



November 2022

# News & Views

"There is nothing more frightening than ignorance in action" - Goethe

**Wisconsin Association of Meat Processors, Inc.**

**Affiliated with the American Association of Meat Processors**

**Sustaining member of CAST - Council for Agricultural Science & Technology**

**[www.wi-amp.com](http://www.wi-amp.com)**

## *From the President's Desk*

*Jake Sailer, Sailer's Food Market and Meat Processing*

Hello Everyone/Membership,

Fall is in the air, deer season is upon us, and the Holidays are coming up fast!!! I hope that everyone can take time out of their busy schedule to spend time with family, friends, and loved ones.

First off, I would like to thank all of the WAMP members, and Board of Directors that attended the inaugural Wisconsin Meat Industry Coalition Conference. Dr. Jeff Sindelar, Jeff Swenson and Kevin Ladwig who put on an informative conference! Those of you who were not able to attend, you should really put this on your calendar for next year, as the planning will begin for the Wisconsin Meat Industry Coalition Conference in January. Watch this newsletter for the upcoming dates. We will be talking about this at convention also.

Congratulations to all the plants who received grant money from the WI Meat and Poultry Supply Chain Resiliency Grants. There were 99 applicants, and 91 of those were awarded monies. I can only imagine how this will help our industry moving forward. Hopefully this allows you to upgrade a piece of equipment, buy a bigger piece of equipment, add onto some cooler space, or some freezer space. We are very lucky to have received this grant money. Congratulations to Wayne Lautsbaugh with Crescent Meats and Catering. They were awarded grant money from the USDA MPPEP Grant. I can't wait to get a tour when that project is complete.

I'm very proud of the WAMP Board of Directors for making some big decisions and moving this organization forward. This is just the beginning of something really great! We are still working on the website as we hope to be live with our new look as of January 1st.

As of 2023 WAMP will be moving forward with a new dues structure. This will be a tiered system, a lot like AAMP. With careful deliberation, the WAMP board has decided on these new dues according to one's business income. With the new website and getting a lobbyist under contract, we will need to generate a few more dollars to help fund everything. Dues for the small processor will only be raised by \$75 a year. We as an organization do not want to hurt, burden, or jeopardize our small to very small members of WAMP. With the changes WAMP is putting in place, your membership will be a GREAT investment for your business/organization!!

Dianne Handsaker, Dr. Jeff Sindelar, and myself had a great two hour meeting at DATCP. We met with Paul Humphrey, Randy Romanski, Joe Meyer, Reed Mc Roberts, and Keeley Moll. (Dianne has started a document that we are trying to get out to the members.) Once again, with some of the recall issues we have had within the state, these could have been avoided. Everyone needs to take time to review their HACCP plan, and make sure that all of their labels have been approved by the state, if you are state inspected.

We will be putting the final touches on the 2023 convention, "man versus machine"! Mark your calendars for April 13th-16th. There are so many things that we want to do and show at convention that it is going to take us two years to do so. Be involved with part one and you will definitely want to be involved with part two. I personally can't wait!

Merry Christmas to Everyone!!

Your WAMP President, Jake Sailer

## UPCOMING EVENTS

### **2023 WAMP CONVENTION**

Marriott Hotel

Middleton, WI

April 13-16, 2023

### **2023 AAMP CONVENTION**

Charleston Area Convention  
Center

Charleston Embassy Suites/  
Charleston Residence Inn

Charleston, SC

July 13-15, 2023

Designed, Manufactured, and Tested  
in Middletown, Connecticut, USA

Jarvis has new and reconditioned bandsaw and Wellsaw® splitting and breaking saws available. Circular bandsaw, reciprocating, dehider, brisket, and Wellsaw® blades sold and sharpened. Jarvis also provides free service and training.

Call our Omaha, Nebraska office for delivery or repair information on any Jarvis tool and Wellsaw®. Please ask for Mary Hipsher by calling 402-334-4990 or emailing to [mary@jarvisomaha.com](mailto:mary@jarvisomaha.com).



**BUSTER-5** Carcass Splitting Bandsaw for Beef



**BUSTER-6** Carcass Splitting Bandsaw for Pork



**Wellsaw® 404-424** Reciprocating Breaking Saws



**Wellsaw® 444-464** Reciprocating Breaking Saws

**JARVIS®**

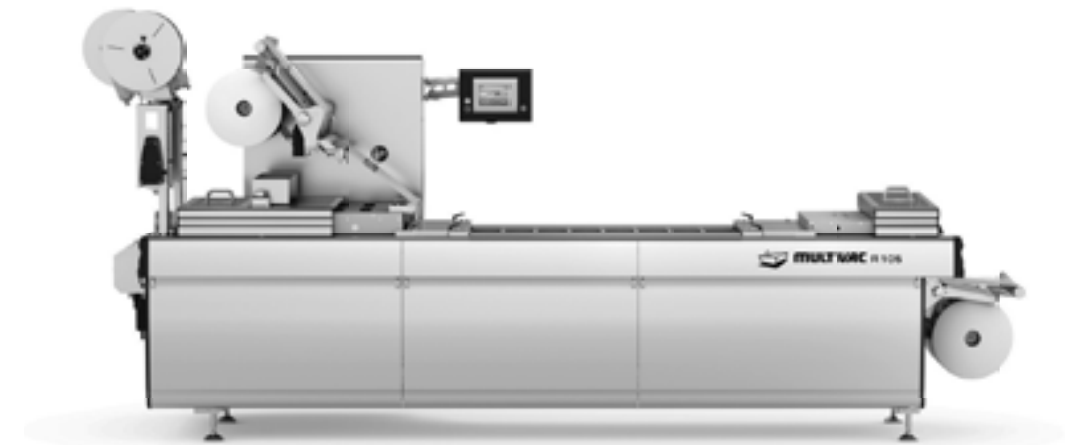
Jarvis Products Corporation  
33 Anderson Road  
Middletown, CT 06457  
United States of America

[www.jarvisproducts.com](http://www.jarvisproducts.com)  
[sales@jarvisproducts.com](mailto:sales@jarvisproducts.com)  
T 860-347-7271  
F 860-347-6978

# R 105 THERMOFORMER

**MULTIVAC**

Entry level with a medium output range. Small footprint for use in compact spaces.  
Lowest risk business investment. A genuine MULTIVAC machine.



# C 500 CHAMBER



Highest output in the smallest footprint.  
Impressive performance & guaranteed reproducible  
packing results. Our C 500 double chamber can be  
equipped with a variety of pumps and equipment options.

**MULTIVAC**

IS A PROUD SUPPORTER OF THE  
WISCONSIN ASSOCIATION OF MEAT PROCESSORS



**CONTACT EAMON HART**

REGIONAL SALES MANAGER

[eamon.hart@multivac.com](mailto:eamon.hart@multivac.com) | 262-227-0244

**CONTACT JONNY FATA**

SALES ASSOCIATE COMPACT EQUIPMENT

[jonny.fata@multivac.com](mailto:jonny.fata@multivac.com) | 517-643-7101

# 2022 Wisconsin Meat Industry Coalition Conference

The inaugural Wisconsin Meat Industry Coalition Conference took place on October 13 and 14th at the Double-Tree by Hilton, in Madison, WI. The purpose of the conference was to pursue the quest for common interests among the various sectors of meat animal industries, explore opportunities for developing a more unified industry voice, identify collaborative longitudinal opportunities with individual and collective high impact potential benefit, and create a forum for networking, ideas exchange, and celebration.

Over 130 people attended the event and participated in meet-and-greet ideas fair learning about the agencies, associations, and academic institution resources through the state. The event included two panel discussions addressing current challenges and opportunities in the livestock and meat industry. The first panel explored talent recruitment & retention....what’s working and what’s not with views provided by Eickman’s Meat

Processing (representing a small meat processing establishment in a small town/ rural area, Usinger’s Famous sausage representing a small/medium meat processing establishment in the center of major city, and Johnsonville Sausage a large establishment with processing establishments in a rural setting.

Animal industry leaders representing Wisconsin’s beef, swine and sheep industries as well as meat industry leaders representing the Wisconsin Association of Meat Processors, Wisconsin Restaurant Association and Wisconsin Grocer’s Association assembled to lead discussion and provide perspectives on challenges and opportunities from different sectors of the animal & meat industries.

Following a networking social, a special celebration evening occurred with a banquet, a highly renowned keynote speaker, Joe Keding, Proffit Co., sharing his message on “Growing Your Business with Dignity and Purpose”, and an awards celebration evening event acknowledging several current and future industry leaders’ accomplishments as contributions.



*Fritz Usinger with Usinger’s Famous Sausage talking about workforce challenges and strategies.*



*A panel of livestock and meat industries leaders discussing challenges and opportunities*

# 2022 Wisconsin Meat Industry Coalition Conference



Undergraduate students from the University of Wisconsin-Madison (pictured above), University of Wisconsin-River Falls, and University of Wisconsin-Platteville were recognized for the aspiring interests in animal agriculture and the meat industry with Wisconsin Livestock & Meat Council scholarships.

The culmination of the evening celebration was the induction of Ron Russell, a dedicated UW–Madison meat science instructor, and Christopher Salm, an entrepreneur who helped found numerous businesses into the Wisconsin Meat Industry Hall of Fame. The Wisconsin Meat Industry Hall of Fame was established in 1993 to recognize the contributions of individuals who have had a significant impact on the meat industry of Wisconsin.



*Joe Keding from Proffit Co. giving as keynote speech on Growing Your Business with Dignity and Purpose.*



*Ron Russell being presented HOF induction plaque by Secretary of Agriculture, Randy Romanski.*



*Chris Salm being presented HOF induction plaque by Secretary of Agriculture, Randy Romanski.*



## Division of Food and Recreational Safety

### Information and Resources for Wisconsin Meat Establishments

*Ahead of the upcoming holiday season, the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) wants to remind the meat processing industry of regulations outlined in rule and statute. Compliance with these regulations is required of all meat establishments in the state. Training information and additional resources are provided.*

*For questions regarding these updates, please call DATCP's general meat line at (608) 224-4681.*

#### Appendix A & Appendix B Updates

In December 2021, the U.S. Department of Agriculture Food Safety and Inspection Service (USDA-FSIS) released updates to Appendix A and Appendix B. Establishments that use previous versions as support are required to either update to the new guidelines, or identify alternative support for verification by DATCP, by Dec. 14, 2022. Please keep in mind if changes are needed to the establishment's food safety program related to these fundamental elements, revalidation may be necessary and required.

In September 2022, USDA-FSIS hosted a webinar on these changes. A recording of the webinar and other information is available at <https://www.fsis.usda.gov/news-events/events-meetings/revised-appendix-a-b-guidelines-repeatencore>

#### Reconditioning of Meat or Poultry Products

In September 2022, DATCP's Bureau of Meat and Poultry Businesses (BMPB) provided information to all state-inspected meat establishments regarding how establishments can recondition meat products that become contaminated in the course of operations. In rare situations, product may incidentally drop onto the floor or contact an unsanitary surface during production. When this occurs, establishments are required to restore sanitary conditions, as per 9 CFR 416.15.

DATCP's BMPB encourages establishments to adopt a procedure in its Sanitation SOPs (SSOP) for reconditioning product that incidentally comes into contact with an unsanitary surface. If the establishment has a reconditioning procedure in its SSOP, it is not required to record corrective actions every time product contacts an unsanitary surface. However, if the establishment does not have a reconditioning procedure in its SSOP, it is **required to take and document the three parts of its corrective action** that meet the requirements of 9 CFR 416.15 every time a product contacts an unsanitary surface.

For additional guidance, please review the letter issued by DATCP's BMPB, which includes what must be incorporated into the establishment's SSOP.

#### Wild Game Processing in Licensed Meat Establishments

All licensed meat establishments providing wild game processing within their licensed establishment must comply with Wis. Admin. Code §§ ATPC 55.03(11), 55.07(1) and 55.08.

A meat establishment operator may custom process legally-harvested wild game at a meat establishment if the establishment notifies DATCP's BMPB of its plans, and the establishment complies with processing, labeling and recordkeeping requirements applicable to custom processing of wild game under Wis. Admin. Code ATPC § 55.08. Operators are to handle, store and process wild game products in a manner that prevents contamination of other meat or poultry products. Garbage bags and other nonfood grade containers or bags are not permitted for wild game receiving or for storage. Wild game are to be accepted from clean and unadulterated wild game carcasses only.

An establishment's processing of wild game cannot be done during times that interfere with the slaughter or processing of other food animals. Time or space requirements apply for the adequate separation of these operations. At all times, wild game product(s) are to be stored separately from other meat or poultry products and clearly identified as a wild game product. Wild game products are to be labeled in accordance to Wis. Admin. Code ATPC §§ 55.03(11) and 55.08(2), which includes clear identification of the species.

#### Signed Schedule Agreements

- All meat establishments are required to have a signed scheduling agreement with DATCP's BMPB as outlined in ATPC 55.03(12). The scheduling agreement should reflect the actual times when official, custom, and retail-exempt operations occur. This allows DATCP's BMPB to provide efficient and effective inspection coverage. Meat establishments are not allowed to produce or label product bearing the marks of inspection during days and times outside of the identified schedule. In the event this occurs, product is considered misbranded, and any meat establishment found to be operating outside of its approved hours of operation may be subject to regulatory control action, potential recall of product in commerce, and other enforcement actions.

- Schedule changes should be communicated to the meat safety supervisor a minimum of three business days in advance to allow adequate time to adjust inspection schedules. If inspection coverage cannot be provided, the request will be denied.

- All products bearing marks of inspection must be produced under a Hazard Analysis Critical Control Points (HACCP) plan, with a flow chart, hazard analysis, records, and supporting documentation. Any product labeled with the marks of inspection that does not receive the benefit of inspection and/or is not produced under a HACCP plan meeting the requirements outlined in 9 CFR 417 is considered adulterated and may be subject to regulatory control action, potential recall of product in commerce, and other enforcement actions.

- Establishments cannot produce and label multi-ingredient products without first submitting the formula to and receiving approval from DATCP's BMPB. All products bearing the mark of inspection must be labeled according to the requirements outlined in ATPC 55.10. Product names and ingredient statements must match what is on the approved formula. Any product that does not meet these labeling requirements may be subject to regulatory control action, potential recall of product in commerce, and other enforcement actions.

