

# CONGRATS TO OUR PAMP WINNERS AT AAMP!!

## From Your President...



Summer Greetings  
Fellow Members,

This time of year I hope that you are finding time to get some rest and perhaps a vacation. Yes we have the constant concern that our refrigeration is going to falter, but my wish for you is for a time of community with your family and friends. One reason I love this business is that it brings people together around the dinner table and nothing does that better than a good old fashioned BBQ in the summertime. That big grill loaded up with delectable meats sure does bring them running, and coming back for more!

I'd also like to congratulate our winners from the recently held AAMP convention in Mobile, Alabama. It sure is great to see Pennsylvania represented so well. Please take a look at our winners throughout this issue. On that note, if you know of any excellent processors that aren't members of our great organization, would you reach out to them and encourage them to join PAMP. Together we are better and stronger, for as the tide rises, so do all of the boats.

Also, your board will be meeting in September to plan the upcoming convention for next year. If there are topics you'd like to see presented at the convention, I invite you to reach out to me personally at [nate@breakawayfarms.net](mailto:nate@breakawayfarms.net) or contact Renee at the PAMP office with your ideas.

Finally, I want to wish our slaughter men a profitable fair season as they gear up for the coming rush of fair animals. Additionally, I wish our retail folks and further processors the best as they capitalize on summertime sales of steaks, sausages and burgers. May your endeavors be ever profitable!

**Yours in Great Meat,  
Nate Thomas - President**

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**Nate Thomas  
Amanda Luke  
Renee Pletcher  
Gary Gibson**



Congratulations to our PAMP members on winning at the national level during the 80th American Association of Meat Processors Convention. These gentlemen entered into the American Cured Meat Competition with a total of 484 other products and over 50 plants participating. Mike Holland from Holland Brothers Meat, Duncansville, PA, took home Champion in the Bacon (Lightweight) and Reserve Champion in the Bacon (Heavyweight) Class. Stephen Boyer from The Country Butcher, Tolland, CT, was awarded Reserve Grand Champion for his Braunschweiger and Champion in the Frankfurters/Wieners Class. Dennis Hartman from Hartman's Butcher Shop, New Tripoli, PA won Champion in the Jerky (Restructured) Class. Again, Congratulations on winning these well-deserved awards!!

In the University Class, Joshua Cassar was awarded Reserve Grand Champion in the Cured Specialty Meat Product Class, Grand Champion in the Smoked Turkey Class and Overall Champion of the collegiate competition. Josh is a student of Penn State and has helped with the PAMP Convention for many years.



**Our members are not only helpful and very active in the PAMP organization but also volunteer their time at AAMP. Jonathan and Glenn help with the Meat Competition and we have several members on the Board. Also, Pennsylvania always has a great group that attends the show. What a great time for fun and fellowship as well!!**





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# ANYONE ELSE HAVE THE "DINNER AT 6pm" RULE GROWING UP?

Growing up, dinners at our house were considered sacred family time. My mom wasn't the typical stay at home mom for that time but she always had dinner on the table at 6 pm. I always thought it was annoying and totally hated being home by 6 pm, especially on the weekends, but that was a family rule that was not to be broken without consequences.

Fast forward to my own family. Yep – you guessed it. We always had dinner together. It may not have been at 6 pm as my kids started growing up and having sports games and other school activities. But, we always ate together. At the time, I had a rule and my kids still know it today whether they are with their dad or visiting me – we eat together.

I had to give a talk a couple of years ago at a conference on the subject of consumer culture related to dinner and had to do some research on social media impacts on eating behaviors. Even though I knew there were changes in eating culture, I will still be shocked by some of the information.

For example, my mom always knew what she was going to make on what day by planning and prepping ahead of time. Mainly because she had to since there were fewer overall ready to eat options, but, even though she worked, dinner was a planned family event.

Today, we decide what to eat 2 hours before "dinner time". So at 4:30, most people start saying (or should I say texting or googling) "what am I going to cook for dinner?" It is so stressful to figure out how to feed 1 person much less a family within 2 hours of asking the question, "What's for dinner?" It is no wonder fast food and ready to eat or ready to cook meals are so popular.

Another interesting find was that most people surveyed made their last minute decisions about their food choices from the following sources: close friends (text, Facebook etc.) and Pinterest or other websites. The "close friends" response was the strong majority. The results just reinforce the power of social media and connectivity with our food choices.

