

# 80TH CONVENTION FUN 4 ALL

The Pennsylvania Association of Meat Processors Convention will not only offer the great educational classes as in the past but also a lot of **FUN!!** Time to celebrate 80 years of PAMP!! Each year we look forward to gathering with old and new members, getting helpful tips from one another along with having fun reminiscing.

The schedule is included in this issue and a few events we feel will be **FUN** are:

**Best Beef Butcher Contest** – Calling anyone who thinks they know something about beef and wants to show off their skills.....this is for you!! The Northeast Beef Promotion Initiative is sponsoring this FUN event with the opportunity for you to win \$500.00. 10 spots available, so sign up today! We also encourage members to watch the contest and show your support to those competing.



**People Choice Competition** – This is a fun event to bring a product that you currently sell in your shop for others to sample and cast their vote on. This year we are calling it “Back to Basic”. This event takes place one day only, Friday May 10th during the Supplier Showcase. Showcase runs from 3-7, so please have your items to the table set up outside the exhibit hall between 2:30-2:45. All entries must be cut and displayed for this is self-served with no one attending the table and restocking. A voting ticket is placed in everyone's registration packet. Again, we encourage everyone to enter an item, taste and cast their vote!! We found in the past that a “platter size” entry works best...but use your own discretion on the quantity to enter. Winner will receive a \$100.00 gift card. Have FUN and good luck!



**Kids Activities** – Fun, Fun and more Fun for the kids!! We will offer kids activities again this year on Friday during the educational sessions at the Meat Lab. With lots of things to make, color and snack on the little ones will have a blast!!

**Social Drop Ins** – There are several receptions and social drop ins to attend as well. A fun time to visit, catch up and learn new ideas!! Please note we do ask if planning to attend certain drop ins to please mark on your order form so we can get an accurate count. Let the FUN begin!!



## From Your President...

Hello Pamp members,

Greetings to all. Hope everyone is doing well. With some of the holidays and busy time behind us, it's time to prepare for the next season. For most the wild game specialty products are underway or maybe some of you are finishing them up. For others it's a little break before Easter with hams, Kielbasa or your specialty item that your customers enjoy at Easter time. There's always something in the works. Whether it's thinking of a new product to make, expanding your facility, looking to purchase new equipment or maintaining what you have. Please keep our suppliers in mind, they are always there to assist you with whatever you need.

With our 80th year under way our convention is going to be one you don't want to miss. We have a full schedule of events, seminars, and a great suppliers showcase planned for you. It's going to be a great time! A perfect time to see old friends and meet new ones. So, mark your calendar and hope to see you there.

**Gary Gibson - President**

## CONTACT PAMP

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



Email: [pamp@pameatprocessors.org](mailto:pamp@pameatprocessors.org)  
Website: [www.pameatprocessors.org](http://www.pameatprocessors.org)

## HOTEL INFO > MORE CONVENTION FUN PG. 3

**The Penn Stater Hotel**  
(Host of the Convention)  
215 Innovation Blvd  
State College, PA  
1-800-233-7505  
\$114.00 per night  
Code – PAMP19A  
Release Date for Rate 4-08-19

**Ramada Inn**  
1450 S. Atherton St.  
State College, PA  
814-238-3001  
\$77.00 per night  
Code – PAMP19  
Release Date for Rate 4-08-19

**Super 8 Hotel**  
1663 S. Atherton St.  
State College, PA  
814-237-8005  
\$79.00 per night  
Code – CGMP9  
Release Date for Rate 4-26-19  
Newly Renovated. Free Breakfast.



# 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](http://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](mailto: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](http://dewied.com)

470 Industrial Park Road, Ebensburg, PA, 15931 • 800.562.4979 • [www.McAneny.biz](http://www.McAneny.biz)



## CONVENTION CONTINUED

### EDUCATIONAL CLASSES

The educational classes and sessions will also be fun. It is always fun to learn new things and what a great line up we have for you. We will start with Beef & Lamb Harvest Techniques from Nick on Thursday at 9 am. Nick returns from New Zealand and is ready to share his knowledge and techniques onto our PAMP members. Nick was a special guest in 2016 and we are looking forward to having him return for the 2019 Convention. We will continue with concurrent sessions on Friday with Creating Championship Ham & Bacon with Jake Sailer, a Catering Panel Discussion with several PAMP members and Methods of Manufacturing Fresh Sausage with John Frohling. Saturday will start with having guest speaker and well known animal handling expert Dr. Temple Grandin speak at 8 am. You won't want to miss this. The first 150 people will be in the same room as Temple and then we will continue to fill another room with her session being projected live to that room. Again, what an honor to have Temple attend the 80th convention!! We will continue on Saturday with a Retail & Display class along with a Q&A session with Jake and award winning PAMP members to answer any of your questions from his class on Friday, Creating Championship Ham & Bacon.



**Special Guests:**  
Nick Vukojevich and  
Temple Grandin

Let us not forget two more fun events:



### SUPPLIER SHOWCASE

Please note times for both Friday and Saturday have changed. Friday will be from 3-7 with offering an extra hour then we have in the past and Saturday will be from 10-1. What a great opportunity to meet and see what is new in the industry from over 50 suppliers.

