

PROUD OF OUR PAMP WINNERS AT AAMP



From Your President...

Hello members,

I hope everyone is having an enjoyable and profitable summer. At this point, I'm sure we are all ready for cooler and definitely drier weather!

As the summer rush starts to end, it is time to gear up for the long exhausting winter. It seems like you can never get caught up, but we keep pushing forward, because we love what we do.

In a few months the board of directors will be meeting to discuss our 80th Annual Convention. With a lot of things in the works, it is always an exciting time.

A special congratulations to all the PAMP members who did so well at AAMP..... you made us proud. Best wishes to you all, and never forget how much help and assistance we all have available through our organization.

Gary Gibson - President

The Pennsylvania Association of Meat Processors was represented very well at the annual AAMP convention. Holland Brothers Meats received a Champion, Bardine's Country Smokehouse received 8 awards with 4 Grand Champions, 2 Reserve Grand Champions, 1 Champion and 1 Reserve Champion. The Country Butcher took home a Champion in the Ham-Boneless (Commercial) Class and Hartman's Butcher Shop received a Champion in both the Jerky & Meat Snack Sticks Class. Congratulations to all of you!!



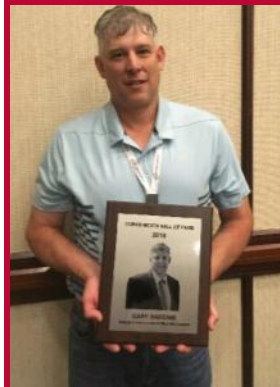
PAMP/AAMP Winners: Mike Holland, Holland Bros.; Steve Boyer, The Country Butcher; Penn State's Joshua Cassar, Denny Hartman Harman's Butcher Shop, Gary Bardine, Bardine's Country Smokehouse.



Penn State's Joshua Cassar: Winner of the AAMP University Class

In the University Class the big winner was Penn State's one and only Joshua Cassar. Not only did he receive 1st place in the Summer Sausage class, 3rd place in the Cured Speciality Meat Products class but was awarded largest total score among both classes. Good Job Joshua!!

We also get to honor Gary Bardine for being inducted into the AAMP Cured Meats Hall of Fame. This is a well-deserved award for his service to the industry, excellence, passion and hard work. Congrats to you and your family!



Scott Cunningham also received the 2019 Convention Winner and the Yearlong Membership award. Congratulations!!

I would say PAMP was represented very well at the 79th Annual AAMP convention and we are proud of the accomplishments of our PAMP membership.

Cured Meats Hall of Fame Inductee: Gary Bardine & AAMP Membership Winner: Scott Cunningham



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Hints and Tips

In our continuing feature of Service Hints and Tips from professionals in the field, we have a number of articles throughout this newsletter from such suppliers as Con Yeager Spice, JVR, Excalibur Seasoning and the following piece from Mark Shad Online.

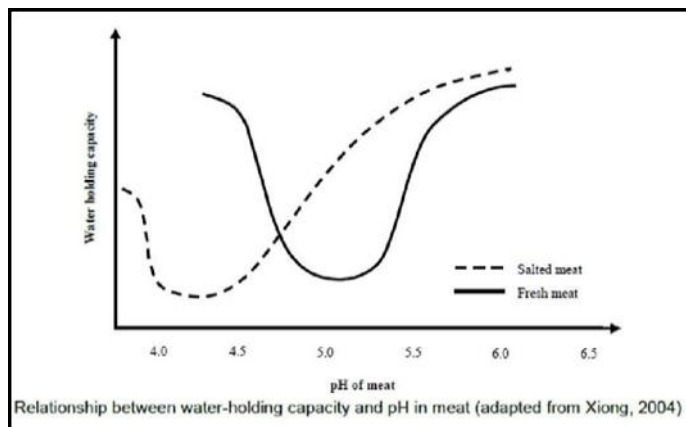
THE USE OF FIBERS TO INCREASE WATER HOLDING CAPACITY IN PROCESSED MEATS

The pH of post rigor meat is in the range of 5.4-5.8. This is near the isoelectric point of 5.2; the worst-case situation for water holding capacity (WHC).

Unless we have the luxury of utilizing pre-rigor meat ("hot boned") for the processing of meats, we utilize chilled post rigor meat.

To increase the WHC, we need to adjust the pH of the meat away from the isoelectric point. Another variable we need to keep in mind as we work toward increasing WHC, is that salt, which is commonly added to processed meats, improves the WHC by shifting the isoelectric point.

