

2024 REGISTRATION & SCHEDULE



From Your PAMP President...

Seasons Greetings to all.

I know we are all busy trying to keep up with what deer season and the holidays bring in December but Please read the up coming newsletters and get registered early for the convention and also the pre convention bus tour. I wish you all success for the holidays and the new year coming up. Please take some time to enjoy what Christmas really means and share memories with your families during these special holidays. More reminders will be coming in the future newsletter on what to plan for with this years convention.

Merry Christmas and Happy New year.

Mike Holland



FIELD TRIP!!

We are looking forward to the 2024 Convention with a few fun things added in addition to the usually educational sessions and fellowship. Below are the highlights, a full schedule and registration are also included with this month's newsletter. We haven't done a tour in a couple of years and we are excited to have one this year. We plan to visit Holland Brothers and also Imler's Poultry on Thursday. Lunch will be provided. Space is a limited for the tour so be sure to send your registration in ASAP. It will be first come until we reach our maximum capacity. We have also been lucky to receive some sponsorship to keep the costs down to our members. We are also happy to announce that we **WILL NOT** run out of Prime Rib at our annual dinner. For the first time we will be supplying and having them prepare the prime rib to our standards and hopefully Glenn and Jonathon will be carving it as well!! So save the date and hope to see you there!!



PRIME RIB FOR EVERYONE!

CONVENTION SCHEDULE HIGHLIGHTS

THURSDAY



TOUR
Holland Brothers Meats / Imler's Poultry



FRIDAY

Educational Sessions

- Hot Dog Manufacturing
- Vacuum Tumbling
- Stuffing/Casings/Smoking



Best Butcher Contest -
See page 14 for info.

Supplier Showcase-Day I



SATURDAY

Meat Product Competition

Supplier Showcase - Day II

Education sessions

- Grant Writing
- Pet Food/Pet Treat Production



Awards Dinner & Auction



HOTEL INFORMATION



The Penn Stater Hotel
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TIS' THE SEASON FOR BOSTON'S PRIME RIB



One of the most popular centerpieces to adorn the holiday table and hotel or club carving station is prime rib. Despite the famed cut's omnipresence on menus and retail features since the late nineteenth century, end users, whether at the retail or food-service levels, are often confused as to what is defined as a "prime rib."

The term is often used interchangeably to describe different ribeye sub primals. Some of my more seasoned clientele directly refer to the cut as a 109 Rib, but that too can be many things based on purchaser specification. Some people believe that the prime rib is strictly boneless, and others, when describing it as prime, believe that it is graded USDA Prime. For some, it can be USDA Choice or USDA Select or even No Roll. If that isn't confusing enough for the end user, the USDA and meatheads on the processing side utilize our own esoteric language when referring to the prime rib as a roast-ready "export rib."

But as I often explain to my customers or when conducting education sessions for our distribution partners, nothing is complicated in the meat industry. Simply put, meat terminology is often quite literal. However, unraveling etymology is sometimes more difficult when it is an amalgamation of tradition, shared language, and various standards. The prime rib certainly falls into this category.

America naturally inherited beef processing standards and terminology from Great Britain as the direct result of the mother country's demand for colonial beef. In Colonial America, the port of Boston served as the locus of beef production in British North America. Cattle were raised in New Hampshire and Vermont, and then driven to areas outside Boston to be fattened. Beef cattle were processed, salted, packed into a "tierce" or barrel, preserved with saltpeter and salt, and then exported across the Atlantic. Each tierce weighed approximately 300 pounds. When a rib sub-primal was included in a tierce, it was referred to as a "standing rib." Oddly enough, that term is still used today.

Beef production in the fledgling United States continued to be informed and dominated by British demand. The earliest production standards for beef cattle can be found in Niles Weekly Register, arguably the most read national periodical in the Early Republic (1789-1830). In "Directions for Curing and Packing Pork and Beef for the English Market," an inspector outlined four categories of beef for export: Beef, Prime Beef, Prime Mess Beef, and India Mess Beef. The quality of the cut or combination of cuts dictated the type of category. "Beef," for example, was considered the lowest grade and

value, while India Mess Beef was considered the best since a "tierce" or barrel contained the most amount and best quality of beef. India Mess Beef also included more standing ribs. "The cattle for India mess should be well-fatted, and weigh seven hundred pounds," the inspector wrote in 1848. He continued, "All provisions intended for the English market should be handled with great care and neatness."

