

83RD PAMP CONVENTION

The 83rd Pennsylvania Association of Meat Processors Convention and Supplier Showcase is quickly approaching – are you signed up? With a full schedule you won't want to miss it. Registration and forms have been mailed out and can also be found on our website. **Check the highlights below and hope to see you in MAY!**

CONVENTION SCHEDULE HIGHLIGHTS

Thursday, May 9

9:00 Imler's/Holland Bros. Tour
2:30 Business Meeting
3:00 Board Meeting
7:00 President,s Reception

Friday, May 10

Session I

7:30 Welcome
Mike Holland-PAMP Pres.
7:45 Basics of Meat Emulsions.

9:15 Concurrent Session I

Group A&B – Advantages of Vacuum Tubing
Group C – Hot Dog Manufacturing

Group D – Stuffing/Casings/Smoking

11:00 Concurrent Session II

Group C&D – Advantages of Vacuum Tubing

Group A – Hot Dog Manufacturing

Group B – Stuffing/Casings/Smoking

Session II

1:30 Best Butcher Contest

3:00 Ribbon Cutting /Open to Showcase-Mike Holland

3:00 Supplier Exhibit & "People's Choice" Meat Product Competition

7:00-10:00 Social / Dinner Drop-in / T-Shirt Swap

Saturday, May 11

Educational Sessions

8:30 Grant Writing & How to Apply

9:30 Supplier Meeting

10:00-1:00 Supplier Exhibit

12:45 Boxed lunch served **MUST Pre Order**

1:00 AAMP Update

2:00 Custom USDA Inspection

2:45 Pet Food/Pet Treats

4:00 New Board Meeting

5:30 Social

6:00 Awards Dinner & Auction

Sunday, May 12

9:00 Bull Session

10:30 Processed Meat Show Viewing & Discussion with Available Judges



From Your PAMP President...

Hello to all Pamp Members!!

I just wanted to check in with all of you to remind you of the Great 2024 Convention that is very close to being here. I want to thank all those on the board and involved in planning this year's convention. A special Thank you to all the suppliers who have supported us through sponsorship for this year and in the years past – we appreciate you all! As Members please personally thank those who sponsored events at this year's convention, a convention of this magnitude could not be possible without their support. Also please be aware of all the dates listed and events for this year's convention and please sign up earlier than later to help assure your convention experience is rewarding. Some events will have cut off times to participate in and you don't want you to miss out.

Looking forward to seeing you All in May!

Mike Holland

- Pre-convention tour – Thur. @ 9:00 am – depart from Meat Lab
- "Merch" swap @ 7pm during President's Reception at the Penn Stater
- Best butchers Contest – Friday after the Educational Classes at the Meat Lab
- People Choice Contest – Friday @ the Supplier Showcase – bring (5 lb container/bite size) of your best beef stix and also vote!!

2023 OFFICERS

President	Mike Holland
Vice-President	Tom Wivell
2nd Vice-Pres.	David Lukashunas
Treasurer	Amanda Luke
Secretary	Renee Pletcher
Past Pres.	Loni Stepniak

CONTACT PAMP

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pamp@pameatprocessors.org
www.pameatprocessors.org



Apparel – to help with their education please check out the PAMP Scholarship. The form is located on our website.

Butcher Contest – PA Beef Council and PA Pork are looking for you! Show off your skills in this fun event. Please see the ad on page 15 with details on how to sign up.

Product Competition – Rules and Registration for this event can be found on our website or by emailing Renee to receive a copy. Let's see if we can pass the number of entries we had last year (329) and you take a chance at being the next Best of Show.

People's Choice – The members will be the judge of this – Bring your best beef stix, cut up into bite size pieces and let the members enjoy and vote the winner. Good Luck!

T-Shirt Swap – We all wear them and have them. Let's make it fun and bring your business T-shirt and swap with someone else.

to the T-Shirts and Sweatshirts we added a hat this year. Check it out. **You must Pre-Order.** Order will be handed out at the registration table.