This graph best illustrates it. Therefore, as meat processors we typically take steps to raise the pH. However, we also have the option of lowering the pH below and away from the isoelectric point. This is not usually done because of the additional task of moving through and past the isoelectric point and then below it.



One popular option of adjusting pH to improve WHC is the use of phosphates. Phosphates however can be difficult to work with in that they do not easily dissolve in water and labeling may be less appealing to the consumer of the finished product.

Natural fibers are a viable and attractive option. Inherent functional property and health beneficial effects of fibers make them a useful ingredient in the development of various meat products. Fibers from oat, sugar beet, soy, pea, apple, and wheat have been included in the formulations of several meat products such as patties, sausages, and bologna. Fiber retains water, decreases cooking losses, and has a neutral flavor. Furthermore, fiber as a functional ingredient can be incorporated with meat products to improve the health view of meat products.

Vegetable fibers in general do a better job than fruit fibers regarding water holding capacity and emulsion stability because there will be an increase in pH away from the isoelectric point as opposed to a lowering of the pH, closer to the isoelectric point. As an example, carrot fiber is a relatively new fiber to the application in meat products and it has very high-water absorption capability.

Vegetable fibers generally have a high water-holding capacity. By hydrating a fiber, the water occupies the fiber pores and increases cooking yields, possibly reducing the caloric contents of meat products. Moreover, a high water-holding capacity can control moisture migration and ice crystal formation resulting in the increased stability during freezing and thawing process. The length, particle size, and absorbency of vegetable fiber components positively affect the water-holding capacity and these can contribute to mouthfeel of the final products. The longer fibers which impart increased capability of water-holding to meat products can result in changes in texture depending on the level of fiber. The length and water-holding capacity of fiber is thus balanced against the textural changes.

The addition of fibers to meat products to increase WHC is not the only positive contribution they make to processed meats. Vegetable fibers have been successfully used reducing fat contents, viscosity, gel forming ability, fat binding capacity and emulsion stability.

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Working with his father from a young age, as his father had done too, Joe (LeRoy) Jr. became a stock holder in Palumbos Meats of DuBois Inc. in 2001.

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HOW TO BECOME AN ECONOMIC '1ST RESPONDER' FOR YOUR COMMUNITY

I attended the American Association of Meat Processors annual convention in Kansas City last week, and along with the learnings and the great exchanges I had at the meeting, I was able to spend part of my post-convention weekend with friends in Weston, Mo., north of the city in Platte County. The town provided excellent food — top-notch BBQ at Tin Kitchen, Sunday brunch at The Avalon Cafe — and excellent food for thought.

Weston, pop. about 1,800, reminds me a lot of the town I grew up in: surrounded by corn and soybeans, herds of cattle on pasture (and the occasional escapee on the road), the kind of place where a particularly heavy snow could isolate a family for days. Weston has a few advantages most rural small towns don't, including some historic architecture and an especially well-funded school system that draws new residents daily. The town's business base is increasingly upscale with a focus on hospitality, including eateries, a winery and a distillery, and dozens of small, unique gift shops.

Nevertheless, Weston has come up against the pressures that all small rural towns seem to have. Opioids and crystal meth have taken a toll, and substantial jobs that pay a living wage are hard to come by; a growing number of residents commute to jobs on the advancing northern edges of metropolitan Kansas City. Weston is holding its own amidst these changes. And recent research out of Iowa State University indicates that other, similar communities could be doing better economically, as well, by embracing change, even as — or perhaps as a result of — its population getting smaller.

The Shrink Smarter Project is an effort to more than simply document the economic decline of small towns and rural communities, but to seek out those qualities that allow some towns to remain vibrant even as the population or employment base shrinks. The project is funded by a one-time National Science Foundation planning grant, and involved professors from across disciplines, from architecture to sociology to computer science. In the pilot project, they are collecting data on eight small towns, not more than 10,000 residents, that are both shrinking and thriving. They will then analyze those factors that contribute to so-called smart shrinkage and see how those qualities may be extended to other small towns at risk across the United States.

Research is ongoing, but early indications seem to point to success in communities that focus on providing remaining residents with an attractive quality of life. These include cleaning up the town and investing in its appearance and safety, providing recreational and entertainment locations and programming for residents, and a community foundation or other means of locally funding projects that contribute to quality of life.

