AAMP

AMERICAN ASSOCIATION OF MEAT PROCESSORS

81ST AMERICAN CONVENTION of MEAT PROCESSORS and SUPPLIERS' EXHIBITION

July 30–August 1, 2020

Hilton Des Moines Downtown
Iowa Events Center | Des Moines, Iowa

DES MOINES, IOWA 81TH AAMP CONVENTION

10 REASONS WHY YOU SHOULD ATTEND...

1. Expand your knowledge of the meat industry.
2. Hear from meat industry-related speakers.
3. Learn new processing techniques.
4. Share your ideas and get new ones.
5. Make important business contacts.
6. Bring back useful information to your employees.
7. View hands-on processed meat demonstrations.
8. Compete in the American Cured Meat Championships (ACMC).
9. Visit the three-day trade show.
10. Socialize and have fun!

THANK YOU TO OUR SPONSORS:

Official Sponsors of the 2020 American Cured Meat Championships

Iowa State University

Excalibur™ Legendary quality. Royal flavor.

Mar/Co Sales, Inc 800-552-9237

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Walton's Everything but the Meat

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UltraSource The new standard for innovation

Platinum Sponsor

Bunzl Processor Division Koch Supplies

Spartan We make clean simple

Gold Sponsor

Becker Vacuum Pumps • Compressors

JBT Tipper Tie

Jarvis

Flair / Beyond Packaging

Silver Sponsor

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Daniels Food Equipment

ATTENTION NON-MEMBERS!

Not an AAMP Member? No problem. If you belong to another national meat trade organization, we are pleased to extend the AAMP member registration rate to you. Contact AAMP for details!

AAMP represents small and very small meat processing establishments and offers the opportunity for the exchange of ideas and information. Benefits include: nutrition analysis, educational opportunities, newsletters, membership directory, representation in Washington D.C., meat inspection problem-solving, extensive HACCP information, and one-on-one consulting services with our staff.

AAMP
AMERICAN ASSOCIATION OF MEAT PROCESSORS

If you're interested in becoming a member, call AAMP toll-free at 877-877-0168, or visit our website at www.aamp.com for more information, and see what you're missing!

PRE-CONVENTION WORKSHOPS

Wednesday, July 29, 2020, 8:00 AM – 4:00 PM

AAMP's First Ever-Butchering Contest!

Come participate and experience the first ever Fresh Meat Butchering Contest held at an AAMP convention!

Wednesday, July 29, 2020, from ~ 11:00 AM – 2:00 PM

Teams of up to three individuals from their respective state or regional associations will have 30 minutes to breakdown and fabricate both a beef and pork primal (or subprimal), craft a retail display for their various cuts and products and give a brief summary on the work that they have done for the judges. Scores will be based on the following criteria:

- Accuracy- how accurately the teams fabricate the desired beef and pork value cuts
- Technique- knife skills/efficiency of movement, safety technique, portioning, denuding and trimming
- Visual appeal- how well the teams visually merchandise, label and display their cuts for the consumer
- Yield- how much yield the teams achieve from fabricating out the beef and pork value cuts as compared to the primal (or subprimal) starting weight
- Consumer Sales Pitch- how well the teams deliver a concise, factual, appealing and persuasive sales pitch for the particular beef and pork value cut they were asked by the judges to 'sell' to a hypothetical customer within a 2-minute timeframe.

Awards to the winning team will take place at the Thursday morning Welcome Session.

This will be an informative and fun event open to anyone to watch, so start thinking about your teams and plan on attending!

The Future of USDA, FSIS, Appendix A & B for Lethality and Stabilization

Come listen to Bob Hanson from HansonTech, WI and Dr. Jeffrey Sindelar from the University of Wisconsin-Madison deliver an informative presentation on Appendix A & B.

The 2017 Draft USDA, FSIS Compliance Guidelines for Lethality (Appendix A) and Stabilization (Appendix B) for Meat and Poultry Products have caused significant concern among meat and poultry processing establishments who have historically relied on them for safe harbors for cooking and cooling of further processed meat and poultry products. In response to these concerns, a working committee was formed to offer science-based solutions that meet regulatory expectations for food and safety (and consumer protection) and successful industry adoption. This workshop will review the science behind the current versions, the scientific hurdles identified as a result of the issuance of the 2017 versions, and proposed solutions that are being explored to help contribute to the final versions.

The cost of the pre-convention workshop is $25 per person.

