

CONGRATS TO THE WINNERS



Congratulations to the winners of the 2018 Product Competition!! During the 79th Annual PAMP Convention we had over 337 entries from 30 different processors into the competition. This is one of the largest amounts of entries over the past few years. This year's Best of Show goes to Joe Malafy from Malafy's Meat Processing in Red Hook, NY. Joe won this award from his award winning Braunschweiger. The "BEST OF" winners go to Stepniak Beef for Best of Beef (Roast Beef), Naser Foods for Best of Pork (Bacon) and Strick's Specialty Meats for Best of Venison (Smoked Sausage). The People's Choice award went to Stepniak Beef. Congratulations to all the winners!!



Best of Show Winner Malafy's Meat Processing

From Your NEW President..

Hello members,

Well another convention has ended, and what a convention it was, one of the largest product entries that PAMP has had with well over 300 entries. Congratulations to all the winners.

We can't forget the Suppliers Showcase as it continues to grow with more products and with new vendors to meet.

With busy summer months upon us so is grilling season, with steaks, sausages, brats, burgers, and hotdogs. The varieties and demands are endless for our customers.

As we move towards the 80th anniversary of our organization with the quality of membership we have the sky's the limit for what we can achieve.

Next year convention will be quite the event, stay tuned for details!

Never forget the amount of help and support we have within our membership. If you any problems or questions in your business feel free to contact the membership for help. Our membership is always willing to help or knows someone who can.

Here's wishing all a happy, healthy, and prosperous summer.

Gary Gibson - President



Winners-R to L: Best of Venison-Strick's Specialty Meats; Best of Beef & Peoples Choice-Stephniak Beef; Best of Pork-Naser Foods.

BOB MOYER HONORED

Bob Moyer from Blooming Glen Pork & Catering was honored with an Honorary Membership at the 2018 Convention. With over 160 years in business, working with a sixth generation and a longtime member of PAMP, he was well deserving of this award. Bob and his wife were able to attend the awards banquet and we were able to surprise him this honor. He was very appreciative of this and Bob once stated "The Lord had been good to us, we give him all the praise." Congratulations, Bob!!

PAMP also awarded the Supplier Showcase-Best Booth Award to Nowicki USA.

See Page 3 for a Full List of WINNERS!



Honorary Member Bob Moyer

CONTACT PAMP

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WHY IS THIS SO FOREIGN?

What is the largest food safety challenge facing the food industry today? Many observers will say that it is the food industry's ability (or, inability) to control for harmful pathogens. Others will say that it is the food industry's ability (or, inability) to control for undeclared allergens. While these food safety hazards clearly create a high degree of consternation for food companies, they are not the industry's biggest challenge. The most fleeting challenge for the food industry today is controlling for foreign materials.

While pathogens and allergens tend to get most of the attention, the consequences when unwanted foreign objects unintentionally make their way into food are often the same. Indeed, already approximately 1 million pounds of food products have been recalled this year for foreign material contamination. An expansive list of affected products has included foods such as pepperoni, pork sausage, chicken patties, pulled BBQ, beef patties, Salisbury steak, bread, yogurt, popcorn and china seeds. The wide-range of foreign materials have included unwanted objects such as metal shavings, glass, hard plastic, rubber, bone, grain beetles and even rodent droppings. None of these materials are constituents which consumers should find in their products.

Which raises an interesting observation. Of the products recalled for the presence of unwanted foreign materials, virtually every single one the problems were discovered by consumers ... in their homes. What this tells me is that, as an industry, our preventive controls are not working the way they should. Nearly 1 million pounds of products (and those are only the ones we know about) contained unwanted foreign materials that completely evaded detection – until it was too late.

So, what is the cause? Complacency, ineptitude or indifference? Or, perhaps, the cause is more willful, driven by the high cost of maintenance or slowing production to fix equipment that needs to be repaired. Or, perhaps, it's culture-driven. An employee failing to report a mistake (unintentionally dropping a foreign object into a grinder which will cost the company \$500) for fear of reprisal, when reporting the incident will actually save the company \$500,000.

