Leadership.

Ever been thrust into a position of leadership because everyone else was better at saying “no”? Let’s have a show of hands. Umm, yeah. So, I’m not the only one. Now what do we do?

Very likely, all of you have “enough water under the bridge” to have worked out a method for leading your Affiliate, your work group, and even your family. So, this article won’t change your way of leading—but it is intended to offer a moment of introspection to help you hone your skills.

Some people seem to be natural-born leaders: confident and charismatic. But there’s one thing my decade of active participation in Toastmasters taught me: Self-confident people can be awful speakers and terrible leaders. The good ones were those who cared about the audience and involved the members. Here are some traits I observed in the good leaders:

♦ They seemed to know what needed to be done and how to accomplish it;
♦ They asked for advice and listened to the members;
♦ They gave recognition for aid and accomplishments; and
♦ They gave the members a sense of competence.

In short, good leaders are the opposite of the pointy-headed manager lampooned in the Dilbert comic-strip.

How do we implement these leadership traits? Foremost, I believe, is having goals that are mutually accepted and clearly stated. Those goals will aid you in leading the members where they want to go.

What are the goals of your Affiliate? To provide an opportunity to hear cutting edge science or the latest “big issue” discussed by experts? To provide a forum for discussing everyday food safety issues? To provide an

(Continued on page 2)
Members joined your Affiliate because they want to be involved in the food safety profession. Your task is to lead them in meeting your shared goals.

opportunity for networking and meeting others in food safety?

Your goals as leader, and the goals of your membership, are probably all of these. Members joined your Affiliate because they want to be involved in the food safety profession. Your task is to lead them in meeting your shared goals. You still have to do the work; but having goals makes it easier.

There will always be “bumps in the road,” just to keep life interesting for your organization. But there are also strategies for surmounting those bumps:

♦ **Need answers?** Ask the members; you’re their team leader.

♦ **Need a resource?** Again, ask the members—or even IAFP. Our Des Moines office is staffed with ingenious, resourceful people.

♦ **Vice chair or committee members making excuses or dragging their feet?** Wanting enthusiasm is perhaps the toughest problem. Offer what help you can; but be frank about the organization’s need for their participation. Of course, keeping enthusiasm up is part of a leader’s task. Make sure the unenthusiastic member isn’t overwhelmed by other factors. Often, giving assignments that are sure to be successful will give them a boost.

This topic leads me to share a little personal experience. I’m a member of an anarchistic internet motorcycle organization (http://www.sabmag.org/) that has no elected officers. An MIT student founded it a dozen years ago when he needed help keeping his 10-year-old Honda V-4 motorcycle running, and it attracted a few like-minded computer geeks with mechanical skills. After two years of internet discussions, someone said, “Hey, let’s meet face to face.” Thus, SabMag Event 1.0 was organized and networking was provided. SME 11.9 was last June. The success of SabMag attracted engine-tuning experts, electronic gurus, and experienced long-distance riders. Now, with greater access to the internet, there are many members—like me—who are marginally computer-savvy.

When the founder graduated, he appointed two administrators. They only serve to keep the peace by occasionally “no-posting” a rude person.

Because the purpose of SabMag is clear, it has thrived. How do we adopt the success of this anarchistic organization to our Affiliates?

After drafting most of this article, I checked what the internet had on leadership. Good old Wikipedia has several pages on various aspects of leadership. Give it a look at http://en.wikipedia.org/wiki/Leadership. What is your leadership style? Find out by taking the leadership questionnaire at http://www.nwlink.com/~donclark/leader/bm_model.html (I got a 29 on people and a 33 on task…sigh. I so wanted to be a tyrant.)

In summary, “Life is like a box of chocolates.” Read the box, and you’ll have a better idea of what you’ll get. Becoming an officer in your Affiliate is an opportunity to hone your skills—if you follow the principles of good leadership. More importantly, you have the opportunity to learn from and work with intelligent, involved people.

**Carl D. Coster**

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Gloria I. Swick-Brown  
Delegate, Ohio Association of Food and Environmental Sanitarians

**OCCUPATION**  |  Sanitarian Program Specialist in the Food Safety Program, Ohio Department of Health, Columbus, OH

**EDUCATION**  |  Bachelor of Science, Agriculture, The Ohio State University, Columbus, OH, 1967; Master of Science in Administration, Health Services Administration, Central Michigan University, Mount Pleasant, MI

**CAREER HIGHLIGHTS**  |  Ms. Swick-Brown began her career in public health as a registered veterinary technician. In 1985, she joined the Columbus Health Department as a sanitarian in Food Safety Education and later as a food safety inspector. In 1995, she inspected food services and performed other duties as Director of Environmental Health at the Marion County Health Department, where she was later promoted to Administrator. As Health Commissioner of the Perry County Health Department, Ms. Swick-Brown wrote a weekly newspaper column with frequent focus on food. Among the administrative duties of running a health department, she performed administrative inspections of food services, water systems, sewage systems, and homes. A mentor to young sanitarians, Ms. Swick-Brown made the Perry County Health Department a training agency for the State Board of Sanitarian Registration of Ohio. In her current role as Sanitarian Specialist in the Food Safety Program, she surveys the Food Service Programs; evaluates the sanitarians; conducts baseline food service inspections; and trains sanitarians to correctly and thoroughly perform food service inspections in 29 local health departments in southeastern Ohio.

**PORTFOLIO**  |  Registered Sanitarian, Registered Environmental Health Specialist, Registered Veterinary Technician; IAFP Sanitarian Award, 1999; member of the National Environmental Science Competency Project panel of experts, American Public Health Association and National Center for Environmental Health, Washington, DC (1999–2000); State of Ohio Private Water Systems Advisory Council (1999–2001); *Food Protection Trends* Management Committee (2001–2004); IAFP Program Committee (2005–2008); currently serving as Chair of the Local Arrangements Committee for IAFP 2008 in Columbus, OH; Food Hygiene & Sanitation (Past Chair and Past Vice Chair) and Retail Food Safety and Quality Professional Development Groups; wrote “The Safety of Unique and Ethnic Foods” chapter for a college text book, Safe Handling of Foods; State Science Fair Environmental Health judge for 5 years; presented at two IAFP Annual Meetings, the Ohio Combined Health Conference, and numerous Ohio Association of Food and Environmental Sanitarians (OAFES) meetings; served 12 consecutive years (three rotations) on the OAFES Executive Board. Also piloted the Goodyear Blimp and recently appeared on “The Price is Right.”

