



UPCOMING EVENTS

International Food Symposium

March 9, 10 Sheraton Suites Calgary
www.theinnovators.net/files/food_symposium_calgary_2004.pdf

Exporting Food Products to the US

March 16, 17
Edm Contact AFPA

ARFEX

March 31, April 1
Calgary Roundup Centre
1-800-461-9762

Grocery Showcase West

April 25, 26 Calgary
Sarah Bowden 416-492-2311 x233 or sarah@cfig.ca

AFPA's AGM

Westin Hotel
Edmonton
June 2, 2004
Details coming soon!

AFPA's GOLF Classic

June 3 Northern Bear,
Sherwood Park
Registration info attached

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

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

AFPA's 30th Anniversary

AFPA is producing a 16 page promotional booklet & offering a limited number of full color business card size ads at a cost of \$250 RESERVE yours TODAY!
melody@afpa.com

Exporting Food to the U.S.

Don't DEALY - This short course features information, tools & resources to help you successfully maneuver into the market. US food market players & Canadian service providers will discuss market access, export mechanics & the border issues involved in the flow of North American Trade. March 16-17 in Edm. AFPA members \$199
Call Gail @ AFPA Edm. X224 or www.afpa.com/main.shtml "what's new".

Austria and IFFA

A mission to Austria & IFFA (Frankfurt) is planned May 11-19, 2004. In Austria you will tour slaughter & meat processing facilities. IFFA is the world's leading trade fair for the meat industry. Call Wendy Hindle, Food Beverage Canada, 780 486 9679 or Terry Rachuk AFPA/IRAP 780 444 2272 x231.

Safety & Health Week - Build a Safe Beginning

Mark May 2-8 on your calendar. It's North American Occupational Safety & Health (NAOSH) Week & 'building a safe beginning' is paramount to any project.

NAOSH involves volunteers from Canada, the U.S & Mexico jointly focusing the attention of employers, employees & the general public on the importance of preventing injury & illness in the workplace & encouraging new health & safety activities. How can you become involved? Volunteer with your local Health & Safety Committee & the local NAOSH committee to reduce injury & illness in the workplace. Check out www.naosh.ca for ideas & support your local NAOSH committees:

HERE'S HOW ONE COMPANY SEES IT

Capital Packers Inc. has received Skills Development Initiative funding. Here are some of the positive results it has achieved with that money.

Achieving HACCP certification with supporting training was an important milestone. Better product flow, improved control testing & tracing procedures were initial outcomes. Another important outcome though, was the return of a lost customer.

Reduced WCB costs & less training for replacement workers have been the outcomes of increased safety training under the new Partnership in Injury Reduction program. The culture in the workplace has also had some changes. With increased emphasis on training there is a more caring attitude towards the welfare of co-workers & a greater understanding of cultural differences. As well, there is a more respectful familiarity between persons of all skill levels & a deeper understanding of different learning styles.

At a glance, the results are impressive. Better food safety, returned customers, reduced WCB costs & training for replacement workers. Another hallmark result is a more respectful & caring

workplace, one that recognizes diverse skills & learning styles. These are business results that are good for Capital Packers Inc. & good for the industry.

Last call for applications to AFSC processing loan program

Applications for the AFSC Beef Product and Market Development Loan Program (BPMMLP) are due by March 31, 2004. Alberta-licensed, Canadian agri-food processors using Alberta beef over 30 months of age, as an input to their product, can take advantage of the financing program.

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. We will assist in securing additional capital from other sources for larger projects. Interest is fixed at five per cent for up to five 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.

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

WELCOME NEW AFPA MEMBERS

- Boss Packaging Inc. – Manufacturer & supplier of scaling, bagging, sealing & wrapping equipment – 403-216-1226
- De Fasio Gourmet – Biscotti Cookies & energy bars – 780-452-8960
- Euosha Health & Safety Solutions – Applications & systems developer specializing in occupational health & safety software applications & systems solutions – 703-809-9181
- Experience Gastronomique – Producer & innovators of "fresh" Atlantic smoked salmon & other salmon products – 780-457-8227
- Fratello Coffee Co. – Specialty roaster – 1-800-465-7277
- Kool Food Inc. – Processed potato products – 780-707-2515

For more info

www.afpa.com/mem/directory.cgi

Comments?

If your company has news to announce, let us know!
melody@afpa.com or 403-201-3657 x21

Alberta Food Processors Association
101, 4632-1 Street SE
Calgary, AB T2G 2L3



- *Dry, Cooler & Freezer*
- *Calgary, Saskatoon & Winnipeg*
- *Dedicated & 3rd Party*
- *Custom Order Assembly*
- *X- Docking, Clamping & Slip-sheeting*
- *Computerized Warehouse Management System and Reporting*
- *EDI & Bar Coding*
- *Freight Consolidation & Delivery*
- *Food Safety Programs – HACCP, CFIA accredited*

Tel: (204) 475-5570

Fax: (204) 477-1217

1555 Chevrier Blvd, Winnipeg, Manitoba, R3T 1Y7

www.westco.ca



EXTRA SAVINGS FOR AFPA MEMBERS FROM AVIS

You can save big every time you rent from Avis by using your Avis Worldwide Discount (AWD) number **C289900**. And now you can save even more! Through June 30, 2005 you can enjoy a free weekend day. Simply provide coupon number TUGA646 when making your reservation & download the coupon from <http://www.afpa.com/abo/discount.shtml> to present at check-in. For reservations log on to avis.com or call 1-800-831-8000.

