

# Supplier

# Membership Application



AMERICAN MEAT INSTITUTE

The American Meat Institute is an essential part of the meat and poultry industry representing a broad spectrum of firms, from large, multi-national companies to small and family-owned businesses. Our members include packers and processors of 95 percent of the nation's beef, pork, lamb and veal products and 70 percent of the nation's turkey products and their suppliers throughout the United States. Many of our members have been with us since we got our start in 1906.

Supplier Members are companies that support the industry by providing spices, equipment, services and ingredients.

Every day AMI takes on various roles for the industry and its members. We inform, encourage and support our members through special services and programs. We provide legislative, regulatory and public relations services. We also conduct scientific and economic research, offer marketing and technical assistance, and sponsor education programs.

AMI has been representing members of the meat and poultry industry for nearly 100 years. We are a hands-on organization, dedicated to teamwork, creative solutions and personal service. AMI delivers active industry support to its members every single day. We can do the same for your business.

*Get involved in AMI and make your voice heard. Contact the AMI Member Services Department at (703) 841-3648. Your active participation benefits your company, your industry and you.*

# I. Company Information

Company Name \_\_\_\_\_  
(As you would like it to appear in the AMI database.)

Parent Company \_\_\_\_\_

**Corporate  
Headquarters  
Address**

Street \_\_\_\_\_

P.O. Box \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code +4 \_\_\_\_\_

Telephone (\_\_\_\_\_) \_\_\_\_\_

FAX (\_\_\_\_\_) \_\_\_\_\_

Company E-mail Address \_\_\_\_\_

Company Web Site \_\_\_\_\_

Company Description (For the listing in our company directory.) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Year Founded \_\_\_\_\_

Congressional District \_\_\_\_\_

Annual Sales \_\_\_\_\_

President/CEO \_\_\_\_\_

**Main Contact  
to Receive AMI  
Mailings &  
Dues  
Invoices**

Name \_\_\_\_\_ Preferred Name \_\_\_\_\_

Title \_\_\_\_\_

Street \_\_\_\_\_

P.O. Box \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code +4 \_\_\_\_\_

Telephone (\_\_\_\_\_) \_\_\_\_\_

FAX (\_\_\_\_\_) \_\_\_\_\_

E-mail Address \_\_\_\_\_

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**For AMI Use:**

Date \_\_\_\_\_ Mbr # \_\_\_\_\_ Check # \_\_\_\_\_ Amount \$ \_\_\_\_\_ Acct. # \_\_\_\_\_

## II. Who Else in Your Company Needs AMI Information?

AMI wants to keep your key personnel current on industry trends and issues that relate to their area of responsibility. Please take a minute to indicate key personnel that you want on the AMI mailing list. Please indicate additional contacts and contact information below. You may add an additional sheet if necessary.

<u>Contact/Area of Responsibility</u>	<u>Name</u>	<u>Title</u>	<u>Email Address/Fax Number</u>
CFO/Controller	_____	_____	_____
Environmental	_____	_____	_____
HACCP Coordinator	_____	_____	_____
Human Resources	_____	_____	_____
Legal Counsel	_____	_____	_____
Legislative	_____	_____	_____
Marketing	_____	_____	_____
Operations	_____	_____	_____
Physical Distribution	_____	_____	_____
President/CEO	_____	_____	_____
Public Relations	_____	_____	_____
Quality Assurance	_____	_____	_____
Quality Control	_____	_____	_____
Regulatory	_____	_____	_____
Retail/Foodservice	_____	_____	_____
Sales - Domestic	_____	_____	_____
Sales - International	_____	_____	_____
Tax	_____	_____	_____
Technical Services	_____	_____	_____
Worker Safety	_____	_____	_____

### Additional Contacts:

Name _____	Title _____
Street _____	P.O. Box _____
City _____	State _____
Telephone _____	Zip Code +4 _____
	FAX _____
	E-mail address _____

### III. Supplier Membership Information

Open to all companies that supply goods, equipment and services to animal protein packers or processors.

**Annual Dues:** Supplier member dues are based on company's total annual sales to North American packers and processors of meat and other animal proteins.

Check the appropriate Supplier Membership dues category.

