### From Your President..

**PENNSYLVANIA'S** 

MEAT PROCESSORS



Autumn Greetings Fellow PAMP Members.

\*\*\*

I hope you have been enjoying the cooler weather and changing of the seasons. Personally, this is my favorite time of year. There is nothing like killing pigs first thing in the morning when the blood runs dark across the ground and the steam rises from a fresh kill. And then to be able

to turn that animal into many of our favorite cuts and preparations, which we know will bring smiles to the faces of our customers and families. You can almost hear and smell that bacon frying in the pan!

Recently your Board of Directors met in State College to plan the 2020 annual convention. We are excited for the progress that was made and what we will be offering to the membership next Spring. As usual, with the help of Dr. Campbell, Glenn and the crew from Penn State we will have a variety of classes and speakers, along with a time of fellowship with your fellow meat processors. If you haven't been to the convention is a while, I encourage you to check it out. We'd love to have you join us. Keep an eye on the newsletter for more information and remember that the dates have been moved to June next year.

I'd like to wish our game processors a profitable season as we gear up for the many deer that will be harvested. Surely it is a hectic time of year and we recognize the valuable services you provide to the hunting community. For many of us, we only get to see these customers once a year at most. Sometimes it's two or more years between visits, for a variety of reasons, but when they do get that prize deer or bear they come calling on us to act as professionals to preserve the hide and meat. That hide could be mounted and treasured for generations to come and the meats that we prepare will feed their friends and families for the coming year. As meat processors, we provide a key link in the food processing chain for our rural communities. I wish you all a safe and expeditious game processing season.

As always, you can reach out to me personally with ideas and concerns. My cell phone is 717-940-2928 and my email is nate@breakawayfarms.net. Alternatively, you can also reach out to Renee at the PAMP office. I hope to meet many of you at the 2020 convention.

Yours in Great Meat, Nate Thomas - President



#### By Brad Japhe

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Reprinted from Food & Wine Magazine

Sept.-Oct. - 2019

Volume 6, Issue 5

Throughout much of the 20th century, the butcher shop was a totem of the smalltown American experience. Back then, local families knew their neighborhood meat purveyors by name. They turned to them not just for the quality raw ingredient, but also for counsel on how to prepare it. The proliferation of the supermarket era all but erased this intimacy. By the start of 21st century it seemed as if those relationships were nothing more than romanticized fables stolen from Norman Rockwell paintings. But a new movement in dining promises to revive the stature of this long essential craft. The restaurant/butcher shop hybrid is taking a tradition and repurposing it to better reflect the needs of today. In other words: The butcher is back, and better than ever.

Over the past decade, nose-to-tail cooking has refocused attention on how meat is processed, as a necessary precursor to quality preparation. Typically, the butcher and the chef were two separate entities. But they've become increasingly intertwined, as distinguished chefs are involving themselves, more and more, with the art of butchering. The physical offshoot of this blurred line is an established outpost where whole animals are both torn down and assembled into cuisine within the same space.

Such is the case at White Gold Butchers on the Upper West Side of Manhattan, where patrons can actually observe a tear-down prior to dinner. Wearing the white aprons here are Jocelyn Guest and Erika Nakamura, partners in the restaurant and champions of the hybrid concept. They connect the rising trend to a more conscientious consumer.

"Customers who watch the process of whole animal butchery are more closely connected to the food they consume," says Nakamura. "By being able to actually identify the body part on your plate, you begin to understand the responsibility of consuming meat and feel the gratitude for the life that was given. The appreciation for this actually helps you taste more and better, we think." Continued on Page 3 Join Us for: PAMP, AAMP, Pack Expo Boston Seafood & More!

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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.

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#### BUTCHER SHOP REVIVAL, Cont. from pg. 1

Throwing down full bore on the practice is Los Angeles. It might seem ironic for a city consistently associated with kale smoothies and juice cleanses, but California chefs have long been preoccupied with sourcing. Stepping up a rung on the supply chain is a logical extension of this concern.

At The Eveleigh in West Hollywood, chef Jared Levy brings in whole animals to butcher by hand, on-site, cutting out any mysterious middlemen. "When the animal is slaughtered we take delivery directly from the farmer," he says of the process. "These are the most special butchery projects, because we know the entire life story of the animal, and only a few humans have come into contact with it before it hits the customer's plate. Once we take possession, we may butcher it immediately or let it age in our walk-in fridge. We do all the butchery at once so that the meat is exposed to heat and bacteria as little as possible. We often will serve raw/tartare/carpaccio dishes that evening."

