



September 2022

News & Views

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

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From the President's Desk

Jake Sailer

Sailer's Food Market and Meat Processing

Hello Everyone/Membership,

I hope everyone had an enjoyable summer. We have had some beautiful weather, so hopefully we were able to spend time with family and friends before the kids go back to school. Fair season is behind us and we are in a position to go full speed ahead.

First off, I would like to welcome Dianne Handsaker!!! She is our new Executive Secretary for WAMP!!! Welcome aboard!! Dianne took over as of July 1st, and she has had her nose to the grind since. She is managing our WAMP Facebook page. This is a private/group, so if you want to join, ask. Dianne will approve/deny your request so you can get information that is being posted. She has also been working with Lanex on our website!! Hopefully we will have it live on November 1st. Check it out along with our new WAMP logo!! Please pay attention to Emails from Dianne. She will only be sending out Emails that have importance. Soon she will be sending out information on the Coalition Conference October 13th and 14th. I hope you will take the time to get involved. This will be the first conference and we hope to have lots of members attend!!

Congratulations to all the plants who participated and won in the product show at the State Fair. Hats off to Eden Meat Market for winning the Best of Show with their Snack Sticks! Good Job!

Hopefully everyone got their Grant Applications in on time, as DATCP will be awarding the first round, so if you don't get that one, you can resubmit your application for the second round.

We had a few issues with plants not having certain products in their HACCP Plans. Pay close attention to all those little things that can slip through the crack when you do your annual assessment of your plan. Pay close attention to the article in this newsletter from DATCP!!

If there is anything I can do for you, please ask.

Your WAMP President,

Jake Sailer

UPCOMING EVENTS

WISCONSIN MEAT INDUSTRY COALITION CONFERENCE

DoubleTree by Hilton
Madison (East)
October 13-14, 2022

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

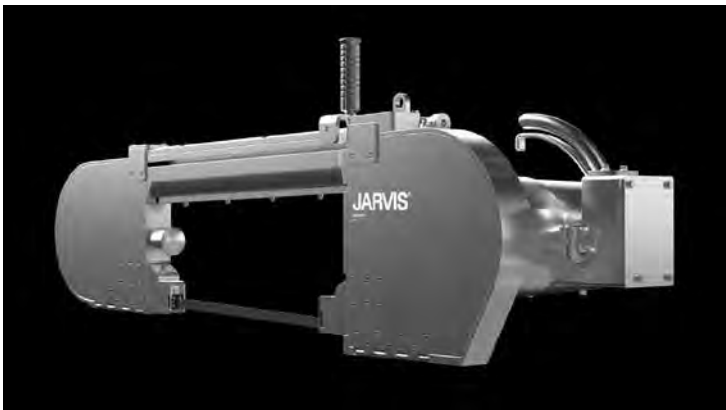
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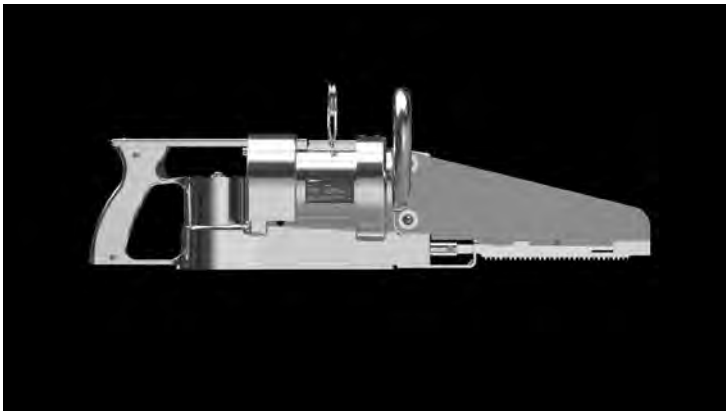
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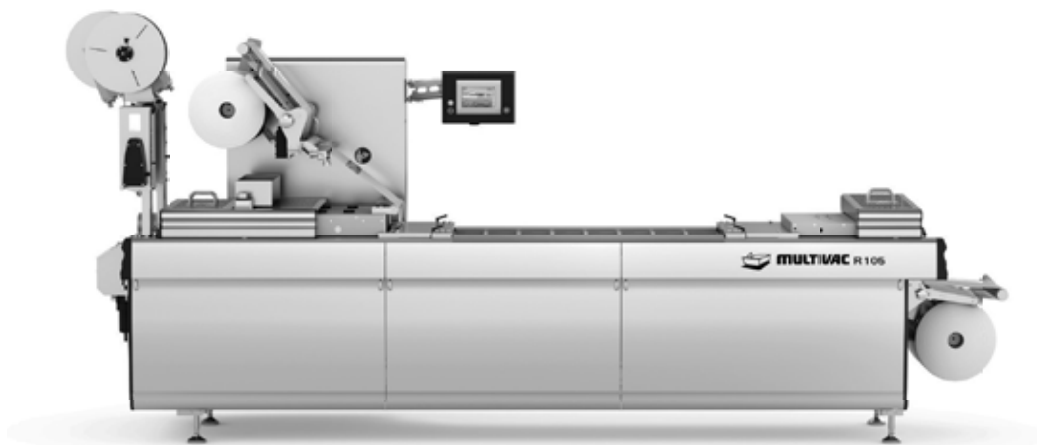
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SALES ASSOCIATE COMPACT EQUIPMENT

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WISCONSIN MEAT INDUSTRY COALITION CONFERENCE

October 13-14, 2022
DoubleTree by Hilton
Madison East

Featuring Expert Panels, Discussions
Scholarship & meat industry award
recognition, and 2022 Wisconsin Meat
Industry Hall of Fame inductions!

Chris Salm,
Wisconsin Meat
Industry Entrepreneur



2022 Hall of Fame Inductee

Keynote Speaker
Joe Kiedinger,
CEO of Prophit Co.



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Ron Russell,
University of
Wisconsin



2022 Hall of Fame Inductee

Additional Info & Registration: www.bit.ly/WIMeatCoalition

Brought to you by industry organizations, sponsors,
and the UW-Madison Meat Science & Animal Biologics Discovery program

WAMP will be sponsoring all WAMP members who attend by reimbursing each member attendee \$50 of the full conference registration.

Wisconsin Meat Industry Coalition Conference

“A unified voice for the Wisconsin animal & meat industries”

DoubleTree by Hilton Madison East
4402 East Washington Ave Madison, WI 53704

October 13-14, 2022

Conference Purpose:

...to **Pursue** the quest for common interests among the various sectors of meat animal industries, **Explore** opportunities for developing a more unified industry voice; and **Identify** collaborative longitudinal opportunities with individual and collective high impact potential benefit

Thursday, October 13, 2022

1:00-2:00 p.m. Meat 'n Greet and Ideas Fair

2:00-2:30 Break

2:30-4:00 Talent Recruitment & Retention....What's Working and What's Not; Views from Different Sectors

- **Tom Eickman**, Eickman's Meat Processing
- **Fritz Usinger**, Usinger's Famous Sausage
- **Kristen Young**, Johnsonville Sausage

*Session Moderator: **Kevin Ladwig**, Johnsonville Sausage*

4:30-5:30 Social

5:30-7:00 Dinner & Featured Keynote Speaker

Growing Your Business with a Leadership with Dignity Approach

Joe Keding, Proffit Co.

