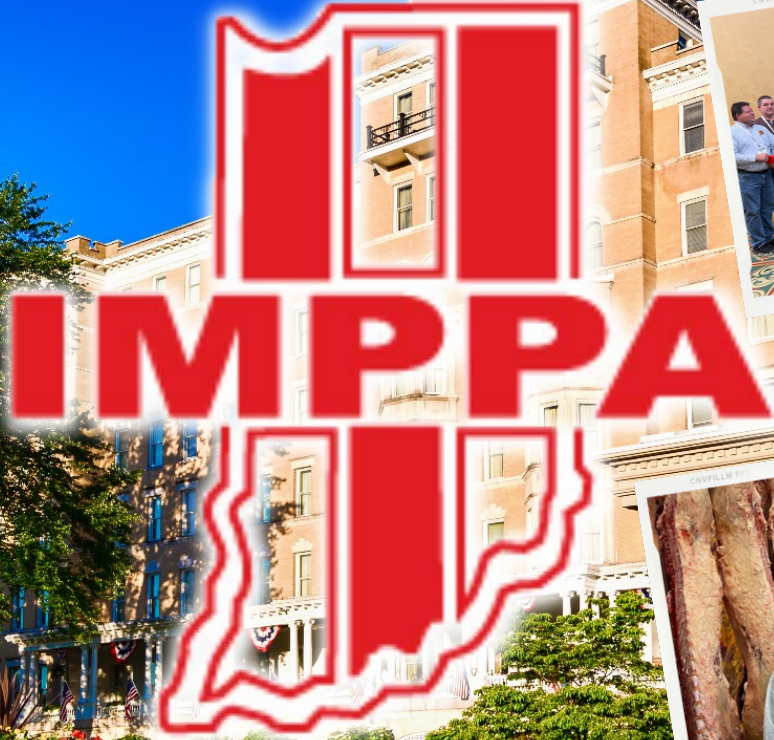
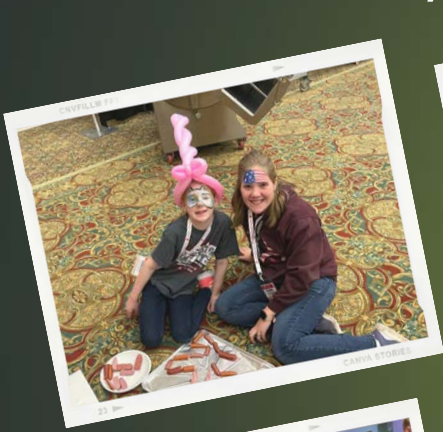


# 2022 IMPPA CONVENTION RECAP

French Lick, Indiana





# ***THE 2022 IMPPA CONVENTION HIT THE JACKPOT!***

The 2022 Convention was March 3-5, 2022 and hosted at the French Lick Resort and Casino in French Lick, Indiana. This location was full of history and fun! Many meat packers spent the evenings with their peers playing blackjack, pulling slots, or just enjoying the fun atmosphere that the French Lick Casino offered. This was a great venue that we hope to work with again in the future.



## **Thursday**

Meat packers enjoyed touring other meat packer facilities. Thursday of the convention was spent touring Orange County Processing (Orleans, Indiana), First Capitol Meats (Corydon, Indiana), and Sander Processing (Celestine, Indiana). Special thanks to Miller Scales for helping sponsor this great event!



Orange County Processing was established in 1950 by Marvin and Shelly Hammack. In 2017, Chris and Lacey Burger became the new owners/operators. Orange County Processing employs approximately 10 employees and specializes in custom processing.

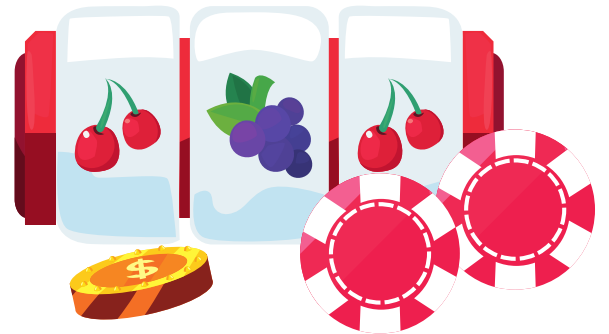


The three buses full of meat packers and supplier members enjoyed lunch together at family-owned Schwartz Family Restaurant. This was a special treat as this restaurant is a customer of past president, Kent Sander from Sander Family Meats. The meal was plentiful and delicious, and we enjoyed our time together.