#### Opportunities for Meat Establishments

Gov. Tony Evers has continued to invest to improve the long-term viability of the state's meat and livestock industry and strengthen the meat workforce for years to come. In this effort, DATCP has administered the Meat Processor Infrastructure Grant Program to support meat processors as they increase harvest capacity and expand infrastructure. The first recipients of the initial \$200,000 were announced on May 5, 2022, and DATCP expects the second application period for an additional \$200,000 to open in early 2023. Recognizing the need to supplement these grants for meat processors, Gov. Evers created the Meat and Poultry Supply Chain Resiliency Grants, investing up to \$10 million in federal funds to continue to grow Wisconsin's meat processing industry. Through this grant, meat processors were able to request up to \$150,000 in grant funding. In October, DATCP announced that 91 recipients were selected to receive this grant funding.

Made possible through governor's \$5 million investment in the Meat Talent Development, DATCP is offering tuition reimbursement for HACCP trainings held at the University of Wisconsin-Madison. DATCP provided the first round of tuition reimbursement to eligible meat processors in August 2022. The next HACCP training is scheduled for March 2023. Once available, registration and training details will be available on the Meat Science and Animal Biologics website.

Through the Meat Talent Development Program, DATCP and the University of Wisconsin-River Falls created a Humane Handling Institute (HHI). The HHI is a first-of-its-kind program to provide hands-on training for current meat industry workers in humane pre-slaughter handling, stunning and slaughter. As part of this program, up to two staff per small slaughter facility in Wisconsin will be eligible for tuition reimbursement for select courses aimed at critical regulatory challenges for small plants. More information is available on the HHI website.

Sign up for email updates to stay updated on the upcoming HACCP training, Meat Processor Infrastructure Grant Program application window, and other opportunities.



Seasonings and Marinades



Meat Mixers, Grinders, and Stuffers



Curing and Aging Meat Cabinets



Rail and Shelving Systems



Portion Cutting Meat Slicers

773-858-9792  
Luigi Pintore

847-916-2051

2308 17th Ave  
Franklin Park, IL

crmnorthamerica.com

crm@crmnorthamerica.com

PROVIDING  
ALL YOUR  
PROTEIN NEEDS



J&B Group distributes and manufactures quality food products and services to retail and foodservice channels across the midwest region.

763.497.3913 | jbgroup.com

BUILT UPON  
A FLAVOR



Since 1923, A.C. Legg Inc. has provided meat processors with a variety of quality custom blended seasonings.

Our seasoning blends are crafted from only the finest spices available. Our people are unequalled in expertise and service.

LEGG'S  
CUSTOM BLENDED  
SEASONINGS  
A.C. Legg, INC.

Since 1923

P.O. Box 709 • Calera, Alabama 35040  
Phones: (205) 324-3451 • 1-800-4-ACLEGG  
Faxes: (205) 668-7835 • (205) 668-6997  
www.aclegg.com

# SIMPLE IDEAS ARE ENLIGHTENING



Simple is as  
simple does.  
Rollstock's RM-100  
Packaging  
Machine features  
state-of-the-art  
economical simplicity  
that is easy to use, saves on cost  
and space. And it's built tough.

**GET ENLIGHTENED**

Call **ROLLSTOCK** Today

800-295-2949  
www.rollstock.com



**Promarksvac Corp.**

Experienced Manufacturer of High Quality  
Food Processing & Vacuum Packaging Equipment



**We Manufacture What You Need!**

## ► Rollstock Packaging Machines

## ► Vacuum Chamber Machines

Table Top  
Single Chamber  
Double Chamber

*All Chamber Machines are  
UL, CSA & NSF Listed*

## ► Vacuum Tumblers

## ► Brine Injectors

## ► Shrink Dip Tanks

## ► MAP Tray Sealers

Roll Stock Packaging Machine - Mini Series  
PRS-320 Mini/ PRS-420 Mini Key Features

Quick Compressed Air Forming  
5/8" Stainless Steel Conveyor Chain  
Advanced PLC / HMI Control System  
Water Cooled Tooling  
Remote Diagnosis  
Chain Oil Lubrication System  
Easy Die Interchange  
Heated Electrical Cabinet

Check Out our Website for All Standard Features and Options  
[www.promarksvac.com](http://www.promarksvac.com)



**Promarksvac Corp.**  
**Main Office**

1915 E. Acacia St. • Ontario, CA 91761

Ph. 909-923-3888 • Fax: 909-923-3588

sales@promarksvac.com • www.promarksvac.com

Contact Our Sales Team

DATCP Provides Update on State Support for Meat Industry

**FOR IMMEDIATE RELEASE:** October 27, 2022  
**Contact:** Sam Otterson, Communications Director, (608) 224-5020 [sam.otterson@wisconsin.gov](mailto:sam.otterson@wisconsin.gov)  
*Commentary by Randy Romanski, Secretary of the Wisconsin Department of Agriculture, Trade and Consumer Protection*

MADISON, Wis. – As I think about the upcoming holiday season, I am thankful for the dedicated people that work to make sure Wisconsinites have access to delicious local food to enjoy with their families and communities. It is because of people just like you that we can provide this access to cranberries, vegetables, dairy products, and meat. I am proud of how we work together to improve the resiliency and strength of our state’s meat processing industry.

In October, Governor Evers announced that 91 meat processors were selected to receive a total of \$10 million in Meat and Poultry Supply Chain Resiliency Grants, helping improve the long-term viability of our state’s meat and livestock industry. During the application period, DATCP received 99 grant applications requesting more than \$11.1 million in funding, and I am proud that we were able to provide support to so many that requested funding. In the coming months, we will be opening the Meat Processor Infrastructure Grants again, offering another \$200,000 to meat processors that look to expand their operations and increase harvest capacity.

As we work together to grow meat processing in Wisconsin, we recognize just how much this industry relies on a dedicated workforce and the importance of cultivating new talent in the industry, increasing interest in these careers, and providing educational opportunities. Through Governor Evers’ Meat Talent Development Program, we have been working closely with stakeholders, industry organizations, producers, and universities to put programs in place to accomplish that mission.

DATCP and the University of Wisconsin-River Falls (UWRF) recently announced two new programs through the Meat Talent Development Program. The first announcement was about the development of a high school meat science curriculum to create awareness of opportunities in and attract students to careers in the meat industry. This new curriculum will serve as a tool for teaching high school students about Wisconsin’s livestock and meat industry and help position meat industry jobs as a potential career path for these students to pursue after graduation.

With the help of the agriculture education faculty at UWRF, the modules being developed will meet state and national educational content standards. The comprehensive curriculum will include lesson plans, slide decks, worksheets, quizzes, and two lab exercises. High schools will even be able to apply for a kit that includes basic meat processing equipment. In the spring, several high schools will pilot the program and provide feedback on the curriculum. This will allow us to tweak the curriculum and ensure it is meeting the needs of high school education programs before launching the program statewide.

Most recently, we were able to partner with UWRF to announce the creation of the Humane Handling Institute (HHI), which will provide comprehensive hands-on training for current meat industry workers in humane pre-slaughter handling, transport, stunning, and equipment maintenance. It will also lead the way for humane handling education across the state and nation through the series of 2.5 day-long workshops. Interested participants can select the workshops that meet their needs or complete the entire series of workshops. Trainees that complete the series and a project will receive a certificate in humane handling and stunning and the limited rights to utilize the program logo in marketing and promotional materials. Tuition reimbursement will be offered to 120 trainees from small slaughter establishments in Wisconsin that address critical regulatory challenges for these plants, but any current or aspiring staff may enroll in any of the five workshops.

In line with the goals of the Meat Talent Development Program, partnerships like this will support workforce training, create product marketing opportunities, and provide education on regulatory issues for meat processing establishments. I am excited to see how these initiatives will work together to support this critical industry in our state. As we continue to release new programs and opportunities, I encourage you to stay up-to-date by visiting DATCP’s website and signing up for meat industry news updates.

###

Find more DATCP news in our [newsroom](#), on [Facebook](#), [Twitter](#), and [Instagram](#).



OVER 50 YEARS OF EXPERIENCE  
**UW Provision**  
"THE MEAT PEOPLE" (AND SO MUCH MORE)

**Purveyors of Fine**  
**Beef \*Pork\* Poultry**  
**Lamb\* Veal\* Seafood**  
**Dairy Products**

"One of the largest food distributors in the Midwest."

Contact us for all your supply needs!



**UW Provision Co.Inc.**  
**2315 Pleasant View Road**  
**Middleton, WI 53562**  
**800-832-0517**  
**608-836-7421**  
[www.uwprovision.com](http://www.uwprovision.com)



### Built for What You Need

The EPS product line for cooler and freezer facilities can adapt to your current building to allow for a remodel, expansion or improvements to make your work more efficient.

EPS structures are used for food processing facilities and cooler/freezer storage.

Since 1981, EPS has been an industry leader in pre-engineered buildings.

Learn more at our website, or give us a call to talk about your needs.



### Remodel

If you are ready to expand your facility, let's talk about our Tuffy™ cooler and freezer walls that utilize expanded polystyrene foam. We pay careful attention to vapor barriers to assure a tight energy-efficient facility.











### Expand

For industrial, commercial and cold storage buildings, Energy Lok™ insulated panels can be used in longer spans than typical steel wall panels, which can mean less girts. It can also be used in place of stud wall systems as interior division walls.



### Improve

EPS custom freezer and cooler thermal doors are designed to meet the demands of heavy use. These are heavy-duty doors made with quality materials and outfitted with durable hardware that will get the job done day after day.







LEARN MORE:  
Find us on Facebook  
EPSBUILDINGS.COM



Give Jon a call at: 608-843-5000  
or email: [jmeyer@epsbuildings.com](mailto:jmeyer@epsbuildings.com)



**OVER 75% OF 2022  
WAMP GRAND CHAMPION WINNERS  
WERE SMOKED IN A PRO.**

---

**OLD-WORLD PIT-HOUSE FLAVOR.  
THAT'S THE SECRET BEHIND  
THE PRO SMOKER.**

920-625-3017   info@pro-smoker.com   www.pro-smoker.com

THE LEADERS IN FLAVOR INNOVATION


**OUR CRAFT IS FLAVOR**



**PS**  
**The NOTORIOUS PIG RUB**  
PULLED PORK SEASONING

CUSTOM BLENDING | RETAIL PRODUCTS  
LIQUID MANUFACTURING | BULK SEASONING

920-387-5255   psonline@psseasoning.com   www.pseasoning.com



# H. GABBEI MEATS, INC.

---

## HIGH-QUALITY MEAT DISTRIBUTOR

*BEEF ~ PORK ~ VEAL ~ LAMB ~ CHICKEN ~ HI TEMP CHEESE*

**CONTACT ONE OF OUR SALES ASSOCIATES TODAY!**

**800-261-1122**

P.O Box 930255 - 510 S. Nine Mound Rd. Verona, WI 53593-0255

**3<sup>RD</sup> GENERATION FAMILY OWNED AND OPERATED SINCE 1955**

## 91 Wisconsin Plants Receive Grants from WI DATCP

Gov. Tony Evers, together with the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP), announced that 91 meat processors have been selected to receive a total of \$10 million in Meat and Poultry Supply Chain Resiliency Grants. DATCP received 99 applications requesting more than \$11.1 million in funding. The selected recipients include (Projects have been selected to receive grants pending contract finalization.):

45 Meats – Antigo, Langlade County  
 Artemis Provisions and Cheese – Mount Horeb, Dane County  
 Bakalars Sausage Company – La Crosse, La Crosse County  
 Barnyard Butchers, LLC – Chilton, Calumet County  
 Barney's Meat Market, Inc. – Weyerhaeuser, Rusk County  
 Bay View Packing Company – Milwaukee, Milwaukee CTY  
 Blair Meat Market – Blair, Trempealeau County  
 Bob's Processing Inc – Bloomer, Chippewa County  
 Boss Hog Meats – Eleva, Trempealeau County  
 Bri's Processing – Colfax, Dunn County  
 Chippewa Falls Industries – Alma Center, Jackson County  
 Conrath Quality Meats, LLC – Conrath, Rusk County  
 Crescent Meats – Cadott, Chippewa County  
 Dashing Duo, LLC (dba Bohemian Ovens) – Bloomer, Chippewa County  
 Driftless Harvest Poultry Processing, LLC – Mineral Point, Iowa County  
 Driftless Provisions, LLC – Viroqua, Vernon County  
 Evenson Processing – Spring Green, Sauk County  
 Fox Brother's Piggly Wiggly – Slinger, Washington County  
 Geiss Meat Service, LLC – Merrill, Lincoln County  
 Glenn's Market and Catering – Watertown, Jefferson County  
 Grandpa's Meat Market, LLC – Medford, Taylor County  
 Green Bay Dressed Beef, LLC – Green Bay, Brown County  
 Green Bay Processing – Green Bay, Brown County  
 Gunderson Foods, LLC – Mondovi, Buffalo County  
 Gunderson's Custom Meat Processing – Pardeeville, Columbia County  
 Harry Hansen Meat Service – Franksville, Racine County  
 Hauber Brand Meats Inc. – Dickeyville, Grant County  
 Hewitt's Meat Processing Inc. – Marshfield, Marathon CTY  
 Holmen Locker and Meat Market, LLC – Holmen, La Crosse County  
 Hursh Meat Processing – Poplar, Douglas County  
 J&L Meat Sales, LLC – Sheboygan, Sheboygan County  
 Jacobsons Market, LLC – Chippewa Falls, Chippewa County  
 JM Watkins – Plum City, Pierce County  
 JNE Meats LLC – Chippewa Falls, Chippewa County  
 Johnsonville, LLC (Meadowside Coex Chill Zones) – Sheboygan Falls, Sheboygan County  
 Johnsonville, LLC (Countryside Large Batch Blending for Formula Flexibility) – Sheboygan Falls, Sheboygan County  
 Julius Falkavage, LLC People's Meat Market – Stevens Point, Portage County  
 Kettle Range Meat Company – Milwaukee, Milwaukee CTY  
 Kewaskum Foods LLC – Kewaskum, Washington County  
 Kidfarm LLC – Chilton, Calumet County

