

TIME TO CELEBRATE



From Your President...

Hello Pamp members,

Well it's here, the time of year where we need more hours in the day and more days in the week! But we always seem to make it through. Aside from our staff to get us through, we also have our amazing suppliers. Be it new equipment, repairs on existing equipment, packaging supplies, spices for your specialty items or help with any problems we may encounter they are here for us. We are lucky to have them!

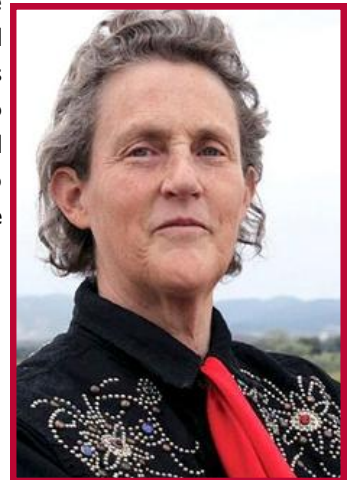
Next year's convention has been organized and it is going to be quite the event.

As it should it's our 80th year! So, mark your calendar it's a convention you don't want to miss. Hope to see everyone there. May 9-12, 2019.

Gary Gibson - President



The upcoming 2019 PAMP Convention will be a time to CELEBRATE!! In honor of celebrating 80 years we have planned a full schedule with hopes of offering all our members with valuable information with great speakers, classes and of course fun and fellowship. While we continue to work the times and locations we would like to share a few surprises that are in the making. We will start the celebrations on Thursday with an opportunity to see Nick Vukojevich. Nick was a special guest at our 2016 convention. With a great response then, we are looking forward to bringing his skill and knowledge back to our members. Friday will be a full day of classes at the meat lab. Everyone that attends the classes on Friday and Saturday will walk away with something new!! We are also pleased and honored to announce that we plan to have Dr. Temple Grandin speak on Saturday. Dr. Grandin is a prominent author and speaker on both autism and animal behavior. You won't want to miss the opportunity to meet her and hear her story. The Supplier Showcase will take place Friday and Saturday, and what a great opportunity for our members to stop at all the suppliers attending and see what they have to offer you and your business. In addition to all the learning we also have great food, entertainment and fellowship planned to help celebrate 80 years of this great organization. We would also encourage you to bring your family. We will have kids activities planned on Friday and The Penn Stater as amenities to keep them busy on Saturday. Hope to see everyone here May 9-12th, 2019!!



ABOVE: SPECIAL GUESTS OF OUR 80th ANNUAL CONVENTION. NICK VUKOJEVICH & DR. TEMPLE GRANDIN.

RELATED ARTICLES:

TEMPLE GRANDIN'S 70th.
See Page 23.

**HONORING 80 YEARS OF PAST
PRESIDENTS & HONORARY
MEMBERS -See Insert**

CONTACT PAMP

1209 Rockdale Rd Rockwood, PA 15557
844-599-PAMP



Email: pamp@pameatprocessors.org
Website: www.pameatprocessors.org

2018-2019 PAMP OFFICERS

President
Vice President
2nd Vice Pres.
Treasurer
Secretary
Past Pres.

Gary Gibson
Nate Thomas
Loni Saylor
Amanda Luke
Renee Pletcher
John Louderback

Cure-It Stainless Steel Injector

Fully washdown design • 1/2-hp motor • Open platform base • Quietest unit on the market



Check out the video using this QR code

Includes: Complete Curing Pump Unit with motor, hoses, injection valve, artery needle, spray needle.

Bonus: \$200 of your choice of our Premium Cures, Rubs or Marinades.

ONLY \$2,995

Item No. K310 00161



Proudly Serving The Food Processing Industry For Over 135 Years
With The Right People, Right Products and Right Prices!

800.456.5624 • www.bunzlpd.com



MAKING A STRONG CASE FOR SAUSAGES.

SAUSAGE CASINGS

Hog • Sheep • Beef • Cellulose
Collagen • Fibrous • Plastic
HUKKI™ • Textile & Novelty



DeWied International offers natural and artificial casings to help your sausage products **achieve increased market share and profits**. And like a great mustard on a brat, our expert customer service will leave you more than satisfied.

DeWied
INTERNATIONAL

MAKING A *Strong Case* FOR SAUSAGES!

sales@dewiedint.com

McAneny
BROTHERS, INC.

McAneny Brothers is a broadline distributor offering a full arsenal of products, including Fresh Meats, Deli Meats & Cheeses, Fresh Produce, Bakery, Grocery, along with Candy, Snacks and Tobacco products.

Offering the finest in Fresh Beef, Chicken and Pork
As well as Fresh Deli Meats & Cheeses!

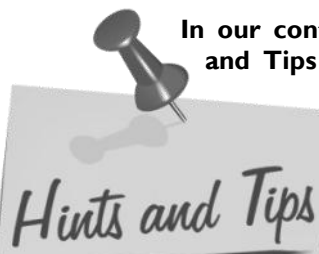


Don't forget about our **FRESH PRODUCE**! McAneny Brothers purchases 98% of our produce direct from the grower. We receive fresh produce in to our warehouse 7 days per week, totaling nearly 50 trailers, giving you **QUALITY PRODUCT** at the **RIGHT PRICE**!



Call to order toll-free at 1-800-992-5600 or 210-661-6161 • dewied.com

470 Industrial Park Road, Ebensburg, PA, 15931 • 800.562.4979 • www.McAneny.biz



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 Handmann, ProSmoker, Bunzl and the following piece PAMP Member, McAneny Brothers:

THE ART & SCIENCE OF A SUPERMARKET MEAT AD

When asked to write an article on retail meat for the PAMP newsletter I thought of many topics and the one I chose to expound on is how a supermarket meat ad is put together and why. Retail supermarket flyers can run 2% or more of a grocery stores sales each week and are a significant expense to markets. With all of the mediums used print, radio and TV this is the driver to get customers in the market.

Supermarket ads are written to drive sales, put cars in the parking lot. Each retail is carefully analyzed based on front end scan data to ensure the proper mix of sales and profits are realized. Items are chosen in a specific pattern. You usually always have at least one beef, pork and poultry item on the front page at greatly reduced retails to pull customers in. These will always be pertinent to the season and to the demographics of the market. We have all heard of the term "loss leaders" and this is where that applies. Front page items may gross 10% or less and have a large influence on the department profitability and sales. So how do you achieve a gross of 25-30%? Each cut has a price point that drives sales. For example top round roasts will sell x amount at \$3.99 retail, so many percent more at \$3.59 and a \$2.99 retail may double or triple sales. All of these movement numbers are available to a retailer through their front end scan system. If your front page mix accounts for 30% to 40% of your total weekly sales at a low gross the remaining 60 to 70% of your sales need to generate 35% or more gross. Inside page ad items generate lower sales dollars but higher grosses. You see whole boneless pork loins as a lead feature in plenty of supermarket ads at a cost that you may ask how or why? Let's break it down. If a retailer has whole boneless pork loin at a retail of \$1.49 and they are paying \$1.39 for them a store may sell 60 cases. Of these 60 cases only 40% or less are sold as whole loins, the remainder are merchandised into chops and roasts which are in the inside of the ad at \$2.99 lb. This item generates a gross of 6.7% for the lead feature and a gross of 46% (after cutting loss) on the remaining 60 % of the boneless loins or a blended gross of 30%. These numbers are based off actual numbers from past ads. The supermarket ad will strive to appeal to all customers' tastes and budgets. Some stores will sell nothing but choice beef, others select or Mexican to hit certain price points. This decision on what grade of beef to use is based on what your customer wants. Some retailers will run a two tier beef program, labeled properly, to cater to different consumers. You are starting to see more Australian beef in ads from major supermarkets. Another big component of a supermarket ad are the national brands of processed hot dogs, lunchmeats, bacons and frozen meat items. These are put in ads each week with the packers usually giving ad allowances and ad monies. For an example Ballpark Hot Dogs may cost \$2.00 to a store every day, but when they are printed in an ad Ball Park may give a 30 to 50% allowance along with a lump payment (in some instances thousands of dollars) to cover advertising costs.

Some ads are planned for throughout the entire year by accruing monies to offset huge losses. Thanksgiving turkeys and Christmas

Clip it... clip it good.



LEARN MORE at
polyclip.com



ham retails have a dramatic effect of profits. Everybody pays pretty much the same for turkeys and hams. So how does the big retailer afford to pay 99 cents a pound for Thanksgiving turkeys and sell them at 49 cents when they will sell truckload after truckload of turkeys? They accrue monies all year long and rebate the retailer at the holidays. Sort of like a tax refund, they pay a few cents extra on every pound they buy from their supplier every day and then get it back to offset losses at the holidays.

In the supermarket industry, meat is one of the biggest drivers of sales. The right meat ad brings customers to your store. If a customer buys meat at your location they almost always purchase produce, deli and grocery items to complete the cart. As qualified meat cutters are becoming harder to find, labor costs also play a role in what is advertised. The ad is also structured to take in account available labor requirements so multiple labor intense items are rarely advertised during the same week. The challenge of writing an ad is pricing the entire ad to control sales mix. Too much of a spread on items and you drive all sales to the loss leader, destroying mix. Too high of a retail and your customer goes elsewhere. Ads tend to be more aggressive first of the month to take advantage of monies that consumers have available to spend. Beef roasts and steaks, ground beef, pork chops and roasts, boneless chicken breasts, leg quarters, turkey breasts are items that drive sales so you will see them in every retailer's ads on a regular basis. Finding new and unique items is also a challenge to writing an ad. A savvy retailer will review his competitor's ads each week to look for items or trends they have identified that he may be missing. Remember when an expensive supermarket ad is put out its number one goal is to put cars in the parking lot.