EXCURSIONS

Wednesday, July 29, 2020, 9:00 AM – 3:00 PM

Meals from the Heartland: Empowering People to Save the Starving

9:00 AM –11:00 AM

Location: West Des Moines, IA

Meals from the Heartland is a nonprofit organization that is made up of volunteers from businesses, schools, churches, community organizations and beyond, who package meals for delivery to malnourished people in Iowa, across the United States and around the world. Their mission is to empower people to save the starving. Their vision is to alleviate life-threatening hunger through education and offering information and resources about global hunger and everyone's role in this issue. Also, through engagement and providing year-round service opportunities for people of all ages to serve God and people in need. Through their partnerships with meal distribution organizations they are able to reach hungry people in Iowa and around the world. Since 2008, Meals from the Heartland has provided over 130 million meals.

AAMP will be sponsoring a packing event at the Meals from the Heartland facility.

This will be a free event, but a ticket is required for a seat on the bus. Donations can be made to Meals from the Heartland at https://mealsfromtheheartland.org/.

Buses will pick up guests at the Hilton Des Moines lobby. Departure time is 8:30 AM.

Wine and Charcuterie Tasting at West End Architectural Salvage with Stewart Burger from Iowa State University, Ames, IA

1:00 PM – 3:00 PM

Location: Downtown Des Moines, IA

Spend an afternoon pairing wines with tasty charcuterie trays presented by Stewart Burger. Stewart is a professor at Iowa State teaching Hospitality Management and has many years of experience in event planning and food and beverage presentation. Afterward, visit the shop for authentic West End Salvage merchandise and one-of-a-kind pieces.

A little about Don Short, the owner of West End Salvage, and his shop:

Short's shop has been featured on an HGTV cable show called "West End Salvage" for 26 episodes over two seasons. Reruns are now aired on DIY/Great American Country channel. The shop also served as the temporary studio for NBC's Today Show and Nightly News during the Iowa caucuses.

Short opened West End Architectural Salvage on Locust Street downtown in 2005 and moved it to Ninth and Cherry two years later. He also has operated pop-up shops in Albert Lea, MN, and Kansas City, MO.

This will be a ticketed event. The cost is $10 per person. Must be 21 years or older to attend.

Shuttles will pick up guests at the Hilton Des Moines lobby. Departure time is 12:45 PM.

AMERICAN CURED MEAT CHAMPIONSHIPS (ACMC)

AAMP AMERICAN ASSOCIATION OF MEAT PROCESSORS

AMERICAN CURED MEAT CHAMPIONSHIPS

Official Sponsors of the ACMC:

EXCALIBUR™ Legendary quality. Royal flavor.

IOWA STATE UNIVERSITY

Mar/Co Sales, Inc 800-552-9237

What will be your favorite part of the AAMP Convention? Will it be the educational sessions, the trade show, networking with old and new friends, or perhaps the American Cured Meat Championships (ACMC)? If you like the idea of having your cured meat products judged against other products from across the country for comparison, then the ACMC is just the place to do it!

With 29 classes to choose from, you can enter one or all of the categories for evaluation by experts in the field. For the competition in Des Moines, the 2020 ACMC Judges from academia will hail from various states throughout the country. There will also be AAMP Operator Members selected from the 'Cured Meats Hall of Fame' joining the judging team.

Don't miss this opportunity to throw your hat into the ring and possibly win a coveted American Cured Meat Championships plaque for entering those special popular products from your place of business. Perhaps you will be able to show your customers that your meat ranked in the top four – Grand Champion, Reserve Grand Champion, Champion, or Reserve Champion – at the only national premier cured meat competition of its kind across the entire United States.

The product taking top marks at the competition will receive the coveted 'Clarence Knebel Best of Show Memorial Award'. The participant who competes the best overall throughout the entire competition will receive the 'Cured Meat Excellence Award'.

Stick around for the ACMC display time following the awards ceremony, where you will find many AAMP members willing to share their knowledge and insights on processing, sales, catering, and more. Learning from ACMC judges and fellow processors remains one of the many benefits of getting involved in the American Cured Meat Championships!

PRICE: $20 PER ENTRY; ONE ENTRY ALLOWED PER CLASS.

NEW 2020 ACMC REGISTRATION HOURS:

THURSDAY, JULY 30 (9:30 A.M. - 12:30 P.M.)

Note: You must be a Member of the American Association of Meat Processors to be eligible to enter into the American Cured Meat Championships.

Rules and Registration Forms available online.
For more information, please visit www.aamp.com.