Large and small processors often operate in communities that fit the disheartening profile of decline. Most go further than simply providing jobs; they sponsor events and teams and donate provisions to good causes. But look around your community; can you take that involvement to another level? Can you be the nexus around which major upgrades happen to the quality of life in your small hometown? Can you provide the CPR or shot of adrenaline the town needs to survive and thrive into the next century?

Reprinted from Lisa M. Keefe's Blog - The Center of My Plate from www.meatingplace.com



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Hello Members! It was great seeing many of you at the last convention! I am Toby Heishman, an Insurance Executive at Zinn Insurance. I have met many of you over the years. I wanted to bring everyone the exciting news that I am no longer with Christian Baker Company. I have made a strategic business decision in order to allow myself to service my clients in a different way.

I am now an Insurance Executive at Zinn Ins, An Alera Company. Zinn Insurance is a 3rd generation firm that prides themselves for treating their clients like family and providing superior customer service. Alera also offers a national platform with many unique opportunities; such as risk management, assistance with HR services and captive programs. This allows for the insurance program for PAMP to grow more, as everyone had advised they wished to do.

We are diligently working on forming the Insurance Program we had discussed at the conference. Please reach out to me at the below information, so we can continue to pursue the dividend program. As of this moment, we have 2 carriers very interested! If you are not a current client, we only need a few things to try to obtain a no obligation quote for you! The more interest we have in the program, the more money everyone can earn.

Thank you for trusting me in assisting PAMP with your insurance needs!

Toby L. Heishman, CIC

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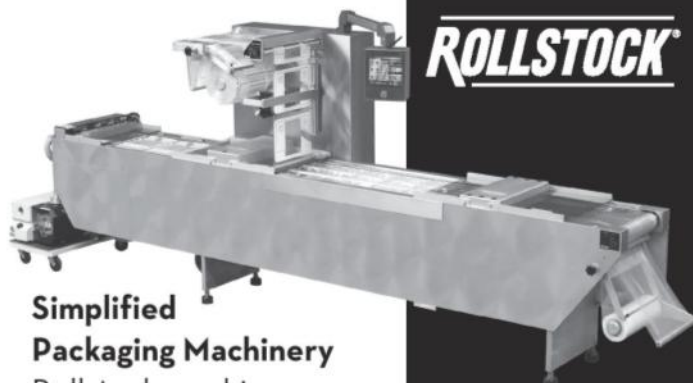
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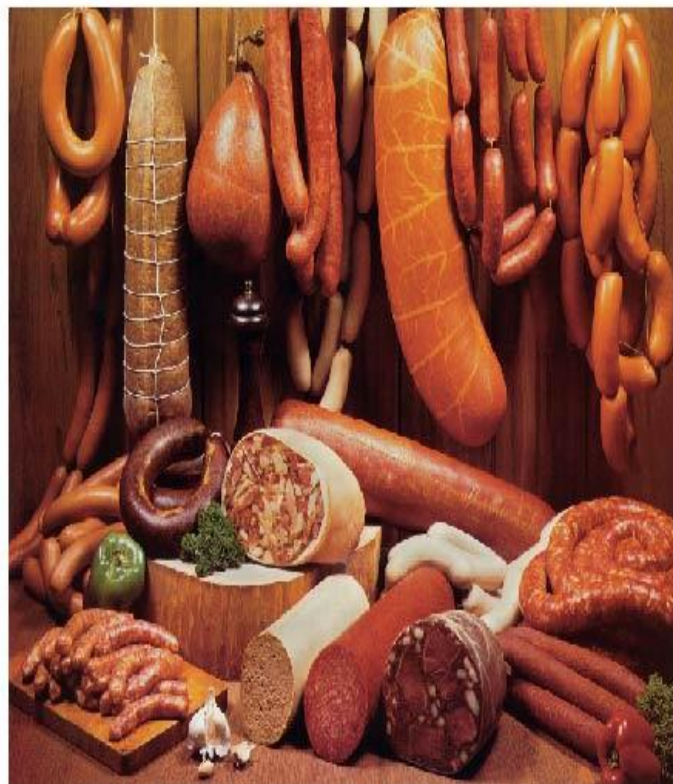
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AN EMPTY SPICE CABINET A DOOR TO OPPORTUNITY

At the recent World Meat Congress, keynote speaker and best-selling author Jeff Fromm showed a stunning photograph: a modern-day, millennial spice cabinet. The picture was shocking – a barren, dust-bunny filled cabinet with one lonely container of ground pepper. The visual was a stark contrast to the spice cabinet in my own home – one filled with every spice from cayenne pepper to turmeric to saffron and beyond. Bottles and containers stacked on top of each other, often ready to topple out as I rummage to grab a jar that's inevitably ended up in the back of the cabinet.