It wasn't until the 1860s when Americans started developing a unique set of terminology to describe beef cuts. This was likely the direct effect of immigration on the American marketplace. As Thomas DeVoe related in *The Market Assistant* (1867), "many foreign butchers had not only brought their countries' customs of cutting up meats, but also their names of joints." As we learn again from DeVoe, the cities of New York, Boston, Philadelphia, and Brooklyn all had different names for the rib section of the animal. But it was the Boston market that referred to the standing rib as a "prime rib." What particularly stands out about DeVoe's definition of the prime rib and associated meat cut chart is that the rib ends at the tenth rib. In this way, the Boston market played a critical role in defining what Americans know as the prime rib.

Boston's primacy in the early American export market in the nineteenth century arguably influenced the additional term, "export style rib." (I should note that Boston's export market also played a role in naming the so-called Boston butt or pork shoulder, but that is a story for another time.) This is later confirmed by the University of Illinois' First Annual Report of the Agricultural Experiment Station in 1888. "Boston" cattle or cattle intended for export were processed differently than other cattle in the United States, the report outlined. Whereas domestic ribs were "ribbed" between the twelfth and thirteenth ribs, ribs for export were "cut between the tenth and eleventh ribs."

The term export rib stuck and was colloquially adopted by the meat processing industry in the early twentieth century. However, the terms "export style rib" or "export rib" didn't become formally incorporated into the meat processors' lexicon until the late twentieth century when it was included in the USDA's Institutional Meat Purchasing Specifications (IMPS) – Series 100 and the North American Meat Processors Association's (NAMP) *The Meat Buyer's Guide* sometime in the late 1980s or early 1990s.

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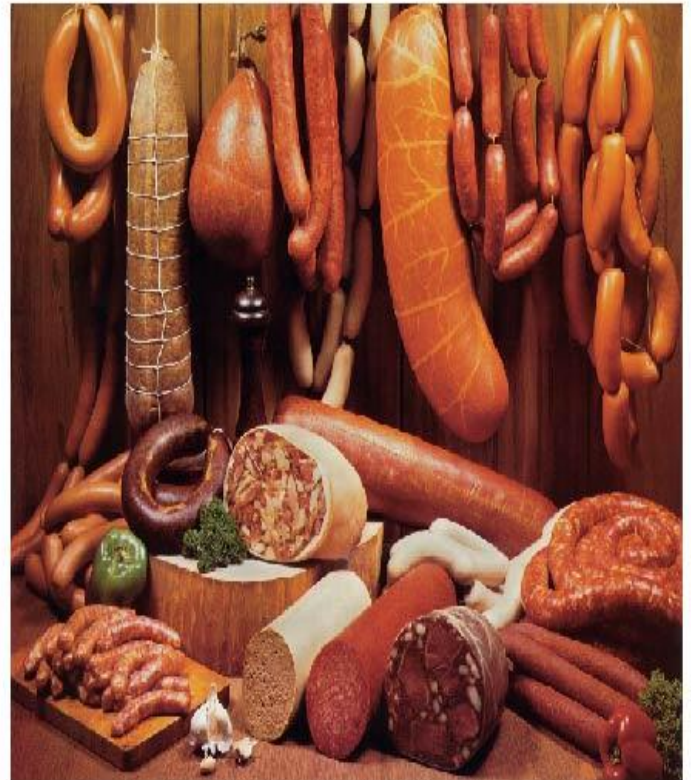
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DON'T LET A BUNCH OF NUTS RUIN YOUR HOLIDAY



Let's face it, at some point in the next four weeks, the vast majority of us will be attending a holiday event with family, friends, and/or both. Invariably, there will be snacks and hors d'oeuvres gracing every kitchen island, countertop and living room coffee table. The selection will range from summer sausage, crackers, and cheese to veggies and dip. All of which should be generally safe for the first four hours. And, following the expiration of those first four hours, when the cheese starts to curl, the increasing levels of beer and wine in your system should generally keep you safe.

