

CHOICE TIPS



1030 Beech Street, Cleveland, WI USA

Meat Handler's Newsletter

Edited by: The Meat Handler
Company Staff

SUMMER / FALL 2002

MILLION MILE CLUB AND STILL GOING!

The Meat Handler staff traveled over a million miles since 1982 (by plane, train, car, and even hitchhiking) to serve meat plants across the nation and around the world. Over the past two decades over 100 employees have assisted in technical support, programming and customer service. Over 4000 meals were consumed, the major anchor of the meals being meat.



WISCONSIN SHOW REVIEW

The 20th Anniversary of the Meat Handler Company's beginnings were celebrated in their home state at the Wisconsin Association of Meat Processors convention in April, 2002. To commemorate the event there were over 500 strands of metallic beads in six brilliant colors to represent the facets of sales and service:

Pre-Sale Consulting *Installation*
On site training *Custom programming*
Hardware *Networking*
After sale support and follow-up
Business consulting

All who attended the first day were sporting the coveted necklaces slightly reminiscent of Mardi Gras.

Kathy Pearce, one of the originators of the Meat Handler Company and the Meat Handler program reflected on meeting meat plant personnel across the nation . . . "We enjoy sharing with the diverse groups of hard working meat plant personnel in the 48 states over the past two decades. Thanks for the enthusiastic receptions and your investment in the Meat Handler!"

Christopher Kuehnel, looks forward to the next generation of meat plant users. "I really enjoy the chance to help our clients improve their business".

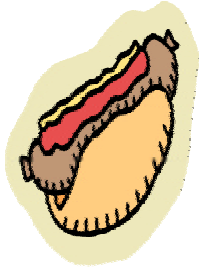


Welcome

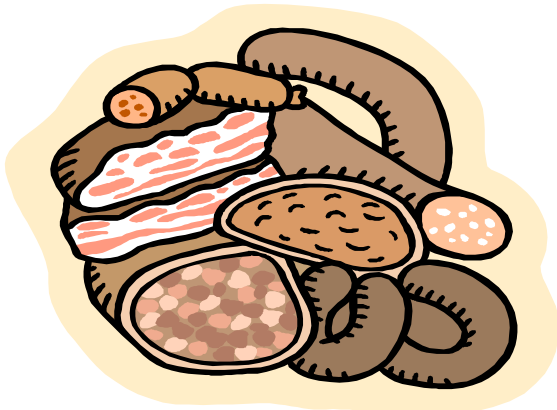
New Meat Handler Users !

The Meat Handler Company is pleased to welcome recent Meat Handler software users.

COLOMA MEAT MARKET, Coloma, Wisconsin. Owners Tim and Char Boss mainly produce Snack Stix and Bratwurst locally. The Meat Handler is used for costing, invoicing and inventory. *Paige Hintz* is the computer whiz who remarks about the Meat Handler software, "I love it, it is very user-friendly"!



DOMBROVSKI MEATS II, INC., Foley, Minnesota (April 2002) has been in operation since 1975. *Roger and Mary Dombrovski* began this family owned business and have handed it down to their four off-spring. *Erin Lommel* adds that their main focus is manufactured meats for the pizza industry. Bon Appetite!



CONGRATULATIONS ON CONTINUED SUCCESS. . .

DAKOTA HALAL PROCESSING COMPANY, in Harvey, North Dakota. They have expanded their user count and received more on-site training. Their main focus is high quality beef.

Mays Meats in Taylorsville, North Carolina, upgraded their entire system to a newer faster network.

Kewaskum Frozen Foods, Kewaskum, WI has expanded their Meat Handler user count.

Alderfer Bologna Co. Inc., of Harleysville, Pennsylvania, have linked the Meat Handler to the scale for production tracking.

Andy Sorg of **Sorg's Meat Processing**, Darien Wisconsin, recently exclaimed at the Wisconsin Meat Show "Our employees are able to bring customer information easily and quickly up on the Meat Handler!"

CONGER MEAT MARKET, Conger, Minnesota received more on-site training this spring. Owners, *Dave and Patty Larson* are in the process of acquiring an old creamery, which will be used for a federally inspected facility.