Kluk and Pluk – Berlin, Green Lake County  
 Kropf's Meat Processing – Bowler, Shawano County  
 Laufenberg Meats, LLC – Waunakee, Dane County  
 LeRoy Meats of Horicon Inc. – Horicon, Dodge County  
 Lodi Sausage Company – Lodi, Columbia County  
 Louie's Finer Meats Inc. – Cumberland, Barron County  
 Lumpia City – Waterford, Racine County  
 MacFarlane Pheasants Inc – Janesville, Rock County  
 Malterer Meats LLC – Iron Ridge, Dodge County  
 Mark Victor Craig – Holmen, La Crosse County  
 Miesfeld's Triangle Market LLC – Sheboygan, Sheboygan CTY  
 Ney's Premium Inc. – Hartford, Washington County  
 Nordik Meats Inc – Viroqua, Vernon County  
 Northern Trails Meats, LLC – Watertown, Jefferson County  
 Northland Kosher Beef – Green Bay, Brown County  
 Northstar Bison, LLC – Rice Lake, Barron County  
 Northwoods Locker LLC – Clayton, Polk County  
 Otto's Meats – Luxemburg, Kewaunee County  
 Outdoor Addiction Meat Processing LLC – Blue Mounds, Dane County  
 Paulie's Chop Shop, Inc. – Luxemburg, Kewaunee County  
 Pine Creek Processing – Ridgeland, Dunn County  
 Random Lake Butcher Shop – Random Lake, Sheboygan CTY  
 Reams Family Foods, Inc. – Hudson, St. Croix County  
 Richland Locker Company – Richland Center, Richland CTY  
 Riverside Meats – Waukesha, Waukesha County  
 Roskom Meats LLC – Kaukauna, Outagamie County  
 Ross' Glenwood City Locker – Glenwood City, St. Croix CTY  
 Sailers Food Market & Meat Processing Inc. – Wilson, St. Croix County  
 Salchert's Market – St. Cloud, Fond du Lac County  
 Salmon's Meat Products – Luxemburg, Kewaunee County  
 Sheboygan Pasty Company Inc. – Sheboygan, Sheboygan CTY  
 Siverling Centennial Farm – Bloomer, Chippewa County  
 Solar Meats, LLC – Soldiers Grove, Crawford County  
 Southern Wisconsin Meat Cooperative – Blanchardville, Lafayette County  
 St. Joe's Country Market – La Crosse, La Crosse County  
 Stoddards Market – Cottage Grove, Dane County  
 The Butcher & The Baker, LLC – Brantwood, Price County  
 The Butcher in Pine River – Pine River, Lincoln County  
 The Durand Smokehouse – Durand, Pepin County  
 The Meat Block LLC – Greenville, Outagamie County  
 The Meat Schoppe, LLC – Lancaster, Grant County  
 TMB East LLC – Kaukauna, Outagamie County  
 Underground Meats LLC – Madison, Dane County  
 United Steaks – Prairie du Chien, Crawford County  
 Vojik's Stockyard – Fairchild, Eau Claire County  
 Weber's Processing Plant – Cuba City, Grant County  
 Wellbrooks Investments, LLC – Sparta, Monroe County  
 Wenzel's Farm – Marshfield, Wood County  
 Wilson Farm Meats – Elkhorn, Walworth County  
 Wisconsin River Meats – Mauston, Juneau County  
 Woods and Waters Fish Farm – Juneau, Dodge County

## University of Wisconsin 2023 Upcoming Meat Science Extension & Industry Activities

January 10-12	<b>Meat Curing School (Master Meat Crafter Training Program)</b> <i>UW-MSABD, Madison</i>
January 22-23	<b>Appendix A &amp; B Workshop</b> <i>IPPE, Atlanta, GA</i>
January 24-26	<b>IPPE</b> <i>Atlanta, GA</i>
February 4:	<b>State 4H Meats Judging Contest</b> <i>UW-MSABD, Madison</i>
February 7-9:	<b>Meat Snacks Short Course</b> <i>UW-MSABD, Madison</i>
March 1-2:	<b>Basic HACCP Short Course</b> <i>UW-MSABD, Madison</i>
March 7-9:	<b>Salumi 101</b> <i>Penn State University</i>
March 21-23:	<b>Wisconsin Meat Processing School</b> <i>UW-MSABD, Madison</i>
April 13:	<b>Wisconsin Assoc. of Meat Processors Pre-convention Workshop</b> <i>UW-MSABD, Madison</i>
April 14-16:	<b>Wisconsin Association of Meat Processors Annual Convention</b> <i>Middleton, WI</i>
April 28:	<b>State FFA Meats Judging Contest</b> <i>UW Meat Lab; Madison, WI</i>
May 9-11:	<b>Cooked &amp; Emulsified Sausage School (Master Meat Crafter Training Program)</b>  <i>UW-MSABD, Madison</i>



### Did you know?

The University of WI-MSABD just launched a new website. <https://meatsciences.cals.wisc.edu/>

Click on the "Extension" tab for upcoming short courses, workshops and events.

## Joel Reck Represents Wisconsin on AAMP Board



Congratulations to Joel Reck, Wenzel's Farm LLC, Marshfield, as he was elected to the Board of Directors for the American Association of Meat Processors at their annual convention in Des Moines, IA, in July of 2022. (Joel is pictured 5<sup>th</sup> from left.) Joel's term is through 2025.

## Wisconsin FFA Needs Meat Contest Host Plants

The goal of Wisconsin FFA Meats is to offer additional competitions- At present 1 [a single] competition is offered for FFA members to participate in prior to the State Competition. This competition is held in March and hosted by UW Platteville during their regional FFA competition. We would really like to offer additional opportunities throughout Wisconsin, particularly in cooperation with the 4 other regional FFA events. We are not limiting offering competitions to only the same time and locations of current regional FFA events, in fact we encourage all competitions. Please contact the WAMP office if interested in hosting a contest (608-636-0639 or email [dianne@wi-amp.com](mailto:dianne@wi-amp.com)).

We would like to find business locations to offer FFA meats competitions within 20 or maximum of 30 minutes from the 4 regional events. 1- Marshfield 2- River Falls, 3- Appleton, 4- Janesville. We hope your WAMP membership can help us find these additional locations.

We suggest the following classes as a minimum for a regional competition.

1. 1 class of 4 beef carcasses for placing and yield and quality grading [wholesale cuts of ribs could be used instead of carcasses]
2. 1 class of pork carcasses for placing [wholesale cuts of loins could be used instead of carcasses]
3. 2 classes of Retail placing [1 beef- 1 pork]
4. 2 sets of 10 retail cuts for identification mixture of beef, pork, lamb



Retail Placing Class of Hams





## Log & Trend Your Processing Temps!

BAPI's Blu-Test wireless test instruments eliminate the hassle of hand-recording food processing temps for your HACCP plan.

- Data logging, trending and easy sending of files with the Blu-Test App
- Rugged probe frees your hands from cords, meters and clipboards
- Each probe stores the time-stamped logs in its onboard memory for downloading at your convenience




**Blü-Test**  
Piercing Probe & Smart Device App

**NSF**

**BAP!**  
Building Automation Products, Inc.  
+1-608-735-4800  
sales@bapihvac.com  
www.bapihvac.com/blu-test

Learn more about the Blu-Test Suite by calling us at +1-608-735-4800 or visiting [www.bapihvac.com/blu-test](http://www.bapihvac.com/blu-test)

## SAFE. SANITARY. SMART.

FDA-Approved select-grade papers.

Call for your **FREE** sample today!

**NO CARDBOARD.  
NO TAPE.  
NO PROBLEMS.**



**PPI**  
Patty Paper, Inc.

800 • 782 • 1703  
[www.pattypaper.com](http://www.pattypaper.com)




## A Mask for Your Every Need

### WorkHorse® N95 Molded Respirator

*The Only N95 Mask Designed for Meat Processors*

Item #: E542 09305

**ONLY \$22.95**  
PER BOX OF 20



Straps have no staples that can fall into food.

### WorkHorse® Disposable Facemask\*



3-Ply masks are constructed of soft, pleated materials for optimum comfort.

ASTM LEVEL 1  
BFE ≥ 95"

Item #: E542 09915

**\$9.95** PER BOX OF 50

\*General use masks, not intended for use by health care professionals. NOT FOR MEDICAL USE.  
\*\*Ideal for procedures where low amounts of fluid, spray and/or aerosols are produced.

**800-456-5624 • [www.bunzlpd.com](http://www.bunzlpd.com) • FAX: 800-329-5624**

**NO RETURN**



**EXCALIBUR™**  
Legendary quality. Royal flavor.

Web: [excaliburseasoning.com](http://excaliburseasoning.com)  
EM: [sales@excaliburseasoning.com](mailto:sales@excaliburseasoning.com)  
Phone: 800.444.2169  
Address: 1800 Riverway Drive  
Pekin, IL 61554

# TemPac

We Stick with You!

## EconOmarker

NEW ADDITION TO THE TemPac TEAM,  
SAME GREAT PRODUCTS & SERVICES.

- Deli Scale Labels
- Pre-Printed Custom Labels
- Label Printers & Software
- Scale Weigh Systems
- Label Dispensers/Rewinders

E-mail us for a free label sample kit and money saving quote

Robin Bacopoulos, TemPac, LLC  
5590 Lauby Rd. Suite 10, North Canton, OH 44720  
800.482.7225 330.418.4747 Fax: 513.777.3283  
email: [robin@tempac.net](mailto:robin@tempac.net) [www.tempac.net](http://www.tempac.net)



## QUALITY ALWAYS SHOWS



# QUALITY

CASING CO., INC.

*Featuring a complete line of:*

- Natural hog, beef and sheep casings
- Edible collagen, fibrous and vacuum pouches
- Casings for skinless products

**1-800-328-8701**  
P.O. Box 229, Hebron, KY 41048  
[www.qualitycasing.com](http://www.qualitycasing.com) • email: [qnc@qualitycasing.com](mailto:qnc@qualitycasing.com)  
fax: (859) 689-5177



# WANTED

## Cut Marrow Bones

## Beef Suet

# Sailer's

Elmwood, WI

SINCE 1923

PAYING \$1.25/LB FOR BONES  
PAYING \$.20/LB FOR SUET

(715) 495 5619  
jake@sailersmeats.com

## USDA Expands Rural Partners Network to Wisconsin Crescent Meats Receives Rural Partners Network Grant

**Neopit, Wis. November 3, 2022** – U.S. Department of Agriculture (USDA) Secretary Tom Vilsack and Ambassador Susan Rice, White House Domestic Policy Advisor, today announced the expansion of the Rural Partners Network (RPN) to 12 Wisconsin counties. RPN is an all-of-government program that partners with rural people to access resources and funding to create local jobs, build infrastructure, and support long-term economic stability on their own terms.

Vilsack and Ambassador Rice are in Wisconsin today meeting with people, businesses and organizations who will benefit from RPN's expansion. This includes an independent meat processor and a Tribal college that are located in two new RPN community networks.

"The Biden-Harris Administration is committed to ensuring that people in rural communities have every opportunity to succeed – and that they can find those opportunities right at home in rural America," Vilsack said. "Rural people make up America's spirit and character and provide the everyday essentials our country depends on. We know that when rural people thrive, America thrives. By expanding the Rural Partners Network, we can help these important but often overlooked communities receive their fair share of government resources to keep rural people and economies prepared for the future."

The Rural Partners Network is providing a blueprint for how federal agencies can better serve rural communities everywhere. This work will ensure rural communities have a voice in policymaking and empower them to get their fair share of federal funds. For example, Vilsack and Rice today announced investments in two counties selected for the Rural Partners Network:

**In Chippewa County, Crescent Meats, LLC in Cadott will use a \$1.5 million Meat and Poultry Processing Expansion Program (MPPEP) grant to offset the costs associated with a 19,400 square foot expansion project which will allow Crescent Meats to increase production, add 35 skilled jobs, improve food safety, and streamline processes by adding additional office, dock and storage space.**

See complete press release at <https://www.rd.usda.gov/newsroom/news-release/usda-expands-rural-partners-network-wisconsin>.

# KERRES

anlagensysteme

Hybrid Airflow System

## HYBRID AIR TECHNOLOGY

## MODULAR DESIGN

## PERFECT BREAK POINT CONTROL

### BACON

- 60 Slabs per trolley
- 3 hour total process time - Smoked and Heat Treated
- increase consistency and yield throughout entire load regardless of the system size.
- Up to 14 trolley inline systems is possible

### WHOLE MUSCLE JERKY / EXTRUDED JERKY

- up to 40 screens per trolley
- cut total process time > 35%
- increase consistency and yield throughout entire load regardless of the size of the system

### SNACK STICKS

- perfect "Red Mahogany Color" on clear collagen casings
- cut total process time > 35%
- increase consistency and yield throughout entire load regardless of the system size

### FISH

- up to 28 screens per trolley
- cut total process time > 35%
- increase consistency and yield throughout entire load regardless of the system size

# KERRES

# USA

# KERRES

anlagensysteme

K+G WEITER

schwa



BADEN-WÜRTTEMBERG  
Made in Germany

## Kerres USA, LLC

**Thomas Springman**  
Managing Partner

[tom@kerresusa.com](mailto:tom@kerresusa.com)

Mobile: (570) 279-2989  
Phone: (570) 924-3278  
Fax: (570) 924-3332

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



Phone: 800.567.8113 • 320.251.1700  
Fax: 320.252.1220  
Email: [info@djvlabs.com](mailto:info@djvlabs.com)  
Online: [www.djvlabs.com](http://www.djvlabs.com)

520 Sundial Dr. Waite Park, MN 56387

**DIGITAL PRINTING AVAILABLE**

**SHORT RUNS • NO PLATES • 100 - 5,000**

*Digital printing is an economical method for printing custom labels with photographic quality graphics, crisp text, and vibrant colors.*

**SPEED - Quick turnaround**

**QUALITY - High resolution and vibrant colors**

**COST - No plates to create, & minimal machine setup**

- \* Labels, Inserts & Sleeves
- \* Complete Art Department
- \* Blanks to 8 color labels
- \* Adhesives to Fit all Needs
- \* Wide Range of Materials: Paper, Film, Direct Food Contact, etc.
- \* Thermal Printers, Scale Systems, Software & On-site Training
- \* Thermal Ribbons for all Printers





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

**AND SO MUCH MORE!**



## Insurance Coverage Tailored to Your Business

We know your business is unique. That's why we offer custom business insurance plans tailored to you, so you can be confident when you entrust your business' future to us.

**Contact a local agent to review our business coverages or request a quote at [www.RuralMutual.com](http://www.RuralMutual.com).**

**Rural Mutual**  
Insurance Company



## Taste the Reichert Difference

**Marinades**  
**Cures**  
**Sausage Seasonings**  
**Flavored Panko**  
**Binders**  
**Chemicals**  
**Seasonings & Rubs**  
**Custom Blending**  
**Jerky Seasonings**  
**Bacon Rubs**  
**and more**



**Terry Treuer**  
**414-630-3410**  
**[tatreuer@hotmail.com](mailto:tatreuer@hotmail.com)**

Family Farms, Inc. is a wholesale food distributor based in Eleva, Wisconsin. Our reputation has been built on service and integrity, supplying the Midwest with quality food products since 1972. We believe the best way to build our business is to help you build yours, delivering the products and services you expect and demand.