The next stop on the tour was First Capitol Meats (FCM). This business has been in operation since roughly 1910, with their current building erected in the 1960's after an explosion in the original structure. The building is owned by a non-profit comprised of community members. The reason for this was to ensure that there was a butcher shop servicing the Corydon community. Blake and Garth Steckler took over ownership of the business component in July, 2020 after working for the previous owners for two months. FCM is a custom inspected plant focusing on beef, pork, and deer in season. Currently, they employ ten employees and are researching the possibilities of State inspection, retail sales, and possibly a new facility.



The final stop on our Thursday tour was Sander Processing. This business was built and founded in Celestine, Indiana. Jim Sander started the business in his own backyard in 1984. The business successfully ran until it was unable to meet the demands of the customers. In the early 2000's, the Sander family decided to open a new and bigger building where they could handle a higher demand. Jim has now retired, and Sander Processing is owned and operated by his three sons, Randy, Chris and Kent, with daughter Amy also working in the business.







While the meat packers enjoyed the day touring meat packing plants, many ladies and little meat packers spent the afternoon touring the West Baden Hotel. This hotel is full of history and was a major tourist destination a century ago due to the natural springs and mineral spas it had to offer. Many celebrities have visited this location, and the attendees were able to listen to a guided tour of the interesting history. Lunch was hosted at the French Lick Winery. The adults also enjoyed their time together picking out their favorite wine variety. It sounds like this was definitely a hit with the ladies!

Thursday evening was spent at the French Lick Resort at Plutos Alley and Pizzeria. The evening was spent with pizza, bowling, and beverages. Bowling was such a hit at the 2016 IMPPA convention that we decided to bring it back for another strike! While the majority of the bowling time was spent between the littlest meat packers, we sure did enjoy laughing at each other's bowling shoes but mostly lack of bowling talent. As one meat packer said, "we should keep our day jobs." Special thanks to Mar/Co Sales for helping sponsor our pizza, bowling, and beverages.



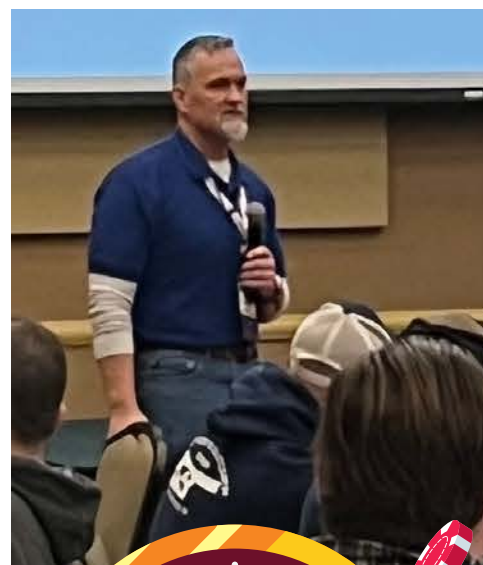


# Friday

Friday morning the attendees enjoyed breakfast together. A special thanks to Coloma Frozen Foods for supplying the fruit for both the Friday and Saturday breakfasts. It was delicious! The IMPPA board wanted to make sure to include the new IMPPA members throughout the convention. The board met with a 7:30 am First Timers Welcome Session that was well attended by all first-time convention attendees. Kent Sander from Sander Family Meat Market, Bob Culler from Culler Consulting, Darla Kiesel from Dewig Meats, and Sam Gettinger from Gettinger Family Meat Market welcomed the first timers and explained what the next few days had in store for them. This was a great event that we plan on making a tradition on Friday mornings.

