

 $\hbox{Get } \textbf{AAMP} \hbox{ed up}$

with better, more **relevant** business decisions!

Sound good? **Look** inside!

Do you want to take your business to **the next level**, but you're struggling to make the breakthrough needed?

Do you want more **success and results** without having to work even harder?

AAMP – North America's largest meat trade organization – **can help.**

Whether your business is large or small, partnering with AAMP affords you the opportunity to "let go" of your day-to-day operations and focus on improvements that are necessary to build your business.



AAMP Members (meat processors and suppliers) who served a three-year term on AAMP's Board of Directors, left to right: Scott Cunningham, Jim Peterson, Philip Wong, Norm Eggen and Phil Bernthal

Here's how AAMP supports you:

Networking.

Do you know 1,500 people in your industry – both locally and nationally – from whom you can seek advice, share stories, and learn from one another's

successes? AAMP's membership is comprised of individuals who share a common purpose - meat and poultry processors, wholesalers, retailers, caterers, food service and other food industry professionals - folks interested in both their professional development and their business growth. Wouldn't it be nice if you could rely on a collaborative network? AAMP members can.



Information Powerhouse / FREE Advice.

Troubleshooting. Product marketing. Food safety and inspection issues. Legislative and regulatory affairs. HACCP. How many times have you found yourself

alone when searching for the right answers or solutions to tough issues like these? With an AAMP membership, you can get solid answers from their science and technology team, including FREE expert advice from Executive Director and Ph.D. Meat Scientist, Jay Wenther. AAMP members already do, so become an AAMP member and you can too.

Knowledge Sharing.

What if you could learn tricks of the trade, get access to information on the latest technological advances, or seek advice from top industry professionals and practitioners via hands-on workshops and educational sessions? AAMP members are poised for success and they make a collaborative effort to share quality knowledge so they can grow and learn together. Wouldn't it be nice to be part of an experienced, knowledge-rich community? AAMP members are.

Annual Convention.Discuss timely topics, make

new contacts, conduct business, participate in the American Cured Meat Championships, learn the latest techniques for adding value to your current products or how to grow your retail line, get inside information, renew old acquaintances, see product demonstrations, take live plant tours, attend social events, and more. What if you could return home with just one business idea from AAMP's Annual American Convention of Meat Processors and Suppliers' Exhibition that will save you time and money, increase your overall profits, and recoup your costs to attend the show? AAMP members will.



Tom and Mike Eickman, Eickman's Processing Co., Seward, IL 2006 Clarence Knebel Best of Show Memorial Award Winner

Newsletters.

The AAMPlifier and Capitol Line-Up are AAMP's flagship publications and include timely topics and editorials on industry trends, regulatory information, important industry news, useful articles, social commentary, a calendar of events, and more. Wouldn't you like to receive this insightful publication?

AAMP members get it for FREE.





Service Discounts and Other Savings.

AAMP works in conjunction with the following companies to provide its members with a variety of services to reduce operating expenses, including:

- Affiliated Power Purchasers International, LLC (APPI) APPI provides a savings solutions program which identifies and implements options that reduce the costs of energy, utility, and telecommunications expense.
- Approval Payment Solutions (APS) Save on your monthly credit card processing services with Approval Payment Solutions.
- **Broadwing, Inc.** An advanced coast-to-coast telecommunications network offers members a complete suite of services for the most cost-effective price.
- DHL Express Partner Savings Program – Save up to 25% off the competitions' published rates with DHL Express.
- USI Affinity Healthcare Insurance Program – Offering AAMP members (business owners and their employees) major medical, life insurance, and optional disability and dental coverage at a very competitive price.

To get focused on your business, join AAMP today! New operating members can take advantage of an introductory annual membership rate of just \$99 (40% off annual dues).

Operator – Small- to mid-sized meat, poultry and food businesses, wholesalers, food service companies, distributors, caterers, retailers and custom plants.

Canadian – Operator members whose business resides in Canada.

International – Operator members located outside the United States.

Allied – Students and educators of universities, vocational schools, and affiliated professional associations.

Supplier – Companies that distribute, manufacture, sell, or provide goods and services to AAMP members.

For more information, visit our website at **www.aamp.com**



or call us toll-free at **877-877-0168**



"We decided to bring our entire plant under Federal Inspection within the past year. The technical support that AAMP provided from empowering us to write our own HACCP plans to process development was invaluable... **Our business**

would not be where it is today without the professional and competent help and support AAMP has given us over the years."

Jay Smucker, Smucker's Meats, Mount Joy, PA

"We started our slaughter and processing business 10 years ago from scratch and now have a 14,000 sq. ft. facility with 12 full-time employees in a community of 300 people. I contribute a large part of this success to my membership and involvement in AAMP."

Chad Lottman,C & C Processing, Inc.,Diller, NE



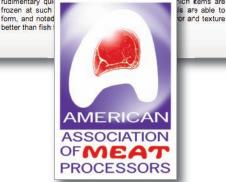
From the Beginning

The History of the American Association of Meat Processors

In 1908, H.K. Eames of Chico, CA operated the Chico Ice & Cold Storage Co. and offered farmers the facilities of his plant for storing their fresh meat. In 1917, Mr. Eames added another room with a chopping block and set of butcher's tools, but the farmer had to do his own cutting, wrapping and placing of meats in the locker.



In 1912, Clarence Birdseye started a five-year journey around the Labrador waters in which he traveled by dog sled and collected furs for sale. During this period, Birdseye noted that duck and caribou frozen in the extreme cold of midwinter were better than those frozen in the spring or fall. He noticed how easily food was preserved in the arctic climate. He watched the Eskimos'



that I may have encountered. I have also had prospective customers tell me they heard about me from AAMP. In my opinion, it is an essential part of my business to be a member due to the constant changes in Federal Regulations and knowing there is someone to call that understands and can help."

"I don't ever hesitate to call AAMP

Jolene Heikens,
 Triple T Specialty
 Meats, Inc.,
 Ackley, IA

For more information, visit our website at

www.aamp.com or call us toll-free at 877-877-0168

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