Master of Ceremony: **Randy Romanski**, Wisconsin Department of Agriculture, Trade, and Consumer Protections

7:00-7:30 Wisconsin Livestock & Meat Council Scholarship Presentation & Wisconsin Meat Industry Awards, Accolades & Achievements Recognition

7:30-8:00 Wisconsin Meat Industry Hall of Fame Induction

8:00 p.m. Concluding Comments

Continued on next page.

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4402 East Washington Ave Madison, WI 53704

October 13-14, 2022

Friday, October 14, 2022

7:30-8:30 a.m. Light Continental Breakfast

8:30-10:30 Perspectives on Challenges and Opportunities from Different Sectors of the Animal & Meat Industries

Animal Industry Panel (45 minutes)

- Beef Industry- **Brady Zuck**, President, Wisconsin Cattlemen’s Association
- Pork Industry- **Christina Meylor**, President, Wisconsin Pork Association
- Sheep Industry- **Dan Smerchek**, President, Wisconsin Sheep Breeder’s Cooperative

*Session Moderator: **Jeff Swenson**, Wisconsin Department of Agriculture, Trade, and Consumer Protections*

Meat Industry Panel (45 minutes)

- Meat Industry- **Jake Sailer**, President, Wisconsin Association of Meat Processors / Sailer’s Food Market & Meat Processing
- Grocer’s/Retail- **Brandon Scholz**, Wisconsin Grocer’s Association
- Restaurant- **Susan Quam**, Wisconsin Restaurant Association

*Session Moderator: **Jeff Sindelar**, University of Wisconsin-Madison, Meat Science & Animal Biologics Discovery*

Full panel discussion (30 minutes)

Session Moderators:

Jeff Swenson, Wisconsin Department of Agriculture, Trade, and Consumer Protections

Jeff Sindelar, University of Wisconsin-Madison, Meat Science & Animal Biologics Discovery

10:30-11:00 Break

11:00-12:30 Coalition/Combined meeting

Continued on next page.

Wisconsin Meat Industry Coalition Conference

"A unified voice for the Wisconsin animal & meat industries"

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October 13-14, 2022

- Processor relations, Legislative relations, Producer relations, Allied industry, Education/science, Industry-wide initiatives/needs
- Preliminary Agenda
 - Assessment and review of Coalition conference
 - Continue conference?
 - Modifications/changes/etc. for future conferences
 - Ideas for future of coalition meeting
 - Bringing industry together

1:00-4:00 p.m.

Board/Industry Meetings

- Wisconsin Association of Meat Processors
- Wisconsin Livestock & Meat Council
- Wisconsin Bi-partisan Meat Caucus



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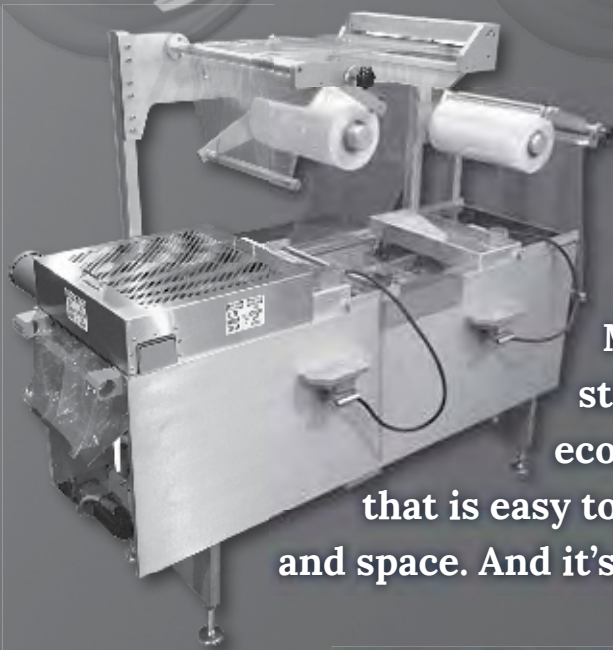
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Department Notes *by Randy Romanski*

Secretary, WI Dept. of Agriculture, Trade and Consumer Protection

As I reflect on this summer, I am thankful that we have such a strong community of meat processors that are willing to go the extra mile to support their local communities. It is no secret that Wisconsinites proudly turn to our state's trusted meat processors to provide them with high quality products. Over the summer, meat processors just like you have offered services and took on extra work to process animals sold at county fairs and the Wisconsin State Fair. In a few weeks, deer hunters will also be turning to you for support in processing venison. Thank you for always working hard to support your communities and meet the needs of Wisconsinites.

It is important that we make investments to boost the resiliency of our communities, and our state's meat processors are critical to supporting resilient communities. Governor Tony Evers has continually found ways to provide financial support to the meat processing industry. In his 2021-23 biennial budget, he provided \$200,000 per year for Meat Processor Infrastructure Grants, focused on increasing harvest capacity and throughput. At the close of the first grant application round, DATCP received more than 100 applications. The high demand and need for this funding is obvious.

Recognizing this need for additional funding support, Governor Evers provided up to \$10 million in American Rescue Plan Act (ARPA) funds to create the Meat and Poultry Supply Chain Resiliency Grants, which aim to grow Wisconsin's meat processing industry and improve the long-term viability of the state's livestock industry. The grant application period closed in August, and DATCP received nearly 100 applications. Our staff are carefully reviewing these applications and look forward to announcing the grant awardees soon. You have made it clear that you want to invest in your operations, and I'm proud that we are able to support your efforts.

As we work alongside meat processors to improve and increase infrastructure, it is equally important that we bring in new talent to the industry. To compliment these grants, Governor Evers announced \$5 million in ARPA funds earlier this year to focus on meat talent development. DATCP

staff have been working collaboratively with stakeholders, universities, technical colleges, meat processors, and other organizations to create programming that attracts students to meat careers, supports program development, and connects the industry with potential employees. A few exciting developments within the program include:

- Launching the "Meat Pathways" website. The website is designed to help job seekers identify careers in the meat industry that fit their talents and ambitions, as well as connect them with training opportunities and potential employers. This unique tool will be used to attract new talent to Wisconsin's meat industry and garner interest in careers that support the industry. The new website is available at <https://meatpathways.wi.gov/>.
- Providing tuition reimbursement for Hazard Analysis Critical Control Points (HACCP) training. Held at the University of Wisconsin-Madison, the first training took place in August and more will be announced as trainings are scheduled. To be notified of future HACCP training opportunities, visit DATCP's Meat Talent Development Program webpage and sign up for email updates.
- Creating a high school meat science curriculum. With help from the University of Wisconsin-River Falls, this curriculum is being developed to attract young adults to meat careers at an earlier age. We plan to announce more details about this initiative a little later in September.
- Developing training programs with the Wisconsin Technical College System. Several of these training programs will be available starting this fall, and three mobile processing units will be purchased to allow technical colleges to complete on-farm harvest and teaching.