McAneny
BROTHERS, INC.

Join Us for:
PAMP, AAMP, Pack Expo
Boston Seafood & More!

VC999[®]
PREMIUM PACKAGE

The Best Investment We Ever Made.

It started in 1927...

Dominic Palumbo opened the doors at 343 West Long ave. in DuBois. Eventually his three sons Ted, Tom, & Joe would become part of the business.

In 1980 Joe bought the entire business and expanded it by adding a full size sausage, curing and smoking kitchen. Operations moved across the street, and continued to grow.

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.

Palumbo's is still family owned & operated.

Over the years Palumbo's has won dozens of awards for their Hams, Bacon, Smoked Sausages, Jerky, Hot Dogs, Lunch Meats, Snack Sticks, & Cured Beef. Proud members of the PAMP and AAMP, the Palumbo's continue to push forward with new and innovative products.

Welcome to Palumbo's Meat Market



VC999 RS420c
Compact Rollstock
Thermoformer



VC999[®]

Call 800-728-2999 • Sales@VC999.com

A DIVISION OF
INAUEN GROUP



Introduction

As processors increase their production, they continue to purchase the more technology to keep up with customer demands. The development of vacuum filling machines with linkers has made it possible to fulfill the technical, quality-related, and production volume requirements for the production of linked sausage products. To improve efficiencies, production techniques have been honed, equipment has been revolutionized, ingredients have been refined and made commercially available, and the meat industry's overall knowledge of sausage production has continued to improve. Part of the advantage of improved sausage linking equipment is the ability to expeditiously produce products that have accurate portion weights and lengths. Also, small volume processors need to have the ability to produce sausage products that utilize a variety of casings (e.g., natural, collagen, and cellulose). Although vacuum fillers and linkers are promoted to provide processors with greater processing flexibility, there is a certain amount of skill required to produce quality sausage products.

Casing Preparation

Casing must be able to withstand the forces of stuffing and twisting. Casings used in conjunction with linking technology should be in good condition. Care should be taken when receiving and storing artificial casing (e.g., collagen and cellulose casings). They should be stored in a cool, dry, dark, and hygienically safe location. Also, they should be stored in the packaging provided by the manufacturer prior to use. Failure to observe the storage conditions stipulated by the manufacturer may result in decreased functional characteristics of the casing. The preparation of natural casings prior to production is also important. The day prior to use, natural casings should be rinsed 2-3 times with cold water to rinse salt residue from the casings. Then they should be placed in cold water (i.e., approximately 40°F) and stored in the cooler overnight. Approximately thirty minutes prior to production, the natural casings should be placed in warm water (i.e., approximately 90°F). During production, keep the natural casings in the warm water and retrieve the casings throughout production as needed. These techniques will make the natural casings more pliable and improve their use throughout sausage production.

Equipment Maintenance

As with any technology, its performance can be greatly impacted by the maintenance that is performed. The vacuum filler typically has both daily and monthly maintenance requirements that should be performed. The linker should be greased every day prior to use. Prior to production, the casing brake assembly components should be inspected for potential defects (e.g., burs, cracks, wear, etc.) Through normal wear, defects on the adjusting screw may occur that have the potential to cut the casing during the stuffing process. Also, after some period of production and the use of caustic sanitation chemicals, the condition of the rubber brake ring may deteriorate. This issue may negatively impact production. Casing brake assemblies should also be completely disassembled after use for sanitation purposes.

Equipment Set Up

Prior to the stuffing process, processors should ensure that the nozzle size matches the brake assembly component size. Meaning, if an 11mm nozzle is used, an 11mm brake assembly and an 11mm casing brake should be used. The correct brake assembly must be adhered to the nozzle and casing diameter. In some instances, the casing diameter size doesn't have to exactly match the nozzle size

specifically, but processors should avoid using extreme incorrect nozzle sizes with casings. For example, if a processor has an 11mm nozzle they use for a 21mm collagen snack stick product; they should not just the same nozzle to produce a 35mm smoked sausage product. Processors should also ensure that the nozzle is straight and is aligned correctly within the brake assembly. If the nozzle is bent and/or not aligned within the brake ring, pressure is improperly placed on the casing causing increased casing breakage. Some equipment suppliers provide a variety of brake ring types. The brake rings vary in physical softness and their use are associated with specific types of casings. If the brake ring is too soft, it may not be able to be tighten enough on the nozzle to form a proper casing twist with collagen/cellulose casings. On the other hand, these softer casing brakes may function better with natural casings. If the brake ring is too hard, it may attribute to increased casing breakage during the production of natural casing products. Alternatively, these harder casing brakes function well with collagen/cellulose casing.

Production Speed

With production demands placed upon meat processors, everyone has the desire to increase production speeds. Processors should note that increased sausage linking speed is only one component of sausage production process. If sausage production out-paces the amount of sausage batter being delivered to the vacuum filler, increased production is actually not being realized. This is also true if the vacuum filler/linker operator increases sausage production speed, but the other production employees can't hang the sausage fast enough on the smokehouse sticks. It is encouraged that the entire sausage production team elevate the production speed uniformly. Instead of going from 75 portions/minute to 250 portions/minute quickly; increase the production speed over the course of the day. This way, the entire sausage production team uniformly works together to increase to amount of sausage produced without several components not being able to keep up with production. In other cases, unnecessary increased production speeds may attribute increased surface smearing of the sausage product. By decreasing the production speed, this negative attribute can be controlled.

Techniques

There are many individual sausage stuffing/linking techniques that are implemented to produce a quality sausage link product. The casing should be maintained more forward on the nozzle toward the brake assembly. The casing brake should be tight on the nozzle to prevent back flow of sausage batter onto the nozzle. To assist in achieving a proper twist between sausage links, the sausage must be tightly held while the twist is being made. For collagen and cellulose casing products, this is performed by rollers at the end of the linker.

Typically, with the production of natural casing product, processors use their hands to hold the sausage during the stuffing/linking process. The sausage links should be allowed to drop onto the table from the linker approximately the length of 1 1/2 sausage links. This will also help to maintain the twist between the sausage links prior to it being hung on the smokehouse stick

Conclusion

As processors gain more working knowledge of their vacuum filler and linking technology, their ability to efficiently produce a high-quality sausage greatly increases. If questions and/or production issues arise, processors are encouraged to utilize the resources available through their capital equipment suppliers that sold the technology



handtman

Jay B. Wenther, Ph.D
Applications and
Technical Services Manager



Distribution Center

3035 New Butler Road • New Castle, PA 16101

Production Facility

144 Magill Road • Zelienople, PA 16061

1-800-222-2460 Customer Service Option #8

**Lowest Cost Of Ownership
In The Industry**



ROLLSTOCK®

**Simplified
Packaging Machinery**

Rollstock machines are
as reliable as they are
uncomplicated.

**Call today to learn
more 800-295-2949**

www.rollstock.com

*Made in America
by an American Company*



PENNSYLVANIA'S

PREMIER • PACKAGING • PROVIDER

Rollstock Films (printed and clear), Shrink Bags, Trays,
Pouches (including printed, stand-up, liquid, etc.), Casings (fibrous and plastic)



Apex Packaging Solutions, Honesdale, PA

GDavis@ApexPkg.com, 215 872 1779

silver-clip

silver-clip®
premium clips, loops, and clippers

clips & loops for all brands

734-354-6551

sales@silver-clip.com

lowest prices in the USA!

www.silver-clip.com

silver-clip is a registered trademark of, Michigan based, silver-clip LLC, all rights reserved.

TWO DEPENDABLE BRANDS, ONE SUPERIOR PRODUCT.

CLEAN BURNING

SHORTEST PROCESSING TIME

ENERGY EFFICIENT

DURABLE DESIGN



"I HAVE A GREAT APPRECIATION FOR
YOUR SMOKERS. YOUR CLEAN BURNING
PELLET GENERATORS REDUCED TAR AND
CREOSOTE BY 90% SAVING US SMOKING
TIME AND MONEY. AS A RESULT, WE WON
3 GRAND CHAMPION AWARDS AT THE
2016 WAMP COMPETITION."

-JAIME CLINE, MASTER MEAT CRAFTER
TRIGG'S SMOKEHOUSE



VORTRON
SMOKEHOUSES

VORTRONSMOKEHOUSES.COM | PRO-SMOKER.COM

800.328.8313

Vacuum Packaging Specialists *Since 1972*



JVR
INDUSTRIES, INC.



New Promarks Equipment

IN STOCK!

Reconditioned Vacuum Chamber Machines

IN STOCK!

Vacuum Pouches

OVER 120 SIZES IN STOCK!

Reconditioned Roll Stock Machines

IN STOCK!

Roll Stock Packaging Film

IN STOCK!

Rebuilt Busch Vacuum Pumps

IN STOCK!

www.JVRinc.com

100 W Drullard Ave, Lancaster, NY 14086

(716)206-2500 sales@jvrinc.com parts@jvrinc.com

1100 WATT HEATING ELEMENT

**\$5
OFF**

Item # 242750



Through November 30, 2018

- ♦ For use with Knife Sterilizer Item # 242700
- ♦ Waterproof
- ♦ 115 Volt
- ♦ 7" Element
- ♦ 5' Cord

Call today to order!