Though I admit I am a self-diagnosed "foodie," I do not think that my spice cabinet is out of the norm for the spice cabinets of others in my age group. I'd guess that most of my peers have more than a lone jar of black pepper and a canister of salt.

Some might see the lack of a well-stocked spice cabinet as just another black mark against the millennial generation. I see it as a huge opportunity for those of us in the food industry to innovate—finding ways to deliver flavor adventures to a demographic that wouldn't (or couldn't) create those same tastes for themselves. Fromm made it clear that the missing spice cabinet is not an indication of an absence of a desire for bold flavors, but rather a waning desire of younger age groups to cook and prepare food for themselves.

While I may eat something in a restaurant that I want to recreate, or crave a particular dish and research the recipe on one of my favorite sites – like America's Test Kitchen – millennials dine out more often. They may also seek to experience food, but not necessarily prepare it themselves. Further, if they do prepare their own meals, they may

have no interest in buying a full jar of ancho chili powder critical to the recipe. This may be why meal kit delivery services are on the rise. These services package the exact amount of any given ingredient necessary to complete the recipe. This is a benefit to the home cook as there is no reason to purchase full-size ingredients never to be used in the future. In short, it allows for experimentation with less commitment.

The desire for "flavor adventure" has been on the rise for years. A cursory Google search reveals study after study demonstrating that millennials—and even younger generations—are looking for bold, ethnic and enthusiastic flavors. Why is that?

These flavors evoke an emotional response, inspire a sense of travel or provide an opportunity for exploration. A millennial's quest for adventurous flavors is much higher than previous generations. In some research, they place taste and enjoyment above health. Millennials forgo routine to seek out the new and different; they prefer bold and spicy flavors and culturally diverse options.

So how do we open the door to this new opportunity?

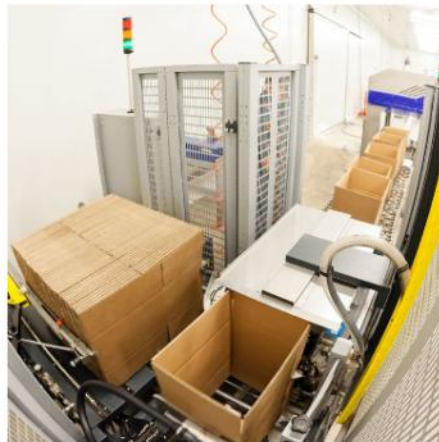
First, we work with food service and restaurant partners to invent menu items that speak to the millennial desire for new flavors that pack a punch and inspire home cooking.

Second, we innovate product packaging by delivering flavor through inventive marinades, spice rubs and more. This invites consumers to create a bold, creative meal without having to look up a recipe or invest in a bunch of new ingredients.

Lastly, we continue to evolve how we market pork and red meat. We need to promote options and variety, and we must work together with packers and processors to deliver on this promise.

I may look at my packed spice cabinet wistfully while my sons regard it as a relic that they will personally never have in their future homes. But rather than be annoyed or frustrated, I'm choosing instead to be excited about the trips around the world I can take them with just a little, good ol' American innovation. So, let's spice it up!

Reprinted from Craig Morris' Blog -
Pork Perspective from www.meatingplace.com



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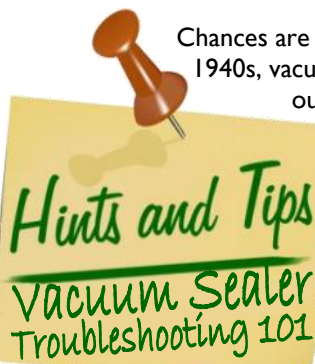


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Hints and Tips Vacuum Sealer Troubleshooting 101

Chances are if you're reading this article you likely have some type of vacuum packaging machine. Dating back to the 1940s, vacuum packaging continues to be the best solution for extending the shelf life of most perishable goods. Without the need for freezing or adding unwanted preservatives, fresh meats and countless other products can benefit from vacuum packaging. However, the positive results associated with vacuum sealing are greatly diminished when your packaging equipment is not properly maintained.

