



If you received this via fax & would prefer e-mail (or visa versa) advise
melody@afpa.com

The AFPA Staff would like to wish you and yours a joyous and safe holiday season & a wonderful 2004!

NUTRITIONAL LABELLING

The Labelling Basics Workshop Dec 8 in Edmonton

HEALTH & SAFETY SEMINARS

Dec 3 Edmonton
Dec 11 Calgary
Dec 12 Lethbridge
www.afpa.com
"what's new"

AFPA's OPEN HOUSES

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

Concept to Commerce: Finding Help on the Path to Profit

January 14 Calgary
February 4 Edmonton
fpdc@gov.ab.ca
1-800-387-6030

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

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

JANUARY PACIFIC NORTHWEST MISSION

Fancy Food Show, Northwest Food Manufacturing & Packaging Exposition, Seattle Retail Program
Locations: San Francisco-Portland – Seattle
Negotiable Dates: January 15-25

AFPA is organizing a cost shared mission to the Pacific Northwest. Companies will have max flexibility in choosing dates to travel (3-10 days), trade shows & seminar options. The program is open to a max of 2 participants/company. Companies may take advantage of any or all of these options:

1. Fancy Food Show in San Francisco, Jan. 15-20
2. Northwest Food Manufacturing & Packaging Exposition in Portland, Jan 18-21
3. Seattle retail market program Jan 21-23

Food Beverage Canada offers cost sharing of rooms, regular airfare, registrations & the Retail Market Program. Entrance fees & seminar fees will be cost-shared to a max 45% of the approved receipts.

Check the websites to plan your itinerary
www.specialtyfood.com/do/Home or www.nwfp.org/
To register or obtain more info Gail Lemke 780-444-2272 x224, gail@afpa.com or Wendy Hindle, FBC, 1-800-493-9767, whindle@foodbeveragecanada.com

BRAND PROMOTION PROGRAM FBC is accepting applications for 2004-05.

The objective of the program is to provide support to exporters experiencing a market disadvantage as a result of competitor government sponsored programs. Wendy (1-800-493-9767) for application forms. Applications should be submitted prior to January 20, 2004.

PATH TO LEADERSHIP PROGRAM – REGISTRATION DEADLINE IS DEC 20

The early bird catches the worm – whether the ground is frozen or not! This course will be held in Calgary, starting in January 2004. It may be our only offering in 2004. If you are interested & want to find out more, call Dawn at 201-3657 x28.

SKILLS DEVELOPMENT INITIATIVE FUND

Increase the value of your organization by investing in your employees. Build their skills as a key growth strategy for the future. To find out about this fund & how to access monies, call Pat Fryers at 403- 201-3657 x22.

FREE RESOURCE: Finders & Keepers: Recruitment & Retention Strategies book

Alberta Human Resources & Employment has developed a fabulous 60 page booklet for employers. It is designed to help attract & retain valued employees in this shrinking labour pool. It provides lots of info & practical strategies. For your free copy, call Dawn at 201-3657 x28 or dawn@afpa.com Be sure to include your name, ph # & mailing address.

MEMBER GET-A-MEMBER CAMPAGN

Win valuable prizes. Entries received prior to Feb. 15, 2004 are eligible. More info is available at www.afpa.com "What's New" or watch for the full flyer with your membership invoice mailed in Dec.

WELCOME NEW AFPA MEMBERS

- Coca Cola Bottling Company
- Scott's Meat Ltd.
- Crown, Cork & Seal Canada Inc.
- Leading Brands
- Epsilon Chemicals Ltd.
- dpb Baking Company (Dutch Pastry Boutique)
- Canyon Creek Soup Company 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 CAN HELP! 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.

HEALTH AND SAFETY

There are still spots available at the H&S Seminar. Edm Dec 3, Calgary Dec 11, Lethbridge Dec 12. It's free and we'll even feed you! Come on out and learn from professionals at Work Safe Alberta, WCB, AFPA and Alberta Human Resources and Employment. For more info: dawn@afpa.com 403-201-3657 x28.

