



If you received this via fax & would prefer e-mail advise
melody@afpa.com

PLMA SHOW - CHICAGO

Nov 16-18

FBC offers cost-shared trip 780-486-9679
www.plma.com

HACCP I

Calgary - Nov. 17-18
Edm. - Dec. 1-2

HACCP II

Calgary Nov. 19-21
Edm. Dec. 3-5

HEALTH & SAFETY SEMINARS

Dec 1 Red Deer
Dec 2 Grande Prairie
Dec 3 Edmonton
Dec 10 Medicine Hat
Dec 11 Calgary
Dec 12 Lethbridge
www.afpa.com
"what's new"

AFPA's OPEN HOUSES

Edm. Dec. 4
Calgary Dec. 11
3-6pm

AFPA Calgary
P 403-201-3657
F 403-201-2513

AFPA Edmonton
P 780-444-2272
F 780-483-7590
info@afpa.com

HOFEX, Hong Kong February 10-13, 2004

A top rated food/drink tradeshow. A cultural hub, Hong Kong food buyers look for new & interesting items. The market relies heavily on imported food & is free of tariffs & import restrictions on most food items. Hong Kong is also a showroom to China.

To assist companies in presenting food items to buyers, the Consulate General of Canada & Agriculture & Agri-Food Canada are organizing a presentation of Canadian food items. Canadian participation in HOFEX is supported by the Canadian government's 'Brand Canada' initiative which provides financial support for the design of the Canadian pavilion, an ad in the daily show magazine & hosting of a networking event. www.hofex.com or Kitty Ko, Consulate General of Canada, Hong Kong; kitty.ko@dfait-maeci.gc.ca or ph (852) 2847-7448

EAT! Vancouver April 23-25, 2004

The 2nd annual consumer food, cooking & kitchen extravaganza. The 1st EAT! Vancouver, 2003 show, drew an audience of 14,867 & satisfaction has been exceptional. 1-866-689-8652 or www.eat-vancouver.com

ARFEX 2004 MARCH 31 - APRIL 1

AFPA will not be organizing the Alberta section in 2004, members are asked to book direct with ARFA who will still continue to provide the \$200 discount to members. Space in the Alberta section will be held for members exclusively up until DECEMBER 1st 1-800-461-9762 or membership@arfa.net

PATH TO LEADERSHIP COURSE

Is one of your New Year's Resolutions to learn more about being a leader in your organization? Hey, we can help! Our highly acclaimed Path to Leadership course begins in January. It is designed to hone your leadership skills & bring out the best in you. Call Dawn at 403-201-3657 x28 for details. Reg. deadline is December 20.

SKILLS DEVELOPMENT INITIATIVE FUND

Yes, money! Available to organizations that are new, expanding or recently expanded. Designated to sharpen the skills of employees who are involved with a production plant. Skills development is a great way to attract & retain employees. Call us now to find out how you can access this valuable funding resource. Pat at 403-201-3657 ext. 22.

BECOMING AN EMPLOYER OF CHOICE

Is employee turnover a concern? Is your organization fighting to attract & keep good employees? Is it impacting your bottom line? Listen up! We are sponsoring educational workshops in 2004 to help. Stay tuned for details.

INDIGO/CHAPTERS SHOPPING EVENT November 18

Jump-start your holiday gift giving with 20% savings on all books. Go to www.afpa.com "what's new" & print your invitation which must be presented at time of purchase.

WELCOME NEW AFPA MEMBERS

- Prairie Dawn Natural Body Products
- Reece's Real Foods Inc.
- Brenmar Agencies Ltd.
- Metal Supermarkets
- Mo-Na Food Enterprises Ltd.

For more info www.afpa.com/mem/directory.cgi

FOOD SAFETY

Do you have a food safety system in place? Are 3rd party auditors requesting you have HACCP? AFPA may be able to help you! Now available in Western Canada, AFPA is excited to offer courses in partnership with the Guelph Food Technology Centre. Details (& dates for 2004) can be found at www.afpa.com/snq/. or contact Ken in the Edm or Spring in Calgary.

Nutritional Labelling

TIME IS RUNNING OUT TO COMPLY WITH THE NEW LABELLING REGULATIONS!!! "The Labelling Basics" workshop Nov 27 - Calg, Dec 8 - Edm. The advanced, *How to Apply to the New Label* dates have yet to be set, but will be an interactive workshop with Health Canada. AFPA continues to offer full labelling services & reduced pricing through an accredited lab. Contact Spring in Calgary or www.afpa.com/lab/.

WORK SAFE ALBERTA MENTORSHIP PROGRAM



WORK SAFE ALBERTA

A voluntary program, designed to be mutually beneficial for mentoring & mentored companies. "Sharing to create safer workplaces." For more info, contact Dawn at 403-201-3657 x28

dawn@afpa.com

FINANCING EXPORT SALES CONTRACTS KEEPS CASH FLOWING

Global sales contracts present different financing challenges than those of the familiar domestic market. Financing pre-shipment costs for export orders can negatively impact your cash flow.

AFSC Commercial export-financing programs help you finance pre-shipment costs of export sales contracts to minimize your risks. Eligible pre-shipment costs can include purchase of inventory, work in progress, labor and all appropriate overhead costs incurred in fulfilling the contract.

Through alliance relationship with Export Development Canada (EDC), AFSC provides loans with terms, normally under one year, co-ordinating the repayment date to coincide with a purchaser's payment of the export contract. As a result, an exporter is supported from contract commencement through to final payment, and the special financing supplements normal working capital.

To learn more about AFSC's export guarantees and financing, please contact an AFSC Commercial lender



1-800-661-3811

AFSC.Commercial@AFSC.ca

www.AFSC.ca

We'd love to see you at:



ALERTA
food processors association

HOLIDAY OPEN HOUSE

Edmonton, Thursday, December 4th
(in conjunction with REDA)

#220, 10403 – 172 Street



Calgary, Thursday, December 11th

#101, 4632 – 1 Street SE

3 - 6 pm

Please RSVP Linda@afpa.com

or call 780-444-2272 Edmonton 403-201-3657 x21

Calgary



*The Staff at AFPA wish you & your family a safe &
Happy HOLIDAY SEASON*