But, I will share a word of caution. Please beware of the bowl of nuts, which is sometimes garnished with M&Ms. While designed by nature to appear completely safe (like ... "what could be hazardous about roasted nuts and processed chocolate"), this snack carries an elevated level of risk for the young, the strong, and the old. Tempting as it may be, in a household where a dozen or more guests are dipping their fingers into the delectable treat, it could quickly turn the bowl of nuts into a bowl of "sucks."

Indeed, studies show that, in the U.S., only about 70% of people wash their hands after using the restroom. That means, if you have a dozen guests accounting for 24 human hands (and 240 fingers), only about 17 of those hands (or, 170 fingers) are getting washed. And, even a smaller percentage of those who purport to wash their hands after doing their duty, actually use soap or scrub for the recommended amount of time. Frankly, who would, when there is an intense family conversation, family game (check out www.jackboxgames.com), or a high-stakes NFL football game going on in the background? Hmmm?

Taking an extra second to think about what you are grabbing and putting into your mouth may be advisable ... or, perhaps you could aggressively dive into the bowl only the minute it hits the table. Alternatively, you could bring a box of latex gloves to the party, along with a bottle of sanitizer to place, strategically, right next to the dangerous bowl of nuts. While grandma may not appreciate it, you may be saving her life.

So, is a bowl of nuts advisable? Yes, when the right precautions are followed. Take a deep breath, conduct a hazard analysis, and be sure to develop and implement appropriate controls for the hazards you are about to face. This holiday season, we need to B. cereus. Nobody wants get sick from the guests or staph, and nobody wants Sam & Ella at their holiday party.

Wishing you all the best this holiday season, and all of us at Food Industry Counsel hope you have a safe and warm December.

Reprinted from Shawn Steven's Blog
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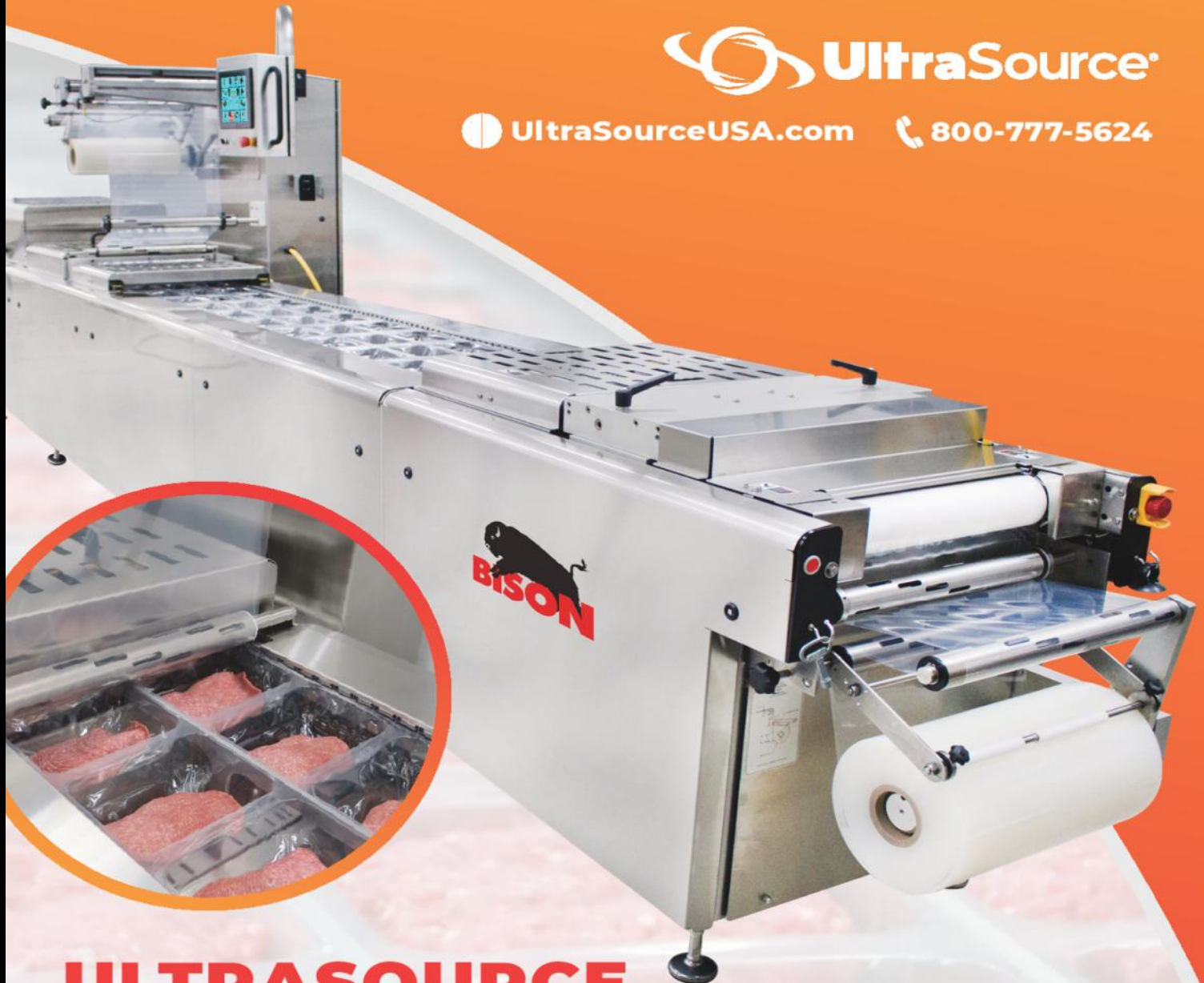
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ALL YOU SHOULD GIVE FOR CHRISTMAS IS A WOOD PELLET SMOKER