Another startling fact for me was most Millennials learn to cook via YouTube and not from their parents. This freaks me out a bit but (full disclosure) I haven't tried YouTubing any recipes or cooking tips. Do they consider food safety practices? What is the message about food choices – is the message true to agriculture and are the facts correct? Why are we not teaching more about food agriculture, the science of food choices, and the art of cooking in school so we don't have to rely on social media for cooking instructions?

Last fact for today: each week, an average of 2-3 meals are eaten alone while online. I used to be so guilty of this! Until I read this while preparing for my talk and I changed my habits. I travel a lot so



eating alone is nothing new to me. I may not be able to change the eating alone part but I have changed the "while online" part. I don't check Facebook or surf the news. I just sit and enjoy my food. I people watch and sometimes have a conversation with the wait staff. I have noticed I eat slower and eat less now. Maybe because the news stresses me out and I take that out on the food in front of me.

How often do we finish dinner without paying attention to our eating habits because we are distracted by our social media?

Even though I was annoyed by my parents dinner rule, I sometimes still wish we could go back to the "be home for dinner at 6" mentality. I feel we could all be more relaxed, have better eating habits, get closer to agriculture, and enjoy our food.

Reprinted from Christine Alvarado's Blog - For the Birds  
[www.meatingplace.com](http://www.meatingplace.com)



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## Hints and Tips

### Search Engine Optimization

#### 5 Easy Ways to Improve Your SEO

Search Engine Optimization (SEO) simply put is what your internet browser uses to rank your website search engine. At the moment, Google is the most familiar web search engine, so we will use them for explanation.

Most people may not even realize just how important SEO is to boost a website and filter it through the millions of other websites. There are tips your business can use to improve your results which increase your revenue, after all; if a client can't find you, they can't use your services! Here's how you can get your website to the top:

1. **Optimize for Mobile Devices:** People spend much of their time on their phones or tablets. They're more likely to check out a website on their phone than a laptop or a desktop purely for convenience. Your website must be mobile compatible to show up in most search engine rankings making full mobile compatibility a MUST for your business.
2. **Update Content Frequently:** A stagnant website will be bumped down in search engine rankings. If Google doesn't see much activity on a website then it's not going to promote it, it's going to make way for a website with more activity. Even changing up a paragraph can help keep a website relevant. Once you update your content, Google's bots will be able to recrawl your page, ranking it higher in online searches.
3. **Blog:** A website might not have a subject that continues to change, especially service industries. Once the About page, Services, etc. are set up then there's not much more to do right? Wrong! Get a blog going! A blog post can be added daily, weekly, or monthly, and it shows consistent activity on the website. A blog post can be simple too. It can be tips and trends of the business, updates on the business or the person, random trivia, and much more. Also, you can link to other websites giving you more of a boost!
4. **Use Keywords:** On Google, someone can type in "meat processing in my area"...what shows up? What locations does your website target? What services/keywords? These are the way that Google is able to connect your website to what the user is searching. Keep your keywords and locations relevant to the page in which you are implementing SEO. Google typically ranks your webpage based on its relevance to the keyword being searched.
5. **Improve Your Website Load Speed:** The time it takes for a webpage to load can also become a factor for an SEO rank. It needs to load quickly and be easy to read. People will click off a website if it doesn't load within a reasonable amount of time. This is Enter.Net's top tip improvement of 2019!

Contributed by Erin Corsa, Senior Project Manager ENTER.NET.



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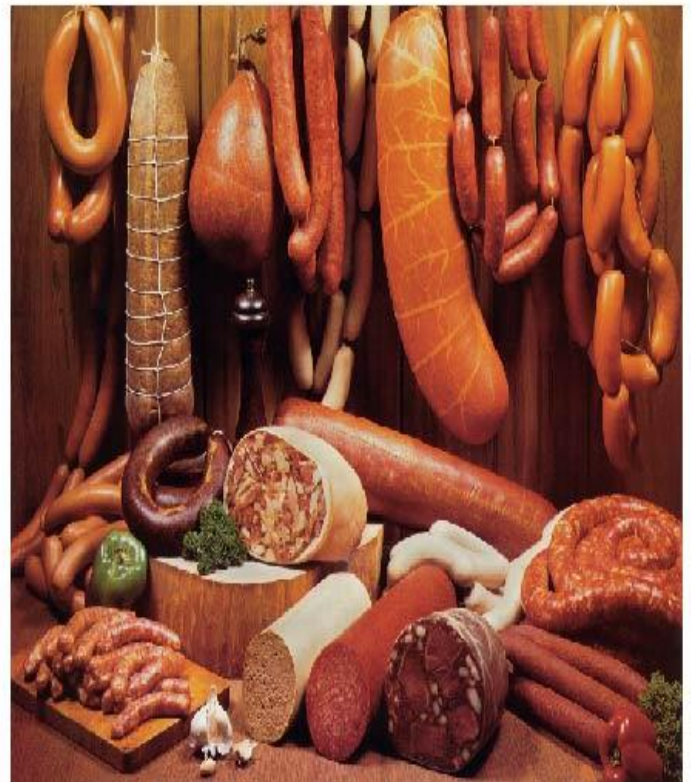
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# NEW SLAUGHTER RULES ON THE WAY FOR PORK, BEEF FSIS OFFICIAL