Levy is willing to pay a premium in order to offer his guests sustainability with a story. In turn, diners appreciate a chef who proudly stands behind the quality of what he plates — as he's inserted himself into every step from farm to table. In contemporary cooking, it's all too easy to pay lip service to that trendy term; putting in the effort to legitimately practice it is another matter entirely. "You'd be surprised how many working cooks these days can't even butcher a chicken, let alone a pig or a lamb." Or a goat, as was recently featured on a whole animal menu at Eveleigh. "We use these butchery sessions as a time to teach the younger cooks about Old World techniques and a craft that is lost in most modern kitchens."

Just down the street, chef Curtis Stone's restaurant/butchery hybrid is inspired by similar traditions. "The heartbeat of Gwen is the neighborhood European-style butcher shop," he notes of his two-year-old Hollywood hotspot. "The shop receives whole animals including heritage breeds where they are butchered, processed and divided to be used in the case and in dishes for the restaurant. Cuts that the kitchen may not be using end up in gorgeous terrines and rillettes that we offer in the case and at our local Sunday farmers' market." Although the restaurant's elegant tasting menus and expansive wine selections threaten to steal the show come nightfall, the primacy of its midday meat market is difficult to overshadow. "I'm proud of the butchers," says the chef. "They're always trying to up their game — to source rare items like venison, elk, wild boar and game birds, while educating our guests and customers about responsible practices that are best for the animal and environment."

Elsewhere around the country, restaurants built around butcher cases are becoming commonplace: Cochon carried the trend to New Orleans. In Chicago, Publican Quality Meats is delivering the gourmet goods to a city renowned for its carnivorous tendencies. Slowly but surely, butchers are re-assuming their rightful roles at the heart of conscientious cooking. Well-informed gourmands are even starting to know them by name, again. You can just call them "chef," for short.



#### HOUSEHOLD BLEACH INACTIVATES CHRONIC WASTING DISEASE PRIONS

Strategy Appears Feasible for Decontaminating Hunting, Meat Processing Equipment

### BLEACH

A 5-minute soak in a 40% solution of household bleach decontaminated stainless steel wires coated with chronic wasting disease (CWD) prions, according to a new study by National Institutes of Health scientists. The scientists used the

wires to model knives and saws that hunters and meat processors use when handling deer, elk and moose – all of which are susceptible to CWD. The research was conducted at Rocky Mountain Laboratories (RML) in Hamilton, Mont. RML is a component of the NIH's National Institute of Allergy and Infectious Diseases. The findings are published in the open-access journal PLOS One.

CWD is a brain-damaging and fatal prion disease in cervids, members of the deer family. To date CWD has never been found in people. However, other prion diseases can affect people, therefore scientists, wildlife managers and public health agencies have suggested handling CWD cervid tissues with caution. CWD is spreading in North America, increasing the potential for human exposure. The disease has been found in cervids in 26 states and three Canadian provinces, as well as in Norway, Finland and South Korea. Not all animals infected with CWD will show signs of disease, but those that do appear weak and thin.

Infectious prions – types of proteins found in mammals that when misfolded can cause disease – are extremely difficult to inactivate, which led the scientists to seek a practical, low-cost CWD decontamination method. Bleach has been proven as a decontaminant against other types of prions but had never been tested against CWD.

CWD prions adhere readily to stainless steel and can contaminate knives, saws and other equipment. For hunters and others who want to be cautious when handling potentially CWD-infected animals, the ability to decontaminate equipment is one approach to reducing potential exposure.

The researchers worked with CWD-infected brains from whitetailed and mule deer. They tested various bleach concentrations and soak times to determine the most effective combination to eliminate prion seeding. Notably, the study failed to find an effective method to decontaminate CWD-infected solid tissue. Pieces of CWD-infected brain retained prion activity even after a 30minute soak in 100% bleach. Investigators note that bleach fails to penetrate tissues and should be used only as a surface decontaminant.

The scientists hope that public health and wildlife agencies will consider this study when making formal recommendations for decontamination of CWD prions.







