



AMERICAN ASSOCIATION  
OF  
MEAT PROCESSORS

84<sup>TH</sup>

AMERICAN  
CONVENTION

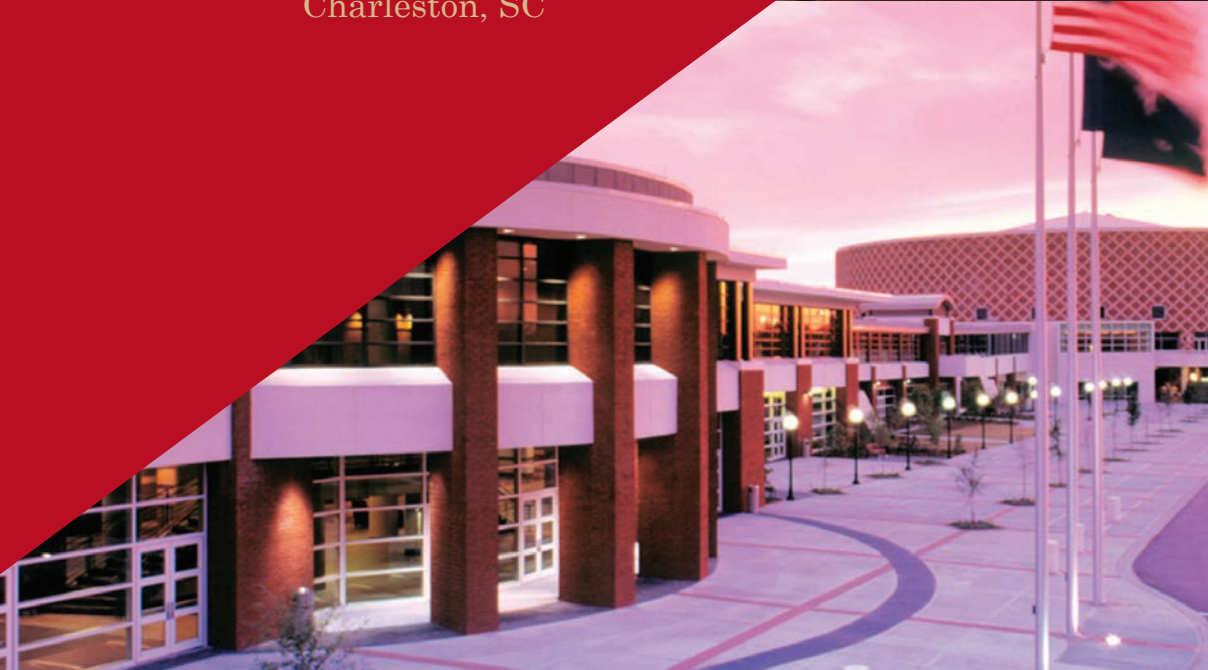
of MEAT PROCESSORS  
and SUPPLIERS' EXHIBITION

JULY 13-15, 2023

Charleston Embassy Suites/  
Charleston Residence Inn

Charleston Area Convention Center  
Charleston, SC

CONVENTION  
MAGAZINE



# THANK YOU TO OUR SPONSORS

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# REGISTER ONLINE

AAMP's annual convention is geared toward U.S., Canadian, and Foreign operators of small and very small firms in the meat, poultry & food business: packers, processors, wholesalers, HRI, retailers, caterers, deli operators, home food service dealers, and catalog marketers.

Register online at [www.aamp.com](http://www.aamp.com)

Phone: 717-367-1168  
 Website: [www.aamp.com](http://www.aamp.com)



AAMP represents small and very small meat processing establishments and offers the opportunity for the exchange of ideas and information. Benefits include: nutrition labeling, 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.