Tour – Plan to do the bus tour to Holland Brothers and Imler's Poultry. A fun day and lunch will be provided. Thanks to our sponsors – Reiser, Enviro-Pac and Dave's Butcher Supply. **Sign up today!**

Hotel Reservations – Don't forget to make your reservations. See the details on the last page of the newsletter and also take note of the cut off dates to receive the group rate.

PAMP Scholarship – If you or know someone looking for a money



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UNLOCKING THE SECRETS OF ACCURATE BEEF YIELDS

A RANCHER'S JOURNEY

In 2014, I received a call from a rancher seeking advice on establishing his own USDA plant to process cattle. After many long phone conversations and a personal visit to his ranch, I delved into his story and problems to try to help him out. He'd been sending three to five market-ready cattle per month to a small processing plant, fulfilling monthly orders for beef halves and quarters. However, a significant issue arose — his cattle would often be confined for days before slaughter, resulting in stressed animals and dark cut beef.



Another challenge emerged post-slaughter: Despite receiving his beef cuts, the rancher encountered a messy yield report from the plant, consistently missing valuable pounds of beef from the fabrication floor. Upon evaluating the yield cut sheets, I discovered that many cuts were omitted from the report, and he wasn't recovering all his trim.

Having worked in a beef fabrication plant for six years, I recall a bygone era when beef fabrication plants were scattered across the country, a practice that has largely faded. Reflecting on my experience, I emphasized the importance of knowing yields, a lesson learned from both beef fabrication and further processing plants. Without accurate yields, pricing beef cuts becomes a challenge. The problem is, where does a rancher get accurate beef yield cut information?

In my career, I've seen many types of beef carcasses, from high-quality beef grain-fed carcasses under 30 months to poor-quality culled dairy cow carcasses over 48 months, and everything in between. I've seen my share of blood shot beef and dark cutters. There really is a wide range of beef quality in the beef industry complex.

One issue I've encountered many times in my career is the challenge of accurate yield cut tests and carcass grading reports getting back to the beef producer from the slaughter plants.

This lack of transparency hinders improvement in genetics, conditioning and feeding regimes. How does a rancher know if the genetics is working or his feeding program is really effective without carcass data? Why doesn't this information flow more freely back to the beef producers?

I don't think the USDA can provide standardized beef carcass yield cut information, but correct me if I'm wrong. I've looked online but I've never been able to find this kind of information.

To assist those curious about the format of a cut sheet for beef carcasses cut into sub-primals, I've shared a document. You can view it by to the right. Please take note of the tabs located at the bottom of the sheet. I created this document specifically for the rancher's benefit. If you have any questions or comments you can email me at greg@usprotein.com

The rancher I was working with was able to start up his own USDA slaughter plant and do all his own fabrication and portioning. This was a big step, and not every beef producer can or should do this, but it worked well for this rancher and he was able to expand his production and offerings to customers all over his state.

Here's to accurate yields, correct pricing of your sub-primals and a profitable 2024. Fight on!