W WALTON'S
•Everything but the Meat•

800-835-2832

www.waltonsinc.com

QUALITY ALWAYS SHOWS



QUALITY
CASING CO., INC.

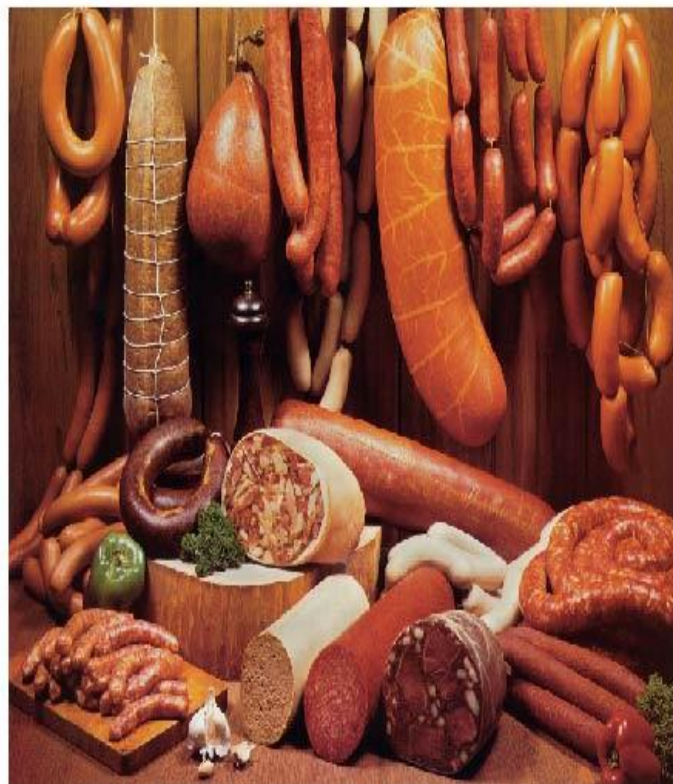
Featuring a complete line of:

- Natural hog, beef and sheep casings
- Edible collagen, fibrous and vacuum pouches
- Casings for skinless products

1-800-328-8701

P.O. Box 229, Hebron, KY 41048

www.qualitycasing.com • email: qnc@qualitycasing.com
fax: (859) 689-5177



REISER



LUCKY-LINKER BY VEMAG

Simple, economical, all-in-one vacuum stuffer and linker.



FABBRI STRETCH WRAPPER

Produces packages that look fresh and "packed in-store".



**FROM MEAT PROCESSING TO PACKAGING,
REISER HAS YOU COVERED.**



SUPERVAC VACUUM PACKAGING

Eliminate leakers with 2 superior seals on every package.



VARIOVAC OPTIMUS THERMOFORMER

Form/fill/seal packaging with a low cost of ownership.



Mark Schad



**ELECTRIC HOG STUNNERS
HOG SCALDER DEHAIRERS**



**MEAT PROCESSING
AND PACKAGING
EQUIPMENT**

Meat Industry Consulting

- Certified Animal Welfare Auditing
- Humane Handling
- Certified HACCP Instructor
- Food Safety Programs
- Plant and Process Design

Contact: Mark Schad

Phone: 305-509-3382

Email: mark@markschadonline.com

Web: www.markschadonline.com



The LYNX Systems makes your product labeling and temperature monitoring a seamlessly easy task by integrating our state of the art technology into your day-to-day plant operations. You'll find our ingenuity, engineering, forethought and high integrity of our systems far surpasses our competitors.

- LYNX Production Labeler System • LYNX Temperature Monitoring



LYNX Systems LLC

1-903-600-LYNX

www.LYNXSystemsLLC.com • Sales@LYNXSystemsLLC.com



FIBROUS



PLASTIC



CELLULOSE



COLLAGEN



COEX GEL

Visko Teepak

Always around

**Packaging and
Casings for**

- Boneless Hams
- Deli Meats
- Hot Dogs
- Dairy Products
- Formed/Frozen Products
- Breakfast Sausage
- Dry Sausage
- Meat Snacks
- Dinner Sausage

**Including a large variety
of Venison casings!**

800-558-4058

www.viskoteepak.com

ViskoTeepak
1126 88th Place
Kenosha, WI 53143

George Lapsley Ent.

George D. Lapsley
Food Safety Specialist

www.getfoodhelp.net

"We still make housecalls"

Phone:
(267) 221-2426

Fax:
(215) 766-1687

4988 E Rolling Glen Drive
Pipersville, PA 18947
glapsley@comcast.net





Mar/Co Sales, Inc

800-552-9237

**11972 Riverwood Drive
Burnsville, Minnesota 55337
612-854-2231**

Proud to Give Top Quality Service to Small and Medium Size Meat Processors

- Custom Walsroder Fibrous Casings
- ICG Naturals
(Sheep, Hog, and Beef),
(Preflushed and Proline Tubed)
- Devro Collagen
(Beefstick, Fresh, Processed,
Curved)
- Vacuum Pouches and Shrink Bags
- Poly-Clip Distributor
(New and Repair Services)
- Speco Knives and Plates

JARVIS®

Provides Free Service and Training



HPS-1 Euthanasia Stunner



Wellsaw®

Reciprocating Breaking Saws



USSS-21 Stunner

**Call our Omaha, Nebraska office for delivery or repair information
on any Jarvis tool and Wellsaw®. Please ask for
Julie Hanson - 402-334-4990 / 402 960-9694**

E-mail: julie@jarvisomaha.com

New and Used Bandsaws Available

JARVIS®

**View these tools on
our website**

Jarvis Products Corporation

33 Anderson Road, Middletown, CT 06457

Tel: (860) 347-7271

Fax: (860) 347-9905

E-mail: president4@hotmail.com

Website: www.jarvisproducts.com

**Local Distributor: Dave's Butcher Supply
(877) 279-4936**



LOST IN TRANSLATION: IS YOUR PRIVATE BRANDED MEAT PROGRAM ADEQUATELY TELLING A STORY?

I rarely watch movies in foreign languages that require the work of reading subtitles. The overall experience of enjoying a movie is diluted when I can't understand every word and nuance. If I am going to spend

two hours watching a story being told, I want to understand it.

Experiences watching movies in subtitles reminds me of the trend for private labels at retail stores and in food service. Now, I completely understand why a national retailer or food service distributor would want to have their own brand on a meat package or box. Why build some other company's brand when you can build your own brand equity? That's the reasoning, but store private brands increasingly undermine the story.

What story? The story of the animal's care, family farm, ranch, process and plant. The very transparent story that millennial consumers desire to know. Chefs all over the world tell me the same thing, they want to know the story behind the of the box of meat. How did it get there? They need to know to differentiate themselves from the big chains and the other restaurants around them. They need to know because they want to know where their food comes from and they want to know because their customers want to know. This is the reality of the changing marketplace.

With private labeling, most often, the story ends at the meat plant that is co-packing the label. Rarely does the private brand have its own website, brochures and elements of the story displayed on the label or point of sale at the store. Rarely do the meat merchandisers in the stores know anything about their own store brand. Rarely is the story coming through to the consumer.

Private store brands sometimes save consumers money. Chains can

negotiate the best net-net pricing available and pass it on to consumers. This savings is passed on to consumers most often, and one would think that the cheaper the meat, the better, right? Not always. Private labeling is working against the trend that consumers and food service operators desire to know more about the meat than the just the price. I believe that private brands that can't tell their story are hurting their cause. They're supporting the false premise that all meat comes from giant factory farms that don't care about the animals they raise and process.

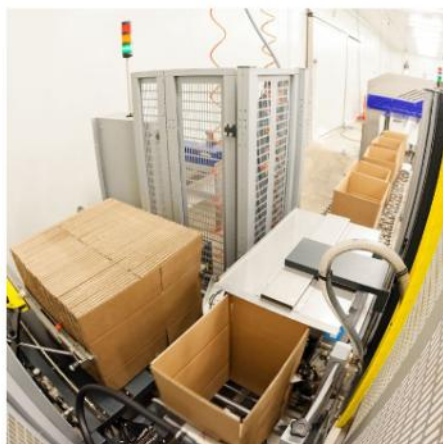
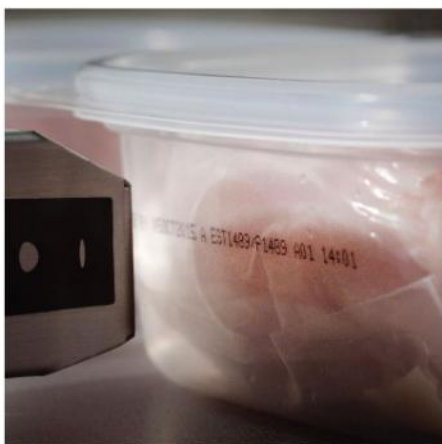
If you read the 2018 Power of Meat study, or the article about it in the Retail markets are under tremendous pressures to retain customers and profits. Limited assortment stores, with their low margin case ready meat offerings are taking business away from supermarkets. This doesn't seem to bode well for the long-term future of supermarkets. Unless they change their strategy.

I believe strongly that the key to strong meat sales in any supermarket or limited assortment store is directly related to the ability of a private brand to tell their authentic, true, transparent story. This story can seldom be told through the vehicle of a private brand and will in the end, diminish meat sales to veggie burgers and fake lab grown meat that seem to have a superior environmental story.

