

A Resource Guide to Direct Marketing Livestock and Poultry

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Introduction to Meat Regulation

Why we decided to do this project

The purpose of this resource guide is to help New York farmers to better understand the current regulations governing the slaughter, processing, and marketing of meat animals. One way for farmers to realize higher returns for their farm products is by taking over some of the traditional roles of middlemen or by shifting completely to direct marketing. However, meat regulations are complex. Accurately interpreting the statutes governing the processing and sale of meat animals and their products is more formidable for us than for our counterparts in fruit and vegetable production. Even experienced farmers can be confused by the regulations. Without a clear understanding of what is and is not permitted under current laws, many meat producers are hesitant to participate more directly in the marketing of their product. Instead, farmers may be confined to 1) contract growing livestock for large corporate packers, or 2) selling slaughter animals through a shrinking number of local auctions and dealers. Both alternatives offer limited recourse to competitive pricing. This resource guide explains the complex meat laws in layman terms and clarifies the legal logistics of direct marketing livestock and poultry. Ultimately, this should lead to a more direct market chain from farmer to consumer in New York and hence, more dollars circulating in local communities.

Why inspections are important / Why Federal Inspection?

Why are regulations for the processing and marketing of meat more complex than those for vegetables and fruit? Many of the acute human health problems posed by fresh fruit and vegetables are caused by unsanitary water and are not considered a critical threat in the US where we are blessed with potable water. Health pathogens can multiply rapidly in animal products that are improperly handled. The United States acknowledged early on that poorly managed livestock and their products could pose a threat for human health. In 1865, USDA Secretary Isaac Newton urged Congress to enact legislation providing for the quarantine of imported animals. On May 29, 1884, President Chester Arthur signed the act establishing the Bureau of Animal Industry, which was the forerunner of Food Safety Inspection Service. The Bureau of Animal Industry's early function was to focus on preventing diseased animals from being used as food.

In 1905, author Upton Sinclair published a novel titled "The Jungle," which took aim at the brutalization and exploitation of workers in a Chicago meatpacking house. This truly was the turning point for food inspection because of public outrage at the unsanitary processing practices reported. Federal inspectors were established in slaughterhouses for the first time because of the public outcry.

In the early 1900's meat was slaughtered and used locally but following World War II, the processing industry changed significantly. The rapid growth of the interstate highway system and the development of refrigerated trucks allowed packinghouses to expand and to become more mechanized. There was also explosive growth in the poultry industry. The Bureau of Animal Industry evolved into the Food Safety Inspection Service (FSIS), a public health agency within the U.S. Department of Agriculture. This agency oversees the processing, labeling, and packaging of commercial meat, poultry, and egg products. Congress passed the Poultry Products Inspection Act in 1957 to keep pace with the rapidly expanding market for dressed, ready-to-cook poultry and processed poultry products. The 1967 Wholesome Meat Act and the 1968 Wholesome Poultry Products Act clearly defined the handling of meat products and also required that state inspection programs be "at least equal to" federal requirements. Current government statutes covering meat products are listed in Title 9 of the "Code of Federal Regulations" for Animals and Animal Products. This code is always available on the web and as hard copies from the National Archives & Records Administration (NARA).

Initially inspectors used sight, touch, and smell methods of inspection for meat products. As technology advanced, laboratory testing was adopted to ensure that products were maintained under proper conditions and were free of disease pathogens. Today's FSIS combines visual inspection of carcasses and periodic laboratory testing with an aggressive preventative program referred to as HACCP (Hazard Analysis and Critical Control Points). Under HACCP, the plant operator must identify all critical points along the processing and handling route where microbial and pathogenic problems could develop. The operator must

then develop standard operating procedures for these steps and for validating that no problems were encountered. The product is therefore not inspected by a state or federal inspector directly, as the job of the inspector under HAACP is to ensure the hazards identified, the process to test and the corrective measures are undertaken according to each plants own personalized plan.

Compliance Versus Circumventing

The purpose of government regulations for the inspection of meat products are to 1) prevent the sale of adulterated, contaminated, or otherwise unsafe livestock products, 2) insure the safety of consumers by establishing minimum standards for the production, slaughter, processing, and marketing of these products, and 3) create a system of licensing, inspection and labeling to trace a product back to its origin if a public health problem should arise. An inadvertent side effect of increased regulation and validation is that smaller processors and farmers may be disproportionately disadvantaged due to economy of scales. This negative impact conflicts with the stated aim of our NY agricultural agencies to increase the sales of value-added farm products. However, close study of the meat statutes reveals some exemptions and alternatives that can benefit small farmers and processors marketing slaughter animals or meat products. It is far better to have an excellent understanding of the meat regulations and to diligently study any changes in their interpretation rather than to focus on circumventing them and risk trafficking in illegal or unsanitary products. The New York livestock industry needs to build strong communications with meat officials. There needs to be a better way to quickly apprise officials, as even a small change in the interpretation of a law, can have significant implications for farmers and processors. Making sure our livestock farmers are knowledgeable about the current regulations governing meat products and slaughter is a positive first step.

How Regulations are Classified

Livestock slaughter and meat processing regulations vary according to several factors. The first factor is to determine what type of animal you are raising. You must decide if your animal is considered amenable, non-amenable, or poultry? The second factor is to decide where along the marketing chain from farm to consumer you are planning to market your animal. Are you marketing live animals, carcasses, or retail cuts? Are you marketing direct to the consumer or to a retailer or wholesaler? The third factor is to determine what type of slaughter facility in your state is licensed to handle different kinds of sale. What is a federally inspected facility as compared to a state inspected facility? How does a 5A custom plant differ from a custom plant? Are you marketing in state, out of state or are you exporting out of the country? The last factor is to consider whether your animal needs to be raised, slaughtered, and processed under specialized restrictions to meet the religious requirements of your consumer market. The following section is designed to help you determine which category under which your farm operation falls. Once you determine your classifications, it is far easier to figure out which regulations apply.

Are Your Animals Amenable, Non-amenable, or Poultry?

First you need to determine how your livestock is classified. The regulations differ for amenable, non-amenable, and poultry species. The Federal Meat Inspection Act defines the kinds of animals that must be slaughtered and processed under the Food Safety and Inspection Service (FSIS). **Amenable** is defined as “answerable or accountable to higher authority”. In the world of meat processing, amenable indicates animal species that are specifically mentioned in the Federal Meat Inspection Act. The listed amenable animals within the act include all cattle, sheep, goats, swine, equines, and ratites (ostrich, emus, and rhea). These animals are considered amenable species and fall under the jurisdiction of the FSIS.

Amenable Poultry listed under the Act include chickens, turkeys, ducks, geese, ratites, guineas, and squabs. These poultry are listed specifically in the act. All of them fall under the jurisdiction of the FSIS. However, the slaughter and processing regulations specified for them differ from those for the mammals mentioned earlier.

Animals that are not listed specifically in the Federal Meat Inspection Act are referred to as **non-amenable species**. They are not required to be processed under the Food Safety and Inspection Service. For the most part, non-amenable species are animals that are traditionally used for game, and hence, are considered more difficult to regulate. They include mammals such as reindeer, elk, deer, antelope, water buffalo, bison, squirrel, opossum, raccoon, rabbits, nutria or muskrat, and non-aquatic reptiles such as land snakes. These animals are considered non-amenable even if you farm raise domesticated species of them. For example, farm raised White-tailed Deer or New Zealand rabbits are farm-raised game and a non-amenable species. Although they are not processed under the jurisdiction of FSIS, there are still plenty of regulations governing their slaughter and processing. Non-Amenable poultry includes game birds such as pheasant and quail. Aquatic reptiles (turtles, alligator, water snakes, and frogs) are considered game animals by the New York State Department of Environmental Conservation. The FDA considers these aquatic reptiles as Seafood and they are therefore subject to US FDA Office of Seafood regulations. The National Marine Fisheries Service (NMFS) of the National Oceanic Atmospheric Administration of the Department of Commerce administers the voluntary seafood inspection program.

A Game Animal refers to an animal, the products of which are food, that is not classified as cattle, sheep, swine, goat horse, mule, or other equine, as defined by the Federal Meat Inspection Act, the Poultry and Poultry Products inspection Act or as fish. Game animals are defined in section 11-0103 of the NYS Environmental Conservation law. **Wild game** includes game birds, big game and small game. Game birds are subdivided into migratory game birds and upland game birds. "Upland game birds" (Gallinae) refers to wild turkeys, grouse, pheasant, Hungarian or European gray-legged partridge and quail. "Small game" means black, gray and fox squirrels, European hares, varying hares, cottontail rabbits, frogs, land turtles, box and wood turtles and the bog turtle (*Clemmys muhlenbergi*), coyotes, red fox (*Vulpes vulpes*) and gray fox (*Urocyon cinereoargenteus*) except captive bred red fox or gray fox, raccoon, opossum, or weasel, skunk,

bobcat, lynx, muskrat, mink, except mink born in captivity, fisher, otter, beaver, sable and marten but does not include coydogs. "Big game" means deer, bear, moose, elk, except captive bred and raised North American elk (*Cervus elaphus*), caribou and antelope. To qualify as **domestic game, captive bred game, farm raised game or non-native big game**, the game must be held in private ownership on a licensed premise by which there is no means of escaping into the wild. Captive bred North American big game mammals may include: cougar, wolf, bear, bison, big horn sheep, mountain goat, antelope, elk, musk ox, mule deer, black tailed deer, caribou, swine, and other domestic game animals as defined by law.

Some wild game may be taken by lawful hunting including deer, bears, coyotes, and rabbit. Trapping of game is also permitted but deer and bear may NOT be trapped. Some wild species legally taken (legally hunted or trapped within the designated season) and legally possessed may be sold. Skunk, bobcat, mink, raccoon and muskrat may be bought and sold alive, dead or in part during their respective open seasons. Migratory game birds and beaver, fisher, otter, bobcat, coyote, fox, raccoon, skunk, muskrat and mink shall be possessed, transported and disposed of only as permitted by regulation of the department. The flesh of cottontail rabbits, varying hares, European hares, squirrels, bear and deer shall not be bought or sold, except as provided in section 11-1713 with respect to bear. For more information contact the New York State Department of Environmental Conservation.

Federal, State or Custom: What is the difference?

Not all slaughterhouses are the same. It is important to know the different types of slaughterhouses operating in the United States and the markets they are allowed to process for. Below is a list of the slaughterhouse categories. Not all of these are available in New York.

A USDA licensed slaughterhouse is a processing plant that has been granted a license for federal meat inspection. USDA slaughterhouses must conform to the "Code of Federal Regulations" for Animals and Animal Products. This code is available in the Title 9 portion (revised Jan '01) of the code on the NARA (National Archives & Records Administration) website. The current address is <http://www.access.gpo.gov/cgi-bin/cfrassemble.cgi?title=200309>. There are some conditions where meat is exempted from having to conform to all or part of this code. These "exemptions" are listed later in the resource guide. Some states hold their USDA licensed slaughterhouses to stricter regulations than what is outlined in the federal code. New York generally follows the letter of the federal code.

Federal meat inspection means that a USDA Food Safety Inspection Service (FSIS) inspector at a USDA licensed slaughterhouse must inspect the carcasses. Currently, the salary of this inspector is paid for by federal tax dollars. The inspector must address all federal regulations outlined in the code. He must verify not only that the carcass is wholesome but also that the slaughter facilities, equipment and procedures conform to the owner's approved HACCP plan. Inspected meat from these slaughterhouses can be sold anywhere in the US and exported and either sold or traded in international markets.

In general the physical requirements for a USDA licensed slaughterhouse are that –

- 1) Facilities and equipment must be validated by owner's HACCP plan to be hygienic.
- 2) In general, a wholesome plant is required to have
 - a. easily cleanable equipment
 - b. washable, nonporous walls and ceilings
 - c. lack of condensation
 - d. appropriate rail heights
 - e. sufficient drains
 - f. sufficient lighting (50 ft candle lights in the processing area)
 - g. floor plan that keeps livestock and livestock contaminated material well separated from inspected meat
 - h. well running and appropriate coolers, rails, drains and hooks
 - i. sufficient septic or municipal sewage facilities
 - j. pest control

- k. potable water
- 3) It must have employee welfare facilities (lunch locker, bathroom)
- 4) It must have inspection facilities (private room with filing cabinet and chair; bathroom facilities can be shared with employees).
- 5) Livestock must be stunned prior to slaughter unless the plant has a religious exemption.

