



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

**International
Foodservice Expo**
March 2-4

**Natural Products
Expo West**
March 7-9
Anaheim

**Grocery
Showcase West**
March 23,24
Vancouver
Contact Arnold

SIAL Montreal
April 2-4
Contact Arnold

ARFEX
April 8-9 Edm
Have you booked
your space in the
AFPA section for a
preferred rate?
Call 780-444-9496

AFPA's AGM
Industry Builders
Award Dinner
June 4 Calgary

**AFPA GOLF
CLASSIC**
Kananaskis
June 5

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

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

info@afpa.com

ANOTHER MEMBER BENEFIT!

Chrysler, Dodge & Jeep hassle free experience; AFPA members may purchase new vehicles at 1% over wholesale on factory order or 3% over wholesale on an out of stock basis. Employees of members may purchase at 2% over dealer invoice on factory order & 3% over invoice on an out of stock basis. In addition companies & individuals will be given the benefit of all factory fleet and/or consumer incentives. Contact melody@afpa.com to find out more.

FOOD SAFETY

AFPA's Safety & Quality initiative is expanding its services in order to provide more comprehensive Food Safety & Quality support for members. AFPA's new **Food Safety & Quality Systems Services** include advanced HACCP & Quality System workshops: Allergen Plan Development, Verification & Validation, Statistical Process Control & Auditing. In addition, an expanded on site training services in order to allow for more 1on1 interaction between trainers & trainees. Watch for our new marketing campaign & for the improved Safety & Quality portion of the AFPA website. 2003 workshop dates are being finalized & are starting in March with HACCP for executives & Recording Keeping, followed by AFPA's offering of GFTC's (Guelph Food Technology Centre's) HACCP I "Documenting Your HACCP Prerequisite Program" & HACCP II "Development of Your HACCP Plan" in April. For more info Ken Fahner @ 780 444 2272 X233.

WORKPLACE HEALTH & SAFETY WORKSHOPS

We would like to extend a warm welcome to the 9 new participants in the Partners in Injury Reduction program (PIR) and thank all participants continuing on through the program. Just a reminder, February 11, Program Building Course will be held in Calgary & teaches how to build your safety program. AFPA is a Certified Partner with WCB to aid in the development & implementation of workplace health & safety systems. If you are interested in saving money, up to 20% rebate, on your WCB premiums, contact us for more.

NUTRITIONAL LABELLING

Health Canada announces new mandatory nutrition labelling. If you have a product that makes any nutrient claim such as "light", "low-fat", "good source of", etc. you are required to use the new format NOW. New labelling requirements were published on January 1, introducing mandatory labelling on all prepackaged foods. The new Canadian label is NOT the same as the US label. Labels must be the standard Canadian format that notes 'Nutrition Facts' and has all 14 core nutrients, including daily value calculations. There are some products exempt from the new labelling requirements. Industry will have 3 years to comply, while small business (sales of \$1 million or less) will be given 5 yrs, unless the product makes any type of claim. AFPA has the services available to help, & offers reduced pricing, up to 20% off lab pricing for nutritional analyses. For more info spring@afpa.com.



**WE ARE NOT
A BANK**

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

WELCOME NEW AFPA MEMBERS

- ➔ Edmonton Journal – 780-429-5447
- ➔ Globalwise Inc. – 360-696-3888 Full service international consulting firm.
- ➔ 835170 Alberta Ltd. – 780-495-7456 High quality face, hair & body care products.

**LANGUAGE TRAINING & COACHING
PROGRAM WRAPS UP**

More than 22 companies participated to address workforce needs in the areas of English as a Second Language, literacy, numeracy & other essential skills. Tangible outcomes included training audits, development & delivery, plain language revision of employee handbooks & comprehensive, company-wide needs assessments. **Do you have need help in these areas? If so, you will be pleased to know that new funding is now available through the Skill Development Initiative to help you continue to succeed & grow through workforce development www.afpa.com/hr** One company which can assist you in this area, is Canadian Career Partners, see attached company overview for more details



Experience the elegance & charm of an exceptional Hotel, where service is designed to create a perfect stay. The Blackfoot Inn is pleased to extend a promotional rate of **\$99/night + taxes** to AFPA members (available Feb – May 2003) For reservations, 1-800-661-1151 or 403-252-2253 Calgary, Alberta

Visit our website at www.blackfootinn.com



Canadian Career Partners



HOW CAN YOU BE POSITIONED TO GROW AND IMPROVE BUSINESS PERFORMANCE?

Answer: Invest in your business effectiveness and in your people. And with the exciting new government funding initiatives (see last month's AFPA newsletter), AFPA members have a unique opportunity to empower and improve their business and workforce. The funding is available thanks to the efforts and support of AFPA's Janet Henderson who worked with the Alberta government on these initiatives.

In case you missed previous communication about the programs, there are three funds available: The Skills Development Fund, the Agri-Processing Incentive Fund and the Executive Development Bursary. For details on all funds, contact Janet Henderson at janet@afpa.com or (403) 201-3657, ext. 22

WHERE TO START?

Canadian Career Partners, a member of the AFPA and a full service **human resources and business consulting firm**, has teamed up with AFPA to help assess your business needs and assist in applying for the funds.

WHAT IS THE OFFER?

In addition to assessing your business needs and assisting with the funding application process, Canadian Career Partners can provide **a full scope of services** to meet your business needs. They have years of experience in conducting realistic needs assessments and developing training plans for your company. Canadian Career Partners' **experienced consultants** can offer comprehensive HR and business consulting: from communication skills, literacy, supervisory training, workplace safety, coaching, mentoring, recruitment, retention and compensation to business plan development, competitive assessments/intelligence, succession planning, performance management, research in best practices, process facilitation, and more. They provide **timely, cost-effective, customized and realistic solutions** to your business challenges.

By bringing together small sized companies with similar needs, Canadian Career Partners will explore **innovative ways to meet these companies' business requirements** - while offsetting costs.

Canadian Career Partners is committed **to working in partnership with the AFPA** to ensure all companies interested in applying for the funds will receive the assistance needed.

NEXT STEPS

Canadian Career Partners will be hosting **information sessions** in the coming months and will also contact you on the options available. In the meantime, if you have any questions, please contact Sylvia Roosen at Canadian Career Partners at sylvia.roosen@career-partners.com, ph.403.294.3793 or Esther Hudson, esther.hudson@career-partners.com, ph.403.294.7682. Stay tuned for more information.