CUT SHEET FOR BEEF CARCASSES CUT INTO SUB-PRIMALS

Name of Ranch or Load		NATURAL BEEF		HEAD:	DATE:
79604		96.00			5/28/2020
STARTING CARCASS WEIGHT:		1.4410	GROSS	.1784	
COST PER POUND OF HANGING CARCASSES:		POUNDS	PERCENT	PRICE	VALUE
1	SL KNUCKLE - PEELD	1,008.65	1.27%	2.25	.0285
2	SL INSIDE ROUND (CAP OFF)	1,065.90	1.34%	2.60	.0348
3	SL ROUND - EYE	624.00	0.78%	1.88	.0147
4	SL OUTSIDE ROUND FLAT	1,509.15	1.90%	1.82	.0345
5	SHORTLOIN 0X1	116.90	0.15%	2.90	.0043
6	CH FLANK STEAK	133.90	0.17%	4.65	.0078
7	CHUCK SEMI-BONELESS (WC)	63.55	0.08%	1.59	.0013
8	SL CHUCK SEMI-BONELESS (WC)	2,735.20	3.44%	1.59	.0545
9	CH EXPORT RIBS DN	241.90	0.30%	5.85	.0178
10	CH EXPORT RIBS UP	930.05	1.17%	5.85	.0683
11	CH CT CLOD 1/4"	1,493.60	1.88%	1.95	.0366
12	CH CHUCK ROLL NECK OFF	1,429.65	1.80%	2.05	.0368
13	CH CHUCK TENDERS	243.75	0.31%	2.05	.0063
14	CH BRISKETS	84.95	0.08%	1.77	.0014
15	CH BRISKETS 9 UP	731.35	0.92%	1.77	.0163
16	CH BONELESS SHORT RIBS	132.75	0.17%	3.90	.0065
17	CH PEELD KNUCKLES	1,034.15	1.30%	1.99	.0259
18	CH INSIDE ROUND - 1/4"	3,025.50	3.80%	1.96	.0745
19	CH 0X1 STRIPLOIN 1/4"	238.10	0.30%	5.45	.0163
20	CH STRIPLOIN 0X1 XT 11/UP	1,444.20	1.81%	5.55	.1007
21	CH EYE OF ROUND	786.85	0.99%	1.89	.0187
22	CH OUTSIDE ROUND - FLATS 1/4"	1,894.60	2.38%	1.84	.0438
23	CH TOP SIRLOIN BUTT 1/4"	1,875.95	2.36%	2.55	.0601
24	CH FLAP MEAT	309.90	0.39%	3.45	.0134
25	CH TRI TIPS - FAT ON	326.45	0.41%	3.55	.0146
26	CH TENDERLOIN PLD	934.85	1.17%	8.70	.1022
27	RIB LIFTER MEAT	119.55	0.15%	1.95	.0029
28	SCAPULAR MEAT	74.80	0.09%	1.95	.0018
29	SL SIRLOIN FLAP MEAT	351.35	0.44%	3.30	.0146
30	CH BONELESS BALL TIP (2UP)	357.90	0.45%	2.50	.0112
31	SIRLOIN TRI TIPS	246.25	0.31%	2.40	.0074
32	SHANK - BONE IN (HIND)	996.75	1.25%	0.88	.0110
33	SL BRISKET (040404802510)	528.65	0.66%	1.70	.0112
34	SL INSIDE SKIRT	108.55	0.14%	2.30	.0031
35	SL SHORT RIB	121.05	0.15%	3.70	.0056
36	SL CHUCK SHORT RIBS	153.80	0.19%	3.00	.0058
37	SL RIBEYE - BI	282.35	0.35%	4.20	.0149
38	SL RIBEYE - BI	410.20	0.52%	4.20	.0216
39	PR EXPORT RIBS	65.90	0.08%	9.00	.0075
40	CHUCK ROLL - CT	81.15	0.10%	1.85	.0019
41	PR OUTSIDE SKIRTS	174.10	0.22%	5.65	.0124
42	SL SHORTLOIN - 0X1 (CT)	2,368.45	2.98%	3.70	.1101
43	SL TOP SIRLOIN BUTT (CT)	1,385.35	1.74%	2.90	.0505
44	SL CHUCK SHORT RIBS	135.65	0.17%	3.20	.0055
45	CH NECK BONES	298.90	0.38%	0.95	.0036
46	SL INSIDE SKIRTS	58.45	0.07%	2.50	.0018
47	SL HANGING TENDERS	74.00	0.09%	2.60	.0024
48	SL HELM MEAT	894.40	1.12%	1.79	.0201
49	SL PEELD KNUCKLES	631.20	0.79%	1.97	.0156
50	SL PECTORAL MEAT	89.85	0.11%	1.95	.0022
51	SL RIB LIFTER MEAT	148.60	0.19%	1.99	.0037
52	SL PEELD BUTT TENDER	312.05	0.39%	7.90	.0310
53	SL FLANK STEAK	239.95	0.30%	4.60	.0139
54	SL CC BI HIND SHANK	1,353.75	1.70%	1.30	.0221
55	SL CC BI FORESHANK	572.20	0.72%	1.30	.0093
56	SL FEMUR BONES	413.20	0.52%	0.55	.0029
57	BLOODSHOTS/DARK CUTTERS OR OTHER DISCOUNTED ITEMS				
58	CHUCK ROLLS	65.00	0.08%	1.50	.0012
59	CLOD	20.00	0.03%	1.50	.0004
60	EXPORTS	36.00	0.05%	3.50	.0016
61	1/4 TOP BUTTS	221.00	0.28%	1.65	.0046
62	TENDERLOINS	15.00	0.02%	7.00	.0013
63	STRIPS	70.00	0.09%	1.95	.0017
64	SHORTLOINS	50.00	0.06%	2.50	.0018
65	BUTT TENDER	30.00	0.04%	4.40	.0017
66	ROUNDS	864.00	1.09%	2.50	.0271
67	85% BEEF TRIM	4,990.00	6.27%	1.65	.1034
68	85% BEEF TRIM	6,998.00	8.79%	1.08	.0949
69	50% BEEF TRIM	8,374.00	10.52%	0.76	.0799
SUB TOTAL		59,175.55	74.34%		1.5878
70	FAT	7,362.00	9.25%	0.20	.0185
71	DOG BONES	1,274.00	1.60%	0.55	.0068
72	BONES	11,394.00	14.31%	0.03	.0043
	SHRINK	399.45	0.50%	0.00	.0000
TOTAL		79,605.00	100.00%		1.6194