### PROCESSED PRODUCTS COMPETITION

We encourage everyone new or old to enter products into the competition. Check in will be held Thursday and Friday only. Please relate to the article from Jonathan Campbell in the Nov/Dec newsletter with details and benefits to entering into this event. Rules were included in the last issue and can also be located on our website. Sunday we will offer a Q&A session with various judges to answer any competition rules & scoring questions you may have. This is not only a competition but also a learning experience. The featured class for 2019 is ground frankfurters/wieners. Good Luck!!



**Sounds like a lot of FUN you won't want to miss.....See you in Penn State May 9-12, 2019!**

# DON'T FORGET!

- **Hotel** – Please use Code to receive PAMP discount and by the release date listed.
- **PAMP Apparel** – Order in advance and show your support. Add'l forms are online
- **Registration/Order Form** – Fill out completely if possible
  - o Need head count on these events, Nick Presentation, PA Beef lunch on Thursday, Presidents Reception, Kids Activities, Lunch Friday, Social Dinner Friday night, Temple Grandin Presentation
- **Butcher's Contest** – applications must be submitted by April 1st. Forms also on website
- **Boxed Lunch** – Saturday only and must pre order.
- **Awards Dinner/Auction** – must pre order and have ticket to attend.
- **Fee to attend Showcase Only** – \$50.00 to attend just the supplier showcase
- **Location of events marked on schedule:**
  - ML indicates Meat Lab** - Penn State Meat Lab, 16C Meat Lab, University Park, 16802 (off Porter Road, behind Beaver Stadium)
  - Penn Stater Convention Center** - The Penn Stater, 215 Innovation Blvd, State College, 16803
- **Scholarship Applications** – taking applications now. Rules and Application on website
- **Registration Deadline** – April 20th

### Board of Director Seats & Nominations:

This year there will be 3 seats open for the Board of Directors. Nominations are now being accepted. If you are interested in becoming a board member or know of someone that will represent PAMP well, please submit your/their name to Renee along with a brief description about themselves. Deadline for nominations will be Thursday (May 9th,) at the business meeting. All those running will be announced Friday (May 10th). A voting ballot will be placed in your registration packet and can be submitted at the Supplier Showcase on Friday or Saturday. The deadline to vote will be Saturday @ 1 pm and one voting ballot per operator. New board of directors will be announced at the Awards Dinner Saturday night.

When running for a seat, please keep in mind the duties that are expected. The board meets 2 times a year, once in the fall and then again during the annual convention. The fall meeting is a two day event, usually Saturday late afternoon and then meeting again Sunday morning. Other duties include planning and helping with the convention, becoming President of the Board, being assigned to a committee and helping to grow PAMP in any way possible. If you are submitting someone as a nomination, please make sure they are aware of the duties expected and willing to serve the 3 year term.

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

**VC999<sup>®</sup>**  
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<sup>®</sup>**

Call 800-728-2999 • Sales@VC999.com

A DIVISION OF  
**INAUEN GROUP**





## Hints and Tips

### Injection & Tumbling

In meat processing, protein extraction is a term that is used to describe the process of opening the structure of protein to make it able to accept and retain more water. Increased water retention by protein extraction can be increased by using chemical modification (injection/marination), mechanical action (tumbling), or a

combination of the two. The end result has a few key goals:

1. Weight (Sell by the pound)
2. Palatability (A more tender, moist product at consumption)
3. Efficiency (More lbs produced using less product)

If we want to look at chemically modifying the water content of the muscle, we will look to create more space for water to be held. When salt (NaCl) is added to meat, the negatively charged chloride ions (Cl-) enter into the structure of the protein. Similar to trying to put two like ends of a magnet together, the chloride ions push against each other and open the structure of the protein. Phosphate has a huge negative charge that promotes opening or extraction of the protein even further resulting in more room for water retention. An example of this chemical addition process would be injection.

The structure of a muscle involves a muscle surrounded by a layer of connective tissue known as the epimysium. Within the muscle are muscle bundles surrounded by the layer of connective tissue known as the perimysium. Individual muscle fibers are surrounded by the layer of connective tissue known as the endomysium. Mechanical action on meat is used to loosen the rigidity of the structure and break up connective tissue. This action will allow expansion of the cellular structure when absorbing additional moisture. A prime example of this would be tumbling.

The method of combining the mechanical and chemical treatment allows both processes to have an increased effect of moisture retention as loosening of the structure around the protein will enable more negatively charged ions to enter and open up the structure resulting in more water retained. The example of this would be injection (chemical) and tumbling (mechanical).



# UltraSource

## MET-SPEED LABEL

P.O. Box 850 Levittown, PA 19058

**CHUCK MULLEN**

TOLL FREE **888.886.0638**

OFFICE **215.956.7200**

FAX **215.956.7201**

CELL **717.577.4213**

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

WEBSITE: **www.metsspeedlabel.com**



## Hints and Tips

### CASING 101

#### OVERVIEW

Lately I been fielding a lot of questions on the basics of fibrous casings. These questions have been coming from processors that are fairly new to sausage making and from customers that have been forced to change fibrous vendors due to all the

mergers in the industry (although

all fibrous casings are similar, they do vary slightly from vendor to vendor). Below is a brief description of the 4 basic types of casings: Regular, Protein Coated, Peelable, and Barrier casings.