## WHAT TO DO IN CHARLESTON

Explore Charleston at your own pace, in your own style

Home to storied streets, picture perfect beaches, a can't-be-beat cultural scene and mouth-watering meals that ensure the city tastes as good as it looks, Charleston remains a much-loved destination for history buffs, sun seekers, art lovers and foodies alike. With opportunities to unwind, go back in time, or sightsee from sun-up to sunset, there are endless ways to soak up all that this special city has to offer. Charleston's abundance of sights, activities and events means there's always something waiting to be explored or experienced; whether you are a first-time visitor or a long-time friend.

With three centuries of well-preserved history, nationally acclaimed restaurants and bucket list worthy activities, you will find it easy to get to, but hard to leave. [www.visitcharleston.com](http://www.visitcharleston.com).

## University student participants

Make sure to visit our website for details about the University class and educational sessions offered.

[www.aamp.com](http://www.aamp.com)

Kids! For 2023 we have a ton of great activities scheduled just for you! Pizza party, beach day, fantastic arts & crafts and more! Make sure your parents keep an eye out for the schedule and we will see you in Charleston!



## PRE-CONVENTION WORKSHOP

### Wednesday, July 12, 2023 • 9:00 AM – 4:00 PM

**9:00 – 10:45 AM** "Virtual Bus Tour" presented by AAMP members from Alaska, Missouri and South Carolina. Grab a seat and listen to three processors from across the USA "walk" you through their places of operation.

**11:00 AM – 1:00 PM** As part of FSIS' continued efforts to provide more targeted outreach to small and very small plants, the Agency hosts roundtables with regulated establishments. These roundtables foster a culture of open communication and empower small and very small business owners and managers to communicate

directly with senior FSIS leaders about issues that are important to them. Senior leadership of FSIS, including but not limited to the Office of the Administrator, Office of Field Operations, Office of Policy & Program Development as well as and other subject based experts will attend this roundtable. In addition, other USDA agencies, such as Rural Development and Agricultural Marketing Service, will participate to highlight USDA grant and loan opportunities to expand meat and poultry processing capacity.

*Lunch available during this event, pre-paid ticket is required.*

**1:00 – 4:00 PM** "Profitable & Efficient Business Practices" presented by AAMP members from Missouri, Louisiana, and Kentucky along with industry experts. Learn from your peers the ins and outs of determining custom costing, making cost effective products, and determining profitability of your products.

## AMERICAN CURED MEAT CHAMPIONSHIPS (ACMC)



### See how your product rates to others across the nation at the 2023 American Cured Meat Championships (ACMC)

With 29 classes to choose from, including the 2023 Featured Class: Specialty Loaf Product, you can enter one or all the categories for evaluation by experts in the field. Individuals from academia and industry around the country will join AAMP Processor Members selected from 'Cured Meats Hall of Fame' to serve as the 2023 ACMC Judges in Charleston.

The ACMC is the only national cured meat competition of its kind across the entire United States. You won't want to miss the opportunity to enter products from your place of business for the chance to take home a Cured Meat Championships plaque for a Grand Champion, Reserve Grand Champion, Champion, or Reserve Champion placing. The product taking top marks in the competition will receive the coveted 'Clarence Knebel Best of Show Memorial Award'. The plant who competes the best overall throughout the entire ACMC will receive the 'Cured Meats Excellence Award'.

#### Entry Requirements:

You **MUST** be a Member of the American Association of Meat Processors to be eligible to enter into the ACMC. You **MUST** be registered for the full convention in order to participate in the ACMC. No one-day registrations allowed.