I propose that retailers and food service distributors with private brands either return to the countless number of excellent private family owned brands with awesome authentic stories, or that they do a much better job with clearly articulating the attributes of their brand and letting consumers know the story of the meat.

If your company owns private meat brands, ensure that your staff can clearly articulate its attributes. Otherwise your brand is diluted and is akin to watching a foreign film with subtitles.

Reprinted from Gregory Blooms Blog: Meat Business from www.meatingplace.com



Case Sealing



Robotic Palletizing



Labeling



Custom Packaging Lines



Inkjet Coding



We simplify industrial end-of-line packaging and provide complete solutions tailored to the meat and poultry industry.

www.pak-tec.com | 803-831-2099

TABLE OF EQUIVALENT WEIGHTS

DECIMALS COMPLETED TO NEAREST $\frac{1}{4}$ OUNCE

.01 lb.....	$\frac{1}{4}$ oz.	.34 lb.....	$5\frac{1}{2}$ oz.		
.02 lb.....	$\frac{1}{4}$ oz.	.35 lb.....	$5\frac{1}{2}$ oz.	.68 lb.....	11 oz.
.03 lb.....	$\frac{1}{2}$ oz.	.36 lb.....	$5\frac{3}{4}$ oz.	.69 lb.....	11 oz.
.04 lb.....	$\frac{3}{4}$ oz.	.37 lb.....	6 oz.	.70 lb.....	11 oz.
.05 lb.....	$\frac{3}{4}$ oz.	.38 lb.....	6 oz.	.71 lb.....	$11\frac{1}{4}$ oz.
		.39 lb.....	$6\frac{1}{4}$ oz.	.72 lb.....	$11\frac{1}{2}$ oz.
.06 lb.....	1 oz.	.40 lb.....	$6\frac{1}{2}$ oz.	.73 lb.....	$11\frac{3}{4}$ oz.
.07 lb.....	1 oz.	.41 lb.....	$6\frac{1}{2}$ oz.	.74 lb.....	$11\frac{3}{4}$ oz.
.08 lb.....	$1\frac{1}{4}$ oz.	.42 lb.....	$6\frac{3}{4}$ oz.	.75 lb.....	12 oz.
.09 lb.....	$1\frac{1}{2}$ oz.			.76 lb.....	$12\frac{1}{4}$ oz.
.10 lb.....	$1\frac{1}{2}$ oz.	.43 lb.....	7 oz.	.77 lb.....	$12\frac{1}{4}$ oz.
.11 lb.....	$1\frac{3}{4}$ oz.	.44 lb.....	7 oz.	.78 lb.....	$12\frac{1}{2}$ oz.
		.45 lb.....	$7\frac{1}{4}$ oz.	.79 lb.....	$12\frac{3}{4}$ oz.
.12 lb.....	2 oz.	.46 lb.....	$7\frac{1}{4}$ oz.	.80 lb.....	$12\frac{3}{4}$ oz.
.13 lb.....	2 oz.	.47 lb.....	$7\frac{1}{2}$ oz.		
.14 lb.....	$2\frac{1}{4}$ oz.	.48 lb.....	$7\frac{3}{4}$ oz.	.81 lb.....	13 oz.
.15 lb.....	$2\frac{1}{2}$ oz.	.49 lb.....	$7\frac{3}{4}$ oz.	.82 lb.....	13 oz.
.16 lb.....	$2\frac{1}{2}$ oz.			.83 lb.....	$13\frac{1}{4}$ oz.
.17 lb.....	$2\frac{3}{4}$ oz.	.50 lb.....	8 oz.	.84 lb.....	$13\frac{1}{2}$ oz.
		.51 lb.....	$8\frac{1}{4}$ oz.	.85 lb.....	$13\frac{1}{2}$ oz.
.18 lb.....	3 oz.	.52 lb.....	$8\frac{1}{4}$ oz.	.86 lb.....	$13\frac{3}{4}$ oz.
.19 lb.....	3 oz.	.53 lb.....	$8\frac{1}{2}$ oz.		
.20 lb.....	$3\frac{1}{4}$ oz.	.54 lb.....	$8\frac{3}{4}$ oz.	.87 lb.....	14 oz.
.21 lb.....	$3\frac{1}{4}$ oz.	.55 lb.....	$8\frac{3}{4}$ oz.	.88 lb.....	14 oz.
.22 lb.....	$3\frac{1}{2}$ oz.			.89 lb.....	$14\frac{1}{4}$ oz.
.23 lb.....	$3\frac{3}{4}$ oz.	.56 lb.....	9 oz.	.90 lb.....	$14\frac{1}{2}$ oz.
.24 lb.....	$3\frac{3}{4}$ oz.	.57 lb.....	9 oz.	.91 lb.....	$14\frac{1}{2}$ oz.
		.58 lb.....	$9\frac{1}{4}$ oz.	.92 lb.....	$14\frac{3}{4}$ oz.
.25 lb.....	4 oz.	.59 lb.....	$9\frac{1}{2}$ oz.		
.26 lb.....	$4\frac{1}{4}$ oz.	.60 lb.....	$9\frac{1}{2}$ oz.	.93 lb.....	15 oz.
.27 lb.....	$4\frac{1}{4}$ oz.	.61 lb.....	$9\frac{3}{4}$ oz.	.94 lb.....	15 oz.
.28 lb.....	$4\frac{1}{2}$ oz.			.95 lb.....	$15\frac{1}{4}$ oz.
.29 lb.....	$4\frac{3}{4}$ oz.	.62 lb.....	10 oz.	.96 lb.....	$15\frac{1}{4}$ oz.
.30 lb.....	$4\frac{3}{4}$ oz.	.63 lb.....	10 oz.	.97 lb.....	$15\frac{1}{2}$ oz.
		.64 lb.....	$10\frac{1}{4}$ oz.	.98 lb.....	$15\frac{3}{4}$ oz.
.31 lb.....	5 oz.	.65 lb.....	$10\frac{1}{2}$ oz.	.99 lb.....	$15\frac{3}{4}$ oz.
.32 lb.....	5 oz.	.66 lb.....	$10\frac{1}{2}$ oz.	1 lb.....	16 oz.
.33 lb.....	$5\frac{1}{4}$ oz.	.67 lb.....	$10\frac{3}{4}$ oz.		



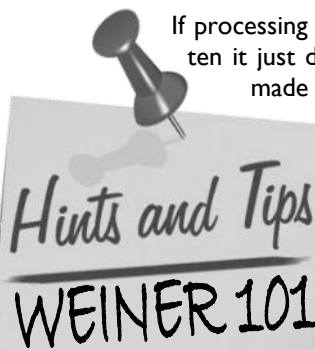
In honor of our upcoming 80th Anniversary, we would like to Thank all those who have helped to build this organization into what it is today. Including all the Past Presidents and Honorary Members of PAMP.

PAST PRESIDENTS

1939-1942...C.L.Snaveley	1972-1973....Lloyd S.Rohrer	1998-1999....Scott Cunningham
1942-1945...H.G.Godshall	1973-1974....Thomas Springman	1999-2000....Herb Brittner
1945-1948...J.W Paul	1974-1975....Robert E. Hershey	2000-2001....Stephen Boyer
1948-1949...H.H.Clark	1975-1976....John Henry Brubaker	2001-2002....Ronald S. Godshall
1949-1950...R.L.Maderia	1976-1977....George H.Gensemer	2002-2003....Brad Lockwood
1950-1951...T.L.Caum	1977-1978....Harold Clemens	2003-2004....Joseph Lunn
1951-1952...C.L.Gailey	1978-1979....Sylvester McKean	2004-2005....Gary Karas
1952-1953....J.M.Leed	1979-1980....Abram Landis	2005-2007....James Grier
1953-1954....R.O.Kline	1980-1981....Norman Painter	2007-2008....Jay Smucker
1954-1955....R.G.Funkouser,Sr.	1981-1982....Craig Smith	2008-2009....Gary Bardine
1955-1956....C.J.Rupp	1982-1983....Robert Rose	2009-2010....Monica Hepler
1956-1957....M.H.Chronister	1983-1984....Dean Evans	2010-2011....John D. Gensemer
1958-1959....J.S.Nolf	1984-1985....Robert Becker	2011-2012....Mark Kowolonick
1959-1960....R.G.Funkouser,Jr.	1985-1986....Ronald Keck	2012-2013....Mark Hess
1960-1961....S.G.Hoch	1986-1987....David Livingston, Sr.	2013-2014....Chad Hollenbaugh
1961-1962....Robert Chronister	1987-1988....James Naser	2014-2015....Aaron Waters
1962-1963....John Yanow	1988-1989....Douglas Morris	2015-2016....Bob Wenner
1963-1964....A.M.Griffin	1989-1990....Terrance Leidy	2016-2017....Bill McMullen
1964-1965....James Targone	1990-1991....Robert L. Moyer	2017-2018....John Louderback
1965-1966....Charles I.Reppert	1991-1992....Joseph Palumbo	
1966-1967....W.T.Richardson	1992-1993....George Sechrist, III	
1967-1968....Ralph Jacobs	1993-1994....Lloyd Hess	
1968.....Rafael Renze	1994-1995....William Stepniak, Jr.	
1968-1970....Ray Chronister	1995-1996....David Livingston, Jr.	
1970-1971....George W. Kilmer	1996-1997....Bernard Luger	
1971-1972....William G. Smith	1997-1998....Stephen G. Holland	

Honorary Members

Velma Brubaker.....	Mt.Joy, PA
Lloyd Rohrer.....	Holtwood, PA
James Tragone.....	Washington, PA
Helmut Wagner.....	Erie, PA
Jim Grier.....	Mt.Joy, PA
Joseph Leonard.....	South Edmeston, NY
Lee Bixler.....	Hegins, PA
Bob Moyer.....	Blooming Glen, PA



Hints and Tips WEINER 101

If processing hot dogs is so easy, why is that so often it just doesn't work out right? Have you ever made a batch and thought, "WOW, this is a great batch of hot dogs." Shouldn't every batch be that way? Making wieners is basic sausage manufacturing, however consistent results requires the discipline to follow strict processing steps batch after batch.

