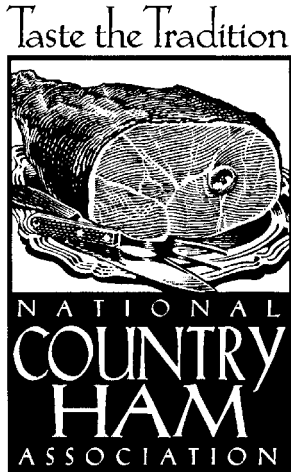


The Real Squeal

An Affiliate of The American Association of Meat Processors



National Country Ham Association 23rd Annual Meeting



North Carolina Plants Featured

WayCo Ham Company combines three generations of expertise in providing "Flavor for the Southern Soul". Dating back to 1946, Waitus Worrell began curing country hams and giving them to close family and friends for the holidays. That tradition lives on today

as Waitus' son and grandson, Tony and George Worrell, continue using the same exact methods and ingredients to produce authentic, country-cured goodness. Starting with the lean, grain-fed pork, and coated with Waitus' original blend of salt, brown sugar, and seasonings, the hams patiently age in climate-controlled curing rooms where the unhurried cycles of the Southern seasons are perfectly reproduced.

WayCo Ham Company is located in Goldsboro, NC, in the heart of Wayne County. Its "Old Waynesboro" brand of country ham products can be found in Harris Teeter's, Wal-Mart Supercenters, Piggly Wiggly's, and other fine select grocers and restaurants throughout NC, as well as parts of SC and VA.

Additional rule forms for the Country Ham competition are available at the NCHA office. Please request your copy if needed.

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Johnston County Hams

have a unique, lightly smoked aroma and mellow, lightly salted taste unlike anything else and are a true gourmet delicacy. We at **Johnston County Hams** stay true to the Colonial techniques of dry curing. Using today's technology that allows careful control of temperature and humidity we simulate the necessary seasons, speeding up the process a bit only because ideal atmospheric conditions remain constant. Each country ham is first hand rubbed with the "cure", a blend of primarily salt and sugar. Winter days at just above freezing are necessary to allow salt to penetrate the meat as it draws out moisture. The rising temperature and lowering humidity of spring allow the salt to equalize throughout the meat and the bone. Finally warm summer days allow the ham to age and mellow to its rich characteristic aroma and flavor.



In addition to our famous Smithfield country hams, we are also pleased to offer a finely cured and delicately aged prosciutto, a sweet honey cured ham and traditional favorites from our smokehouse including dry cured bacon, smoked turkey and delicious country sausage.

EVENT REGISTRATION INFORMATION

(Please complete a separate form for each registrant - photocopies acceptable)

Full Name _____

(to appear on namebadge) First _____ Middle _____ Last _____

Company _____

Address _____

City/State/Zip _____

Phone# _____ **Fax#** _____ **Email:** _____

Spouse/Guest _____

(to appear on namebadge) First _____ Middle _____ Last _____

Child _____

(please list each name followed by age)

Event	Registration Fees	Number Attending	Amount Enclosed
4.23 Board of Directors Meeting	No Charge	_____	
4.23 Thursday Welcome Reception <i>(includes open bar)</i>	No Charge	_____	
4.24 Breakfast at Hotel (on your own)			
4.24 Plant Tour: Wayco Ham Co. Goldsboro (Bus Fees)	\$25 per person	_____	\$ _____
4.24 Lunch & Plant Tour: Carolina Packers, Smithfield	Complimentary	_____	
4.24 Plant Tour: Johnston County Hams Smithfield	No Charge	_____	
4.24 Tour Aviator Brewing Holly Springs & Pig Picken	\$15 per plate (beer on your own)	_____	\$ _____
4.25 Country Ham Breakfast	\$20 per plate	_____	\$ _____
4.25 Exhibitors Tabletop Fee	\$225 per exhibit	_____	\$ _____
4.25 Seminar Cost	\$100 per person	_____	\$ _____
4.25 Lunch at Hotel	sponsored by exhibitors	_____	
4.25 Dinner at Cat Tails Restaurant & Mudcats Baseball Game	\$50 per person	_____	\$ _____
TOTAL PLEASE PAY IN FULL BY April 10, 2015			\$ _____

Transportation will be provided. In order to reserve appropriate space please indicate your attendance plans for each event!