**PERSONAL ENDEAVORS**  |  Ms. Swick-Brown’s daughter, Christina Wilson, JD, RS, is a Food Program Supervisor at Columbus Public Health, an IAFP Member, and an OAFES Board Member. In 2002, Gloria Swick married the love of her life, Paul Brown, shortly after attending his and her sister’s class reunion. She and Paul had known each other their whole lives, attending the same church and organizations, and even dating in college. With “forty years of memories to pack into a short time,” they plan to buy a motor home following retirement, so they can travel everywhere and see everything.
Georgia Association for Food Protection
September 2007

Reported by Pamela Metheny, GAFP Secretary

It has been a very exciting year for the Georgia Association for Food Protection. In February, we had the most attendees ever when we celebrated our 20th year as an IAFP Affiliate at Chick-fil-A. Speakers from the Food and Drug Administration, Georgia Department of Agriculture, University of Georgia, and various restaurants presented on the session theme, Working Together on Food Protection to Effect Better Public Health in Georgia.

Our fall meeting was held on September 11 at the Publix Super Markets, Inc. Atlanta Division Office. The sessions focused on Hot Topics in the Food Industry, which included Trans fat, melamine, unapproved antimicrobial residues in seafood, Salmonella, and understanding the causes of foodborne illness. Among the six presenters were Barbara Blakistone of the National Fisheries Institute; Peter Taormina of the University of Georgia; and Vince Radke of the CDC, National Center for Environmental Health.

The Dr. Jim Ayers Young Investigator Awards winners were also recognized. First Place went to Joshua B. Gurtler, University of Georgia Center for Food Safety and Department of Food Science and Technology. Second Place went to Jin Kyung Kim, University of Georgia Department of Food Science and Technology. Third Place went to L. Jason Richardson, University of Georgia Department of Food Science and Technology.

Our next meeting will be held in February 2008.

Ohio Association of Food and Environmental Sanitarians
September 2007

Reported by Gloria Swick-Brown, OAFES Delegate

The fall meeting of the Ohio Association of Food and Environmental Sanitarians was held September 12 at the Ohio State University (OSU) South Centers in Piketon, Ohio.

Following the continental breakfast, Laura Tiu, Aquaculture Specialist at

(Continued on page 5)
OSU South Centers, spoke about the “Risks Versus the Benefits of Eating Seafood,” including the Harvard study. In Ohio, there are 25 shrimp farms and 225 fish farms raising 26 species of fish.

“Wine from the Vineyard to the Table: Sanitation and Microbiology” was the topic of the next presentation. Dr. Maurus Brown, Research and Extension Specialist in Small Fruit Crops at OSU South Centers, spoke first about grape production. Ohio ranks eighth among the states in wine production, with 95 wineries and 3,000 acres of grapes. Wine here is a $3,000,000 per year industry.

Todd Steiner, Enology Program Manager and Outreach Specialist from OSU OARDC in Wooster, spoke about wine production. We learned about how wine is made and the microbiology involved. Mr. Steiner, who also judges wines in competitions, brought four bottles of wine to give as door prizes.

We held our Business Meeting after lunch, electing Christina Ritchey Wilson as the new Second Vice President. Other officers include Kelli Dodd, President; Don Barrett, Secretary/Treasurer; and Barry Pokorny, Past President. Gloria Swick-Brown remains the Affiliate Delegate to IAFP and Dan McElroy is the Web Master. Anna McCoppin of Highland County Health Department received the IAFP complimentary membership.

After the Business Meeting, we boarded wagons for a tour of the OSU South Centers. The weather was perfect, and we had a great time viewing the fruit and vegetable research area, and the research area for shrimp and fish.

Kansas Environmental Health Association
October 2007

The 2007 Fall Conference for the Kansas Environmental Health Association (KEHA) was a huge success, with over 100 registrants representing professionals in environmental health from all across Kansas. Over 15 speakers presented during the three-day conference.

Among our speakers was IAFP President Gary Acuff, who spoke on “Evolving Food Safety Issues.” We are thankful for the IAFP Executive Board Speaker Program, which assists Affiliates in securing quality speakers.

Some of Wednesday’s topics and speakers were “Environmental Health: What It Is; What It Isn’t” by Joe Bryan, Director of Environmental Health, Kansas Department of Health and Environment (KDHE); “It’s CSI Without the Commercials” by Sue Riley, Bioterrorism Program Manager, KDHE; and “Data Access & Support Center (DASC) Services and Web-based GIS Applications” by Ken Nelson, manager of the GIS Services section at the Kansas Geological Survey.


Among the Friday sessions were “Environmental Health and Emergency Response: The Barton Solvent Company Fire, Valley Center, KS” by John Stark;
“Water Quality: Reverse Osmosis or Other Treatment?” by Morgan Powell, author and engineer, KSU Extension; and “When It Rains It pours!” by Jo Funk, Supervising Sanitarian at the Salina-Saline County Health Department.

In addition to the succession of officers during the conference, Scott Barnhart received the 2007 KEHA Sanitarian of the Year award.

Metropolitan Association for Food Protection October 2007

Reported by Carol Schauer, MAFP Secretary & Treasurer

The Metropolitan Association for Food Protection (MAFP) held its semi-annual seminar in October 2007 at the Cook College Campus Center of Rutgers University in New Brunswick, New Jersey. The program was attended by over 130 food professionals from the metropolitan area of New York, New Jersey, and Pennsylvania.