State or local inspected custom slaughterhouses – these slaughterhouses are limited only to custom slaughter and processing and are not to be confused with state licensed plants that undergo state inspection of carcasses for intrastate sales. Custom service is a provision in the federal code that allows the owner of an animal to forgo having the animal slaughtered under federal or state inspection if the meat and byproducts from that animal are going directly back to the owner’s household for consumption rather than being sold. Basically, this is a service provided to an animal’s owner. Carcasses are not inspected under custom slaughter but the facilities are. The USDA Food Safety Inspection Service has jurisdiction over all amenable red meat processing in the US but may opt to subcontract out inspection of custom facilities. For example, inspection of custom slaughterhouse facilities in NY is currently subcontracted by USDA FSIS to the NY State Department of Ag & Markets. Within this department, the Division of Food Safety & Inspection is responsible for locating inspectors to inspect custom facilities. Inspectors may be temporarily assigned or rotated and federal guidelines can change, thus one of the first steps in opening a custom slaughterhouse in NY is to contact NY Ag & Market’s Division of Food Safety. Local health departments are also involved because they must approve the slaughterhouse septic system prior to opening and will be responsible for testing any well water to validate it as potable twice yearly. Some basic requirements of a custom slaughterhouse are 1) washable walls and floors (for example, painted concrete), 2) kill floor located in a separate area from processing, 3) drains equipped with a back-flush system, and 4) hot water capability of 180 F (for melting poultry fat). Carcasses and meat leaving custom slaughterhouses are not inspected and must be stamped “not for resale”. Some custom slaughterhouses do not apply to have an approved kill floor and are set up primarily to process white tail deer for NY hunters

5A Slaughterhouse facilities – These are specialized custom slaughterhouses that have applied for special NY permits. Generally they have applied to slaughter non-amenable farm raised game species (bison, farmed deer, rabbits, etc). They are permitted to slaughter these animals for producers for resale. The slaughterhouse may also buy the meat from the farmer and market it themselves in a meat shop affiliated with the slaughterhouse or sell the meat to a wholesaler or retail outlet under a 20-C license. The meat can be sold within state or across state lines but must be sold directly to an end consumer or a restaurant, hotel, boarding house, caterer or similar retail business. Both states must agree to the transaction and some states prefer not to in an effort to protect their own industries. For example, Pennsylvania does not permit farmed deer carcasses from NY to come into the state. If the meat is processed by mixing it with meat or fat from a conventional (amenable) livestock species or if the meat is cured using nitrate then further restrictions may apply. The carcasses are not inspected. The facilities are inspected by state employees and tend to be held to a higher standard than conventional custom plants. A blue print or schematic of the plant must be submitted and approved prior to licensing. In the future, these plants may need HACCP plans documenting their handling of products for resale.

5A slaughterhouses may also custom slaughter poultry with no restriction on the number of poultry slaughtered (i.e. they are not limited to 20,000 chickens yearly because they are not slaughtering under the USDA poultry exemption). The live poultry markets in NYC are an example of 5A plants operating in this capacity. In NY it is generally accepted that a person may become an owner of the poultry by phoning in an order for a specific type of bird. Just like any other custom slaughter the bird must be going for consumption by “owner’s” immediate family, non-paying guests or employees. However, if the slaughterhouse slaughters poultry for a farmer for resale to restaurants or private end users, these birds must be slaughtered and processed separately under the USDA exemption described in the later section on poultry.

Other Types of Slaughter Houses Not Available in New York

Talmadge-Aiken Meat Plants are federally inspected slaughterhouses where state employees following federal mandates do the inspections. States on the east coast that contain Talmadge-Aiken meat plants are Delaware (10), Maryland (21), Florida, Georgia, North Carolina and Virginia. Inspected meat from these plants can be sold across state lines. New York has no Talmadge-Aiken plants.

State licensed slaughterhouses have been granted state licenses for **state inspection** of carcasses. Vermont, West Virginia, Ohio and now even Maine operate state licensed plants. New York does not operate any state licensed plants. These plants have been granted licenses for inspection similar to USDA plants. However, their inspectors are paid for by state tax dollars and inspect carcasses and facilities for compliance with state rather than federal regulations. Inspected meat from these plants can be sold within state for intrastate commerce but not out-of-state (interstate commerce).

State Licensed USDA Equivalent Slaughterhouses

Listing of Participating States	
State	Meat and/or Poultry Programs
Alabama	Meat & Poultry
Arizona	Meat & Poultry
Delaware	Meat & Poultry
Georgia	Meat Only
Illinois	Meat & Poultry
Indiana	Meat & Poultry
Iowa	Meat & Poultry
Kansas	Meat & Poultry
Louisiana	Meat & Poultry
Maine	Meat & Poultry
Minnesota	Meat & Poultry
Mississippi	Meat & Poultry
Missouri	Meat & Poultry
Montana	Meat & Poultry
New Mexico	Meat & Poultry
North Carolina	Meat & Poultry
North Dakota	Meat Only
Ohio	Meat & Poultry

Oklahoma	Meat & Poultry
South Carolina	Meat & Poultry
South Dakota	Meat Only
Texas	Meat & Poultry
Utah	Meat & Poultry
Vermont	Meat & Poultry
Virginia	Meat & Poultry
West Virginia	Meat & Poultry
Wisconsin	Meat & Poultry
Wyoming	Meat & Poultry

Kosher and Halal: Religious Exemptions

Some cultures have very strict meat handling requirements. Muslim consumers require their meats to be “Halal” or “lawful” to their religious scriptures. For many this means it should be slaughtered using “zabiha” methods. Halal requires that the animal must be humanely killed by an adult Muslim. However, some Muslims will accept Kosher killed meats (especially if Halal is unavailable) and some will accept meat killed by a Christian slaughterman. During a zabiha kill, the animal faces Mecca and the Takbir (a blessing invoking the name of Allah, the Muslim word for “G-d”) is pronounced while the animal is killed without stunning by holding it’s head back and using a quick, single continuous cut across the throat just below the jawbone to sever the windpipe, esophagus, arteries and veins forward of the neck bone. Ideally, the knife blade should be extremely sharp and twice as long as the width of the animal’s neck. A hand guard is permitted for safety.

Muslims view any goat that has consumed any pork (including lard or bloodmeal) products to be unclean. Other feeds that might be categorized as “filth” may also lead to rejection of the animal. A 40 day period prior to slaughter of “clean” feed will generally suffice.

Customers who are Orthodox Jews require that livestock be Kosher killed. The animal is killed without stunning by a specially trained religious Orthodox Jew using a properly sharpened special knife with no hand guard, who subsequently inspects the carcass and organs for defects. If the meat is to be certified as “glatt” Kosher, a stricter Kosher standard, the carcass from a small animal such as a goat must have no lung adhesions. The sciatic nerve and various veins, fats and blood are prohibited for Kosher consumption and must be removed. In most cases, rather than going through the difficult procedure of removing the sciatic nerve in the hindquarter, only the forequarter is marketed as Kosher and the hindquarter is sold through other marketing channels. Federally inspected slaughterhouses need to apply for a “religious exemption” from stunning to conduct Halal and Kosher slaughter. Unlike the “poultry exemption” or the “custom exemption”, this is not an exemption from federal inspection of the carcass; rather it exempts the plant from having to stun the animal prior to death. The animal should either be killed on the ground (allowable only for custom or on-farm slaughter), straddled, or walked onto a double rail for a religious kill because it is inhumane to hoist and shackled the animal by its hind legs while still alive . Research has shown that ruminant animals remain very calm when their body’s weight is supported by a “double rail”. Information about the availability of double rail slaughter systems for large commercial operations is available on the web at

<http://www.grandin.com/restrain/intro.rest.html>. A prototype of a double rail system for sheep and goats

suitable for custom operations and smaller USDA plants is available on the web at <http://www.sheepgoatmarketing.org/sgm/education/restrainer/index.htm>.

Although there are national certification programs for Kosher and Halal processed foods, there is no national mandatory labeling and certification for Halal or Kosher meats. For the most part, it is your responsibility to insure that your meat meets your customers' definitions of Halal or Kosher.

New York's Kosher Law Protection Act. The new law requires that consumers of food represented as kosher in New York be provided with information identifying the person or organization certifying that food as kosher. The information must be provided by producers, processors, packers, distributors and retailers distributing or offering for sale in New York food certified as kosher. They must file with the Department the name, address and phone number of the person or organization providing the kosher certification. Persons certifying non-prepackaged foods kosher must file with the Department a statement of their qualifications for certifying food as kosher. Food establishments and caterers who prepare kosher food on their premises must complete, display at their place of business and file with the Department, a Kosher Certification Form prescribed by the Act. If you are involved in the kosher food industry as a producer, processor, packer, distributor or retailer of kosher food products, as a certifier of kosher food products, or as an operator of a food establishment who prepares kosher food, you may need to file product and certifying information with the New York State Department of Agriculture and Markets. To do so, as of December 1, 2004 you may go to www.agmkt.state.ny.us/kosher and electronically file or update the information required by the Act. The responsibility for registering the person or organization who certifies a food as kosher and for filing information about products offered for sale as kosher depends on whether or not the food is in package form. A food is in package form when it is not intended to be consumed at the point of manufacture and is packaged in advance of sale in units suitable for retail sale. If the food is in package form, the producer or distributor must register the name, address and phone number of the person who certified the food as kosher with the Department. If the food is not in package form, the person who manufactures, processes, packs or sells it must register the name, address and phone number of the kosher certifier with the Department. Examples of non-packaged food include nuts sold in bulk, repackaged potato salad from the deli, store baked breads and fresh meat. Kosher certifiers who certify non-packaged food must file with the Department a statement of their qualifications to provide kosher certification. The statement may include background, training, education, experience and any other information that shows the kosher certifier's qualifications. Food establishments, restaurants and caterers that prepare and sell food as kosher on their premises must file the name, address and phone number of the kosher certifier with the Department. They must also complete a "Kosher Certification Form," file it with the Department and post the form in their establishment in a location readily visible to consumers. If any of the information filed with the Department changes, the person who filed it must notify the Department of the changes immediately. The above requirements take effect January 9, 2005. Forms will be available online as of December 1, 2004 at www.agmkt.state.ny.us/kosher or can be mailed to you by calling 718-722-2852. Filings must be done 30 days in advance of offering or distributing food as kosher in New York.

New York's Halal Foods Protection Act of 2005 requires certain businesses and individuals to register or file with the New York State Department of Agriculture and Markets information as follows:

- Manufacturers, producers, packers and distributors, of food which is certified as Halal must register their company with the department (See General Information) and file the name, address, and phone number of the person, (e.g. individual, corporation, partnership, association or organization), who certifies the food as Halal. (See Certifiers and Packaged Products & Certifiers and Non-Pre-Packaged Products)
- For food in packaged form – See Certifiers and Packaged Products
- For food in non pre-packaged form – See Certifiers and Non-Pre-Packaged Products

Certifying individuals, partnerships, associations or organizations need to complete a separate General Information and Statement of Qualification. Firms that utilize their own employees or personnel to certify product need to have those employees complete General Information and Statement of Qualification. Food establishments, food retailers, restaurants, caterers and food carts who sell food prepared on their premises or under their control, which is represented as Halal, must post, at their business in a location readily visible by consumers and file with the department, a Halal certification form. Retail stores that sell both Halal and Non-

Halal foods require a window sign, with block letters at least four inches in height, that states “HALAL AND NON-HALAL MEAT SOLD HERE” or “HALAL AND NON-HALAL FOOD SOLD HERE.” Wholesale and retail firms that purchase Halal meat and poultry or food products that include meat and poultry shall retain the invoices or bill of sales for those products for a period of two years. Exemption: Meat and poultry or food products that include meat and poultry are exempt from this record keeping if the manufacturer’s or packer’s name, address and certifying person are listed on the package containers. Any advertisement for food or food products representing the products as Halal shall identify the name of the person or entity certifying the product as Halal. You can file the information electronically by going to the Department website www.agmkt.state.ny.us/halalsite/halals.html The registry is listed under the Division of Food Safety and Inspection. If you have questions on how to complete the forms or wish to submit the forms in print form and need them sent to you please call the above number.

Certain African, Caribbean, and Oriental cultures prefer carcasses to be scalded or singed as part of the processing. A federally inspected slaughterhouse needs to include this step and describe how they will maintain food safety in this process in the mandatory hazard analysis portion of their HACCP (Hazard Analysis Critical Control Point) Plan.

Market Channels: Why It’s important to know up-front if you will be selling wholesale or retail

Regulations for livestock slaughter and meat processing vary depending on which market channel you are marketing your product within. These regulations are not consistent across the three different animal classifications. Other chapters discuss the regulations for amenable livestock, amenable poultry, and non-amenable animals, respectively. However, we’ll discuss the different steps along the market chain here to help you determine what market channel your business fits into.

A typical supply chain has a farmer selling his slaughter animals at a local auction where a regional livestock dealer picks them up to sell to a distributor either directly or through a regional auction. The distributor could be a meat packer (slaughterhouse that takes orders for carcasses from wholesale or retail businesses and then buys live animals and processes them to fill the orders) or a wholesale business that buys animals outright and then arranges their processing at a slaughterhouse of their choice. The distributor then sells the carcasses or meat cuts to retail businesses that in turn serve the direct consumer.