It's that wonderful time of year when we celebrate family, traditions, and the joy of gift-giving to express our love and appreciation. Yet, there's always that one person who seems to have everything. It could be you, me, or most of us living in a blessed and prosperous land, making the search for a meaningful and useful gift challenging.

This Christmas, Hanukkah, or 'from Santa,' consider gifting your loved one a wood pellet smoker—a present that goes beyond material possessions. In the spirit of holiday generosity, let me encourage you to explore the idea of enhancing your loved one's culinary journey with the art of wood pellet smoking.

Why a Pellet Smoker?

Beyond the simple facts that they are easy to use, excel at smoking, roasting, and mastering the art of BBQ, here's an even more compelling reason to gift a wood pellet smoker: hospitality.

Here are four reasons why acquiring the skill of cooking meat over wood can make your loved one more hospitable in 2024:

1. Unleashing Flavorful Potential: A wood pellet smoker introduces an exceptional depth of flavor to meats, enhancing the taste and creating a memorable dining experience. Meat tastes much better when grilled with real wood fuel. Plus, the choice of wood pellets, such as hickory or mesquite, imparts a unique smokiness that elevates the overall culinary adventure. This is something that once learned, your loved one will be eager to share with others.

2. Versatility in Culinary Creations: From slow-smoked brisket to perfectly grilled steaks and pork ribs, wood pellet smokers offer a wide range of culinary possibilities. Their versatility allows for diverse cooking styles, catering to various preferences and ensuring a feast that suits every taste.

3. User-Friendly Operation: Ease of use is a hallmark of wood pellet smokers, making them accessible to both seasoned grillmasters and beginners alike. Features like smart phone connectivity, measurable temperature control, internal temperature probes and straightforward maintenance ensure a hassle-free cooking experience, encouraging your loved one to explore their culinary creativity. They'll learn a new hobby that they can share with others.

4. The Gift of Experience: Beyond being an outdoor kitchen appliance, a wood pellet smoker is a gateway to shared experiences, creating opportunities for lasting memories and stronger connections.

Consider this personal anecdote: Nestled in a neighborhood where connecting with neighbors proves challenging, a fellow barbecue enthusiast and I, armed with our trusty pellet smokers, orchestrated a summer workshop. This gathering served as a delightful and innova-

tive way to unite neighbors for an enjoyable and communal experience.