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#### Pellets, Woodchips or Sawdust



Smoking foods is an age-old tradition that was once used primarily to preserve meats. Through various techniques smoking has expanded into a method of adding rich, penetrating smoke flavor to various foods. process can be done using a

smoker or grill, but the concept remains the same. A key component when smoking is the form of wood being used. Depending on what foods you are smoking and the type of equipment you are working with, it's important to know the distinctions between the choices of wood.

**PELLETS:** Wood pellets are made from finely ground hardwood that has been pressed and formed into a cylinder shape, then cut into small pellets. Wood pellets can be used for hot or cold smoking. Pellets burn hotter and more slowly than sawdust or woodchips, which make it easier to control temperature especially when cold smoking. 100% natural wood pellets supply a more consistent smoke with very little ash or creosote buildup. When choosing wood pellets, be sure to purchase a brand that does not contain additives. Brands that use fillers or binders can cause tainted flavor and inconsistent temperatures.

#### May Be Used In: o Smoke Generators

o Electric, gas & charcoal smokers o Smoke boxes



**WOODCHIPS:** Running hardwood through a shredder preaks the wood into consistently sized pieces. These wood pieces or "chips" provide a burst of natural smoke flavor to foods and come in a variety of flavors. Wood chips burn faster than sawdust or pellets. Soaking wood chips in water for about 30 minutes generates steam that adds moisture and heat to the smoking process. This method also prolongs burning time. The key with wood chips is to deny the wood of oxygen so it smolders and smokes. Burnt wood chips will generate a bitter smoke.

#### May Be Used In: o Smoke generators o Electric, gas & charcoal grills o Smoke boxes



**SAWDUST:** Sawdust is a relatively inexpensive raw material to use for smoking. It burns more slowly than wood chips, but faster than wood pellets. Sawdust can be used for hot or cold smoking and produces a nice, even smoke. However, sawdust offers less heat than chips or pellets. You will find that they need to be replenished often. Sawdust is commonly used for smoking sausage, fish and various meat cuts. Always work with dry sawdust because it won't burn if it's soaked.

May Be Used In: o Portable smokers o Electric & gas smokers o Smoke boxes



Keep in the mind that the type of wood you choose may depend on the model smoker and rate of burn you require in order to get the intensity of smoke you want to achieve. You also have a choice flavors ranging from light woods containing fruit essence,

to dark woods that provide a richer smoke flavor. If you are less experienced, be sure to do some research and preparation before beginning the smoking process.



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There are a lot of hints that one could give on packaging, but I do think that where it all must begin, is with **BUSINESS BRANDING.** We all think of branding as simply a good logo or a catchy phrase, but it is actually more than those two things alone that helps to differentiate you from the others in your market. It is also the environment/

atmosphere that you create, your communication of your business to others and most definitely your business integrity.

So, let us take a look at the environment or atmosphere that you create. It begins with how your staff answers calls, writes an email and responds to customer problems. It's your building, your signage, the curb appeal and of course, your welcoming staff. Is your place of business clean and tidy? Do you have something welcoming? How about a coffee/tea/water station? Free samples? Something fun for the little folks to keep them happy while parents are shopping. Just something a little bit different than the bigger guys—something they cannot do as well as you!!

Communication is such a huge buzz word. We hear it from couple's therapy to business school class. It is so important in all aspects in today's world, especially, with all the ways there are to communicate: it's your website, FB page, Instagram, Twitter, newsletters and e-mail blasts you send out to your community. Think what kind of feeling you want people to get from those communications? How will they know what you are all about and what makes your business different than the others? Well, your logo and tagline will help. Creating a good logo and tagline that does just that, is what you are going to want. Once you have those, you make sure that it is on your staff business clothing, door signage, the blackboard/sale item listing and on all your products with some type of labeling. Use your logo on every item that your customers will see, repeatedly, to be familiar with your brand, even if they are not in your place of business. Your logo and a few words or phrase that tell others what you are all about, should be everywhere!!

Now, that you have worked so hard to do all of that, you will need some time in order to create a following of loyal customers. You achieve that by doing your very best to service your customers and let that good word spread. This may take a while, but you can help move the good word around through the social media outlets. If you make a mistake, as we all do from time to time, own up to it and help solve the problem, as soon as possible. Just stay true to your course. Be consistent!! Do not change your branding very often, if ever!! Need to keep your brand—yours.