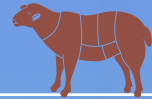
**We look forward to serving you! (800) 584-9434**





Niche Meat Processor Assistance Network, American Association of Meat Processors, and Kitchen Table Consultants Presents:

# MEAT PROCESSOR ACADEMY MASTERMIND



Business Accelerator Intensive  
12 month program begins February 2023

This online mastermind program is targeted to **business owners, operators, and managers of inspected meat businesses** with 10 to 150 employees who wish to scale up and strengthen their businesses. It **combines virtual classes with one-on-one coaching** to reinforce the lessons learned, creating lasting and impactful change for your business. Monthly meetings will include expert instructors, real business case studies, and ample time for group discussion and problem solving.

**Apply now for a limited seat at**  
[www.meatprocessoracademy.com](http://www.meatprocessoracademy.com)

- Application Deadline: January 10th, 2023
  - Selections made the week of January 23rd
  - Only 20 processors will be selected
  - Full participation required
  - \$1,500 investment with \$500 returned at completion of program
- Partial scholarships reserved for BIPOC and socially-disadvantaged operators



APPLY:



NICHE MEAT PROCESSOR  
ASSISTANCE NETWORK

KITCHEN TABLE  
CONSULTANTS



MEAT PROCESSOR ACADEMY

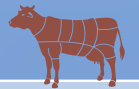
a project of the Niche Meat Processor Assistance Network (NMPAN)

[www.nichemeatprocessing.org](http://www.nichemeatprocessing.org)



Apply Now: <https://meatprocessoracademy.com/mastermind-program>

## Mastermind Program Curriculum



<b>MONTH 1</b> Mastering your Chart of Accounts	<b>MONTH 2</b> Understanding and Utilizing the Balance Sheet	<b>MONTH 3</b> Budgeting and Cash-flow; Deepen Knowledge of Accrual vs Cash	<b>MONTH 4</b> Operations Analysis and SOPs Creation for Quality and Efficiency
<b>MONTH 5</b> Operationalizing Food and Workplace Safety	<b>MONTH 6</b> Technology, Traceability, Scaling with Software Upgrades, and Managing the Change	<b>MONTH 7</b> Labor Strategy for Matching Production to Capacity	<b>MONTH 8</b> Leadership Principles, Staff Incentives, and Labor Tracking for Profitability
<b>MONTH 9</b> Market Channels Overview and Risk Management Strategies	<b>MONTH 10</b> Establishing Product and Service Margins for Profitability	<b>MONTH 11</b> Adding a New Market / Wholesale vs Retail	<b>MONTH 12</b> Feasibility and Strategic Planning / Metrics for Success



- **Solve** the biggest hurdles in your meat business
- **Uplevel** your financial record keeping systems
- **Improve** your profit potential
- **Learn** from your peers and other experts in the industry
- **Understand** how to identify your key business metrics compared to your peers
- **Create** an Action Plan for success



**Apply now for a limited seat at**  
[www.meatprocessoracademy.com](http://www.meatprocessoracademy.com)



NICHE MEAT PROCESSOR  
ASSISTANCE NETWORK

KITCHEN TABLE  
CONSULTANTS



MEAT PROCESSOR ACADEMY

a project of the Niche Meat Processor Assistance Network (NMPAN)

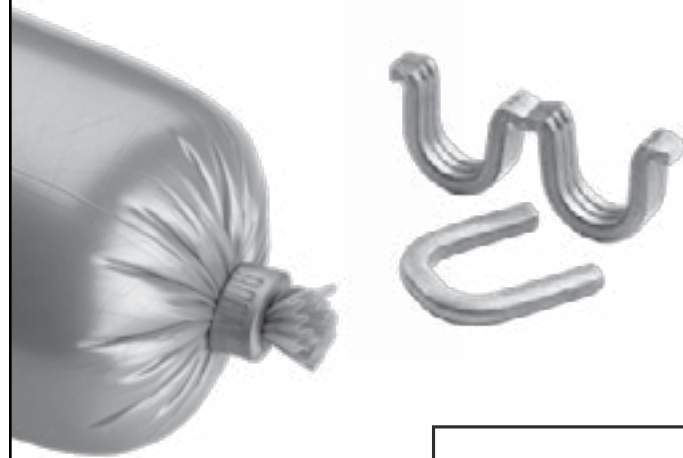
[www.nichemeatprocessing.org](http://www.nichemeatprocessing.org)

Apply Now: <https://meatprocessoracademy.com/mastermind-program>

APPLY:



# Clip it... clip it good.



LEARN MORE at  
**polyclip.com**

**poly-clip®**  
SYSTEM

## Enviro-Pak

Look to us for affordable, quality equipment built in the U.S.A. that will last.

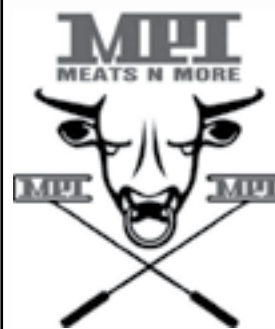
Why settle for an oven that has been "adapted" for your food product when we manufacture a size and type of oven tailored to your needs.



We give you more options with our flexible designs and control packages than any other manufacturer.

Smoke, Cook, Bake, Dry, Roast, Steam or Chill your product with our versatile product line.

15450 SE For Mor Ct. Clackamas, OR 97015 U.S.A.  
503-655-7044 1-800-223-OVEN (6836) 503-655-6368 Fax  
www.enviro-pak.com sales@enviro-pak.com



## For All Your Fresh Meat & Sausage-Making Needs, Call MPI

\* State-wide Distributor \*  
\* W.A.M.P Member \*

- Newly Weds (Witt) Seasoning
- Bulk Spice
- Seasonings
- Cures
- Binders
- Stuffings
- Marinades
- Custom Seasoning Blends
- Liquid Smoke
- Franz Hickory Sawdust
- Hi-Temp Cheese
- Casings

For more information or to place an order,

**CHAD MATHEWS**  
**1-800-303-3091**

4850 Helgeson Drive, Madison, WI 53718 800-903-7281

**STORAGE AVAILABLE \* FROZEN - FRESH - DRY GOODS**



**Contact: Scott Schank**  
**Call or Text: 651-335-2170**  
custommeatsolutions@gmail.com

Visit: **CustomMeatSolutions.com**

**Custom Meat Processing Software**  
**Customized Cut Lists**  
**Order Tracking & Invoicing / Receipt**  
**Text & Email Your Customers Reminders**

- An End to Bloody Cut Lists and Documentation
- Automated Cut Lists - All Wild & Domestic Animals
- Dedicated Cut-Lists For Beef, Pig, Lamb, Deer, Bear
- Retail Ordering: Online, Curb Side, In Store, Other
- Integrated Calendar & Scheduling
- Customer & Farmer Contact & Order Tracking
- Automatic Sausage Processing & Fulfillment
- Call Logging & Business Activity Reporting
- Pre-Order, To Processing & Pickup
- No More Manually Creating or Losing Order Forms
- Optional Online Ordering and Customer Login
- Nothing to Install, Unlimited Users, No Limits On Accessibility. Runs On Any PC, Tablet or Cell Phone
- Many More Features To Save You Time & Money!

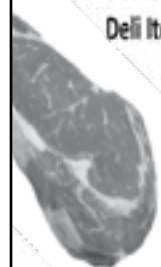
**Looking Forward To Helping your Business**

**CALL For A FREE Demo & Full Trial**



For over 30 years, Kenrich Foods has offered a variety of premium products from the nation's top vendors. We are committed to providing our customers the best possible service.

Distributors of Fresh Beef, Pork, Poultry, Seafood, Cheese and Deli items.



**KENRICH FOODS CORPORATION**  
915 Industrial Drive  
P.O. BOX 854  
West Salem, WI 54669-0854  
**www.kenrichfoods.com**  
**1-800-227-7348**



Contact us today for all of your fresh meat needs!

November 2022



## HIGH PLAINS FRONTIER SUPPLY LLC

Quality Equipment and Products from Harvesting to Packaging

## RÜHLE

## Enviro-Pak SCHÄLGEMAT.



**PS SEASONINI**  
Est 1986

**REX**  
TECHNOLOGIE  
VACUUM FILLER & PORTIONING SYSTEMS



**High Plains Frontier Supply, LLC**

1055 East 1st Street Loveland, CO 80537  
Office: (970) 776-9881 Fax: (970) 776-6900  
Email: Info@HighPlainsSupply.com

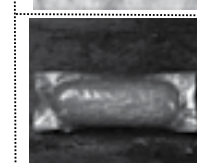
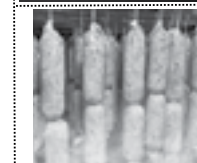


### Our Services

- \* Sales
- \* Installation
- \* Training
- \* Service
- \* Support

### What We Sell

- \* Kill Floor Machinery
- \* Processing Equipment
- \* Smokehouses
- \* Product Spices and Seasonings
- \* Packaging Equipment



# Where There's Smoke, There's a Scott!

- Quality Options for the Small to Large Producers
- Sales Reps You know and Trust
- Performance You can Rely On

## STANDING ABOVE THE COMPETITION

- Greater Product Yields
- Shorter Cooking Times
- Advanced Technology
- Customer Service
- Shorter Smoke Times

TRADITIONAL  
EUROPEAN  
QUALITY YOU  
HAVE COME  
TO RELY ON!

***We won't tell you  
we are the best. We  
will show you we  
are the best!***



**ScottPec®**

JON FROHLING | 303.823.5839 | 605.380.0766  
jon@scottpec.com | www.scottpec.com



## PACKAGING & LABELING



## SUPPLIES



## PROCESSING

UltraSourceUSA.com | 800-777-5624 | SINCE 1883

# Powerful Packaging for Superior Sausages

(and bacon, and steaks, and snack sticks, and...)



**Hoesly's Meats** has been family owned and operated since it was established on May 1st, 1983 by **Dennis & "Toots" Hoesly**. The family business has followed European traditions & continued fine craftwork through the years.

**Hoesly's** has brought the fine art of Swiss sausage making and custom meat processing to New Glarus, Wisconsin, just 25 minutes southwest of Madison.

Now, over 33 years later, the craft has been passed on from family member to family member for 3 generations, and now offers butchered meats, snack sticks, sausages and other services.



**The RS420c  
Thermoforming  
Roll Stock  
Packaging Machine**

Join VC999 for: WAMP, AAMP, IPPE, Pack Expo, Process Expo, & More!

**Proven To:**

- **Increase Production Capacity & Capability**
- **Lower Labor Costs Up to 70%**

- Customizable Machine Design
- Equipped with Busch Pumps
- Safe & Simple to Operate
- Low-Cost Maintenance
- Sanitary Design
- Vacuum & Gas Flush Options
- Rigid or Flexible Materials
- Based in Kansas City - USA
- Loved by Hoesly's Meats

**Our Packaging Machines Can Help Your Business Too. Call Today!**

VC999 Packaging Systems  
419 E. 11th Ave. Kansas City, MO 64116

Call 800-728-2999 • Fax 816-472-1999  
Sales@VC999.com • VC999.com



November 2022

## WAMP Board Meeting Minutes

**Board Meeting Minutes; October 14, 2022**

**DoubleTree by Hilton, Madison, WI**

Board Members in Attendance: Phil Schmidt, Scott Vorpapel, Russ Krantz, Lee Falkavage, Kathy Vorpapel, Drew Brinker, Tim Brueggen, Andy Geiss, Ben Gehring, Rick Reams, Jessica Brown, Andy Pearson, Louis Muench, John Franseen, Jake Sailer, Dr. Jeff Sindelar, and Dianne Handsaker. Absent: Mike Bills, Roy Elsenpeter, Brandon Clare, and Jeff Swenson.

The meeting was called to order by President, Jake Sailer, at 12:47 pm. Secretary's Report: Minutes of the following meetings were emailed earlier in the week and also presented in writing: May 6, 2022, June 3, 2022, August 19, 2022 and September 16, 2022. Chris Hermann moved to approve the minutes. John Franseen seconded. Motion passed and the minutes were approved. Secretary Update: Website Committee meeting and issues, By-laws committee meeting and prep, Coalition Conference prep for Meat and Greet, AAMP Affiliate calls, SWTC Focus Group meeting, DATCP meeting, an abundance of communications, Lobbyist information prep and gathering, plant surveys, board meeting prep and 2023 Convention Planning.

Treasurer's Report. Kathy Vorpapel presented the Balance Sheet (10/9/22) and the Profit and Loss Statement (7/1-10/9/22). Kathy highlighted various expenses and income. Logo design expense is under Website maintenance. Massachusetts Fund shows the fund at \$363,271.19 on the last statement. The accountant will make the adjustment at a later time on the Balance Sheet. Rick Reams moved to approve the Treasurer's report. Louis Muench seconded. Motion passed and the Treasurer's Report was approved.

Product Show Committee Report: Ben Gehring reported that no ribbons will be given out in 2023. Need to address the rug situation if Valley is not the trade show provider. Discussed having a rotating class that may include a class for those entering product their First Time and a special "showcase" class and possibly one more class. The suggestion was given to take all First Time Convention Attendees through the Product Show with a board member. Ben asked for a request to be placed in the January and Early March newsletters asking for volunteers at the Product Show. Will discuss the rotating class to start at the 2024 Convention. No rule changes discussed at this time.

Website Committee Report: Lanex was called on September 15 (Jake, Dianne, Dr. Sindelar with Max McCoy) and asked to part ways and a refund of \$6000 given back to WAMP. On September 26, Matt McCoy responded via email stating there would be no refund and included their cancellation policy that states no refunds. Dianne Handsaker contacted Rick Alaniz (an attorney that works with AAMP) and he recommended we contact an attorney close to Lanex and ask them to write a demand letter for WAMP requesting our monies be returned. Ben Gehring has contacted a local attorney and he will be in contact with Dianne to gather all the information. The board discussed at length about the costs of hiring an attorney, small claims court and the status of what has been paid and not paid. Scott Vorpapel moved to contact a lawyer to write a demand letter to receive our money back from Lanex. John Franseen seconded. Motion passed. If the demand letter is not successful, small claims court was recommended.

By-laws Committee Report: The committee was comprised of Scott Vorpapel, Lee Falkavage and Andy Pearson along with Dianne Handsaker. The committee met and reviewed the current by-laws. Copies were distributed to the board that included removing content and adding content. Scott Vorpapel reviewed all the suggested revisions.

He also discussed the process of having the suppliers nominate their candidates at the Supplier/Exhibitor Meeting on Saturday morning, but the actual election take place at the WAMP Annual Meeting on Saturday afternoon with the Operator directors election. Did discuss adding Professional Services to the Supplier Membership description. Revisions will be presented at the next meeting. Discussed having a Code of Conduct/Ethics. Dianne will reach out to Dan Neuman, AAMP and other state affiliates for examples.

