

August 7, 2012

Upcoming Meetings

➤ **None Scheduled**

Managing for Success Business Assessment Opportunity.

The AOFP is Offering Complimentary Business Assessments for Ontario Food and Beverage Processors. **The Wine Council of Ontario is a member of the AOFP therefore all member wineries are eligible to apply for this program.** To date, 40 food and beverage processing companies from across the province have participated in the confidential, one-on-one assessments. The process includes having an experienced business advisor work with management to review their company's practices in several focus areas and provide recommendations. Starting in fall 2012, a limited number of companies from a cross-section of the Ontario food and beverage processing sector will receive this complimentary, personalized assessment valued at more than \$5,000. For further details, and to apply for an assessment visit: www.managingforsuccess.ca.

Canadian Food Exporters Association – Show Participation opportunities November 8-10, 2012 Hong Kong Wine and Spirits Fair

With the outstanding achievement of the HKTDC Hong Kong International Wine & Spirits Fair 2011, Hong Kong is now firmly established as the regional trading point of choice for the global wine industry. There are many government and private sector initiatives in place to promote wine trading in Hong Kong, such as the abolition of import duty on wine and speedier customs clearance into major Chinese mainland cities. Of these initiatives, the Hong Kong International Wine & Spirits Fair has quickly become one of the most influential. Exhibiting at this event will give you the opportunity to gauge Asian tastes as well as test consumer reaction to new products. In 2011, 930 exhibitors from 37 countries and regions were able to gauge the interest of 19,400 trade visitors from 71 countries and regions and 19,690 public visitors. To learn more about how you can participate please visit our site <http://www.cfea.com/events/hkwineandspirits2012invite.aspx>. You can register online at <https://www.cfea.com/events/hkwineandspirits2012form.aspx>.

Salon des vins de Laval – November 16-18, 2012

The best interior wine show in Quebec, Salon des vins de Laval will receive 60 to 80 exhibitors for this first edition; wine agents, wineries, accessories and products from Quebec. 8000 visitors are expected including 500 professionals such as sommeliers, restaurant owners, agents and SAQ advisors. More information and the participation form is attached.

US Regulations session

Attached you will find an invitation to participate in a session about the upcoming changes to US regulations. If you are a manufacturer of food and beverage products and are currently

exporting to the US or considering exporting to the US then you may want to attend this session to get the latest updates on the new Food Safety Modernization Act and how it will affect doing business in the United States. To register complete the attached form and return it to the association by email, fax or mail or for quicker registration, register online at <https://www.cfea.com/events/usregulationssessionform.aspx>.

Eastern Winery Exposition Trade Show and Conference

The Wine Council of Ontario is a supporting sponsor of the Eastern Winery Exposition Trade Show and Conference March 6-7, 2013. The inaugural show took place in Lancaster Pennsylvania in 2012 and was a resounding success. Through our supporting sponsorship of the show, Ontario wineries are entitled to a 10% discount for seminar or trade show registration. In addition if there is enough interest from Ontario wineries to attend the show, the Wine Council will co-sponsor the opening reception and consolidate wine samples for shipment. You can register at www.easternwineryexposition.com and use the discount code WCO1 to use to claim the discount when registering. If you are planning to attend and are interested in participating in the opening reception, contact Linda Watts.