start of a new era in our new home.

The new AFIC will be located in Saskatoon's southwest industrial area on Schuyler Street and house most of the Food Centre's current services. It will offer expanded opportunity in extrusion, product development and for the exploration of new processing technologies. The new AFIC will also incorporate the potential for new venture food production in customized incubation suites. Of course, high quality product development research, specialized training and market development services will continue to be a major part of the Food Centre's initiatives.

As you can imagine, the work associated with establishing the new facility has been extensive and has placed an extraordinary demand on our management team. Even so, during this past year, the Food Centre has experienced great success and unprecedented growth. All of the Food Centre's lines of business, from production to training, have been very busy and have responded to an increase in demand for services. Our highly capable Food Centre staff continue to demonstrate their commitment to the industry through their hard work, dedication and enthusiasm. Under the guidance of the President, Dan Prefontaine, we are very proud of the contribution that the Food Centre makes to Saskatchewan's food industry entrepreneurs and food processing companies. Their work makes a difference to the Saskatchewan economy.

Thank you very much to the Food Centre Board of Directors who regularly donate time, expertise and thoughtful direction to guide the future of the Centre. A special thanks to Brian Sim for his significant contribution to the Facilities Committee and to Carl Flis for his work on the Fund Development Committee.

The Board of Directors are proud to highlight the accomplishments of the Food Centre in this 2015 Annual Report.



## MURIEL GARVEN

### chairman's message



**DAN PREFONTAINE**

## president's message



Our industry and the Food Centre are built on the entrepreneurial vision and inventiveness of the people within Saskatchewan. Over the last several years, the agri-food industry has grown at an exceptional pace. New and innovative food concepts utilizing Saskatchewan's agricultural inputs are emerging in the global marketplace. Clients are thinking out of the box and the Food Centre is there to provide a suite of diverse services to take them to the next level.

Year 2015 was a period of many changes, opportunities and growth for our organization. The generous investment from federal and provincial governments for our new Agri-Food Innovation Centre (AFIC) was a huge highlight. Excitement was certainly in the air at the funding announcement held in February at the Saskatoon Farmers' Market. I would like to thank the many Food Centre clients that came to support this announcement and for supplying samples of their products.

In addition, a special thank you to Saskatchewan Pulse Growers for their \$750,000 donation towards the new AFIC. Their generous support will provide more capacity and resources for the Food Centre to work directly with food and ingredient companies in the application of pulses into a variety of food products.

Over the past year, the Food Centre and its clientele have explored new and innovative products, produced with locally grown crops. We are pleased to assist these companies, and many others, on their road to success. Flax to Go wellness bar and extruded egg protein snack, to name a few, were launched in the marketplace. Approximately 68 clients utilized one or more services from the Food Centre in 2015. We have also seen a strong presence of producer organizations explore ingredient applications in order to promote their commodity at special events. The Food Centre is privileged to be part of the success stories of numerous entrepreneurs in the agri-food sector who are leading the way in the global marketplace with innovative Saskatchewan made food and ingredients.

Our reputation in the food industry remains strong, largely due to our unique partnerships and excellent relationships with our agriculture community and the commitment from the Food Centre staff and Board of Directors. As we embark on a new journey with the Agri-Food Innovation Centre, we are looking forward to working with our many clients in creating many more success stories.

A handwritten signature in black ink, appearing to read 'Dan Prefontaine', written over a light grey background.



# 2015

## HIGHLIGHTS

**JANUARY** Food Centre hosted 50 fruit growers for a tour

**FEBRUARY** Funding announcement for new Agri-Food Innovation Centre (AFIC); Client, OATDEAL The Healthy Choice secured listing with Federated Co-op

**MARCH** Client, Mama's Best secured listing with T&T Supermarket

**APRIL** Food Centre was part of Agriculture in the City event; Welcomed over 150 students in extrusion demo

**MAY** Launch of new redesigned website

**JUNE** Food Centre receives Natural Health Products License

**JULY** Hosted several international delegate tours

**AUGUST** Launch of "Create Your Own Food Safety Consultant" program

**SEPTEMBER** Client, Flax to Go, by Kelli's Original Flax Bar Co. is launched to the marketplace

**OCTOBER** SaskPulse donated \$750,000 to AFIC development; Federal facility receives CFIA approval to process cheese and yogurt

**NOVEMBER** GFSI and HACCP webinar

**DECEMBER** Client, The Local Bar, by Olauson Food Products featured on Global TV

## FIRST STOP FOR FOOD AND INGREDIENT INNOVATIONS

Simply put, the Saskatchewan Food Industry Development Centre (Food Centre) turns innovative ideas to marketable food products. And we are great at it. Since inception, the Food Centre has assisted over 260 clients in developing and processing over 700 products where 50% have made it to the marketplace. Our clients are diverse in size and from around the globe, accessing different expertise and services from the Food Centre.