Every processor will have his or her own recipe, including the meat block and seasoning formulation. Recipes are typically adjusted and tweaked to appeal to the largest mass of a processor's customer base. The key to the success of any recipe is consistency in replication. Batch after batch the product must meet the expected end result. A good procedure should be written down, communicated to employees, and followed rigorously every single load. Good manufacturing processes and quality control procedures are really nothing more than a HACCP plan for product quality.

The goal of this article is to identify variables in processing that can lead to inconsistent loads, provide solutions to common errors, and to provide guidelines to ensure those errors do not occur in the future. As with any processing procedure, it is important to evaluate the individual steps and stages in order to tighten up the process and optimize for best possible consistency and quality. Let's start with the grinding and mixing process.

STEP 1: GRINDING & MIXING:

The goal in grinding and mixing is to make a batter that has a good protein matrix that binds the fat and water molecules as well as produces the desired mouth-feel and bite. Regardless of your meat block, protein additives, or equipment, the variables that will determine your "bind" are time in mechanical manipulation, and temperature. Proteins in the meat are salt soluble, so make sure to add the salt early in the process and give it time in the mixer (or bowl chopper) to pull proteins out. Pulling proteins requires time in the mixer, however too much time will break down the matrix. Pay close attention to temperature as break down occurs when temps are allowed to exceed 55 degrees F. The questions for this step of the process are, 1) How am I controlling (or monitoring) the time to ensure I extrude protein and get the best possible mix? And 2) How am I controlling the temperature of the mix to ensure I don't exceed 55F and start breaking down the matrix?

STEP 2: STUFFING & LINKING

This step is relatively straightforward. The skill and craftsmanship of those performing the task will lend the largest variable. The one variable in this step of the process that links it to the smoking operation (no pun intended) is the time it takes to load the smoke truck or smokehouse. Often times loading errors are due to interruptions or simply the amount of time it takes to load the smoke-

house. When these errors occur, the product is introduced to the smokehouse in varying degrees of readiness. The first product hung may have a dry surface and be a few degrees ahead of the last product, which will more than likely have a wet surface. This brings us to the smoking stage.

STEP 3: SMOKING & CONDITIONING

One of the most overlooked stages in setting up a smoke or cook cycle is the conditioning stage. This stage is to simply level out the product to get the entire batch to the same level of surface moisture as well as internal temperature. Some processors accomplish this by hosing down the newly loaded smokehouse truck with cold water and let it sit for 10 to 20 minutes prior to rolling the truck into the smokehouse. In a gravity fed smokehouse it may mean that the product is hung in a cooler for a determined amount of time, then the house is loaded quickly and the process started. In a controlled atmosphere house, it might be that a shower cycle starts off the program, or a cycle of low-heat high-humidity levels out the condition of product in the truck smoker. The key is if we want the product to be consistent throughout the smokehouse, the product must be in the same condition throughout the smokehouse. The total program is going to be determined by your equipment, the amount of smoke flavor, and the color you are looking to achieve. With natural smoke, settings should be set to: dry to tacky - smoke - short set cycle - cook. Natural smoke imparts a darker color at higher humidity (65%-85%). Ramping temperature up in steps will result in a better yield. Smokehouse temperature is a major contributing factor in product color and by ramping temperature up in multiple steps, you will obtain a better result in yield and product quality. If you change only one parameter per load to see the result, you will better understand your smokehouse in the long run!

Take a good look at your process and evaluating the steps to control variables so that each and every time you open the smokehouse door you can say, "WOW, what a great batch of hot dogs."

PS Seasoning & Spices, Pro Smoker 'N Roaster and Vortron Smokehouses would like to point out that this concept can and should be utilized with all your products for uniformity and consistency.

Our Team of Experts Will Assist You With Your Plan:

Pro Smoker 'N Roaster and **Vortron Smokehouses**: smokehouses and pellet generators designed for product uniformity and consistency by utilizing Clean-Smoking™ technology. Achieve that deep smoke flavor, rich surface color and temperature uniformity with our proven smokehouses designed for even air exchange. pro-smoker.com, vortronsmokehouses.com

PS Seasoning & Spices: leading in flavor innovation, PS seasoning & Spices serves the food and beverage industry offering product development, custom blends, co-packing, and private label. SQF Level 2. blendwithps.com



Jamey Ciferni
NY Scale and Equipment

81 Botsford Place
Buffalo, NY 14216
716-447-9924 office
315-750-8095 mobile
716-447-1432 fax

Jamey@nyscaleandequip.com



Miller
Food Equipment

Tom Miller

2309 Wells Drive
Bethel Park, PA 15102
Cell: (412) 551-8551
E-mail: TMFE@verizon.net

DEALING WITH CUSTOMER COMPLAINTS

By Dr. Joe Cordray



Complaints are a part of doing business. When a customer complains, it is typically for a good reason or a genuine concern. They usually have made a purchase that did not meet their expectations. They are dissatisfied with a product, service or maybe a combination of the two. Fewer than half of customers complain; most simply adjust their buying habits. When a customer complains, it provides you with the opportunity to turn a dissatisfied customer into a satisfied customer and perhaps into an advocate for your product or brand. This is true whether you are dealing with a retail or wholesale customer.

Following are steps you can follow to resolve a customer complaint.

1. Stay Calm

Remember the customer is not attacking you personally but rather the situation. A person who remains in control of their emotions deals from a position of strength. Don't get defensive, keep your cool.

2. Listen

Let the dissatisfied customer blow off some steam. Do not interrupt. Often it is helpful to repeat back what you are hearing to show that you have listened. Typically as the dissatisfied customer vents, they will begin to calm down. The customer must be in a calm frame of mind before a solution can be reached. As needed, ask questions about the issue. It is your goal to solve the problem, not to argue.

3. Empathize

It will help to defuse the situation if you let the dissatisfied customer know you have heard their concerns and that you are going to work with them to resolve the issue. If your company made a mistake, admit it. Don't blame another person. Simply say "I'm sorry about that." If you did not make a mistake and it is a misunderstanding, explain that to the customer. You can say something like "I can see how that would be very frustrating." You are not necessarily agreeing with what the customer is saying, but you are respecting how they feel about the situation. The customer needs to feel like you are on their side and that you empathize with them.

4. Offer a Solution

When you have sufficient details, offer a solution. There is always a solution. It may not be exactly what they are requesting, but focus on what you can do versus denying to solve their problem. You must keep in mind what you can and can't do within your company guidelines. Making a promise you can't keep will only set you back. Often it is helpful to propose one or more solutions to solve the customer's complaint.

5. Execute the Solution

Solve the problem with their originally requested resolution or an alternative you propose. Execute the solution quickly. Research indicates that customers prefer to have the person they are speaking with solve the problem rather than moving it up the chain of command.

6. Follow Up

If appropriate, a quick follow-up phone call in a few days is good. You can make sure everything is ok and the call provides assurance the complaint was resolved. This is particularly important with commercial/wholesale customers.

1. Be Prepared For Complaints: Complaints will come so it is best to be prepared:
2. Have a written procedure for how complaints should be handled. Any employees that interact with customers should be trained on how to handle complaints.
3. Keep a log of all complaints and how they are resolved.
4. Periodically review your complaint log to determine if there are any trends in the complaints you receive.

Remember: When you successfully resolve a customer's complaint you better understand their needs and you retain them as customers.

Reprinted from the August 2018 Indendent Processor - Povisioneronline.com
Dr. Joe Cordray is the Extension Meat Specialist from Iowa State University

PAMP NEWSWATCH

PAMP Newswatch is an opportunity to highlight PAMP Members that have been featured in the local or national media. This month's article is a story focusing on Bryan's Meat Cutting and their recent accomplishments at our 2018 PAMP Convention. It also shows the importance of having a media plan to issue press releases to the local media. It can only help your business in the long run!! Send your article for PAMP Newswatch to: pamp@pameatprocessors.org



Local Meat Firm Wins Product Award

Local Meat Firm Bryan's Meat Cutting of East Smithfield Received recognition at the Pennsylvania Association of Meat Processors (PAMP) Convention held May 10-13 in State College. Bryan's Meats won 13 Awards in the 2018 Product Competition. The contest had entries from across Pennsylvania and several neighboring states.

The Pennsylvania Processed Product Competition, the largest meat product judging on the East Coast, uses meat experts from Penn State University and the industry as judges. With over 240 entries, the meat competition identifies outstanding and innovative products of the highest quality. The contest is held annually during PAMP's convention. This event holds educational seminars and a supplier showcase for all its' members. PAMP is a state-wide trade association composed of small and mid-sized meat business companies and their suppliers. The organization was founded in 1939 and provides educational and business assistance to independent meat, poultry, and food businesses.