**Price:** \$20 per entry  
(One entry allowed per class)

**On-site registration hours:**  
Thursday, July 13, 2023  
9:30 AM – 12:00 PM

**For more information and official ACMC rules, please visit [www.aamp.com](http://www.aamp.com).**

#### Official Sponsors of the ACMC:



## 2023 EXHIBITORS

A. C. Legg, Inc.  
Advanced Labeling System  
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Wolff Industries

## EXHIBIT HOURS

Thursday, July 13, 2023	1:00 PM – 4:30 PM
Friday, July 14, 2023	9:30 AM – 12:30 PM
Saturday, July 15, 2023	10:30 AM – 1:30 PM

## HOTEL REFERENCE FORM

- **AAMP Convention Headquarter Hotel:** Embassy Suites/Charleston Airport, **cost of room per night \$189 + tax/fees**
- You can reserve a room by calling 1-800-EMBASSY (1-800-362-2779) and requesting the group code "AMP"
- Check-in time is at 4PM and check-out time is 11 AM
- **AAMP Secondary Hotel:** Residence Inn & Suites/Charleston Airport, **cost of room per night \$189 + tax**
- You can reserve a room by calling 888-236-2427 or 843-266-3434 and requesting the group code "AMP"
- Check-in time is at 4PM and check-out time is 11AM

**Deadline for the group rate at both hotels ends June 23, 2023**



**EMBASSY SUITES**

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Charleston Area Convention Center

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**Residence INN**  
BY MARRIOTT

Residence Inn & Suites/  
Charleston Airport  
5035 International Blvd,  
North Charleston, SC 29418

# AGENDA

## Wednesday, July 12, 2023

9:00 AM – 4:00 PM

Pre-Convention Workshop & Lunch

Cost: \$25 per person

(ticket required for lunch)

Location: Charleston Convention Center

Virtual Bus Tour-Join AAMP members from Alaska, Missouri & South Carolina as they "show you around" their processing plants.

USDA Roundtable Discussion with Box Lunch (pre-paid meal ticket IS REQUIRED for lunch)

Profitable & Efficient Business Practices- This panel discussion will provide insight on working smarter, not harder.

Louis Fantasma, Paradise Locker Meats, MO, asked "How often do you sit down, pencil to paper, and examine your costs?" We are all in business to make a profit but are the practices you have in place doing that? There are so many costs in custom processing to consider. Be there as Louis goes over how their processing plant determines these costs and how to make sure you are profitable and efficient.

Dan Robert, Costal Plains Meat Co., LA, will demonstrate how to make tasso and educate you on understanding your local and regional flavors.

Allison Porteus, Boone's Butcher Shop, KY and Kitchen Table Consultants will "demystify" your financial statements to make them clear and useful. Along with practical advice on how to reduce or optimize your operational overhead, the speakers will share tips on how to use financial information to create strategies that increase profitability and efficiency. If you are struggling to figure out what your financial statements are trying to tell you, this session is for you!

6:00 PM – 8:00 PM

President's Welcome Reception

Location: Charleston Convention Center

AAMP President Darla Kiesel hosts a reception for all convention attendees with light refreshments provided. All are welcome.

## Thursday, July 13, 2023

(All sessions to be held at the Charleston Convention Center)

8:00 AM – 9:30 AM

Welcoming Session

Keynote Speaker: Oliver Lee Mincey

Attend this session and get an overview of the coming week. Opening remarks will be made by AAMP President Darla Kiesel 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 keynote speaker, Oliver Lee Mincey.

Oliver has led several webinars for AAMP over the last few months. Learn from him what it takes to get your company to the next level, stay motivated, and focused on your business.

9:30 AM – 10:30 AM

Session: Social Media

Speakers: Sam Gazzdziak, American Association of Meat Processors, Darla Kiesel, Dewig Meats, IN, and Rick Reams, RJ's Meats, WI

This session is for all levels of social media knowledge. Join Sam, Darla and Rick as they discuss strategies and ideas that have worked (and have not) while elevating their social media to the next level.

10:30 AM – 11:30 AM

Session: Profitable Deer Processing

Speaker: Dustin Strickland, Strick's Specialty Meats, MN, and Bret Griffiths, Jerome Country Meat Market, MI

Deer processing is always a hot topic in our industry. Listen to this seasoned panel of AAMP members as they discuss how they conquer the most wonderful time of year...deer season.