Hope this helps you to work on your own business branding and know that we, at TemPac, are here to assist you with our labeling and other packaging needs, with decades of knowledge, constant updating of our product lines and working closely with our current customers to understand your business! We at TemPac treasure our customers and Stick with You through the whole process!!



Hints and Tips ATTRACTING

Deer hunting is a rich tradition across our great state. Many of us look forward to National Hunting and Fishing Day and Youth Deer Hunting Day as special occasions each year, full of memories and the chance to pass on our traditions to family members and friends.

Earlier this year, the Pennsylvania Game Commission announced that a record 374,690 deer were harvested during the 2018-2019 hunting seasons--the highest numbers in 14 years. So now that deer hunting season is well underway, it leads us to wonder how many of these deer end up at commercial processors versus DIY ("Do-It-Yourself") processing? Approximately half of the harvested deer nationwide are handled by commercial processors, down from around two thirds from the last ten years.

Many hunters will choose their processor based on convenience and cost factors. While it's certainly understandable for hunters to choose a processor that is closest to their home or hunting grounds, driving out of the way to hunt on quality land is not out of the question in their minds. So, by making the right case and appealing to their wants and needs, there's an opportunity to demonstrate to hunters that there is a higher quality processor available as a better option.

Here are are a few tips to keep in mind that can help encourage hunters to consider you instead.

**Cleanliness:** Meat processing shops should look clean, presentable, and approachable. While the job itself is dirty, the shop should not look unclean or present any unpleasant odors. When you take care of and show pride in your shop, you're assuring your customer that you will demonstrate the same attention and care in processing their deer.

**Drop-off times:** Most processors now have a 24-hour drop-off, making it extremely convenient for hunters.

Plenty of cooler space.

A tagging system: One of the most prominent complaints hunters express about meat processors is that they don't get their own meat back. To avoid this situation, offer a tagging system that tracks each customer's meat from the minute they drop it off until they pick it up.

**Product variety:** Customers enjoy a variety of options and products. Make sure you advertise any specialty products you offer, such as tenderloins, backstraps, shanks, and more.

**Packaging and labeling:** Consider how you are packaging and labeling your products. Do you wrap meat in butcher paper or vacuum seal? Vacuum sealing will keep it fresher longer, and customers will appreciate the attention to detail. Also, make sure your labels are clear, easy to read, and won't fade over time.

**Price:** Last but not least, consider how you are pricing your services. Do you price per pound or flat rate? Consider making the cost component of your experience easier on customers by creating pricing packages.

Make sure you are ready for what is sure to be another busy season. Make sure you are fully stocked with plenty of supplies on hand:

- Seasonings (jerky, sausage, etc.)
- Casings
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- Antimicrobials
  - Lugs, meat bags





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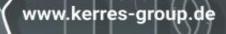
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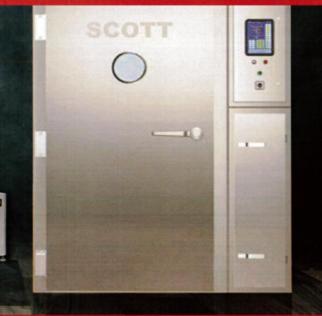