Grand Champion Reserved Grand Champion Smoked Pepper Bacon Sweetheart Smoked Bacon Ring Bologna Fresh Italian Sausage Slim Jim Sticks Smoked Breakfast Sausage Hillbilly Reconstructed Jerky Pineapple Teriyaki Bratwurst Venison Snack Stick Hot Dogs Pork Brisket Pepperoni Sticks Smoked Whole Turkey.

Reprinted from the Troy, PA PennySaverPlus



Solutions that Work.

High Performance. Across all product lines, TIPPER TIE strives to provide the highest performance with the lowest total cost of ownership.

Ease of Use. Regardless of the size of your operation, intuitive machine design will contribute to your bottom line. TIPPER TIE provides productivity-enhancing features in all models.

Hygienic Design. TIPPER TIE helps customers meet or exceed the latest sanitation guidelines, while producing premium quality products.

Maximize Your Investment. Ask about our Worry Free program for existing equipment including Wellness Checks, Operator Training and SmartParts evaluations. See details at www.tippertie.com/service.



Fine cutters and emulsifiers



Full range of table clippers



Semi- and fully-automatic clippers

For more information:
+1 800 331 2905
infoUS@tippertie.com
Or visit www.tippertie.com

TIPPER TIE™
a DOVER company



*Quality
Dependability
Value*

411 Eichelberger Street

St. Louis, MO 63111

Fax (314) 353-6655

(877) 677-7761

www.maincausa.com

Hydraulic Stuffers



Twist Linkers



Hybrid Mixer- Grinders Sausage Mixers



Bowl Choppers



Meat Shredders



Meat Grinders



Antibacterial Food Grade



Lubricants

Utensil, Pan and Crate Washers



Ground Meat Bags



Hamburger and Meatball Formers

Suhner food processing equipment



Injectors

Vacuum Tumblers



Link Cutters



GASER

Batter and Breading



Link Cutters



Meatball and Croquette Formers



Seasonings and Marinades



Meat Mixers, Grinders, and Stuffers



Curing and Aging Meat Cabinets



Rail and Shelving Systems



Portion Cutting Meat Slicers



773-858-9792
Luigi Pintore



847-916-2051



2308 17th Ave
Franklin Park, IL



crmnorthamerica.com



crm@crmnorthamerica.com



THE NEW STANDARD FOR INNOVATION

YOUR SOURCE FOR
**EQUIPMENT
PARTS AND
SUPPLIES**

Proudly serving our industry since 1883.

- Processing Equipment
- Packaging Equipment
- Labeling Equipment
- Kill Floor Systems
- Replacement Parts
- Operational Supplies



800.777.5624 • www.UltraSourceUSA.com

Copyright © 2018 UltraSource LLC. All Rights Reserved

KERRES

anlagensysteme

TECHNOLOGY WITH A GUARANTEED FUTURE



Kerres Smoke-Air®
Smokesystems



Kerres Cleaning-Systems
Washsystems

KARL SCHNELL

PARTNER TO THE FOOD INDUSTRY



**Emulsifying
Technology**



**Filling
Technology**



**Processing
Technology**

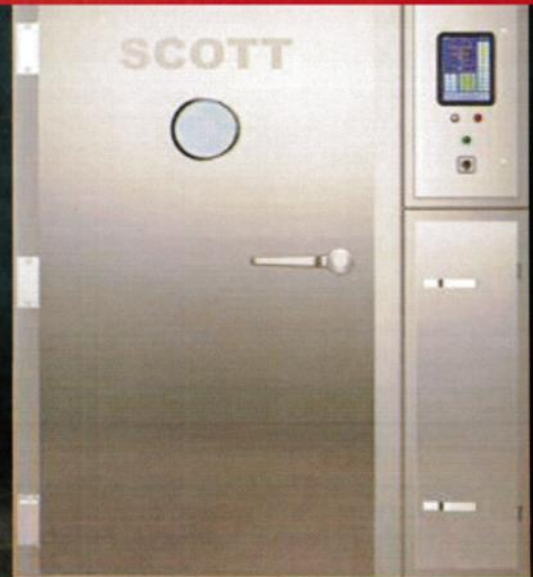
KERRESUSA.COM

Thomas Springman
570-279-2989
tom@kerresusa.com

Collier Nix
570-244-5857
collier@kerresusa.com

Bobby Jo Springman
570-279-3534
bj@kerresusa.com

Where there's smoke, there's a Scott!



 **ScottPec®**

JOHN FROHLING | 303.823.2400 | 605.380.0766
jon@scottpec.com | www.scottpec.com

GLOBE CASING

www.globecasing.com

Sausage Casing

FIBROUS

Summer Sausage, Venison Bologna

COLAGEN

Ring Bologna, Snack Sticks

PLASTIC CASING

Fresh, Cooked & Frozen Patties



**VENISON
SAUSAGE**

NOT FOR SALE

YOUR COMPANY NAME

YOUR ADDRESS

PHONE (201) 939-3335

CUSTOM PRINTING

TOLL FREE (888) 211-0989

368 PATERSON PLANK ROAD CARLSTADT, NJ 07072

E-mail: sales@globecasing.com



Natural Casings

Van Hessen is the leading global player in the harvesting, processing and distribution of natural casings.

From our own gut room management, self-controlled selection and professional service to the sausage processor, we guarantee the highest quality natural casings with consistent supply.

Contact Us:

Chicago 1-800-825-5151
info.usa@vanhessen.com

Denver 1-855-355-8880
info.denver@vanhessen.com

www.vanhessen.com

A red, scroll-like logo with the text 'PS Seasoning & Spices' in white.

*PS Seasoning
& Spices*



FOUR GENERATIONS STRONG
— SINCE 1977 —

"The ingredients of the Pineapple Teriyaki seasoning caramelize in the bratwurst and the juices are absolutely fantastic."

-John Benson, Brandon Meats

800.328.8313

psseasoning.com | blendwithps.com

custom blending · product development · custom packaging

TEMPLE GRANDIN'S 70th



KANSAS CITY, Mo. – For years, I've proclaimed that one of the most gratifying aspects of my job for the past 16-plus years has been the opportunity to work with Temple Grandin. I won't waste time the many accolades and accomplishments that Grandin has amassed because anyone in the meat and poultry processing industry with a pulse is aware of her life's work and the difference she's made in the treatment of livestock, but also in the perception and treatment of people living with autism. On August 29th, I almost burst with pride as an attendee at her 70th birthday celebration.

Trust me, nobody was more honored to be there than I was and I'm still basking in the glow of the experience. Besides being a constant sounding board for MEAT+POULTRY's animal welfare coverage and an exclusive editorial contributor to the magazine for nearly four decades, she's had a wide and sweeping influence on me and thousands of others all around the world.

On the campus of Colorado State Univ., just steps outside the animal science building where Grandin's university office is located, was a perfect stage for not only commemorating Grandin's milestone birthday, but celebrating the impact she's had on the lives of so many.

Among several presenters paying tribute during the festivities, Dr. Ajay Menon, dean of the college of agriculture, was one of several friends and colleagues who toasted Grandin. Menon referred to her as a researcher, mentor, friend, activist and a change agent, but even bigger, "a giant force for good." He shared anecdotes of total strangers all over the world asking him if he had met Temple Grandin after they learned he worked at CSU, either because they knew about her work with livestock or her reputation as a hero to the autistic community. He also pointed out the immeasurable impact Grandin has had on the lives of hundreds of students through the years. Many current and past students were among the proud attendees. The idea for the event, in fact, was hatched by Helen Kline, a graduate student currently working under Grandin at CSU, along with Dana Wagner and Miriam Martin, who also are sponsored by Grandin.

Dr. Tony Frank, CSU chancellor, in his remarks commemorating Grandin's professional and personal accomplishments and 70th birthday acknowledged her as a global asset and categorized her as "someone whose work in life have made this world a better place."

I shared a table with Mick Jackson, another speaker at the celebration, who was the director of the 2010 Emmy-award-winning HBO film, "Temple Grandin." Jackson told of how he wasn't aware of Grandin when first presented the script for the movie, but the more he learned and read her writing, and later visited with her, it became clear they shared a bond and his interest in the project grew. Grandin, he pointed out, is a visual thinker and shares her view of the world through pictures, not unlike Jackson and other filmmakers. He said her story captivated him and the entire crew and cast. "I've never worked on a movie, before or since, where everybody felt such passion," he said.

"It started out as something really small and grew into something really big," Grandin told attendees as she expressed her appreciation. And what may have started as a birthday bash evolved into a celebration of Temple Grandin's global impact, which brought together a group of some of the most influential, interesting and impressive people to one event I've ever seen.

This was an evening dedicated to celebrating one of Grandin's most refreshing attributes and the reason so many people are drawn to her: Her unique perspective on work and life and the fact that she is starkly different in a proud and unabashed way when compared to most people. How refreshing is that?

As Jackson said he learned during the filming of the movie, autism is not an affliction, but rather a gift. "You are not like other people, Temple Grandin, and for that we all are joyously grateful," he said.