**For Hotel Reservations call: Renaissance Raleigh North Hills Hotel, 4100 Main at North Hills St., Raleigh
Call 919-571-8773 before March 30, 2015. The group rate is \$189 and mention National Country Ham.**

Method of Payment: Check # _____ Make checks for sponsorship and meeting registration payable to NCHA and return with this registration form to: **Post Office Box 948, Conover, NC 28613**

Or for your convenience credit cards are accepted **(indicate your preference below) Fax to 828-466-2770**

Visa ___ MC ___ Credit Card # _____ Exp. Date _____

Security Code (back of card) _____ Name on Card: _____

Billing Address for card Include Zip Code: _____

National Country Ham Association

Tentative Agenda

April 23-26, 2015

Renaissance Raleigh North Hills Hotel

4100 Main at North Hills Street, Raleigh, NC 27609

Reserve Hotel Rooms by calling 919-278-1477 before March 30

The group rate is \$189 and the group Code is NCHA

THURSDAY, April 23

- 3:00 pm Board of Directors Meeting
- 6:30 pm Welcome Reception
- 8:00 pm Dinner on Your Own

FRIDAY, April 24

- 7:00 am Breakfast at hotel (on your own)
- 8:30 Bus Tour Departs for plant tours
Wayco Country Hams, Goldsboro
- Noon Lunch & Plant Tour: ***Carolina Packers, Smithfield, NC***
- 2:00 pm Plant Tour
Johnston County Country Hams, Smithfield, NC
- 4:00 pm Bus Departs for ***Aviator Brewing***
- 6:30 pm Tour Micro Brewery and Pig Picken
Aviator Brewing Holly Springs, NC



2014—National Country Ham Competition,
Paducah, KY

SATURDAY, April 25

- 7:00 am Country Ham Breakfast
- 8:00 am Exhibitors Setup
- 8:00 am Welcome
- 8:05 am Meeting: Annual Membership Meeting
- 8:30 am Seminar
Dr. Wes Schilling
Dr. Gregg Rentfrow
Dr. Dana Hanson
Gary Uram-Nu-tek Food Science, Omaha NE
- 12:15 pm LUNCH (SPONSORED BY EXHIBITORS)
- 1:00 pm Register hams for competition
(Hams for the competition must be onsite by 1 p.m.)

Local tours – On your own – Raleigh is a walking friendly downtown. The downtown area has excellent museums and the state capital.
- 6:00 pm Dinner at Cat Tails Restaurant and Mudcats Baseball Game

COUNTRY HAM SURVEY DEADLINE MAY 1, 2015

Dear Country Ham Processors,

There are two truths about the country ham industry. No one knows how large it is and what the sales trends are. The National Country Ham Association is conducting a survey to find out how large the country ham industry is, if it is growing and what products are selling. Because many processors are family owned and not public companies the information is currently not available. Even university studies cannot accurately estimate the number of country hams processed. Current estimates for whole country hams being put into a dry-cure range from three to seven million pieces each year. The bottom line is that, we as an industry just do not know.

This survey was slated to be completed in May 2014. Without your participation it cannot be completed. If you are one of the six member companies who have returned the survey you may send in updated numbers if you have had significant changes. If you have not yet returned your industry survey you still have time. Complete the numbers requested on the survey as they relate to your business. It is okay to leave a line blank if you do not sell that category. I am asked repeatedly by government agencies, reporters, and scientists the size of your industry. This compiled information could assist NCHA and its members in a number of areas.

Consolidated information from individual responses will be made available to those who respond with completed surveys. The information will provide insight into the industry as to size, product mix and trends. The information that you provide is strictly confidential with only the cumulative results being available to respondents or other qualified entities such as universities and professional groups.

Please make your confidential response as accurate as possible since the information is only as valuable as its accuracy. Again, the information that is provided is strictly confidential and will only be used for the purpose of measuring the industry as a whole. (I will be the only person processing the responses. **YOUR INDIVIDUAL RESPONSE WILL NEVER BE RELEASED OR PUBLISHED, ONLY THE CUMULATIVE RESULTS.**) There is also an additional page for comments regarding the country ham industry and your opinions. (*Survey Enclosed*)

Finally, if you do not wish to participate in the survey, please let me know. I am trying to complete this survey by **MAY 1, 2015.**

This is a very important initiative and your response is critical in providing needed background to evaluate the industry and its trends. The compiled survey information will help us all to make more informed decisions in our businesses.

The survey is attached to this newsletter. I look forward to your response.