NORQUEST COLLEGE JOB FAIR

April 7, 2004, Edmonton Downtown Campus, Main Floor. March 31 deadline to register. Contact Jennifer Munro @ 780-427-5524 or Jennifer.munro@norquest.ca

GUELPH FOOD TECHNOLOGY CENTRE – TECHNICAL SEMINAR: Reformulation Options for Healthy, Low-Carb Baked Goods & Related Products

March 31, 2004 at Best Western Carlton Place Toronto. This seminar will help bakers & related food processors understand the low-carb phenomenon & explore options for reformulation of products within this market segment. Contact Marlene at 519-821-1246 x5028 or www.gftc.ca

CATTLE BOYZ WINS MAJOR INTERNATIONAL FOOD INDUSTRY AWARD

Results of the 2004 Scovie Awards, one of the top international food competitions -- have just been announced & AFPA member Cattle Boyz Foods who manufactures gourmet bbq sauces is among the winners. The competition is widely accepted as the top award for hot & spicy foods internationally. Hundreds of products from around the world competed for top honors. For more info www.cattleboyzsauce.com

HEALTH & SAFETY SECORP SOON TO BE AVAILABLE AT AFPA

Has your company been putting off getting your Certificate of Recognition because it just isn't cost-effective for your small business? Do we have the answer for you!

The Small Employer COR program is a much less expensive, less time-consuming, less complicated way for you to build your health & safety management system & obtain your COR. AFPA is now developing the SECORP program to offer to food processors of Alberta. If your company has 10 employees or fewer, give Dawn a call at 403-201-3657 x28 for more information or dawn@afpa.com. Get started now so that you, too, can receive savings on your WCB premiums!

ASSOCIATE CONNECTIONS

Are you an AFPA member and not taking full advantage of your membership? Do you have services you can offer to other AFPA members? Contact melody@afpa.com or 403-201-3657 x21 to find out how we can help.

SEEKING NONINATIONS TO AFPA BOARD OF DIRECTORS

AFPA's success is in large part due to the leadership of our Board. Please assist our continued growth & success by getting involved. Nominate somebody you know or let your own name stand for election at our Annual General Meeting in June. Contact melody@afpa.com

ADVERTISE HERE!

Full page – \$200.00 Business Card size - \$45.00

Other opportunities available

Contact melody@afpa.com

Digest is published monthly by AFPA (with the exception of summer) deadline for submissions is the last Friday of the month preceeding publication.

AFPA's digest (past & present editions) are available on the web at <http://www.afpa.com/digest/>. The newsletter is your communication service, so let us know how we are doing & what further changes you would like to see!



is teeing up to host its Annual

GOLF CLASSIC

Northern Bear Golf Club Sherwood Park, AB

One of four Jack Nicklaus Signature Golf Courses in Canada

We invite all golfers (skilled and recreational)!

Thursday June 3, 2004

- 8:30 am Shot Gun
- 2:30 pm Dinner & Awards Banquet

RETURN THE ENCLOSED REGISTRATION FORM AS SOON AS POSSIBLE!

Callaway Scoring System will be utilized

HOTEL: Westin Hotel Edmonton - \$105/nite (exclusive of applicable taxes) – Call 1-800-westin1
(reservation cut off date is May 3, 2004) identify yourself as booking with Alberta Food Processors Group

Note: Annual General Meeting & Industry Builders Award Dinner is Wednesday June 2nd at the Westin Hotel in Edmonton, mark your calendar and plan to attend - watch for more information to register soon.



AFPA's GOLF CLASSIC – June 3, 2004 – Northern Bear – Sherwood Park

\$165.00 (+ \$11.55 gst) = \$176.55 per person

price includes: 18 holes of golf ⇐ power cart ⇐ use of driving range
⇐ snacks and refreshments ⇐ Awards Dinner ⇐ prizes

Name _____ Company _____

Address: _____

Ph _____ Fax _____ Handicap or score on 18 holes _____

e-mail _____



Name _____ Company _____

Ph _____ Fax _____ Handicap or score on 18 holes _____

e-mail _____

For Additional golfers please photocopy this page
All cancellations will be subject to a \$25 administration charge. No refunds after May 7, 2004

Team preference/comments: _____

I'D LIKE TO BE A SPONSOR.

- BASIC SPONSOR - \$150 (+gst) Signage on tee + Company mention at banquet
- HOLE SPONSOR - \$450 (+gst) Signage on tee + 2 golfers + Company mention at banquet
- Trophy Sponsor \$125 (+gst)

- PRIZE SPONSOR
- Team Prize (4) _____ Mulligan Prize (1) _____
- Cash donation _____ (AFPA to purchase prize on your behalf).
- BOODLE BAG DONATION
- 120 Items of _____

TO REGISTER:

Alberta Food Processors Association e-mail – info@afpa.com
#101 4632-1 Street SE
Calgary, AB T2G 2L3 ph (403) 201-3657 x21 Fax (403) 201-2513

- Cheque enclosed (to follow) Invoice (**AFPA members only**) - all invoices must be paid prior to golf day
- VISA# _____ Exp. Date: _____

Cardholder Name: _____