

AGENDA

Registration Hours:

(Outside Exhibit Hall, Main Floor of Lexington Convention Center)

Wednesday, July 19, 2017
2:00 PM – 5:00 PM

Thursday, July 20, 2017
9:00 AM – 4:30 PM

Friday, July 21, 2017
8:00 AM – 1:00 PM

Saturday, July 22, 2017
11:00 AM – 3:30 PM

WEDNESDAY, JULY 19, 2017

8:00 AM – 4:30 PM

PRE-CONVENTION BUS TOUR

AAMP members love visiting AAMP members, and we devote the beginning of the convention to making that happen! The Pre-Convention Bus Tour will take you to Boone's Abattoir Inc., Bardstown, KY, and Finchville Farms, Finchville, KY. AAMP will also make a stop along the way to a local distillery and end our tour at the Kentucky University Meat Lab. Lunch will be provided. Please join us for what will be a great day! Limited seating available for the bus tour, so please indicate if you will be attending on page 11.

6:00 PM – 8:00 PM

PRESIDENT'S RECEPTION

AAMP's President, Doug Hankes, will be hosting a reception for convention attendees in the Hyatt's Patterson Ballroom. Refreshments will be provided. All are welcome.

THURSDAY, JULY 20, 2017

8:00 AM – 9:30 AM

WELCOME SESSION

Keynote Speaker to be announced
The Outstanding Service Award and the F.W. Witt Supplier of the Year Award will be presented as well.

9:30 AM – 10:30 AM

STATE OFFICERS' CONFERENCE

This annual meeting gives AAMP's Affiliated Meat Trade Associations the opportunity to discuss important association topics and a time to get acquainted with other association officers.

10:30 AM – 11:30 AM

SHELF LIFE STUDIES

Speaker: Liz Boyle, Ph.D., Kansas State University, Manhattan, KS
Dr. Boyle will take an in-depth look at shelf life studies during this workshop. What does a good shelf

study look like and what are the key components to a successful shelf life study? How can you accomplish this in your establishment? We will look at the entire process and the science behind it and how you can be sure that your results are correct. If you want to get a good grasp on the shelf life of some of your customer's favorite products, you do not want to miss this workshop.

10:30 AM – 11:30 AM

PRICING YOUR PRODUCTS AND SERVICES

Speaker: TBA

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

11:45 AM – 12:45 PM

MEAT AS PART OF A HEALTHY DIET

Speaker: Eric Berg, North Dakota State University, Fargo, ND

In today's society, there seems to be an unending war on meat and its impact on a healthy diet. This workshop will take a look at healthy diets and what they consist of. Our focus will be on how does meat fit into a healthy diet plan and what are the nutritional benefits of it. It is important that we understand the benefits of the products we sell so that we can help to inform our customers about the benefits of eating meat as part of a healthy diet and debunk some of the myths being told to consumers today by activist groups.

11:45 AM – 12:45 PM

HUMANE HANDLING, STUNNING AND EQUIPMENT MAINTENANCE

Speaker: Chuck Bildstein, Product Specialist, Bunzl Processor Division, Cedar Rapids, IA

Humane handling has been a subject that has been an issue for many of you as federal and state inspection continues to put a spotlight on animal handling in the process of slaughter. Stunning mistakes and how they are regulated by these agencies has been at the forefront of many conversations. The purpose of this workshop is to focus on proper stunning techniques as well as the proper maintenance of your stunning equipment, in hopes of eliminating some of the causes of stunning failures.

1:00 PM – 4:30 PM

EXHIBIT HALL OPEN

6:00 PM – 9:00 PM

WELCOME RECEPTION

Welcome to Lexington! The horse capital of the world. Enjoy a fun-filled evening at The Round Barn located within 3 miles of the Hyatt Regency. There will be a bouncy house for the kids, a pony to pet, an ice cream bar full of fun, cool treats and delicious food catered by Bayou Bluegrass Catering. Ticket includes: food, beverage, and transportation to and from the Hyatt Regency Hotel. Cost: \$25 per adult / \$10 Ages 5-11 (Ages 4 and under are free).

FRIDAY, JULY 21, 2017

8:00 AM – 9:30 AM

MAKING COUNTRY HAM DEMONSTRATION

Presenters: Dr. Gregg Rentfrow and University of Kentucky students, Lexington, KY

Dr. Gregg Rentfrow will be demonstrating the methods of making a world class country ham.