We had around a dozen attendees, all eager to sample our beef brisket, pork back ribs, and wings. There's an undeniable magic in roasting meat over a fire

that seems to forge bonds among us humans. Whether it's the tantalizing aroma and anticipation of the food or the communal joy of eating meat with our fingers, barbecue sauce dripping from beards, chins, and cheeks—it creates a unique connection.

This shared experience not only brought us closer as neighbors but also showcased the power of a wood pellet smoker as a centerpiece for community and relationship building. It provided a reason for us to all get together and turned into a memorable event that everyone present enjoyed and wanted to do again.

So, as you contemplate the ideal gift for that hard-to-shop-for person in your life, think beyond material possessions. Gift them the joy of mastering the art of cooking meat over wood, a skill that not only satisfies the taste buds but also enhances the spirit of hospitality in the coming year. Your loved one will undoubtedly express gratitude for the gift that keeps on giving, one smoky and delicious meal at a time.



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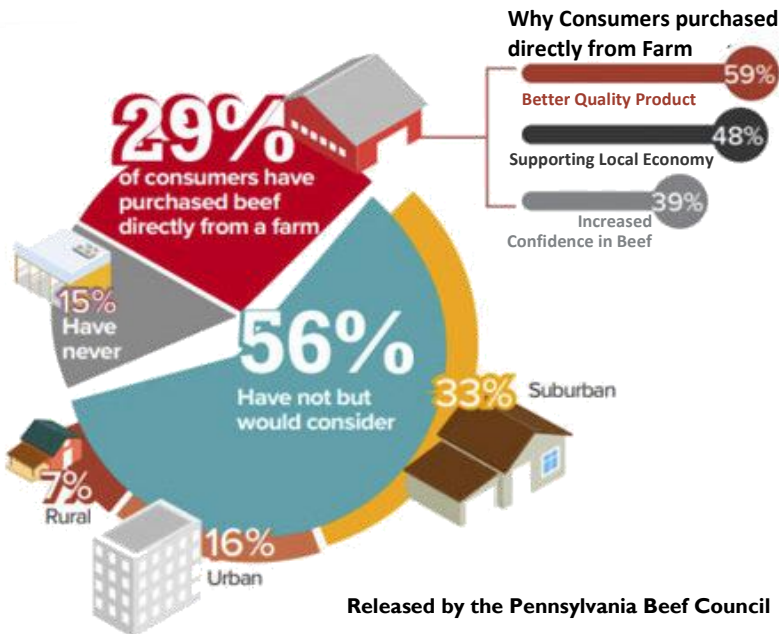
Pennsylvania Beef Consumer, Winter 2023 Update

To target the unique demands and preferences of Pennsylvania consumers more effectively, the Pennsylvania Beef Council, through partnership with the Beef. It's What's for Dinner Market Research Team conducted the 2023 Pennsylvania Dashboard Survey in August. The survey revealed insights surrounding Pennsylvania consumers and their perceptions surrounding beef and beef production.

At a glance, the key findings of the survey include:

- Pennsylvanians enjoy eating beef, as most consumers (76%) eat beef at least once a week and plan to maintain these consumption levels.
- These consumers may be inspired to eat beef more often by having access to kid-friendly recipe ideas that provide clear instructions and related cooking safety tips, along with learning more about local beef producers and where their beef comes from.
- Taste is the main factor considered when deciding to have a meal with protein, followed by protein source and nutritional values.
- Consumers in Pennsylvania express positive feelings towards beef's eating experience and versatility, but lower agreement is seen around nutrition and health-related factors and raising beef for food.
- 29% of Pennsylvania consumers have purchased beef directly from a beef producer at least once. The main driver is to receive a better-quality product, followed by the desire to support the local economy.
- 56% of Pennsylvania consumers have not previously but would consider purchasing beef directly from a beef producer, with 33% of them living in a suburban area.

The key areas of opportunity for the Beef Checkoff in Pennsylvania include sharing easy-to-follow and nutritious recipe ideas to demonstrate ways to include beef in a healthy diet, highlighting different cuts of beef that can be incorporated into various meal options, creating kid-friendly beef recipe inspiration to highlight beef's versatility for the whole family, continuing to educate consumers and increase transparency on the production practices surrounding raising beef for food to boost general knowledge levels and improve perceptions along with trust in the beef industry. We will also continue to highlight the Pennsylvania Beef Directory as an online resource for locating local beef producers across the region.