In this article we're going to review a common problem with vacuum sealed products and a few potential solutions that may save you a lot of time and money. Commonly referred to as "leakers", you may find that a percentage of your vacuum packaged items will loosen up over time thus exposing your product to oxygen and microorganisms that contribute to spoilage. Since a slow "leaker" is often not immediately identified they can easily be overlooked and sent out to customers. Many times, defects in the packaging materials are thought to be the cause of a slow "leaker" but more often it is actually the heat seal applied by the machine that is compromised. So, let's assume no changes have been made to your process, what

should you look for to reduce the risk of "leakers"? Answer - check the heat seal applied by your vacuum packaging machine. Is the seal too hot, too cold, not enough pressure, too many creases, or simply no seal at all? Knowing how to identify a good heat seal from a poor one is critical when determining the cause of a "leaker". A good seal requires three things; pressure, temperature, and a flat bag.

Pressure

Hold your vacuum sealed bag up to a light so you can really see what's going on. Poor seal pressure will result in a seal that looks spotty or broken. If this is your problem, then you might be tempted to correct it by turning up the seal time, but this won't provide results you're looking for. The most likely cause would be a leak in your machines seal bellow or piston. Depending on the manufacturer, your machine will either have bellows or pistons located up in the lid or on the deck. Both systems require either atmospheric pressure or compressed air to be introduced in order to pinch off and seal the bags inside the vacuum chamber. Over time these bellows or pistons will likely develop leaks and lose their ability to provide adequate pressure during the seal process, thus resulting in a spotty seal and dreaded "leakers".

Temperature

What if the seal pulls apart too easily and won't hold up during normal handling? You may simply need to adjust your seal time so the wire heats up more. Or maybe the seal wire you're using isn't correct. Every machine is designed to use a specific width, shape, and thickness of seal wire. When replacing you must verify that the Teflon tape and seal wire being installed is in compliance with the manufacturer's specifications. Another cause for a weak seal might be that your seal wire isn't properly isolated from the bar itself. Many machines are equipped with metal sealing bars typically made out of aluminum. These bars provide significant advantages over fiber bars because they can last forever if cared for properly. However, electricity will find the path of least resistance so it's possible that a weak seal may result from a seal wire not receiving the power it needs so check to make sure your wire is isolated properly.

A Flat Bag

Oftentimes the most likely cause for a heat seal "leaker" is also the most obvious. Pay close attention when laying bags across the bar prior to closing the lid. The opening of the pouch should be laid flat across the bar and needs to be long enough that the mouth is able to close. If not carefully placed, then you'll likely discover unwanted creases in the seal area. Every crease doubles up the amount of plastic being sealed, and most machines are not designed to seal through four or more layers of material. So next time your running your vacuum sealer check to see how the bags are being laid across the seal bar because it might be the reason for your "leakers".

To view this full article which includes pictures and a video please visit www.jvrinc.com/vacuum-packaging-equipment-seals. If you're currently vacuum packaging but aren't satisfied with the results you're receiving, then please consider contacting tech support at JVR Industries. Based just outside of Buffalo, NY JVR has specialized in vacuum packaging equipment for over 45 years and offer free over the phone technical support for all brands of equipment. You can contact the offices at (716)206-2500 or visit the website at

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Hints and Tips Bratwurst Basics

Bratwurst is derived from Old High German language meaning "finely chopped meat" and wurst meaning "sausage." Bratwurst is actually a style of preparation: to pan-fry or roast (grill). Traditionally, (Germany) there are dozens of varieties and the names are related to the town, region and recipe i.e.: Thuringia, Franconian, Weisswurst, Bavarian, Coburg etc. Some are made out of sheep casings but the majority are made with hog casings. They can range in length from 3 inches to longer than 12 inches.

Here in the U.S., bratwurst falls under the category of fresh sausage, although brats can be fully cooked (uncured and cured). Most are made from pork, but veal, beef, as well as turkey, chicken, lamb have their place in the U.S. market. Salt, black pepper and white pepper make up the base of the formula with inclusion spices bringing out more definitive flavors: nutmeg, mace, ginger, lemon, cardamom, caraway, marjoram, garlic, onion, fennel, coriander etc. Vegetables, fruits and cheeses also go well in brats. So does beer! However, they are NOT allowed to contain egg unless they are given a specific name like Weisswurst or egg is included in the main name.