The three morning speakers gave presentations focusing on personal hygiene and human pathogens. Michelle Samarya-Timm, Health Educator for Somerset County and a leading industry expert in the field, started off the seminar with a lively discussion on “Hand Washing and Personal Hygiene.” Ellen Rudowski, a public health nurse in Communicable Disease Services for the New Jersey Department of Health and Senior Services (NJDHSS), presented detailed information on “Hepatitis A Virus.” Michelle Malavet, Foodborne Disease Surveillance Coordinator for NJDHSS, presented on the timely topic of “Norovirus in New Jersey.”

During the afternoon, Ray Cheung, Consumer Safety Officer with the FDA, gave the federal perspective on the chronology of the recent pet food recall. Response details of the pet food recall from the state and local health department perspective were presented by Alan Talarsky, Project Leader/State Recall Coordinator for Dairy, Juice and Bottled Water Safety with NJDHSS.

The seminar was concluded by Bill Manley, Project Leader in the Retail Food Project of NJDHSS, providing a technical update on the recently adopted Chapter 24, the state retail food regulations based on the FDA Food Code. Mr. Manley also reviewed frequently asked questions on Chapter 24 as well as the technical aspects of risk-based retail food inspections.

(Continued from page 5)

Michigan Environmental Health Association October 2007

Reported by Janet A. Phelps, R.S., MEHA President

The Michigan Environmental Health Association (MEHA) held its 20th Annual Food Protection Conference, Cross Conference Connections, in conjunction with its 14th Annual Groundwater Conference in October 2007 at the Holiday Inn West Hotel and Convention Center in Lansing, Michigan. The conference was attended by over 200 MEHA members representing local and state public health agencies, academia, industry, private entrepreneurs, and food safety retirees in Michigan.

The MEHA Executive Board of Directors voted unanimously to have the food protection and groundwater conferences combined in an effort to facilitate cross-training and networking opportunities in the field of environmental health in Michigan, and to conserve planning resources with respect to the state’s current economic climate.

A standing-room-only crowd was in attendance for the Michigan Department of Agriculture’s (MDA) presentation on food law changes. Kevin Besey, Food Section Manager, Food and Dairy Division, MDA, and Byron Beerbower, Compliance Manager, Food and Dairy Division, MDA, reviewed the changes to Michigan food law (based on the 2005 FDA Food Code) effective January 1, 2008. The focus was how the changes impact state and local departments and the food service industry. Beerbower presented a second session during the conference entitled “Challenge the Chef,” a primer of food industry terminology for public health officials.

(Continued on page 7)
Captain John Powell, Regional Retail Food Specialist for the U.S. Food and Drug Administration (FDA), discussed the FDA’s role in dealing with natural disasters and disaster relief including flooding and tornadoes. The discussion also included the expanded role of the local and state environmental health officials during disasters.

A Norovirus panel discussion was led by Brenda Brennan of the Michigan Department of Community Health (MDCH), Lisa Hainstock of MDA, and Kristen Schweighofer of Washtenaw County Health Department. Their presentation provided some insight into the leading cause of outbreaks throughout the country, and addressed some of the key issues on which public health professionals must remain current if they wish to understand and control the bug that keeps food service managers from getting a good night’s rest.

Dr. Mark Whalon, Professor, Michigan State University, presented “Upper Midwest Organic Food Production Food Safety & Groundwater: An Appraisal.” With organic foods becoming more popular, public health professionals need to understand what is involved with potential risk factors associated with this trend. The presentation explored the impact on both food and water and what can be done to help minimize the risk.

Additional speakers and topics were “New Media: A Partner in Public Health” with Steve Tackitt, Health Officer, Barry-Eaton District Health Department; NSF Certification Process with Kelli Fall; Rinnai Tankless Hot Water Systems with Gary Vandenburg; “Pest Control, the Rat Genius” with Mel Poplar, MDA; “Food Law Changes: Important Issues of Impending Food Law” with MDA Food Staff; “Listeria monocytogenes: Transfer Between Deli Meat and FCS” with Dr. Elliot Ryser; “360 Degrees of Protection, MDA Food Emergency Response Plan, Guidelines and Resources for Multi-jurisdictional FBO Investigation” with Dorothy Gonzales, GCDD; “USDA Recall Effectiveness Check” with Dave Canfield; De-Escalation with F/Lt. Mike Krumm, Michigan State Police; “Fat Oils and Grease Ordinances and Outreach” with Allen Bryant, Chuck Bellmore and Tom Mort; “Taylor Soft Serve Machines Disassembly and Cleaning” with Rick Senica and Don LeBlanc; and “MIOSH – Keeping you Safe” with Deb Gundry.

Sponsors and exhibitors supporting the joint conference were Aaron Awards of Cadillac; Baroid Industrial Drilling Products; Meijer, Inc.; Michigan Groundwater Association; Milan Supply; National Food Safety & Toxicology Center (Michigan State University); Pentair Water; Rinnai America Corporation; and Southwest Sanitarians Seminar.

The 2008 MEHA Food Protection Conference will be held at the Holiday Inn Gateway Centre in Flint, Michigan, in October 2008. For further details on MEHA or the MEHA Food Protection Conference, please review our website at www.meha.net.
Affiliate Clips

Tom McCaskey, Delegate of the Alabama Association for Food Protection (AAFP), sent an Executive Board photo taken during the AAFP Annual Meeting, held October 24–25 in Birmingham, Alabama.

On September 21, an Educational Luncheon held by Florida Association for Food Protection (FAFP) at Publix Industrial Center featured Michael Bynum of Tampa Farms; Marty Mesh of Quality Certification Services; and David Heil of FDACS, Bureau of Aquaculture Environmental Services. Topics covered were industry efforts to minimize Salmonella on shell eggs; safe methods to organic certification; and the impact of vibrio on fresh oyster food safety.

Iowa Association for Food Protection held its 66th Annual Meeting October 9–10 in Ames. Leo Timms of Iowa State University delivered the keynote session, “Many Faces of the Iowa Dairy Industry,” describing in detail the people and farms behind the state’s dairy production. Other topics in dairy were covered by speakers that included Bill Northey, Iowa Secretary of Agriculture, and Allan VerVoot of Ecolab. On Tuesday evening, attendees enjoyed a poolside social hour followed by a banquet. Regulatory sessions on Wednesday culminated in a closing panel discussion.