I've previously took a large swing at California's Proposition 65 for requiring warnings on food products believed to contain trace elements of chemicals which may (or, very well may not) cause cancer or reproductive harm. Given the industries' struggle with foreign materials, perhaps California would be better served by requiring food companies to warn that their products may expose consumers to foreign objects known by the State of California to cause wincing, choking, gagging or vomiting. Or not.

Let's not let the 1 million pounds of food products recalled so far this year for foreign materials turn into 3 million (or more). Work to become more diligent, repair worn equipment and train employees about the importance of reporting mistakes immediately after they occur. By adopting a few key strategies, the seeming foreign and fleeting concept of prevention may once again become familiar.

Reprinted from Shawn Stevens' Blog - Legally Speaking from www.meatingplace.com



Food waste is a growing concern around the world and a new Meat MythCrusher video addresses one of the ways consumers can help reduce their meat waste-by knowing the signs of spoilage. The video features Texas Tech Assistant Professor Jerrad Legako, Ph.D. who explains how to identify spoilage, the role of package dates and what those dates mean.

"There's not a specific point in time where food goes from safe to unsafe," said Dr. Legako. "Those dates are really a predictor of freshness and indicator of when a product is most palatable."

Dr. Legako also discusses tips for ensuring meat stays fresh and safe, how dates on packages are determined, and why meat color is not a good indicator of spoilage. The Meat MythCrusher video is the 54th in the series. The videos feature interviews with meat scientists and other prominent experts on the most common myths surrounding meat and poultry production and processing. Altogether they have been viewed more than 300,000 times and Meat MythCrusher printed brochures have been handed out to thousands of health, culinary and industry professionals around the country.

All of the videos as well as the brochure covering the different meat myths addressed in them are available at <http://www.meatmythcrushers.com/>.



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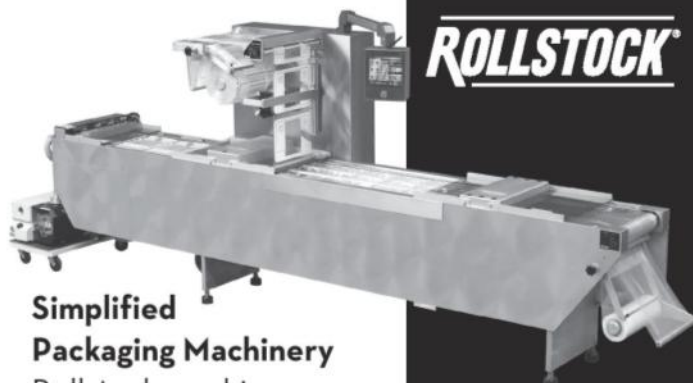
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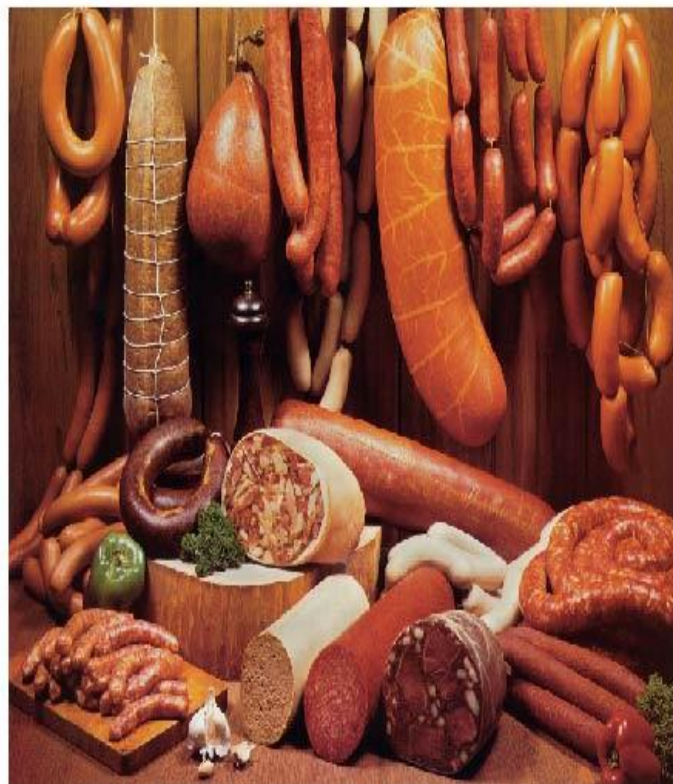
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We all like to win, don't we? The problem is that we simply can't win if we don't know how winning is defined and when a victory dance is in order. Most of my meat processing friends tend to think that success can only be measured in sales and not in marketing. Not true! Digital marketing is always my first example.