BEST BUTCHER CONTEST

- FRIDAY
- MAY 10TH, 2024
- START TIME 1:30PM
- PENN STATE MEATS LAB

Highlights Includes:

- Beef Sub- Primal Breakdown
- Pork Precision Cutting
- Consumer Sales Pitch
- Fresh Meat ID

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Show off your Butchery Talent with Beef & Pork

Join the Northeast Beef Promotion Initiative, a subcontractor to the Beef Checkoff and Pennsylvania Pork Producers Council on Friday, May 10th, 2024, at 1:30PM for the Best Butcher Contest held at Penn State's Meat Lab during the 2024 PAMP Convention. The contest will consist of a beef sub- primal breakdown, pork precision cutting, a consumer sales pitch, and fresh meat ID.

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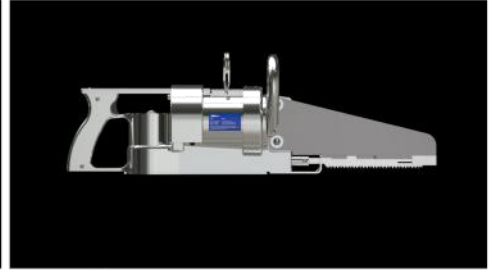
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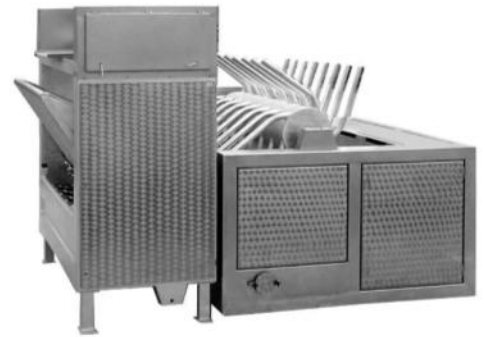
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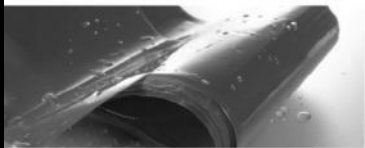
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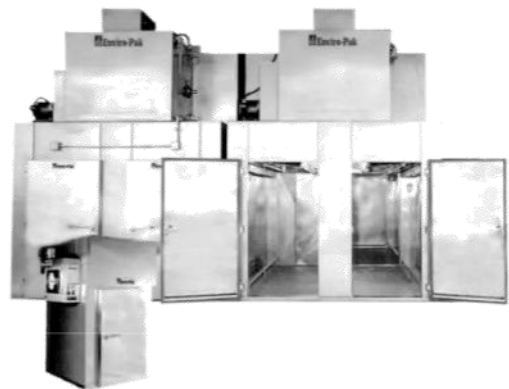
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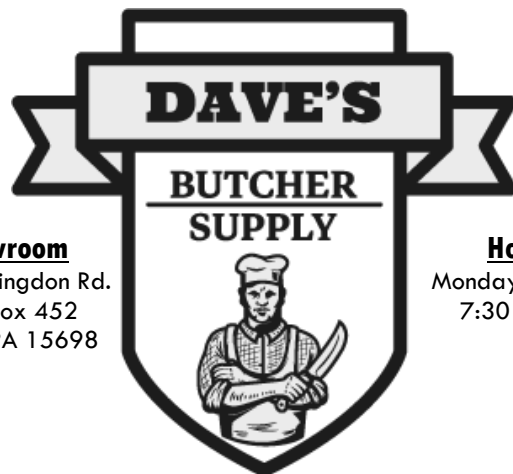
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For over twenty years, Mainca USA has been supplying the meat and food processing industries in the United States and Canada with the world's finest quality Bowl Choppers. Smooth operation, stainless construction, powerful motors and unsurpassed features make the Mainca Bowl Chopper line the most respected brand the world over. With sizes ranging from 14 liter to 75 liter, Mainca has the machine to fit virtually any operation. With outstanding standard features such as multiple blade configurations, two bowl speeds, two blade speeds and built-in thermometers, plus optional features (on our larger units) which include variable speed blades, reverse mixing rotation and automatic unloaders, the Mainca line of high performance choppers is the perfect choice for your processing facility. When it comes to quality, value and dependability Mainca USA is your first and best choice for all of your equipment needs ...