#### REGULAR CASINGS

Regular casings are by far the most versatile of the fibrous casings, they can be used for most smoked sausages. These casings have excellent smoke penetration and natural shrinking properties so the casing stays tight on the sausage. These casings have good peeling properties and come off easily from most smoked sausages.

#### PROTEIN COATED CASINGS

A protein coated casing (also called a "meat cling" casing) is a regular casing with a protein sprayed inside the casing, the protein on the casing binds with the protein in the meat allowing this casing to have the strongest adhesion of all the fibrous casings. This casing was originally designed for dry and semi-dry sausages (the kind you might see hanging behind the counter of a New York deli). This casing has the same smoke penetration as a regular casing. The downside of this casing is that, if it is not used in the right application, it can be difficult to peel off the product and, sometimes, the outer surface of the sausage will come off with the casing.

#### PEELABLE CASINGS

Peelable casings are the exact opposite of a protein coated casing, for these casings they put a product inside the casing that allows for very little or no meat adhesion. These casings are usually used on products that are going to be immediately peeled and sliced (Canadian bacon, pepperoni, restructured ham, etc.). Peelable casings have the same smoke penetration as the previous two casings.

#### BARRIER CASINGS

Barrier casings typically have a saran lining and are products that can be cooked in the smoke house or in a hot water bath but allow NO smoke penetration. Barrier casings provide the maximum shelf life because of their virtual air tight properties. Barrier casings are commonly used for liver sausages and loaf type products.

#### FINAL NOTES

All these casing can be printed, shirred, cut & tied, and prestuck. One of the most important things that many processors fail to do with fibrous casings is soaking them properly, for all these casings, it is recommended that you soak them for at least 1 hour in lukewarm water before stuffing (2 hours for shirred and printed casings). This allows the casings to reach its maximum stretch and allows the casings natural shrink properties to work properly when cooking the product



**Mar/Co Sales, Inc**

CONTACT US FOR ALL YOUR VACUUM PACKAGING NEEDS  
OR  
VISIT OUR NEW WEBSITE  
**WWW.JVRINC.COM**

← → ↻ https://jvrinc.com ☆

Financing Distributor Resources My JVR Create An Account f y

**JVR**  
INDUSTRIES, INC.

🛒 Checkout Time To Checkout? ✓ Request Free Samples Try out our products. 📘 Facebook Check us out. 📞 GIVE US A CALL (716)-206-2500

HOME ABOUT EQUIPMENT SUPPLIES PARTS SERVICES CONTACT US SHOP NOW QUICK ORDER

**SPECIALIZING IN VACUUM PACKAGING**  
*Since 1972*  
**VIEW OUR EQUIPMENT**

Equipment Supplies Parts

**SERVICES WE OFFER**

🔧 Reconditioning & Repair 🔧 Busch Vacuum Pump Repair 📞 Packaging Consultation 💳 Equipment Financing

**WE GUARANTEE**

🛒 IN STOCK AVAILABILITY 🚚 SAME DAY SHIPPING ⚙️ PART COMPATIBILITY 📞 FREE TECH SUPPORT

PHONE: 716.206.2500~EMAIL: JVR@JVRINC.COM  
100 W. DRULLARD AVE, LANCASTER, NY 14086 (MINUTES FROM BUFFALO, NY)



# 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



# 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](http://www.handtmann.com)

HIGH PLAINS  
**FRONTIER**  
SUPPLY, LLC

1055 East 1st Street, Loveland, CO 80537  
Office (970) 776-9881 Fax (970) 776-9600  
Email: [Info@HighPlainsSupply.com](mailto:Info@HighPlainsSupply.com)  
[www.HighPlainsSupply.com](http://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** **speco inc.**  
Echte Originale.

**LANCE**  
INDUSTRIES

Established since 1965  
**GESAME**

**THOMPSON**  
MEAT MACHINERY  
LEADING MANUFACTURERS OF MEAT PROCESSING MACHINERY

Leland Southwest

**Hubert HAS**

## QUALITY ALWAYS SHOWS



**QUALITY**  
CASING CO., INC.

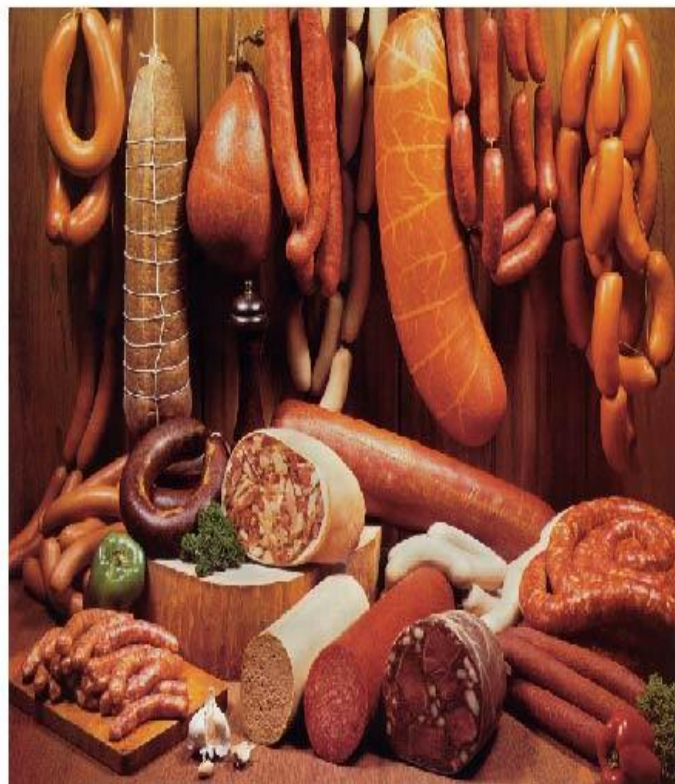
### Featuring a complete line of:

- 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](http://www.qualitycasing.com) • email: [qnc@qualitycasing.com](mailto: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.





# 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



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](http://www.LYNXSystemsLLC.com) • [Sales@LYNXSystemsLLC.com](mailto: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](http://www.viskoteepak.com)

ViskoTeepak  
1126 88th Place  
Kenosha, WI 53143

## George Lapsley Ent.

**George D. Lapsley**  
*Food Safety Specialist*

[www.getfoodhelp.net](http://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](mailto: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](mailto: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](mailto:president4@hotmail.com)**

**Website: [www.jarvisproducts.com](http://www.jarvisproducts.com)**

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



# ROLLSTOCK IS TANK-TOUGH

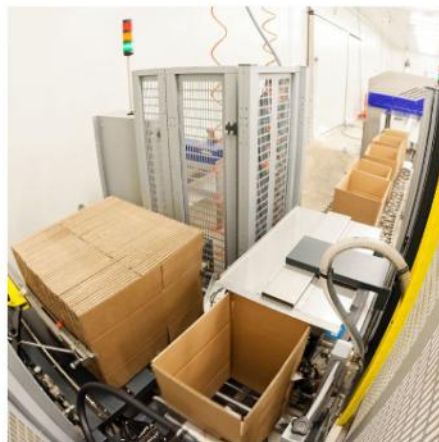
FOR SIMPLIFIED PACKAGING MACHINERY  
THAT IS BUILT LIKE A TANK,  
CALL 800.295.2949



RELIABLE, AFFORDABLE  
& BUILT IN THE U.S.A.



**ROLLSTOCK**  
WWW.ROLLSTOCK.COM



Case Sealing



Robotic Palletizing



Labeling



Custom Packaging Lines



Inkjet Coding

**PAKTEC**  
*Celebrate Quality*

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

[www.pak-tec.com](http://www.pak-tec.com) | 803-831-2099



## Hints and Tips PACKAGING

# HOW TO CHOOSE PACKAGE FOR YOU

**Opening up the package discussion paves the way for a successful product.**

Choosing the right package can come down to the way it feels in a shopper's hand, the appearance of the product within the package, or the comfort level with a particular style of package or any number of other details. At the end of the day, and at the end of the consumer's purchase, packaging is a major and growing factor in the success of a product.

At the point of sale consumers really do judge a product by its looks. According to the 2018 "Power of Meat" study, only appearance come close to price when it comes to buying decisions and, for many shoppers in the meat department, appearance goes hand-in-hand with price to make that final choice.

Those choices are increasingly diverse. Indeed, the days of commodity meat packaging are long gone, as people carve variety in both products and packaging based on their need and interests at the time. "In addition to how a package looks,, buyers weigh other things when browsing meat and poultry offerings, from supporting local brands to looking for more sustainable packaging to picking a package with convenience-oriented features," say Mike McCann, packaging specialist for Reiser.

With more options demanded by this increasingly fragmented and discerning consumer base, meat and poultry companies must make smart decisions about what packaging is right for their products and customers. The good new - and arguably the overwhelming new - is that packaging technologies are continually advancing to provide more package styles and types, from traditional basics to packaging produced on lines with the latest robotics.

So, then, what is the "right" package for your products? That depends on a variety of factors. "The process should begin with a thorough assessment that includes a list of common questions, such as: 'Do you want to make it look like this was packaged in the back room of the store or do you want this product to look as if it is made by a big brand?', 'Are your customers asking about more sustainable packaging', 'What is the desired shelf life?' or 'Will this product be distributed locally, regionally or nationally?'" says McCann. "Those are just a few questions that can be put on the table for consideration and discussion."

With dozens of factors to consider, processors can and should weigh the pros and cons of each packaging solution for their applications. Ultimately, the perfect package is based on a company's product, operation and customer, according to McCann.

To help customers choose that perfect package for them, Reiser's experts like McCann use a system based on four primary factors: Product, Package, Loading and Speed, or P-P-L-S.

**Product:** The actual product, including the product type and blend, is one of the first and most important factors in the package selection process. One processor may want to do something different to stand out among its competition while another may be seeking a longer shelf life to meet the needs of its nation or global customers, for example.