Pick a cool name for your new flavor when you decide to introduce a new brat into your lineup. Don't limit yourself to calling it what the name is on the pre-packaged label from your spice company. GET CREATIVE: maybe a famous landmark, person, sport team or local folk lore creature from your area. Check out Gibbs Butcher Block's website (Ohio) and the names he gives for his brats. I especially like the one named "Burning River Brat" named after the fires on the Cuyahoga River. I'm from Butler, PA - Birthplace of the Bantam Jeep- but not sure if "Bantam Brat" would be some sort of a copyright infringement or not, so be careful.

Meat block is up to you: Whole hog, butts, picnics, primal cuts, rib ends, pre-rigor pork all have a place for fresh sausage. Just as important are freshness and temperature of meat, condition of equipment, sharpness of grinder plates and knives, water source, cleanliness of spices, and sanitation. All of these have a bearing on eye appeal, shelf life and flavor. Your customers deserve the right for a product to look and taste the same EVERY time they buy your product so..... ALWAYS: weigh the meat, seasonings and water, grind it with the same diameter plate, mix or chop the same amount of time, use the same casing, keep it cold!

Your employees must know how to describe the flavor profile of ALL the products you make and be able to inform them how to prepare it. They don't want to see an employee shrug their shoulders and say "I never tried it."

Summer is officially here till the 3rd week of September, so there is still a lot of time to come up with a new summer bratwurst. Good luck!!!

Keith Kijowski- Con Yeager Spice Company
keith.kijowski@conyeagerspice.com
1-800-222-2460 X 204



Hints and Tips Quality Control

Today's workplace, particularly in the food manufacturing segment, begins with Quality Control. One of the first steps a food manufacturer should take when managing quality control is properly branding their products from receiving to shipping.

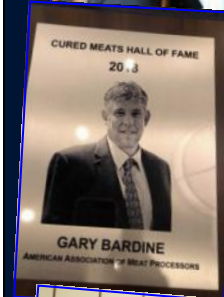
Even small businesses should take the time to review their incoming inventory for proper labeling. Many ingredients have similar titles and may easily be overlooked and stocked with a misbranded label. Misbranding is still one of the biggest reasons for recalls. Slow down, compare code numbers with the invoice and physically look at each item before stocking.

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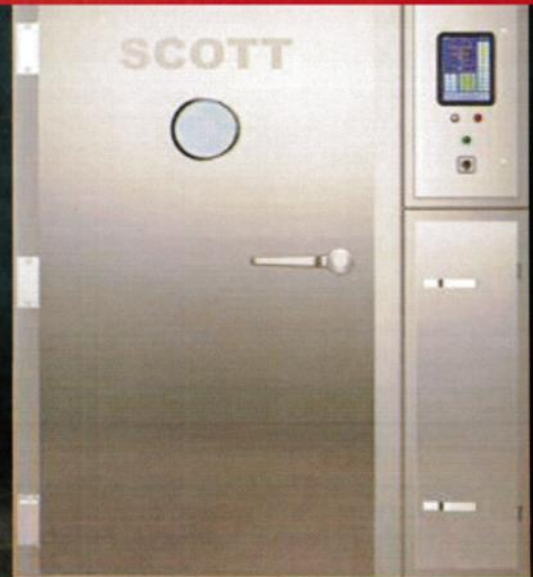
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THE MEAT BUSINESS ISN'T THE ONLY ONE YOU ARE IN

I served as a board member at two non-profits; one was a new start up and one was over forty years old. Both NPs had a mission statement, and both held annual retreats where the staff and board members spent a day wrestling with their mission statements. We spent hours reviewing our bylaws and the intentions of the founders, and discussed the current direction of the organization. The newer one ended up happy with their mission, and the older one realized they'd gotten off course over the years.

By micro-scrutinizing examinations of their organization's real purpose, both NPs came to realize that their number one priority was to develop people; the people that they serve, the people on staff, and the volunteers they recruited to serve on their boards and committees.

I've gone through similar mission workshops at for-profit companies, and highly encourage every company and organization to go through this process at least every two years to allow the new employees to participate in developing and understanding the mission of your company.

In the meat industry, there are examples of many types of companies and mission statements. Some companies have their mission statements proudly displayed on their walls and websites and they discuss their mission regularly in staff meetings. At the other extreme end are companies that have never thought of their mission being anything other than processing meat to make a profit- the more profit the better. Then there's everything in between.

There's no shame in making profits, but you can develop people along the way.

What about your company? Do they invest in developing people? No doubt it becomes quickly evident what your company's real mission is all about, whether stated on the walls and website or not, based on how decisions are made and people are treated.

