

CHOICE TIPS



1030 Beech Street, Cleveland, WI USA

Meat Handler's Newsletter

Written by: The Meat Handler Co. Staff
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Spring and Summer 2001

WISCONSIN ASSOCIATION OF MEAT PROCESSORS CONVENTION

Plan to join us at the 62nd **Wisconsin Association of Meat Processors Annual Convention** at the Marriot Hotel (608) 831-2000 Middleton, Wisconsin on April 27, 28 and 29, 2001.



Over 60 suppliers are expected to exhibit their products and services at the convention. Some of the many interesting program topics include, The Flavoring of Products, Calibration of Temperature Measuring Systems, Retail

Cross-Merchandising, and Health and General Casualty Issues. Kathy Pearce, Meat Specialist, Chris Kuehnel, Tech Support and Bill Borgetti, Customer Support, will be your hosts at the Meat Handler booth.

The Meat Handler Company first attended the WAMP show in 1982 (19 years ago!) See our website for further developments.

Hope to see you there!

GRAND OL' OPRY HERE WE COME!

Head to the Opryland Hotel in Nashville, TN for the 62nd **American Association of Meat Processors Convention** on July 26 - 29, 2001.

Workshops range from Grinding for Profits to Tricks of the Trade. Back to Basics of Ham & Bacon Processing, Country Ham Marketing and Slide Tour, and the Three A's of Non-compliance Reports are just a few of the many sessions to attend.

There will also be time to meet your fellow conventioners and enjoy some toe tapping entertainment! See Christopher Kuehnel and Kathy Pearce at this annual event. Be ready to rock to the Country Bear at the Grand Ol' Opry.

16th Anniversary

The Meat Handler Company has enjoyed participating in the AAMP convention since 1985. The latest version of the Meat Handler will be demonstrated along with new tools and features, tracking temperatures, product recall capability, and web site integration.

New Meat Handler Users

The Meat Handler Company is pleased to welcome the newest Meat Handler program users:

MIESFELD'S TRIANGE MARKET, INC. has continued to be an icon in the Sheboygan, WI area for 60 years. The family owned and operated business has 30 employees and has won many state meat championship awards and collected a treasure trove of national meat trophies and plaques. Miesfeld's is famous for the extensive line of bratwurst, now including 18 different flavors they manufacture. In the summer of 2000, owner **Chuck Miesfeld**, opened a new state-of-the-art facility and retail market near an interstate highway exchange, envisioning a growth corridor for the future. The Venison portion of the Meat Handler program helps organize their deer operations.

WILLIAM AND COMPANY FOODS, INC. was formed in May of 1998 by owners **William and Patricia Kinnealy**, in Boston, MA . They have purchased the Full Management package. William and Company Foods, Inc. sell very high quality products and offer high levels of service to the best hotels and restaurants in the greater Boston area. They presently have 20 employees.

DAKOTA HALAL PROCESSING COMPANY INC. in Harvey, North Dakota invested in the Full Management package, Meat Handler and Carcass Handler. Dakota Halal is a new facility in central North Dakota. They featured an open house in February and will concentrate entirely on Halal style processing. **Adnan Aldayel** is the primary owner who put together the plan for the cooperative type venture.

MOUNTAIN VIEW MEATS of Mountain View, MO held their grand opening for the review of Bud & Charlie's Pretty Good Pork line in October 2000 **Marcia and Charles Scudder**

Welcome

Winners Again !!!

Congratulations to TRIPLE T MEATS who garnered six top prizes in the processed meat competition at the Iowa State Meat Show. President and Owner **Jolene Heikens** reported the winning news for the first year in business . They also earned top prizes in the Innovative Pork and Beef Competitions.

In the meantime, Jolene's husband **Greg Heikens** runs the Wellsburg Locker Plant and competed well against her in several categories!

DYNAMIC USERS USERS!

Dave Mauer & John Hamm are celebrating their first decade of business together at WISCONSIN RIVER BRANDS, INC. Their most recent expansion including construction of a large storage freezer, dynamic new products and a specialty web site.

Chris Ely was welcomed from New Jersey to Cleveland WI in April. Chris and his father Hiram Ely were the first to purchase the Meat Handler Program in 1985. Hiram and Chris owned JUGTOWN MOUNTAIN SMOKEHOUSE which later transitioned into the APPLGATE FARMS. The company that features a top of the line organic meats and processed products. You can visit Applegate Farms at www.applegatefarms.com .