	<u>Annual Sales</u>	<u>AMI Dues</u>		<u>Annual Sales</u>	<u>AMI Dues</u>
<input type="radio"/>	\$0 to \$.99 Million	\$1,125	<input type="radio"/>	\$20 to \$29.99 Million	\$6,750
<input type="radio"/>	\$1 to 4.99 Million	\$2,100	<input type="radio"/>	\$30 to \$49.99 Million	\$7,500
<input type="radio"/>	\$5 to \$9.99 Million	\$3,000	<input type="radio"/>	\$50 to \$99.99 Million	\$11,250
<input type="radio"/>	\$10 to \$14.99 Million	\$4,500	<input type="radio"/>	\$100 Million plus	\$15,000
<input type="radio"/>	\$15 to \$19.99 Million	\$6,000			

Dues are payable in one installment annually.

**Initial payment must be submitted with application.**

### IV. Supplier Membership Product Classification

Please choose the product classification(s) that the company falls under. This allows AMI to keep accurate database records.

#### ANALYZING & LAB EQUIPMENT

- Lab Equipment
- Cell Counters
- Fat Analyzer
- Moisture Solids Analyzer
- Tenderness Measuring Instruments
- Analytical Equipment
- Bacteria Determination
- Analytical Laboratory
- Pathogen Testing Kits
- Automated Pathogen Testing
- Hygienic Monitors
- Air Analysis
- Microbiological Analysis
- Ph Instruments
- On-Line Systems

#### MATERIAL HANDLING

- Material Handling
- Conveyor Systems
- Meat Forks, Shovels
- Pallets
- Tubs, Buckets
- Chutes
- Elevators, Loaders
- Meat Handling Bins
- Storage Systems
- Container Systems
- Dock Equipment
- Meat Trucks
- Trays

#### RENDERING

- Rendering
- Bone Crushers
- Cookers
- Fat Recovery
- Hydrolyzing Systems
- Prebreakers
- Sewage Screens
- Batch Rendering
- Centrifuges
- Dry Rendering
- Filling Equipment
- Inedible Systems
- Presses
- Tanks, Storage
- Blood Drying
- Continuous Systems
- Dryers
- Grinders
- Mills
- Pumps

#### ROBOTICS

- Robotics

## IV. Supplier Membership Product Classification (Con't.)

### PACKINGHOUSE EQUIPMENT/SVCS

- Automatic Doors
- Cooling Chemicals
- Laundry Equipment
- Scales
- Booths
- Gloves - Metal Mesh
- Loaders
- Wall Panels and Coverings
- Blood Collecting
- Counter Balances
- Sharpening Services
- Spray Chill Equipment
- Dumpers
- Gloves - String Knit
- Lubricants
- Packinghouse Equipment/Services
- Identifying Devices
- Flooring
- Meat Rail Equipment
- Uniforms, Aprons
- Elevators
- Lifters
- Pumps
- Chemicals, Equipment
- Hide Curing Drums
- Safety Equipment
- Waste Treatment
- Gloves - Latex
- Light Fixtures

### ANIMAL HEALTH/WELFARE

- Animal Health/Welfare

### CASINGS

- Collagen
- Smoked
- Fibrous
- Other
- Manufactured
- Natural

### CUTTING/BONING DEVICES

- Disinewing Machines
- Beef Breaking
- Counter Balances
- Carcass Cutting
- Trimming Devices
- Accessories
- Bone Cutting
- Cutlery, Knives
- Knives
- Mechanical Deboning/Meat Recovery
- Deboning Machines
- Chutes
- Cutting Boards
- Sharpening Machines
- Bandsaws
- Conveyor Boning
- Defatting
- Tables, Boning

### ENVIRONMENTAL

- Air Handling
- Chemicals/Cleaning
- Consulting
- Water Treatment

### PACKAGING SUPPLIES

- Bacon Packages
- Cans
- Films, Polyethylene
- Foil
- Package Production
- Sausage Meat Bags
- Vacuum Packaging
- Absorbent Tray Pads
- Bags
- Film Pouches
- Films, Polypropylene
- Gas Packaging
- Paper, Cardboard
- Semi-Rigid Packages
- Films, Coextrusions
- Bar Code Supplies
- Barrels, Drums
- Films, Laminates
- Films, Polyvinylidene
- Labels
- Patty Paper
- Shrink Packaging
- Collagen Foodfilm
- CAP/MAP Packaging Materials
- Boxes, Cartons
- Films, Polyester
- Flexible Packages
- Netting Plastics
- Rigid Plastic, Glass
- Tags, Labels
- Foam Trays

### SOFTWARE - COMPUTERS

- Computer Hardware
- Accounting Software
- Other Industry Software
- Used Equipment
- Administration Software
- Labeling Software
- HACCP Software
- Formulation Software