10:30 AM – 11:30 AM

Session: NMPAN News

Speaker: David Zaring & Rebecca Thistlethwaite, NMPAN

Join Rebecca Thistlethwaite and David Zaring to learn about how the Niche Meat Processor Assistance Network can provide you with endless resources for your business. They'll be sharing upcoming educational opportunities, grant information and give a brief description of who they are and what they do. They'll then share with you our 'Top 10 things to consider before applying for federal inspection', followed by a short Q&A to answer all of your burning questions.

10:30 AM – 11:30 AM

Session: Current AAMP Hot Topics

Speaker: Abbey Davidson, American Association of Meat Processors

Stay informed with AAMP Outreach Specialist Abbey as to what is going on with regulations and current issues in our industry. Joining Abbey will be industry legends Tom Katen and Bob Culler.

10:30 AM – 11:30 AM

Session: Legal Issues

Speaker: Rick Alaniz, Alaniz Law & Associates, TX

F.W. Witt Supplier of the Year for 2021, Rick has been helping our industry for decades. Join him as he discusses important legal issues you need to know about.

11:45 AM – 12:45 PM

Session: HR and Other Wild Topics

Speakers: Oliver Mincey

Oliver has presented several webinars for AAMP over the last year, join him as he wraps up his series on HR and Other Wild Topics.

11:45 AM – 12:45 PM

Session: Good Sanitation Practices

Speaker: Jake Nelson, Ralph's Packing, OK, and Spartan Chemical Representatives

There are many effective interventions for sanitation. Training is a must! This should include hands on, safety (HAZCOM), drain cleaning/maintenance, proper procedures (SSOP's) and WHY we clean and sanitize. Transparency with your sanitation/chemical supplier will ensure you receive timely service/support that is expected on a regular schedule to help "Protect Your Brand".

11:45 AM – 12:45 PM

Session: Grant Funding: Money on the Table

Speaker: Isaac Keen, Zimmerman Meats, MO, and Alex Freeman, Agriculture Grant Solutions

Want to stretch your investment dollar? Accelerate a new product or technology to expand existing operations? Both direct grants (cash funding) and indirect subsidies (tax credits and low-interest loans) can be helpful resources in your financial toolbox when used appropriately. In this session, we'll discuss selecting and pursuing grants that can offset costs and improve your company's competitive advantage. Join Isaac and Alex to explore the grant funding landscape and be sure that your team doesn't unknowingly leave money on the table.

11:45 AM – 12:45 PM

Session: Pet Treats

Speaker: Jake Sailer, Sailer Food Market & Meat Processing INC, WI

Happy Pets = Happy Pockets! The pet treat market has tremendous potential, and a processor can produce them in a cost-effective way. Jake Sailer will cover how processors can utilize byproducts for profit.

1:00 PM – 4:30 PM

Exhibit Hall Open

Location: Charleston Convention Center

6:00 PM – 9:00 PM

Thursday Night Event – Citadel Beach Club

Join us for this year's event at the Citadel Beach Club, Isle of Palms, SC. This five-acre, beach front venue will host dinner and drinks inside and outside. The huge wrap around porch will give some great photo opportunities for you and hundreds of your closest meat processing family. Bring your swimsuit and towel for the beach. There are plenty of showers and bathroom facilities available as well.

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

Charter buses will transport guests from the Convention Center entrance, departing at 5:30 p.m. They will offer continuous service, but note it is a 20+ minute ride one way out to the beach. Very limited parking is available onsite.

## Friday, July 14, 2023

(All sessions to be held at the Charleston Convention Center)

8:00 AM – 9:30 AM

Session: Tumbling and Value-Added Machinery

Presenters: Mike Love, Morgan's Meat Market, IL, Mark Reynolds, Country Meat Shop MO, and Jon Frohling, Scott Pec

Finding help these days is a challenge, consider your next equipment purchase a new hire employee that will show up everyday for work! Does the product in your meat case look as good or better than what you see in other retail stores? Proper equipment can make your product look more appealing to your customers. If you're not considering more automated equipment, you will regret it later when you do purchase it and realize all the extra work you had been doing or labor that was spent on doing it manually. Join Mike, Mark and Jon as they demonstrate and discuss how you can make some great value-added products with great value added machinery.