NEW EFFICIENT TAPE DRIVE

The external Seagate tape drive handles backups with quick & efficient ease. The sleek compact device requires a USB connection (newer machines). Advantages include the capacity to backup any machine on the network, increased speed and higher capacity.

OPTIMIZATION OPPORTUNITY

Need optimization for your company - truck routing, best buy scenarios or product mix analysis. Experts at the Meat Handler Company will design a form best for your company optimization project.

NEW CHANGES IN THE MEAT HANDLER PROGRAM

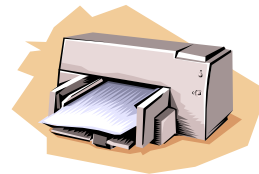
Meat Handler Version 10.01N – Recipe production can now be based on either finished weight or meat block starting weight. Fix for cancelled orders which were inappropriately marked as “current”. On screen text and entry procedures enhanced in order entry for type 5 sale items (products where container count is unknown). Zero copies of BOL are now allowed.

TECHNICAL NOTES

New Meat Handler Tech Notes are sent via mail each December. Be sure to put these in your Meat Handler user manuals, Tech Notes Section. New for 2001 include; Using Lot Number for Tracking & Recall Plan (#58), Modifying Screen Text Colors for the Meat Handler Programs (#59), and Important Points to Know about Cutting Tests (#60). New Tech Notes are under development and are sent to Meat Handler new and current users on our Annual Support Agreement.

Your further ideas and inputs are welcomed!

DESKJET PRINTERS



The HP970C offers flexibility and speed for colorful user. In order to use ink jet printers with the Meat Handler, the printer must be DOS compatible.

HANDLING CARCASSES?

Interested in carcass cost tracking system to handle your operations' complex paperwork? We custom design this system for buying stock from producers, as well as livestock stations or sale barns. Costs and prices can be determined per head immediately and accurately for live as well as grade and yield styles.

The Carcass Handler is a companion program to the Meat Handler program. Please contact us if you are interested in more details of the Carcass Handler package.

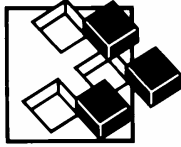
VENISON FILL & BILL

The new “Venison Fill & Bill” program now offers wild-game processors an extremely fast system for filling and tracking completion of venison by product, and invoicing instantly for that single item.

When combined with our revolutionary new venison management spreadsheet, your production and phone staff can see the order status for all your hunters. It easily allows forecasting and planning for production completion to maximize throughout and customer satisfaction.

You will enjoy improved efficiency and organization with this set of easy to use breakthrough products.

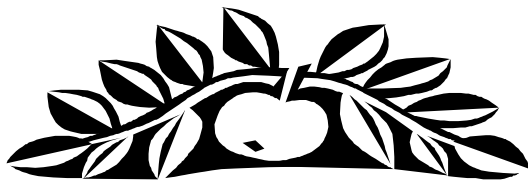
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Past and Present Memberships with:
American Meat Institute
American Association of Meat Processors
North American Meat Processors
WI, MI, MN, PA, NW, MO, IN, IL
State Meat Associations
American Meat Science Association
Audubon Society
National Historic Building Trust



HISTORIC NOTES

- 1981 - Ideas formed for Meat Handler
- 1982 - New Age Computer Systems started
- 1983 - First exhibit at Wisconsin Meat Show
- 1985 - First exhibit at American Association of Meat Processors
- 1991 - New Zealand electronic grading probe implemented
- 1991 - AMI Exhibit
- 1992 - "Trucking Optimization" in Mexico
- 1996 - Pork Procurement Systems
- 1995 - Presentation by the Meat Handler Company in Weribee University at Victoria, Australia
- 2000 - 15th Anniversary of Meat Handler at AAMP
- 2001 - Web site Design for Meat Plants



WEB SITE NEWS

The Meat Handler website is undergoing continuous metamorphosis. Check the site out for updates, news and classifieds. The web site celebrates its' one year anniversary in April 2001.

You can lead the fashion in your area with a golf shirt, T-shirt, or BBQ apron. See the site for ordering information. Make comments to the web master, through emails on the web site. Gather ideas for you own future site.



Visit us at <http://meathandler.com>