Preparing for the Future was the theme of an October 18 Food Safety Conference held by British Columbia Food Protection Association (BCFPA). A full day of sessions kicked off with keynote speaker Dr. Perry Kendall delivering an overview of the “2005 Provincial Health Officer Report: Food Health and Well-being in British Columbia.” More than a dozen speakers were on the roster, most of whom were profiled in the September issue of the BCFPA newsletter, The Grapevine. This type of communication and enthusiastic promotion of events not only helped secure a high number of attendees for the conference—but also earned BCFPA the Best Affiliate Communication Materials Award at IAFP 2007.

The Mexico Association for Food Protection (AMEPA), together with the University of Guadalajara and Jalisco State’s Center for Food Research and Outreach (CIATEJ), co-organized the 9th International Food Safety Conference, the 24th National Conference of Food Microbiology, Hygiene and Toxicology, and AMEPA Annual Meeting—a cooperative conference held November 8–10 in Puerto Vallarta. IAFP President Gary Acuff, who spoke as part of the IAFP Executive Board Speaker Program, reported an attendance of around 900 for the three-day event featuring nine speakers and technical presentations.

A full day Food Facility IPM and recertification course was held during the 84th Annual Conference of the New York State Association for Food Protection (NYSAFP), September 18–20. Attendance at the meeting was accepted in lieu of Certified Milk Inspector and Processing Plant Superintendent refresher courses. A wide range of topics included “The Current Status of Produce Safety in the US,” presented by Jack Guzewich of the FDA; “The Importance of Good Agricultural Practices in Assur-
The 2007 Conference of the Washington State Association for Food Protection (WAFP) was held in Lake Chelan, starting off with the Annual Golf Outing on September 19. Sessions for the more than 70 attendees covered plant security, meat safety, new rapid test methods, recent outbreaks, food safety research from Washington State University, NCIMS/FDA updates, and news from the artisan cheese and small milk bottling industries. Marc Bates, retired Creamery Manager from Washington State University, was received into the Hall of Fame.

Members of Wisconsin Association for Food Protection (WAFP) met September 25–27 in LaCrosse for the 2007 Joint Educational Conference (JEC) held during the NEHA 2007 Regional Conference. The JEC serves and is sponsored by members of WAFP, Wisconsin Environmental Health Association, and Wisconsin Association of Dairy Plant Field Representatives (WADPFR). Some of the Dairy Track Sessions were “Factors Influencing Microbial Quality of Milk,” “Improving Milk Quality by Lowering Process Variation,” and “Current Issues in Dairy Marketing.”

We know that IAFP Affiliates are making things happen—and we want to share it here in the Affiliate View! We welcome your meeting articles & photos; events on your calendar; tips for Affiliate growth & networking; and recognition of your members who have received an award or made a notable achievement.

To be featured in the next issue, send your news and photos by March 20 to: Leilani McDonald lmcdonald@foodprotection.org

Affiliates in Action
Fourth Quarter 2007

October
♦ Kansas Environmental Health Association (KEHA)
♦ North Dakota Environmental Health Association (NDEHA)
♦ Iowa Association for Food Protection
♦ Associated Illinois Milk, Food and Environmental Sanitarians (AIMFES)
♦ Michigan Environmental Health Association (MEHA)
♦ Southern California Association for Food Protection (SCAFP)
♦ British Columbia Food Protection Association (BCFPA)
♦ Metropolitan Association for Food Protection (MAFP)
♦ Alabama Association for Food Protection (AAF)

November
♦ Ontario Food Protection Association (OFPA)
♦ Mexico Association for Food Protection (AMEPA)

December
♦ British Columbia Food Protection Association (BCFPA)

Marc Bates, pictured with Joe Muller and Paul Nelson, received the WAFP Hall of Fame Award. The three were once roommates at Washington State University.
**IAFP Support for Affiliate Meetings**

Whether to complement the mission and promotional materials of your Affiliate, or to show your relationship with the International Association for Food Protection, we offer the following supplies for use or distribution at your meetings:

- **Tri-fold display.** Inserts include posters for the upcoming IAFP Annual Meeting, IAFP Mission & Membership Benefits, and Association products.
- **IAFP 2007 Photo Show DVD.** This seven-minute DVD (playable on TV or computer) captures the activities and opportunities for professionals at our renowned food safety conference.
- **Promotional materials box.** Contents include current issues of FPT, JFP, and the Affiliate View; sample copies of Procedures to Investigate Foodborne/Waterborne Illness booklets; Food Safety & Food Allergen Icons cards; and a variety of IAFP Membership materials.

To request these items for your next meeting, call or E-mail Leilani McDonald at the IAFP Office.

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**January**

14: British Columbia Food Protection Association, Annual General Meeting (rescheduled from 12.4.07) featuring speaker Frank Yiannas, River Rock Casino & Conference Center, Richmond, British Columbia. Visit bcfpa.net or contact Terry Peters at 604.666.1080; E-mail terry_peters@telus.net

**February**

19–21: Kentucky Association of Milk, Food and Environmental Sanitarians, Annual Education Meeting featuring speakers Gary Acuff and Vickie Lewandowski, Holiday Inn South, Louisville, KY. Contact Tony Hall at 859.234.0054; E-mail tony.hall@ky.gov

26: Georgia Association for Food Protection, Annual Meeting, H.C. Brill, Tucker, GA. Contact Pam Metheny at 770.393.5455; E-mail pamela.metheny@pilgrimspride.com

**March**

11–14: Michigan Environmental Health Association, 64th Annual Educational Conference, Doubletree Hotel Bay City–Riverfront, Bay City, MI. Contact Kristen Schweighoefer at 734.222.3968; or visit www.meha.net

17: Ohio Association of Food and Environmental Sanitarians, Spring Meeting featuring speaker Gary Acuff, The Ohio State University, Columbus, OH. Contact Don Barrett at 614.645.6195; E-mail donb@columbus.gov