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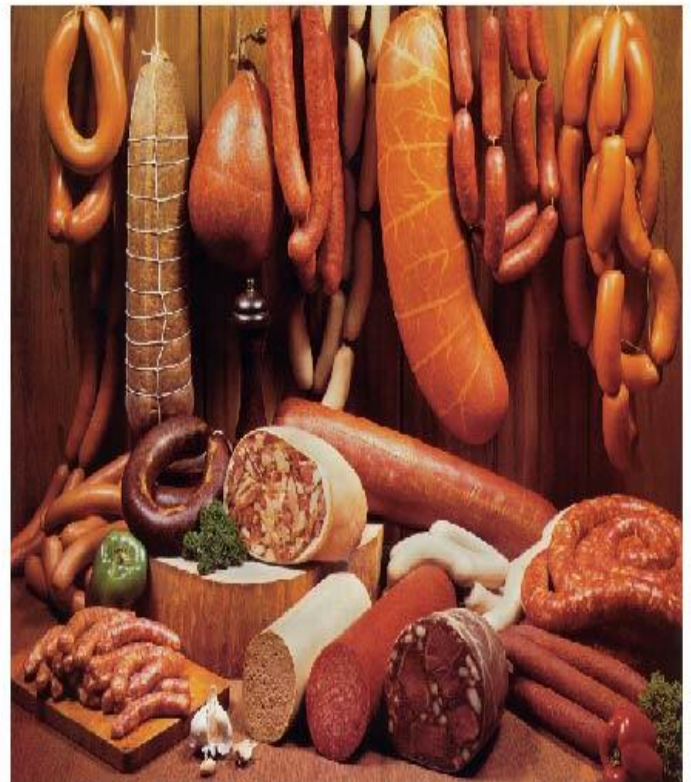
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PENN STATE OFFERING BUTCHER APPRENTICE PROGRAM

The Butcher School Apprenticeship Program Fast-Tracks Your Path to a Meat Processing Career. Work your way into a rewarding career in meat processing with an innovative new program that matches career seekers with training and paid work experience while you learn.

The Butcher School Apprenticeship Program opens educational opportunities for anyone to work at one of Pennsylvania's meat processing facilities! Apprentices in the program will study at the University Park campus for five weeks to learn the basics of butchering and are then hired into full-time positions at meat processing facilities in Pennsylvania (or beyond if desired). These positions offer competitive wages while the apprentice learns the basics of meat processing to support on-the-job training and set trainees up for lifetime career growth. Whether you are just starting your career post-high school or are looking for a career change in your professional life, this program supports your interests in learning about meat processing through fast-paced, experiential learning.

What Apprentices Do

As an apprentice, you commit to 216 hours of related technical instruction (RTI) from Penn State Extension faculty and educators and 3,000 hours of on-the-job training (OJT), where a co-worker and assigned mentor directs learning as you earn on the job. In total, the program will take apprentices about two years to complete.

