

**A Happy  
New  
Year!**

**AFPA Calgary**  
**NEW address:**  
**#101, 4632-1 St.**  
**S.E. T2G 2L3**

**AFPA Calgary**  
**Open House**  
Jan. 29  
3:30-5:30 pm  
see attached

**Going to Market –**  
**Vancouver & Area**  
January 28  
see attached

**AFPA Info**  
**Session**  
Feb 4  
Edm 8-10 am  
See attached

**International**  
**Foodservice Expo**  
March 2-4  
**Grocery**  
**Showcase West**  
March 23,24  
Vancouver  
Contact Arnold

**SIAL Montreal**  
April 2-4  
Contact Arnold

**ARFEX**  
April 8-9  
Edmonton

**AFPA's AGM**  
Industry Builders  
Award Dinner  
June 4 Calgary

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AFPA Calgary  
PH: 403-201-3657  
Fax: 403-201-2513

AFPA Edmonton  
PH: 780-444-2272  
Fax: 780-483-7590

[info@afpa.com](mailto:info@afpa.com)

**MEMBER BENEFITS!**

- Logistic Solutions & Services Inc.
- Petro-Canada Superpass Program
- PWI Insurance – Group Medical/Dental
- Primus – 5.9 cents anytime, anywhere in Canada & U.S. (info will be sent via fax on Jan. 8)

[www.afpa.com/abo/member.shtml](http://www.afpa.com/abo/member.shtml)  
Contact [info@afpa.com](mailto:info@afpa.com) for more info on any of the member benefits or call Melody in Calgary ext. 21.

**ARFEX 2003**

Have you booked your booth space? The AFPA section is over 50% sold. Preferred rates for AFPA members as well as discounted furniture packages & participation in a full page ad in the show guide. Call ARFA at 1-800-467-9762 or 780-444-9496.

**"DOLLARS TO \$ENSE" ENERGY MANAGEMENT**

Natural Resources Canada is offering a series of workshops to assist you to identify low cost opportunities to reduce energy consumption & reduce your cost of operation.

- 1 - "Spot the Energy Savings Opportunities"  
Calgary – Feb 12 Edmonton – Jan 29
  - 2 - "Energy Monitoring and Tracking"  
Calgary – March 5 Edmonton – April 23
  - 3 - "Energy Master Plan"  
Calgary – January 23 Edmonton – April 24
- [www.oeec.nrcan.gc.ca/workshops](http://www.oeec.nrcan.gc.ca/workshops)  
or call Office of Energy Efficiency (613) 996-6585

**NEW FOOD SAFETY POSTERS AVAILABLE**

Based on employers requests, AFPA & NorQuest College developed 12 posters for use in your plant. Available at a minimal cost in 2 sizes: 8x11 & 11x17, the posters have limited text & lots of graphics to suit all audiences. Topics include: No smoking; No jewelry; No eating &/or drinking; No chewing gum; No spitting; Do not blow nose in production area; Keep door closed; Proper clothing required; No horse-play; Clean up spills; Cover open wounds; Wash your hands after breaks. Call Janet for more details 403 201 3657 x22

**EMPLOYERS SEND THEIR FUTURE LEADERS TO  
AFPA'S LEADERSHIP TRAINING**

Food processors requested the *Path to Leadership* program be offered again in Calgary, February, 2003! It is over 70% sold so register now contact Janet.  
*"As a company we have always valued formal training as an important tool for the future development of our people. The AFPA Leadership Development Program compliments our own internal program very well. Not only do our people gain from a terrific curriculum, but they also benefit from interacting with professionals from different companies. We were involved with the very first session offered and intend on continuing our participation. It is truly one of the best programs we have seen."* Ed Holik, VP/General Manager  
Weston Bakeries/Ready Bake Foods Western Canada  
[www.afpa.com/iww](http://www.afpa.com/iww) for a program brochure.

Unique Financial Services  
**AFSC**      **WE ARE NOT  
A BANK**

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What makes AFSC Commercial different?

It is our goal to ensure that Alberta's small business owners find the financing they need to succeed. We take a personal approach to lending. Spending the time to understand your business, we work with you to create a solution.

We are not a bank. Whether you need a term loan, export financing, or capital sourcing, we want to help you. We are interested in helping Alberta's small business community grow.

AFSC Commercial - we're *Turning Opportunity into Enterprise*

**FIND OUT MORE  
CALL 1-800-661-3811**

Or, visit our website.  
[www.AFSC.ca](http://www.AFSC.ca)



**LEAN PROCESSING**

Would you like to improve your plant efficiency. Call Arnold 780-444-2272 x227.

**WELCOME NEW AFPA MEMBERS**

- ➔ ADM Agri-Industries Company – 780-871-8216 Oilseed processing
- ➔ Speedpro SignsPlus – 403-239-2169 One stop sign & print shop.
- ➔ Wrayton's Fresh Market – 403-255-0519 Specialty grocery retailer.
- ➔ National Service Co. of Iowa Inc. – 319-385-8954 Provide contract labor & management to food processors' sanitation needs.
- ➔ Buenavida Inc. – 403-234-8817  
[www.imperialcuisine.com](http://www.imperialcuisine.com)
- ➔ Les Truffles Au Chocolate Inc. – 403-241-1427 Hand rolled chocolate truffles available at Les Truffles Bankers Hall [www.lestruffles.com](http://www.lestruffles.com).
- ➔ Wild Rose Gourmet Meats Inc. – 403-233-9393 Manufacturer of quality hormone/antibiotic free bison.