To set this up, please eavesdrop on a sample conversation I often have with meat industry sales and marketing professionals:

Meat Guy: We probably need to be doing more in the digital "space."

Me: Really. What makes you say that?

Meat Guy: Well, everyone else is and we don't want to get behind.

Me: Are you doing anything now?

Meat Guy: Yeah, we have a website, Facebook page and some digital ads.

Me: Do you find they are effective marketing tools for you?

Meat Guy: I have no idea.

Me: Do you set goals for each and then measure results?

Meat Guy: (silence), um.... not really... we just don't have the time....

Really? I always try to find a polite way to ask if they measure daily processing volume or carcass utilization or days without an injury.

You know the answer – because you do it too. Everyone measures these things and so much more. Good news -- digital marketing efforts can also be measured. The numbers will tell you a story you can then react to... just like all your other metrics.

So riddle me this: Why do so many people spend money on digital marketing but don't make the effort to measure impact? In a previous blog, I talked about how content is the foundation of success in the digital marketing space. But you won't know it unless you gather and spend time with the numbers.

None of your efforts are worth it unless you have first decided what winning looks like. Is it growing your online community of Facebook fans or engaging in quality conversations? Is it the number of shares your content garners or ad click-throughs to your website? Depending on your business goals, you can find the right metric to determine how you measure up and where you can improve.

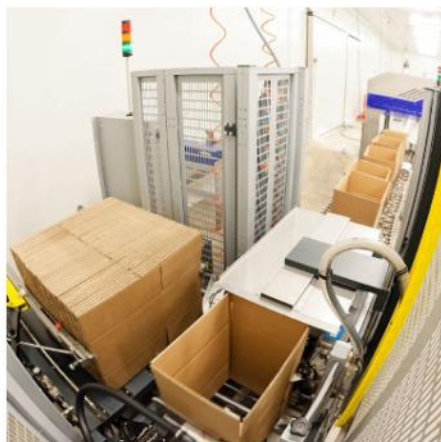
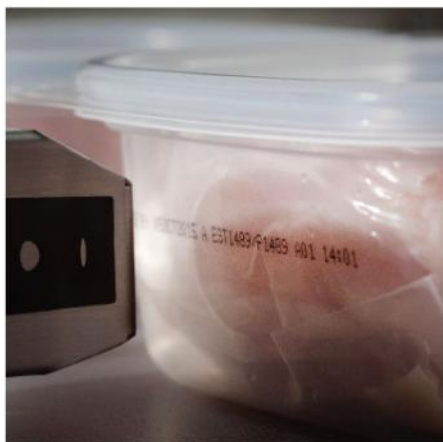
Don't know where to begin? I suggest starting with one of these common metrics: impressions, clicks or cost per acquisition.

I find that clients new to the digital space — those just dipping in their big toe— are apprehensive about spending money here. I get it, but I will also push back. It really is no different than when someone from the corner office asks you this question: "If we spend X dollars to do this, how much more product will we sell?" It seems like an easier conversation when we are talking about equipment or a packaging change, huh?

Fortunately, the same overall principle applies in digital marketing. Whether money is spent delivering digital ads, developing web content or creating Facebook posts, if you measure what you do, it gets easier to see the connection between digital dollars and ROI. It is the measurement that allows you to see the value.