We're not just in the meat business. First and foremost, we're in the people business. We just so happen to be processing, distributing and selling meat. Your customers buy from you because they trust you and your company, its claims, processes and products. Your employees work for the company, hopefully not just for a paycheck, but because they believe in the mission of the organization and because the management team is committed to investing in training and growing its people and developing the staff.

I've worked for companies in the past that forgot what business they were really in. From the top-down, they didn't invest in developing their people at any level. One company thought so poorly of their plant workers that they didn't even bother to keep the bathrooms clean or updated.

As an illustration of the importance of mission to motivation, there's a great old story about a foreman at a rock quarry who's checking up on his workers one day and asks three workers what they're doing. All three are doing the same exact work, but the foreman hears three different answers. One says with a grimace, "I'm moving and splitting rocks," the second says, "I'm providing for my family," and the third says, with a smile on his face and a sparkle in his eye, "I'm building a cathedral." The third man was on mission.

What about where you work? Do your employees own the mission of your company? Is the mission accurate, and is it clear to all that developing people is a priority?

Many meat companies proudly understand that they are only secondarily in the meat business, but their primary function is to attract, develop, and connect with people. Sadly, others, like in any industry, believe that people are disposable. That negative culture turns work into just a matter of survival, or a weekly paycheck, rather than a being part of a team on a mission.

Positively promoting people benefits all, including productivity and profit.

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The Meat Business from www.meatingplace.com

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Hints and Tips Mixing

Mixing is as an important step in meat processing as the seasoning and thermo processing steps are. Most operators I've seen do not have a timer attached to, or near their mixers. They simply rely on their sausage maker to know what they're doing. I find this to be an opportunity for a major mistake.

Most commonly products are under mixed. When a product is under mixed, you may end up with the following:

- 1) Product may fat out during thermo processing step
- 2) Product may literally slide out of the casing and end up on the floor of your smoke house.
- 3) Product may have a crumbly mouth feel.

Over mixing can also create Problems.....

- 1) Too much heat is created and the protein breaks, thus causing the same affect as under mixing.
- 2) If adding encapsulated acid, over mixing may break encapsulation causing a short out of emulsion, bad mouth fell and fatting out.
- 3) Salt creep causing a white powder to form on outside of casing.

The proper mixing times are as follows.....

- 1) When using a dual action type mixer, a smoked sausage should be mixed no less than 6 minutes and as much as 8 minutes. For a single action type mixer, product should be mixed 8 to 10 minutes.
- 2) The meat block must be kept below 40° during the mixing cycles.
- 3) When mixing a product with an abundance of fat, you must mix the seasoning with the lean meats first, thus extracting the protein from the lean meat. Then add the fat trim and finish mixing.
- 4) Protein extraction cannot be accomplished without the addition of salt. Therefore add your seasoning at the beginning of the mixing cycle.
- 5) Make sure you smokehouse is not exceeding 185° or you will cook the fat out.
- 6) When using Encapsulated Citric Acid, mix into batter the last 45 seconds of the mixing cycle. Don Not Regrind. Hold product at room temperature or go straight to the smokehouse. Do Not Refrigerate after adding Encapsulated Citric Acid. If Encapsulation breaks it will short out you emulsion.
- 7) Never use meats that have been frozen for over 6 months, as the protein will have denatured by this time.
- 8) Protein cannot be extracted from frozen meat. Your meat block should be no colder than 29°F at the beginning of the mixing cycle.
- 9) Never use rework that contains citric acid as a culture.
- 10) To prevent Gelatin pockets, reduce the amount of meat that contains gelatin protein. I.e: head meat, shank meat, hearts. These types of meats should be used at a 5% to a 10% ratio of the meat block.

Follow this Standard Operation Procedures and you'll have a much more consistent product.

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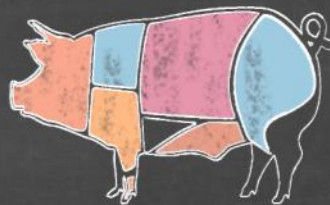
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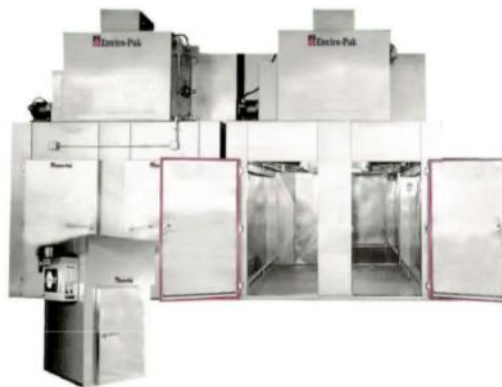
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The response was overwhelming. Word of the spicy and sweet creation grew quickly in Butler County and beyond, as did sales. We soon found ourselves driving daily throughout Western Pennsylvania to deliver yesterday's batch. It was clear we had something people had been looking for — a tangy and spicy condiment with a balance rarely found in a pepper sauce.