Related technical training will support your daily butcher duties, which may include harvesting, weighing, cutting, and packaging meat. Explicit duties will be specific to your employer. Often, these jobs also require some recordkeeping, customer service, heavy lifting, and more. Skills learned on the job in meat processing and the RTI on the science and purpose behind the harvesting techniques are the basis for expanding your career in meat processing.

What Skills will you be Trained in?

- Meat Processing Skills
- Harvest livestock (cattle, hogs, and sheep)
- Worker safety
- Animal welfare/animal handling systems
- The science of meat
- Food safety
- Curing and marination
- Thermal processing and smoking
- Packaging
- Poultry harvest and processing
- Processing plant tours
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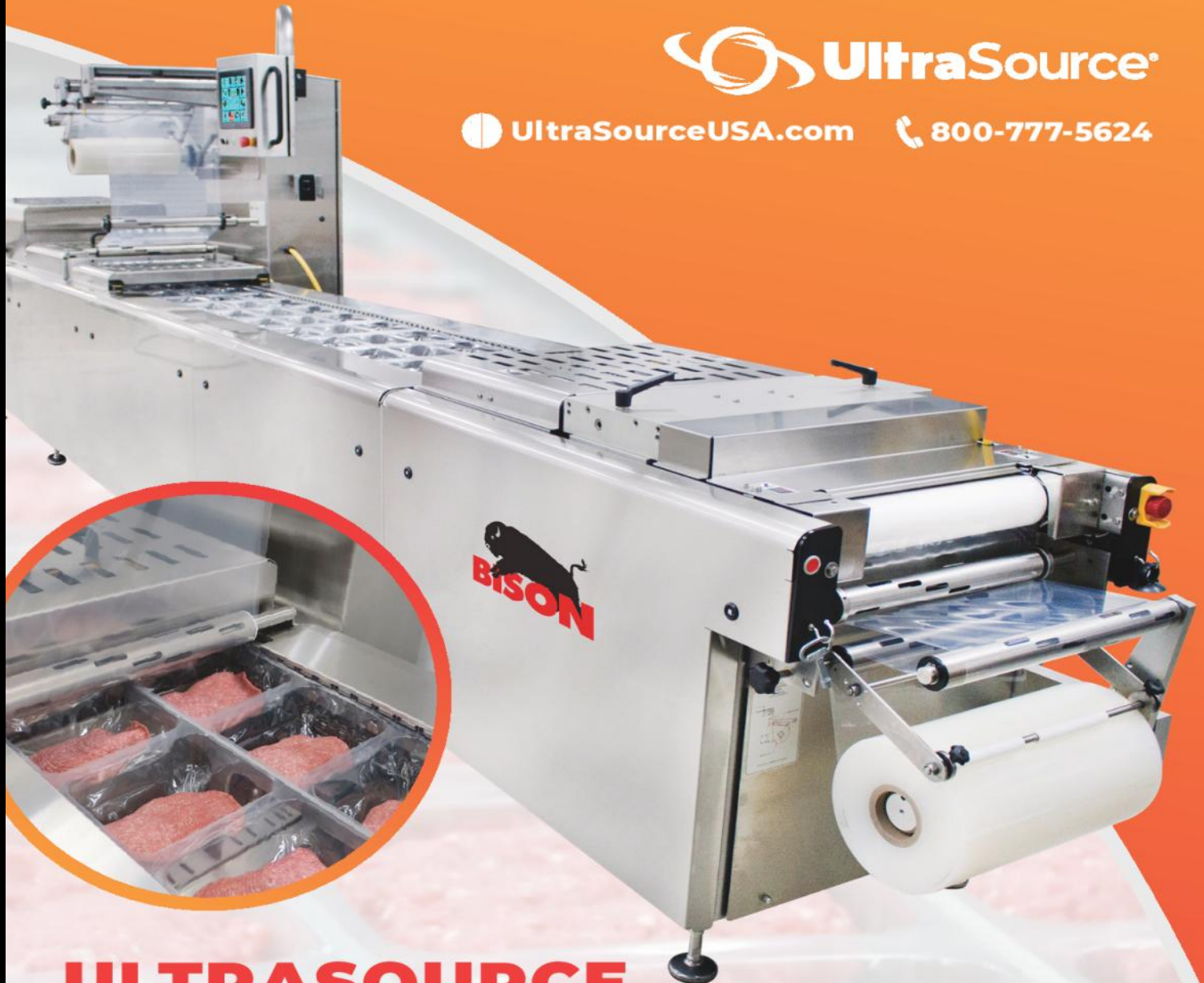
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HOW MUCH SHOULD YOU CHARGE? PRICING YOUR MEAT CUTS