*Examples of questions to ask: What is the desired weight per package? Is this package sold by net weight? Will this product be hot, cold, or frozen? Will the consumer buy this item raw or in a ready-to-eat form?*

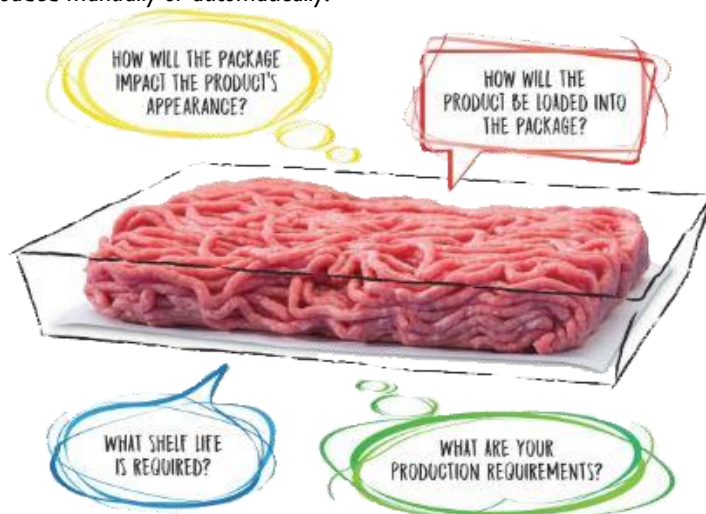
*What is the state of the product - ground, solid, whole muscle, in pieces?*

**Package:** Some processors must produce a certain package based on their retail or food service customers' requirements. Meanwhile, at a time when many consumers are looking for greener package choices, meat and poultry companies may be reevaluating their packages, perhaps opting for a vacuum skin package with less packaging materials or package waste.

*Examples of questions to ask: Are you looking for modified atmosphere package, vacuum package, shrink package or another format? What size will this package be? Do you have a material preference, i.e., skin, semi-rigid, with labeling, pre-printed film or printed inline? Have you thought about details such as rounded or square corners, closure/reclosure type or display method?*

**Loading:** Loading systems play a role in package type, depending on whether a company has automatic loading capability or manual loading of product and packaging.

*Examples of questions to ask: Is this product made in a batch or continuous process? How is it delivered to the packaging machine? Will it be loaded manually or automatically?*



**Speed:** The need for greater speed and efficiency is common in today's market, and that applies to packaging too. Different companies will have unique needs for output and production, depending on their operations and on their customers' expectations.

*Examples of questions to ask: What's the goal for packages produced per minute or, for that matter, per month or year? Is there variance for seasons? What happens after packages leave the line? Will there be secondary packaging that impacts the production rates and speed of the primary packaging?*

## FOUR FORMATS FOR TODAY'S CHOOSY CONSUMERS

### Vacuum packaging:

Vacuum packaging, which once was challenged by consumer acceptance due to non-traditional meat color and appearance, has caught on and is becoming more commonly used, especially for ground beef. A major appeal is the fact that it offers the longest shelf life. As the market for vacuum packaging has grown, packaging technologies and the systems equipped to produce such items have had to keep pace. Reiser, for example offers form-fill-seal solutions for vacuum packages and vacuum skin packages, along with tray-sealed vacuum skin packages.



# THE RIGHT UR PRODUCT

**Modified atmosphere packaging (MAP):** MAP packaging like-wise has gained consumer acceptance and industry applications in recent years. Modified atmosphere packaging, such as packaging produced on Reiser's tray seal and form-fill seal MAP packaging systems, offers extended shelf life that is beneficial to retailers and foodservice operators as well as to consumers.

**Overwrap:** Meat, including ground beef, is still frequently sold in a tray using overwrap format that is often chosen by shoppers because it has a "packed-in-store" appearance that is readily accepted and recognized. However, once these overwrapped packages are placed into the meat case, they have a short shelf life.

**Chub package:** Chub packaging for meat products, produced with vacuum fillers like Reiser's Vemag, is another example of a format that is catching on with meat processors and byers, for reasons ranging from presentation to space saving to sustainability to extended shelf-life.

## GROUND BEEF PACKAGING CHOICES AT A GLANCE

Modern meat cases showcase the growing array of packaging formats, especially when it comes to ground beef and other ground proteins.

### Stretch-wrapped (or overwrapped) packaging

Remains the most common type of package for ground beef and other ground meats. While stretch-wrapped packaging offers a shorter shelf life of 2 to 3 days, that can be extended with the use of a low-oxygen motherbag that boosts shelf life to 25 Or 30 days.

**Brick packaging,** a vacuum package produced on a form-fill-seal system, is increasingly popular for ground proteins, like ground turkey, ground chicken, ground lamb and ground bison, among other products. Vacuum packages of ground beef offer the longest shelf life of 45-60 days, and the product will "blom" when opened from a purple to the traditional red color.

**Modified atmosphere packaging,** whether produced on a tray sealing or form-fill-seal machine, is a good choice for ground beef manufacturers who want to extend product shelf life. A low-oxygen or low-oxygen with carbon dioxide MAP package has a 25 to 30-day shelf life, while a high-oxygen MAP package has a 10 to 12 -day shelf life.

**Chub packages** for ground beef are a more sommon sight in meat cases now, in one-pound format up to 3 and 5 pound sizes or more. The typical chub package has a shelf life of 20 to 23 days.