Old Business:

1. FFA Meats Judging: Ken Engelke was in person to ask for plants to consider hosting FFA Meats CDE Contests near the Marshfield, Appleton, Janesville and River Falls contest locations. Would like to host contests at plants that are 20-30 minutes proximity of those towns, but would consider a longer drive. Weber's at Cuba City are already hosting the contest in connection UW-Platteville. Lee Falkavage offered People's Meat Market to host the contest near Marshfield. Members discussed the desires to have high schoolers learn meats judging and be able to see meat plants, etc. Ken presented what they actually need for the contests. It was decided to send a letter to plants explaining what is need to host a contest. The State FFA Meats contest is held at UW MASBD in early April on a Friday with the 4-H State Meats Contest held the next day. The cost of the contest to FFA and 4-H was discussed. 2. DATCP Meeting: Jake Sailer discussed that himself along with Dr. Jeff Sindelar and Dianne Handsaker met with members of DATCP on October 5, 2022. DATCP was represented by Paul Humphrey, Sec. Randy Romanski, Keeley Moll, Joe Meyer and Reed McRoberts. The meeting first included discussions about the recent recalls throughout State Inspected facilities and the reasons for those recalls. Then the meeting turned to a discussion about the recent variances and changes with Retail Store inspections and the implementation of the Food Code changes made in 2020, but not implemented until late in 2021 or 2022. The implementation also varies among counties. The discussion continued with the state's requests to include retail HACCP plans, etc. In the end, DATCP is to send WAMP several materials to help plants with their needs to stay compliant.

WAMP also asked to be involved in rewriting the food code for WI in the near future. In general, the meeting went well and we are working towards increased communication with DATCP, Meat and Poultry Inspection, as well as, Public Health/County inspections.

3. Lobbyist for WAMP: The committee met on Thursday, October 13, 2022, and reviewed proposals from Michelle Kussow (MK Lobby), Brandon Scholz (The Capitol Group), Jolene Plautz, John Jacobson, Jordan Lamb, and Jason Culotta. The WI Farm Bureau Federation was also contacted, but did not submit a proposal. The committee first reviewed the Plant Surveys and created a list of target needs for WAMP: watch dog for WAMP, grant funds for processors or training, report to WAMP if there's activity that will affect our membership, regulatory voice at DATCP, and include WAMP in the WI Budget Appropriations discussion. The costs of hiring a lobbyist range from \$2000 to \$10,000 per month depending upon their services. The committee had narrowed the process to two lobbyist and one would cost \$2000/month and the other cost \$3500/month for the services that address the target needs. Discussion continued amongst the board members including comments from the WI Meat Caucus. Members of the meat caucus that are currently not members of WAMP expressed interest in joining WAMP if WAMP had a lobbyist. Discussed a potential dues structure that included

## WAMP Board Meeting Minutes Cont.

a dues structure based on the volume of the business (similar to AAMP). Discussed sustainability to the WAMP organization. It was noted that the Massachusetts Fund was going to be used to pay for the lobbyist. Kathy Vorpapel noted that in 2014 the Massachusetts Fund was at \$126,000 and has grown to the \$363,000 plus even with giving \$100,000 to the UW MASBD. Phil Schmidt moved to allocate up to \$45,000 for the first year for hiring a lobbyist. Tim Brueggen seconded. Motion passed. Ben Gehring moved to give the committee the authority to select and hire the lobbyist. Drew Brinker seconded. Motion passed. Committee to meet early next week depending upon everyone's availability. Later in the meeting it was discussed to appoint a five person subcommittee to work with the hired lobbyist.

### 4.2023 Convention Planning

a. Theme: Discussed a theme that relates to the sessions planned, but no decision was made.

b.Pre-Convention Workshop and Educational Sessions: Dr. Sindelar presented a current rough draft of the Workshop and the Educational Sessions. The speakers, etc., are being lined up. Discussed that we did not include a Guest/Feature Speaker. Phil Schmidt suggested Chris Salm from Salm Partners as a featured speaker.

c. Finalize Trade Show Provider (Valley or Marriott): Valley just got us a quote for the dock for \$7000. Have not had time to thoroughly discuss the quote with them. No decision was made. Dianne has a meeting with the hotel on Tuesday, October 25, and will discuss options with them. Discussed polling the suppliers to see how many would use the dock.

d. Friday Night Social: The Elvis Band and another band that Dianne contacted are too expensive for this event. Phil Schmidt suggested the band, The Time Machine, and Dr. Sindelar has a staff member who is in a band. Dianne will reach out to them. The Badger Meat Science Club offered to run the Corn Hole Tournament. Discussed getting new boards and auctioning them off again.

e. Butcher Contest: Discussed various options of having this contest as a linker contest at the UW MASBD or at the Trade Show. Dianne will ask at the hotel for possibilities.

f. Hospitality: Andy Geiss said they were planning the same arrangements for the Hospitality on Thursday and Saturday nights. They need the bar and ice from the Hotel.

5. WI Meat Industry Coalition Conference Follow-up: Dr. Sindelar presented that there was a total of 131 total registered attendees. 57 of the 131 were full conference registrations (\$100) and the rest were registered for the banquet only (\$50 each) or were students (no charge). The program will have a deficit of about \$3000 including various sponsors. Board members gave their opinions of the conference. Discussed including industry supplier members in the future. A Career Fair may be considered for an addition in 2023. At this point the plan is to plan a Coalition Conference for 2023.

6. Massachusetts Fund Advisory Group: Jake Sailer has contacted Larry Clark to chair the committee. Mike Vold, Tom Tasse, Rick McLimans, John Haen have all been considered. Discussed a five person panel that would include the Past President as a representative from the WAMP Board.

7. No other old business.

### New Business

1. Dues Year for New Members: Dianne Handsaker asked the board to consider August 1 or another time of the year as to when the new dues year would start. For instance, it is discouraging to have a new member

join in August, but then receive a dues renewal notice in November for the next year. This will be considered when a tiered dues program is considered.

2. Nominating Committee: Proposed creating a standard Nominating Committee of the three Past Presidents. If not the three Past Presidents then consider a procedure to appoint the committee each year.

3. Newsletter Ads: Dianne Handsaker asked the board to consider printing the newsletter in color starting with the first issue in 2023. Dianne is utilizing a printer near her and charges substantially less. Dianne asked to have the Quarter page ads increased to \$50/issue from \$40 and charge \$150/year or \$30 issue for color. If only 25% of the ads change to color, it will cover the increased cost of printing in color. Phil Schmidt moved to increase the quarter page ads to \$50/issue or \$250/year and charge \$30/issue or \$150 per year for all color ads (any size). John Franseen seconded. Motion passed.

4. Secretary/Treasurer/Vice President Positions: Jake Sailer presented hiring the Secretary and Treasurer and electing the Vice President at the first Board meeting during the Convention instead of waiting for the final board meeting. That way every other year, the new President and Vice President may be announced at the Annual Meeting, etc.

5. WI Meat & Poultry Resiliency Grants: 91 plants across 48 counties have received grants as released by WI DATCP on October 11, 2022. 99 plants applied for grants. \$10 million was awarded.

6. No other new business.

UW Madison Extension Report: Dr. Sindelar noted that the hiring on a new UW MASBD Outreach Specialist is nearly completed and should be announced soon. Dr. Sindelar noted that he has some monies available through the Meat Talent Development grant and will be having a Harvest Training School in early 2023. The HACCP Training that was held in September had 200 attendees and was paid for by monies from the Talent Development Grant. Planning one or two additional HACCP Training sessions in 2023.

WI DATCP Report: No report.

AAMP Update: The AAMP Convention will be held in Charleston, SC, on July 13-16, 2023. Save the date and plan to attend.

UWM Student Board Report: Badger Meat Science Club will host the Corn Hole Tournament at the 2023 WAMP Convention.

The next meeting will be at 7:30 am on November 11, 2022, via zoom for updates. The next in-person board meeting will be held on Friday, January 6 at a Central location. Eau Claire and Wisconsin Rapids were discussed.

Jake Sailer thanked everyone for attending the meeting and the Coalition Conference. Please encourage other members to attend the WAMP Convention and upcoming events. Presented creating a Welcome Packet for new members.

Chris Hermann moved to adjourned the meeting. Phil Schmidt seconded. Motion passed. The meeting was adjourned.

Respectfully submitted,

Dianne Handsaker

Executive Secretary

Board Meeting Minutes; November 11, 2022

Via Zoom

Board Members in Attendance: Phil Schmidt, Scott Vorpapel, Russ Krantz, Lee Falkavage, Kathy Vorpapel, Andy Geiss, Ben Gehring, Rick Reams, Jessica Brown, Andy Pearson, Louis

## WAMP Board Meeting Minutes Cont.

Muench, John Franseen, Jake Sailer, Roy Elsenpeter, Brandon Clare, Jeff Swenson, Dr. Jeff Sindelar, and Dianne Handsaker. Absent: Mike Bills, Drew Brinker, Tim Brueggen and Chris Herman.

Jeff Sindelar introduced Colleen Crummy as the new UW MSABD Outreach Specialist. Colleen has extensive experience in administration. She will lend assistance to events and extension activities, such as the Master Meat Crafter's Program. The meeting was called to order by President, Jake Sailer, at 7:37 am.

Secretary's Update: Dianne Handsaker attended The Meeting at DATCP on October 27 and travelled to meet with Kathy Vorpapel on November 8.

Treasurer's Report: Kathy Vorpapel presented the Balance Sheet (11/10/22) and the Profit and Loss Statement (7/1/22 to 11/10/22). Kathy highlighted various expenses and income and noted they are in-line with this time of year. John Franseen moved to approve the Treasurer's report. Phil Schmidt seconded. Motion passed and the Treasurer's Report was approved.

Product Show Committee Report: Ben Gehring reported that he had the linens cleaned and would be sending the invoice to Kathy. Planning to set a up a committee meeting soon.

Website Committee Report: A demand letter was written and sent to Lanex. They replied on November 10, 2022. The letter is three pages long and contains blame on WAMP. The board's consensus is not to pursue any further legal action. The committee has hired VisualRush to build a new website.

**Visko Teepak**  
CASINGS & PACKAGING MATERIALS

**FIBROUS**  
**PLASTIC**  
**COLLAGEN**  
**GEL**  
**CELLULOSE**

**Packaging and Casings for**  
• Boneless Hams • Breakfast Sausage  
• Deli Meats • Dry Sausage  
• Hot Dogs • Meat Snacks  
• Dairy Products • Dinner Sausage  
• Formed/Frozen Products  
Including a large variety of venison casings!

**800-558-4058**  
www.viskoteepak.com  
Visko Teepak • 1126 88th Place • Kenosha, WI 53143

VisualRush built the IMPPA site. The target date to be finished is Christmas. Scott Vorpapel referenced the third to last paragraph in Lanex's letter and asked if we needed to respond to close the matter. Dianne Handsaker will contact the attorney that assisted with the Demand Letter.

By-laws Committee Report: A copy of the By-Laws with revisions was distributed before the meeting. The requested additions from the last meeting were included and the committee members reviewed the changes. Scott Vorpapel moved to approve the changes and present to the membership. Andy Pearson seconded. Motion passed.

Old Business:

1. FFA Meats Judging: Ken Engelke has sent a letter and it will be distributed in the newsletter.

2. Lobbyist for WAMP: The committee has been meeting and submitted a detailed written report. Jake Sailer reviewed the report to the board. MK Lobby has been selected at the \$3500/month level. The board discussed the needs for a Governmental Affairs Committee comprised of board members and non-board members. Kathy Vorpapel suggested asking MK Lobby what we need to have in place first and go from there. Dianne Handsaker will notify MK Lobby that they have been selected and notify the others that WAMP is not hiring them at this time. A one year contract will be signed with MK Lobby.

### 3. 2023 Convention Planning

a. Pre-Convention Workshop and Educational Sessions: We discussed the cost of the workshop last year and the fee to charge in 2023. The lunch in 2022 was sponsored by the WI Beef Council. The fee in 2022 was \$75, but was supposed to be \$95. Phil Schmidt moved to charge \$100 for the Pre-Convention Workshop. Rick Reams seconded. Motion passed. Suggestion was made to not provide a bus and for members to carpool with ramp parking provided. Dianne Handsaker and Dr. Sindelar are still working on the educational sessions with the possibility of adding Chris Salm as a guest speaker. Theme: Dianne asked for members to consider a theme with the focus of man vs machine. Various ideas were presented. "Strategies for Success: Growing with People, Automation and Technology" was chosen.

b. Finalize Trade Show Provider: After a lot of research on the issue in 2022 and comparing contracts with Valley, WI Expo and the Marriott, Dianne Handsaker recommends using Valley in 2023 and signing only a one-year contract (instead of a three-year contract as in the past). Discussed the option of advance warehousing equipment instead of renting a ramp or portable dock. We will keep a close eye on the workings of the trade show this year and make a change for 2024 if needed. Louis Muench moved to sign a one-year contract with Valley. Phil Schmidt seconded. Motion passed. Booth fees were also discussed due to concerns of rising prices. After much discussion, Phil Schmidt moved to raise all booth fees \$50. Rick Reams seconded. Motion passed with one no vote.

c. Friday Night Social: Various band contacts are being researched. Kathy will be organizing the kid events. Dianne Handsaker asked about who would run the scholarship auction and who takes care of the boards for the Corn Hole Tournament. Andy Geiss volunteered to manage the Scholarship Auction and will get 6-7 items. Phil Schmidt offered to ask John Benson about

## WAMP Board Meeting Minutes Cont.

getting the boards again. Dianne Handsaker will contact suppliers to sponsor the boards and gather the logos. Rick Reams will get a price for custom boards from an online company.

a. Butcher Contest: Dianne Handsaker was to ask about having this at the hotel during her meeting with them and forgot. She will contact them ASAP.

b. Student Pass: Dianne Handsaker asked for the group to consider offering Meat Science students (college, tech college and high school) a Student Pass at no charge or at a minimal cost (\$10). A lengthy conversation followed about the costs incurred to WAMP and to those attending. Dianne would be able to work with the colleges and high schools through the coordinators. Jeff Swenson noted there are travel grants available from the WI Cattleman and to contact him directly for information. Rick Reams moved to offer a Student Pass with one guest to the Educational Sessions and Trade Show at no cost and they would need to purchase meal tickets on their own. Scott Vorpapel seconded. Motion passed. A check box will be included on the Student Registration for Financial Assistance with Meal Tickets or travel. An additional check box will be included on the Operator Convention Registration forms to sponsor a student if needed. Students will be asked for a summary after the convention.

c. Ticket Costs: The costs of the 2022 meal tickets were presented along with the changes in meal costs for the 2023 Convention. Phil Schmidt moved to raise meal tickets \$2 each for the Friday Night Event, Saturday breakfast and Saturday Banquet (\$25 to \$27, \$10 to \$12 and \$40 to \$42 respectively).