Over 15 years later, Miller's award-winning banana pepper mustard is still crafted with the same care and attention to detail as when we first made it for our friends. From local concession stands to national grocery chains, our undeniable passion for making a quality condiment with spirit and versatility continues.

Over the years we've maintained our commitment to natural, quality ingredients. Certainly our #1 ingredient is our peppers. Unlike most pepper sauces, we only use vine-ripened peppers picked at the peak of freshness. All grown up, the mature banana and habanero peppers are processed from scratch and mixed with our special blend of mustard seeds and spices to create a sweet and spicy sauce with superior flavor.

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Miller's Mustard Grilled Jalapeno Poppers

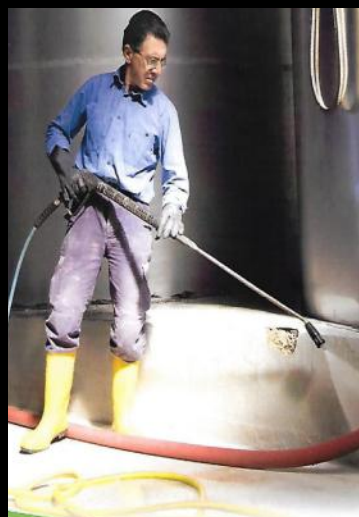
INGREDIENTS:

16 jalapeño peppers
1/2 bottle red wine vinegar
4 oz. cream cheese
3 tbsp. **Miller's Banana Pepper Mustard**
16 slices of thin cut bacon
16 toothpicks



DIRECTIONS:

Remove the top of each pepper just below the stem. Wearing gloves, remove seeds and membrane from peppers. Marinate cleaned peppers in vinegar for at least 15 minutes. Soften cream cheese in the microwave for 45-60 seconds. In a medium bowl, use a hand blender to mix cream cheese and Miller's Mustard. (add jalapeño seeds for additional heat.) Stuff peppers with cream cheese mixture, filling just short of the top to avoid cheese overflow. Wrap a slice of bacon around each pepper 2-3 times and secure in place with a toothpick. Grill over medium heat until bacon cooks, turning occasionally to prevent cream cheese from running.



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Condolences to the Family and Friends of Jim Terreri: Jim worked for DIGI since 2008 and was an extremely talented salesman. He was known for his warm smile and sincere handshake. Our deepest sympathy goes to everyone who knew him.

Condolences to the Family and Friends of Gerald "Jerry" Hall: He was the founder of Excalibur Seasoning Co. He started the business in 1986. He continued to grow the company and was known to always put the customer first. He will be missed.

2018 Directory: The 2018 Directory is included with this newsletter. If you need to update any of your information, please find the form included.

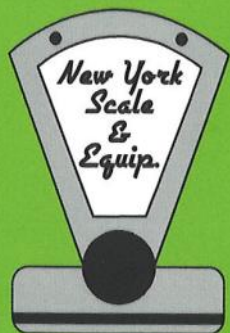
2018 Membership Stickers: Also included is the membership stickers for 2018. Please display with pride.....we are honored to have all of you as PAMP members.

Board Meeting: The next board meeting will be October 6 & 7th. Planning for the 2019 convention will begin. Any suggestion or ideas are always welcome. Contact a board member or email PAMP.

SAVE THE DATE: CONVENTION 2019— Next year's convention will be May 9-12. We'll see you there!!

Did you see the latest issue of Lancaster Farming?? -The PAMP convention was highlighted in this issue for the awesome demo that Kari Underly did on "The Art of Beef Cutting". Glad to work together with the Northeast Beef Promotion Initiative to bring our members helpful information.

Special Thanks!!- Thanks to Robin and Glenn for taking pictures at AAMP so we could share with all our members!



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If you would like to add items, feel free to email or call me with the details. Also, be sure to let me know if any items need to be removed to keep the listings current.

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