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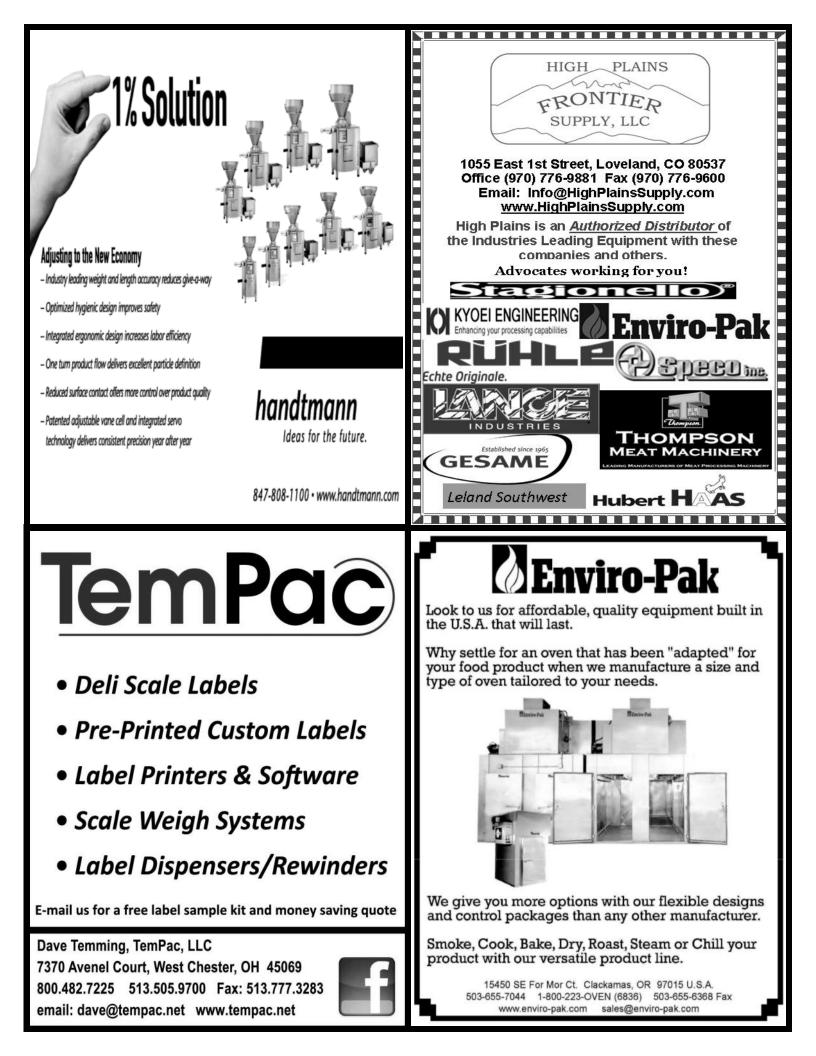
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### **CHALLENGES AND SUCCESS FOR THE NEXT GENERATION** The continuing discus- Survival beyond land leases



the debate focus on the industry's most critical resource: people.

Making beef producers sustainable will require new ideas and proven tradition. The next generation of ranchers must balance both effectively. And yet, they will be more alert, efficient and adaptable than previous generations.

Most producers are over age 60, but the generational shift is coming. Here are some predictions for the cattle business I expect the nextgeneration producer to fluently understand.

#### **Customer demand drives market**

While many producers are spooked by lab-grown or plant-based protein sources, the next generation will accept them as something customers want. Those same producers will find effective ways to compete against them and profit. Beef's dietary and culinary benefits will push demand domestically and globally. Producers will use technology to raise and market beef to those demands swiftly and effectively.

#### Open doors and open trade

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Each year, we know producers grow more cognizant of how vital export trade is to the price of beef. The ability to sell beef must expand beyond domestic markets, especially those with a greater middle class. China leads that category more than any other partner. We need to balance protectionist interests to fulfill that growth.

Beetinugget

sion about making the Simply put, if there's no land to graze, the industry will be forced to beef cattle industry improvise. New producers either must inherit land access or ownersustainable is usually ship, or lease acres. And the suburban growth is infringing on those focused on improving acres. So creativity, much like Alex Wiese of Nebraska has used on a land, water, feed and drylot system you can learn about from our cover story in this issue, cattle. But rarely does will help determine younger producers' ability to succeed.

#### Transparency in production

Yet another recent activist video has tarred the animal livestock industry, and it won't be the last. Transparent production is the way to defeat it. Temple Grandin's wisdom that we produce and process our food like it's in an open building visible to everyone will continue to be the standard with merit. I expect future producers will be more comfortable following it.

#### **Declining antibiotic use**

The cultural shift that leads ideas from unthinkable to acceptable and then to public policy (experts call this the Overton Window) is defining the issue of antibiotic use in livestock. Whether by customer demand or regulatory force, producers in the future will know where antibiotic use is defensible, and where it's not, and then adapt production wisely to satisfy that demand.

If you're reading through those ideas and find them threatening, or capitulating to the opposition, therein lies the issue. The next generation of beef producers will possess many tools to create their success, and perhaps no tool is greater than fearlessness. Future challenges like these won't limit future ranchers' success; rather they will define it.