We like to boast that when clients come to the Food Centre with an idea, they can leave with a packaged product ready for the marketplace. Our services are everything in between; ensuring that your new food product tastes great and meets all the regulations in the food industry.

Year 2015 was a busy one with our funding announcement for the new Agri-Food Innovation Centre (AFIC), numerous workshops and seminars, client meetings, and tours. Our redesigned website has been a good source in attracting new clients and promoting our programs and services. We have seen an increase in inquiries through the site with many "prospective clients" seeking assistance with new food concepts. In addition, the Food Centre's periodic eNews Bulletin to the 350 plus subscribers are keeping the industry informed on news, events, and training opportunities.

In 2015, we provided assistance to 68 clients in food development, processing and extrusion. These clients represent various sectors in the industry from fruit, meat, to pulse and dairy.

## OUR EXPERTISE

- product development
- interim processing
- extrusion
- pulse innovation
- ingredient application
- process development
- product testing
- path finding
- skills development
- food industry training
- online training
- nutrition labelling
- label review
- packaging
- ingredient sourcing
- and more!!

*The Food Centre fields many inquiries through telephone consultations, emails and meetings on a daily basis ranging from minutes to several hours depending on the request. In 2015, the staff fielded an estimated 3,700 inquiries and consultations. Sectors such as meat, snacks and functional foods were top sectors seeking information and assistance. The top 4 service requests involved technical assistance, product development, extrusion and processing.* >>

# FUNDING ANNOUNCEMENT FOR NEW AGRI-FOOD INNOVATION CENTRE

The wheels were set in motion back in 2014 with commitment from provincial and federal governments towards the new Agri-Food Innovation Centre (AFIC) for expansion of Saskatchewan's food and ingredient processing sector. In February 2015, the Food Centre hosted a media event to officially announce this support at the Saskatoon Farmers' Market. Food Centre clients were on hand to showcase and sample their products to attendees.

The total cost of the AFIC project, estimated to be just under \$16 million, is funded by different levels of government and industry. Growing Forward 2, a federal-provincial-territorial initiative will provide \$9 million, Western Economic Diversification of Canada will provide \$4.3 million and the remaining funds will come from industry investment into the new Agri-Food Innovation Centre. In October, the Food Centre was pleased to welcome a \$750,000 donation from Saskatchewan Pulse Growers.

An existing building in Saskatoon's southwest industrial area has been secured for the new AFIC. Renovations are underway to construct and equip this new facility with new technologies to support the Food Centre's leadership role in advancing Saskatchewan's agri-food industry. Innovation suites, emphasis on commercial incubation for pulse and cereal processing, new mini pilot plant for product and process development, new commercial kitchen for incidental SME's are just some of the activities you will expect to see at AFIC. The objective is to drive commercialization of new agricultural products for both food and non food usage and increase global demand for local products.

2016 will be an exciting year as construction and renovations near the final stages and the Food Centre will soon be operating out of the new and expanded location.



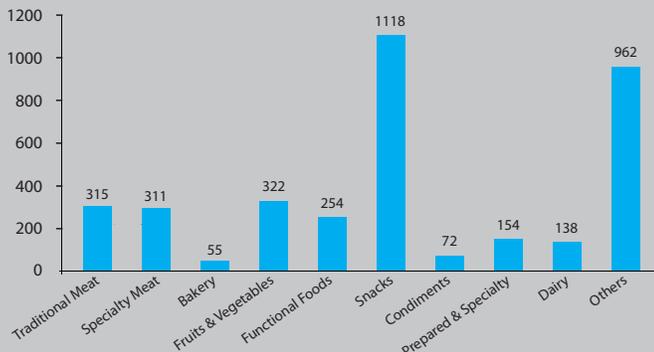
L-R: Paul Rogers, President of SFIPA; Gerry Ritz, Minister of Agriculture and Agri-Food Canada; Muriel Garven, Food Centre Chairman; Lynne Yelich, Minister of State for Foreign Affairs and Consular, on behalf of Michelle Rempel, Minister of State for Western Economic Diversification; Lyle Stewart, Saskatchewan Minister of Agriculture; Dan Prefontaine, Food Centre President