This might help; here is a [step-by-step guide](http://midanmarketing.com/digital-marketing-ebook/) to digital marketing. <http://midanmarketing.com/digital-marketing-ebook/>

Reprinted from Danette Amstein's Blog - A Marketer's Lens from www.meatingplace.com



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SPEAKERS & EDUCATIONAL SESSIONS

To All the Speakers & Demonstrators that helped make the Educational Sessions a success!! Thanks to Jim Gallager – Mainca, Bob Luke – Phoenix Scale, Tom Springman – Kerres USA, Jonathan & Glenn for the classes on Friday. Also, John Banford – Victory Knives, Rodney Schaffer, Gary Bardine, Scott Cunningham, Mike Holland and Stephen Boyer for the panel discussion that everyone really enjoys!

Saturday Sessions were also very good. We want to thank Eric Mittenthal from the Meat Myth Crushers, Kari Underly from Range Partners, Inc. & Christie Brown from Northeast Beef Promotion Initiative for doing the beef cutting demo. All were very informative. It's also nice to have Chris Young and Nelson Gaydos from AAMP with us. Everyone looks forward to seeing you each year. Again, Thanks to all of you!!

CONGRATULATIONS

Lucky 50/50 Winners



Jim Sherman
from Becker
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Lisa Burdick
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Maja Food
Technology
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CONGRATULATIONS

Scholarship Winners



Nicholas Boyer
&
Benjamin Boyer

GALLERY



Thank You

We would like to thank....

• Bryan's Meat Cutting, Stepniak Beef and Biggies Quality Meats for supplying the meat for lunch on Friday.

• Tom Christine from Smokin' Dudes BBQ for doing the delicious meal Friday night.

• Nicholas Meats, LLC for taking the time from their busy schedule and allowing our members to take a tour of their facility. Everyone enjoyed it!!



• Jonathan Campbell, Glenn Myers and the Penn State Meat Lab for providing so much to the PAMP Convention.

• Dave Weaver, Joshua Casar, Loni Saylor and John Biggie for helping with the auction.

• Thanks to all that donated items for the auction this year. We had a great selection of donations and it is always fun to put on a live auction to benefit the Scholarship Fund.



• Thanks to our Judges for the tough job they have. With a large amount of entries this year, you really did have the hardest job!

Special Thank You To:



**Jason Monn
(aka Moon)**

For 15 years of service at the Meat Lab & helping with the PAMP convention.

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Welcome to a new Feature for our PAMP NEWSLETTER, Service Hints and Tips from the professionals in the field. Our first installment about Service and Care for your Equipment comes from Phoenix Scale's Bob Luke.

Now that summer is upon us I know many have seasonal shutdown and or plant upgrades. There is nothing worse then opening back up and your equipment doesn't want to

perform, or your main piece needs service and you get the backup out to use and it is worse then the one you need service on .

There are a few things that should be done to your equipment before the break in the work or setting a back up piece of equipment into storage. One of the most important things to do is grease and oil all your equipment letting it run to allow the grease and oil work into the bearings. Many of us use high pressure hot water to clean our equipment and when it comes into contact with cold bearings it creates condensation inside of the sealed bearing, when equipment sits dormant the bearing will start to rust and build internal corrosion causing problems down the road or worse yet as soon as its powered on you may notice it louder then when you last shut down. Always run your equipment for 5-10 minutes after it is thoroughly dry this will help with bearing issues that may be staring due to condensation as the equipment runs the bearings will heat up and help evaporate any moisture that has formed

Oil all surfaces of your equipment with a basic mineral oil not only will it protect from rusting it will inhibit corrosion from forming due to some of the sanitizers on the market. I have seen many grinder heads that are solid rust inside along with the worm from not being oiled when it was put into storage.

If your plant shuts down for a few months in the summer I always tell people to turn on their equipment and just let it run for 5-10 minutes every 2 weeks, this will help keep bearings, motors contactors and other parts moving as well. Don't forget to turn on your refrigeration and let that run as well.

Scales should be wiped down and have nothing stored or stacked on their platters this will affect their calibration.

Smokehouses should be thoroughly cleaned and all creosote removed so dampers don't freeze and stick in place. All door gaskets should be oiled to prevent dry rotting and water should be drained to prevent mineral build up in the lines and solenoids when sitting for long periods of time.