AGENDA

Registration Hours: (Exhibit Hall Lobby, Convention Center)

Wednesday, July 29, 2020	Thursday, July 30, 2020	Friday, July 31, 2020	Saturday, August 1, 2020
2:00 PM – 4:00 PM	9:00 AM – 3:00 PM	9:00 AM – 12:00 PM	11:00 AM – 1:00 PM

WEDNESDAY, JULY 29, 2020

8:00 AM – 4:00 PM
PRE-CONVENTION WORKSHOP: APPENDIX A & B PRESENTATION & LIVE BUTCHERING CONTEST
COST: $25 PER PERSON
LOCATION: IOWA EVENTS CENTER, 4TH LEVEL, BALLROOM B

Morning and afternoon presentations on the future of Appendix A & B and how these guidelines affect meat processors and their businesses. Question and answer will be encouraged during these presentations. A boxed lunch will be served.

Afternoon butchering contest will consist of AAMP meat processors vying to win the first-ever prize title of the Best Butcher. The contest will surely involve stiff competition and camaraderie amongst teams resulting in quite an event.

9:00 AM – 11:00 AM
MEALS FROM THE HEARTLAND PACKAGING EVENT
COST: NO FEE, BUT DONATIONS ARE WELCOME

Not interested in attending the pre-convention workshop? AAMP has a Wednesday morning event planned at Meals from the Heartland. This will be a packaging event of meals for people in need in Iowa.

Buses will pick up guests at the Hilton Des Moines Lobby. Departure time is 8:30 AM.

1:00 PM – 3:00 PM
WINE AND CHARCUTERIE TASTING AT WEST END ARCHITECTURAL SALVAGE WITH STEWART BURGER FROM IOWA STATE UNIVERSITY
COST: $10 PER PERSON

Spend an afternoon pairing wines with tasty charcuterie trays presented by Stewart Burger. Afterwards visit the shop for authentic West End Salvage merchandise and one-of-a-kind pieces.

6:00 PM – 8:00 PM
PRESIDENT'S RECEPTION
LOCATION: IOWA EVENTS CENTER, HALL OF PRIDE

AAMP President Rick Reams will be hosting a reception for convention attendees at the Iowa Hall of Pride inside the Iowa Events Center. Refreshments are provided. All are welcome.

THURSDAY, JULY 30, 2020

8:00 AM – 9:30 AM
WELCOMING SESSION
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 304-308

Keynote Speaker: Dr. Joseph Cordray, Professor and Extension Meat Specialist (Retired), Iowa State University, Ames, IA

Attend this session and get an overview of the coming week plus highlights of the convention. Opening remarks will be made by AAMP President, Rick Reams along with the presentation of the F.W. Witt Supplier of the Year Award and the Stephen F. Krut Scholarship Award. After the awards presentation, hear from the Keynote Speaker Dr. Joseph Cordray. Dr. Cordray brings extensive experience to small processors and the industry at large. As keynote speaker, he will address the impact and role of the small processor in today's industry.

9:30 AM – 10:30 AM
STATE OFFICERS' CONFERENCE
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 304-308

This annual meeting gives AAMP's affiliated meat trade associations the opportunity to discuss important industry topics and a time to get acquainted with other officers.

10:30 AM – 11:30 AM
AAMP INTERNSHIP PROGRAM
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOM 321

Speaker: Nelson Gaydos, AAMP Outreach Specialist and Internship Student

During this session, AAMP's Outreach Specialist, Nelson Gaydos, will explain AAMP's Internship Program and the different opportunities it can provide for students and recent graduates to gain additional knowledge and experience in the meat industry. Also hear from recent interns who have gained valuable hands-on experience and learned practical skills during their meat industry internships.

10:30 AM – 11:30 AM
DEER AND WILD GAME PROCESSING
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 302-303

Speaker: Bret Griffis, Jerome Country Market, Jerome, MI

The deer processing portion of the year is sometimes known as the make-it-or-break-it season for deer processing establishments. Listen and participate in the discussion on how this veteran deer processor member continually makes the deer processing season a successful business venture. Even if you don't process deer, take the knowledge you gain from this session home to improve your overall processing skills and business management.

10:30 AM – 11:30 AM
INTERNET MARKETING STRATEGY
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 309-310

Speaker: Paul Gormley, Iowa State University, Ames, IA

Paul will touch on the background of all Internet Marketing (Digital Marketing) activities and explain the importance of understanding them and how they interact. Activities will include: Marketing Strategy (Basis for Internet Marketing Strategy), Content Development, Website Development, Social Media Marketing (Facebook, Pinterest, etc.) and other topics.