There are several opportunities for shortcuts along this chain. For example, a farmer might sell his/her live animals direct to a dealer, live animal market, or farmer owned cooperative. These shortcuts are not accompanied by additional regulation other than needing to make sure amenable livestock are wearing official USDA identification. However, there is generally more labor and responsibility involved than just dropping your animals off at an auction. You need to contact buyers, accurately describe your animals, make sure they meet the market demand, arrange transport and insure that you are paid. Even greater advantages are recognized when a farmer sells their livestock directly to consumers, who then make slaughter arrangements. Even though this is a very direct way to market your animal, the fact that you are selling a live animal, rather than meat, allows you to fall outside the parameters of many regulations; “the meat” does not enter commerce, only the animal. Not only that, but the consumer often has a chance to visually evaluate the herd health and can easily trace back any health problems that may arise. A farmer can also evolve into a dealer or packer. If this occurs, then there are several licensing and bonding issues one should be aware of. These are discussed in section -- Some farmers opt to build custom slaughterhouses on their property and expand their operation to include a live animal market. These are discussed in section ---.

A farmer may also decide to shorten the marketing chain by selling meat products. When selling meat, it is important to remember that the closer the market channel you sell to is to the actual consumer, the more responsibility you generally take on. Regulations and licensing for amenable red meat differ depending on whether you are operating as a wholesaler and selling carcasses or retail cuts to other wholesalers, retail businesses, and restaurants, or whether you are operating as a retailer and selling meat cuts direct to consumers. In the case of poultry, there is an important exemption from federal inspection of the meat if you are selling

whole bird carcasses directly to an end consumer or to some specific businesses rather than operating as a common wholesaler. These businesses are restaurants, hotels, boarding houses, caterers, and small stores that use the unadulterated poultry for meals prepared by the business for direct customers. For example, a small shop could purchase uninspected chicken carcasses from you if they are cooking it as rotisserie chicken for consumption by their clients but not if they are buying it to resell as packaged raw meat. The regulations for marketing and processing live animals, carcasses, or retail cuts to consumers, wholesalers, or retail businesses differ substantially depending on how your livestock are classified. Refer to chapters 2, 3, or 4 to determine which regulations apply to your specific circumstances.

Intrastate or Interstate

NOTE: In this section and the one following on Imports and Exports we address the movement of meat and meat products. Movement of live animals in interstate and international trade is beyond the scope of this project as states and countries have very rigid and specific requirements for live animal movement. Please consult the New York State Department of Agriculture and Markets for information on moving live animals for interstate and international trade.

Intra-State refers to transactions within a single state. A sale made between a farmer in Owego, NY to a customer in Ithaca, NY is an intra-state sale.

Inter-State refers to transactions across state lines. This is trade between two states. A sale made between a farmer in Whitehall, NY and a customer in Rutland, VT is an inter-state sale.

The Food and Drug Administration (FDA) under the Federal Food, Drug and Cosmetic Act, has authority over food in interstate commerce unless regulated by the USDA Food Safety and Inspection Service (FSIS).

The Federal Meat Inspection Act permits states to have a cooperative agreement with USDA FSIS, whereby states have a mandatory meat inspection program equal the federal standards. The federal law limits state inspected amenable animals to intrastate commerce. However, this limitation is currently being challenged.

Non-amenable state inspected meat is eligible for sales in all states, including states with state inspection programs. Just because it is eligible for sale does not guarantee that it is legal for sale. State or local health codes may prohibit the sale of non-inspected non-amenable meat. It is up to the producer to know the regulations of the jurisdiction to which he will be shipping his/her non-amenable meat. It is recommended that the producer call the State Department of Agriculture and the State Department of Fish and Game (or Natural Resources) to see what products are allowed to come into the state and the inspection required to do so.

Import or Export?

Import is the act of bringing into a country a commodity from another country or place for sale or exchange. **Export** is the act of sending a commodity to another country or place for sale or exchange. For our purpose, import and export will be defined as a transaction between two countries (as opposed to two places). The destination of the end product may in some cases determine the inspections required.

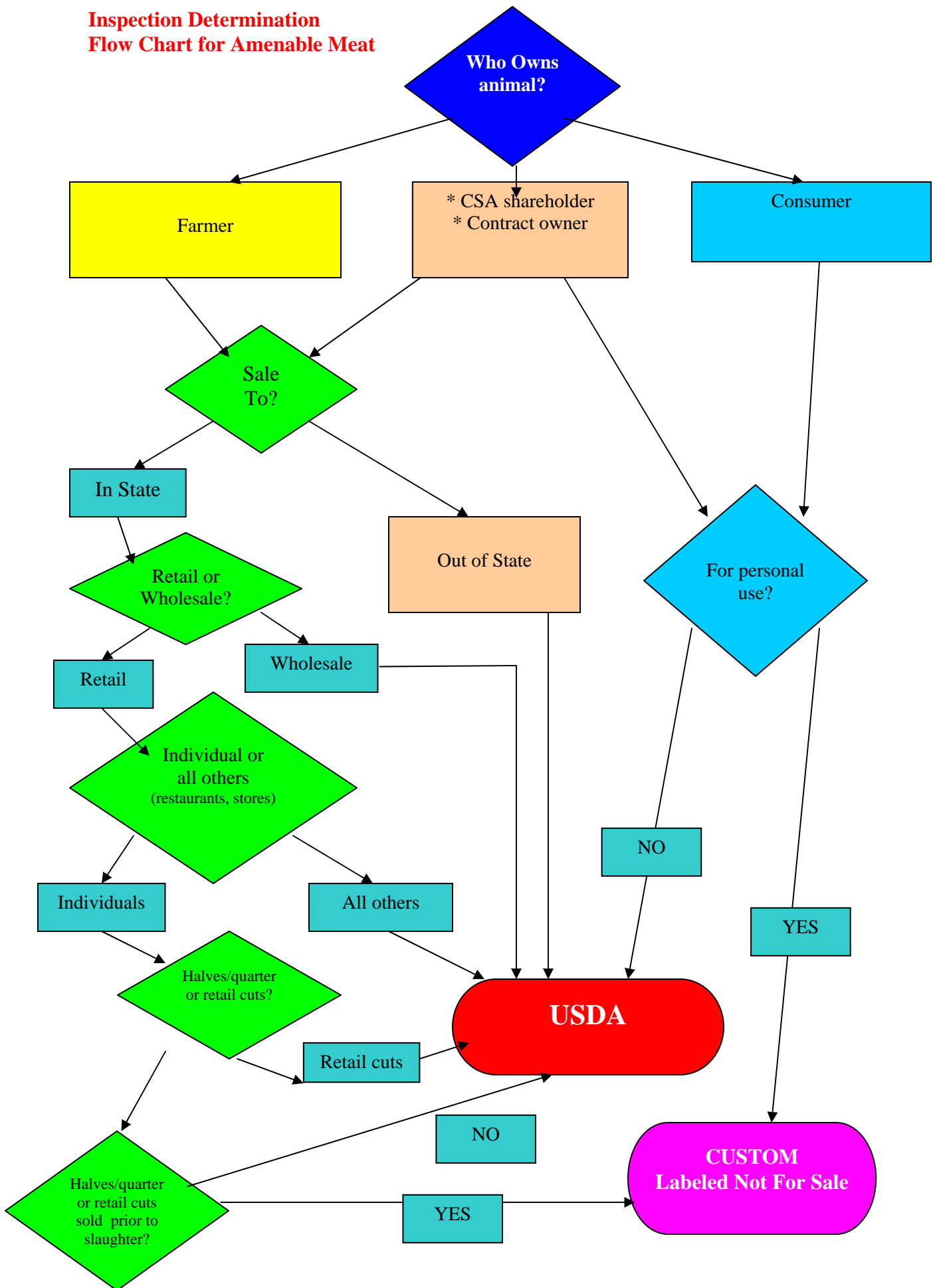
The Federal Meat Inspection Act (FMIA) requires that countries exporting meat products to the United States impose inspection requirements that are equivalent to U.S. requirements. Under this statute, imported meat products are to be treated as "domestic" product upon entry into the United States. All meat products imported into the United States must bear the country of origin on the labeling of the original container in which they are shipped.

If an imported meat product is intended to be sold intact, then it must remain in its original packaging (with the country of origin and foreign establishment number on the label) to the point of consumer purchase. For example, canned ham imported from Denmark and sold intact would bear the label "Product of Denmark."

If imported meat is removed from its original container and packaging and is cut or processed in any way in the United States, the resultant product does not need to bear country-of-origin labeling. For example, ham salad made from imported Danish ham does not need to bear a label identifying the country of origin of the ham. The labeling requirements for the resultant product are the same as for domestic product.

Additional requirements may be made on the importation of various products into the United States. For example, meat from cattle being imported from Canada into the United States must be tested for BSE. Beef cattle over the age of thirty months are not allowed. For the specifics of import and export you must consult the New York State Department of Agriculture and Markets and the USDA.

**Inspection Determination
Flow Chart for Amenable Meat**



Why a Tiered System? Who are the Responsible Parties?

Food and Drug Administration (FDA)

Under the Federal Food, Drug and Cosmetic Act, the Food and Drug Administration (FDA) protects consumers against impure, unsafe and fraudulently labeled food. The FDA has inspection authority over any food in interstate commerce unless the product is regulated by the USDA/FSIS. The regulations require FDA inspection of the facilities and processes involved in slaughtering and processing of food. FDA inspections are usually done once a year. The FDA requires that all food come from an “approved source and process”. According then to the FDA the source and process, not the animal itself, must be inspected and approved. The most common approved sources include a licensed food establishment, a federally inspected meat plant or a state-inspected meat plant. The FDA does not allow the use of nitrite or nitrates in food products, therefore all meat food products must be manufactured under USDA FSIS inspection.

The FDA is also responsible for medicines, cosmetics, animal feed and drugs for pets and farm animals. The FDA ensures that products are labeled truthfully with the information that people need to use them properly. If a company is found violating any of the laws that FDA enforces, FDA can encourage the firm to voluntarily correct the problem or to recall the product from the market. A recall is generally the fastest and most effective way to protect the public from an unsafe product. When a company can't or won't correct a public health problem voluntarily, FDA has legal sanctions it can enact.

USDA Food Safety and Inspection Service (FSIS)

The USDA/FSIS is responsible for inspection of meat, poultry and processed meats and poultry products in interstate and foreign commerce under the Federal Meat Inspection Act and the Poultry Products Inspection Act. FSIS inspectors examine each animal before and after slaughter for visible defects that can affect safety and quality of meat and poultry products. FSIS regulations require ante-mortem and post-mortem inspections of each animal AND daily inspection of processing facilities by FSIS inspectors.

The Federal Meat and Inspection Act defines specifically the kinds of animals that must be slaughtered and processed under FSIS inspection. Animals mentioned under the act are amenable, animals not mentioned are “non-amenable” (not covered or unanswerable) under the Act and are exempt from FSIS requirements for meat inspection for intra-state, interstate and foreign trade.

The Agricultural Marketing Act of 1946 (**Voluntary Reimbursable Inspection**) allows FSIS to inspect exotic animals under a voluntary inspection program. The producer must pay for the voluntary FSIS inspection. FSIS regulations governing the slaughter and processing of exotic animals do not require HACCP or risk assessment. At present FSIS is considering the addition of bison, elk, deer and other species to the list of animals requiring USDA inspection.

A provision of the Federal Meat and Inspection Act permits states to have a cooperative agreement with USDA FSIS, where by states may have mandatory inspection programs equal that of the federal standards. The federal law limits state inspected “amenable” animals to intrastate commerce. **New York does not have a USDA FSIS equivalent program.** Therefore, while all New York slaughterhouses are New York State inspected there are no New York Slaughterhouses that are USDA equivalents.

OTHER AGENCIES

The Environmental Protection Agency (EPA) licenses all pesticide products distributed in the United States and sets standards on the amount of pesticides that may remain on food. The 1996 Food Quality Protection Act requires the EPA to consider the public's overall exposure to pesticides (through food, water, and in home environments) when setting the standard for pesticide use on food. EPA is also responsible for

protecting against other environmental, chemical and microbial contaminants in air and water that might threaten the safety of the food supply.

The National Marine Fisheries Services (NMFS) conducts a voluntary seafood inspection and grading program that checks mainly for quality. Seafood is the only major food source that is both "caught in the wild" and raised domestically. Quality and safety standards vary widely from country to country and inspection of processing is a challenge because much of it takes place at sea. Mandatory regulation of seafood processing is under FDA and applies to exporters, all foreign processors that export to the United States and importers.

Other Agencies that oversee the USDA's marketing and regulatory programs include: The Agricultural Marketing Service, Grain Inspection, Packers and Stockyards Administration, and Animal and Plant Health Inspection Service of the USDA.

Food safety issues are generally supported by the Center for Disease Control and Prevention of the Department of Health and Human Services. The CDC engages in surveillance and investigation of illnesses associated with food consumption in support of the USDA and FDA regulatory missions. The Federal Trade Commission, through regulations of food advertising, plays an indirect role in food safety regulations. The department's Customs Service assists other agencies in ensuring the safety and quality of imported foods through such services as collecting samples.

Transportation of Animals

Humane Transport

The following suggestion will help you move your animals in a low stress manner. Animals that are over stressed will tend to have more health problems, greater shrinkage, less desirable meat characteristics, and are more dangerous when handled. Life for the handler and the animal is much better when using low stress practices. Respect livestock - don't fear them!