There is a lot to be excited about in Wisconsin meat processing, and I am pleased that DATCP can continue serving as a valuable resource to this industry. To stay up-to-date on opportunities for meat processors, visit DATCP's website and sign up for email updates.

Meat Establishment Requirements

WI Dept. of Agriculture, Trade and Consumer Protection

On August 19, 2022, the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) issued a reminder memo on the fundamental requirements of operating a meat establishment to all Wisconsin state-inspected meat establishments. The following are regulatory requirements that must be fulfilled:

- Operate within the hours of inspection on the schedule agreement.
- Have a Hazard Analysis and Critical Control Points (HACCP) plan, associated documents, and records available for all products bearing the marks of inspection.
- Submit all formulas to DATCP's Bureau of Meat and Poultry Businesses for prior approval.
- Label all products according to regulatory requirements.

The above is a good reminder for all meat processors. Since January 1, 2022, eleven meat businesses have voluntarily recalled meat products. Each of these recalls was the result of one or more of the requirements listed above not being met. Most recently, six of the eleven recalls were issued for lard products that had no hazard analysis, HACCP plan, decision-making documents, or production records on the product bearing the mark of inspection.

DATCP encourages meat processors to review business practices and HACCP systems, make any necessary adjustments or revisions, and use DATCP staff as a resource if you have questions. DATCP and the University of Wisconsin-Madison recently sponsored a HACCP training opportunity through the Meat Talent Development Program, and we are planning additional HACCP training opportunities in the coming months. Tuition reimbursement is available for Wisconsin businesses and employees taking this training. To stay up-to-date on these opportunities, visit the DATCP's website and sign up for email updates.

If you have questions regarding any regulatory requirements for meat establishments, please call DATCP's general meat line at (608) 224-4681 or visit DATCP's website.

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UWRF and DATCP Partner to Support the Wisconsin Meat Industry with High School Curriculum

September 19, 2022

River Falls, Wis. – The University of Wisconsin-River Falls (UWRF) and the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) recently announced the development of a high school meat science curriculum to create awareness of opportunities in and attract students to careers in the meat industry.

The project is funded by the Meat Talent Development Program, a \$5 million program created by Gov. Tony Evers to strengthen the state's meat processing supply chain and workforce. DATCP Secretary Randy Romanski joined UWRF administrators and faculty on campus September 16 to make the announcement.

“This talent development program represents a significant investment in a major agricultural industry in Wisconsin, and demonstrates another meaningful collaboration between DATCP and UWRF”, said Dale Gallenberg, Dean of the College of Agriculture, Food and Environmental Sciences.

“Development of curriculum, considering and assembling the tools that are needed for effective delivery, and offering an avenue for high school agricultural instructors to acquire these materials is a ‘win-win’ scenario for all involved,” said Steve Kelm, Chair of the Animal and Food Science Department.

“Wisconsin’s strong meat industry relies on a dedicated workforce,” said DATCP Secretary Randy Romanski.

“This new curriculum will serve as not only a vital tool for teaching high school students about another important sector of Wisconsin agriculture, but also help position meat industry jobs as a potential career path for these students to pursue after graduation.”

Kurt Vogel, associate professor of animal science and director of the animal welfare lab on campus is the project director. He described how the idea developed from a group conversation involving multiple University of Wisconsin campuses and DATCP, and how that initial conversation brought together the team at UWRF that prepared the proposal.

Vogel went on to say, “For many of us, this is a project that has substantial meaning because we found our ways to our current careers through meat industry-related opportunities and experiences. It is an honor and a privilege to help provide that spark for the next generation.”

Hannah Olsen, a graduate student working under Vogel in the Animal Welfare Lab is a key player in this project.

“I realized from my experiences in the classroom, both as a student and then as a teacher, that this program will have the ability to provide students and teachers with content not previously available.”

With the guidance 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 be able to apply for a kit that includes basic meat processing equipment.

When Jim Graham, professor of agricultural education shared information about this initiative with a few teachers the response was very favorable. Kally Koch, the agriculture education teacher at the Riverdale School District in Muscoda said she was able to develop a meat science unit for her students because she had family members with degrees in meat cutting. She knows of other instructors who are looking for this information.

“This will be a great program to help teachers who are new to teaching or new to meat science and would also provide additional support for those already teaching meat science to improve their curriculum.”

David Kruse, the agriscience teacher at the Elkhorn School District summed up the need upon learning of the project from Graham.

“The last two years have highlighted the importance of the meat processing industry in Wisconsin and across the country. Efforts of high school agricultural education programs to help create student interest in the meat industry, to provide safe and high quality meat products for consumers, is an important part of helping the industry develop a stronger labor pool.”

About DATCP and the Meat Talent Development Program:

DATCP partners with all the citizens of Wisconsin to grow the economy by promoting quality food, healthy plants and animals, sound use of land and water resources, and a fair marketplace. For more information on DATCP, visit datcp.wi.gov and follow the department on Facebook, Twitter, and Instagram.

The Meat Talent Development Program includes efforts to attract students to meat careers, provide financial support to students in Wisconsin meat processing training programs, support meat processing program development, and connect the industry with potential employees. In addition to the high school curriculum, the program continues to release new projects that support Wisconsin’s meat industry workforce, including providing tuition reimbursement for HACCP trainings and the development of a Meat Pathways website. For more information on this initiative, visit DATCP’s website and sign-up for email updates.

UWRF Contact: Dina Fassino | 715-425-4306 |
Newsroom: uwrf.edu/News | Email: ucm@uwrf.edu
DATCP Contact: Sam Otterson | 608-334-0220 |
Email: sam.otterson@wisconsin.gov

30th Annual Governor's Blue Ribbon Meat Products Auction

Raises over \$100,000 for Wisconsin 4-H Youth

BACON

Grand Champion: Louie's Finer Meats, Cumberland
Buyer: Willow Road Self Storage, Lake Geneva, \$5,500
Reserve Champion: Lodi Sausage Company and Meat Market, Lodi
Buyer: Wisconsin Souvenir Milkcaps, Oconomowoc, \$2,000
Honorable Mention: Karl's Country Market, Menomonee Falls
Buyer: Crave Brothers/Charlie Crave, Waterloo, \$1,700

RING BOLOGNA

Grand Champion: Eden Meat Market, Eden
Buyer: Gibbsville Implement, Waldo, \$3,500
Reserve Champion: Geiss Meat Service, Merrill
Buyer: Egg Innovations/John & Cathy Brunnquell, Port Washington, \$1,750
Honorable Mention: Lodi Sausage Company and Meat Market, Lodi
Buyer: Wisconsin Souvenir Milkcaps, Oconomowoc, \$1,800

SPECIALTY CURED MEAT PRODUCT

Grand Champion: Wilson Farm Meats, Elkhorn
Buyer: Bill Thompson, Lake Geneva, \$4,000
Reserve Champion: Geiss Meat Service, Merrill
Buyer: Randy Schopen Memorial Foundation, Tomahawk \$1,400
Honorable Mention: Eden Meat Market, Eden
Buyer: Daluge Travel/Rick & Peggy Daluge, Madison, \$1,100