10:30 AM – 11:30 AM
COMPOSTING/RENDERING/INCINERATION
LOCATION: IOWA EVENTS CENTER, LEVEL 3, ROOMS 319-320

Speaker/s: Mary Schwarz and Jean Bonhotal, Cornell Waste Management Institute, Ithaca, NY

This session will present an understanding of the principles of composting animal mortalities and butcher waste, including what the composting process is and what happens during it, how much space is needed for composting, troubleshooting techniques, environmental advantages and what to do with the finished compost.

11:45 AM – 12:45 PM
AAMP INTERNSHIP PROGRAM
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 321

Speaker: Nelson Gaydos, AAMP Outreach Specialist and Internship Student

During this session, AAMP's Outreach Specialist, Nelson Gaydos, will explain AAMP's Internship Program and the different opportunities it can provide for students and recent graduates to gain additional knowledge and experience in the meat industry. Also hear from recent interns who have gained valuable hands-on experience and learned practical skills during their meat industry internships.

11:45 AM – 12:45 PM
PRICING AND CUSTOM SLAUGHTER
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 302-303

Speaker: Terry Kerns, Edgewood Locker, Inc., Edgewood, IA

This session will focus on understanding the costs that go into both the products and services you offer your customers and how you can price them to be competitive and profitable. We will focus on the pricing of slaughter and processing services as well as wholesale pricing of products. The goal of this workshop is to make sure that you are counting all the costs related to your products and services to ensure that you can make an informed decision when it comes to pricing and profitability.

11:45 AM – 12:45 PM
SOCIAL MEDIA MARKETING
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 309-310

Speaker: Don Stanley, 3Rhino Media

Don will explain from a user and content point of view the basics of social media marketing. The topics that will be discussed are what platforms are being used, the frequency of posting, posting topics and how they relate to your business and how you grow ones likes and users during posting. So, if your company does not have a social media presence, be sure to attend this session and learn the basics.

11:45 AM – 12:45 PM
LOT TRACKING: AFFORDABLE WHILE ON A BUDGET
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 319-320

Speaker: Andrew Lorenz, We R Food Safety, Menomonie, WI

During this session Drew will review the legal requirement for traceability and provide different ways of setting up and using a lot tracking system. He will also discuss how to leverage the traceability into business intelligence. Examples of Business Intelligence include predicting on-hand inventory, predicting future ingredient demand and identifying and tracking where you may be losing money due to product loss and more.

1:00 PM – 4:30 PM
EXHIBIT HALL OPEN
LOCATION: IOWA EVENTS CENTER, 2ND LEVEL, EXHIBIT HALL

AGENDA

6:00 PM – 9:00 PM
WELCOME RECEPTION – LIVING HISTORY FARMS: TOUCH. SEE. HEAR. 300 YEARS OF HISTORY
Join us in the fictional 1876 town of Walnut Hill located at Living History Farms in Urbandale, Iowa. Shops and businesses such as a blacksmith, millinery, broom maker, and print shop dot the town's main street to recreate a bustling frontier community. You'll also find a traditional family home, rural church, and country cemetery to explore as interpreters in period clothing demonstrate the routines of daily life and interdependence among farmers, merchants and craftsmen.

The Welcome Reception will take place from 6:00-9:00 p.m. and will offer dinner, dessert, drinks and adult beverages. Other attractions will include tractor cart rides, horse-drawn wagon rides and interactive homes and shops from this historic time period. Musical entertainment will be part of the event festivities. The neighboring Machine Shed restaurant will cater the event.

This ticketed event costs $25 per adult, $10 per child for ages 5-11, and is free for children 4 and under.

Buses will transport guests from the Hilton lobby starting at 5:30 p.m. and offer continuous service throughout the evening.

FRIDAY, JULY 31, 2020
8:00 AM – 9:30 AM
WHAT TO DO WITH YOUR HAM YEAR-ROUND DEMONSTRATION
LOCATION: IOWA EVENTS CENTER, EXHIBIT HALL, 2ND LEVEL
Presenters: Jon Frohling, ScottPec Inc, Box Elder, SD; Tom Katen, Cargill, Willshire, OH; Tim Haen, Haen's Meat Packing Inc, Kaukauna, WI; Dennis Schaardt, Den's Country Meats Inc., Table Rock, NE; Mike Sloan, Hermann Wurst Haus, Hermann, MO.
Hams are a great item during the holiday seasons, but what do you do with the ham muscle the rest of the year. During this demonstration fellow processors will breakdown the individual ham muscles and look at how they can be used in value-added products to bring better profitability from this portion of the pig. There will be demonstrations in the production of several value-added products from the ham muscle. Come and see the potential profit that can be found year round in the ham.