### WORKER SAFETY

- Apparel
- Consulting
- Equipment
- Ergonomics

### III. Supplier Membership Product Classification (Con't.)

#### SANITATION EQUIPMENT & SERVICES

- Pollution Controls
- Accessories
- Coating Materials
- Pan, Vat Washing
- Soaps, Detergents
- Towel Dispensers
- Washer Systems
- Bacteria Control
- Detergents
- Floor Scrubbers
- Poly Apron/Gloves
- Washers
- Towels (Paper)
- Spray Knozzles
- Cleaning Supplies
- Disposable Apparel
- Odor Control
- Pressure Washers
- Pollution Systems
- Contract Cleaning Services
- Water Heaters
- Cleaning Compounds
- Drain Cleaning
- Paints, Enamels
- Sanitizers
- Floor Control
- Automatic Boot
- Automatic Hand Washer Systems

#### FOOD PROCESSING EQUIPMENT

- Stuff, Link
- Blenders
- Brine Systems
- Casing Stuffer
- Conveyor Accessories
- Dicers
- Formulation Computers
- Grinder Plate/Knives
- Ham Presses
- Kebabs, Machines
- Mechanical Tenderizers
- Netting, Tying
- Pickle Injectors
- Scales
- Slicer Applicators
- Stuffers, Accessories
- Vacuum Pumps
- Post-Pasteurization
- Bacon Processing
- Bone Removal
- Cages
- Chopping Plates, Knives
- Cookers
- Drying Rooms
- Frozen Formers
- Grinder Pumps
- Pumping, Pickling
- Liquid Chillers
- Mixers
- Ovens - Food Processing
- Salt Analyzer
- Screen, Horizontal
- Slicers
- Tables, Racks
- Weigh-Convey Sys.
- Smokehouses & Accessories
- Batter Applicators
- Branders
- Casing Applicators
- Choppers
- Cryogenics
- Emulsifiers
- Frozen Slicers
- Grinders
- Ham Stuffing
- Liquid Smoke Applicators
- Moisture Analyzers
- Patty Forming
- Sauce Applicators
- Screw Conveyors
- Sawdust
- Trucks, Cages
- Cutlet Flattening
- Belt Conveyors
- Breeding Equipment
- Casing Sizer
- Continuous Systems
- Curing Equipment
- Extruders
- Fryers, Extruders
- Ham Boilers
- Ice Builders
- Massagers, Tumblers
- Molds, Accessories
- Peeling Machines
- Sausage Linkers
- Sizer Clippers
- Steam Injectors
- Vacuum Managing
- Portion Control

#### SEASONINGS & INGREDIENTS

- Antioxidants
- Curing, Preparing
- Flavor Enhancers
- Salt
- Starter Cultures
- Liquid Smoke
- Batters, Breeding
- Dextrose
- Flavors
- Seasonings, Spices
- Tenderizers
- Starches
- Binders, Extenders
- Fat Reduced Meats
- Milk Products
- Soy Products
- Carrageenan
- Other Products
- Corn Syrups, Solids
- Fat Replacers
- Phosphates
- Stabilizers
- Marinades, Rubs

#### INDUSTRY SERVICES

- Appraisers, Liquidators
- Data Processing
- Label Expediting
- Sanitation Programs
- Foodservice
- Reporting
- Commodity
- Architects, Engineers
- Financial Services
- Quality Control
- Used/Rebuilt Equipment
- Human Resources/Recruitment
- Training
- Exchange/Auctions
- Building Consultants
- Importing-Exporting
- Refrigeration Warehouse
- Vacuum Pump Maintenance
- HACCP Programs
- Auditing: Food Safety
- E-Commerce Equipment Exchange/Auctions
- Consultants
- Insurance Programs
- Sales, Advertising
- Reference Materials
- Commodity Price
- E-Commerce

## IV. Supplier Membership Product Classification (Con't.)

### SLAUGHTER EQUIPMENT

- Bed-Type Kill Systems
- Hide Pulling Devices
- Knives
- Power Skinning
- Carcass Handling Equipment
- Evisceration Equipment
- Antimicrobial Washes
- Dehairing Machines
- Hock Cutters
- On-Rail Kill Systems
- Skinning Machines
- Carcass Saws
- Spinal Cord Removal
- Pathogen Reduction Equipment
- Dehorers
- Hock Restrainers
- Opening Saws
- Stunning Apparatus
- Carcass Splitting
- Gut Cleaning Systems
- Electrical Stimulation Equipment
- Gambrels
- Hooks
- Platforms
- Offal Handling
- Systems
- Head Cutters