The day was spent with great educational sessions. Abbey Davidson from the American Association of Meat Processors (AAMP) along with Bob Culler from Culler Consulting spent time teaching our meat packers about changes to meat labeling, label submission, order of predominance, special claims, generic label approvals, and much more.

Next, was an interesting presentation given by Dr. Gregg Rentfrow from the University of Kentucky. Gregg taught us about mobile slaughter opportunities and challenges in Indiana. This presentation was given due to the long backlog many farmers are experiencing with minimal slaughter spots in Indiana. Gregg was fun, thorough, and explained to us that there were many hurdles that a meat packer, while even working closely with the Indiana Board of Animal Health, must overcome to make this a viable option.







A new topic of discussion at our convention, but not new to the meat industry, was stress in the agriculture industry. This presentation was given by the Purdue Farm Stress team. Sam Gettinger from Gettinger Meats was a star speaker who explained how his health issues brought light to the fact that his body had been under extreme stress and the impact stress was having on his health. Sam also explained that while he was experiencing his own health problems, he was able to reach out to other local packers for assistance. Joe Rihm from Rihm Packing and the crew at Knightstown Locker all jumped on board to keep Gettinger Meats running. Sam was open to mention that these relationships that kept his plant afloat were all made by being an active member of IMPPA.

The Purdue Farm Stress Team discussed how our employees are under a tremendous amount of stress due to COVID. Items such as personal or family member sickness, childcare situation, virtual learning for their children, loss of income during quarantining time, and so much more affect their job... which affects our bottom line. We listened to Richard Beckort, Abby Heidenreich, and Bryan Overstreet explain ways to help our employees and ourselves maneuver thru the topic of mental health.



The topic of grants has been a whirlwind of information for the past few years. IMPPA employed Christi Southerland from Prosperity Ag to explain new grant opportunities, grant lingo, eligibility requirements, and give meat packers pointers on how to stay on top of grants and even apply for grants. Christi also had a booth at the trade show, and many meat packers were seen conversing with her throughout the convention. Christi also writes bi-monthly grant updates for our meat packers which are e-mailed and mailed out in our quarterly newsletter.





Next, the packers loaded up and headed to lunch at the St. Anthony Community Center in St. Anthony, Indiana. A great meal was had and attendees witnessed southern Indiana hospitality. The group then headed to a tour of Sander Family Meat Market and Fisher Farms. Sander Family Meat Market in St. Anthony, Indiana was opened in early 2021. We took a tour of their slaughter facility, further processing department, and beautiful retail. Dave and Diana Fisher were gracious enough to explain their local movement in raising their own cattle and hogs to be processed and distributed throughout Indiana. This was a very informative discussion and tour.



Once the meat packers traveled back to French Lick, a ribbon cutting and opening of the Full House Trade Show was underway. Meat packers were able to visit 60+ booths filled with everything from rollstocks, clippers, slicers, drying cabinets, linkers, smokehouses, machinery repair, meat purveyors, grant assistance, seasonings, packaging supplies, financial and insurance assistance, consulting, and so much more. It truly was a full house! Special thanks to VC999 for sponsoring the drinks for the Friday trade show!





We never want to forget the littlest IMPPA members. While the parents were shopping and learning about what all the trade show had to offer, the children were able to spend time getting their faces painted with cool designs, making balloon art, playing games such as Jenga and Twister, coloring, drawing, and doing many fun activities such as making farm animal masterpieces. Special thanks to Jana Sander for facilitating the children's events throughout the convention. The children had a fantastic time!