9:30 AM – 12:30 PM
EXHIBIT HALL OPEN
LOCATION: IOWA EVENTS CENTER, 2ND LEVEL, EXHIBIT HALL

10:30 AM – 11:30 AM
KID'S COMPETITION: PUTTING LIPSTICK ON A PIG
Oink, oink! Who will put the best "lipstick" on their piggy? Come paint and decorate your very own ceramic pig for everyone to see. Pigs will be displayed Saturday in the exhibit hall during all the festivities. Prizes will be given to the top three winners of each age bracket. Children of all ages are welcome to participate!

12:45 PM – 2:00 PM
VIRTUAL PLANT TOUR DEMONSTRATIONS:
LOCATION: IOWA EVENTS CENTER, EXHIBIT HALL, 2ND LEVEL
Presenters: Dwight Ely, Ely Farm Products, Inc, Newtown, PA and Jared Nikkel, Sully Community Locker Inc., Sully, IA.
Sit back and see first-hand the many applications these fellow operators have to share that have made their businesses successful ones. Dwight Ely, owner of Ely Farm Products, Inc., Newtown, PA, will be taking you on a seated tour through his plant discussing the ins and outs of deer processing. Also, Ely will give you a glimpse of his nationally awarded cheese room. Jared Nikkel, owner of Sully Community Locker Inc., Sully, IA will discuss his journey and how the support from his hometown community has made him committed to supporting residents, employees and other local businesses and entrepreneurs.

AAMP AMERICAN ASSOCIATION OF MEAT PROCESSORS
AMERICAN CURED MEAT CHAMPIONSHIPS

SATURDAY, AUGUST 1, 2020
7:30 AM – 10:00 AM
ACMC AWARDS
Have your products earned top honors? Grand Champion, Reserved Grand Champion, Champion and Reserve Champion plaques will be awarded in 29 classes, including the 2020 Featured Class of Specialty Flavored Bacon product. Who will be awarded the coveted Clarence Knebel Best of Show award and who will earn the Cured Meat Excellence Award for having competed the best throughout the competition? Candidates selected for induction into the Cured Meats Hall of Fame will also take place during this session.

BUSINESS MEETING
Join us for the annual AAMP Business Meeting, where you will hear a few words from AAMP's leadership, discuss elections to AAMP's Board of Directors, and most importantly, a critical report on the state of the small plant operator in the meat and poultry industry.

Awards will be presented at this session for the following: Best Single Booth Award, Best Multiple Booth Award, and the Golden Cleaver Awards.

10:30 AM – 1:30 PM
EXHIBIT HALL OPEN
LOCATION: IOWA EVENTS CENTER, 2ND LEVEL, EXHIBIT HALL

1:45 PM – 2:45 PM
BULL SESSION 1: EMPLOYEE ISSUES
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 302 – 303
Labor laws, employee interview dos and don'ts, having an open-door policy and equality in the workplace, will be a few of the topics discussed in this open forum. This session is intended to help plant owners be well prepared to effectively address and perhaps even avoid the vast majority of workplace issues that arise. When employees know that policies are in place to assure fair treatment for all employees, it benefits everyone.

1:45 PM – 2:45 PM
BULL SESSION 2: TRICKS OF THE TRADE
LOCATION: IOWA EVENTS CENTER, 3RD LEVEL, ROOMS 309 – 310
Translate the best ideas of others into cash for your business! Listen as fellow processors share their little secrets on how to save time, cut expenses and profit from simple ideas. This will be an open discussion, so come prepared with your best trick of the trade.

5:00 PM – 6:00 PM
COCKTAIL RECEPTION
CLOUD BALLROOMS A-C, HILTON

6:00 PM – 9:00 PM
CLOSING SOCIAL
CLOUD BALLROOMS A-C, HILTON
The American Convention of Meat Processor's Closing Social will be held in the Cloud Ballrooms at the Hilton Hotel and will conclude the annual convention. The Achievement and Accomplishment Awards will be presented, and the Grand Prize winner will be drawn. The Grand Prize is a trip for two (2) to the 2021 American Convention of Meat Processors & Suppliers' Exhibition in Oklahoma City, OK. The grand prize includes: economy airfare from any "major" gateway city in the U.S.; four (4) nights' accommodations, compliments of the Omni Oklahoma City Hotel; complimentary convention registration for two (2); and two (2) tickets to the Welcome Reception and Closing Social. There will be a choice of beef tenderloin or chicken for your dinner entrée.