SUMMER SAUSAGE

Grand Champion: Lodi Sausage Company and Meat Market, Lodi
Buyer: Meijer \$4,250, A new record! (old record \$3,600), and generously donated back for resale
Resale: Crave Brothers/Charlie Crave, Waterloo, \$2,000
Reserve Champion: Louie's Finer Meats, Cumberland
Buyer: Daluge Travel/Rick & Peggy Daluge, Madison, \$1,400
Honorable Mention: Wilson Farm Meats, Elkhorn
Buyer: Hull Farm of Lake Geneva/Jones Family Farm, \$2,300

RECONSTRUCTED JERKY

Grand Champion: Eden Meat Market, Eden
Buyer: Meijer \$4,600, A new record! (old record \$4,500), and generously donated back for resale
Resale: Wisconsin Souvenir Milkcaps, Oconomowoc, \$1,200
Reserve Champion: Harry Hansen Meat Service, LLC, Union Grove
Buyer: Hull Farm of Lake Geneva/Jones Family Farm \$1,700
Honorable Mention: Lodi Sausage Company and Meat Market, Lodi
Buyer: Schaefer Grading, Franksville, \$1,400

DRIED or SMOKED BEEF

Grand Champion: Louie's Finer Meats, Cumberland
Buyers: Major Goolsby's and Ultimate Confections \$1,600
Reserve Champion: Wilson Farm Meats, Elkhorn
Buyers: Merwin Farms, Lake Geneva and MaryBeth Carr, West Bend, \$3,000
Honorable Mention: Geiss Meat Service, Merrill
Buyer: Sunnyside Hatchery, Beaver Dam, \$1,450

BONE-IN HAM

Grand Champion: Louie's Finer Meats, Cumberland
Buyer: Wisconsin Souvenir Milkcaps, Oconomowoc, \$2,000, and generously donated back for resale
Resale: Rural Mutual Insurance, \$2,500
Reserve Champion: Bunzel's Meat Market & Catering, Milwaukee
Buyers: Major Goolsby's and Ultimate Confections \$3,000
Honorable Mention: Harry Hansen Meat Service, LLC, Union Grove
Buyer: Hull Farm of Lake Geneva/Jones Family Farm, \$1,400

BRATWURST

Grand Champion: Wilson Farm Meats, Elkhorn
Buyer: Merwin Farms, Lake Geneva, \$3,600
Reserve Champion: Geiss Meat Service, Merrill
Buyer: Meijer \$2,500, and generously donated back for resale
Resale: Frenz Garden Center, Thiensville, \$1,400
Honorable Mention: Louie's Finer Meats, Cumberland
Buyer: Daluge Travel/Rick & Peggy Daluge, Madison, \$1,400

SNACK SAUSAGE

Grand Champion: Eden Meat Market, Eden
Buyer: Egg Innovations/John & Cathy Brunnquell, Port Washington, \$2,000
Reserve Champion: Wilson Farm Meats, Elkhorn
Buyer: Hull Farm of Lake Geneva/Jones Family Farm \$2,700
Honorable Mention: Wisconsin River Meats, Mauston
Buyer: Rural Mutual Insurance, \$2,000, and generously donated back for resale
Resale: Egg Innovations/John & Cathy Brunnquell, Port Washington, \$1,400

BEST OF SHOW

The 2022 Dennis Buege Best of Show Award was presented to Eden Meat Market of Eden. Eden Meat earned the honor for its champion entry in the snack sausage division. It sold to a consortium of Crave Brothers Cheese, Harry Hansen Meat Service, Gibbsville Implement, Wisconsin River Meats and Egg Innovations for \$5,000.



WISCONSIN SHAPED SAUSAGE

A three-foot, Wisconsin-shaped summer sausage created by Kewaskum Foods of Kewaskum was purchased by Kewaskum Foods for \$3,200 who then donated the sausage back and it was resold for \$3,000 to Hartmann Sand and Gravel. Guest Auctioneer selling this specialty item was Ozaukee County 4-H member Maria Lee.



Governor's Blue Ribbon Meat Products Auction Snapshots



Louie's Finer Meats



Eden Meat Market



Geiss Meat Service



Eden Meat Market



Lodi Sausage Company



Wilson Farm Meats



Harry Hansen Meat Service



Wisconsin River Meats



Geiss Meat Service



Louie's Finer Meats

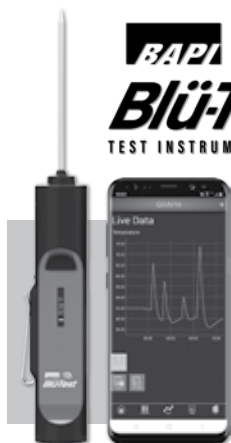


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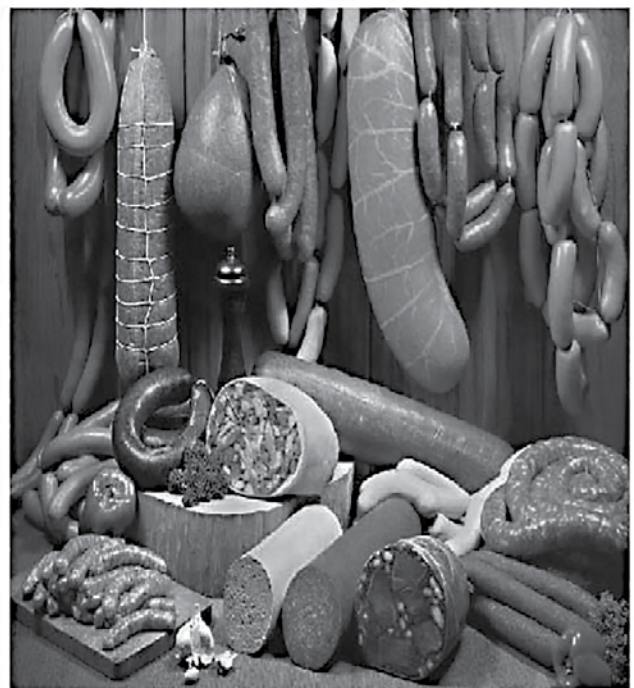
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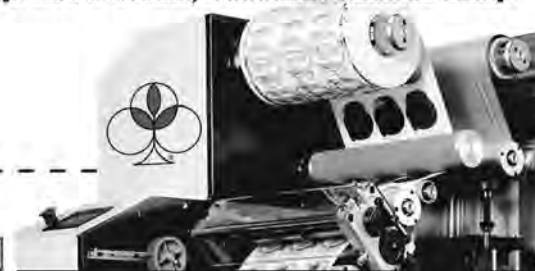
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Wisconsin Meat Industry Hall of Fame honorees to be inducted at WI Meat Industry Coalition Conference

Two individuals with outstanding lifetime contributions to the Wisconsin meat industry are set to be inducted into the Wisconsin Meat Industry Hall of Fame during a recognition ceremony on Oct. 13. The inductees are Ron Russell, a dedicated UW–Madison meat science instructor, and Christopher Salm, an entrepreneur who helped found numerous businesses.