**April**

2–4: Missouri Milk, Food and Environmental Health Association, Annual Educational Conference featuring speaker Gary Acuff, Stoney Creek Inn, Columbia, MO. Visit mmfsha.org or contact Gala Miller at 573.659.0706; E-mail galaj@socket.net

10: Indiana Environmental Health Association, Spring Educational Conference, Emergency Services Education Center, Wayne Township, Indianapolis, IN. Contact Kelli Whiting at 317.221.2256; E-mail kwhiting@hhcorp.org

**May**

2: Carolinas Association for Food Protection, Spring Meeting, Madren Conference Center, Clemson University, Clemson, SC. Contact Steve Tracey at 704. 633.8250; E-mail smtracey@foodlion.com

8: Metropolitan Association for Food Protection, Spring Seminar, Rutgers University, Cook College Campus Center, New Brunswick, NJ. Contact Carol Schwar at 908.475.7960; E-mail cschwar@co.warren.nj.us

13–15: Florida Association for Food Protection, Annual Education Conference, St. Petersburg Hilton-Bayfront, St. Petersburg, FL. Contact Zeb Blanton at 407.618.4893, or visit www.fafp.net

14–15: Pennsylvania Association of Milk, Food and Environmental Sanitarians, Annual Meeting, Nittany Lion Inn, Penn State University, State College, PA. Contact Gene Fry at 717.397.0719; E-mail erfrey@landolakes.com

**June**

10: Ontario Food Protection Association, Professional Development Day & Golf Tournament, Springfield Golf Course, Guelph, Ontario. Visit ofpa.on.ca or contact Gail Seed at 519.463.5674; E-mail seed@golden.net

24–26: New Zealand Association for Food Protection, Listeria Workshop in association with New Zealand Institute of Food Science and Technology (NZIFST) Annual Meeting, Rotorua, New Zealand. Contact Lynn McIntyre at 64.3.351.0015; E-mail lynn.mcintyre@esr.cri.nz

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**Affiliate Calendar**

Let IAFP help advertise your meeting in this newsletter and in our journals. Keep IAFP on your mailing list, or send event details to lmcdonald@foodprotection.org
Resources for Meeting Planners

IAFP Executive Board Speaker Program

Gary Acuff, Ph.D., President
♦ Evolving Food Safety Issues
♦ Effective Validation of Critical Control Points
♦ History of Microbiological Testing and Role in HACCP

Stan Bailey, Ph.D., President-Elect
♦ Salmonella, Methods
♦ Salmonella, Control in Chickens
♦ Rapid and Automated Methods in Food Microbiology

Vickie Lewandowski, M.S., Vice President
♦ HACCP (all aspects)
♦ Safety of Dairy Products
♦ Applied Molecular Methods for the Food Industry

Lee-Ann Jaykus, Ph.D., Secretary
♦ Foodborne Viruses
♦ Molecular Detection of Foodborne Pathogens
♦ Microbial Food Safety Risk Assessment

Frank Yiannas, M.P.H., Past President
♦ Food Safety is Magical, But It Doesn’t Magically Happen: A Retail Safety Overview
♦ Key Trends Influencing the Future of Food Safety
♦ Using Information Technology to Manage Food Safety Risk
♦ Innovations in Retail Food Safety

Carl Custer, Affiliate Council Chair
♦ Microbiology and Critical Steps in Manufacturing Jerky and Dried Meat Products
♦ HACCP and Fermented Sausages

Roger Cook, Affiliate Council Secretary
♦ Campylobacter: Thorn in the Side of Risk Managers; Wonderful Challenge to Risk Assessors
♦ Molecular Typing: Today’s Primary Tool for Attributing Source to Foodborne Diseases
♦ National Microbiological Monitoring Programs and Databases in Meat Production

Program Guidelines
1. IAFP Board Members are available to speak at Affiliate meetings on numerous topics involving food safety.
2. Each Affiliate may request one Executive Board speaker for one Affiliate meeting within a 12-month calendar year.
3. A minimum of 15 minutes should be allowed for the Board Member to deliver information about the International Association for Food Protection in addition to their main subject(s) (see #1).
4. IAFP will pay the Board Member’s expense to travel to the Affiliate meeting location.
5. The Affiliate covers local expenses, including meals, lodging, and local transportation for the Board Member.
6. The Board Member makes their own travel reservations and will submit an expense report to the IAFP office within 10 days of completion of their travel to the Affiliate meeting. Any local expense (see #5) will be billed to the Affiliate.
7. A two-month advance notice is required.
8. To invite a Board Member to speak at your Affiliate meeting, contact Leilani McDonald, IAFP Affiliate Services, at 800.369.6337 or 515.276.3344; or E-mail lmcdonald@foodprotection.org
A hospital board was once deeply divided over whether to merge with another hospital to acquire a new medical unit. One argument grew so heated that the members feared the debate could lead to a permanent rupture. Suddenly one of the board members jumped up, rushed out into the hallway, and returned with a fire ax from the extinguisher cabinet.

Throwing the ax on the table, he cried, “This is what we will be able to take to our competition if we can just solve this problem!”

In the charged atmosphere, the ax could have been a symbol of how hard the board was splitting into two. But the board member transformed it into something else: a dramatic symbol of how the hospital could turn its energy and strength against the competition. By using the words “we” and “our” to emphasize what the divided group stood to gain together, he drew on the power of the consensus—the natural human desire to follow others who are like us.

This board member was using what I call “principles of persuasion”—fundamental principles of human behavior that are likely to apply in any situation where one needs to communicate to others in a way that moves them to action.

Leadership’s ultimate challenge is getting things done through others. To help you meet this challenge, here are my thoughts on how you might apply the principles of persuasion at three key stages of board service: when you’re new to the board, when you’re proving yourself as the incoming board chair, and when your board is at a stalemate.

For the New Board Member
The important thing for anyone new is to attend to the emotional and interpersonal aspects of joining a group. So you’d want to use the “principle of liking”—the idea that people like those who are like them and who like them. We’ve found that people will like you more when they find that you’re similar to them in some respects.