Friday dinner and silent auction were as fun as always. Special thanks to Miller Scales & Food Machines for helping host the Friday evening beverages, and UltraSource LLC for helping sponsor the meal! IMPPA Executive Secretary, Darla Kiesel from Dewig Meats was presented by the board with some beautiful IMPPA attire for her hard work in promoting our association. Bob Culer from Culler Consulting, Kent Sander from Sander Processing, and Nelson Gaydos from AAMP gave a dinner presentation about how to retain your "A-Team" employees. Great information was provided regarding time off, flexibility, vacation days, and fringe benefits as important factors in keeping employees. It was noted that sometimes these additional benefits are more important in keeping the "A-Team" employees even more so than hourly wages. AAMP President, Dwight Ely from Ely Farm Products in Newtown, Pennsylvania, was in attendance for the entire convention. What an honor! Dwight spoke about being compassionate and understanding with employees. Dwight gave a great talk about how his friend, Donnie Smith, former CEO of Tyson Foods, valued his faith and his employees, and how he was able to make Tyson Foods a meat industry leader while running a business with high values.







Randy Krider from Krider Meat Processing was our Activities Director throughout the convention. This is a very prestigious title that Randy has had for decades. He does a great job helping us raise money for the scholarship fund.

A highlight of the evening was playing the heads or tails game. This heads or tails game is where a large coin is flipped. On one side of the coin is a picture of a beef head and the other side is a beef tail. Members were welcome to buy a pair of beads to play the game. The announcer told the players to pick "heads" and the contestants placed their hands on their head, or "tails" and the contestants placed their hands on their tails. The coin is then flipped, and it was announced to the congregation if the coin landed "heads" or "tails". Those with their hands on the appropriate extremity continued on to the next round. Once approximately four contestants were left they were able to come to the front of the room so that we may all laugh at their heads or tails playing experience. Vernon Beechy was the winner of the raffle. He won half of the pot. Lots of laughs were had during the evening.



The silent auction baskets were a huge hit. There were many great baskets up for bidding. Anything from whiskey to water guns to chocolates were up for grabs. There was a total of 22 baskets or items for sale, and many meat packers and suppliers had their thinking caps on when they assembled them. Great work!





We were up and at it Saturday morning with the registration of the Cured Meat Show. The meat packers from all over Indiana and Kentucky brought their cured meat products to compete against each other for prestigious “bragging rights” the entire year. IMPPA members were encouraged to register and see where their products stack up against others in the industry.



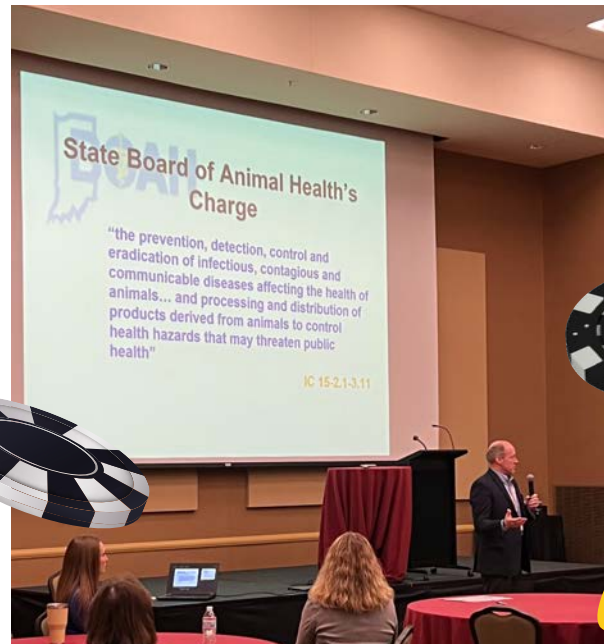
Special thanks to Bunzl Processor Division/Koch Supplies and Waltons Inc. for the many cured meat show supplies. Additional thanks to Dr. Stacy Zuelly and Dr. Brian Richert, along with graduate students from Purdue University, for their coordination of the cured meat show. Judges at this event included: Dr. Stacy Zuelly (Purdue University), Dr. Brian Richert (Purdue University), Dr. Gregg Rentfrow (University of Kentucky), Tom Katen (Cargill), Bob Filbrandt (Bob’s Processing), Lisa Filbrandt Cowles (Bob’s Processing), Bob Culler (Culler Consulting), Gary Parrett (Parrett Processing), Abbey Davidson (AAMP), and Nelson Gaydos (AAMP). HUGE thanks to our judges for spending the majority of their Saturday in the cured meat room.