Ron Russell grew up on a small cattle farm in Sturgeon, Missouri. Raised by two teachers, he developed an appreciation and passion for teaching at an early age. After receiving his bachelor's and master's degrees from the University of Missouri, Russell accepted a lecturer position working in what was then known as the Meat Science and Muscle Biology Laboratory in the UW–Madison Department of Animal Sciences. He recently retired as a senior lecturer after 36 years of teaching and outreach service to the university. He had a tremendous impact on hundreds of students, teaching courses such as Animal Growth, Composition and Evaluation; Introduction to Meat Science and Technology; and Meat-Animal Evaluation, Products and Marketing. He was able to utilize his relationships with livestock producers and meat processors to enhance his teaching efforts by providing hands-on experiences for students. He coached the university's collegiate meat animal evaluation teams, coordinated the annual national collegiate meat animal evaluation contest, served as a county and state fair carcass judge, and supported a variety of other animal agriculture events and activities in Wisconsin. Russell has been a passionate and highly visible ambassador for the UW–Madison meat program around the state, and he also represented the university internationally with teaching and consulting assignments in Costa Rica, Russia, and Saint Vincent and the Grenadines.

Christopher Salm grew up on his family's dairy farm on the Fox River in West De Pere, Wisconsin. He earned his bachelor's degree from the UW–Madison in meat and animal science and completed his master's and Ph.D. degrees at Purdue University in muscle biology and bioengineering. His industry experience includes years at Oscar Mayer, Johnsonville Sausage and ConAgra (Armour-Swift-Eckrich) with roles as principal scientist, plant manager, product developer, technical trouble shooter, brand manager and lastly, as vice president of research and development. Salm stepped away in 2003 to found Salm Partners

with three of his brothers. Salm Partners pioneered a novel co-extrusion technology and a cook-in-package process that yields preferred products that have exceptional shelf-life, free of microbiological contamination. The company has expanded multiple times and currently produces over 15% of all the pre-cooked sausage sold in the U.S. In 2015, Salm co-founded Ab E Discovery, a new venture designed to aid university scientists in the commercialization of their discoveries and inventions that are focused on animal agriculture and human health. To date, Ab E Discovery has spawned three more businesses: Ab E Manufacturing, Ovation Foods and CoVigilance. Salm has applied his knowledge and experience to serve UW–Madison on many occasions, primarily in vision development and fundraising. As a principled businessman and bold entrepreneur, he has faithfully served the meat industry and his efforts have greatly benefited the economy and the citizens of Wisconsin.

The Wisconsin Meat Industry Hall of Fame was created in 1993 to recognize individuals who have made significant contributions to the meat industry in Wisconsin. The Hall of Fame program is coordinated by the University of Wisconsin-Madison Meat Science and Animal Biologics Discovery program. For more information, visit <https://go.wisc.edu/mihof> or contact Jeff Sindelar at (608) 262-0555 or jsindelar@wisc.edu.

Nicki Adolph Intern at Louie's Finer Meats



Congratulations to Nicki Adolph, Mt. Carroll, IL, for winning Reserve Champion Cured Specialty Meat Product in the University Class at the ACMC during the 2022 AAMP Convention. Nicki interned this summer at Louie's Finer Meats and prepared her entries during her internship. Nicki attends the University of Illinois.

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- * Res. Champion Country Bacon
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Louie's Finer Meats, Cumberland

- * Res. Champion Ham-Bone-in (Ltw)
- * Grand Champion Old World Dried Fermented Sausage

Sailer's Food Market & Meat Processing, Elmwood

- * Champion Ham-Semi-boneless
- * Champion Old World Dried Fermented Sausage

The Durand Smokehouse, Durand

- * Res. Champion Dried Beef

West Bend Sausage Plus, West Bend

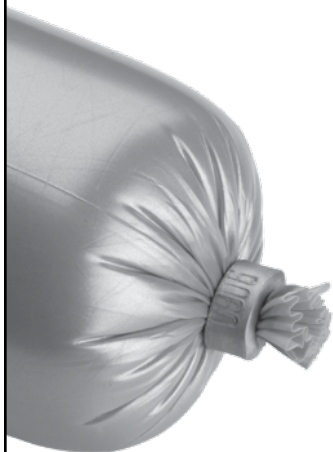
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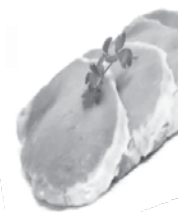
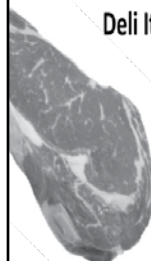
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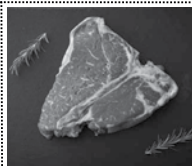


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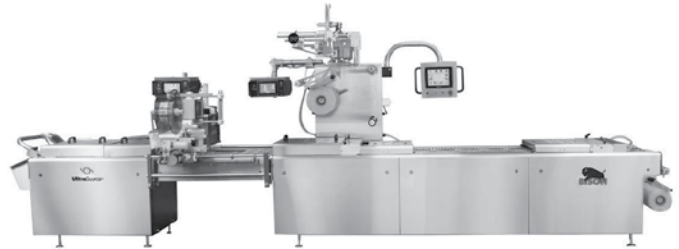


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September 2022

WAMP Board Meeting Minutes

May 6, 2022

MADISON MARRIOTT WEST HOTEL AND CONFERNECE CENTER

Meeting brought to order by President Jake Sailer at 8:02 a.m. Present were Directors Sailer, Geiss, Breuggen,, Schmidt, Clare, Vorpapel, Pearson, Franseen, Brinker, Herrmann, Muench, Elsenpeter, Reams, Bills and Falkavage. Also present were Dr. Jeff Sindelar, Jeffrey Swenson, Ben Gehring, Dan Neumann. Absent were Krantz and Brown.

Minutes of the Last Meeting from the Executive Secretary's report was approved. Motion to approve was made by Vorpapel, seconded by Elsenpeter. Aye vote was held, no nays and report approved.

The Treasurer's report was read with copies of financial statements given out. A motion from Schmidt to approve was made, seconded by Brandon Clare. An aye vote was held, no nays and report approved.

Approval of Donations going forward when requests were made for the year of 2022 was made by Vorpapel and Seconded by Muench. Aye vote was held, no nays and motion carried.

The Personnel committee reported on the interview process with candidates Dianne Handsaker and Maureen Gehring. Discussion followed on how to structure the position and it was generally agreed to have one person hold the Executive Secretary position without contracting services out through another third party such as the Wisconsin Grocers Association or the Farm Bureau. The position of a lobbyist would also be a separate person, if so decided upon by the Board. The discussion was tabled, and the Personnel Committee will meet again on June 3rd to decide on how to move forward. A zoom meeting with the entire board will follow to notify of decision.

Executive Secretary of Illinois, Dianne Handsaker joined and observed our meeting at that point. The Website was discussed, and Kathy Vorpapel reported on the progress so far. Lanex is still waiting on final input from board. It was decided to report to them that we have given them as much information as we think necessary and please proceed to be "2 clicks" away from live by May 31st.