## A TEAM APPROACH

Just as there is no one choice in packaging these days, there is no singular opinion or expert. Reiser's team of packaging experts and food technologists, with deades of experience, work closely with processors, helping them ask the right questions - including using the for P-P-L-S factors - and find the right answers. Reiser offers a full range of machinery in different sizes and speeds, and can provide sample packages to help make the decision-making process clearer and easier. Because of the depth and breadth of its packaging machinery, Reiser's main priority is partnering with companies to find and make the best package for their product, their operation and their end user.

**Mike McCann**

Package Application Specialist



**Dave Capozzi**  
President

(724) 527-5520

FAX: (724) 527-3317

EMAIL: davec@cpccofoodequipment.com

## FOOD SERVICE EQUIPMENT

508 Division Street  
Jeannette, PA 15644

[www.cpcfoodequipment.com](http://www.cpcfoodequipment.com)

Sales - Service - Parts

## ISHIDA DIGITAL SCALES

- INGREDIENT PRINTERS
- SUPER MARKET LABELS
- NEW AND RECONDITIONED
- RESTAURANT EQUIPMENT
- SLICERS
- SMALLWARES

**Mark Schad**

Electric Hog Slaughter  
Hog Scalding Dehairers  
Meat Consulting

Mark Schad Online

16027 Mistflower Drive

Alva Florida 33920

[www.markschadonline.com](http://www.markschadonline.com)

[www.schadequipment.com](http://www.schadequipment.com)



Phone: 305-509-3382

Fax: 866-931-8281

E-mail: [mark@markschadonline.com](mailto:mark@markschadonline.com)

## DAVE'S BUTCHER SUPPLY, Inc.



Phone: 724-722-3283

Fax: 724-722-3787

Orders: 877-279-4936

email:

[dbs1988@yukonwaltz.com](mailto: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

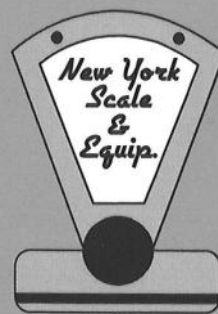
#### VACUUM POUCHES

LEGGS OLD PLANTATION  
SAUSAGE SEASONINGS

Distributor of:

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

New & used Equipment for the Meat Processor & Home Processor



**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](mailto:Jamey@nyscaleandequip.com)

## Miller Food Equipment

**Tom Miller**

2309 Wells Drive

Bethel Park, PA 15102

Cell: (412) 551-8551

E-mail: [TMFE@verizon.net](mailto:TMFE@verizon.net)



# 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](http://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](mailto:infoUS@tippertie.com)  
Or visit [www.tippertie.com](http://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





# UltraSource®

THE NEW STANDARD FOR **INNOVATION**

**Proudly serving our industry since 1883.**

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



**CLIPTECHNIK  
CLIPPERS  
FROM  
GERMANY!**



**WEIGH  
PRICE  
LABELERS!**



**800.777.5624 • [www.UltraSourceUSA.com](http://www.UltraSourceUSA.com)**

Copyright © 2019 UltraSource LLC. All Rights Reserved

**KERRES**  
anlagensysteme

[www.kerres-group.de](http://www.kerres-group.de)



## HIGHEST HYGIENE STANDARDS



Bin  
washers



Cart  
washers



Combo  
washers



Trolley  
washers



Pallet  
washers



Stick  
washers



### KERRES USA

607 Village Road, Pennsdale Pa 17756 Tel: 570 279 2989  
E mail: [tom@kerresusa.com](mailto:tom@kerresusa.com)

[www.kerresusa.com](http://www.kerresusa.com)

**KERRES**  
anlagensysteme

[www.kerres-group.de](http://www.kerres-group.de)



## NATURAL SMOKE, NATURAL TASTE



Smoking



Drying



Cooking



Baking



Cooling



Climate



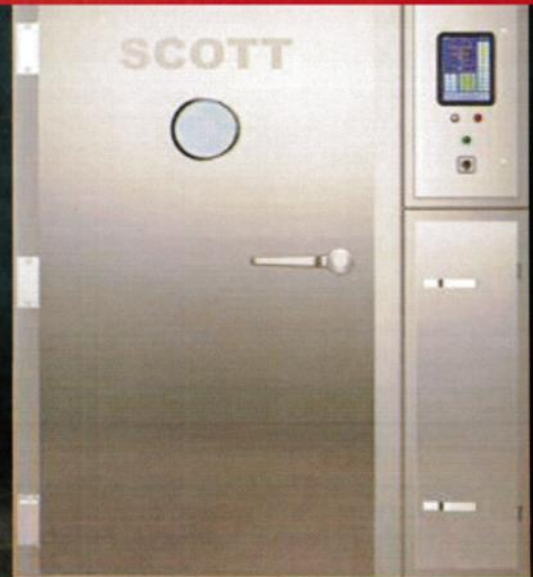
### KERRES USA

607 Village Road, Pennsdale Pa 17756 Tel: 570 279 2989  
E mail: [tom@kerresusa.com](mailto:tom@kerresusa.com)

[www.kerresusa.com](http://www.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](http://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](mailto: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](mailto:info.usa@vanhessen.com)