4. Massachusetts Fund Advisory Group: Jake Sailer contacted Larry Clark to chair the committee. Larry lives in Florida most of the time. He was honored to be asked to be on the committee and to chair, but he declined as he is away from the industry. Tim Haen will be asked to chair the committee. The Past-President will serve on the committee and will ask four additional members including the chairman.

5. Nominating Committee: Discussed options and how many positions need to be filled. Tabled to next meeting.

6. No other old business.

New Business

1. Website Advertising: The new website will include two advertising opportunities. A home page ad and banner ads on the Interior pages. Dianne Handsaker suggested \$500 per year for the home page ads and \$400 per year for the interior page ads. Also discussed a six-month option. Louis Muench moved to charge \$500 for one year and \$300 for 6 months for a home page ad and \$400 for one year and \$250 for 6 months on Interior pages on the WAMP website. Roy Elsenpeter seconded. Motion passed.

2. Dues Structure Committee: Rick Reams, Scott Vorpapel, and Jake Sailer will be the committee. Dianne Handsaker will join the meetings. Will discuss a tiered structure, etc.

3. Code of Ethics and Conduct: Dianne Handsaker had emailed a Proposed WAMP Code of Ethics and Conduct to be approved and available for membership renewals. The Code of Ethics is very similar to AAMP's and IMPPA's Code of Ethics. John Franseen moved to approve the Code of Ethics and Conduct. Louis Muench seconded. Motion passed.

4. Letter to Dwight Freymiller: Dianne Handsaker discussed the phone call conversation she had with Dwight Freymiller on October 20, 2022. She had also reached out to Attorney Rick Alaniz for his input on the letter after reviewing the reports from the issues on April 8, 2022, at the WAMP Convention with Dwight Freymiller. The letter was discussed as well as advice by Attorney Alaniz. Rick Reams moved to approve the letter of denial of membership and participation in future events for Dwight Freymiller and D.R.E.A.M Equipment, LLC. Louis Muench seconded. Motion passed.

5. Stationary, Envelopes and Cards: JL Marketing will be contacted to create letterhead and cards. Dianne Handsaker will print.

6. No other new business.

UW Madison Extension Report: Dr. Sindelar noted that several extension programs will be rolling out in 2023 that will be utilizing monies from the Meat Talent Development program. The inaugural Wisconsin Meat Industry Coalition Conference went very well and received excellent feedback. The conference had approximately 130 attendees with 30-40 of those being students. The committee has met to review the conference and will begin planning in January for the 2023 Conference.

WI DATCP Report: Jeff Swenson thanked those who attended the "The Meating" or participated online. The Meating is now online and available for viewing if you missed it. The information for the second round of WI DATCP Grants (\$200,000 total) should be available the first of the year and will close sometime in March. Jeff expressed his appreciation to those who met with DATCP regarding the plant recalls and retail/food code concerns.

AAMP Update: The AAMP Convention will be held in Charleston, SC, on July 13-16, 2023. The planning committee met recently and their plans will be rolling out soon.

The next meeting will be at 8:30 am on January 6, 2023, at the Holiday Inn Conference Center in Stevens Point. Dianne asked for those who would be reserving rooms to make sure there are enough available. Plan on meeting for dinner on the night of January 5th at the hotel, breakfast on your own and lunch at the WAMP board meeting.

Phil Schmidt moved to adjourned the meeting. John Franseen seconded. Motion passed. The meeting was adjourned.

Respectfully submitted,  
Dianne Handsaker  
Executive Secretary



Call Today and Ask about Our New Line of  
**Omet Vacuum Stuffers**  
available at

**W WALTON'S**  
•Everything but the Meat•

waltons.com | 800-835-2832

## New Faces 2023-2024

Submitted by Michelle Kussow, MK Lobby

The recent November, 2022 elections in Wisconsin have resulted in much of the same for most of the statewide races, with Governor Tony Evers (D), Attorney General Josh Kaul (D), Secretary of State Doug LaFollette (D) and U.S. Senator Ron Johnson (R) re-elected. However, there are a few new names at the statewide and congressional levels and many new faces in the State Assembly and State Senate.



**Lt. Governor**  
*Sara Rodriguez (D)*  
Rodriguez formerly worked as a registered nurse and health care executive before being elected to the Wisconsin State Assembly in 2020.



**State Treasurer**  
*John Leiber (R)*  
Leiber is an attorney from Madison and previously worked in the State Capitol as a staffer in the Senate and Assembly.



**Congressional District 3**  
*Derrick Van Orden (R)*  
Van Orden is a retired Navy Seal, as well as an actor and author. He is also an attorney, business consultant and small business owner.

### STATE SENATE



**State Senate District 5**  
*Rob Hutton (R-Brookfield)*  
Hutton previously served in the State Assembly from 2013-2021. He worked 25 years as an executive of a transportation and logistics firm in Milwaukee as well as managing a company in the manufacturing industry.



**State Senate District 15**  
*Mark Spreitzer (D-Beloit)*  
Spreitzer served in the State Assembly from 2014 until his election to the Senate and was the Minority Caucus Director for 3 sessions. He is a former assistant director of alumni and parent relations and annual support at Beloit College.



**State Senate District 19**  
*Rachel Cabral-Guevara (R-Appleton)*  
Cabral-Guevara was previously elected to the State Assembly in 2020. She is a nurse practitioner and also taught at the University of Wisconsin-Oshkosh for 13 years.



**State Senate District 23**  
*Jesse James (R-Altoona)*  
Jesse served in the State Assembly from 2019 until his election to the Senate. He served in the U.S. Army for six years and as a police officer in the Village of Cadott, is the only active-duty law enforcement officer serving in the Wisconsin Legislature. He and his wife also own a small business.



**State Senate District 25**  
*Romaine Quinn (R-Cameron)*  
Quinn served in the State Assembly from 2014 to 2020. He has previously worked as a salesman at Viking Coca Cola's Rice Lake Branch and is a member of the Wisconsin Wing of the Civil Air Patrol Legislative Squadron.



**State Senate District 27**  
*Dianne Hesselbein (D-Middleton)*  
Hesselbein was elected to the State Assembly in 2013 and served until her election to the Senate. In the Assembly, she was the Assistant Minority Leader. Prior to her election to the Legislature, Hesselbein was elected to the Middleton-Cross Plains Area School District Board of Education and served 3 terms on the Dane County Board of Supervisors.



**State Senate District 29**  
*Cory Tomczyk (R-Mosinee)*  
Tomczyk is a small business owner and has owned Industrial Recyclers of Wisconsin in Wausau for more than 30 years.

### STATE ASSEMBLY



**State Assembly District 5**  
*Joy Goeben (R-Hobart)*  
Goeben is a small business owner of Classic Carpet Cleaning. Previously, she owned Joyful Hearts Family Child Care.



**State Assembly District 6**  
*Peter Schmidt (R-Bonduel)*  
Schmidt is a co-owner and operator of the Schmidt Farm, which has been in his family since the 1950's.



**State Assembly District 10**  
*Darrin Madison (D-Milwaukee)\**  
Madison is currently an organizer with the African-American Roundtable. Previously, He worked for Americorps and the City of Milwaukee. \*Madison identifies as a democrat socialist.

## New Faces 2023-2024 Cont.



**State Assembly District 13**  
*Tom Michalski (R-Brookfield)*  
Michalski served 30 years as an information technology specialist at Marquette University. He also is a volunteer member of the Elm Grove Fire Department and has served on the Waukesha County Technical College Board.



**State Assembly District 15**  
*Dave Maxey (R-New Berlin)*  
Maxey has worked in sales and marketing for more than 25 years. He currently is a New Berlin City Council member and a past President of the New Berlin Board of Education.



**State Assembly District 19**  
*Ryan Clancy (D-Milwaukee)\**  
Clancy is on the Milwaukee County Board and was previously a teacher. He is a small business owner of Bounce Milwaukee. \*Clancy identifies as a democrat socialist.



**State Assembly District 27**  
*Amy Binsfeld (R-Sheboygan)*  
Binsfeld is a Retail sales purchaser and department manager in her family's business, Bitter Neumann.



**State Assembly District 31**  
*Ellen Schutt (R-Clinton)*  
Schutt recently worked as a legislative staffer in the offices of Reps. Loudenbeck and Kurtz.



**State Assembly District 33**  
*Scott Johnson (R-Jefferson)\**  
Johnson is a farmer and school bus driver for the Jefferson School District.  
\*Not officially declared winner.



**State Assembly District 43**  
*Jenna Jacobson (D-Oregon)*  
Jacobson is a Housing Program Specialist for the Dane County Housing Access and Affordability Division and is serving her third term as a Village of Oregon Trustee.

New Faces 2023-2024 Cont.



**State Assembly District 45**  
*Clinton Anderson (D-Beloit)*  
Since his graduation from UW-Whitewater in 2018, Anderson has been serving as a volunteer coordinator and shelter advocate working with survivors of domestic violence.



**State Assembly District 46**  
*Melissa Ratcliff (D-Cottage Grove)*  
Ratcliff is a paralegal for a Madison law firm and serves on the Cottage Grove Village Board and the Dane County Board of Supervisors.



**State Assembly District 52**  
*Jerry O'Connor (R-Fond du Lac)*  
O'Connor spent his career working in the financial sector, with the most recent 22 years at a community bank in Waupun.



**State Assembly District 54**  
*Lori Palmeri (D-Oshkosh)*  
Palmeri has served as Oshkosh Mayor since 2019 and served as an elected Oshkosh Common Council representative from 2016-2019.



**State Assembly District 55**  
*Nate Gustafson (R-Fox Crossing)*  
Gustafson works as an Epic Analyst for Novo Health Technology Group and has also served as a campaign manager for several candidates.



**State Assembly District 59**  
*Ty Bodden (R-New Holstein)*  
Bodden most recently worked with the Department of Corrections. He is a former Village of Stockbridge Trustee and current Chairman of the Republican Party of Calumet County.



**State Assembly District 61**  
*Amanda Nedweski (R-Kenosha)*  
Nedweski currently serves on the Kenosha County Board and her background is in corporate finance with a global agricultural manufacturing company.



**State Assembly District 68**  
*Karen Hurd (R-Fall Creek)*  
Hurd established a private practice in nutrition counseling in 1994, where she has been able to help people with all manner of health problems. She now tours doing speaking engagements, and writes and records nutritional and biochemical literatures and eCourses.



**State Assembly District 73**  
*Angie Sapik (R-Lake Nebagamon)*  
Sapik currently is in produce sales with Veas Marketing and has a history of working in the freight industry.



**State Assembly District 74**  
*Chanz Green (R-Grand View)*  
Green is a small business owner of both the Pioneer Bar in Cable and Ashland Event Rentals. Previously, Green worked in municipal utilities as the utilities manager for the City of Ashland.

New Faces 2023-2024 Cont.



**State Assembly District 79**  
*Alex Joers (D-Madison)*  
Joers is a small business owner and opened The Little Gym in Middleton in 2004.



**State Assembly District 80**  
*Mike Bare (D-Verona)*  
Bare is a small business owner and started the Biergarten at Olbrich Park in Madison. Bare currently serves on the Dane County Board of Supervisors and served as an aide to U.S. Senator Russ Feingold.



**State Assembly District 83**  
*Nik Rettinger (R-Mukwanago)*  
Rettinger has worked for numerous legislators and most recently served as the Chief of Staff for Senator Andre Jacque. Rettinger is very active in the Republican Party and serves as the State Chairman of the Wisconsin Young Republicans and is on the board of the Young Republican National Federation.



**State Assembly District 84**  
*Bob Donovan (R-Greenfield)*  
Donovan served as an alderman on the Milwaukee Common Council from 2000 to 2020.

  
**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

For more information, contact AAMP  
Toll-free: 877-877-0168  
Email: [aamp@aamp.com](mailto:aamp@aamp.com)  
[www.aamp.com](http://www.aamp.com)

Next Day Delivery  
from our Twin Cities  
Distribution Center!

# Nassau Foods

More Than Just Seasonings...

**Old World Tradition Meets New World Expertise.**

Seasonings	Salt	Cures	Smoke-Liquid	Alum
Spices	Sugar	Binders	Sauces	Phosphates
Marinades	Gelatin	Wild Rice	Dextrose	Tenderizers
Canning Salt	Dry Milk	Starter Cultures	Starches	Hi-Temp Cheese
Sawdust	Erythorbates	Rubs	Ham Netting	Antimicrobials
Casings	Dried Fruit	Corn Syrup Solids	Soluble Spices	Cutlery
Soup Mixes & Bases	Dried Vegetables	A.C. Legg	Soy Products	Witt's
Batters & Breaders	Pickling Spices	Preservatives	Casing Color	Heller's



**NEWLY WEDS<sup>®</sup> FOODS**  
CUSTOMIZED TASTE TECHNOLOGY  
*Nassau Foods is a Proud Official Distributor*



**800.432.0105 • www.nassaufoods.com**



Nobody does **meat processing and packaging** better than **Reiser**.