Pricing meat for direct-to-consumer sales.

It doesn't matter if you are selling halves, quarters or single cuts, you need to know your cost of production first. What are your costs of raising that animal from day one until the day of slaughter? In any business endeavor, keeping good records is essential to knowing if you are going to be profitable or not. Once you know your cost of production, there are some tools you can use to help you determine what price you may want to attach to your fine, farm-fresh product.

Mike Debach of the Leona Meat Plant in Troy, Pennsylvania, has a nifty process you can use that will help you figure out your costs after processing so you can determine your retail price. For this example, understand that the cost of production will vary depending on the breed of the animal and production methods (i.e., grain-fed, grass-fed). According to Dr. John Comerford, retired Penn State faculty, the percentage used to determine the "carcass weight" varies depending on what kind of animal it is (beef, hog, lamb), what breed the animal is, and the method of production. So, for this example, let's say we have a grass-fed, Angus steer that dresses out to a hanging carcass weight that is 58 percent of its live weight and your cost to get that animal to slaughter weight is \$1.35 per pound of live weight.

Determining the cost of your animal

Start with your per pound cost of the live animal (as mentioned before, your cost to raise that animal).

Divide this amount by 58% to get your "hanging cost." (That animal is now a "carcass" after it is slaughtered. This determines your new cost per pound at "carcass weight.")

Add in your processing fees, trucking, etc., to the "hanging cost."

Divide the total by 65% to get your "cut-out" cost (breaking the carcass down into individual cuts of meat).

Divide your cut-out cost by the percentage mark-up you desire to reach the "retail value" price you will ultimately charge.

Example

Cost of the live animal = \$1.35 per pound

\$1.35 divided by 58% = \$2.33

\$2.33 plus \$0.65 (per pound processing fee) = \$2.98

\$2.98 divided by 65% = \$4.58

This is the final cost of your animal becoming single cuts of meat

\$4.58 divided by 75% = \$6.11

A sale price of \$6.11 per pound would give you a 25% return on your product.

As you can see, in every step of the process there is a reduction to your final yield of finished product. So, your cost per pound will go up with every step from live animal to cut and packaged product. The example will give you a rough estimate which can help you to remain profitable. Keep in mind, it is a "rough" estimate. Variables can change these percentages. For example, how much fat was on the animal? What kind of cuts are you requesting? Are you getting bone-in or boneless cuts? If you want boneless cuts, this will reduce the total pounds of product returned to you from your butcher.

What kind of animal you are processing will also make a difference in the percentage of product you ultimately receive. Dr. Christopher Raines, former Animal Science professor, has a handy sheet that describes the average percentage of yield in the butchering process for pork, beef and lamb. Dr. Raines' document says when converting an animal into a carcass, the average percentage of yield for pork is around 70%, beef 60% and lamb 50%. Turning that carcass into individual cuts of meat; the average yield for bone-in cuts is 75-80% of carcass weight for pork, 65-70% for beef, and 70-75% for lamb. Dr. Raines points out that aging and further processing can decrease your final product weight. If your butcher is hanging (aging) the carcass for two weeks, there is moisture loss due to evaporation. If you are curing hams and bacon from your pig, applying a heat process to your meat cuts may also reduce your final yield.

Using these tools, you should be able to make a rough estimate on the amount of product you will have for sale, what your costs are, and what you will need to charge your customers to be profitable.