2020 Closing Social sponsored by: A.C. Legg, Inc., Calera, AL; Eurofins Scientific, Des Moines, IA; Fusion Tech, Roseville, IL; Handtmann, Lake Forest, IL; Kerres USA, Pennsdale, PA; Mar/co Sales Inc., Burnsville, MN; PS Seasoning & Pro Smoker, Iron Ridge, WI; Quality Casing Co. Inc., Hebron, KY; ScottPec, Inc., Box Elder, SD; UltraSource LLC, Kansas City, MO; Walton's Inc., Wichita, KS. Cost: $40 per adult / $10 per child ages 5-11 (Children under 4 are free).

- Chicken fingers and fries will be available for children ages 5-11.

2020 EXHIBITORS

A.C. Legg, Inc. 513-612
Advanced Detection Systems 427
Amtrade Systems Inc. 113-115-212-214
Automaten-und Bedarfshandel 429
BAADER North America Corp. 702
Becker Pumps Corp. 605
Best & Donovan 241
Biro Manufacturing Co. 425-524
Bizerba USA 715
Bunzl Processor Division/Koch Supplies 203-205-207-209-302-304-306-308
Con Yeager Spice Co. 118-120
Craemer US Corporation 540
CRM North America 533-535-537
Daniels Food Equipment 506-508
Detectamet Detectable Products Inc. 723
Econ O Marker 618
Edge Manufacturing Inc. 415
Enviro-Pak 512-514
EPS - Nowicki USA 633-635-732-734
Eurofins Scientific 122
Excalibur Seasoning Co. 313-315-412-414
Framarx/Waxstar 305
Flair Flexible Packaging Corporation 614
Fusion Tech 703-705-707-709
Globe Casing 408
Handtmann, Inc. 213, 215, 312, 314
Hantover, Inc. 407
Heat Seal LLC 638
High Plains Frontier Supply, LLC 112-114
Hollymatic Corporation 101-103-200-202
Hovus 409
Independent Processor 341
Industrial Netting 521
Integritemp 333
Jarvis Products Corporation 624-626-628
Jordan Casing Company 116
Kentmaster Manufacturing 106-108
Kerres USA 433-435-437-532-534-536
Klever Equipped Inc. 620
Lance Industries 519
Mainca USA Inc. 225-227-229-324-326-328
Mar/co Sales 525-527-529
Marel 319-321-418-420
Meat & Poultry Magazine 719
meatingplace 634
Mound Tool Company 432
Multivac, Inc. 619-621-718-720
MVTL Laboratories, Inc. 541
Nassau Foods 335-434
Nebraska Hoist LLC 741
New Age Industrial 639
Oversea Casing Company 603
Patty Paper, Inc. 515
Pioneer Retail Systems Inc. 440
Poly-clip System 219-221-318-320
Premier Proteins 632
ProXES, Inc. 711-713
Promarksvac Corporation 613-712
PS Seasoning & Spices, Pro Smoker & Vortron 107-109-206-208
Quality Casing Co., Inc. 708
Reiser 325-327-329-424-426-428
RGF Environmental Group 609
Risco USA Corp. 133-232
Rollstock Inc. 102-104
Rome Grinding Solutions 704
Ross Industries Inc. 615-714
Sanitary Design Industries, LLC 124
Schoneman Inc./VistaTrac 233-332
ScottPec Inc. 507-509-606-608
Sesotec 717
Silikal America 504
silver-clip llc 413
Spartan Chemical Company 404
Speco Inc. 110
Sucklebusters 405
Team Packaging 238-240
TemPac LLC 419
Tipper Tie, Inc. 518-520
TRITON International Enterprises 339
T & S Brass and Bronze Works 526
UltraSource LLC 401-403-500-501-502-503-600-602
UW Provision 309
Van Hessen USA 528
VC999 Packaging Systems 119-121-125-127-129-218-220-224-226-228
ViskoTeepak 303-402
Walton's Inc. 625-627-629-724-726-728
We R Food Safety 421
Witt Gas Controls 438