MEET JEAN MARTIN

Jean Martin brings 23 years of organizational skills to the Meat Handler Company. Since November 2001, Jean has streamlined the support contracts processing, brought the Meat Handler manuals current and added in new Tech Notes. Formerly she worked with the Elmhurst, IL Library system. Jean lives on the Lake Michigan shore with her family and enjoys perennial gardening and walks on the shore with her dog, Fred, the wonder dog!

SEPARATING VENISON

WANT TO ASSURE YOUR CUSTOMERS OF PEACE OF MIND THAT YOU ARE KEEPING THEIR VENISON BATCHES SEPARATE?

Do your customers want only *their* deer back? How will you figure out those smaller batches of sausage? The Meat Handler continues to lead the way with:

- ◆ Tracking and deer information
- ◆ Variable batch sizing
- ◆ Detailed instructions tailored to the way your plant wants them
- ◆ Reporting on outstanding orders
- ◆ Worksheets on orders to be filled
- ◆ Complete invoicing
- ◆ Mailing labels for follow-ups

INTO THE FUTURE . . .

Wondering why A/R doesn't balance occasionally? The Meat Handler setup allows the capability of turning off back dating of invoices. However, future dated invoices show on "current" A/R reports. To avoid having the "future" added into the daily totals, make sure your invoice dates are the current date. A "future invoice" report is available to new users and users on support to enhance balancing. Just call!

BUFFALO STAMPEDE

Want a twist for your wild game season? If the any of your customers are turning their backs on venison, it is time to draw them back to the table with delicious and lean buffalo.



Call Bruce at
R.C. Western Meats
at (605)342-0322
for a source of high
quality buffalo.



Go to the Meat Handler website to access these related sites

Abler Meats
Alderfer Bologna Co., Inc.
Alex and Hornung, Inc.
Excalibur Seasonings Co., Ltd.
Harry Hansen Meat Service
Karl's Market
Lorentz Meats
M & W Beef
Nolechek Meats
Royal Gourmet Foods
Schubert's Packing
Triple T Meats
Wisconsin River Meats
Woods Smoked Meats

Do you want to add your link to meathandler.com? Please send an email to the Webmaster.

VIRUS SCAN PROGRAMS

Protect your business from getting viruses! Stop to check for them before they enter your computer. Use a Virus Scan program such as McAfee to prevent unwanted invaders that reek havoc with your data or computer operation.

***Reorganize weekly
to keep data healthy and fresh.***

Back up daily to insure success.



a Division Of New Age Computer Systems
1030 Beech Street
Cleveland, WI 53015-1548 USA
(920) 693-3141 fax (920) 693-8772
www.meathandler.com

Previous or Current Memberships with:

American Meat Institute
American Association of Meat Processors
North American Meat Processors
WI, MI, MN, PA, NW State Meat Assoc.
American Meat Science Association
Professional Animal Scientist
National Historic Preservation Trust



“LIFE BEGINS AT 40”

Bob Kauffman, PhD, Meat Science, recommends to always keep temperature of meat below 40° F. to prevent microbiological growth and spoilage.

MEAT HANDLERS USERS WIN BIG AT AAMP IN RENO!

Meat facilities using the Meat Handler software won 15 top awards in the cured meat championships held in July at the American Association of Meat Processors Convention in Reno NV. *Congratulations to these winners!:*

The Butcher Shop, WI
Eickman's Processing Co. Inc, IL
Karl's Country Market, WI
Greg's Meat Processing, MN
Triple T Specialty Meats, IA

WHAT IS IT?

The Meat Handler program is a computerized management tool for costing, invoicing and sales analysis. Top meat plant managers implement the Meat Handler to take care of recipes, cutting tests and production plans. When will your plant become a Meat Handler user?

NEED SOFTWARE UPDATES

Out of the 20 changes made to Meat Handler Version 10, here are a few:

- 1) Recipe production stores batch date
- 2) A/R overpayment allows flexible comment
- 3) Flexible number of Bill of Lading copies
- 4) Recipe batch sizer can be based on Meat Block weight
- 5) Pick list copy/dept number prints on pick list

Call if you would like to update to the current version of 10.01S.