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PAMP NEWSWATCH

PAMP Newswatch is an opportunity to highlight **PAMP Members that have been featured in the local or national media.** This month's article is a feature about PAMP Member, **Alpine Wurst & Meat House** from a recent issue of the *Meat + Poultry Magazine*. Send an email to pamp@pameatprocessors.org if you have an article for the PAMP Newswatch.

ALPINE WURST AND MEAT HOUSE OFFERING THIRD PARTY HPP SERVICE



HONESDALE, PA. — Alpine Wurst & Meat House announced on Dec. 20 the completed installation of a high pressure processing (HPP) machine. The meat processor expects the addition to allow Alpine to work as a third-party toller for other food processors in its area of Pennsylvania.

Alpine, owned and operated by Mark and Gretchen Eifert, has used HPP on its products since 2015. "We don't want to put in the preservatives and chemicals because it changes the flavor of our product, and consumers nowadays are looking at ingredients; they're more health conscientious," Gretchen Eifert said.

Before this investment, the Eiferts were transporting products to the closest HPP toller in Connecticut. "Then I said to him one day, 'What we pay to go to Connecticut would be a loan payment for our own machine,'" she said.

HPP works by loading sealed packages into vessels that are submerged in water and put under intense isostatic pressure. This pressure stops pathogens and spoilage bacteria, which helps preserve freshness and increase shelf life.

For its plant upgrade Alpine installed a Hiperbaric 135 HPP Machine, building a new facility dedicated to the process. The company uses the machine for sausages and smoked products like bacon, cold cuts, pork chops and hams. "When we did use some preservatives, we only got a two- to three-week shelf life. But now we get a three- to four-month shelf life," she said. She noted that consumers can also look at Alpine's labels and see only ingredients like spices and seasonings instead of preservative names.

The addition of the machine will also help Alpine's wholesale business and expand into more than 400 grocery stores.

Alpine is a second-generation meat processor that was founded in 1977. The Eiferts took over the business from Mark's parents in 2009 after their retirement.



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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