The Product show Committee reported that Dan Neuman will be the third chair. Discussion followed on the topic of adding colored aprons and different badge ribbons to identify volunteers next year. Dr. Sindelar passed out information on numbers of entries from years past and the trending patterns he believes will be forthcoming in the years ahead. He also reported that the Judges truly appreciate the gift boxes. The board decided to also not reorder ribbons for the top 5 places, the plaques will be enough. Discussion was also held about the increased costs of the plaques and how to offset that cost.

The board discussed the Extension Support Fund that is funded every 2 years by WAMP for Dr. Jeff Sindelar to use to express appreciation from WAMP to many people who assist Dr. Sindelar in the programs that WAMP benefits from at our workshops and conventions. The Board wants to show appreciation of the time, talent, and treasure put forth by those quiet individuals who support us. The amount of \$3000 was approved with a Motion from Vorpapel, seconded by Reams and a full board vote of aye followed. No nays. Motion passed. A motion was then made to also support a member of Dr. Sindelar's staff for travel to IFFA.

Reams made motion to approve \$1000 to reimburse Dr. Sindelar for travel of staff. Franseen seconded, a vote was taken, all eyes, no nays. Motion Passed.

A Break was taken at 10:00 a.m. Reconvened at 10:14

Marriott General Manager, Jim Strom joined the meeting to check in on Board and to represent the hotel. He presented information from the hotel for WAMP to consider having the Marriott set up the trade show hall and manage the room rather than Valley. We discussed the merits and the procedures that they hotel would have to cover. Rugs for the Product show would have to be found elsewhere, rather than Valley. It was suggested by Vorpapel, to ask Cintas for the donation along with the coats they provide. Dr. Sindelar will ask. The Board shared concerns with Strom about bigger meeting rooms, more seating and better food and carving capabilities at Saturday night dinner. Muench made a motion to have Marriott provide the trade show services for 2023. Herrmann seconded. A vote was taken, all ayes, no nays. Motion passed.

The 2023 Convention plans were discussed for themes and workshops. Automation versus manpower. We will work to let suppliers know in timely fashion to plan booths with equipment, perhaps set aside a Supplier area for demonstrations.

Directors were appointed to some committees. Franseen will work on Person of the Year, Sailer will work on the Judges gifts, Geiss will work with the hospitality room. Phil suggested to open the opportunity up to suppliers to host with bartenders.

Dr. Jeff updated the board on MSABD Lab. Hiring of staff and academia is continuing. The meat Caucus continues to check in and will meet after this meeting here in the hotel to firm up the Fall workshop focusing on building and developing a unified voice amongst the groups involved. Speakers for the conference may be focused on talent recruitment and retention and networking opportunities. There will be the WI Hall of Fame Induction and board meetings of each individual group. A combined social event will also take place. State Fair judging will take place on June 17th. There will be a short course on Animal Harvest next January.

Jeff Swenson reported on the State Fair 4-H Auction and the efforts to attract more buyers. He reported on the 5 Meat processors that were awarded funds through the first grant program. He spoke on the tech colleges that are building meat courses for careers and highlighting those on social media platforms. The colleges have shared with the program what type of budget is needed for these courses. He spoke on the power of the industry and the numbers from NAMI that show how the meat industry directly impacts the economy. He reported that the 2nd round of grants would be shortly announced, due in and processed somewhere between the end of fair season and the start of deer season.

Discussion took place on the role of Director Emeritus. The decision was made to sunset the tradition and cease to fill anymore positions. Schmidt made the motion to cease the tradition, Elsenpeter seconded. A vote ensued, all ayes, no nays. Motion approved.

Discussion continued from previous meetings on forming an advisory board to monitor the Massachusetts fund, to be guardians of decisions for withdrawals of funds, to adhere to a

WAMP Board Meeting Minutes Cont.

mission statement and to suggest direction if needed. All final decisions would be the Board's duty though and this board would serve only as advisory, not binding. Suggestions for people to ask to serve on this board were given.

In new and other Business, Reams reported that AAMP has some new staff on board. AAMP also has information on the website for Grants. Reams also asked to consider donating Hard Hats to the MSABD Lab with our new Logo on them, once the design is chosen. Swenson reported tickets are available for Alice in Dairyland for anyone interested in attending.

Motion to adjourn meeting was made by Herrmann, seconded by Schmidt. A vote was taken, all eyes, no nays. Motion carried.

Meeting adjourned at 12:10 p.m.

Respectfully Submitted

Kathleen Vorpapel

Wisconsin Association Of Meat Processors

Interim Executive Secretary

September 16, 2022 Via Zoom

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

The meeting was called to order by President, Jake Sailer, at 8:05 am.

Secretary's Report: Minutes will be held for approval until in-person meetings. Dianne Handsaker gave an update on activities and work since she started in July.

Treasurer's Report: Kathy Vorpapel presented the Balance Sheet (9/15/22) and a Profit and Loss Statement (7/1-9/15/22). She also noted that the June statement for the Massachusetts Fund shows the fund at \$392,732.00 compared to \$492,358.25 shown on the Balance Sheet. The change will not be shown on the reports until end of the year.

Website Committee Report: After all our work to approve the logo, we received wire frames from Lanex that were in black and white and with incorrect information. Jake Sailer, Dr. Sindelar, and Dianne Handsaker met with Max McCoy at Lanex yesterday (9/15/22). We have asked to part ways with Lanex and to be reimbursed for some of our payment. We asked to be reimbursed for the \$6000 paid on the website. WAMP has also paid \$1500 for a logo design, that was not completed. We are waiting to hear back from Max and asked to meet on Monday (9/19/22). We hope for an amicable separation from Lanex for the association. Kathy Vorpapel noted we all have worked on sites that have gone much smoother and quicker, etc. WAMP needs a designer to create the site instead of designer who wants WAMP to place items and make a lot of revisions, etc.

Old Business:

1. Lobbyist for WAMP: Michelle Kussow, Jolene Plautz, Jason Culotta, WI Farm Bureau, and John Jacobsen have all been brought to our attention over the past few months as possible lobbyist or potential contacts to follow legislation and appropriations at the state level. Jake Sailer asked the board if they want to continue with this process. Dr. Sindelar suggested including this discussion at the WI Meat Industry Coalition as many of the candidates may be attending. Scott Vorpapel asked that a proposal be seen, but as a board we need to be able to convey

what WAMP wants done. Discussed asking for a year contract and then have an opportunity to revisit the contract and access the value to the association. We want to know what is offered and what WAMP needs to do for them. We discussed offering each candidate an opportunity to talk with us during the Coalition. Discussed asking each of them to attend the Coalition as that may allow board members to talk to them. Discussed various options to meet with the potential candidates during the Coalition Conference. Scott Vorpapel asked for a time to meet before the Coalition Conference started. Andy Pearson asked for the board to consider asking for key points to provide to each candidate. Kathy Vorpapel asked to survey the membership for their top 5 concerns (examples: workman's comp, labor, regulations, etc.) in their business and 1 positive situation in their business. Then the results would be merged and use that to gauge the needs of our members. Dianne Handsaker will contact each candidate for proposals and their availability the morning of October 13, 2022, at the Coalition Conference.