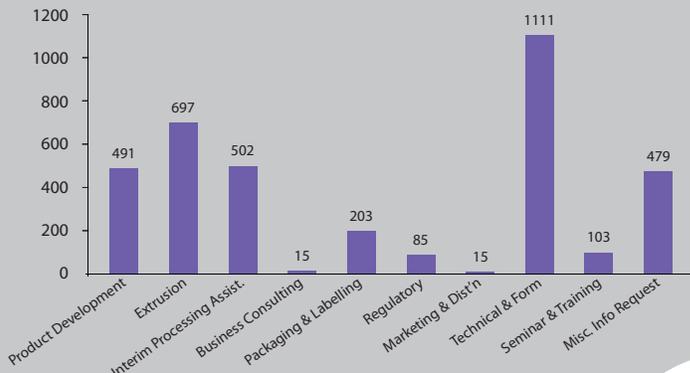
Food Centre clients displayed and sampled products at the event. L-R: Kickers Foods, Herschel Hills Artisan Cheese, and OATDEAL The Healthy Choice



Consultations and Activities by Sector



Consultations and Activities by Service



## HEALTH AND WELLNESS SHAPES FOOD DEVELOPMENT

Health and wellness continue to be a driving factor in new food development in 2015 spurring new products with “clean label”, high fibre and heart health attributes.

Many new food products developed in 2015 include pulses, grains, and oilseeds from Saskatchewan’s agriculture. We are seeing an interest in super grains such as quinoa and chia in value added products as well.

In 2015, the Food Centre worked with approximately 32 clients in food development, research and analytical, and ingredient applications. The Development Team completed development of 31 products for entrepreneurs and multi-national companies. Twelve were launched into the marketplace by clients, nine were used for promotional purposes, eleven were presented to the client and several are waiting for scale up production for 2016.

The Food Centre assisted several companies to access the Ministry of Agriculture’s Saskatchewan Agri-Value Initiative (SAVI) Program. This has been a great program for companies, start up to medium sized, to access financial support for various activities in launching new and innovative food products.

Promotion of Saskatchewan commodities is important to the Food Centre. In 2015, we had the pleasure of working with many organizations in developing prototypes and formulations to promote Saskatchewan’s diverse agriculture.

Canadian Lamb Producers Cooperative  
Sask. Mustard Development Commission  
Sask. Trade & Export Partnership  
Sask. Egg Producers

The innovation and entrepreneurialism in Saskatchewan is growing year after year. 2016 will see the launch of several pulse related snacks.

*With the help of SAVI funding, Kelli’s Original Flax Bar Company was able to receive financial support for development, processing, and packaging of its Flax to Go premium wellness bar.*

## NEW PRODUCT HIGHLIGHT



### **Kelli’s Original Flax Bar Company - Flax to Go**

*An incredibly nutritious crop, flax’s omega-3 fatty acids, fibre and other nutritional benefits have made flaxseed a popular food ingredient for people of all ages. Kelli’s Original Flax Bar Company of Saskatoon, SK knows just how to capitalize on the nutritional aspects of flax. They launched a healthy and delicious “Flax to Go” premium wellness bar to the marketplace in 2015. The bar contains over 50% of the daily amount of ground whole flaxseed shown to help lower cholesterol, is gluten-free and high in fibre. Kelli Skwark, owner, is confident the product’s nutritional and taste component will appeal to all consumers, especially those interested in making healthier food choices for their family.*

*Flax to Go is currently sold in Saskatoon, SK at Dad’s Organic Market, Michael’s Independent Grocer (on 51st Street), SaskMade Marketplace, Sangsters Organic Market and several fitness centres.*





## PROCESSING AND INCUBATION FOR MARKET ACCESS AND EXPANSION

The Food Centre offers processing and incubation services to the food industry. Many entrepreneurs are just starting out; therefore it is not feasible to invest in equipment or build their own processing facility, especially if the product hasn't proven itself in the marketplace.

The Food Centre is uniquely set up to process a variety of food products from meats, snacks to jams and jellies. For a daily rental fee, food processors can use our federal facility to process a small batch for test marketing or larger run for commercial distribution. Our numerous certifications such as Organic, HACCP, FDA, HALAL, NHP, and CFIA inspection, provide clients with new export and market opportunities.