Those similarities don’t have to be deep and fundamental. They can be as simple as, “I have teenagers, too,” or “I’m a runner also,” or “Oh, you like hockey? Me, too,” or “My wife grew up in Wisconsin, like you did.”

Any of those shared traits is enough to break the initial ice and get fellow board members talking to you so you can establish a bond and develop a presumption of goodwill.

Another important way to establish a bond is to find opportunities for genuine compliments. I can’t tell you how many times I’ve thought to myself something like, “Oh, that was a perceptive thing Jack just said.” But I shouldn’t just say it to myself. Later at a coffee break, I should go up to Jack and say, “That point you made really rang true to me.”

This practice is easy to overlook, because on the inside we register that positive regard, but we forget to communicate it. The kind of compliment I’m talking about shouldn’t be something you invent. But by noting something nice where it genuinely exists, you immediately cause the other person to want to say something nice to you. This is the principle of reciprocity: People repay in kind. When two people compliment each other, they immediately feel closer. That’s why you should give what you want to receive.

Here’s something crucial: You shouldn’t use these similarities and compliments to get others on the board to like you. The key is for you to like them. The key to real trust is when they see that you like them. They think, “This person likes me—I can exhale. I can be confident he (Continued on page 13)
People are more motivated by the threat of losing something than by the prospect of gaining.

For the Incoming Board Chair
When you’re a new board chair, there’s uncertainty in the group about you and your capacity to do the job well. When people are uncertain, they are especially likely to look for consensus information, cues from others about what they should think. That’s because when people are uncertain, they don’t look inside themselves—they look around.

So your job as board chair is to start building consensus, which will change individuals who might be holding back because they’re not quite ready to trust you. They will trust your peers and associates on the board.

You build consensus in this case with the principle of authority. People defer to experts, so you need to establish your own expertise, professionalism, and credentials in dealing with the issues at hand. You can’t just assume everyone knows about your expertise.

But this is tricky. If you try to present the credentials yourself, you’ll be seen as a braggart. So allow other people within the group to speak to your credentials and expertise. For example, let’s say someone on the board questions your background on a particular subject. You reply, “I’ve worked with Janet regarding this topic in the past—let me ask Janet to speak to you about it in confidence when you get a chance.” Or say, “Give Phil a call, because he’s worked with me in this arena when we were board members together elsewhere.”

Another important concept for the new board chair is the principle of consistency, which says that people are more likely to fulfill commitments when they are written, public, and voluntary. So get people to make early, even small, commitments to your board and to make the commitments public. When goals, purposes, and values are public, people will be more loyal to those notions when subsequent challenges come up.

For example, you might say, “Alice, I was very impressed by what you said about making this organization an ethical one. Can we ask you to take charge of an initiative?” Alice will be more inclined to say yes than if she hadn’t already made ethics a public priority.

Here are two other things you should remember as a new board chair.

First, consensus is not so much developed as pointed out. A true leader looks within a group, identifies commonalities, and then raises them to the surface to make board members themselves recognize that everyone shares common goals and purposes. Maybe we have different ways to get our goals, or we get there at different times, but we’re all on the same page.

Second, when you are recommending new directions, you will always encounter people who are reluctant to change. You cannot simply tell them what the organization will gain by changing. The evidence is very clear: People are more motivated by the threat of losing something than by the prospect of gaining.
board, we shouldn’t forget that: Even if we’re at loggerheads over a particular issue, the underlying context is a “we” context.

The member who is an influence master takes the first step. Give something. Give a gift. Give information. Give a compliment. Give something to the people on the other side. By the rule of reciprocity, that requires them to give something back.

Or remember what Benjamin Franklin once said: “Should you wish to turn an enemy into a friend, ask him to lend you a book.” It begins the process of mutual exchange. When you give it back, you can say, “You know, I enjoyed that, and here’s a book I think you might enjoy.”

It gives you a basis for an interpersonal relationship. Reciprocity is the way to establish liking, because we like people who give to us.

Once you’ve generated that initial rapport, people become more receptive to the other principles of influence.

A Final Note About Influence
To be truly persuasive, you have to do some work ahead of time. People think you persuade with what you say in a particular request or recommendation at a given moment. That’s not what persuades people—it’s what you’ve done before you’ve made that request or recommendation.

Think of the influence process as cultivating the earth the way a gardener would. An experienced gardener knows that it doesn’t matter how good your seed may be if you’re planting in rocky soil—it won’t grow there. But in cultivated earth, it will. If you want to truly persuade your board, you must till and prepare the soil in advance.


IAFP Booklets & Products

In addition to Food Protection Trends and Journal of Food Protection, IAFP is pleased to offer these prominent resources for food safety professionals:

♦ International Food Safety Icons & International Food Allergen Icons, CD, $25
♦ JFP Memory Stick, volumes 29–60 of Journal of Food Protection, thumb drive, $295
♦ Annual Meeting Abstract Supplement, available from years 1995 through 2006, $25 each
♦ IAFP History 1911–2000, book, $25
♦ Booklets available for 75¢ each (minimum order 10) Members & government / $1.50 each non-members / English & Spanish PDFs free at Web site:
  ♦ Pocket Guide to Dairy Sanitation
  ♦ Before Disaster Strikes...A Guide to Food Safety in the Home
  ♦ Food Safety at Temporary Events

Order your selections by calling IAFP at 800.369.6337 or by completing the order form available at www.foodprotection.org.
Annual Reports Due from IAFP Affiliates by March 4, 2008

On November 8, IAFP Affiliate officers of record were E-mailed instructions and forms for the completion of their 2008 Annual Report, which covers their association's 2007 activities. This required report also counts as the application for five categories of Affiliate Awards to be presented at IAFP 2008 in Columbus, Ohio.

As indicated in the Annual Report instructions, each Affiliate Secretary is responsible for completing and filing the report. In some cases, the task is delegated to another officer. All officers of your association will receive monthly E-mail reminders of the March 4 deadline. When your Annual Report has been filed with IAFP, all officers of your association will be notified and no further reminders will be sent.