## Appendix A & B

FSIS cooking and cooling guidance, known as Appendix A & B, has been of great concern to small and

MOBILE, Ala. — USDA's Food Safety and Inspection Service will issue new slaughter inspection rules for pork "very soon" and is working to craft new rules for beef

very small plants. Kiecker acknowledged the challenges for these plants and noted several forms of outreach the agency is using to help facilities understand and comply with the guidance.

The agency also plans to issue revised guidance, noting that original guidance was crafted for a narrow range of specific products, but now must be expanded to address new products and technologies. New guidance will be published in the Federal Register, and after that, plants will have a year to implement safe harbor.

## Foreign materials

Kiecker said the rules on reporting foreign materials contamination that went into effect in 2013 are aimed at encouraging the industry to look more closely at consumer and customer complaints and consider them as possible indications of systemic issues, rather than isolated incidents.

FSIS is working on further guidance on how to respond to consumer complaints and how to develop processes to detect and correct foreign material contamination. The comment period on that guidance closed in May, and the agency is currently reviewing those comments.

"In our efforts to modernize, we have not lost sight of the fact that 90% of federally inspected facilities are small and very small plants," said Kiecker. "We are committed to providing the guidance and tools needed to comply."

Finally, Kiecker said FSIS is working to reduce the turnaround time for label approval, including expanding the use of generic labeling. He said some of the label changes processors are currently submitting for approval do not need approval, as they are already covered under generic labeling rules..

slaughter inspection, according to FSIS Deputy Administrator Paul Kiecker.

Speaking at the American Association of Meat Processors annual conference here, Kiecker said the proposed swine slaughter rules received over 83,000 comments, which were taken into account in crafting the final rule.

Similar to the new poultry slaughter rules already in effect, the new pork slaughter inspection rules would focus inspectors' attention on pathogen control through science and risk-based assessment, meaning some inspectors would be assigned to more tasks other than watching slaughter lines.

The same groups that opposed the new inspection rules for poultry are vocally opposing the new rules for swine slaughter. On Thursday, groups including Food and Water Watch, Consumer Federation of America, American Society for the Prevention of Cruelty to Animals and the National Employment Law Project issued a news release again voicing their opposition.

## Salmonella standards

Kiecker also noted that replacing outdated standards and procedures for detecting salmonella in poultry has included spreading out sampling throughout the year to take into account seasonal changes to get the most accurate look at a plant's year-round safety record. Seasonally, more positives generally occur in warmer weather.

The agency is also working to create performance standards for salmonella in beef. Kiecker encouraged conference participants to comment through the rule-making process. He did not give a timeline for those proposed standards to be published.

By Rita Jane Gabbett Reprinted from  
[www.meatingplace.com](http://www.meatingplace.com)

## Summer time food in the dead of winter

Many of you out there are busy these days doing catering and BBQ. Wouldn't it be great to bite into some of that summer time food in the dead of winter or tailgating at football games or even that trip to deer camp. What I am talking about is brisket, ribs, pulled pork, chicken, sausage and peppers, the list goes on. Many of you are already doing this and its pretty simple, easy and efficient. All you need is a vac pack machine and a boilable bag.

Lets talk about ribs, you load that smokehouse or cooker up with a load of ribs and cook as normal, let cool and vac pack in the boilable bag and place in the freezer until the display case needs them or you want to promote them.

What the boilable bag does is it withstands heat up to 250F allowing the customer to take your fresh from the cooker/smoker products home with them, place in a pot of boiling water for approximately 30 min and have your amazing products fresh at their houses, parties, camps or wherever they want. With this process the product will not dry out bringing it back to the same way it was prepared at your facility.

Not only is this an easy process but it helps the loads of people out there that don't have the time to cook, most people have the time to put a pot of water on the stove and let boil while doing other projects or work.