These are just a few things that can help prevent with a costly repair.

Please feel free to call with any question
Thank you
Bob Luke



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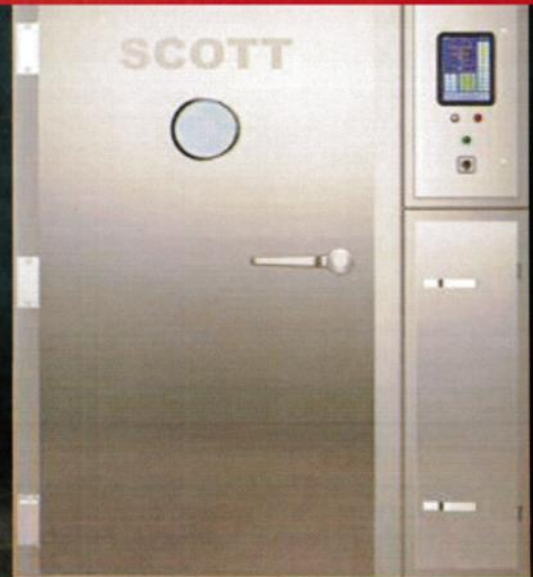
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A SAUSAGE FEST FORETELLS THE FUTURE

If you like sausage, the North American Meat Institute (NAMI) 2018 Meat Industry Summit's Annual Sausage Fest competition is for you. I got to the venue late this past Monday evening due to my delayed flight, but I made up for lost time by gorging myself on the eight different sausages in the contest. Sweet, spicy, hot and saucy, it was all there.

But as I was enjoying the wining sausage, I began to wonder, was the world ready for another tube steak? Seriously, is another sausage variety the best our industry can come up with for our future? I hope not since the future, as I was about to learn, is almost beyond our wildest dreams or nightmares.

At the Summit, I listened and watched in wonder to two dynamic presentations on the transformational trends of the future by global futurist Jack Uldrich and tomorrow's meat consumers by Midan Marketing's Danette Amstein and Michael Uetz. Our meat industry future is going to be a bumpy but exciting ride, should we choose to participate.

According to Mr. Uldrich, we must approach the future with awareness, humility and action. That means that if you were just getting used to 4G on your mobile device, you better accept that 5G is just around the corner which is 1000 times more advanced and certainly better. Additionally, 3D printing of virtually everything, including a complete house, robotics instead of human workers and sensors on every physical thing imaginable will become more prevalent. Mr. Uldrich told us that everything will advance at a geometric pace. That reminded me of the old riddle, "Would you rather have \$1,000,000 dollars right now or one penny doubled every day for a month?" The \$1,000,000 even with the 30 days of accrued compounded interest is still less than the penny that grows starting on day one from \$.01 to \$.02 on day two, to \$.04 on day three, to \$.08 on day four, to \$.16 on day five, and so on every day for the rest of the month as that equals \$5,368,709.12. Go ahead, check my math if you don't believe me.

In light of these impending crescendos, how do we prepare protein products for our consumers of the future? Again I implore you, please tell me that another sausage iteration is not the best we can do in the new protein product arena.

First things first. We need to change our industry definition from meat or beef or chicken etc., to protein as both Uldrich and the Midan folks were definitive and determined in saying that plant-based or petri dish proteins are going to be a much larger future reality than we can even imagine now.

Get used to it. These non-meat "meat" items are capturing protein market share right now and they are being funded at astounding rates. They may not totally replace real meat or poultry, but they will become viable protein products that many consumers will either alternate with real meat or replace it.

And, these new proteins are fast working toward duplicating real meat taste and then what point of difference do we have? The folks from Midan Marketing forcefully informed the attendees that while Millennials may seem to demand our attention now, get ready for Gen Z as they are right around the corner. And what are the concerns for both Millennials and Gen Z? We should know by now—transparency, sustainability and the environment top the list. If you want to attract these new and soon to be dominant consum-



ers, Danette and Michael had one word of advice—disruptive. That's right, new meat products for the future have to be supported by all the things mentioned while being disruptive enough to break thru to these future consumers utilizing social media.