EXHIBIT HOURS

Thursday, July 30, 2020 1:00 PM – 4:30 PM
Friday, July 31, 2020 9:30 AM – 12:30 PM
Saturday, August 1, 2020 10:30 AM – 1:30 PM

AREA ATTRACTIONS

ADVENTURELAND PARK:
Adventureland Park has more than 100 rides, shows and attractions, including the new Phoenix roller coaster! Rides for all ages are available, from mild to wet-and-wild. Shows throughout the park feature a variety of family entertainment. And don't miss Iowa's newest water park, Adventure Bay. Water park admission is included with admission to Adventureland Park.
www.adventurelandresort.com
515-266-2121

AMERICAN ENTERPRISE PARK:
American Enterprise Group's contemporary art collection began in the 1960s to inspire an innovative work environment and the Art Park extends that creative environment into a public green space. The eleven sculptures installed in this area are intended to enhance the natural surroundings while providing a contemplative space for the community.

BLANK PARK ZOO:
Imagine a place where you can have a wild family adventure viewing rhinos or feeding a giraffe while also helping preserve animals for future generations. A portion of the proceeds from your visit to Blank Park Zoo is used to protect animal populations throughout the world. Blank Park Zoo is approximately 30 acres and features an indoor rain forest Discovery Center, Jamaa Kwa Africa, Australia Adventure, Kids Kingdom, Great Cats Complex, a Sea Lion and Seal pool and more.
www.blankparkzoo.com
515-285-4722

PRAIRIE MEADOWS CASINO RACETRACK:
Come see why Prairie Meadows Casino Racetrack & Hotel is your place to play. With more than 85,000 square feet of exciting casino action, Prairie Meadows has every game you want to play this side of Vegas. But the fun doesn't stop there! Prairie Meadows also offers a wide variety of restaurants, live horse racing, weekly entertainment, and a luxury hotel at affordable prices.
www.prairiemeadows.com
515-967-1000

SCIENCE CENTER OF IOWA & BLANK IMAX DOME THEATER:
Centrally located in Downtown Des Moines, SCI features hands-on exhibits, special-format theaters and unique programming to encourage learning and fun for all ages. With live science demonstrations, a 50-foot planetarium and interactive experiences around every corner, there's always more to explore!
www.sciowa.org
515-274-6868

IOWA SPEEDWAY:
Iowa Speedway, "The Fastest Short Track on the Planet," is central Iowa's home for both racing and non-racing fans who are looking for thrilling, all-American entertainment on and off the track. The Rusty Wallace designed track offers 7/8 mile tri-oval racing with 12-13-14 degree compound banking in the turns. Iowa Speedway also offers a wide range of options for events in our Newton Club such as wedding receptions, business meetings, tradeshows and much more.
www.iowaspeedway.com
641-791-8000

SMASH PARK:
The Ultimate Year Round Backyard Party
No cover. No membership. No entry fee. The only things you pay for at Smash Park is food, drink, pickleball and some assorted yard and arcade games. Other games, smiles, high fives and fine times are all free! Hangout on Iowa's Largest Patio in the summer, join us inside on The Paddle Club for a 21+ party space, or hangout in The Hall with the entire family. No table reservations. No required party rentals. Just good, old fashioned fun and games! No matter what you choose, you'll find your happy place at Smash Park.
www.smashpark.com
515-313-0700

DES MOINES, IOWA INFORMATION

Catch Des Moines: www.catchdesmoines.com
Hilton Des Moines Downtown Hotel: www3.hilton.com/en/hotels/iowa/hilton-des-moines-downtown
Comfort Inn Events Center: www.choicehotels.com/iowa/des-moines/comfort-inn-hotels
Iowa Events Center: www.iowaeventscenter.com
Des Moines International Airport: www.dsmairport.com

2020 HOTEL REFERENCE FORM

AAMP
AMERICAN ASSOCIATION OF MEAT PROCESSORS

81ST AMERICAN CONVENTION OF MEAT PROCESSORS & SUPPLIERS' EXHIBITION
HILTON DES MOINES DOWNTOWN HOTEL
DES MOINES, IOWA
JULY 30 – AUGUST 1, 2020