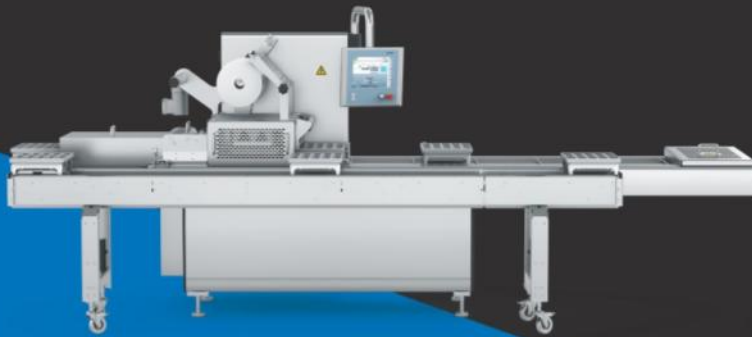
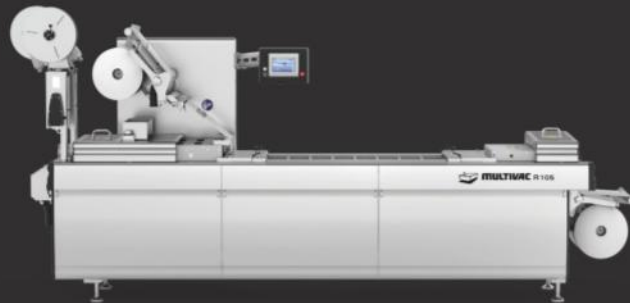
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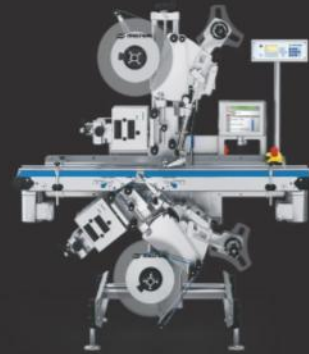
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Find savory, mouthwatering smoked meats and cheeses at Willie's Smoke House, LLC in Harrisville, just a short drive north of Pittsburgh, Pennsylvania. Discover why local patrons know we have exceptional freshly smoked meats, which include turkey, beef and pork. You will taste the tradition of Willie's Smoke House in every bite.

No party is complete without our quality meats and cheeses. For over 40 years, we have provided the people of the Pittsburgh area with only the finest products, ensuring each order is filled in a timely manner with the most delicious smoked meats and cheeses. This reputation has spread to the point that Willie's now has a national following. We ship products to all 50 states including Canada.

No matter what the occasion, from a graduation celebration to tailgating, we have everything you need to satisfy your taste buds. Sausages, , smoked salmon, beef jerky and more are ready for you to take home to family and friends.

Call Willie's Smoke House today to order your fresh smoked beef, turkey, pork and more!

There's nothing like slicing into a juicy smoked bone in ham and tasting the quality smoked flavor packed into every bite. Our smoked ham makes for the perfect accompaniment to breakfast where our smoked pork and smoked beef are great for lunch or dinner. Our plain and smoked cheeses aren't available year 'round, so get them while you can. Our smoked pork and smoked beef pair wonderfully with most of our cheeses and the flavor of the two combined is out of this world.

Every bite into our smoked bone in ham, boneless ham, beef, pork or other smoked products is a bite in history and an injection of tradition and flavor. Willie's Smoke House, LLC has been around long enough to know what good quality smoked meats and cheeses should taste like, and take it very seriously. Give Willie's a try and your palette will thank you!

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SUPPLIER SPOTLIGHT



The Story of Biro Manufacturing

Carl G. Biro, Sr. was an American immigrant who founded the seedling company of BIRO® Manufacturing in the early 1920's. Carl had a humble beginning as the son of a local blacksmith in his native country of Hungary. After settling in America, Carl became an apprentice who attended technical school at night and on the weekends.

