



## Focused on the issues and concerns of shelf-stable food processors and marketers

The Shelf-Stable Food Processors Association (SFPA) is the trade association serving the shelf-stable prepared food industry. SFPA represents the interests of shelf-stable food processors and their suppliers on issues affecting the industry. Members include companies of all sizes, from regional processors to large multi-plant operations.

### SFPA has two membership categories:

**Regular Membership** is open to any company whose major business activity involves the sale and distribution of its own or custom packed shelf-stable food products.

**Associate Membership** is open to any company engaged in business as a seller of services or as a supplier to SFPA Regular Members or as a producer or distributor of any product or service that promotes the interest of producers of shelf-stable food products.

### SFPA's mission is to:

- Promote the collective interests of shelf-stable food processors.
- Provide individual member assistance.
- Encourage the collection and dissemination of scientific, economic & public opinion research.
- Inform the trade and public of the advantages of shelf-stable food products.
- Elevate the industry's standards.
- Advance the welfare of the industry.

### SFPA Membership Benefits

- Provide access to a team of experts to assist resolving USDA and FDA inspection related issues, like labeling compliance, OSHA inspections and EPA and state environmental inspections.
- Keep members up-to-date on current developments and future trends important to the shelf-stable food products industry.
- Fight for your interests in national legislation and federal regulatory programs.
- Support members seeking to get into the import/export business or current importers and exporters facing trade-related problems.
- Track industry news and alert you as it breaks.
- Advise members on new marketing and sales opportunities.
- Conduct seminars and meetings to inform members of new production techniques, marketing strategies, regulatory programs and other issues.
- Provide members unparalleled networking with other industry leaders.

Through the collective efforts of its membership and the assistance of its professional staff in Washington, SFPA advocates for changes that may assist companies to work more efficiently and profitably. For more information about SFPA benefits and how your company can become a member, contact Susan Backus at [sbackus@meatinstitute.org](mailto:sbackus@meatinstitute.org).

## Key SFPA Activities

The Shelf-Stable Food Processors Association (SFPA) represents the industry in numerous ways. The following are examples of the many issues which SFPA addresses.

**Food safety** is a top priority for SFPA and its membership. Through constant monitoring and involvement with regulatory agencies, the organization has been able to deliver timely information and analysis of issues important to the membership. SFPA provides both FSIS and FDA regulatory and technical assistance to its membership, and works to ensure government regulations enhance food safety and do not create unnecessary burdens on the industry.

The **nutrition** profile of processed products is increasingly in the spotlight. SFPA defends the shelf-stable foods industry's efforts to provide wholesome, affordable products to consumers. SFPA is monitoring implementation of the *2020-2025 Dietary Guidelines for Americans*, and the process to update the 2025-2030 edition, to ensure that shelf-stable food products are recognized as a part of healthy dietary patterns. SFPA also continues to monitor policies implemented under the Biden-Harris Administration's National Strategy on Hunger, Nutrition, and Health.

**International trade** is an integral part to the success of the shelf-stable food industries. The organization focuses efforts on ensuring that international trade, foreign inspections, world markets and sanitary and phytosanitary requirements are designed to facilitate trade. SFPA participates in a Cooperative Service Agreement with USDA's APHIS to facilitate the inspection of foreign meat plants for exporting cooked meat products to the U.S. Further, SFPA is working with allied stakeholders to highlight the negative consequences of the steel and aluminum tariffs on affected industries and to determine the appropriate measures to mitigate these consequences.

SFPA supports **sustainability** initiatives and programs to respond to customers. In fact, the shelf-stable foods industry has been one of the leaders in environmental sustainability. Additionally, SFPA supports the increase of vehicle gross weight in an effort to reduce food miles, reduce carbon footprint, increase fuel efficiency, and reduce costs, among other reasons.

SFPA provides **industry trade leads** to its members by informing them of customers' requests for the purchase of shelf-stable food products. These trade leads have resulted in additional sales and contacts for member companies.

SFPA's Annual Meeting, open attendance Board of Directors meeting and committee meetings provide unparalleled opportunities for processors, importers and suppliers to receive the latest industry and government information that affect their businesses. These events also serve as great **opportunities to network** with other industry leaders and suppliers.

SFPA, headquartered in Washington, D.C., affords its members a unique opportunity to interact with government officials and other thought leaders located in the nation's capital. SFPA serves the needs of its members by providing **personalized assistance** on issues that directly affect their company.

## Membership Application

If you would like to join the SFPA, please complete the information below.

Company Name \_\_\_\_\_  
Mailing Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Web Site Address \_\_\_\_\_  
Main Contact \_\_\_\_\_  
Title \_\_\_\_\_  
E-mail \_\_\_\_\_

### **Additional Contacts:**

Contact/Area of Responsibility	Name	Title
CFO/Controller	_____	_____
HACCP Coordinator	_____	_____
Operations	_____	_____
Physical Distribution	_____	_____
President/CEO	_____	_____
Quality Assurance/Control	_____	_____
Regulatory Affairs	_____	_____
Retail/Foodservice	_____	_____
Sales	_____	_____

The sterile product(s) produced by our firm: \_\_\_\_\_  
\_\_\_\_\_

### **Type of Membership and Annual Dues**

- Regular Member - \$4,000
- Associate Member - \$2,500

Please return this form with a check made payable to the Shelf-Stable Food Processors Association in the amount indicated next to membership type.



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