REACH OUT TO SAUGUSTINE@PABEEF.ORG FOR MORE INFORMATION OR CALL 814-623-2698



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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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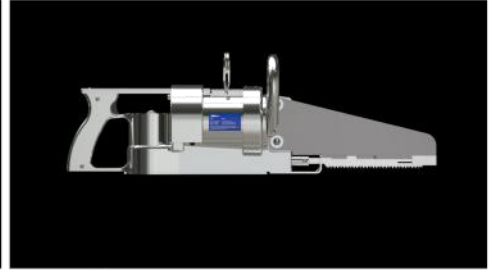
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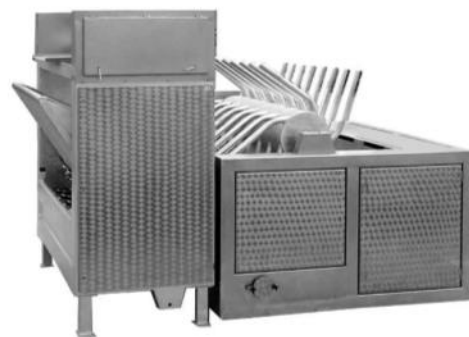
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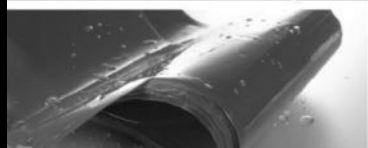
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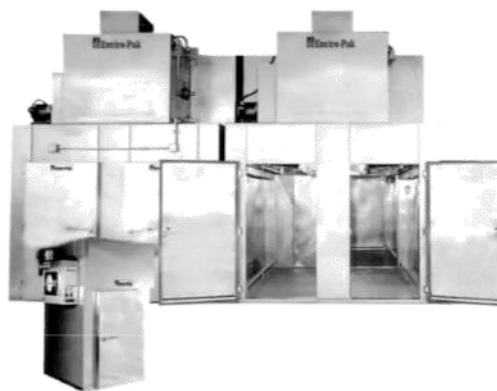
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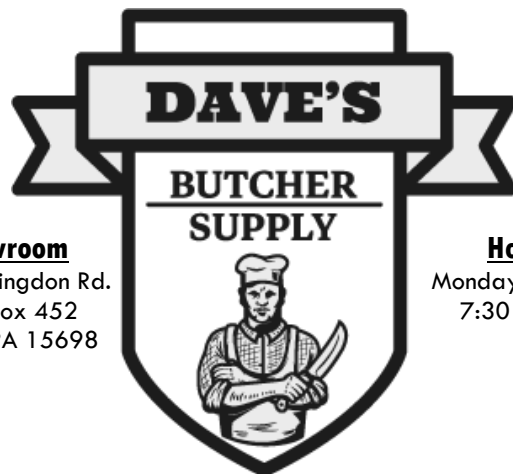
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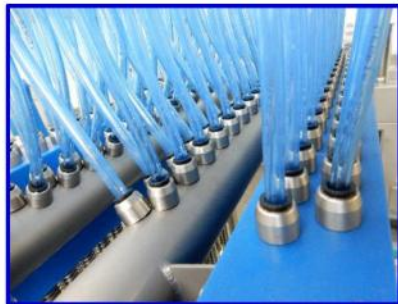
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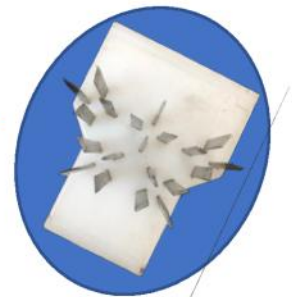
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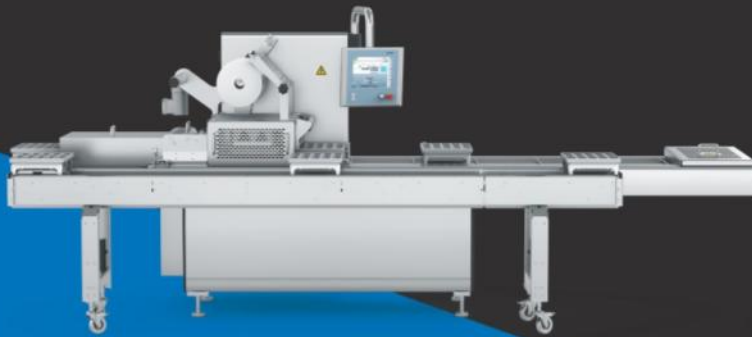
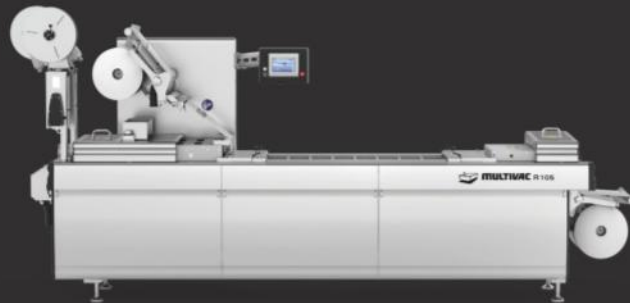
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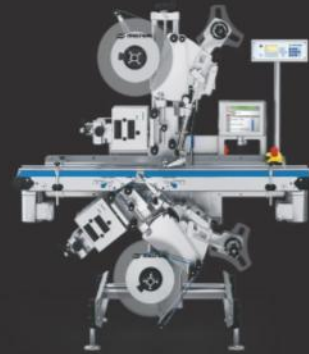
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5. Select a parking area for your visit – under List or on the Map
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2024 DUES: We would like to say Thank You for all your support and we are excited for the upcoming convention. In order to attend, your 2024 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.

BUS TOUR: All Suppliers are invited to attend our Bus Tour on Thursday, May 9th. Please find the sign-up sheet with the newsletter.

PARKING: Please see the information for parking at the meat lab. You will need to register and instructions are also included in this issue. PAMP will pay for parking only if you pre-register. (See previous page for more information.)

BEST BUTCHER CONTEST: Please reach out to Samantha to get signed up and join the fun!! saugustine@pabeef.org or 814-623-2698.

Convention

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