Hilton
DES MOINES DOWNTOWN

HOTEL REFERENCE FORM

- **Cost of room per night: $175. Hotel room rates are subject to applicable state and local taxes (currently 15%) in effect at the time of check out.**
- **Call to make reservations: 515-241-1456 stating American Association of Meat Processors Annual Convention or AAM**
- **Please go to the below AAMP website to make reservations online: www.aamp.com/event-calendar/convention/**
- **A credit card is needed to hold a room reservation.**
- **Cancellation Policy: The Hotel needs 48-hour notice prior to arrival or one night will be charged to the occupant.**
- **Deadline for Group Rate ends Monday, July 6, 2020. Reservation made after this date are based on availability.**

***Reservations are only accepted at the Hilton phone number or at the online link.**
Do not call AAMP with reservations.
Hilton Des Moines Downtown, 435 Park Street, Des Moines, IA, 50309

2020 PLANT OPERATOR REGISTRATION FORM

Register Today! – Register by May 22, 2020 and be entered into a drawing to win free membership for 2021.

81st American Convention of Meat Processors & Suppliers' Exhibition
2020 Plant Operator Registration Form
Hilton Des Moines Downtown
Iowa Events Center
Des Moines, IA
July 30 – August 1, 2020

1st Registrant Name _____

Company Name _____

Address _____

City/State/Zip _____

Daytime phone _____

Email _____

Additional registrant badges including spouse, children, and employees. Youths 17 and under are registered free (include names/ages).
Please print clearly.

_____ _____

_____ _____

Advanced Registration

Member - 1st Person..... @ $160 x_____ = $ _____

Member – 2nd Person..... @ $ 40 x _____ = $ _____

Member - Additional Persons..... @ $ 20 x _____ = $ _____

Non-member - 1st Person ..... @ $300 x _____ = $ _____

Non-member - Additional Persons ..... @ $100 x _____ = $ _____

One Day Registration (*per person*) ..... @ $ 80 x _____ = $ _____
(Not available for those entering ACMC product)
One day only - please check one: ☐Thursday ☐Friday ☐Saturday

Additional Information

- This is my first AAMP Convention.
- American Cured Meat Championships Rules. (If a product has been entered in the past three years, you will automatically receive a set of rules.)
- Dinner buffet will include herb crusted tenderloin, roasted chicken, fingerling potatoes, seasonal vegetables and sweet corn whipped potatoes. A fresh Iowa greens salad will be pre-plated. Chocolate mousse cake, Iowa apple tart and cheesecake will be served for dessert.

Ticket Information

Wednesday, July 29 – Pre-Convention Workshop _____ @$25 = $_____ Appendix A & B Presentation and Beef Butcher Contest

Wednesday, July 29 – Meals from the Heartland _____ No Fee = $ _____ Donations accepted at https://mealsfromtheheartland.org/
Wednesday, July 29 - Wine Tasting/Charcuterie _____ @ $10 = $ _____ Must be 21 years of age or older to attend

Thursday, July 30 – Living History Farms _____ @ $25 = $ _____
Ages 5-11 _____ @ $10 = $ _____
Ages 4 and under are free _____

Saturday, August 1 – Saturday Social _____ @ $40 = $ _____ Dinner buffet
Ages 5-11 _____ @ $10 = $ _____ Alternative Entrée: Chicken Fingers/Fries _____
Ages 4 and under are free _____ $ _____ Alternative Entrée: Chicken Fingers/Fries _____

Donate to the Stephen F. Krut Scholarship Fund $ _____

Grand Total $ _____

Payment Information

My check for $ _____ is enclosed. Charge $_____ to my credit card. **Circle one:**

Card #_____ CVV Code _____

Exp. Date _____ Zip Code Billing _____ Signature _____

Mail to: AAMP, One Meating Place, Elizabethtown, PA 17022. Fax: 717-367-9096. Email: marcia@aamp.com. Toll free phone registration: 877-877-0168. Cancellation policy: Refunds (minus a $25 service charge) will be granted when word of cancellation is received prior to noon on July 6, 2020. **To register online**, go to www.aamp.com/event-calendar/aamp-convention/ and complete the online form.

AAMP
AMERICAN ASSOCIATION OF MEAT PROCESSORS
One Meating Place, Elizabethtown, PA 17022

Phone: (717) 367-1168
Toll-Free: (877) 877-0168
Fax: (717) 367-9096
www.aamp.com
aamp@aamp.com

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Catch Des Moines, Iowa
www.catchdesmoines.com

CONVENTION HIGHLIGHTS:

- Pre-Convention Workshops
- Educational Sessions
- Exhibits
- American Cured Meat Championships (ACMC)
- Hands-On Processed Meat Demonstrations

And Much More!

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