Animals sense their surroundings differently than humans. Their vision is in black and white, not in color. As a result animals move more readily from dark areas into light, but avoid layouts that make them look directly into the sun. Lighting should be even and diffused. Bright spots and shadows tend to make animals more skittish, especially near crowding or loading areas. Wear clothing that will not cause handler to stand out, again this may cause the animal to balk or turn away.

Keep loud noise to a minimum and avoid quick movements or loud noises. Most animals will respond to routine; be calm and deliberate. Be patient; never prod an animal when it has nowhere to go. Move slowly and deliberately around livestock; gently touch animals rather than shoving or bumping them.

Flight zone – (See Diagram 1) Animals have a flight zone. A flight zone is the area where an animal will begin to move away from the person or thing that is approaching. Animals also have a point of balance from which point you can direct the movement of an animal forward or backward. This point is located at the shoulder of the animal. If you move toward an animal from the front it will move to the rear. If you come toward an animal from the rear and side it will move forward and in a circular motion around you. When moving animals always try to move them in small groups. Many animals can't see directly behind them, use caution when approaching from the rear (Diagram 2)

Avoid using electric prods they usually agitate the animals more than help them move. In place of electric prods use sticks with cloth on them or you can purchase large plastic paddles that help move the animals more smoothly. Use the stick as an extension of your arm to direct the animal.

Don't have dangling chains, bags, pipes etc in path of animals. These will cause the animal to balk or turn back away from the direction of travel.

Always have an escape route when working with an animal in close quarters.

Alleys and chutes should be wide enough to allow animals to pass, but not wide enough to allow them to turn around. Solid wall chutes, instead of fencing, will lower the number of animals that balk in the chute. Animals move better if directed through a circular solid walled chute. Handling equipment can speed up livestock confinement work operations, reduce time and labor requirements, cut costs, and decrease the risk of injury.

When transporting animals avoid cold and wet conditions whenever possible. These are stressful on the animal and can cause illness. Use slow starts when accelerating and avoid sudden stops when braking. Allow extra time than what it would normally take to compensate for the slower movement of a trailer. It may also take more distance to stop a trailer hauling livestock.

For more information on animal transport contact the USDA Agricultural Marketing Service Transportation Program.

How Many Animals Can I Load on a Trailer?

Table 1. Approximate square footage needed for loading adult cattle for road transport

Mean live weight (lb) of cattle	Floor area (f ² /head)
500	8
600	9
700	9.5
800	10

900	11.5
1000	12
1100	13
1200	14.5
1300	16

Diagram 1
Flight Zone and Point of Balance

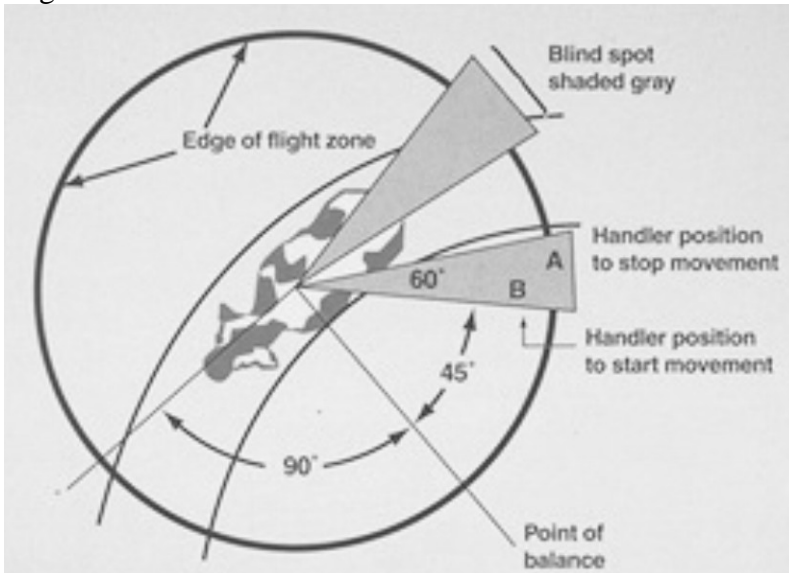


Diagram 2
Animal Vision Area

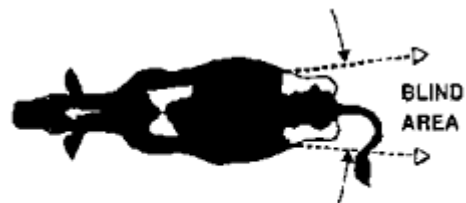
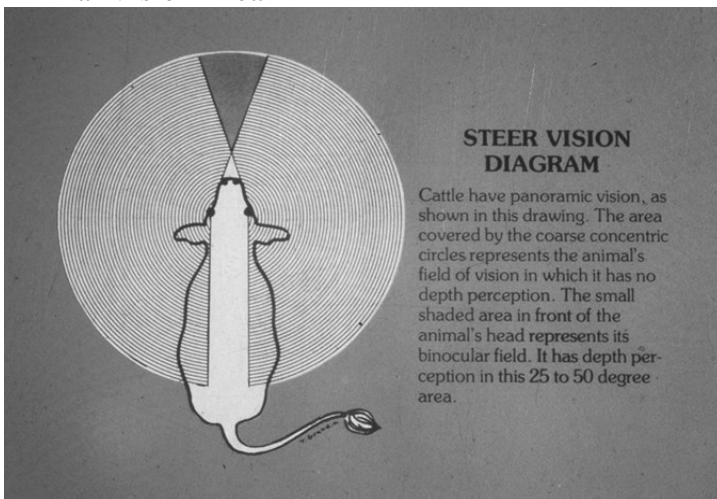


Figure 1. Cattle have panoramic vision; they can see everything except what is directly behind them

Shrinkage

Shrinkage or shrink refers to the weight loss that occurs in live weight from the time the animal is gathered for transport until it is slaughtered. Livestock coming off lush pastures will show live weight losses shortly after being taken off feed because the feed passes through them faster than dried forages and grains do. If animals are deprived of feed for 6 or more hours not only live weight but carcass weight starts to decrease and dressing percentage (DP) will also start to drop. Carcass weight loss in young goats is about 2.5%, 3-4% and 6-7% after a 12, 24 and 48 hr fast, respectively. Water deprivation can result in another 2% loss in carcass weight. Depending on the distance traveled, truckers report shrink losses of 3% to 10% for livestock going from farm to auction.

Slaughtering, Cutting, and Processing

Slaughtering, Cutting, and Processing of Amenable Meats:

Selling amenable red meat wholesale, retail and direct to the consumer

In NY all red meat for resale from amenable species must be slaughtered at a USDA licensed facility and the carcass inspected by a FSIS inspector. This is not true throughout the entire Northeast US. For example, in Maine, Vermont and West Virginia it can be slaughtered in a state licensed facility and the carcass state inspected if sold within state. In Delaware, Maryland and Virginia it may be slaughtered at a Talmadge-Aiken plant.

At the USDA slaughterhouse the animal:

- 1) Must be humanely stunned and rendered unconscious prior to killing unless the slaughterhouse has a religious exemption.
- 2) Must have its carcass inspected
- 3) Must be identified as one of the species that a slaughterhouse will be slaughtering on the slaughterhouse's application for federal inspection. Because the returns from slaughtering small ruminants are generally less than for doing cattle or hogs, some slaughterhouses no longer apply for federal inspection for small ruminants. Thus, you could not take a lamb to them for federal inspection. In general the large rails used for doing large animals will also work for small ruminants. However, a slaughterhouse that is only set up to handle small ruminants may have its rails set too low to be suitable for hogs and cattle.
- 4) Custom meat must be kept separated from inspected meat. During deer season, carcasses brought in by hunters must be kept separate from USDA inspected domestic meat. Depending on the size of the slaughterhouse and the FSIS inspector, this can mean that the inspector may ask plants that process meat for hunters to accept no domestic livestock during deer season or to store deer carcasses in separate coolers or even simply on different rails than domestic carcasses.

Amenable species may be field harvested under extreme conditions with prior authority by USDA officials. This is not a common practice and frowned upon for amenable species. Animal species that are difficult to load, transport and handle can be killed directly on-farm. This is typically limited to buffalo, bison and cervids and not amenable species. A veterinarian must be on the farm premises when the animal is slaughtered to confirm that it is not sick or "down". The dead animal must be transported to a USDA or 5A slaughterhouse within 2 hours for processing and be accompanied by a Veterinarian signed certificate of good health.

The customer can request various organ meats at a USDA slaughterhouse. Typically these organs would include the heart, liver, tongue and kidneys. Tripe and lungs are more difficult to acquire. Animal parts such as brains and spinal cords, which may harbor any TSE prions, are not available for consumption and must be properly disposed of. Generally organs and part not fit for consumption are marked or dyed in a non-edible substance and taken off the facility.

Currently there is no official offal disposal requirements for the different amenable species, although it is recommended that parts which may have the potential for any type of TSE (BSE, scrapie or CWD) contamination be sent to public landfills and buried. Composting is an accepted method of disposal but there is debate within the industry as to whether this practice should continue. Rendering companies may collect offal and cook and separate the components for later use in animal feeds.

Amenable meat must be processed either at a USDA slaughterhouse or in a state certified kitchen (also known as a 20C-licensed facility). This is not the same as a certified kitchen for baking, or for processing jams and jellies. Processing includes even just repackaging of the meat into smaller sized packages. Keep in mind that if the meat is processed in a state certified kitchen it cannot be sold out of state. Top's butcher shops, for example, are licensed under a New York State 20-C retail license, which enables them to perform this process.

USDA inspected fresh meat for resale must be transported at temperatures below 40 F. It must either be stored in a separate freezer from non-inspected meat or stored in a separate area of the freezer. For example, it must be stored in the top shelves of an upright freezer above any non-inspected meat or in a separate area of a chest freezer.

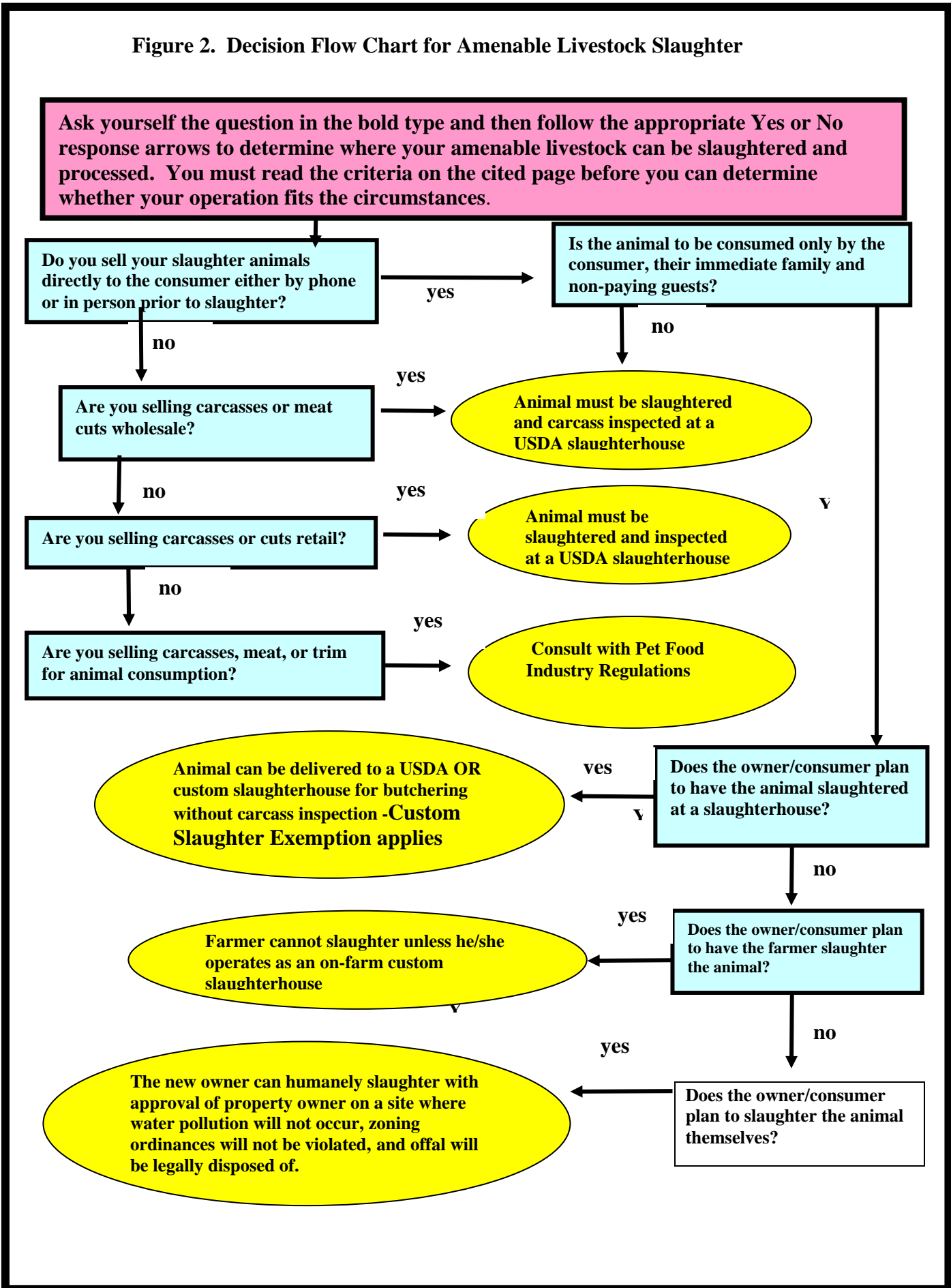
Selling the live animal direct to consumer (“freezer meat”)

There is a very important exemption for livestock producers that market freezer lamb, beef, goat and hog. This is the “custom exemption”. It permits the owner of an animal to slaughter their livestock on-farm or through a custom slaughterhouse without having the carcasses inspected if the meat and byproducts are to be used for home consumption by the owner, their immediate family, non-paying guests and employees. The meat must be stamped “not for sale”. In NY it is assumed that a person owns an animal when they purchase it. As in several other states, state officials interpret the exemption to allow a farmer to pre-sell portions of the live animal. Thus, a customer can purchase a lamb, goat, steer or hog from a farm or live animal market, take ownership of it, and arrange for slaughter at a custom slaughterhouse. The farm owner or custom slaughterhouse operator may also act as an agent for the owner and arrange transportation of the animals or carcasses. In cases where NY custom slaughterhouses have allowed customers to handle the slaughter completely and customers have wanted to slaughter outside, a sanitary 3-sided shed with a drain to an approved sanitary system has been required by inspectors. Substantial liability insurance may also be advised. Offal disposal is a major consideration. However, on-site composting of offal is legal in NY if done properly with a high carbon substrate such as wood shavings or straw and without chance of contamination of water sources. For more information on composting contact your local Cornell Cooperative Extension office.