Seydelmann  
Bowl  
Choppers



Holac  
Slicers  
& Dicers



Vemag  
Sausage Linkers and  
Link Cutters



Vemag  
Gourmet  
Patty Formers



Reiser  
Form/Fill/Seal  
Packaging



Ross  
Tray  
Sealers

**Contact Reiser Sales today:**  
**(781) 232-1676**  
**www.reiser.com**



# Wisconsin Association of Meat Processors 2022-23 Contact Information

**Jake Sailer (2024) - President**  
Sailer's Food Market & Meat Proc.  
600 W. Winter Ave.  
Elmwood, WI 54740  
(715) 639-2191, ext. 289 Office  
jake@sailersmeats.com

**Andy Geiss (2024) - Vice President**  
Geiss Meat Service  
W4490 Pope Road  
Merrill, WI 54452  
(715) 536-5283  
geissinc@hughes.net

**Kathy Vorpapel - Treasurer**  
5907 State Road 50E  
Lake Geneva, WI 53147  
(262) 248-3339  
kathy@lakegenevacountrymeats.com

**Dianne Handsaker-Executive Secretary**  
PO Box 25  
Lena, IL 61062  
608-636-0639  
dianne@wi-amp.com

**Phil Schmidt (2024) - Past President**  
The Meat Block LLC  
N1739 Lily of the Valley Dr.  
Greenville, WI 54942  
(920) 757-6622  
philschmidt@themeatblock.com

**Dr. Jeff Sindelar**  
UW MASBD  
1933 Observatory Dr.  
Madison, WI 53706  
(608) 262-0555  
(608) 265-3110 Fax  
jsindelar@wisc.edu

**Jessica Brown**  
UW MASBD  
1933 Observatory Dr  
Madison, WI 53706  
(727) 244-8882  
Jabrown35@wisc.edu

**Mike Bills (2024)**  
Supplier Director  
VC999  
123 Henry St.  
Edgerton, WI 53534  
(608) 449-0819 Cell  
816-472-1999 Fax  
mike.bills@xtraplast.com  
WAMP News & Views

**Drew Brinker (2025)**  
The Meat Market  
700 Lincoln Ave  
Baraboo, WI 53913  
608-356-5574  
baraboomeatmarket@gmail.com

**Tim Brueggan (2024)**  
Falls Meat Service  
PO Box 446  
Pigeon Falls, WI 54760  
(715) 983-2211  
fallsmeatservice@gmail.com

**Brandon Clare (2025)**  
JM Watkins  
130 Pine Ave E  
Plum City, WI 54761  
715-647-2554  
bclare2000@gmail.com

**Roy Elsenpeter (2025)**  
The Durand Smokehouse  
W5823 State Hwy 85  
Durand, WI 54736  
(715) 672-8073  
Roy@thedurandsmokehouse.com

**Lee Falkavage (2023)**  
Peoples Meat Market  
P.O. Box 659  
Stevens Point, WI 54481  
(715) 592-6328  
lfalkavage@yahoo.com

**John Franseen (2024)**  
Hewitt's Meats  
210 Downwind Dr  
Marshfield, WI 54449  
(715)-387-4728  
johnfranseen@hewittsmeats.com

**Chris Herrmann (2023)**  
Eden Meat Market  
115 E Main St, P.O. Box 337  
Eden, WI 53019  
(920) 477-2711  
Chrisedf25@gmail.com

**Russ Krantz (2023)**  
Supplier Director  
UW Provision Co  
2315 Pleasant View Rd  
Middleton, WI 53562  
(608) 836-7421  
(608) 333-7348 Cell

russ.krantz@uwprovision.com  
**Louis K. Muench (2023)**  
Louie's Finer Meats, Inc.  
P.O. Box 774  
Cumberland, WI 54829  
(715) 822-4728  
louisk@louiesfinermeats.com

**Andy Pearson (2025)**  
Supplier Director  
Excalibur  
20155 Peterson Road  
Mason, WI 54856  
(715) 292-0704  
andy.p@excaliburseasoning.com

**Rick "RJ" Reams (2024)**  
RJ's Meats  
1101 Coulee Rd  
Hudson, WI 54016  
(715) 386-9291  
rj@rjmeats.com

**Scott Vorpapel (2025)**  
Lake Geneva Country Meats  
5907 State Road 50E  
Lake Geneva, WI 53147  
(262) 248-3339  
scott@lakegenevacountrymeats.com

Product Show Committee  
**Ben Gerhring**  
2023 - 1st Chair Product Chair  
Gehring's Meat Market, Inc  
5618 Hwy K  
Hartford, WI 53027  
(262) 224-0559  
gehringbenjamin@yahoo.com

**Logan Schmidt**  
2023 - 2nd Chair Product Chair  
The Meat Block LLC  
N1739 Lily of the Valley Dr  
Greenville, WI 54942  
(920) 757-6622  
loganschmidt\_02@icloud.com

**Dan Neuman**  
2023 - 3rd Chair Product Chair  
LeRoy Meats of Horicon  
85 Washington St.  
Horicon, WI 53032  
920-485-2554  
jdneuman2012@gmail.com

40

November 2022

41



Proud to Give Top  
Quality Service to  
Small and Medium  
Size Meat Processors

- Custom Fibrous Casings
- Van Hesse Natural Casings  
(Sheep, Hog, and Beef),  
(Preflushed and Proline Tubed)
- Devro Collagen  
(Beefstick, Fresh, Processed,  
Curved)
- Vacuum Pouches and Shrink Bags
- Poly-Clip Distributor  
(New and Repair Services)
- Speco Knives and Plates

**Mar/Co Sales, Inc**

**800-552-9237**

11972 Riverwood Drive  
Burnsville, Minnesota 55337  
**952-854-2231**



A PROUD SPONSOR OF WAMP

INFO@BAKALARSSAUSAGE.COM

**1-800-459-7760**

"CALL US FOR ALL YOUR PROTEIN NEEDS"



8064 Chivvis Drive St. Louis, MO 63123  
(877) 677-7761 Fax (314) 353-6655



## HIGH SPEED PRECISION SLICING SYSTEMS

*From Bacon to Bologna and Pork Loin to Pepperoni, the Titan Line of High Speed Precision Slicing Systems offers a model for virtually every application. Starting with our entry level models with slice speeds up to 140 slices per minute, to high speed production lines with slice speeds of 1,800 slices per minute, the Titan Slicer line has the versatility to meet the most demanding conditions.*

- Camera Vision Grading Systems
- Built-in scale with "Slice-to-weight" capability
- Automatic Sorting
- Continuous or Gripper Feed
- Continuous Slicing, Stacking, or Shingling
- Fully Programmable
- Sanitary Design with Category 4 Safety Compliance
- Pre-trim option
- On-Board Sharpening System



Supported throughout North America by **MANCA USA**  
and our qualified network of over 90 Distributors

# K+G WETTER

**BOWL CUTTERS  
GRINDERS  
MIXER GRINDERS**

MADE IN  
GERMANY



**KERRES  
USA**

**KERRES**  
anlagensysteme

**K+G WETTER**

**schlwa**

**Kerres USA, LLC**

**Thomas Springman**  
Managing Partner

**tom@kerresusa.com**

Mobile: (570) 279-2989

Phone: (570) 924-3278

Fax: (570) 924-3332

**www.kerresusa.com**

## Directory of WAMP Supplier Members

### **CASINGS**

**DCW CASING LLC**  
700 S Fulton Ave.  
Mt. Vernon, NY 10550  
800-221-8042

**DEWIED INTERNATIONAL INC.**  
5010 East IH 10  
San Antonio, TX 78219  
800-992-5600 Ext. 123  
bryans@dewiedint.com

**FUTAMURA USA, INC**  
369 Lexington Ave, 2nd Fl  
New York, NY 10017  
Akihito Sasaki  
646-556-6652  
888-510-2350 Fax  
office.newyork@futamura  
group.com

**HOVUS**  
272 Broadhead Rd., Suite 200  
Bethlehem, PA 18017  
610-997-8800  
cboyle@hovus.com

**INTERNATIONAL CASINGS  
GROUP - VAN HESSEN**  
Jon Chovanec  
4420 S. Wolcott  
Chicago, IL 60609  
800-825-5151  
773-376-9292 Fax  
sales@casings.com

**INTERNATIONAL COLLAGEN  
RESOURCE**  
249 Sandstone Dr NW  
Eyota, MN 55934  
507-799-0092  
507-799-0097 Fax  
sales@intcollagen.com

**MAR/CO SALES**  
David E. Downs  
11972 Riverwood Drive  
Burnsville, MN 55337  
800-552-9237  
952-854-7552 Fax  
marcosales@hughes.net

**OVERSEA CASING CO.**  
601 South Nevada St.  
Seattle, WA 98101  
800-992-5600 Phone  
206-382-0883 Fax  
www.overseacasing.com

**PS SEASONING & SPICES INC.**  
216 W. Pleasant St.  
Iron Ridge, WI 53035  
800-328-8313  
920-625-3861 Fax  
www.psseasoning.com  
ken@psseasoning.com

**PACKAGING SPECIALTIES**  
Hugh Ahn  
W130 N10751 Washington Dr  
Germantown, WI 53022  
262-512-1261  
262-512-1665 Fax  
www.packaging-specialties.com  
hahn@packaging-specialties.com

**QUALITY NATURAL CASINGS  
CO., INC.**  
Pat Darpel  
P.O. Box 229  
Hebron, KY 41048  
800-328-8701 ext. 132  
859-689-5311  
pdarpel@qualitycasing.com

**VISKO TEEPAK**  
1126 88th Place  
Kenosha, WI 53143  
262-697-6563  
800-558-4058  
262-697-6520 Fax  
www.viskoteepak.com  
lori.sidlo@viskoteepak.com

**WALTON'S INC.**  
Kurt Carter, National Sales Mgr  
3639 N Comotara St.  
Wichita, KS 67226  
800-835-2832  
316-262-0651  
316-262-5136 Fax  
kurt@waltonsinc.com  
www.waltonsinc.com

**EQUIPMENT & SMOKEHOUSES  
AMERICAN RESOURCES**  
Lynn Jones  
21231 Indigo Ave  
Clear Lake, IA 50428  
217-473-0098  
info@pigequipment.com

**AMTRADE SYSTEMS, INC.**  
12885 Wayne Road  
Livonia, MI 48150  
Sergei Kracheninnikov  
734-522-9500  
www.amtrade-systems.com  
sergeik@amtrade-systems.  
com

**BIRO OF CHICAGO (BCI)**  
Chris Maestvanzi  
4637 W Fullerton Ave  
Chicago, IL 60639  
800-233-BIRO  
773-486-4933 Fax  
www.bci-midwest.com

**CAS-USA, INC**  
Dan Ashcraft  
7688 Muirfield Pl  
Indianapolis, IN 46237  
317-509-7304  
www.cas-usa.com  
dan@cas-usa.com

**CES NATIONWIDE**  
2730 Progress Rd  
Madison, WI 53716  
713-533-3333  
cesnationwide.com  
michael.sherman@cesnation  
wide.com

**CRM NORTH AMERICA**  
2308 17th Ave.  
Franklin Park, IL 60131  
847-916-2051  
847-451-2223 Fax  
crm@crmnorthamerica.com  
www.crmnorthamerica.com

**DANIELS FOOD EQUIPMENT**  
Mark Thoennes  
310 North Clayborn Avenue  
PO Box 341  
Parkers Prairie, MN 56361  
218-338-5000  
danielsfood@midwestinfo.net  
www.danielsfood.com

**DX INDUSTRIAL SLICERS**  
1805 Industrial Park Dr, Unit B  
PO Box 42  
Normal, IL 61761  
309-590-0300  
www.dxslicer.com  
support@dxslicer.com

**ENERGY PANEL STRUC-  
TURES - EPS**  
603 N. Van Gordon Ave.  
Graettinger, IA 51342  
715-859-3219  
712-859-3275 Fax  
ttorreson@epsbuildings.com  
jmeyer@epsbuildings.com  
www.epsbuilding.com

**ENVIRO-PAK DIVISION OF  
TECH-MARK, INC.**  
P.O. BOX 1569  
Clackamas, OR 97015  
503-655-7044  
503-655-6368 Fax  
sales@enviro-pak.com

**EPS - NOWICKI USA**  
7926 S Madison St.  
Burr Ridge, IL 60527  
John Bobak  
www.nowickiusa.com  
kbafia@nowickiusa.com

**EQUIPMENT DISTRIBUTING  
OF AMERICA, INC.**  
Distributing EFA Products & More  
1776 County Road M  
P.O. Box 213  
Wahoo, NE 68066  
402-592-9360  
402-443-1384 Fax  
efa.efa-usa@windstream.net

**HANDTMANN**  
Mike Tennis  
1540 Thomas Lake Point Rd.  
#318  
Eagan, MN 55122  
847-808-1100  
mtennis@handtmann.com

**HARPAK - ULMA PACKAG-  
ING, LLC**  
175 John Quincy Adams Rd  
Taunton, MA 02780  
Office: 508-884-2500  
Fax: 508-884-2501

**HITEC FOOD EQUIPMENT**  
Ron Dehlin  
818 Lively Blvd  
Wood Dale, IL 60191  
331-642-2586  
www.hitec-usa.com  
Ron@hitec-usa.com

**HIGH PLAINS FRONTIER  
SUPPLY LLC**  
P.O. Box 2640  
Loveland, CO 80539  
Donovan Daws  
970-776-9881  
www.highplainssupply.co

**HOBART SALES/LA BUSSE INC**  
5900 Mesker Street  
Schofield, WI 54476  
715-359-9481  
714-355-4379 Fax  
www.hobartwausau.com

**HOLLY SALES & SERVICE INC.**  
P.O. Box 84  
Sun Prairie, WI 53590  
608-837-3505  
800-465-5977  
www.hollyss.com

**HORIZON EQUIPMENT, LLC**  
1960 Seneca Road  
Eagan, MN 55122  
651-452-9118  
www.horizonequipment.com  
tracy@horizonequipment.com

**JARVIS PRODUCTS CORPORATION**  
33 Anderson Road  
Middletown, CT 06457  
860-347-7271  
860-347-9905 Fax  
sales@jarvisproducts.com  
http://www.jarvisproducts.com

**KENTMASTER MFG**  
1801 South Mountain Ave  
Monrovia, CA 91016  
626-359-8888  
626-303-5151 Fax  
www.kentmaster.com

**KERRES USA**  
607 Village Road  
Pennsdales, PA 17756  
570-924-3278  
570-279-2989 Cell  
570-924-3332 Fax  
www.kerresusa.com

**KWALYTI TOOLING**  
1690 E Fabian Parkway  
Batavia, IL 60510  
877-592-5984  
630-761-8041 Fax

**LANCE INDUSTRIES**  
P.O. Box 341  
Allenton, WI 53002  
800-775-2623  
262-629-5520 Fax  
www.meattumblers.com

**MADIGAN REFRIGERATION**  
Trevor Madigan  
W9257 Old Highway 60  
Lodi, WI 53555  
608-592-4507  
800-571-0126  
www.madigan.biz

# Directory of WAMP Supplier Members Cont.

MAINCA USA INC./JERO'S  
8064 Chivvus Dr  
St. Louis, MO 63123  
314-351-4677  
314-353-6655 Fax  
www.maincausa.com

MULTIVAC INC.  
Marty Mothersbaugh  
11021 N Pomona Ave.  
Kansas City, MO 64153  
816-801-3954 Direct  
816-801-4974 Fax  
marty.mothersbaugh@multi  
vac.com

PAC KNIFE SALES, LLC  
Brody Halopka  
234607 Skilbert Ave.  
Dorchester, WI 54425  
715-654-6275  
packnifesales@gmail.com  
www.packnifesales.com

PACK 3000  
Samuel Weder  
4427 Rainbow Blvd  
Kansas City, KS 66104  
816-895-3090  
samuel.weder@pack3000.com

POLY-CLIP SYSTEM  
1000 Tower Rd.  
Mundelein, IL 60060  
800-872-2547  
www.polyclip.com  
e.siegel@polyclip.us

PROMARKSVAC CORP.  
Wendy Palzer  
1915 E Acacia St.  
Ontario, CA 91761  
909-923-3888  
909-923-3588 Fax  
www.promarksvac.com  
wendy@promarskvac.com