9:30 AM – 12:30 PM

Exhibit Hall Open

Location: Charleston Convention Center

12:45 PM – 2:00 PM

Session: Fun with Flavors - Regional and International Flavors

Presenters: Bruce Armstrong, LifeSpice

Bruce will be back in 2023 for another great lesson on flavors. The first phase is how to modify existing seasonings to create winning flavors for competition. The idea is how to change usage slightly to create separation and how to add one or two ingredients to develop winning flavor. The second phase is how to create limited time offering (LTO) by adding inclusions into brats, summer sausage, and smoked sausage and bacon coatings to create interest in your meat case. The third phase will be complete seasoning formulas to create international flavors such as Cajun Andouille, Thai Basil, Indian Gram Marsala, and Moroccan Ras El Hanou.

## Saturday, July 15, 2023

(All sessions to be held at the Charleston Convention Center)



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 2023 Featured Class of Specialty Loaf. 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 & 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: Charleston Convention Center

1:45 PM – 2:45 PM

Bull Session – Which Session "meats" your need?

This informal bull session, led by AAMP Board members, will have 3 breakout... one for small/custom processors, one for USDA inspected processors, one for private label processors. Pick one that fits your current business model or where you would like your business to head.

Small-Mike Holland, Holland Brothers Meats (PA)

Medium, Tom Eickman, Eickman's Processing (IL), Shane Flowers, Project Meats & Ranch House (MT), Jennifer Dierkes, McDonald's Meats (MN)

Private Label, Scott Filbrandt, Bob's Processing (MI) and Joel Reck, Wenzel's Farm (WI)

5:00 PM – 6:00 PM

Cocktail Reception

Charleston Convention Center

6:00 PM – 9:00 PM

Banquet

Charleston Convention Center

The American Convention of Meat Processor's Closing Banquet will be held in the Convention Center Ballroom 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 2024 American Convention of Meat Processors & Suppliers' Exhibition in Omaha, NE. The grand prize includes: economy airfare from any "major" gateway city in the U.S.; four (4) nights' accommodations, compliments of the Hilton Omaha; complimentary convention registration for two (2); and two (2) tickets to the Thursday Night Event and Saturday Night Banquet.

2023 Closing Banquet sponsored by: A.C. Legg, Inc., Amcor, Bunzl Processor Division/Koch Supply, FusionTech, Handtmann, Kerres USA, Mar/co Sales Inc., Multivac, PermaTherm, Polyclip Systems/PreciPak, PS Seasoning/Pro Smoker, Quality Casing Co. Inc., Reiser, ScottPec, Inc., Thompson Meat Machinery, UltraSource LLC, Walton's Inc. Cost: \$40 per adult / \$10 per child ages 5-11 (Children under 4 are free).



## REGISTRATION HOURS

(Charleston Convention Center)

Wednesday, July 12, 2023

2:00 PM – 4:00 PM

Thursday, July 13, 2023

9:00 AM – 3:00 PM

Friday, July 14, 2023

9:00 AM – 12:00 PM

Saturday, July 15, 2023

10:00 AM – 12:00 PM



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Reasons  
why you  
should  
attend!



6 Compete in the American Cured Meat Championships (ACMC).

5 Make important business contacts.

4 Socialize and have fun!

3 Hear from meat industry related speakers.

2 Expand your knowledge of the meat industry.

1 Bring back useful information to your employees.

10 Learn new processing techniques.

9 View hands-on processed meat demonstrations.

8 Share your ideas and see new ones.

7 Visit the three-day trade show.