I was honored to be a part of this once-in-a-lifetime event and I thank Helen Kline for her work to make it happen and to Temple Grandin for being an inspirational hero to me and so many others. Happy 70th and thank you for all you do for so many

By Joel Crews, reprinted from MEAT+POULTRY Magazine

MET-SPEED LABEL

P.O. Box 850 Levittown, PA 19058

CHUCK MULLEN

TOLL FREE **888.886.0638**

OFFICE **215.956.9101**

FAX **215.956.9102**

CELL **717.577.4213**

E-MAIL **chuck@metspeedlabel.com**

WEBSITE: **www.metspeedlabel.com**

MAJA®

Food Technology, Inc.

DERINDING | DEFATTING | SKINNING
SLICER/DICER | PORTION-CONTROLLED SLICING
SANITARY FLAKE ICE PRODUCTION | SRA AUTOMATIC BANDSAW



MAJA Food Technology, Inc.
1122 E. Hartman Avenue Omaha, NE 68110

Office (402) 827-6252
MajaFoodTechnology.com

1% Solution

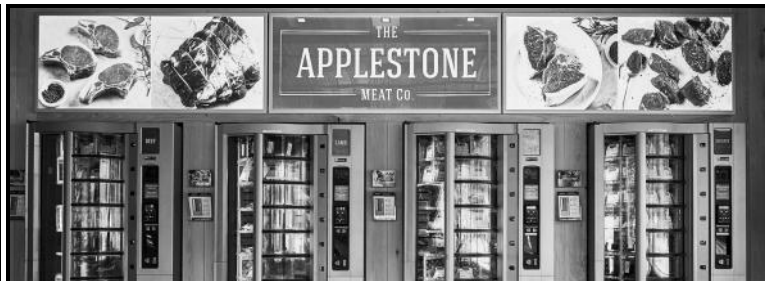
Adjusting to the New Economy

- Industry leading weight and length accuracy reduces give-a-way
- Optimized hygienic design improves safety
- Integrated ergonomic design increases labor efficiency
- One turn product flow delivers excellent particle definition
- Reduced surface contact offers more control over product quality
- Patented adjustable vane cell and integrated servo technology delivers consistent precision year after year



handtmann
Ideas for the future.

847-808-1100 • www.handtmann.com



RAW MEAT VENDING MACHINES ARE TAKING OVER UPSTATE NEW YORK

Things you can currently purchase from a vending machine: a red Powerade and a dusty chocolate bar.

Things you wish you could purchase from a vending machine: locally-sourced lamb shoulder chops, country-style pork ribs and beef ribeyes. Right? Right.

It sounds a little sketch, sure, but it's happening, yes, yes, it's happening, and gloriously so, at two locations in Upstate New York.

This big, weird (but not-so-weird) idea comes from the mind of husband-and-wife Joshua and Jessica Applestone, who opened their first whole animal butcher shop in Hudson Valley 14 years ago. Their latest project, the eponymous Applestone Meat Company, aims to make fresh cuts of extremely high-quality meat more accessible to consumers. Hence, the vending machines: there are four of them right outside their butcher shop in Stone Ridge—one for beef, one for lamb, one for pork and one for sausages. (There are three in Accord.) Vacuum-sealed raw meat never sits for more than a week, and processed meat (like hot dogs) never sits for longer than two. While the selection changes depending on availability, customers can expect some basics, like ground beef and pork chops, as well as some less traditional cuts, such as country-style pork ribs and flat iron steaks. Rest assured, all of the meat comes from animals humanely raised at a family-owned farm and slaughterhouse in nearby Pine Plains; none of it is ever frozen.

The vending machine-ing of everything is a natural byproduct of late capitalism, our everything-on-demand marketplace wherein we increasingly expect to have anything we want, whenever we want it. Last year, a Silicon Valley startup called Bodega became the object of internet ire, with its not-so-veiled attempt to replace your favorite corner store with app-controlled pantries. But Applestone is different: they're not replacing the little guy, they are the little guy. One hopes, perhaps sanguinely, that the big factory farms don't take notice.

Fortunately for New Yorkers, more of Applestone's vending machines are on the way. They have plans to open a store in Hudson later this year, and an outpost in Westchester soon after. Then, they'll explore options in the city.

"Then" can't come soon enough.



1055 East 1st Street, Loveland, CO 80537
Office (970) 776-9881 Fax (970) 776-9600
Email: Info@HighPlainsSupply.com
www.HighPlainsSupply.com

High Plains is an Authorized Distributor of the Industries Leading Equipment with these companies and others.

Advocates working for you!

Stagionello

KYOEI ENGINEERING
Enhancing your processing capabilities

Enviro-Pak

RÜHLE
Echte Originale.

Speco Inc.

LANCE INDUSTRIES

Thompson

Established since 1965
GESAME

THOMPSON MEAT MACHINERY
LEADING MANUFACTURERS OF MEAT PROCESSING MACHINERY

Leland Southwest

Hubert HAAS

DAVE'S BUTCHER SUPPLY, Inc.



Phone: 724-722-3283
Fax: 724-722-3787
Orders: 877-279-4936
email: dbs1988@yukonwaltz.com

President: **Dave Overdorff**

Office:
202 Russ Moore Road
Ruffsedale, Pa. 15679

Showroom:
380 Huntingdon Rd * Yukon, Pa. 15698
Hours: Daily 7:30 - 4:00 * Sat 7:30 - 12:00
Closed Sundays and Holidays

Meat Cutting Equipment & Supplies

SAUSAGE CASINGS
PreFlushed Hog Casings,
Collagen Casings & Fibrous Casings

VACUUM POUCHES

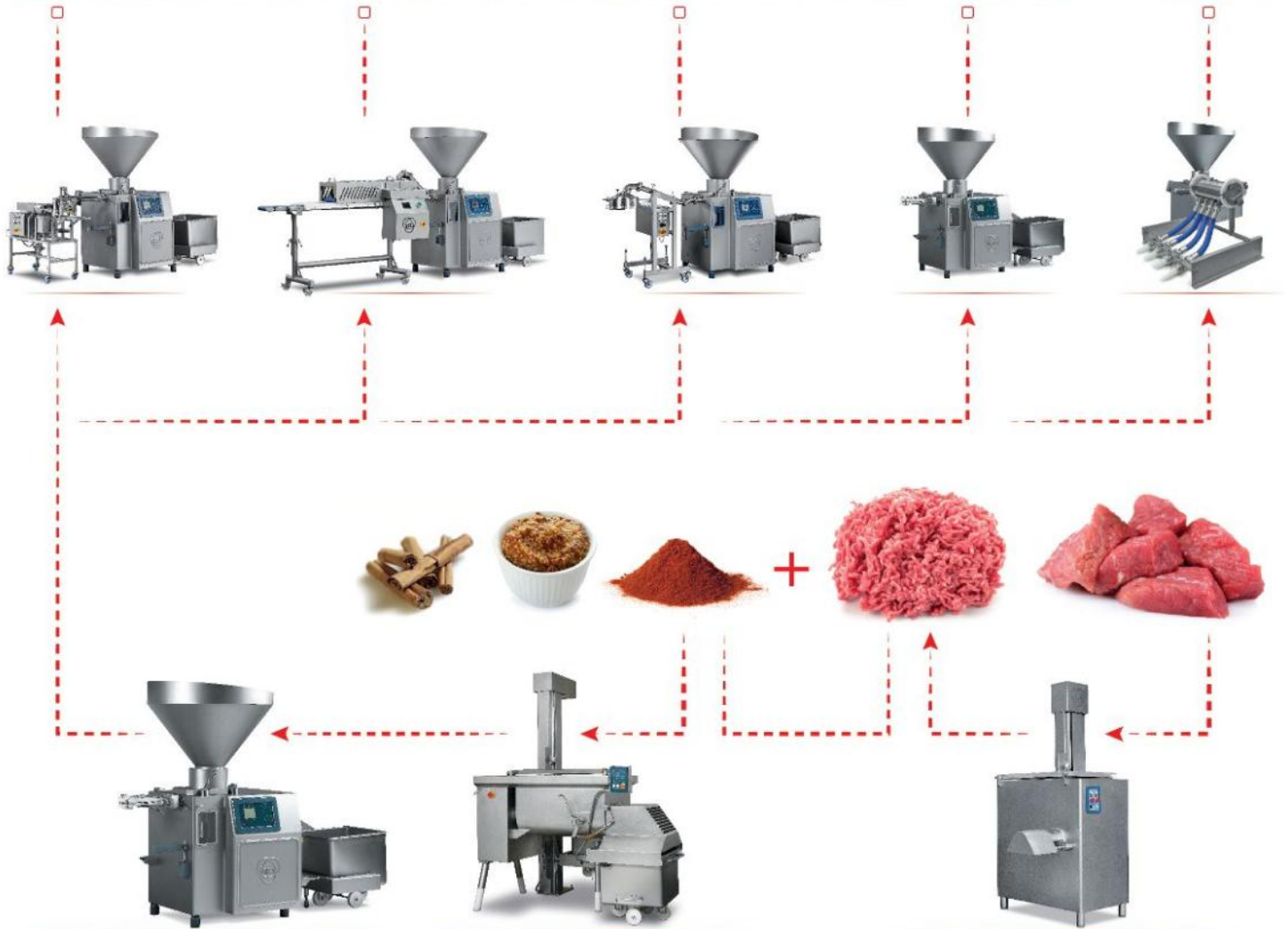
LEGG'S OLD PLANTATION
SAUSAGE SEASONINGS

Distributor of:

Newly Weds Foods: F.W. Witt & Hellers Spices & Seasonings

New & used Equipment for the Meat Processor & Home Processor

Raw to Ready



Risco USA Corporation

60 Bristol Drive | South Easton, MA 02375 | Tel. 508 230 3336 | Fax 508 230 5345 | info@riscousa.com | www.riscousa.com



Partner in your success

One Stop Source for all Your Labeling Needs



"Serving the Meat industry for over 25 years"

- **Deli Scale Labels**
- **Pre-Printed Custom Labels**
- **Label Printers & Software**
- **Scale Weigh Systems**
- **Label Dispensers/Rewinders**

E-mail us for a free label sample kit and money saving quote

Dave Temming, TemPac, LLC

7370 Avenel Court, West Chester, OH 45069

800.482.7225 513.505.9700 Fax: 513.777.3283

email: dave@tempac.net www.tempac.net



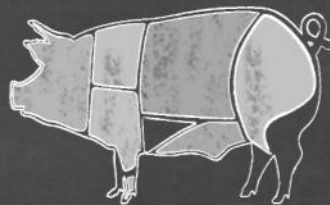
Linker MACHINES

Celebrating over **75** years
of excellence in linkers and peelers!
www.linkermachines.com



MADE IN THE USA

**You know what to
do with this:**



**Do you know what
to do with this?**

- **Workers Compensation**
- **Product Recall**
- **Equipment Breakdown**
- **Risk Management**
- **Business Interruption**
- **Health Insurance**

Christian Baker
Insurance & Bonding

717-761-4712

ChristianBakerCo.com



Look to us for affordable, quality equipment built in the U.S.A. that will last.

Why settle for an oven that has been "adapted" for your food product when we manufacture a size and type of oven tailored to your needs.



We give you more options with our flexible designs and control packages than any other manufacturer.

Smoke, Cook, Bake, Dry, Roast, Steam or Chill your product with our versatile product line.

15450 SE For Mor Ct. Clackamas, OR 97015 U.S.A.
503-655-7044 1-800-223-OVEN (6836) 503-655-6368 Fax
www.enviro-pak.com sales@enviro-pak.com



Busch Vacuum Pumps
The Food Industry Standard



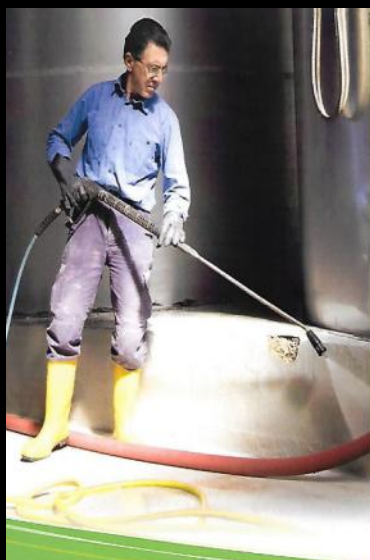
With over 2.5 million in use across the globe, R 5 rotary vane, oil lubricated vacuum pumps are designed to deliver superior performance. They have proven to be one of the most rugged and reliable pumps available on the world market for meat packaging and processing applications.

Innovative Industrial Process Solutions

800.554.7491



**JENNINGS
ALBERTS**



Providing more than
what's expected.

- * Daily pre-op inspections
- * Bacteria control
- * Master sanitation schedule
- * Approved chemicals
- * Safety training
- * On time start ups
- * Safety and quality control audits
- * Over 50 years experience in the food industry

CALL US FOR A FREE SURVEY



PO Box 471
Mifflin, PA 17058

Christopher Kaunert
484-663-3227
ckaunert@sanitationsolutionsplus.com

William Ricci
610-297-0247
wricci@sanitationsolutionsplus.com

Jorge Flores de Valdez
717-250-4119
jflores@sanitationsolutionsplus.com



SUPPLIER SPOTLIGHT

Linker

MACHINES

Linker Machines provides automatic linking and peeling machinery for sausage producers with over 70 years of experience in manufacturing food-processing equipment to the sausage producer. The TY® Linker and TY® Peeler provide quick and easy versatility to your production, no matter how big or small. Our many years of experience will help make the perfect shop even better. We believe that a machine is only as good as the service that supports it and that attitude shows in our excellent customer service.

We build our machines as maintenance conscience as possible and provide same day shipping to get you your parts as quickly as we can to have minimal down time. Linker Machines tries very hard to keep in touch with our customers through national and state conventions as well as check up calls and local advertising in state newsletters. We strive to be available at all hours of the day for both foreign and domestic customers through the telephone and email.

With thousands of machines in the field for over 70 years Linker Machines has become a common name and proved its staying power in the meat industry. We look forward to helping you with your next project and will contribute all of our expertise and exemplary service to achieve the best possible results for you.

Our Mission

Linker Machines has produced America's Leading Sausage Equipment for over 70 years. Our mission is continuing to provide supreme service with unprecedented quality.

Linker Machines

20 Pine Street,
Rockaway, NJ 07866

Telephone: (973) 983-0001

Fax: (973) 983-0011

www.linkermachines.com

PAMP BITS

A Warm Welcome to New Member

Stiller's
Jody & Jennifer Stiller
341 Amsler Road
Knox, PA 16232
814-229-1212

SAVE THE DATE: 80TH CONVENTION: May 9-12, 2019.
Let's Celebrate!! More details to follow in the next newsletter.

KIDS ACTIVITIES: We are happy to announce we'll be offering kids activities again this year at the Meat Lab on Friday during the convention. It will be lots of FUN!!

CORRECTION: Please update your records for: Sanitation Solutions Plus, LLC. Web Address: www.sanitationsolutionsplus.com.

HELP WANTED ADS: In addition to the classified section of the newsletter, we will be offering a "Help Wanted" section. Only current PAMP Members can list available positions in this section. Email the listing as you would like it to appear in the newsletter to: pamp@pameatprocessors.org.



CLASSIFIEDS

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.

FOR SALE: 1992 Handtmann VF 200

12 vane - Heavy Duty Meat Pump - Brand New Control Panel & MC Panel - New Rebuilt Bush Vacuum Pump, and wiring schematics gone thru 2 mo. ago. Just Serviced last Summer for 3000 hours by Handtmann Tech. Works Great - too big for my production at this point. Looking for Smaller Handtmann. This machine is a workhorse and can be sold with or without the linking assembly (Linking assembly new in 2006). Asking \$30,000 for Stuffer Only; Asking \$37,500 for Stuffer and Linking Assembly Call Tom at 570-279-3534 for more details.

FOR SALE: Brine Pump

TOP of the LINE: Commercial, like new Brine Pump. (Waterproof Motor) Excellent condition. Stainless steel pump. Add instant value to your products. 4 prong needle holder with 3 sets of needles. \$2250 or Best Offer!! UPS Shipping Available. Call: 1-518-669-6111

FOR SALE: Walk in Cooler: 20x20, 16x36 2- 4' sliders, 2-36" entrance door. With refrigeration. Like New only used 1 1/2 years. \$20,000.00 Call Jeff @ 302-734-5447.

FOR SALE:

Hollymatic 200 patty maker with 3 plates and cart \$800.00 Call Jake @ 570-689-2350.

FOR SALE:

Stainless Steel Heat Seal Packaging Machine and Shrink Tunnel, Purchased new in 2007. Great Condition. We loved using it to heat seal our venison products up through this past season. Just purchased a roll stock and no longer need this machine. Can email photo if desired. \$7,999 or best offer; Call Dwight @ 215-262-2305 or elyfamily5@msn.com.

FOR SALE:

Enviro Pak Smokehouse cvu 350t, 220 single phase, 400 lbs cap. 1 truck, 8 s.s. screens, 20 s.s. sticks, reorder; \$17,000 delivered. Call Tom 412-551-8551.

FOR SALE:

2—Hollymatic Mixer Grinders, 180a, 10 h.p. 52 s.s. bowl, ring, worm, 208 volt, tandem set up, like new. Call Tom 412-551-8551.

FOR SALE:

Commercial Ham Presses, \$25 each, call Gary Karas @ 724-468-5811 - kountrykows@windstream.net

FOR SALE: Globe Slicer - Model 725 - Manual or Automatic Runs on 110 - Like New in excellent condition. \$2,500.00. Call Floyd @ 570-254-6921

FOR SALE:

Pro Smoker n Roaster 300P Electric Smokehouse, Used, Call Chuck @ 814-266-3356

FOR SALE:

Hobart Meat Saw Model 5212 single phase New motor - \$2500
Karcher Pressure Washer HSD900 - \$950; Call Bill 570-277-6971

FOR SALE:

Vacuum Stuffer Vemag Robot 500; Controls PC878, Portion & Twistlink; 400 lbs or 140 lbs. Hopper; 220 3 phase \$22,000/\$21,000 you pick up. Call Tom 412-551-8551

FOR SALE:

Stuffer-Koch 100 lbs cap, 220 single phase, 3 horns, 3 h.p. Call Tom 412-551-8551

FOR SALE:

Kerres Smokehouse 2250 Single Truck Jet Smoke, MFG 1996. Comes with 2 trucks \$45,000. Call or email, Brett @ 603-269-2900 - tiedefarmssmokehouse@outlook.com

FOR SALE:

9" Track Hangers, 13 for sale - \$5 ea.; 2 Track Switchers \$30 ea., All like new! Call Dennis @ 610-298-8232