The Affiliate Council recommends that officers communicate and work with one another to ensure that the report is completed and filed by the deadline. The information you provide helps IAFP promote and award your Affiliate’s efforts through exposure in our publications and recognition at our revered Annual Meeting.

If you have questions regarding the Annual Report process, please contact Carl Custer at carl.custer@gmail.com or Leilani McDonald at the IAFP office.

Turkey Joins Team of IAFP Affiliates

The IAFP Executive Board has unanimously approved affiliation status between the Turkish Food Safety Association (TFSA) and the International Association for Food Protection. The new Affiliate charter was issued on November 15, 2007.

TFSA was originally founded to form a voluntary sharing platform, working through social participation and to the benefit of the community with the vision of being Turkey’s leading organization for food safety. TFSA is committed to collaboration with like entities to advocate worldwide food safety trends and information.

It is expected that a formal presentation of the charter will take place at IAFP 2008 in August.

Rome Welcomes “Advancements in Food Safety”

For the third consecutive year, Europe has been a target destination for the international outreach of IAFP. The success of meetings in Prague (2005) and Barcelona (2006) solidified the demand for “Advancements in Food Safety,” IAFP’s Third European Symposium on Food Safety, held October 18–19 in Rome.

More than 135 attendees from 24 countries converged at the Sheraton Roma Hotel & Conference Center for the event, which was hosted in collaboration with ILSI Europe and the World Health Organization. The program featured 18 speakers and four sessions focusing on Assessment and Enumeration Aspects, Food Safety Management and Control, Current and Emerging Food Safety Issues, and Hot Topics in Food Safety.

bioMérieux Industry, one of the 17 prominent exhibitors, hosted an evening city tour and dinner to facilitate networking for attendees.

The site for a fourth European Symposium will be announced in early 2008.

Inaugural Latin American Symposium Set for May 2008

Beyond its activity in Europe and China, the Association is well on its way to staking another international venue.

In October, IAFP President Gary Acuff and Executive Director David Tharp traveled to São Paulo, Brazil, where they met with affiliate members from the Brazil As-
Affiliate View | Winter 2008

(Continued from page 15) The Association for Food Protection (BAFP) to begin planning for a 2008 Latin American Symposium on Food Safety. Also present were 12 potential supporters invited by BAFP.

Slated for May 26–28, the symposium will cover raw material food safety, processing food for microbial safety, and food safety for retail and consumers. Expert speakers will share knowledge and experiences from the countries of Latin America, North America, and Europe.

Immediately following the October planning meeting, the first sponsor company stepped forward with $5,000 in financial support.

Members will receive ongoing updates on the meeting as planning progresses.

Where in the World is IAFP?

Being a catalyst in the mission of protecting the worldwide food supply means that the Association’s work and event planning goes on year-round.

First up for 2008 is “Prepared, But Not Ready-To-Eat Foods—What You Need to Know,” to be held January 24 at the Doubletree Hotel Crystal City in Arlington, Virginia. This one-day event, in cooperation with Grocery Manufacturers Association (GMA) and American Frozen Food Institute (AFFI), is the first in IAFP’s Timely Topics series.

With planning for the Latin American Symposium (previous article) well underway, so too are plans for IAFP to return as a major partner and supporter of the second China International Food Safety Quality Conference & Expo (CIFSQ), now scheduled for September 24–25, 2008.

Watch our Web site regularly for updates on these and other activities of the Association.

Hotel Registration Opens for IAFP 2008

Planning to attend IAFP 2008 in Columbus, Ohio?

Be sure to visit our Web site for the latest developments on the Association’s 95th Annual Meeting, and to check out your hotel options in Columbus. Links to the Hyatt Regency Columbus, Crowne Plaza, and Drury Inn and Suites are available on our Web site at www.foodprotection.org. Program information will be available soon.

IAFP’s $50 Membership: Give a Little, Get a Lot

In 2007, IAFP aimed to reward existing and potential Members by unveiling a dues structure unrivaled in affordability and quality for food safety professionals everywhere.

A year later, we’re still on target.

Whether your membership in a professional organization is paid through your employer or from your own checkbook, IAFP is a value that’s hard to beat. For just $50, you can enjoy all the benefits of Membership, including IAFP Report, networking opportunities, and discounted rates on our renowned meetings and refereed publications.

Advancing Food Safety Worldwide is our goal. We invite you to make it yours by reviewing IAFP Membership options at www.foodprotection.org.

Student Travel Scholarship Program

The Student Travel Scholarship will provide travel funds to enable selected students to travel to IAFP 2008 in Columbus, Ohio. Five scholarships will be awarded in these geographical categories: North America (2 students), outside North America (2 students) and a Developing Country (1 student). As the IAFP Foundation grows, additional scholarships will be added to this program. Full details of the scholarship program are available on the IAFP Web site at www.foodprotection.org

Application deadline is March 14, 2008
Highlights of the Executive Board Meeting  
November 13–14, 2007 | Des Moines, IA  
an unofficial summary of actions

Approved the following:
- Minutes of July 6–12, 2007 Executive Board Meeting
- Affiliate Charter for the Turkish Food Safety Association
- Use of speaker funds for the European Symposium
- Audit Report for August 31, 2007
- IAFP as a supporter of the Retail Food System Research Conference
- Revision to IAFP’s Co-Sponsorship Policy
- David Tharp serving on the Food Allergy & Anaphylaxis Network Board of Directors

Discussed the following:
- E-mail votes taken since the last meeting
- Formation meeting for a Predictive Modeling PDG
- Communication with Committee and PDG Chairs and Vice Chairs
- Status of the Nominating Committee’s work
- Position Paper on Milk Pasteurization
- Monday Night Social at IAFP 2008
- Marketing of IAFP and the Journal of Food Protection
- Financial results from IAFP 2007
- IAFP 2007 attendee and exhibitor survey comments
- European Symposium 2007 survey results
- Ideas for 2008 European Symposium
- Program development for 2008 Latin American Symposium
- Review of CIFSQ held September 2007
- CIFSQ for 2008
- Speaker suggestions for Dubai Food Safety Conference
- Development of a session to hold with Process Expo
- FSnet
- Pork internships through the National Pork Board
- FMRC donation of funds to IAFP’s Foundation
- Non O157 E. coli paper
- FPT cover re-design
- FPT Editor comments
- Member comments
- WHO-NGO Update
- 3-A Sanitary Standards, Inc.
- Retirement plan contribution for staff
- bioMérieux’s Foundation proposal
- Foundation contribution recognition by levels
- Annual Meeting Task Force
- Short-term Annual Meeting enhancements
- Timely Topics Symposium on Prepared, But Not Ready-to-Eat Foods