Dr. Greg Rentfrow started our educational sessions for Friday with a University of Kentucky update. Our Wildcat friends to the south are helping organize a Kentucky Association of Meat Processors, and IMPPA will do our part to support them in their efforts. Greg also explained about his current meat lab, plans for the future, and HACCP training that is available for meat packers. Dr. Stacy Zuelly from Purdue University then gave an update on Purdue University Meat and Animal Science departments. She explained about the new meat lab, educational opportunities for packers, trainings available and much more. Stacy continued with a presentation on Smart Tumbling. Purdue has some new data to help improve beef tenderness without injection of processing ingredients. This was an interesting topic for the meat packers and many questions were asked about this research. The final presentation from Stacy involved displaying products. As meat packers we continue to learn the best ways to make our products... but do we think about the best ways to promote our products? Cleanliness, organization, and grouping of like products are just a few tricks to sell that extra pound. Stacy gave us some interesting statistics about consumers and hopefully the meat packers took some information back to help their retail sales





The Indiana Board of Animal Health was along for the entire convention including tours, educational sessions, meals, and fellowship. Dr. Bret Marsh, Indiana State Veterinarian, gave an industry update as well as Dr. Kerri Suhr who informed us about inspection personnel, number of custom exempt plants, state inspection, and cooperative interstate shipment (CIS) inspected facilities. Dr. Suhr explained some more about mobile slaughter as well as contacts at BOAH who packers may contact if they are interested in switching from State inspection to CIS inspection.



Andrew Carty from the Indiana State Department of Ag was in attendance and spoke about the wonderful opportunities IMPPA has in working with BOAH and ISDA. Andrew commended IMPPA for the great working relationship between IMPPA and BOAH. Andrew explained how issues with zoning may be prevalent for packers choosing to expand, and ISDA is able to help in those situations. Andrew has been very influential in working with IMPPA for the past few years. Andrew helped facilitate the regional meetings, regional tours, grant Zooms, as well as sits in on monthly meetings with IMPPA, BOAH, and ISDA.



David Watkins, Monty Henderson, and Morgan Allen were in attendance and spoke about how the Indiana Economic Development Corporation can assist meat packers thru their journey of expansion, finding help and employer incentives. An exciting announcement has been made which can be found in this newsletter about an Agribusiness Initiative which Monty Henderson will be the Director. The partnership behind the Agribusiness Initiative is a way to leverage the Extension network to connect and support entrepreneurs in every Indiana county, with resources at Purdue and beyond, to build stronger economic engines in the agribusiness industry.





While the adults were being educated the children enjoyed time with the Silly Safari! This show brought a skunk, alligator, tarantula, lizard, rabbit, turtle, armadillo, huge snake and more! The kids loved this show! The presenter told them about the animals, their habitats, and most of all let the kids touch and play with the animals. This Silly Safari is sure to be found at upcoming IMPPA conventions.



Next on the educational agenda was an update on Appendix A & B changes. All meat packers must be in compliance with these changes by Dec. 14, 2022. Abbey Davidson and Nelson Gaydos from AAMP gave an in-depth presentation on what has changed, supporting documentation, and the next steps for IMPPA packers in working towards compliance. Next was the ever popular, "Bob & Tom Show" hosted by Bob Culler (Culler Consulting) and Tom Katen (Cargill). All food topics were discussed, and packers came with their questions. Anything from emulsification, curing, smoking, and fermentation were all topics of discussion. The packers enjoyed the bantering between Bob and Tom, however much great information was shared.







The suppliers had a brief gathering to discuss IMPPA topics, suggestions for the next convention, and then took nominations for the supplier spot on the IMPPA Board of Directors. Congratulations to Shaun Blake from Miller Scales! Shaun will be on the IMPPA Board of Directors for the next two years.



Friday afternoon was spent having lunch on the run and spending more time at the trade show. Thank you to all the exhibitors for putting on a fantastic show. We had a great turnout, and are excited for our 2023 IMPPA/IAMP joint convention!