2. 2023 Convention Planning

a. Theme: The preferred theme was "Man vs Machine" or a variation of it. "People vs Machine," etc. During the Pre-convention Workshop it was discussed to focus on Harvesting and Further Processing in 2023. Then focus on Thermal Processing and Packaging in 2024.

b. Pre-Convention Workshop Topics/Planning: Worked through planning the workshop. Board members gave ideas and suggestions as Dr. Sindelar created a workshop outline focused on Harvesting and Further Processing. Discussed everything from equipment needs to efficiencies to challenges with automation of equipment and product quality, using outside vendors for spice blends instead of mixing own, etc.

c. Educational Sessions at the Convention Center: These sessions will focus on Investing in Your People. May include a panel discussion on outside resources for Payroll, Benefits, Marketing, 3rd Party Sanitation/Cleaning, etc. Discussed a session on Improving or Changing Employee Environments (employee rewards, changing culture). "It Could Be Easier than You Think" was a session title for learning about buying equipment (loans, leasing, planning monthly costs, tax advantages, etc.). Possible session on Return on Investment. Discussed speakers from UW Science, WI DATCP, WI Meat Inspection, AAMP Representative, etc.

d. Butcher Contest: Discussed continuing this event and possibly having a variation of it as the "Linker" contest at the Trade Show. Utilizing equipment from vendors, but allowing anyone to participate in the "Linker" Contest.

e. Finalize Trade Show Provider (Valley or Marriott): We received a quote from the hotel, but it is comparable to Valley. WAMP has been receiving an excellent rate from Valley. Valley also provided the forklift that was rated for 8000# and had 6' forks. If we go with the hotel, WAMP may need to rent the fork lift and the concern is who will operate and where does the insurance fall. Valley has been contacted to see if they offer the rental of a portable semi dock. Dianne Handsaker requested waiting until the October meeting to make sure we have the fork lift concerns sorted through.

f. Friday Night Social: Kathy Vorpapel asked about an Elvis theme and inquiring on the Elvis Band that IAMP had last year. They will be contacted for a cost. Will look for new kid entertainment. Discussed continuing with the Bags Tournament as it was very popular. Need to source new boards. Kathy will work with Dianne to prepare an event for Friday night and present at the next meeting.

g. Bar: The atrium bar closes at 10 pm each night. The hospitality is open on Thursday, Friday, and Saturday evenings, but only printed as

WAMP Board Meeting Minutes Cont.

Thursday evening in the program. We discussed bar options for after 10 pm. It was decided to continue the Thursday and Saturday night Hospitality. Then keep the bar open at the Friday night event later.

3. WI Meat Industry Coalition Conference: Dr. Sindelar presented the WI Meat Industry Coalition agenda and schedule. An idea was presented to pay \$50 (or half) of the convention registration for WAMP members. WAMP had already discussed a \$2500 sponsorship for the Coalition. Rick Reams moved to pay a \$2500 sponsorship to the Coalition and also pay \$50 of the \$100 Full Event registration fee for all WAMP members. (Will not pay a portion of the meal only registration.) Brandon Clare seconded. Motion passed.

4. WI State Fair Competition and 4-H: The competition and auction went well, but Dr. Sindelar discussed the need to talk about this more in-depth at a later meeting. The topic will be discussed later.

5. No other old business.

New Business

1. Product Show Committee at all WAMP Board Meetings: Dianne Handsaker had asked if the entire Product Show Committee should be invited to all WAMP Board Meetings (to include Zoom). Ben Gehring thought it was beneficial that the entire committee be included. They will be included in the Board meeting correspondence going forward.

2. "Top Young Farmers": The National Outstanding Top Young Farmer program will be held in Wisconsin next year. WAMP has been contacted for a sponsorship. Most sponsorships are close to \$5000 and include an advertising component. The board felt we weren't in the position to support this program at this time.

3. FFA Meats Judging: Ken Engelke has contacted WAMP asking for host sites for FFA Meats CDE Contests near the Stevens Point, Appleton, Janesville and River Falls contest locations. Would like to host contests at plants that are 20-30 minutes proximity of those towns. He also asked for help with the cost of the state event at the UW MASBD. Board members expressed interest in hosting contests and working with youth events. Dr. Sindelar suggested the Ken Engelke be invited to our October meeting. Dianne will reach out to Ken to attend the October board meeting at the Coalition Conference.

4. By-laws: It has been nearly ten years since the WAMP By-laws have been reviewed. Dianne Handsaker asked for a small committee to review the By-laws. Scott Vorpapel offered to review. Lee Falkavage will join the committee. One supplier member will be asked to be on the committee. Dianne will email out for a volunteer.

5. No other new business.

The next meeting will be at 12:30 pm on October 14, 2022, at the Double Tree, Madison East, at the WI Meat Industry Coalition Conference. A working lunch will be served at the meeting.

Rick Reams moved to adjourned the meeting. Louis Muench seconded. Motion passed. The meeting was adjourned.

Respectfully submitted,

Dianne Handsaker

Executive Secretary

Check out AAMP's YouTube Page

AAMP has released multiple new videos on our YouTube channel. You can catch up on the "Cooking & Cooling" video series from Abbey Davidson regarding the upcoming changes to Appendix A & B, or you can watch the "Meet the AAMP Staff" videos that we are recording. And of course, there are numerous Meat Processors Minutes and other assorted videos for your perusal. If you want to be notified whenever a new video is released, don't forget to subscribe to our channel!

Did You Miss the Appendix A&B Webinars?

FSIS held two webinars in September that provided an overview of the recently revised 2021 Cooking Guideline for Meat and Poultry Products (Revised Appendix A) and 2021 Stabilization Guideline for Meat and Poultry Products (Revised Appendix B). Establishments that used previous versions of Appendix A as support have until December 14, 2022, to either update to the 2021 guidelines or identify alternative support. The webinars also provided an opportunity for participants to ask questions. These webinars were provided for establishments that were unable to attend the webinars on May 23rd: Revised Appendix A & B Guidelines and May 24th: Revised Appendix A & B Guidelines (repeat/encore). The September webinars covered the same content as the May webinars.

Check out the FSIS website for the recordings of these webinars: <https://www.fsis.usda.gov/news-events/events-meetings/revised-appendix-b-guidelines>.