It is important to note that some states take a strict interpretation of the custom exemption and consider the owner of the animal to only be the person who actually raised it. Custom red meat from amenable species must never show up in commercial or retail outlets in order to keep NY officials content that our state’s relaxed interpretation of the custom exemption poses few health risks.

There are some lingering questions that need to be answered which answers are needed for: Can you sell halves and quarters of an animal? Do you have to sell it by the head or live weight (what kind of scale required if so) or can you sell it by hanging carcass weight? Can you advertise freezer lamb for sale or slaughter goats for sale or? Who has to pay the processing fees? Who has to pick up the meat? Can the farmer or “owner” slaughter the animal at the farm and then bring the carcass in for further processing? What parts of animal can go home with “owner”. What offal must be specially handled? Can you let religious slaughterer help with the actual kill?

Figure 2. Decision Flow Chart for Amenable Livestock Slaughter



Slaughtering, Cutting, and Processing of Non-Amenable Meats

Most non-amenable meat and meat products are derived from farmed game. Often these animals pose challenges to the producer not experienced by domesticated livestock. Handling, loading and transporting game animals represents a true challenge to the game farmer. To help these producers the USDA has allowed for on-farm harvesting. In this situation a game farm must have a separate area in which to present the live animal(s) to a licensed veterinarian or USDA inspector, before being dispatched on the property. The animal is then bled out and transported to a USDA or NYSDAM licensed 5-A facility. The animal must be accompanied by a veterinarian signed Certificate of Health and must arrive to the designated destination within two hours.

Chronic Wasting Disease (CWD) have required that specific cutting techniques be employed. For deer and elk, hand boning is required and parts that may pose a human health risk such as the brain, spinal cord and specified lymph nodes must not be severed, must not appear in any end product and must be disposed of in a municipal landfill. According to NYSDAM CWD monitoring program all slaughterhouses (custom, 5-A, or USDA) operating in NYS and processing deer must have an offal disposal plan on record with NYSDAM.

Fresh or fresh-frozen whole meats, ground meat with no additives and sausage with no nitrite cures may be cut and packaged in a NYSDAM 5-A facility. Value added products which involve the addition of 3% or more amenable meat or 30% amenable fat or 2% cooked US passed amenable poultry with no bone or skin, and/or the addition of a nitrite cure may be processed in a USDA facility or in a licensed 20-A or 5-C licensed and inspected New York State plant. Value added game meats cured with a nitrate and without the addition of an amenable meat, meat product or fat can only be processed in a USDA facility. Value added game products from a USDA facility would bear the USDA mark of inspection for a non-amenable meat product. This mark is circular as opposed to triangular.

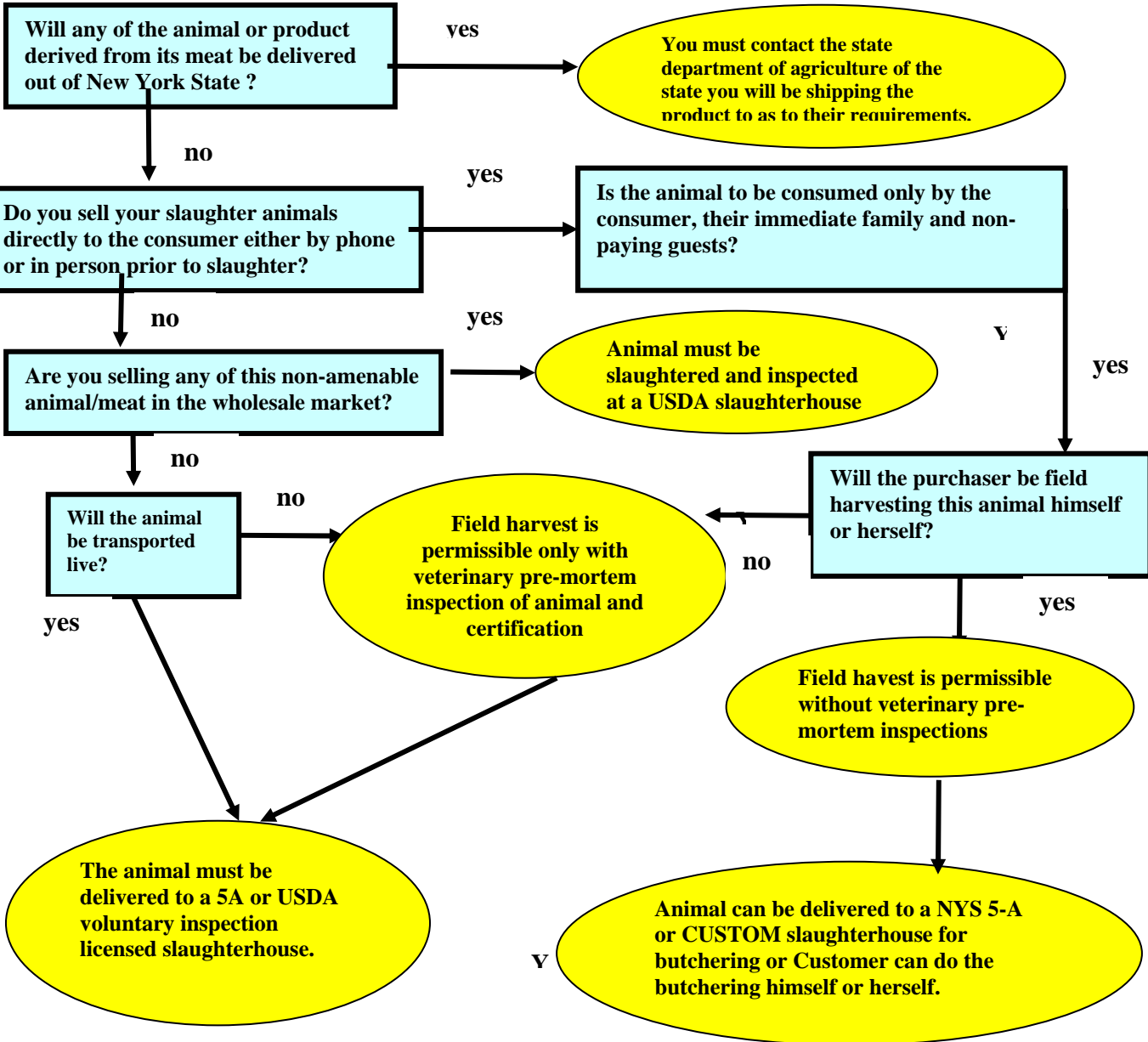
All non-amenable meat must be clearly labeled and if the addition of amenable meat and other ingredients are added, this must also be noted. Meat that has not passed through the required steps or appropriate facilities must clearly be marked "Not for Sale".

There is no USDA inspection for farmed deer or elk **it is a "voluntary" process**. Like their wild counterparts, they are considered "non-amenable" and federal tax dollars cannot be used for their inspection. Instead, a USDA slaughterhouse can request a state license to slaughter and process domestic cervid. The livestock owner must then pay a certified USDA FSIS inspector out-of-pocket to inspect the carcasses for sale to restaurants or other retail and wholesale outlets. The rate as of April'04 is \$75 for a 2-hour minimum visit. The slaughterhouse must have a holding pen where the federal inspector can observe the animal without approaching it. The top rail height should be 6 ft. minimum. The deer/elk can be killed in the holding pen rather than in a stun box. The animal can also be slaughtered on farm (field harvest) and then transported to the slaughterhouse within 2 hours for processing. The meat can be sold out-of-state with approval of the importing state. If the meat is being sold to an end consumer or retail business, deer and other exotics can also be slaughtered and/or processed at 5A slaughterhouse facilities without carcass inspection.

Rabbits – There is no USDA inspection for domesticated meat rabbits. They are also considered a non-amenable species. The producer must pay for the carcass inspections out of their own pocket if the meat is for resale to wholesalers. They can be slaughtered at a 5A slaughterhouse if the whole carcass is being sold to end consumers or retail outlets. As of May 2006, these carcasses can be broken down into whole muscle meats at a 5-A or 20-C establishment. They can be slaughtered at a custom slaughterhouse or on-farm if the consumer purchases them as live animals prior to slaughter.

Figure 2. Decision Flow Chart for NON-Amenable Livestock Slaughter

Ask yourself the question in the bold type and then follow the appropriate Yes or No response arrows to determine where your non-amenable livestock can be slaughtered and processed. You must read the criteria on the cited page before you can determine whether your operation fits the circumstances.



No

Slaughtering, Cutting and Processing of Poultry

Poultry – probably one of the most important exemptions to the federal code for small farmers is the poultry exemption. This exemption provides that poultry does not need to be slaughtered in a USDA slaughterhouse under federal inspection if 1) it is being consumed by the owner’s household or 2) sold directly to either an end consumer or a restaurant, hotel, boarding house, caterer or similar retail business. The business needs to be one that is going to use the unadulterated poultry for meals prepared by the business for direct customers. There is a limit to how much poultry a farm can sell this way. An individual within a family can only claim this exemption on 1000 chickens per year while a custom slaughterhouse is limited to butchering 20,000 chickens/yearly under this exemption. Under NY state regulations, a turkey counts as four chickens. If a farm sells more than 25% of its birds wholesale or makes more than a certain amount of money (value changes yearly) on wholesale poultry sales it is not qualified for this exemption. The exempted birds can be slaughtered on farm depending on local and state zoning regulations or at a slaughterhouse. The federal guidelines give pretty general requirements for how the slaughter must proceed – for example,

“Birds must be healthy and wholesome and slaughtered and processed under such sanitary standards, practices, and procedures as result in the preparation of poultry products that are sound, clean, and fit for human food when distributed by such processor; such poultry products when so distributed must bear the processor’s name and address and the statement “Exempted—P.L. 90-492 “.

NOTE: AT THIS POINT PLEASE REFER TO THE FLOW CHART AT THE END OF THIS SECTION

Personal Use Exemption

Mandatory inspection of the slaughter and processing of privately owned poultry is not required, provided that the following six criteria are met:

Criteria:

1. The poultry is for the private use of the:
 - a. grower/producer/owner,
 - b. members of his or her household, and
 - c. his or her nonpaying guests and employees;
2. The slaughter and processing of the poultry is performed by the grower/producer/owner;
3. The poultry is healthy when slaughtered;
4. The poultry is slaughtered and processed under sanitary conditions and practices that result in poultry products that are sound and fit for human food;
5. The exempt poultry is not sold or donated for use as human food; and
6. The shipping containers bear:
 - a. the producer’s name,
 - b. the producer’s address, and
 - c. the statement, Exempt P.L. 90-492.

“Exempt P.L. 90-492” identifies the product as product produced under an exemption from the Act, Public Law 90-492. Instead of the Federal law 90- 492, a State law may be cited when the inspection of the slaughter and processing of poultry is exempted under the authority of a State law and the operations are reviewed by a State Agency.

Notes:

There is no limit to the total amount of poultry that owners of poultry may slaughter and process for their private use.

If any of the six criteria are not met, the poultry is not eligible to be processed under this exemption.