Denver 1-855-355-8880  
[info.denver@vanhessen.com](mailto:info.denver@vanhessen.com)

[www.vanhessen.com](http://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](http://psseasoning.com) | [blendwithps.com](http://blendwithps.com)

custom blending · product development · custom packaging





## Accurate & Portable

This compact scale is ideal for food portioning use. It will measure anything from 11 lbs. down to 0.005 lbs. and can weigh in grams or ounces. The durable molded plastic construction and large removable stainless steel pan make this scale easy to keep clean. NSF listed and meets HACCP requirements. *Item #1851010*

**Save \$40 By Ordering Today!**

*Only through March 31.*



*We carry over 3,800 items in stock and 97% ship the same day. We have everything you need to make quality meat products... everything but the meat.*

waltonsinco.com / 800-835-2832





**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**

**Clip it...  
clip it good.**



LEARN MORE at  
**polyclip.com**



**PENNSYLVANIA'S**

**PREMIER • PACKAGING • PROVIDER**

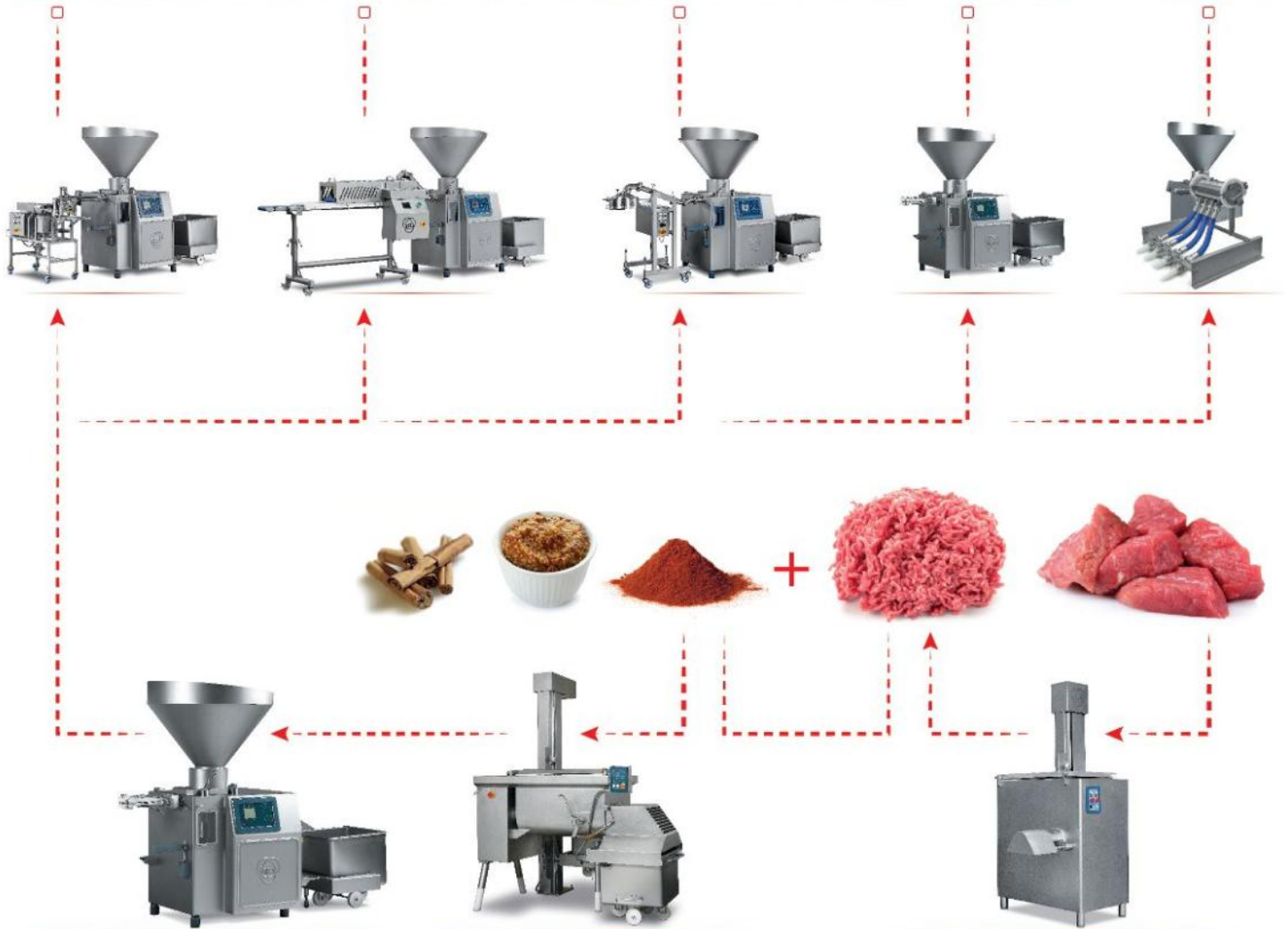
Rollstock Films (printed and clear), Shrink Bags, Trays,  
Pouches (including printed, stand-up, liquid, etc.), Casings (fibrous and plastic)