NEW PROCESSING OPPORTUNITIES FOR BEEF OVER 30 MONTHS OF AGE

Alberta-licensed, Canadian agri-food processors using Alberta beef over 30 months of age, as an input to their product, can take advantage of a new AFSC financing program - the Beef Product and Market Development Loan Program (BPMDLP).

Capital costs such as real estate, buildings, equipment, and/or working capital expenditures meeting Alberta Agriculture, Food and Rural Development's Beef Product and Market Development Program criteria, can qualify for financing under the special AFSC program.

The maximum amount allowed per borrower is \$2 million in total liabilities to AFSC. AFSC will assist in securing additional capital from other sources for larger projects. Interest is fixed at 5% for up to 5 years. Monthly payments may be amortized up to 20 years, depending on the purpose and security. The usual commercial credit terms, security, and loan fees are required. Applications must be received prior to March 31, 2004, and funds must be advanced prior to June 30, 2004.

For more details, or to join our mailing list, locate an office near you or speak with a professional lender, contact:



1-800-661-3811
AFSC.Commercial@AFSC.ca
www.AFSC.ca



INDUSTRY BUILDERS AWARD 2004 CALL FOR NOMINATIONS!

This annual award has been established to formally recognize and honour the efforts of those individuals who have made significant and lasting contributions to the growth of the food processing industry in Alberta. The Industry Builders Award recipient will be honoured at a special dinner in conjunction with the Annual General Meeting on June 2, 2003 in Edmonton.

Nominations for the 2004 Industry Builder Award are now open. Nominations will close at the end of business on January 30, 2004 and must be received no later than 4 p.m. on the closing date. The Award Recipient will be selected by a committee of the AFPA Board of Directors from those nominations received at the AFPA offices on or before the closing date.

Nominee's full name: _____

Title _____ Active ____ Retired ____

Company _____

Ph _____ fax _____

I believe the above nominee should receive the annual AFPA "Industry Builder" award because: *(use separate sheet if necessary and include anecdotal information for use in the presentation if possible)*

Nominator's Full Name _____

Company _____

Ph _____ fax _____

Date _____ email _____

For more information or to submit your nomination:

#101, 4632-1 Street SE
Calgary, AB T2G 2L3
Phone: (403) 201-3657 Fax: (403) 201-2513 Email: info@afpa.com
Website: www.preparedwithpride.com

Concept to Commerce:
Finding Help on the Path to Profit
A Workshop for Growing Agri-Food Businesses

Tomorrow's success is the result of planning and investment today. Successful business people use all the help available. This workshop is an outstanding opportunity for you to hear about and discuss the various programs and services available to food or agri-processing companies. For food or agri-based product manufacturers, expanding and staying profitable will increasingly mean developing new products and finding new ways to make them. Learn how to maximize the money you invest.

Speakers for this workshop are experts from the food industry, federal and provincial governments, financial service providers, and from centres for industrial innovation, research and development. They will highlight their programs and services and provide practical examples of how they can help you grow your business. This is a must attend event for anyone wanting to learn about programs available to help you in your drive to success. Partnering organizations include:

- **Agriculture Financial Services Corporation**
- **Agriculture and Food Council, AAFC**
- **Alberta Agriculture, Food and Rural Development**
- **Alberta Food Processors Association**
- **AVAC Ltd.**
- **Economic Development Edmonton**
- **Industrial Research Assistance Program (IRAP/CTN), NRC**
- **Scientific Research and Experimental Development Program, CCRA**

Dates and Locations

- **January 14, 2004** – Calgary – **Radisson Hotel Calgary Airport, 2120 16th Ave. NE., Calgary**
- **February 4, 2004** – Edmonton – **Greenwood Inn, 4485 Gateway Blvd. Edmonton**

Registration time: **8:00 am** Workshop **8:30 am to 4:30 pm**

Registration Fee: **\$50.00 (includes GST and cost of lunch)**

Registration form and program are available by contacting our registration desk:

Telephone: **1-800-387-6030** Fax: **(403) 742-7527**

Email: **fpdc@gov.ab.ca**

Organized by Alberta's Agri-Value Business Facilitators