Custom Slaughter/Processing Exemption

A custom poultry slaughterer is a business or person who slaughters and processes poultry belonging to someone else. A custom slaughterer provides a service to a customer and **does not engage in the business of buying or selling poultry products capable of use as human food.**

A custom slaughter business may slaughter or process an unlimited number of poultry when the poultry is delivered by the owner and the following five criteria are met:

Criteria:

1. The custom slaughterer does not engage in the business of buying or selling poultry products capable for use as human food;
2. The poultry is healthy when slaughtered;
3. The slaughter and processing at the custom slaughter facility is conducted in accordance with sanitary standards, practices, and procedures that produce poultry products that are sound, clean, and fit for human food (not adulterated);
4. The custom slaughtered or processed poultry is for the personal use of the grower/owner of the poultry – the grower/owner of the custom slaughtered or processed poultry may not sell or donate the custom slaughtered poultry to another person or institution; and
5. The shipping containers bear:
 - a. the owner's name,
 - b. the owner's address, and
 - c. the statement, "Exempt P.L. 90-492"

These three items are in lieu of all the required features of a label for inspected and passed poultry products. Instead of the Federal law 90-492, a State law may be cited when the inspection of the slaughter and processing of poultry is exempted under the authority of a State law, and the operations are reviewed by a State Agency.

Custom Slaughter Exemption Notes:

- If any of the five criteria are not met, the owner of the poultry is not eligible for the exemption.
- Selling live poultry to a customer does not disqualify a business from the Custom Slaughter Exemption. For example, a custom slaughterer may sell live poultry to a person and then custom slaughter the bird. However, a person who custom slaughters poultry may not buy or sell poultry products used for human food.
- A person operating under a Custom Slaughter Exemption may slaughter and process poultry of his or her own raising provided such slaughtered poultry is for his or her exclusive consumption, or consumption by members of his or her household, nonpaying guests, and employees. This would constitute an exemption under "Personal Use" not "Custom".
- A person who is a custom slaughterer and who is a poultry grower may raise and sell his or her live poultry to poultry businesses not associated with his or her custom slaughter business.
- A custom slaughter business may use a mobile slaughter/processing unit to custom slaughter and process poultry. There is compliance with the requirements of the Act and regulations when the owner of poultry delivers poultry to a mobile slaughter/processing unit operated by a custom slaughterer provided the slaughtered or processed poultry is for the personal use of the owner of the poultry. The owner of the poultry may deliver the poultry to the mobile slaughter/processing unit located at his or her own premises or any other person's premises.
- Ostrich and other poultry can be custom slaughtered and processed in an official red meat establishment that is subject to the regulatory requirements of the Federal Meat Inspection Act, provided the establishment does not engage in the business of buying and selling. Also, carcasses or parts of ostrich or poultry not slaughtered at the red meat establishment may be delivered by the owner for custom

processing provided the poultry has been previously inspected, passed, and identified as such in accordance with the requirements of the Poultry Products Inspection Act or has been inspected and passed by an equivalent State inspection.

Producer/Grower – 1,000 Limit Exemption

Limited provisions of the Act apply to poultry growers who slaughter no more than 1,000 poultry in a calendar year for use as human food. A person may slaughter and process on his or her premises poultry that he or she raised and they may distribute such poultry without mandatory inspection when the following four criteria are met:

Criteria:

1. The poultry grower slaughters no more than 1,000 healthy birds of his or her own raising in a calendar year for distribution as human food;
2. The poultry grower does not engage in buying or selling poultry product other than those produced from poultry raised on his or her own farm;
3. The slaughter and processing are conducted under sanitary standards, practices, and procedures that produce poultry products that are sound, clean, and fit for human food (not adulterated);
4. The producer keeps records necessary for the effective enforcement of the Act, and
5. The poultry products do not move in commerce. (Note: Commerce means the exchange or transportation of poultry products between States)

Producer/Grower – 1,000 Limit Exemption Notes:

- If any of the five criteria are not met, the owner of the poultry is not eligible for the exemption.
- Records necessary for the effective enforcement of the Act include slaughter records and records covering the sales of poultry products to customers. USDA/FSIS or State employees review such records to determine compliance with the requirement of the sale of no more than 1,000 poultry in a calendar year.

Producer/Grower or Other Person (PGOP) Exemption

The term “Producer/Grower or Other Person” (PGOP) refers to a single entity, which may be:

(1) A poultry grower who slaughters and processes poultry that he or she raised for sale directly to household consumers, restaurants, hotels, and boarding houses to be used in those homes and dining rooms for the preparation of meals served or sold directly to customers.

(2) A person who purchases live poultry from a grower and then slaughters these poultry and processes such poultry for sale directly to household consumers, restaurants, hotels, and boarding houses to be served in those homes or dining rooms for the preparation of meals sold directly to customers.

A business may slaughter and process poultry under this exemption when the following criteria are met.

Criteria:

1. The producer/grower or other person slaughters for processing and sale directly to household consumers, restaurants, hotels, and boarding houses for use in dining rooms or in the preparation of meals sold directly to customers;
2. No more 20,000 poultry in a calendar year that the producer/grower or other person raised or purchased are prepared under this exemption;
3. The poultry products produced under the PGOP Exemption are distributed solely by the manufacturer and only within the State or Territory or the District of Columbia in which the poultry product is produced;
4. The producer/grower or other person may not engage in the business of buying or selling poultry or poultry products prepared under other exemptions in the same calendar year he or she claims the Producer/Grower Exemption [PPIA Section 464(c)(1) last paragraph before (c)(2)];

5. The processing is limited to preparation of poultry products for distribution directly to: 1) household consumers, 2) restaurants, 3) hotels, and 4) boarding houses for use in their dining rooms or in the preparation of meals sold directly to consumers within the jurisdiction where it is prepared;
6. The slaughter and processing at the producer/grower or other person's facility is conducted in a manner that results in the preparation of poultry products that are wholesome, sound, clean, and fit for human food (not adulterated), [PPIA Section 4 (g)];
7. The facility used to slaughter and process poultry is not used to slaughter or process another person's poultry unless the Administrator of FSIS grants an exemption [PPIA Section 464(c) (3); Title 9 CFR 381.10b) (2)]; and
8. The shipping containers, when distributed in intrastate commerce, (instead of all the required features of a label for inspected product) bear:
 - a. the processor's name,
 - b. the address, and
 - c. the statement, Exempt P.L. 90-492.

State law, rather than Federal law, may be cited when product is produced in accordance with requirements of a State exemption.

Producer/Grower or Other Person Exemption Notes:

- A business preparing poultry products under the PGOP exemption may not slaughter or process poultry owned by another person.
- A business preparing poultry products under the PGOP exemption may not sell products to a retail store or other producer/grower.

Producer/Grower – 20,000 Limit Exemption

A poultry grower may slaughter and process more than 1,000 birds as exempt product for distribution as human food when the following eight criteria are met.

Criteria:

1. The producer/grower slaughters and processes, on his or her own premises, no more than 20,000 poultry, raised by him or her, in a calendar year;
2. The producer/grower sells, in a calendar year, only poultry or poultry products he or she prepares according to the criteria for the Producer/Grower – 20,000 Limit Exemption; he or she may not buy or sell poultry products prepared under another exemption in the same calendar year in which he or she claims the Producer/Grower – 20,000 Limit Exemption;
3. The poultry products are distributed solely by the producer/grower and only within the District of Columbia or the State or Territory in which the poultry product is produced.
4. The poultry are healthy when slaughtered;
5. The slaughter and processing at the producer/grower's premises are conducted using sanitary standards, practices, and procedures that produce poultry products that are sound, clean, and fit for use as human food (not adulterated);
6. The producer only distributes poultry products he or she produced under the Producer/Grower Exemption;
7. The facility used to slaughter or process the poultry is not used to slaughter or process another person's poultry unless the Administrator of FSIS grants an exemption;
8. The shipping containers, when distributed in intrastate commerce (instead of the required features of a label of inspected product) bear:
 - a. producer's name,
 - b. producer's address, and
 - c. the statement, "Exempt P.L. 90-492."

Instead of the Federal law, a State law may be cited when operations are exempted under the authority of a State law and the operations are reviewed by a State Agency.

Producer/Grower 20,000 Limit Exemption Notes:

- The producer/grower may sell, intrastate, the poultry products he or she prepares to any type of business for resale, including a distributor, hotel, restaurant, retail store, institution, or small enterprise when the product is produced under a Federal or a State exemption
- FSIS has determined that when a grower producing poultry under the Producer/Grower Exemption rents slaughtering or processing equipment and operates it on his or her premises, he or she is not disqualified for the Producer/Grower Exemption. In this situation, the grower is not required to request an exemption from the Administrator of FSIS. However, the slaughter or processing unit may not be used to slaughter or process another person's poultry while it is on the renter's premises.

Small Enterprise Exemption

A business that qualifies for the Small Enterprise Exemption may be:

- (1) A producer/grower who raises, slaughters, and dresses poultry for use as human food whose processing of dressed exempt poultry is limited to cutting up;
- (2) A business that purchases live poultry that it slaughters and dresses whose processing of the slaughtered poultry is limited to the cutting up; or
- (3) A business that purchases dressed poultry, which it distributes as carcasses and whose processing is limited to the cutting up of inspected or exempted poultry products, for distribution for use as human food.

Under this exemption, a business may slaughter, dress, and cut up poultry for distribution as human food when the following criteria are met.

Criteria:

1. Processing of inspected or exempt poultry product is limited to the cutting up of carcasses;
2. The business slaughters and dresses or cuts up no more than 20,000 birds in a calendar year under the exemption;
3. The facility operates and is maintained in a manner that prevents the creation of unsanitary conditions and ensures that the product is not adulterated;
4. The facility used to slaughter or process poultry is not used to slaughter or process another person's poultry unless the Administrator of FSIS grants an exemption [PPIA Section 464(c) (3); Title 9 CFR 381.10b) (2)];
5. The exempted product is not distributed in interstate commerce; instead, its distribution is limited to premises within the District of Columbia or the State or Territory in which the poultry product is produced; and
6. The product is not misbranded.

Small Enterprise Exemption Notes:

A small enterprise is not required to have slaughtered the poultry it cuts up under a Small Enterprise Exemption. The small enterprise may purchase Federal or State inspected and passed poultry for its cut up operation from exempt businesses that are allowed to sell to a small enterprise.

A small enterprise may handle "pass through" product and may cut exempt product produced under the Producer/Grower Exemption. A small enterprise may handle as "pass through" poultry product that was produced under Federal or State inspection.

A business may slaughter or cut up poultry under the Small Enterprise Exemption for sale to:

- a. household consumers, b. hotels, c. retail stores, d. restaurants, and e. similar institutions.

A small enterprise is not prohibited from selling live poultry to a customer and then slaughtering, dressing, and cutting up the poultry for the customer. Selling live poultry is not the same as selling buying or selling poultry products' one of the criteria that prevents a business from claiming as "Custom Slaughter/Processing Exemption.

A small enterprise may not cut up and distribute poultry products produced under the Small Enterprise Exemption to a business operating under the following exemptions:

- a. Producer/Grower or PGOP Exemption,
- b. Retail Dealer Exemption, or Retail Store exemptions.

Retail Exemption (Store/Dealer/Restaurant)

A retail business is a facility where poultry products are sold to a customer (household consumers and hotels, restaurants, and similar institutions) at the retail business and the amount purchased by the customer is considered to be a normal amount for a retail purchase.

The Act provides for several types of retail exemptions: (1) the Retail Dealer Exemption, (2) the Retail Store Exemption, and (3) the Restaurant Exemption. The type of poultry slaughter and processing operations a business, conducts determines which retail exemption under which the business may produce poultry. A business is qualified to operate under a retail exemption when the following criteria are met.