**Apex Packaging Solutions, Honesdale, PA**  
GDavis@ApexPkg.com, 215 872 1779



# Raw to Ready



**Risco USA Corporation**

60 Bristol Drive | South Easton, MA 02375 | Tel. 508 230 3336 | Fax 508 230 5345 | [info@riscousa.com](mailto:info@riscousa.com) | [www.riscousa.com](http://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



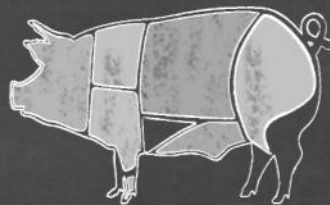
# Linker MACHINES

Celebrating over **75** years  
of excellence in linkers and peelers!  
[www.linkermachines.com](http://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](http://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](http://www.enviro-pak.com) [sales@enviro-pak.com](mailto:sales@enviro-pak.com)





**Busch Vacuum Pumps**  
The Food Industry Standard



With over 2.5 million in use across the globe, R5 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**



We are a company dedicated to providing the best personal service to our local business partners. SSP is a regional business working with local businesses to cater to the everyday needs that a larger sanitation company would overlook.

*Serving Pennsylvania,  
Virginia, and New Jersey.*

- Daily pre-op inspection
- Master sanitation schedule
- Approved chemicals
- Safety and quality control audits
- Bacteria control
- Safety training
- On time start up
- Over 50 years experience

**SANITATION SOLUTIONS PLUS, LLC**

***Call or email us for a free survey***

**Tel: 877-248-6099**

[ckaunert@sanitationsolutionsplus.com](mailto:ckaunert@sanitationsolutionsplus.com)

# SUPPLIER SPOTLIGHT

## hovus

*...inventive packaging solutions*

Hovus Incorporated is the industry leader in chub food packaging and processing materials. We have earned this reputation through the "inventive packaging solutions" approach, which is present in all of our advanced plastic casings and films. Whether it is due to cost savings being realized through our high yield casings, our superior graphic capability required for retail items, the durability and safety afforded through our high temperature films, or our newest innovation—QuikFlavR™ Smoke Transfer Film ... Hovus casings and films have a way to enhance any product.

Our company focuses on the needs of manufacturers in the meat, poultry, dairy, and seafood market segments. However, our products are useful in any industry that seeks low-permeability materials. These products include Victan® plastic casings, chub retort films, and foil flat films.

Hovus is well known as a decades-long sausage casing supplier. Our technical sales staff was among the first to introduce plastic sausage casings to North America, with evaluations lasting over several years and across numerous applications. Our customers have relied upon this expertise to create packaging that works in each of their unique settings on a consistent and cost-effective basis.

We view your production facility, and each project within your facility, to be a one-of-a-kind challenge that affords us an opportunity to craft solutions that work for you; from assessing your initial requirements, to overseeing rigorous in-house product testing, to customizing a material and finalizing artwork.

At Hovus, our mission is simple—to be your partner in identifying and developing solutions that meet your unique business needs. We will be there for you every step of the way, and we offer the highest possible level of customer commitment in the food packaging industry!

All Sausage Casing Suppliers Are Not Equal  
Hovus is unique among sausage casing suppliers in that we focus exclusively on plastic casings.

**www.hovuscom**

**1-855-55-HOVUS**



# PAMP BITS

## A Warm Welcome to New Members

### Triton International Ent.

Sunny Dryden  
18 Blackjack Road, Suite 101  
Fredericksburg, VA 22405  
703-575-8082  
www.tritonint.com  
sunny.dryden@tritonint.com

### Weinstein Wholesale Meats Inc

Randall Tanner  
7501 Industrial Dr.  
Forest Park, IL 60130  
708-488-6016  
rtanner@weinsteinmeats.com

### Tusko Sales

Bill Casper  
381 Kennedy Road  
Akron, OH 44305  
330-733-8779  
bcasper@tuskosales.com

**2019 DUES:** 2019 Dues have been mailed. In order to attend convention, dues must be paid.

**2019 CONVENTION REGISTRATION:** Registration forms have been mailed. All forms and details can also be found on our website.

**DEADLINES:** Mark your calendars for the different deadlines. (booking hotels, registration, butcher contest, scholarship applications, etc.)

## HELP WANTED

If you have a position you are looking to fill at your business you feel free to email or call me with the details for a free listing in the PAMP Newsletter. (Please let us know when the position has been filled so we can remove the listing)

**T&E Meats**, and established USDA-inspected local meat processor in Harrisonburg, Virginia, in the Shenandoah Valley, is looking for a qualified individual to lead production or cured/smoked value-added products for their farmer customers under a co-packing business model. Great growth opportunity for an experienced candidate. Call Joe Cloud at (540) 434-4415, or joe@temeats.com to send your resume or obtain the full job description.

## 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

## 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:** 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](mailto:elyfamily5@msn.com).

### 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 - [kountryskows@windstream.net](mailto:kountryskows@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:

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](mailto: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

### FOR SALE:

Pokomat p16 Injector - 220 3 phase Call Tom @ 412-551-8551

### FOR SALE:

4 Year Old - Bizerba Slicer; A406fb with conveyor belt and cart; Asking \$25,000; Contact Loni @ 570-289-4353

### 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