PREMIUM

ALITY

By David Cooper Managing Editor Progressive Cattle

Berkshire Farms

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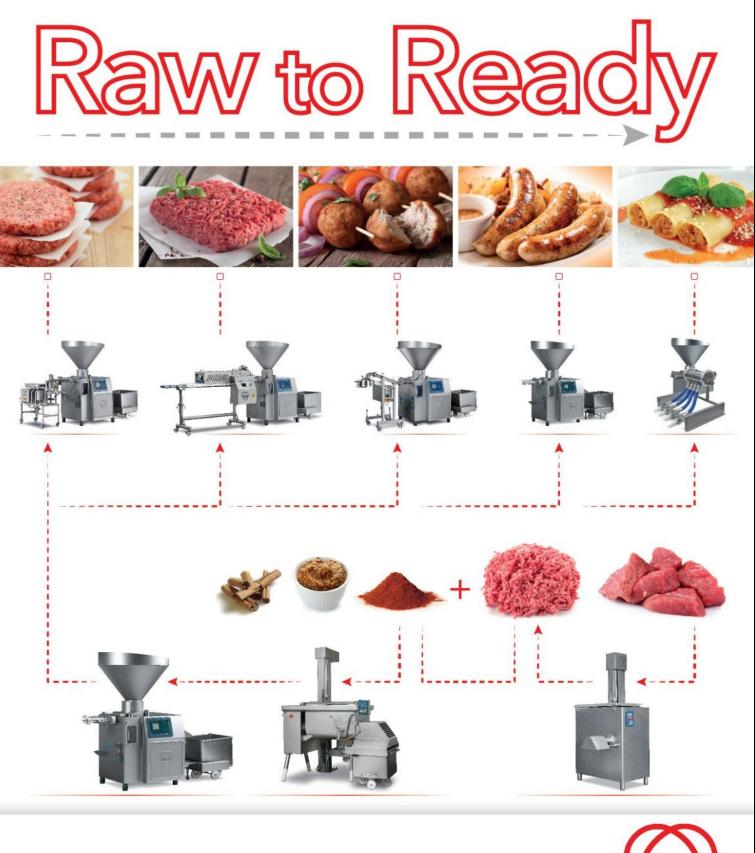


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### 2019-2020 PAMP OFFICERS

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- Nate Thomas Loni Saylor Amanda Luke Renee Pletcher Gary Gibson



**2020 CONVENTION:** June 4-7th. We hope you will be able to attend. Planning is underway and once again we have a full schedule with a lot of valuable information to share during the convention. We understand the timing is not what everyone is used to. The 2021 & 2022 Conventions will be in May again. Looking forward to seeing you in June!



This course covers the fundamentals of HACCP (Hazard Analysis Critical Control Point) and the application in meat and poultry processing operations. It provides the participant with hands-on experience in developing a HACCP plan. This course is certified by the International HACCP Alliance and meets USDA requirements for HACCP training.

#### Registration Deadline: January 17, 2020 http://www.cvent.com/d/jhqlmd

Can't make the Dates in State College? There will be additional classes held in Ithaca, NY - April 1 & 2; See http://www.cvent.com/d/zyqtmx for details!!

### CLASSIFIEDS

### **BUSINESS OPPORTUNITY**

**FOR SALE:** USDA Slaughter, process, retail butcher shop. Great Location, Excellent Opportunity, Call 610-745-0227. Leave Message. *Turn Key Operation!* 

### UNIQUE OPPORTUNITY

Anyone interested in having **Nick Vukojevich** come to their facility and assist their workers?? Nick will provide hands on tips and techniques in Beef, Lamb and Hog Dressing, knife sharpening, etc. This is an opportunity to maximize your potential in animal dressing!! Any interested parties please contact Renee at PAMP.

### **CONTACT PAMP**

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



Email: pamp@pameatprocessors.org Website: 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 ½ 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 <u>elyfamily5@msn.com</u>.

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:** 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:** 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

**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:** If there are any questions about the items below please feel free to call or text Brad Thoma @ 724-766-9941. We can also send some pictures when needed.

- Cryovac machine Super Vacuum model #GK1832 FABR NR 890090 3 phase 220 V. \$2,000 (obo).
- 80 lb TALSA Hydraulic Stuffer all stainless steel 2.5 hp model #H42S 3 phase 220 V. \$3,000 (obo).
- All Stainless steel Vacuum tumbler 500 lb. capacity 110 V. \$1,500 (obo)
- Hollymatic Patty Machine model #Super 54 along with two sets of plates 110 V. \$500 (obo)
- Hotdog Peeler I I 0 V. \$500 (obo) All Stainless
- WellSaw Buster Splitter Saw 112 inch blade model #7601 single phase 220 V. \$500 (obo)