Criteria:

1. Only poultry carcasses and parts derived from federally inspected and passed poultry are transported in interstate commerce [Title 9 CFR §381.10(a) (1)];
2. Poultry products used in the preparation of meals at a restaurant are derived from federally inspected and passed poultry products or federally exempt poultry products from exempt operations that may sell to restaurants [§381.10(d)(2)(iv)(2)];
3. State inspected and passed or exempt State or exempt federal poultry products used in the preparation of poultry products, sold at the retail store, are not transported in interstate commerce, the exempt poultry product must be from an acceptable exempt source a Producer/Grower or Small Enterprise [§381.10(d) (2) (iii) (c)] (Note: A PGOP cannot sell their products to retailers – only to household consumers, boarding houses, hotels and restaurants);
4. The business does not custom slaughter poultry delivered by the owner;
5. The retail business does not prepare exempt products that the business sells to:
 - a. another retail store,
 - b. a distributor of poultry products;
6. The only poultry slaughtered at a retail store is poultry that is purchased live by the customer, at the retail store, and then the poultry product is prepared according to the customer's instructions and delivered back to the customer;
7. The business may custom process poultry delivered by the owner provided that the poultry is from an acceptable source, Federal or State inspected and passed, or exempt poultry);
8. The facility operates and is maintained in a manner that prevents the creation of unsanitary conditions and ensures that the product is not adulterated.
9. Operations of types traditionally and usually conducted at retail stores are conducted in the store and include:
 - a. boning, b. cut up, c. stuffing, d. smoking, e. rendering, or f. salting;
10. No canning operation is conducted in the retail store;
11. Product sold in commerce is not misbranded;
12. Sales of poultry and poultry products are in normal retail quantities or served to consumers at the retail store (normal retail quantities are 75 pounds or less to household consumers and 150 pounds or less to hotels, restaurants, and similar institutions); and
13. Sales to hotels, restaurants, and similar institutions do not exceed either one of two limits:
 1. 25 percent of the dollar value of total poultry product sales, or
 2. The calendar year dollar limit for retail stores set by the Administrator of FSIS;

Retail Store Exemption Notes:

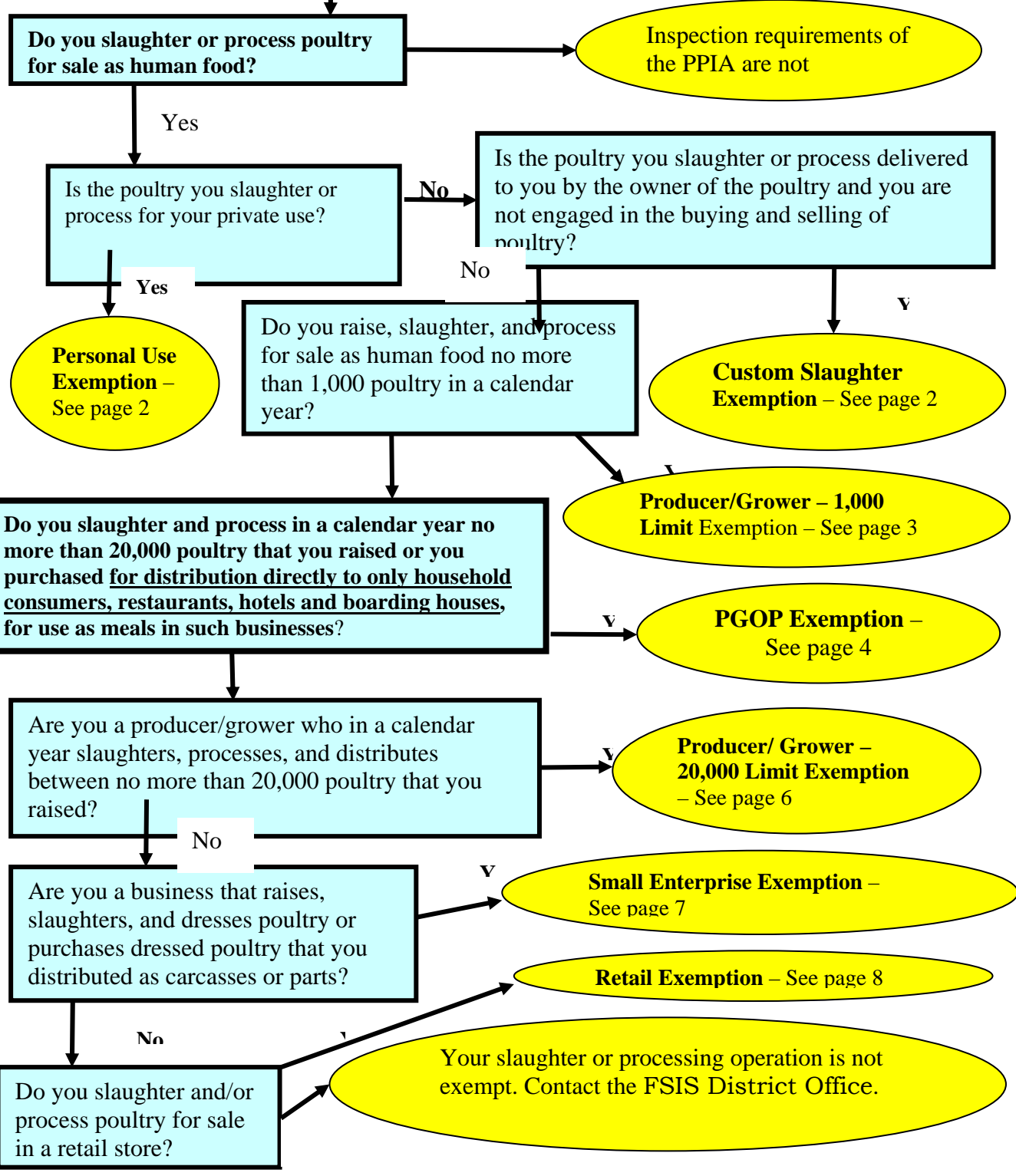
When a retail store that slaughters poultry takes orders for dressed poultry before the arrival of the customer, and also slaughters several birds at one time for various customers that have requested them, the birds must be identified throughout the process so that processed bird that the customer receives is the same live birds selected for or by the customer.

FSIS District Office Contact Information

Albany, NY 230 Washington Ave. Extension Albany, NY 12203-5369 Phone: (518) 452-6870

Figure 1 Decision Flow Chart for Poultry Exemptions

Ask yourself the question in the bold type and then follow the appropriate Yes or No response arrows to determine whether your poultry slaughter or processing operation may qualify for an exemption. You must read the criteria on the cited page before you can determine whether your operation qualifies for the exemption.



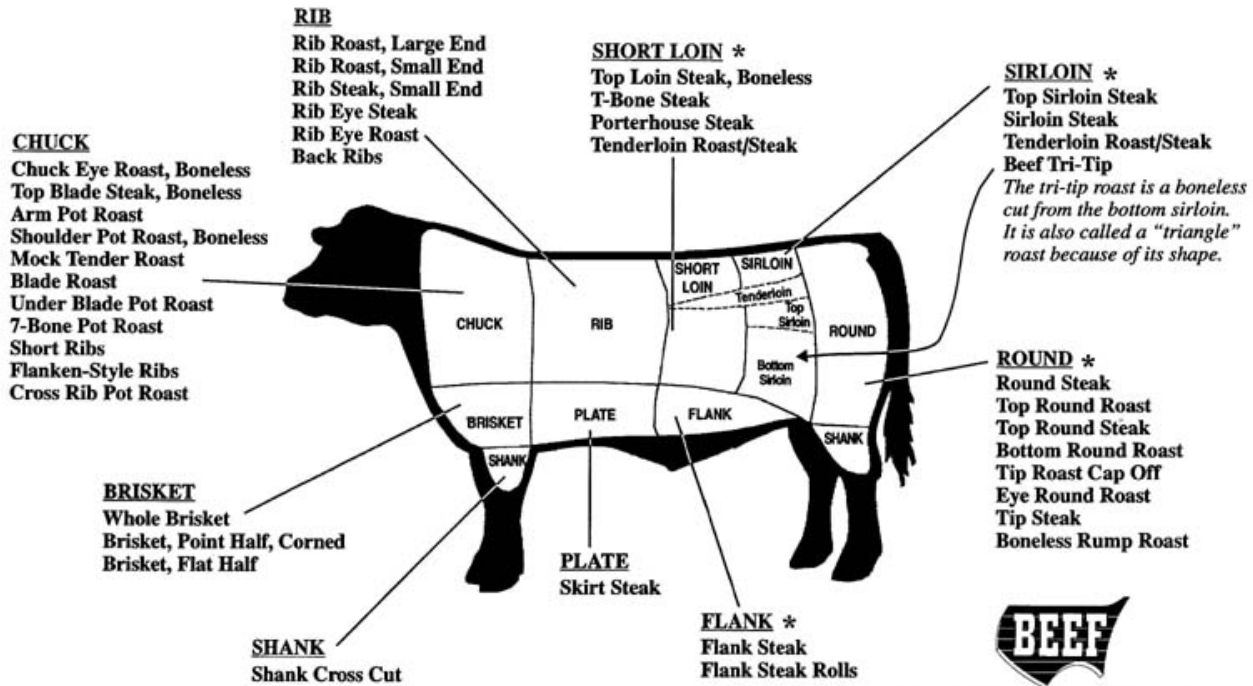
Packaging Options

Proper wrapping and rapid freezing contribute to a longer lasting quality product. The goal is to prevent moisture loss from the meat (freezer burn) and keep air out. Packaging options for meat cuts include: freezer paper, cryovac (also known as reduced oxygen packaging), tray wraps and plastic wraps. Any facility in New York that is using reduced oxygen packaging must have a HACCP plan in place for this activity.

The Cuts

It is imperative when trying to sell cuts (to a greater extent retail cuts as opposed to wholesale cuts) that both you and your customer are in complete understanding of the product. What exactly does the customer want when he says, "I'll take a steak."? As a salesperson you must be able to identify the cuts and make recommendations on how to cook them. Grass fed meats tend to be lean. Proper cooking techniques must be used to ensure tenderness. When in doubt, cook grass-fed meats low, slow and moist; never allowing them to dry out. Prime, tender cuts can be, broiled, grilled, roasted, fried or saute'd. The meat should be cooked quickly over a very high heat, then removed and allowed to rest. The high protein/low fat content allow the meat to finish cooking during this rest period. Basting or barding should be practiced when dry roasting. Less tender cuts are an excellent alternative in soups, stews, casseroles and stir-frys where they can be braised, stewed or sauted to maintain tenderness. Try using broth, wine, fruit or vegetable juice or spring water with a crock-pot, Dutch oven or covered casserole.

— **BEEF CUTS** —
Where They Come From

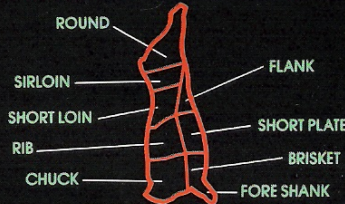


National Cattlemen's Beef Association
 444 North Michigan Avenue
 Chicago, Illinois 60611
 (312) 467-5520

* Beef primals that feature cuts lowest in fat.

Beef

• RETAIL CUTS •
 WHERE THEY COME FROM
 HOW TO COOK THEM



Round Steak
Braise, Panfry

Top Round Roast
Roast

Top Round Steak
Broil, Panbroil, Panfry

Boneless Rump Roast
Roast, Braise

Bottom Round Roast
Braise, Roast

Tip Roast, Cap Off
Roast, Braise

Eye Round Roast
Braise, Roast

Tip Steak
Broil, Panbroil, Panfry

ROUND

Sirloin Steak, Flat Bone
Broil, Panbroil, Panfry

Sirloin Steak, Round Bone
Broil, Panbroil, Panfry

Top Sirloin Steak
Broil, Panbroil, Panfry

SIRLOIN

Shank
Braise, Cook in Liquid

Cross Cut
Braise, Cook in Liquid

Brisket, Whole
Braise, Cook in Liquid

Corned Brisket, Point Half
Braise, Cook in Liquid

Brisket, Flat Half
Braise

FORE SHANK & BRISKET

Chuck Eye Roast
Braise, Roast

Arm Pot Roast
Braise

Blade Roast
Braise

7-Bone Pot Roast
Braise

Flanken-Style Ribs
Braise, Cook in Liquid

Boneless Top Blade Steak
Braise, Panfry

Boneless Shoulder Pot Roast
Braise

Mock Tender
Braise

Under Blade Pot Roast
Braise, Roast

Short Ribs
Braise, Cook in Liquid

CHUCK

T-Bone Steak
Broil, Panbroil, Panfry

Boneless Top Loin Steak
Broil, Panbroil, Panfry

Porterhouse Steak
Broil, Panbroil, Panfry

Tenderloin Roast
Roast, Broil

Tenderloin Steak
Broil, Panbroil, Panfry

SHORT LOIN

Rib Roast, Large End
Roast

Rib Roast, Small End
Roast

Rib Steak, Small End
Broil, Panbroil, Panfry

Rib Eye Steak
Broil, Panbroil, Panfry

Rib Eye Roast
Roast

Back Ribs
Braise, Cook in Liquid, Roast

RIB

Flank Steak
Broil, Braise, Panfry

Flank Steak Rolls
Braise, Broil, Panbroil, Panfry

Skirt Steak
Braise, Broil, Panbroil, Panfry

FLANK & SHORT PLATE

Ground Beef
Broil, Panfry, Panbroil, Roast (Bake)

Cubed Steak
Panfry, Braise

Beef for Stew
Braise, Cook in Liquid

Cubes for Kabobs
Broil, Braise

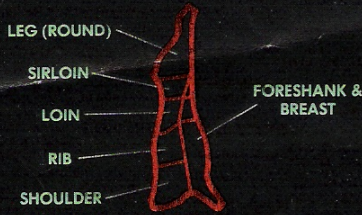
OTHER CUTS

THIS CHART APPROVED BY
 NATIONAL LIVE STOCK & MEAT BOARD



Veal

• RETAIL CUTS •
 WHERE THEY COME FROM
 HOW TO COOK THEM



Rib Roast
Roast

Boneless Rib Roast
Roast

Crown Roast
Roast

Boneless Rib Chop
Braise, Panfry, Broil

Rib Chop
Braise, Panfry, Broil

Short Ribs
Braise, Cook in Liquid

RIB

Boneless Rump Roast
Braise, Roast

Round Steak
Braise, Panfry

Top Round Steak
Braise, Panfry

Leg Outlet
Braise, Panfry, Broil

LEG (ROUND)