Reports received:
- IAFP Report
- Food Protection Trends
- Journal of Food Protection
- IAFP Web site
- Membership
- Advertising & sponsorship update
- Board Members attending Affiliate meetings
- Affiliate View newsletter
- Future Annual Meeting schedule
- Exhibiting (IAFP On the Road)

Next meeting to be held February 17–18, 2008
The Crumbine Award has inspired excellence in the planning and delivery of governmental food protection programs. It is supported by the Conference for Food Protection in cooperation with leading food safety entities including IAFP.

On November 14, the Foodservice & Packaging Institute, Inc. of Falls Church, VA, released the following criteria by which achievement is measured for the 2008 Crumbine Award:

♦ Sustained improvements and excellence, as documented by specific outcomes and achievements, over the preceding 4–6 years, as evidenced by continual improvements in the basic components of a comprehensive program;
♦ Innovative and effective use of program methods and problem solving to identify and reduce risk factors that are known to cause foodborne illness;
♦ Demonstrated improvements in planning, managing, and evaluating a comprehensive program; and
♦ Providing targeted outreach; forming partnerships; and participating in forums that foster communication and information exchange among the regulators, industry and consumer representatives.

For more information about the Crumbine Award, visit the FPI Web site at www.fpi.org; or contact Lynn Dyer at 703.538.2800, or ldyer@fpi.org

Awards 2008 Primer
’Tis the season to nominate a worthy colleague

Association Awards
Deadline March 4, 2008
The International Association for Food Protection welcomes your nominations for Association Awards. You do not have to be an IAFP Member to nominate a deserving professional, and multiple nominations are permitted.

Nominations for these Association Awards are now being accepted:

♦ Black Pearl Award, sponsored by Wilbur Feagan and F&H Food Equipment Company
♦ Fellow Award
♦ Honorary Life Membership Award
♦ Harry Haverland Citation Award, sponsored by ConAgra Foods, Inc.
♦ Harold Barnum Industry Award, sponsored by Nasco International, Inc.
♦ Elmer Marth Educator Award, sponsored by Nelson-Jameson, Inc.
♦ Sanitarian Award, sponsored by Ecolab Inc.
♦ Maurice Weber Laboratorian Award, sponsored by Weber Scientific
♦ International Leadership Award, sponsored by Cargill, Inc.
♦ Food Safety Innovation Award, sponsored by 3M Microbiology
♦ GMA Food Safety Award, sponsored by GMA

Nominations for Association Awards must be received at the IAFP office by March 4, 2008. Presentation of the Awards will take place on August 6 during the Awards Banquet at IAFP 2008, the Association’s 95th Annual Meeting in Columbus, Ohio.

Affiliate Awards
Deadline March 4, 2008
Each spring, the Awards Committee reviews the Affiliate Annual Reports for selection of the following Affiliate Awards:

♦ C.B. Shogren Memorial Award
♦ Best Affiliate Educational Award
♦ Best Affiliate Overall Meeting Award
♦ Best Affiliate Communication Materials Award
♦ Affiliate Membership Achievement Award

Presentation of Affiliate Awards will take place on August 6 during the Awards Banquet at IAFP 2008, the Association’s 95th Annual Meeting in Columbus, Ohio.

Certificate of Merit Awards
No deadline
At any time during the year, IAFP Affiliates are encouraged to nominate individuals for Certificate of Merit Awards. These awards are given to IAFP Members who have been active in both their Affiliate and IAFP, and have shown support of the ideals and objectives of IAFP.

Nominations for the Certificate of Merit Award must be in writing, and must provide background information regarding the individual’s involvement with IAFP and the Affiliate organization.

Nominations should be addressed to David Tharp, IAFP Executive Director. Please allow 60 days for the processing of nominations. Upon approval, the Certificate of Merit Award will be forwarded to the Affiliate President for presentation.

Samuel J. Crumbine, M.D. (1862-1954), was one of America’s most renowned health officers and health educators.
Contribute to the Eleventh Foundation Silent Auction Today!

Proceeds from the Silent Auction Benefit the Foundation

Support the Foundation by donating an item today. A sample of items donated last year included:

- iPod
- Georgia Gift Basket
- Mickey Mouse Wrist Watch
- Oscar Mayer Hot Dog Golf Club, Towel and Balls
- Margaritaville Frozen Concoction Maker
- Half Gallon New York State Pure Maple Syrup
- New Zealand All Blacks vs. France Rugby Souvenir Pack
- Listeria, Listeriosis and Food Safety
- MP3 Player
- Cuisine and Culture: A History of Food
- Natural Freshwater Pearl Doubles
- 1966–2000 JFP Archives
- “Lucky Cow” Cow Figurine
- New York State Cheddar Cheese
- Kentucky Fun Pack

To donate an item go to our Web site at www.foodprotection.org and complete the Silent Auction Donation Form or contact Donna Gronstal at dgronstal@foodprotection.org 515.276.3344; 800.369.6337.
IAFP 2008

One destination. Global connections.

Celebrate novel advances in food safety research and technology with a diversity of committed professionals. Experience three inspiring days of presentations, discussions, and networking with those who share your passion.

Explore, participate, exhibit at IAFP 2008.

www.foodprotection.org
Registration begins March 2008

Future Annual Meetings | Save the Dates!
IAFP 2009, July 12–15, Grapevine, TX
IAFP 2010, August 1–4, Anaheim, CA

Affiliate View is a quarterly publication for Affiliates of the International Association for Food Protection. Please forward articles, photos, news items, or comments to:

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