Twenty-eight clients utilized the federal facility for interim processing and packaging in 2015. Clients ranged from a handful of startups to mostly small and mid-sized companies. Products in production include: cherry products, Filipino meats, fruit honey, bars, boneless dry ribs, jerky, lentil snacks, chickpea snacks, specialty meats, haskap products, and more.

Our incubation services will expand once the new Agri-Food Innovation Centre is operational. Some processes will be moved over to the new facility, making room for more production time in the current federal facility.

Many new equipment has been purchased for the new Agri-Food Innovation Centre to increase capacity in the development of new food products, ingredients, byproduct utilization, and expand research into novel and healthy foods. New equipment purchases will help increase drying capacity, emphasis on fruit and vegetable processing and packaging, fermentation and increase dairy manufacturing capabilities.

**Kickers Foods Inc.** launched their seasoned boneless dry pork ribs to a very receptive Saskatchewan market back in 2014. Since then, Kelly Crozier, owner of Kickers is pleased with the success of his products and plans to expand to Manitoba and Alberta. Kickers products are unique to other dry ribs in the marketplace. "We start with 95% to 100% lean meat. Consumers normally get ribs which have a lot of fat, gristle and are heavily breaded," said Kelly.

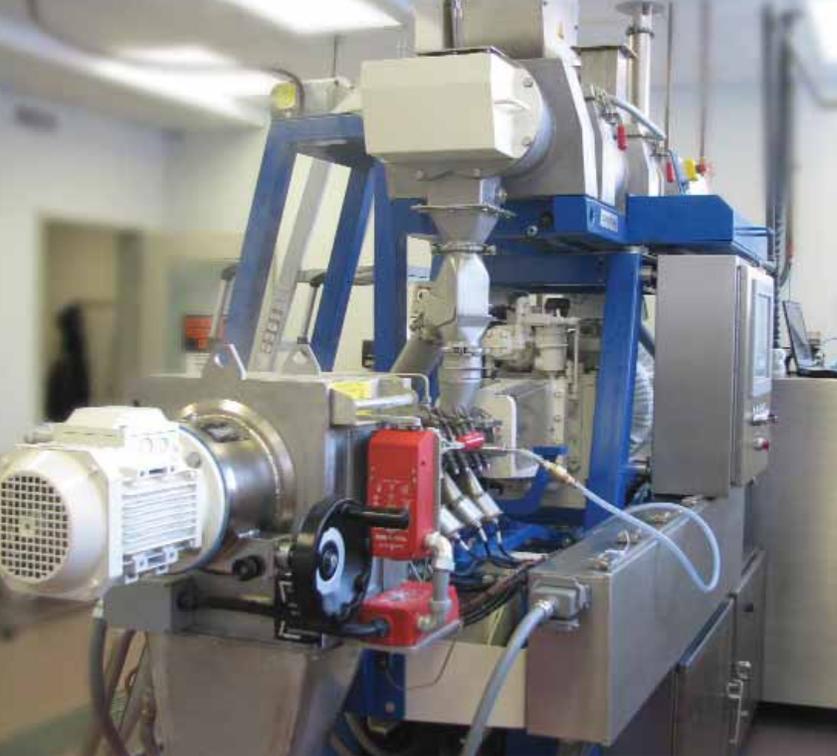
Kickers offer several flavours: Lemon Pepper, Buffalo, Honey Garlic, Hot Honey Garlic, and Garlic Crush.



*Pictured in this page: Production of Kickers Foods' seasoned dry ribs at the Food Centre - from cooking, seasoning and packaging to the finished product in retail stores.*

Kickers Ribs are currently sold across Saskatchewan in Sobeys and Independent Grocery Stores.

The Food Centre initially worked with Kickers Foods to finetune their formulation and process. Now, established and doing extremely well in the marketplace, Kickers Foods utilizes the Food Centre's federal facility for incubation processing and to expand their markets.



## EXTRUSION HIGHLIGHTS SASKATCHEWAN CROPS

The Food Centre is achieving a respectable reputation for R&D and test marketing of value added food and non food products using extrusion. In 2015, the Food Centre provided extrusion services to 21 clients in R&D, manufacturing and consulting. These clients are from all over the world ranging from medium enterprises to large multinational companies developing new food products and testing ingredients. Eight clients were internationally based, seven in Canada and six operating in Saskatchewan. An estimated 70 prototypes were in development; with several prototypes accepted by clients.