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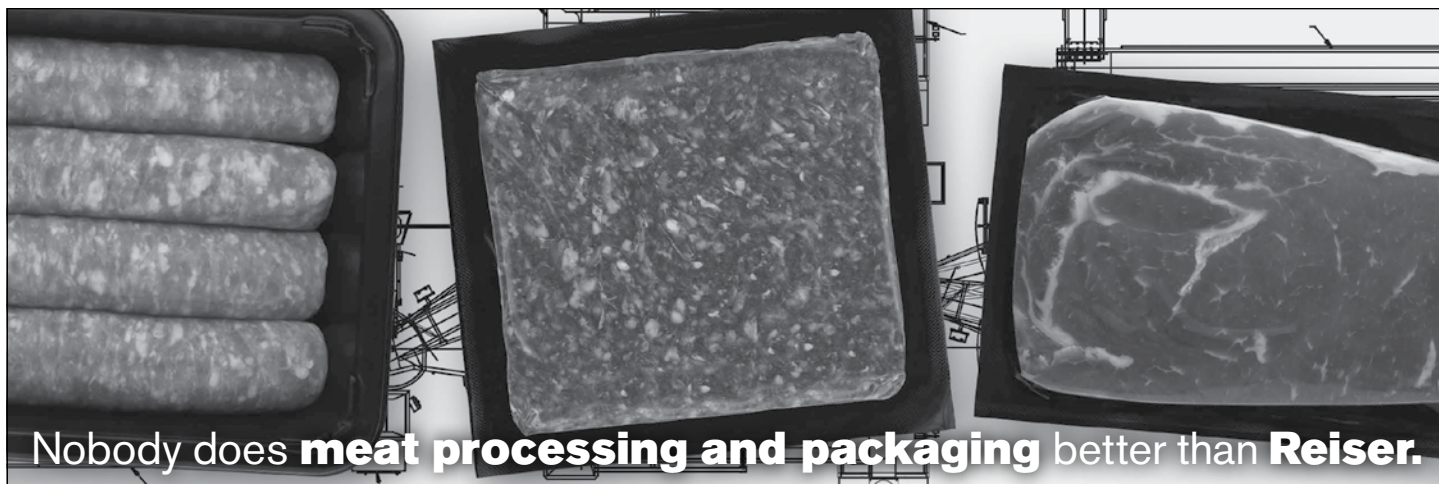
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Wisconsin (Fiscal Year 2022 Funded Project Descriptions)

Recipient: TMB East LLC dba Haen Meats
Kaukauna, WI
Award Amount: \$200,000

TMB East LLC dba Haen Meats Improvements to Cold Storage Facilities and Freezer Box

TMB East LLC dba Haen Meats is a beef, pork, poultry, and slaughter and processing plant. They are proposing significant improvements to cold storage facilities and the freezer box to double capacity. The project includes condenser, evaporator, and racking upgrades that will help maintain strict compliance with FSIS protocols on temperature and handling, even as they increase throughput substantially. The transition to USDA status and this project will help launch new private label partnerships as well.

Recipient: THE MEAT SCHOPPE LLC
Lancaster, WI
Award Amount: \$200,000

Modernizing Meat Processing Equipment, Cold Storage, and Food Safety Technology at The Meat Schoppe to Achieve CIS-Inspection Readiness and Increase Local Meat Availability

The Meat Schoppe LLC is a beef, pork, and poultry processing plant. They propose several modernization projects related to value-added production equipment, including, packaging, tumblers, and other essential machines. These will support FSIS compliance while increasing value-added market opportunities. They also propose a smokehouse update to meet FSIS expectations and several cold storage units to help properly handle more products at a time.

Recipient: MEAT BLOCK LLC
Greenville, WI
Award Amount: \$200,000

Modernizing Cold Storage, Packaging Capabilities and Improving Facility Design to Achieve Inspection Readiness and Support New Meat Processing Capacity at The Meat Block

Meat Block LLC is a beef, pork, and poultry processing plant. As a family-owned business founded in 2010, they operate a 10,500 sq. ft. facility with approximately 28 employees. They offer State Inspected processing and produce various types of value-added products. These efforts will benefit the business and the local community by increasing weekly production. Altogether, they estimate that this project will help create 11 jobs and engage 114+ unique farmers within a 75 mile radius.

Recipient: *SALCHERT'S MARKET, INC
Saint Cloud, WI
Award Amount: \$200,000

Salchert's Market INC., Continuing to Invest in Today's Infrastructure for USDA CIS Certification and Long-Term Sustainability

Salcherts has been serving northeast Wisconsin with high quality Wisconsin meat since 1928. With new ownership in 2019, it is critical to the continued growth, efficiency, sustainability, and longevity of this main street business to add processing capacity and efficiency with built-in food safety standard operating procedures (SOPs) to obtain the CIS certification. The project funds will be used to purchase equipment critical to a larger facility expansion project.

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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@bakalarssausages.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/LOWENSEN
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@djvlabs.com

TEMPAC
7370 Avenel Court
West Chester, OH 45069
800-482-7225
513-505-9700
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
gregau@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
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

Directory of WAMP Supplier Members Cont.

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
scottv@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@agriculturegrantsolutions.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

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 CONSTRUCTION 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
mw Walsh@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 Fertilla St
Carrollton, 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 DIVISION/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**

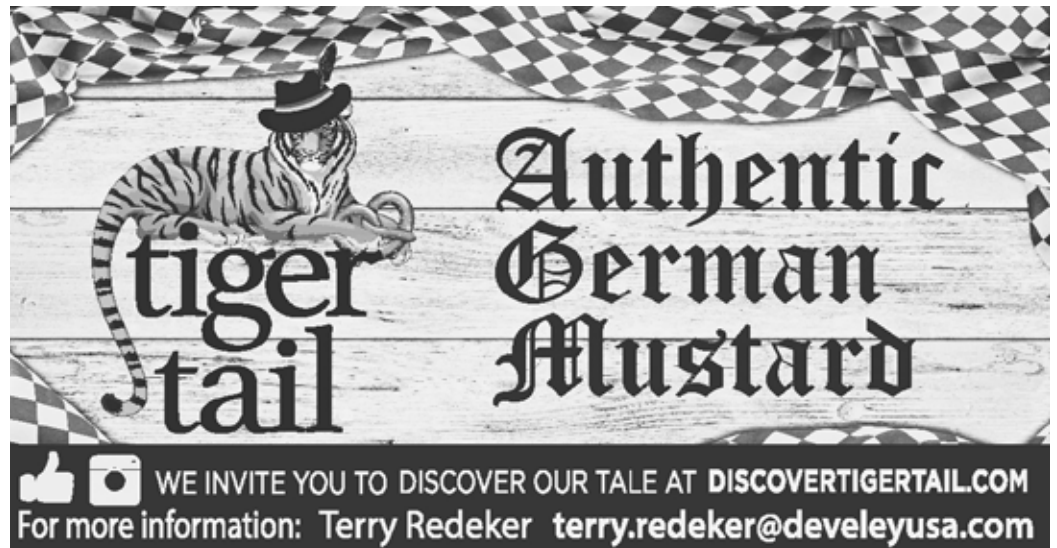
Mail to:

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

COMMERCIAL TESTING LAB
P.O. Box 526
514 Main Street
Colfax, WI 54730
715-962-3121
www.ctlcolfax.com



The advertisement features a tiger wearing a top hat, sitting on a wooden surface. The tiger's tail is curled around the words "tiger tail" in a stylized font. To the right, the words "Authentic German Mustard" are written in a large, gothic-style font. The background is a checkered pattern. At the bottom, there is a black banner with white text and icons.

tiger tail **Authentic German Mustard**

  WE INVITE YOU TO DISCOVER OUR TALE AT DISCOVERTIGERTAIL.COM
For more information: Terry Redeker terry.redeker@develeyusa.com