And, the most disturbing thing Midan told us is that worldwide 1.3 billion tons of food is wasted annually. That would feed the world's hungry. As an industry, we must lead in the effort to do something about that!

In concluding his presentation, futurist Uldrich quoted that long gone management guru, Peter Drucker, who said, "The way to predict the future is to create it."

And that, my friends, is our challenge.

Reprinted from Mack Grave's Blog -
Meat Your Markets from www.meatingplace.com



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4TH OF JULY GRILLING TIPS

1. Clean and Maintain Your Grill

To get the most use out of your grill and best tasting food, keep your grill well-maintained. Clean the grill grates with a grill brush before and after use, scrub the interior monthly and thoroughly detail the interior and exterior every season.

2. Prevent Sticking

A grill brush and cooking oil are your best defense against food sticking to your grill grates.

3. Preheating Takes Time

Give your grill enough time to preheat for optimum results. For a good sear, preheat your grill for at least 10-15 minutes. Keep in mind the weather can impact those times.

4. Always Be Safe

Always handle grilling with care. Only grill outside, monitor it at all times and remain vigilant of gas leaks. If you have any questions, always consult your owners manual.

5. Wood Chips Boost Flavor

Using wood chips are a quick and easy way to switch up your recipes and infuse food with unique flavors. For tips on how to do this, click here.

6. Know Your Charcoal

When grilling with charcoal, wait until 2/3 of the coals turn white but before they smoke to prevent your food from overcooking.

7. Learn Your Temperatures

Use a grill thermometer to ensure your food reaches ideal cook temperatures for best taste and avoiding foodborne illnesses. Here are the minimum internal temperatures for safe food consumption, according to a January 2015 USDA chart:

- Beef, Pork, Veal and Lamb: 145 °F
- Poultry: 165 °F
- Fish and Shellfish: 145 °F

HAVE A FUN & SAFE 4TH!