### TEMPERATURE CONTROL

- Air Curtains
- Compressors
- Dry Ice
- Ice Making Equipment
- Ovens
- Refrigeration Systems
- Heat Reclaiming Systems
- Blast Freezing Units
- Condensers
- Freeze Tunnels
- Insulation
- Recording, Monitoring
- Tempering Systems
- Insulated Building Panels
- Chilling Units
- Contact Freezers
- Freezer Spacers
- Mechanical Refrigeration
- Refrigerants
- Walk-In Units
- Cold Storage Doors
- Cooling Coils
- Heaters - Water
- Offal Chill Tunnels
- Refrigerated Structures
- Probe Sensors

### TRANSPORTATION

- Insulated Containers
- Used Equipment
- Livestock Scales
- Refrigeration, Truck
- Truck Scales

### FOOD SAFETY/PATHOGEN CONTROL

- Metal Detection
- Steam Pasteurization Systems
- Ozone Systems, Equipment & Supplies
- Antimicrobial Washes
- UV
- Irradiation Systems
- Water Pasteurization Systems
- X-Ray/Foreign Body Detection
- Infrared

### PACKAGING EQUIPMENT

- Accessory Equipment
- Case Loading
- Closing, Flexible
- Cup Filling, Closing
- Mark, Label
- Sealers, Hand
- Stretch Wrap
- Wrap, Overwrap
- Tray Sealing Equipment
- Bag Loading, Sealing
- Case Tying, Clipping
- Coding Equipment
- Form, Fill, Seal
- Packaging Equipment
- Shrink Packaging
- Tying, Meat
- Automatic Positioning & Sorting
- Canning Equipment
- Checkweighing Devices
- Conveyor Merge
- Frank Loading
- Pouch Packaging
- Shrink Tunnels
- Vacuum Packaging Equip.
- Cardboard Dispensers
- Chub Packaging
- Conveyor Accessories
- Gas Packaging
- Rigid, Semi-Rigid
- Stack, Interleave
- Weight Control

### POULTRY SLAUGHTER EQUIPMENT

- Poultry Slaughter Equipment

# V. Committees

## Policy Committees

Policy committees develop policy recommendations for specific issues within broad functional and operational areas. They meet two to three times per year in Washington, Chicago or in conjunction with a conference or convention. When necessary, they also convene by conference call.

### Convention Committee

Reviews programming and exhibit plans for AMI's Annual Convention and Biennial Exposition.

*Committee Chair: Jan Erik Kuhlmann, CFS North America, Inc.; Alan Simon, Omaha Steaks*

*Staff Contact: Ronald L. Nunnery*

### Environmental Affairs Committee

Analyzes and reports environmental regulatory and legislative policies affecting the meat and poultry industry, facilitates AMI member awareness of changing environmental policy, and assists AMI staff to help influence environmental policy development.

*Committee Chair: Greg Appleton, Sara Lee Foods*  
*Staff Contact: John Thorne*

### Human Resources Committee

With a historically tight labor market, the meat industry is facing new challenges to recruit, retain and continuously train steady, productive workforce. The committee explores the best practices for a positive work environment within the plant and surrounding community, including employee recruitment, retention and training.

*Committee Chair: Phyllis Murray, Birchwood Foods*  
*Staff Contact: Rob Rosado*

### Supplier Committee

Addresses issues of importance to the supplier community.

*Community Chair: Ivo Cozzoni, Cozzoni, Inc.*  
*Staff Contact: Ronald L. Nunnery*

### Worker Safety and Health Committee

Addresses workplace occupational safety and health issues, including OSHA regulatory matters. Plans and conducts the annual Conference on Worker Safety, Health and Human Resources (jointly with Human Resources Committee) and the AMI National Safety Council safety awards program.

*Committee Chair: Dennis Waugh, ConAgra Refrigerated Prepared Foods*  
*Staff Contact: Dan McCausland*

Please check off the committee(s) you would like to be involved in.

<u>Committees</u>	<u>Contact Name</u>	<u>Phone Number</u>
<input type="radio"/> Convention	_____	_____
<input type="radio"/> Environmental	_____	_____
<input type="radio"/> Human Resources	_____	_____
<input type="radio"/> Supplier	_____	_____
<input type="radio"/> Worker Safety & Health	_____	_____



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