Eventually, Carl became the proprietor of his own meat market. During his proprietorship, he realized the need for a practical machine which would cut meat more effectively. Thus, in 1921, unable to ignore his ambitions of creating a practical meat cutter, Carl decided to dispose of his meat market so that he could devote more time to his concept. He leased an old church and used the equipment which was available and affordable at the time to pursue his "American Dream" and produce the first BIRO® Power Meat, Fish and Bone Cutter.

In time, Carl's machine gained national as well as international recognition and acceptance. Biro's leadership in the meat cutting industry was unmistakably established. In order to keep up with the growing product demand, BIRO® Manufacturing moved from the leased church building to a small but modern factory building. This establishment has grown to be the facility which now houses our corporate headquarters.

Today, The BIRO® Manufacturing Company markets: meat saws, tenderizers, meat grinders, vacuum tumblers, horizontal slicers, and other meat processing machinery. This equipment is used in the United States and throughout the world.

Those involved in The BIRO® Manufacturing Corporation today strive for progress towards a still more advanced product and to gain a greater measure of goodwill and respect from those who deal with it.

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2024 DUES: Your 2024 dues are included. We would like to say Thank You for all your support and we are excited for the upcoming convention. In order to attend, dues must be paid.

PAMP SCHOLARSHIP: For application and rules please reach out to Renee.

SUPPLIER SHOWCASE REGISTRATION: Please note: All Shipments or items needed at your booth need to go thru General Exposition Services. The Penn Stater will not be accepting any shipments or doing any out-going shipments.

CONVENTION REGISTRATION: Join the fun and attend the 2024 Convention. Registration have been mailed and can also be found on our website.

BOARD MEMBERS: Please consider being on the PAMP Board of Directors. This year we will have several seats open. You can reach out to a current board member or Renee if you are interested.

PRODUCT COMPETITION ENTRY FORM: An entry form and 2024 Rules are being mailed. Please use this form when registering your items. Please note the check in times on the schedule.



CONGRATS - NELSON GAYDOS

The Master Meat Crafter Training Program, offered by the University of Wisconsin-Madison Extension, recently held the graduation ceremony for the Class of 2022-2023. PAMP is very proud to announce that one of those graduates was one of our own- Nelson Gaydos!

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pamp@pameatprocessors.org
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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: 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: 301 Non Forming film from Cryovac - 84 Rolls -
2.50 mil. Best offer for the lot.
Contact Joe @ 856-423-4000 x 101 - Mickleton, NJ

FOR SALE:

- BIRO MIXER/GRINDER: -#32 Head; -230 V; -3 Phases;
- HOBART MIXER/GRINDER: -#32 Head; -230 V; -3 Phases;
- ROSS TENDERIZER
- TALSA HYDRAULIC STUFFER: -100 lb. Capacity

Contact Jeffrey: (302) 382-8776

FOR SALE:

I.C.S. WALK-IN COOLER FREEZER, 10 feet wide, 24 feet long, 8 feet high. 3 phase power. Like new in very good condition.
\$22,000.00.

Please contact Brett Tiede at Tiede Farms Smokehouse, LLC
(603) 269-2900 or tiedefarmssmokehouse@outlook.com.

FOR SALE:

Butcher Boy B-16 SS Meat Saw/Beef Gamble/Hobart Bowl Chopper/b13 earba SS Slicer Model B-12; Call Dennis: 610-745-0227

FOR SALE:

One (1) model 1532, 7-1/2 HP, 3 phase Hobart Meat Grinder. \$5,000.00.; Two (2) model 4346, 7-1/2 HP 3 phase Hobart Meat Grinder. \$4,500.00 each.; One (1) Jaccard model VA200GRT Automatic Slicer with stand. Used 6 months. \$13,500.00. Call 570-780-0324 and ask for Gary.

FOR SALE:

Used Handtmann VF-50 Sausage Stuffer with linking arm; Lots of extra parts (extra Fan, Belts, Horns & Seals). This machine is used and sold as is. Does start up but has not been in production for about 3 years. Kept inside storage. Located in Rochester NY, must pick up! Cash on pickup. - \$10,000 or BO.
If you would like pictures please email, info@costanzasausage.com or call 585-265-4565.

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