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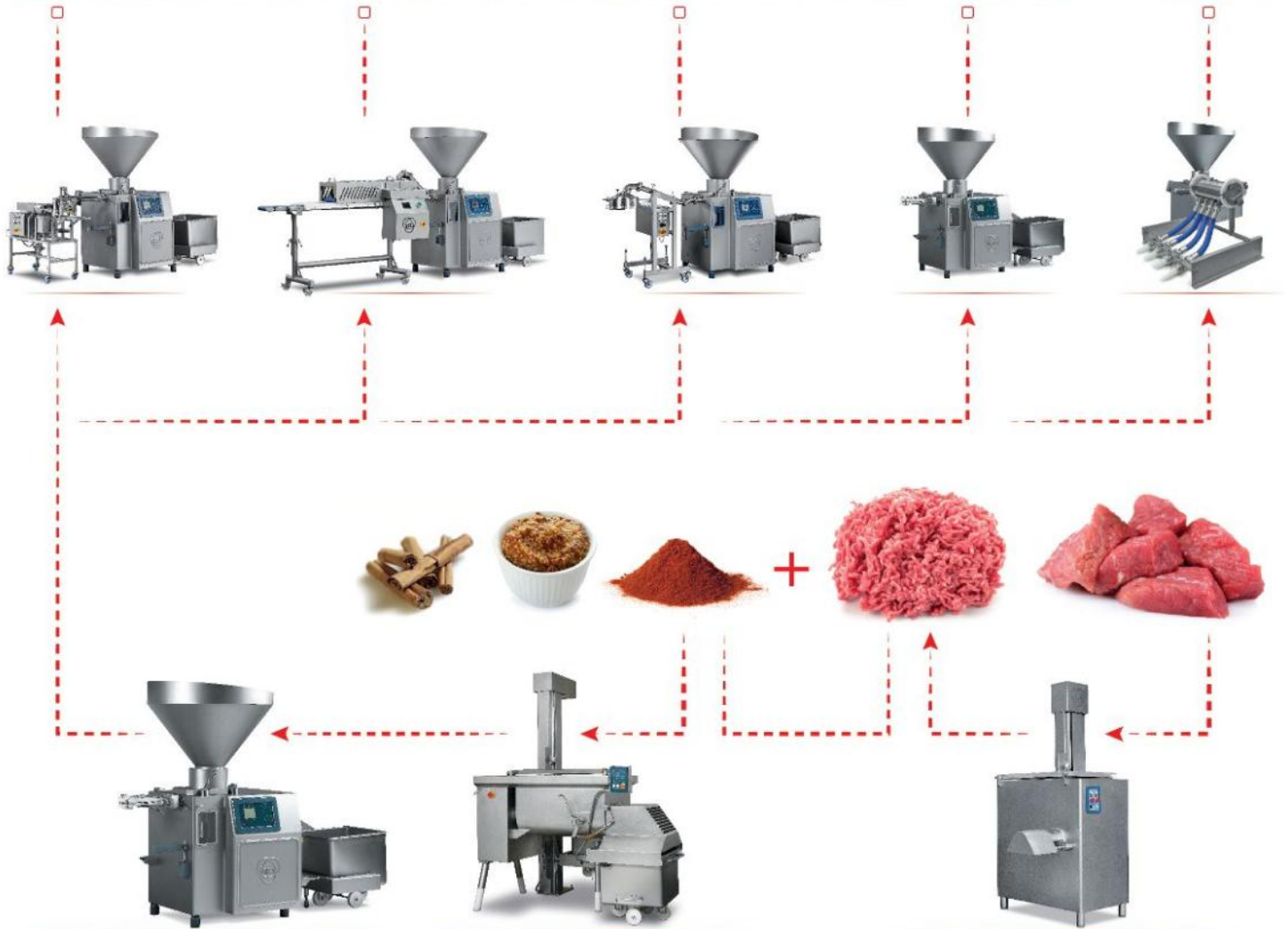
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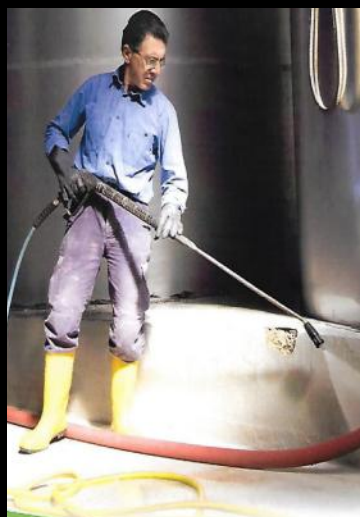
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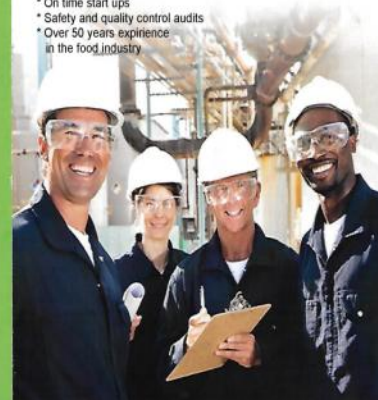


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Condolences to Linker Machines: Linker Machines was scheduled to attend the supplier showcase, unfortunately due to the passing of their mother, Jean Hebrank, they could not attend. Our deepest sympathy to their family.

Convention Photos: Please check out our website for more pictures from the convention. Also, check out our Facebook page.

Supplier Name Change: Please Note: Great West Casing is now called Van Hessen.

Meat Myth Crushers Links: Thank you to Eric from Meat Myth Crushers for sharing the following helpful links:

-Meat Myth Crushers-www.meatmythcrushers.com - More than 50 videos addressing common meat myths.

-Nutrition-www.meatpoultrynutrition.org - Extensive nutrition resources on meat and poultry including a catalog of peer reviewed research nutrition topics.

-Social Sharing Center-<https://meat.socialtoaster.com> - People can sign up to receive easily sharable Facebook, Twitter and LinkedIn posts. Once they sign up, they'll get occasional emails with posts that they can choose to share with the tap of a button.

-MyMeatUp App-www.mymeatup.org - The only free app with a guide to retail cuts of beef, pork, lamb and veal as well as tips on cooking, recipes and other information about meat.

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