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For many areas of the country, making a country ham has become a lost art, but not in Kentucky. Country hams are a way of life in parts of the south east and one that we think you will enjoy learning about. Dr. Rentfrow will be discussing the history and present form of country ham production. You will learn the traditional way of making country ham as well as making one in a shorter time frame. It is sure to be a great learning experience.

9:30 AM - 12:30 PM
EXHIBIT HALL OPEN

12:45 PM - 2:00 PM
SPECIAL EVENT MARKETING
DEMONSTRATION

Presenters: David Glier, Glier's Meats, Inc., Covington, KY; Louis Muench, Louie's Finer Meats, Inc., Cumberland, WI; Mike Sloan, Hermann Wurst Haus, Hermann, MO. Many of our members have expanded their sales and businesses by thinking outside the box when it comes to marketing their products. We have asked some of them to share their stories with you. This demonstration's goal is to give you ideas for special events you can host or participate in, which will allow you to market some of your finest products and have fun doing it. If you are looking to boost sales in unique ways, then this is something you do not want to miss.

SATURDAY, JULY 22, 2017



7:30 AM - 10:00 AM
ACMC AWARDS

- Have your products earned top honors? Grand Champion, Reserved Grand Champion, Champion and Reserve Champion plaques will be awarded in 28 classes, including the 2017 Featured Class of Country Ham. Who will be awarded the coveted 'Clarence Knebel Best of Show' plate and who will earn the 'Cured Meat Excellence Award' for having competed the best throughout the

competition? Candidate(s) selected for induction into the Cured Meats Hall of Fame will also take place during this session.

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

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

10:15 AM - 11:15 AM
VENISON VALUE ADDED PRODUCTS

Speakers: Brad Turasky, Y-T Packing Co., Springfield, IL; Ed Woods, Woods Smoked Meats Inc., Bowling Green, MO; Brian Engle, Pioneer Meats, Big Timber, MT

For many of you, wild game processing is a big part of your fall income. The goal of this workshop is to help you capture even more income from the animals that are being brought to you for processing. There can be good money in cutting and wrapping wild game for customers, but there is much more profit to be made when it comes to offering value added items made from the venison. We will talk about a nearly endless list of products that can bring more revenue to your bottom line this time of year.

10:15 AM - 11:15 AM
BUSINESS PLANS

Speaker: Brent Lackey, KCARD, Elizabethtown, KY

Do you want to grow your business? Do you have a 1 year, 3 year or 5 year goal? You make great products that your customers all rave about, so why doesn't your business grow? For many, making quality products is the easy part of the business, making plans to grow your sales and your business is often an overwhelming task. In this workshop, we will talk about what goes into making a business plan and what it takes to make it work. Learn how to set long-term goals

and then how to implement the plan to reach those goals.

12:30 PM - 3:30 PM
EXHIBIT HALL OPEN

5:00 PM - 6:00 PM
COCKTAIL RECEPTION

Mezzanine Area of Patterson Ballroom, Hyatt Regency Lexington

6:00 PM - 9:00 PM
CLOSING SOCIAL

Patterson Ballroom, Hyatt Regency Lexington

The American Convention of Meat Processors' Closing Social will be held in the Patterson Ballroom at the Hyatt Regency Lexington and will conclude the annual convention. The Achievement and Accomplishment Awards will be presented, and the Grand Prize winner will be drawn. The Grand Prize is a trip for two (2) to the 2018 American Convention of Meat Processors & Suppliers' Exhibition in Kansas City, MO. It will include economy airfare from any "major" gateway city in the U.S., four (4) nights' accommodations, compliments of the Sheraton Kansas City Hotel at Crown Center, complimentary convention registration for two (2), and two (2) tickets to the Welcome Reception and Closing Social.

2017 Closing Social Sponsored by: Handtmann, Inc., Lake Forest, IL; Kerres USA LLC, Pennsdale, PA; Mar/Co Sales Inc., Burnsville, MO; ScottPec Inc., Lyons, CO; UltraSource LLC, Kansas City, MO. **Cost: \$40 per adult / \$15 ages 5-11 (Children 4 and under are free).**



- Dinner buffet has a Kentucky flare of flavor. The buffet includes, London broil, roasted pork tenderloin, hot brown casserole, green beans, mashed potatoes, cornbread, green salad, bread pudding and a variety of derby pies.
- Chicken fingers and fries will be available for children ages 5-11.