Candace



April 23-26, 2015

Renaissance Raleigh North Hills Hotel
4100 Main at North Hills Street
Raleigh, North Carolina 27609

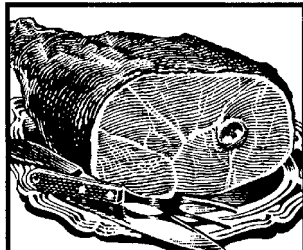
Last day to book: 3/30/15

Special Group Rate \$189 per night
Call for Reservations: 919-278-1477
Or use this link to book online:

[Book your group rate for National Country Ham Association](#)

ASSOCIATE MEMBER SHOWCASE

Taste the Tradition



NATIONAL
COUNTRY
HAM
ASSOCIATION

REGISTRATION

SATURDAY, April 25th, 2015

**Renaissance Raleigh North Hills Hotel
4100 Main at North Hills Street
Raleigh, NC 27609**

Associate Members wishing to display table top exhibits will be provided a table and signage. The tables will be located adjacent to the main meeting room. Any additional audio/visual requirements, electrical needs or special preparations will be billed at hotel rates. Confirmation and exhibition information will be forwarded upon receipt of registration.

NCHA Member Showcase Registration Fee: \$225.

Non-members Showcase Registration Fee: \$375.

2015 Associate Member Showcase Registration

SATURDAY, April 25, 2015

Company: _____

Address: _____

City: _____ **State:** _____ **ZIP:** _____

Contact Name: _____ **Telephone:** _____

Email: _____

Showcase Registration Fee Enclosed: \$ _____ **(see credit card payment information on page 2)**

**Complete and mail or fax to:
NCHA, P.O. Box 948, Conover, NC 28613**

Registration Deadline: April 10, 2015

Space is limited and will be assigned on a first come, first serve basis.

Please see enclosed agenda for Exhibit setup and visit times.

For up to date information
PLEASE make sure I have your
correct email address on file by
sending an email to:
nationalcurers@bellsouth.net.
The subject line should read:
please update my email address!

Thank you!



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Executive Vice President
alan.crouch@hubinternational.com
www.hubinternational.com

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Toll Free 800/832-7549
Fax 336/226-6772
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Cell: 704-472-8515



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(731) 855-1323 voice
(731) 855-9000 fax
(731) 676-2953 cell
jpatton@trentonmills.com

Jerry W. Patton
Sales Manager



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Nashville, IN 47448

812-342-4137
Cell: 812-343-4257
Fax: 812-342-4145



2014 Smoked Reserve Grand Champion
Harper's Country Hams, Clinton, KY
L-R- Dolores Harper, Brian Harper, Travis Tennant



2014 Reserve Grand Champion
Goodnight Brothers Country Hams, Boone, NC
L-R- Tony Snow, Dr. Dwight Loveday



2014 Grand Champion
Broadbents B & B Foods, Kuttawa, KY
L-R-Dr. Dwight Loveday, Ronnie Drennan



2014 Smoked Grand Champion
Tripp Country Hams, Brownsville, TN
L-R-Travis Tennant, Charlie Tripp



**NATIONAL COUNTRY HAM ASSOCIATION
INCORPORATED**

APPLICATION FOR MEMBERSHIP

We hereby make application for membership in the National Country Ham Association Inc., a non-profit corporation established to promote and improve the Country Ham Industry across the nation.

We agree to pay annual dues as determined by the board of directors, and to pay quarterly check-off dues as approved by the board of directors. (**Note:** Check-off dues for Processor Members is further explained below).

All dues are used, at the direction of the board of directors, for the benefit of the Country Ham industry across the nation.

In making application for membership, we pledge to support NCHA in its endeavors and activities and will actively participate in its' programs, aims, and goals.

Company Name _____

Address _____

City, State, Zip _____

Phone Number _____ FAX Number _____

Website Address: _____ e-mail: _____

Principals of company (name and title) _____

Recommended by _____

Brief description of your companies activities: (to be published in NCHA Membership Directory) _____

MEMBERSHIP STATUS

___ \$100 **Processor Member** (Membership dues are due each year on October 1)

_____ **Number of hams cured per year. Used to determine quarterly check-off dues.**
 (Held in strictest confidence.) Processor members also pay check - off dues in the amount of \$.0125 per ham. Minimum check-off is \$250 per year and maximum is \$6,250 per year. Check-off dues are billed quarterly. To determine your check-off dues calculate the number of hams cured in the past year; e.g. 50,000 hams cured multiply \$.0125 equals \$625. \$625 divided by four quarterly invoices equals \$156.25 due each quarter. \$625 check-off dues plus \$100 annual dues equals total dues of \$725 per year if you cure 50,000 hams annually.