PRO SMOKER 'N ROASTER  
120 S. Main St.  
Iron Ridge, WI 53035  
800-328-8313  
920-625-3861 Fax  
www.psseasoning.com  
ken@psseasoning.com

REISER  
725 Dedham St.  
Canton, MA 02021  
781-821-1290 Office  
312-632-9031 Cell  
gdowney@reiser.com

ROLLSTOCK, INC.  
Chad Cleypool  
5720 Brighton Ave  
Kansas City, MO 64130  
800-295-2949  
ccleypool@rollstockkc.com  
www.rollstock.com

SCOTT PEC  
15 Southgate Drive  
Guelph, ON Canada N1G3M5  
Jon Frohling, US Sales Rep.  
605-380-0766  
www.scottpec.com  
jon@scottpec.com

SCOTT PEC  
Jon Frohling  
PO Box 550  
Box Elder, SD 57714  
303-823-5839  
jon@scottpec.com  
www.scottpec.com

SPERL-PAK REPAIR LLC  
John Sperl  
N. 4854 Sackett Dr.  
Medford, WI 54451  
715-613-7009  
www.sperlpak.com  
john@sperlpak.com

SPERLING INDUSTRIES  
Allen Tegtmeier  
2420 Z Street  
Omaha, NE 68107  
402-556-4070  
402-556-2927 Fax  
allent@sperlingomaha.com  
www.sperlingind.com

TECH PRO OF WISCONSIN  
Tim Sandridge  
P.O. Box 7623  
Madison, WI 53707-7623  
888-836-5505  
608-241-5505  
608-241-3805 Fax  
www.techprowis.com  
techprowi@gmail.com

TIPPER TIE INC.  
2000 Lufkin Rd.  
Apex, NC 27539  
800-231-2905  
919-362-8811  
sales@tippertie.com

THE WORKERS LLC  
348 Smith Street  
Neenah, WI 54956  
Phone: 920-886-1008  
Fax: 920-886-1049  
ino@theworkersllc.com  
www.theworksllc.com

ULTRASOURCE LLC  
1414 West 29th St.  
Kansas City, MO 64108-3604  
816-753-2150  
816-753-4976 Fax  
jeff.boarsheski@ultrasource  
usa.com  
www.ultrasourceusa.com

VC999 PACKAGING SYS-  
TEMS

Jim Wright  
419 East 11th Ave.  
North Kansas City, MO 64116  
816-472-8999  
jim.wright@vc999.com

WALTON'S INC.  
Kurt Carter, National Sales  
Manager  
3639 N Comotara St.  
Wichita, KS 67226  
800-835-2832  
316-262-0651  
316-262-5136 Fax  
kurt@waltonsinc.com  
www.waltonsinc.com

**FOODS**  
AWESOME SHRIMP AND  
SEAFOOD INC.  
Rebel  
3284 S. Industrial Lane  
Waukesha, WI 53189  
414-640-6125  
awesomeshrimp19@aol.com

BAKALARS SAUSAGE CO.  
2760 Hemstock St.  
La Crosse, WI 54603  
608-784-0384  
800-459-7760  
info@bakalarssausage.com

COLOMA FROZEN FOODS  
Ed Sill  
4145 Coloma Rd.  
Coloma, MI 49038  
800-642-2723  
eddie@colomafrozen.com

FAMILY FARMS, INC.  
P.O. Box 98  
50684 North Main Street  
Eleva, WI 54738  
715-287-4291  
lorriengen@familyfarmsinc.com

HAROLD GABBEI WHOLE-  
SALE MEATS  
510 S. Nine Mound Road  
PO Box 930255  
Verona, WI 53593  
608-845-7810  
608-845-9129 Fax  
meat1@tds.net

J&B GROUP  
2309 Myers Rd.  
Albert Lea, MN 56007  
800-222-6202  
J&B GROUP  
13200 43rd St. NE  
St. Michael, MN 55376  
888-254-9408  
tony.fehn@jbgroup.com

KENRICH FOODS CORPO-  
RATION  
Carl Colsch  
915 Industrial Drive  
P.O. Box 854  
West Salem, WI 54669-0854  
608-786-2310  
800-227-7348  
608-786-2331 Fax  
Carl@Kenrichfoods.com

MIDWEST PERISHABLES  
INC. (M.P.I.)  
4850 Helgesen Drive  
Madison, WI 53718  
800-303-3091  
608-273-8000  
chad@mpi1.com

TIGER TAIL/LOWENSENF  
MUSTARDS  
Terry Redeker  
1845 Mustard Lane  
Dyersburg, TN 38024  
731-445-2189  
terry.redeker@develeyusa.com

UW PROVISION  
P.O. Box 620038  
2315 Pleasant View Road  
Middleton, WI 53562-0038  
800-832-0517  
nick.marron@uwprovision.com

**LABELS**  
DJV LABEL ENTERPRISE  
520 Sundial Drive  
Waite Park, MN 56387  
320-251-1700  
320-252-1220 Fax  
info@djvlabels.com

TEMPAC  
5590 Laudby Rd, Ste. 10  
North Canton, OH 44720  
800-482-7225  
330-418-4747  
513-777-3283 Fax  
www.tempac.net  
Robin@tempac.net

**LABELS/SEASONINGS/  
POINT OF SALE**  
PIONEER RETAIL SYSTEMS  
LLC  
3036 W. Hiawatha Dr.  
Appleton, WI 54914  
920-470-6501 Office  
pos@pioneerretailsystems.com  
www.pioneerretailsystems.com

**PAPER & PACKAGING SUPPLIES**  
HARBRO-PRIME LABEL  
GROUP  
1380 Nagle Blvd  
Batavia, IL 60510  
630-879-3000  
630-879-3900 Fax  
www.meatbags.com  
gregrau@primelabelgroup.com

PATTY PAPER  
1955 N Oak Drive  
Plymouth, IN 46563  
574-935-8439  
sherry@pattypaper.com  
www.pattypaper.com

ROCKET INDUSTRIAL  
200 Washington St, Suite 200  
Wausau, WI 54411  
800-826-4405  
608-786-2310  
715-845-7211  
715-842-9654 Fax  
bstephan@rocketindustrial.com

ROSS PRODUCTS  
Wendy Greene  
PO Box 724  
Marshfield, WI 54449  
715-384-9999  
715-387-0317 Fax  
wmgreene@rossproductsusa.  
com  
rossproductsusa.com

SUPPLY ONE  
W209 N17450 Industrial Drive  
Jackson, WI 53037  
262-677-6738  
www.supplyone.com

VAC PAC INC  
Gary Bernard  
27 W 379 Chartwell Dr  
Winfield, IL 60190  
630-462-6074  
www.vacpacinc.com

VAN PAPER CO  
Scott Van  
2107 Stewart Ave  
St. Paul, MN 55116  
651-690-1751  
sales@vanpaper.com  
scotttv@vanpaper.com

VC999 PACKAGING SYSTEMS  
Jim Wright  
419 East 11th Ave.  
North Kansas City, MO 64116  
816-472-8999  
jim.wright@vc999.com

**RENDERING & HIDES**  
DARLING INGREDIENTS INC.  
W694 White Ridge Rd.  
P.O. Box 70  
Berlin, WI 54923  
920-361-2092

SANIMAX  
Larry Heacock  
2099 Badgerland Drive  
Green Bay, WI 54303  
920-494-0418  
920-687-0430 Cell  
800-955-6355  
920-494-9141 Fax  
www.sanimax.com  
Larry.Heacock@sanimax.com

**SEASONING & CURING  
INGREDIENTS**  
A.C. LEGG, INC  
Chuck Purvis  
PO Box 709  
6330 Hwy 31 South  
Calera, AL 35040  
800-422-5344  
205-324-3451  
205-668-7832 fax  
chuck.purvis@aclegg.com

CON YEAGER SPICE CO.  
3035 New Butler Road  
New Castle, PA 16101  
Tim Gwin  
724-202-6513  
www.conyeager.com  
tim.gwin@conyeagerspice.com

EXCALIBUR SEASONING, INC.  
1800 Riverway Dr.  
P.O. Box 1047  
Pekin, IL 61554-1047  
309-347-1221  
800-444-2169  
sales@excaliburseasoning.com

MIDWEST PERISHABLES  
INC. (M.P.I.)  
4850 Helgesen Drive  
Madison, WI 53718  
608-268-3888  
608-273-8008 Fax  
droberts@mpi1.com

NASSAU FOODS  
7601 Northland Dr, Suite 200  
Brooklyn Park, MN 55428  
800-432-0105  
763-315-3968  
763-315-6773 Fax  
vicky@nassaufoods.com  
www.nassaufoods.com

PROTEIN PROCESSING  
SERVICES  
Tony Romshek  
23321 235 Ave  
Columbus, NE 68601  
402-563-3628  
tromshek@cencon.com

PS SEASONING & SPICES  
INC.  
216 W. Pleasant St.  
Iron Ridge, WI 53035  
800-328-8313  
920-625-3861 Fax  
www.psseasoning.com  
ken@psseasoning.com

REICHERT SPICE COMPANY  
Terry Treuer  
2696 North 900 E Road  
Ashkum, IL 60911  
414-630-3410  
tatreuer@hotmail.com

**SPECIALTIES**  
AGRICULTURE GRANT  
SOLUTIONS  
Brook Miller  
1400 Walnut St #305  
Des Moines, IA 50309  
515-650-2191  
brook@agriculturegrantsolu  
tions.com

BUILDING AUTOMATION  
PRODUCTS, INC  
750 N Royal Ave  
Gays Mills, WI 54631  
Brad Ambrose  
608-735-4800 x 154  
www.bapihvac.com  
bambrose@bapihvac.com

CFC LOGISTICS, LLC  
4598 Shannon Rd  
Potosi, WI 53820  
Carl Myers  
608-885-0027  
carl.myers@cfclogisticsllc.com  
cfclogisticsllc.com

CUSTOM MEAT SOLUTIONS  
PO Box 43  
Askov, MN 55704  
Scott Schank  
651-335-2170  
custommeatsolutions@gmail.com

DATCP  
2811 Agriculture Drive  
Madison, WI 53708  
Cindy Klug  
Meat Safety Circuit Supervisor  
608-220-3054  
cindy.klug@wisconsin.gov

FIELD TO FREEZER LLC  
515 W North Shore Dr, #5  
Hartland, WI 53029  
Matt McCoy

KELLER INC  
DESIGN/BUILD CONSTRUC  
TION CO  
P.O. Box 620  
Kaukauna, WI 54130  
920-766-5795  
Katie Mangin  
www.kellerbuilds.com

MEATINGPLACE  
Michael P. Walsh, Advertising  
1415 N. Dayton St.  
Chicago, IL 60622  
312-274-2205  
312-266-3363 Fax  
312-961-5108 Cell  
mwalsh@meatingplace.com

RURAL MUTUAL INSURANCE  
CO. Bill Kriese  
P.O. Box 5555  
Madison, WI 53705  
608-220-6147  
bkriese@ruralins.com  
www.ruralmutual.com

SILIKAL AMERICA  
609 Fertilta St  
Carrolton, GA 30117  
David Perry  
770-830-1404  
david@silikalamerica.com  
www.silikalamerica.com

STONE MILL CONSTRUCTION  
Glenn Marquette  
N3029 14th Ave  
Monroe, WI 53566  
608-325-6000  
glennm@stonemillconst.com

WE R FOOD SAFETY  
Andy Hanacek & Andrew  
Lorenz  
2110 US Hwy 12 W  
Menomonie, WI 54751  
715-309-2980  
info@werfoodsafety.com

WISCONSIN 4-H  
FOUNDATION, INC.  
Joanne Wolan  
The Pyle Center  
702 Langdon St.  
Madison, WI 53706  
608-262-1597  
joanne@wis4foundation.org

WISCONSIN BEEF COUNCIL INC.  
957 Liberty Dr, Suite 201  
Verona, WI 53593  
Tammy Vaassen  
608-833-9940  
tvaassen@beeftips.com

WISCONSIN MERCHANTS  
SERVICES  
W10320 S County Line Road  
Lodi, WI 53555  
608-215-0790  
info@wisconsinmerchantservices.com  
www.wisconsinmerchantservices.com

WISCONSIN PORK PRODUCERS  
P.O. Box 327  
Lancaster, WI 53813  
608-723-7751  
wppa@wppa.org

**SUPPLIES**  
BUNZL PROCESSOR DIVI-  
SION/KOCH SUPPLIES  
5710 NW 41st Street  
Riverside, MO 64150  
800-456-5624  
816-448-4300

COZZINI CUTTING SUPPLIES  
3451 Commercial Ave.  
Northbrook, IL 60062  
Laura McKay  
847-814-1090  
laura@cozzinicuttingsupplies.com  
www.cozzinicuttingsupplies.com

INDUSTRIAL NETTING  
10300 Fountains Drive  
Minneapolis, MN 55369  
Karen Slater  
763-496-6374  
kslater@industrialnetting.net  
www.industrialnetting.com

MAI TECHNOLOGIES, Dennis  
5296 174th St  
Chippewa Falls, WI 54729  
715-690-1270  
dennis@mailtechllc.com

NASSCO INC  
Dane White  
5365 S Moorland Rd  
New Berlin, WI 53151  
(414) 423-4977  
dwhite@nasscoinc.com  
www.nasscoinc.com

NELSON-JAMESON INC  
PO Box 647  
3200 S Central Ave  
Marshfield, WI 54499  
800-826-8302  
sales@nelsonjameson.com

SHILLING SUPPLY  
Tom Reuter  
2435 Hauser St.  
Lacrosse, WI 54603  
800-888-1885  
mgloede@shillingsupply.com

SILVER-CLIP INC.  
46551 Strathmore Road  
Plymouth, MI 48170-3436  
Mike Prokurat  
734-354-6551  
sales@silver-clip.com  
www.silver-clip.com

WALTON'S INC.  
Kurt Carter, National Sales Mgr  
3639 N Comotara St.  
Wichita, KS 67226  
800-835-2832  
316-262-0651  
316-262-5136 Fax  
kurt@waltonsinc.com  
www.waltonsinc.com

**Wisconsin Association  
of Meat Processors  
PO Box 25  
Pearl City, IL 61062**

**Mail to:**

## **Directory of WAMP Supplier Members Cont.**

### **TESTING/FOOD SAFETY**

ALS (MARSHFIELD FOOD SAFETY)  
510 N. St Joseph Ave  
Marshfield, WI 54449  
877-318-4939  
715-406-4418 Fax  
[hondo.dammann@alsglobal.com](mailto:hondo.dammann@alsglobal.com)

COMMERCIAL TESTING LAB  
P.O. Box 526  
514 Main Street  
Colfax, WI 54730  
715-962-3121  
[www.ctlcolfax.com](http://www.ctlcolfax.com)