Projects involved pet food, puffs, cracker chips, protein fibrillation, snacks, cereals, imitation rice and ingredient applications.



The Extrusion Department was successful in developing a market ready product using `cricket` flour for an international client and a puffed egg protein snack for a local business.

The Food Centre developed 3 different types of cereals for the University of Saskatchewan Culinary Services that was test marketed the summer of 2015. The objective was to promote Saskatchewan, the University and Food Centre from breeding of crops, Saskatchewan grown ingredients and processing in Saskatchewan.



The Food Centre has been successful with several industry collaborations this year. Our continued relationship with Clextrol Inc. to provide technical services and post extrusion development in the area of High Moisture Extrusion Cooking (HMEC) products has brought in several multinational clients.

Top: Food Centre's twin screw extruder  
Middle: snacks and breakfast cereals using different pulses and cereal crops  
Bottom: HMEC "chicken" nuggets

A 2 Day Extrusion Workshop was hosted in December in collaboration with Global Institute for Food Security. Over 27 registrants learned about extrusion and its potential in manufacturing foods to utilizing crops grown in Saskatchewan.



**X-110** is an egg protein snack by Evova Foods Inc. of Saskatoon, Saskatchewan, a for profit subsidiary of Saskatchewan Egg Producers. Their extruded snack products contain 10 grams of protein, only 110 calories, hence the name X-110. The snacks are also gluten free, dairy free, cholesterol free, no artificial flavor and colours. Each 28 gram bag contains 30% daily value of protein and come in three flavours, Lemon Pepper, BBQ and Mediterranean Omelette. These gems are sold at the University of Saskatchewan cafeterias.

*This product is a result of three departments from the Food Centre working together to bring an innovative idea to market. The Extrusion team worked on developing and processing the extruded egg protein snack. Many Saskatchewan grown ingredients were utilized including lentil flour, pea flour and fibre, and canola oil. Once the base snacks were created, seasoning mix was developed by our PD team to truly enhance the snack. Our federal facility took the finished product and packaged it in a professional preprinted foil bag. These products are ready for retail!*



## FLEXIBLE FOOD SAFETY & SKILLS TRAINING FOR THE INDUSTRY

Access to local and/or global markets is the goal of most food processors and producers; however in order to do so, companies need to understand and implement food safety regulations and labelling requirements. Saskatchewan's food industry is situated all over the province and often times, there is an access barrier for processors in the rural communities.

The Food Centre has put in place various training options for agribusiness to choose from to best suit their operational needs and location.

**Seminars and workshops** -- We offer training at the Food Centre or at company's own facility.

**Customized training** -- Our "Create Your Own Consultant" enables processors to choose what they need specific to their operations.

**Onsite training** -- If a company employs many staff or they are located far from Saskatoon, it's difficult to provide up to date training to employees. We understand. That's why the Food Centre's Skills Training team can come to you.

**Online training at [www.foodindustrytraining.ca](http://www.foodindustrytraining.ca)** -- Train anytime, anywhere on the internet.

## ONLINE TRAINING

We continue to see the need for on-line training, especially with busy lifestyles and it's rural reach. The Food Centre's online training has provided flexibility for food manufacturers to have employees upgrade skills without time away from work.

[www.GMPsOnline.ca](http://www.GMPsOnline.ca)  
Good Manufacturing Practices

[www.HACCPonline.ca](http://www.HACCPonline.ca)  
Hazard Analysis and Critical Control Points

The HACCP online received International HACCP Alliance accreditation in 2015 and continues to see an average of 40 to 50 new students on an annual basis. In 2015, there were 71 new registrants and 61 graduates; with majority of students from Saskatchewan, Ontario and British Columbia.

## SEMINARS & WORKSHOPS

New regulations, technologies, unique products and changing consumer lifestyles make it extremely difficult to enter the food industry. The Food Centre delivers skills development workshops that are specific, convenient, affordable and immediately relevant to the agri-food sector. In 2015, several workshops were offered that not only targeted food safety but also new technologies and market opportunities.