**AFPA's 2003 INDUSTRY BUILDERS AWARD**

The AFPA Board determined that there was a very positive response to the establishment of this annual award. Although the 1<sup>st</sup> award was presented at FEASTival, the presentation is of such significance that the ceremony warrants a special evening of its own & will be conducted at the time of the AFPA AGM. Mark your calendar & plan to attend both the AGM on June 4 & this special evening honouring an industry legend. Nominations are now open, January 31 is the deadline [www.afpa.com/abo/ibaward.shtml](http://www.afpa.com/abo/ibaward.shtml) for the application or contact Melody in Calgary x21. Help to recognize & honour the efforts of an individual who has made significant & lasting contributions to the growth of the food processing industry in Alberta.

## **WANT TO SAVE UP TO 50% ON YOUR STAFF TRAINING COSTS?**

There are 3 subsidies available: AFPA's Executive Development Bursary; AFPA's Skill Development Initiative ([www.afpa.com/iww](http://www.afpa.com/iww)); & the Agri Incentive Program (below). These subsidies, in most cases, require a short application & cover a wide range of activities including, but not limited to:

Management/leadership training; Technical training; Soft skill training; Feasibility studies; training needs assessment/plans; Mentorship & coaching for improved business operations or expansions; Lean manufacturing/competitiveness assessments; Investigation of new & innovative technologies; Business plan development; Competitive intelligence

Contact Janet at AFPA Calgary 403-201-3657 ext. 22 or e-mail [janet@afpa.com](mailto:janet@afpa.com) for more information.



### **Agri-Processing Incentive Program**

This financial incentive program is designed to encourage projects and activities that promote value-added growth, diversification and improved competitiveness in the agri-processing industry. It is intended to compliment existing programs of other supporting organizations and applicants are encouraged to investigate all options available to them.

#### **Eligible Projects**

Cost sharing assistance is available for a variety of projects in the following areas:

- Feasibility studies;
- Mentorship and coaching for improved business operations or expansions;
- Lean manufacturing/competitiveness assessments;
- Investigation of new and innovative technologies;
- Competitive intelligence;
- Business management skill enhancement;
- Business plan development.

Grants are normally made on a 50:50 cost-shared basis with the applicant, up to a maximum of \$15,000 being granted to any one company in any one government fiscal year. Eligible costs are for services/materials provided by a third party. Application for assistance must be made prior to undertaking a project. Projects must demonstrate a significant value-added contribution to the Alberta agri-processing industry.

Contact the Agri-Processing Branch, Alberta Agriculture, Food & Rural Development (Tel: 780-427-7325) to discuss your proposal with one of the Industry Development Officer responsible for your sector. They can provide you with an application form and more program details

# Going to Market Vancouver & Area

## *Are you ready to break into the Vancouver market?*

If you are a food and/or beverage processor preparing to introduce products to the Vancouver and area market, this seminar is for you! You will gain valuable information on logistics, supplier-distributor relationships and brokers.

- A logistics expert, and Vancouver & area distributors, and brokers will be making presentations.
- You may request one-on-one meetings with the distributors and brokers to present your product or ask specific questions.
- Vancouver expertise in retail and foodservice will be attending.
- Lots of opportunities to network with other processors interested in the Vancouver market.

**When: Tuesday, January 28<sup>th</sup>, 2003, 9am – 4 pm**

**Where: Airdrie Agriculture Centre  
909 Irricana Rd. NE**

**Fee: AFPA members: \$45 +GST    Non-members: \$55 +GST**  
(registration fee includes lunch and coffee)

**For more information contact Sue Tenold of AAFRD at (403) 948-8504 or  
Arnold de Leeuw of AFPA at (780) 444-2272 ext. 227.**

**To register fax or e-mail AFPA's Edmonton office at (780) 483-7590 or [linda@afpa.com](mailto:linda@afpa.com).**

### **CONFIRMATION OF PARTICIPATION**

**Company:** \_\_\_\_\_ **Contact:** \_\_\_\_\_

**Phone #:** \_\_\_\_\_ **Fax #:** \_\_\_\_\_

**Please invoice (members only)**

**Cheque to follow (reg. will not be honored until receipt of cheque)**

**VISA #:** \_\_\_\_\_ **Expiry Date:** \_\_\_\_\_

**Name on Card:** \_\_\_\_\_ **Signature:** \_\_\_\_\_



**Does your company understand the  
tremendous impact of the new  
Nutritional Labelling regulations ?**

**Expanding your business ?**

Learn about a new funding program that will defray some of those expansion costs!

**Could your company use a 20% saving in annual  
WCB premiums ?**

**All Owner/Managers & Senior Staff should attend**

Join the AFPA management team for breakfast & learn about these important issues & much more !

**EDMONTON - Tuesday, February 4, 2003**  
Mayfield Inn (16615-109 Ave.) Maigne Room

Registration & networking 8:00 a.m.  
Breakfast & Information session to follow with adjournment at 10:00 a.m.

To assist us in providing breakfast please RSVP to  
Linda at 780-444-2272 or fax 483-7590  
Email [info@afpa.com](mailto:info@afpa.com)



**COME ONE... COME ALL!**



**ALBERTA**

food processors association

**#101, 4632-1 Street SE**

**Calgary, AB T2G 2L3**

(South on Blackfoot Trail; right on 42 Ave.; over the 1<sup>st</sup> set of tracks & left on 1<sup>st</sup> Street)



Mark your calendar for . . .

**Wednesday, January 29<sup>th</sup>, 2003**

**3:30 – 5:30 pm**

Please RSVP [info@afpa.com](mailto:info@afpa.com) or call 403-201-3657 ext. 21