___ \$300 **Processor Member:** No curing: Further Processor only (Membership dues are due each year on Oct. 1)

___ \$150 **Associate Member**(Vendor)(Membership dues are due each year on October 1)

Signature(required)

Date

Make check payable to NCHA; mail to P.O. Box 948, Conover, NC 28613

**NATIONAL COUNTRY HAM
ASSOCIATION, INC.**

Post Office Box 948
Conover, NC 28613

Phone: 800-820-4426
Fax: 828-466-2770
Email: eatham@countryham.org



**NGHA's Annual Meeting
April 23-April 26, 2015**

*Promotion, development, and improvement of the
business of country ham curers, and to encourage the
sale and use of country cured meats through co-operative
methods of production, promotion, education,
advertisement, and trade shows are primary goals of the
National Country Ham Association.*

**National Country Ham Association, Inc.
Officers and Directors 2014-2015**

Officers

President

Justin Stone
Finchville Farms
Finchville, KY
(502)834-7952

Vice-president

Bill Goodnight
Goodnight Brothers
Boone, NC
(828)264-8892

Treasurer—

Charlie Tripp
Tripp Country Hams
Brownsville, TN
(731)772-2130

Directors

George Worrell
Wayco Hams

Bob Woods
G & W Hamery

Tony Snow
Goodnight Brothers

Wayne Lord
Lord's Sausage Company

Sam Edwards, III
S. Wallace Edwards & Sons, Inc.

Bruce Mumpower
Skinner Systems

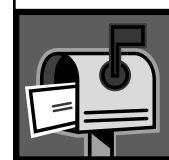
Tim Switzer
Finchville Farms

Brian Harper
Harper's Country Hams

Philip Burger
Burger's Smokehouse, Inc.

Charlie Tripp
Tripp Country Hams

David Major
Packaging Solutions, Inc.



**Dues Notices
are in your
mailbox now!**

**NATIONAL COUNTRY HAM ASSOCIATION SURVEY
(CONFIDENTIAL)**

The questions below are designed to determine the size and scope of the country ham industry and to track sales trends. PLEASE RESPOND BY May 1, 2015 or earlier if possible.

Last Fiscal Year

Previous Fiscal Year

Country Ham

Annual Sales in dollars: _____

Country Ham

Annual Sales in tonnage: _____

Number of Hams

Put in Cure: _____

Country Ham Annual Sales by Type in dollars and tonnage:

Dollars/Pounds

Dollars/Pounds

Retail _____

Retail _____

Foodservice _____

Foodservice _____

Export _____

Export _____

Deli _____

Deli _____

Country Ham Annual Sales by Product in dollars and tonnage:

Cured (Whole) _____

Cured (Whole) _____

Cured (Sliced/Pieces) _____

Cured (Sliced/Pieces) _____

Cooked _____

Cooked _____

Other (Please Specify) _____

Other (Please Specify) _____

Please respond with the enclosed self-addressed stamped envelope by **May 1, 2015 or earlier.**
Please call with any questions (828)466-2770 or email nationalcurers@bellsouth.net

NATIONAL COUNTRY HAM SURVEY COMMENT SHEET

To better understand the country ham business, please provide your insight for the following questions:

Given your perception of the country ham industry, do you feel that the consumer base for country meat is growing, staying about the same or decreasing? _____

Which products in the industry to you feel have the most promise as far as increased sales: whole/uncooked; raw/further processed; or, cooked products and why? _____

Operationally, approximately what percentage are you utilizing of your curing capacity? For example, curing capacity is 180,000 pieces but you cured 120,000. The percentage is equal to $120,000/180,000 = 67\%$

Demographically, who do you think is purchasing your product? Please be as specific as possible in regards to age, gender and regional/ethnic background.



NCHA 2015 Annual Meeting

Sponsorship Contribution Form

Available Sponsorship Opportunities

SPONSORSHIP LEVELS

_____ **\$700** **Welcome Reception: Thursday, April 23rd**
(Two sponsorships are available at \$700 each) Exclusive sponsorship is available if requested.

_____ **\$500** **Transportation Sponsorship: Friday, April 24th**
(Two sponsorships are available at \$500 each) Exclusive sponsorship is available if requested.

_____ **\$500** **Transportation Sponsorship: Sat., April 25th**
(Two sponsorships are available at \$500 each) Exclusive sponsorship is available if requested.

_____ **\$500** **Seminar Coffee Break: Saturday, April 5th**
One exclusive sponsorship is available at \$500 each.

_____ **\$100** **General Meeting Sponsorship: April 25th**
These sponsorships are unlimited and the contributor will be recognized in the printed material distributed for this meeting. This sponsorship will be used to offset the general cost of the meeting.

Yes! I want to support NCHA as a meeting sponsor. My sponsorship level is indicated above and my check is enclosed.

Name: _____

Company: _____

Address: _____

City: _____ State: _____ ZIP: _____

Email: _____ Phone: _____

**Donations may be kept anonymous. Please check the DO NOT PUBLISH line if you do not want your sponsorship to appear in publications.*