- 2 Day HACCP Workshop*
- Vegetable Fermentation Seminar*
- Internal Auditor Training*
- Crisis Management Webinar*
- Extrusion Workshop*
- GFSI and HACCP Webinar*
- CanadaGAP Workshop & Info Sessions*



## PARTNERSHIPS & FUNDING SUPPORT

The Food Centre was founded on a partnership arrangement with Saskatchewan Ministry of Agriculture, University of Saskatchewan and the Saskatchewan Food and Ingredient Processors Association. This partnership provides resources targeted at growing and diversifying Saskatchewan's food processing industry.



### SASKATCHEWAN MINISTRY OF AGRICULTURE

The Ministry of Agriculture offers valuable support to the Saskatchewan food industry. Their experienced staff is available to assist the agriculture industry through its service offerings such as business expertise and leadership, research, funding, etc. The branches in Ministry of Agriculture are committed to enhancing the development of a vibrant agricultural industry.



### UNIVERSITY OF SASKATCHEWAN

The Food Centre works closely with the research scientists at University of Saskatchewan's College of Agriculture and Bioresources. The College links processors to the latest technology and research information. The numerous departments assist the Food Centre in the expansion and diversification of the food industry.



### SASKATCHEWAN FOOD AND INGREDIENT PROCESSORS ASSOCIATION

The Saskatchewan Food and Ingredient Processors Association (SFIPA) is an industry association that represents and serves as a spokes group for the collective interests of our food and ingredient sector provincially, nationally and internationally. They provide special programming, market awareness, pathfinding, and collaboration to grow and increase the competitiveness of food and ingredient sector.

The Food Centre also relies on relationships with external organizations such as POS Bio-Sciences, CIGI, Clextal Inc., STEP, GFSI, funding agencies, industry associations and suppliers to be able to develop strategic programming and services to strengthen the value added sector. We appreciate these and other partnerships tremendously. The knowledge and expertise that these collaborations bring to the table help accelerate Saskatchewan made products to market.

### NEW FUNDING SUPPORT

In February 2015, the Food Centre officially announced the funding for the new Agri-Food Innovation Centre. This investment, approved in 2014, will mean enhanced capabilities and new technologies to help Saskatchewan producers and processors bridge the gap from development to commercialization and introduce higher value-added agricultural products into the market.

The Food Centre also receives financial support from several agencies to run short term special projects that target specific challenges and opportunities in the industry. In 2015, several projects involved assisting processors overcome technical challenges and ingredient modification for innovative food development. Thank you to National Research Council's

Industrial Research Assistance Program, Agriculture Development Fund and Saskatchewan Ministry of Agriculture for their support.

### PAST FUNDING SUPPORT

The Food Centre would like to acknowledge past funding programs and agencies who have supported our initiatives in advancing agriculture.

Advancing Canadian Agriculture and Agri-Food Saskatchewan and Canadian Agriculture Adaptation Program (both administered by Agriculture Council of Saskatchewan)

Our initial strategic funding and support was provided by Agri-Food Innovation Fund (AFIF) and Saskatchewan Industry and Resources.



## FOOD CENTRE STAFF

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Vice President, Innovation and Technology

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## BOARD OF DIRECTORS

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Garven & Associates Management Consultants

Phyllis Shand -- University of Saskatchewan

Brian Sim -- Agri-Business Consultant

Paul Rogers -- Saskatchewan Food and Ingredient  
Processors Association

Carl Flis -- LC Global Services

Andrew Rathwell -- Local & Fresh

Rick Green -- POS Bio-Sciences

Paul Johnson -- Saskatchewan Ministry of Agriculture

Jennifer Evancio -- Best Cooking Pulses

Jason Skotheim -- Horizon Pet Nutrition

Jay Robinson -- MPT Mustard Products & Technologies Inc.

Harry Meyers -- Saskatchewan Seed Potato Growers'  
Association

Mehmet Tulbek -- Alliance Grain Traders

John Coté -- Tierra del Sole Enterprises

## MEMBERS

Rick Burton -- Assistant Deputy Minister, Saskatchewan  
Ministry of Agriculture

Greg Fowler -- Vice-President, Finance and Resources  
University of Saskatchewan

Paul Rogers -- Saskatchewan Food and Ingredient Processors  
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## BOARD ADVISOR

Michele Kuxhaus -- Agriculture and Agri-Food Canada

*\* List of Staff, Board of Directors, Members and Board Advisor at  
December 31, 2015*

## AUDITOR'S REPORT



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Audited 2015 financial statements are available upon request.  
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