*Hints and Tips*  
*Snowflakes & BBQ*



## Hints and Tips MIXERS

Anyone who makes any type of product knows about mixers, yes you are able to do batches by hand but that gets old and cold in a hurry. Lets talk basics there are single action mixers, dual action mixers, European style, as well as mixer grinders. They all mix meat but there are clear advantages of some over others that will help your product in the long run with particle definition and shelf life.

Mixer grinders do a good job at blending trim meats together for grinding product but for mixing ingredients for sausage or snack sticks ect they will do it but... the results are not going to be the best. The meat that gets pushed into the worm area on the bottom will have to be ground out and mixed back into the product since it will have no seasoning. The mixing paddles are designed to blend chunks of meat not seasoning and the length of time you have to mix causes temperatures of your product to rise, smearing of the proteins. You are also limited to what you can add to your product hi temp cheese, peppers ect due to the fact it will have to be ground out to get it out of the hopper and those chunky products will get mushed on their way out, some not all of them.

### Single Action

Single action mixers are usually smaller machines 25lb to about 100lb and do a good job. Though with the single mix paddle you are limited to the amount of time it takes to get a true blend of your ingredients into your product causing temperature rise and smearing of the product.

### Dual Action

Dual action mixers have an inner and outer set of paddles, each going opposite directions and achieves a much quicker mix of the product keeping the temperature down and a decrease on the smearing. With the dual action it works the product from the center out to the outer paddle and back to the center. This style does a good job but some products may take some extra time to be blended completely in several minutes

### European Style

European style mixers have two fixed paddles that rotate the same direction, working the product from one side to the other and back again. These are the fastest and most efficient style, keeping temperatures of the product down while decreasing smear and giving you the best particle definition in the product. Not to mention the short mix cycle in time, approx 30-45 seconds each direction.



## Hints and Tips INSURANCE

The meat processing community has been underserved and misunderstood for many years. In 2014, Toby Heishman became involved with PAMP. She has learned the industry and the coverages that are needed to provide an affordable product but also one that is robust in coverages. Zinn Insurance is a 3rd generation agency and has access to over 20 standard carriers in several states.

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We are still very interested in forming a program that allows for a dividend for the group! This benefit would only be for members. Please let us know your interest level. We need more feedback in order to set up the program!



## WATCH HIGHLIGHTS FROM THE BEST BUTCHER CONEST From PAMP CONVENTION 2019



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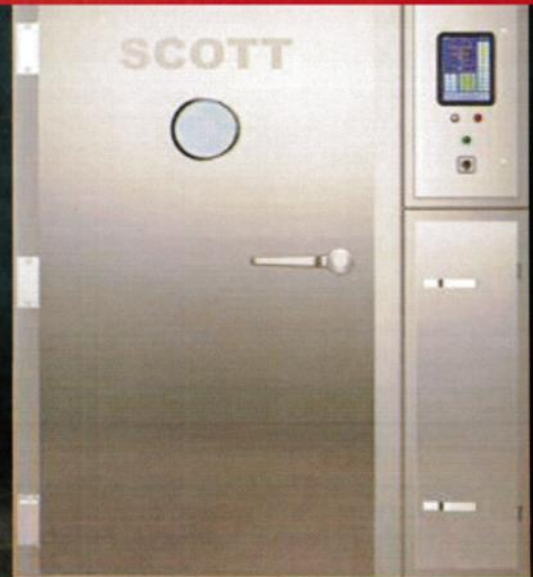
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**2019 DIRECTORY:** Please find the 2019 Directory Enclosed.

**BOARD MEETING:** The next board meeting will be September 28th. Planning will start for the 2020 Convention. Any ideas or suggestions are always welcome. Contact a board member or contact PAMP by phone or email.

**SAVE THE DATE PAMP CONVENTION 2020 will be June 4-7, 2020**



## 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)

## 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. Classifieds for Operators ONLY.....No Suppliers.

**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. \$4,500 or best offer; Call Dwight @ 215-262-2305 or [elyfamily5@msn.com](mailto:elyfamily5@msn.com).

**FOR SALE:** Commercial Ham Presses, \$25 each, Call Gary Karas @ 724-468-5811 - [kountrykows@windstream.net](mailto: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:** 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)

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**FOR SALE:** 3 Freezer Racks on Wheels - 30 Wire Freezer Racks; \$300 for All; or will split. Call Meghan @ Blooming Glen Pork & Catering: 215-257-2710.

**FOR SALE:** Wellsaw 444 - 220 Volt; Great Condition. \$1,000 - Call Aaron @ 215-679-3485