The children spent their afternoon at the trade show making snack stick catapults! What fun! The kids also participated in a Kids' Choice Awards for snack sticks. The kids evaluated the snack sticks just like the judges in the Cured Meat Show. Items such as flavor, taste and smell were evaluated. The children had five stars and rated the snack sticks by coloring in the stars. Congratulations to Dewig Meats for winning the Kids' Choice Awards for the best snack sticks!





## Saturday

Our Saturday banquet was a winner. The IMPPA board thanked Marlin Miller, Allison Boone-Porteus, and JJ Everett for their time on the board and their past presidency obligations that they fulfilled. We informed the meat packers of the new board members and appointments. More information can be found in this newsletter concerning our wonderful Board of Directors!

The evening continued with a delicious prime rib dinner. The prime rib was donated by UW Provisions, and tasty they were! Thank you to JJ Everett and Brad Merkley for being our carvers.





The IMPPA Treasurers Report and annual update was given by Darla Kiesel from Dewig Meats. The association is growing, and IMPPA is in good financial standing. Darla Kiesel asked the “older generation IMPPA members” to please stand as they should be commended for their years of IMPPA patronage. It’s important to note that years and years ago IMPPA was not in good financial standing, and these members passed the hat around to keep the association afloat. Without their foresight into this association and the next generation our meat packing plants and our association would not have been as successful. Thank you to our long time IMPPA members!



Nelson Gaydos and Abbey Davidson from AAMP gave an AAMP Update which included information on how to navigate thru the AAMP website.

Bidding continued on the Silent Auction and a 50-50 half-pot was given away. Congratulations to Wyatt Rihm from Rihm Packing, the big winner of the 50-50 half-pot! Ultrasource gave away two trainings at their Ultrasource Academy. All proceeds went towards the Scholarship Fund. Thank you to Brad Merkley for being our auctioneer for the Ultrasource Academy, and congratulations to Jerry Boone from Boone’s Butcher Shop and Nelson Schoon from Project Ribeye, the high bidders on the Ultrasource Academy! Along with donations given throughout the event, heads or tails raffle, 50-50 half-pot, Ultrasource Academy, and the sales of the IMPPA tumblers, we were able to net \$9,570.00 this year alone towards our Scholarship Fund! Thank you IMPPA! AAMP gave away two tickets for an upcoming AAMP convention. The winnings include two registrations, two tickets to the Thursday night event, and two tickets to the Saturday banquet. Congratulations to winners Steve & Barb Butler!





Dr. Stacy Zuelly from Purdue University gave a presentation on the Cured Meat Show and presented awards to all the winners. Congratulations to Dewig Meats for winning the Tom Karen Cured Meats Excellence Award.



Congratulations to Merkley & Son for winning the Best of Show Award for their Bone-In Ham.

A rundown of the cured meat category award winners is continued on the next page. The Kids Choice Award was given, and the evening concluded with the induction of Sam Gettinger from Gettinger Meats as the 2022-2023 IMPPA President. Special thanks to Kent Sander on his wonderful leadership throughout this past year.



The IMPPA Packers & Suppliers were happy to see each other. One packer mentioned that IMPPA is just an extension of his family, and we all can agree this association is strong. For those of you in attendance, we hope that you found value from our convention, trade show, educational sessions, tours, and cured meat show. For those who were unable to attend, we ask that you consider joining us for the 2023 IMPPA/IAMP Joint Convention which will be held at the Thelma Keller Convention Center in Effingham, Illinois. The crew at the Illinois Association of Meat Processors (IAMP) have been diligently working on a convention that will appeal to both the experienced butcher as well as those just starting out. Please plan to attend.



We are also happy to announce that the dates of the IMPPA/IAMP Joint Convention in Indiana will be February 22-24, 2024 at Embassy Suites in Plainfield, Indiana. Plans are already underway to visit Purdue University and the newly erected Land 'O Lakes Center for Experiential Learning. We have some great ideas for tours and demonstrations in this state-of-the-art facility!

Many thanks to our wonderful supplier members. More information can be found in this newsletter of the many ways that our suppliers supported us during this convention. We are very thankful for their generosity!