Loin Roast
Roast

Boneless Loin Roast
Roast

Loin Chop
Braise, Panfry, Broil

Kidney Chop
Braise, Panfry

Top Loin Chop
Braise, Panfry, Broil

Butterfly Chop
Braise, Panfry, Broil

LOIN

Blade Roast
Braise, Roast

Arm Roast
Braise, Roast

Blade Steak
Braise, Panfry

Arm Steak
Braise, Panfry

Boneless Shoulder Arm Roast
Braise, Roast

Boneless Shoulder Eye Roast
Braise, Roast

SHOULDER

Breast
Braise, Roast

Boneless Breast Roast
Braise, Roast

Cross Cut Shank
Braise, Cook in Liquid

Riblet
Braise, Cook in Liquid

Shank
Braise, Cook in Liquid

FORESHANK & BREAST

Sirloin Roast
Roast

Boneless Sirloin Roast
Roast

Sirloin Steak
Braise, Panfry, Broil

Top Sirloin Steak
Braise, Panfry, Broil

SIRLOIN

Veal for Stew
Braise, Cook in Liquid

Ground Veal
Panfry, Broil

Cubes for Kabobs
Braise

Cubed Steak
Braise, Panfry

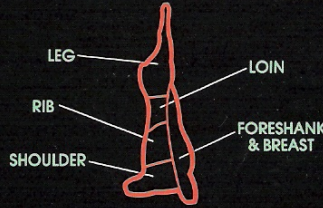
OTHER CUTS

THIS CHART APPROVED BY
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Lamb

• RETAIL CUTS •
WHERE THEY COME FROM
HOW TO COOK THEM



Whole Leg
Roast



Short
Cut Leg,
Sirloin Off
Roast



Shank
Portion Roast
Roast



Center Leg
Roast
Roast



Center Slice
Broil, Panbroil, Panfry



American-
Style Roast
Roast



Frenched-
Style Roast
Roast



Boneless
Leg Roast
Roast,
Broil if butterflied



Hind Shank
Braise, Cook in Liquid



Sirloin Chop
Broil, Panbroil,
Panfry, Braise



Boneless
Sirloin
Roast
Roast

LEG



Loin Roast
Roast



Loin Chop
Broil,
Panbroil,
Panfry

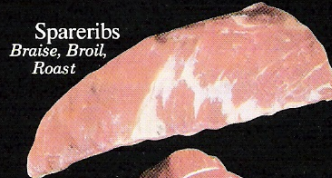


Double Loin Chop
Broil, Panbroil, Panfry

LOIN



Shank
Braise,
Cook in Liquid



Spareribs
Braise, Broil,
Roast



Boneless
Rolled Breast
Roast, Braise



Riblets
Braise, Cook in Liquid,
Broil

FORESHANK & BREAST

THIS CHART APPROVED BY
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Rib Roast
Roast



Rib Chop
Broil, Panbroil,
Panfry, Roast



Frenched Rib Chop
Broil, Panbroil, Panfry



Crown
Roast
Roast

RIB



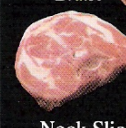
Square-Cut
Shoulder,
Whole
Roast,
Braise



Pre-Sliced
Shoulder
Roast, Braise



Boneless
Shoulder
Roast
Roast,
Braise



Neck Slice
Braise, Cook in Liquid



Blade Chop
Braise, Broil,
Panbroil, Panfry



Arm Chop
Braise, Broil,
Panbroil, Panfry

SHOULDER



Lamb for Stew
Braise, Cook
in Liquid



Cubes
for Kabobs
Broil, Braise



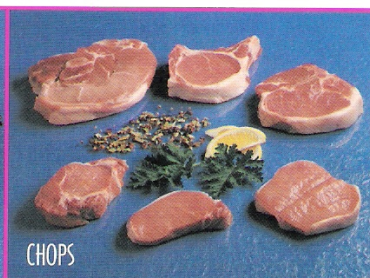
Ground
Lamb
Broil,
Panbroil,
Roast (Bake)

OTHER CUTS

PURCHASING PORK

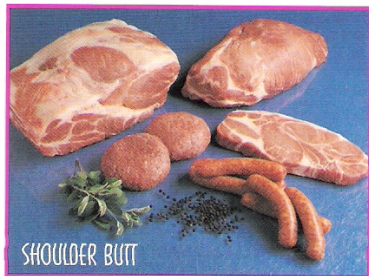
A Consumer Guide To Identifying Retail Pork Cuts.

Left: tenderloin
Right: Canadian-style
bacon



CHOPS

Upper row (l-r): sirloin chop, rib chop, loin chop.
Lower row (l-r): boneless rib end chop (Chef's Prime Filet™), boneless center loin chop (America's Cut™ - 1 1/4-1 1/2" thickness), butterfly chop.

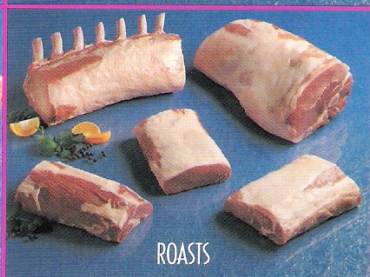


SHOULDER BUTT

Upper row (l-r): bone-in blade roast, boneless blade roast.
Lower row (l-r): ground pork (The Other Burger®), sausage, blade steak.

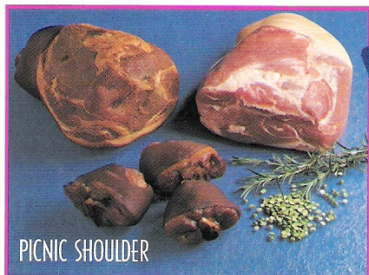


RIBS Left: country-style ribs.
Right: back ribs.



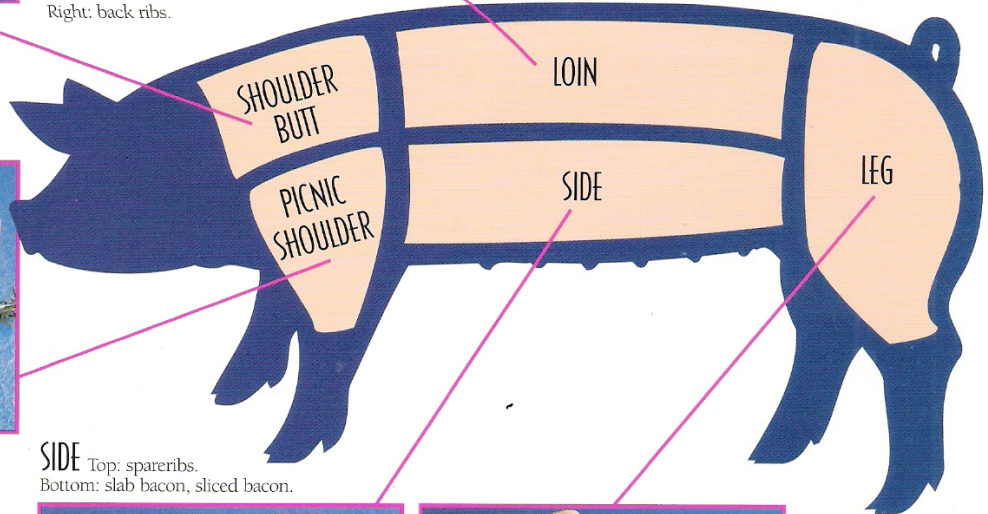
ROASTS

Upper row (l-r): center rib roast (Rack of Pork), bone-in sirloin roast.
Middle: boneless center loin roast.
Lower row (l-r): boneless rib end roast (Chef's Prime™), boneless sirloin roast.



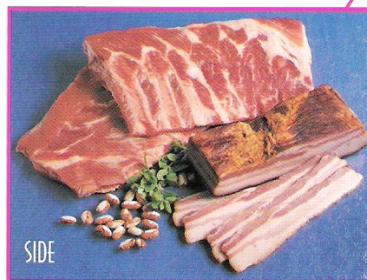
PICNIC SHOULDER

Upper row (l-r): smoked picnic, arm picnic roast.
Lower row: smoked hocks.



SIDE

Top: spareribs.
Bottom: slab bacon, sliced bacon.



LEG

Upper row (l-r): bone-in fresh ham, smoked ham. Lower row (l-r): leg cutlets, fresh boneless ham roast.



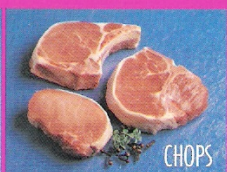
©1997 NATIONAL PORK PRODUCERS COUNCIL IN COOPERATION WITH THE NATIONAL PORK BOARD.

THE MANY SHAPES OF PORK CUT LOOSE!

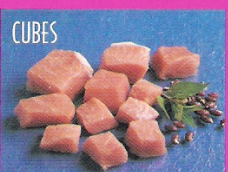
When shopping for pork, consider cutting traditional roasts into a variety of different shapes.



No-fuss family dinner, holiday favorite.



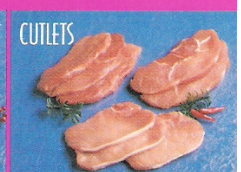
Dinner, backyard barbecue or gourmet entree.



Great for kabobs, stew and chili.



Super stir fry, fajitas and salads.



Delicious breakfast chops and sandwiches.

Yields and Dressing Percentages

As a direct marketer you'll want to determine how much meat you should get from a market animal. The pounds of meat you should get from an animal will be dependent upon the dressing percentage and the carcass cutting yields. A handy formula has been developed to help: Pounds of Meat= (Dressing percent x Carcass cutting yield) x Live weight

The dressing percentage is the percent of the live animal that ends up as carcass. Generally the carcass weight is taken immediately after skinning and evisceration and is commonly known as the hot hanging weight. There are a number of factors that will affect the percentage including how much the animal has eaten before it is weighed, how much mud or fiber is on the animal. These factors negatively correlate to the dressing percentage, by reducing the dressing percentage. The amount of fat and muscling will positively impact dressing percentage, the heavier or fatter an animal, the higher the dressing percentage. The dressing percentage can be calculated as such: Dressing Percentage (DP)= (Carcass Weight / Live Weight) x 100. Different species tend to average different DP's. Beef cattle average 62%, steers 59%, hogs 74% and market lambs 54%. You could expect a 1000 pound steer to result in a 620 pound hanging carcass or a 140 pound market hog to produce a 103 pound carcass (140 x .74).

The carcass cutting yield is the percentage of the carcass that actually ends up as meat. The carcass cutting yield is calculated by: (Pounds of meat/ Carcass weight) x 100. Cutting yields can vary significantly depending upon cutting specifications; cuts that are bone-in or boneless, will produce very different cutting yields. If the animal is excessively fat, then the cutting yield will be lower because the fat is removed and discarded. A more muscular animal will have a higher cutting yield. Aging, leaving the carcass to hang for an extended period of time will also impact cutting yields as the carcass tends to shrink during the process. Cutting losses on a side of beef may range from 20 to 40 percent, and average around 28%.

Yield grades can help can help predict cutting yields. A yield grade measures the amount of boneless, trimmed retail cut from various parts of the carcass: the round, the loin, the rib and the chuck. The higher the yield grade the higher the carcass cutting yield percentage. A lower yield grade indicates a higher cutting yield. To employ the help of a yield grade to determine the amount of saleable meat lets consider the following example. A yield grade 2 on a 400 pound carcass would indicate saleable meat of 79.8% or 319 pounds of meat. If more cuts were left bone-in, then the actual carcass cutting yield would be higher than 79.8% and the pounds of meat would be higher than 319.

Yield Grade for Beef	Carcass cutting yield (%)
1	79.8 or more
2	75.2-79.7
3	70.6-75.1
4	66.0-70.5
5	65.9 or less

To help with pricing your product it is also important to know the average cut weights you can expect from breaking down a carcass. A 1000 pound steer will produce a 600 pound carcass. 400 pounds are lost in hide, blood and inedible organs. From this 600 pound beef carcass you can expect around the following: 27.5% chuck, 3.2% shank, 3.8% brisket, 9.8% ribs, 8.5% short plate, 17.7% loin, 5.3% flank, and 22.8% round. You could also expect 425 pounds in retail cuts at a yield grade 3 (70.8%). These figures provide only an approximation to use as a guide. You should keep good records of dressing percentages and carcass yields to help you in your farm management and decision making process.

Value Added Products

FDA and Nitrate Usage

Manufacturers add preservatives mostly to prevent spoilage during the time it takes to transport foods over long distances to stores. Without such preservatives, food safety problems would get out of hand.

Preservatives serve as either antimicrobials or antioxidants—or both. As antimicrobials, they prevent the growth of molds, yeasts and bacteria. As antioxidants, they keep foods from becoming rancid, browning, or developing black spots. Rancid foods may not make you sick, but they smell and taste bad. Antioxidants suppress the reaction that occurs when foods combine with oxygen in the presence of light, heat, and some metals. Antioxidants also minimize the damage to some essential amino acids—the building blocks of proteins—and the loss of some vitamins.

Many preservatives are regulated under the food additives amendment, added to the Federal Food, Drug, and Cosmetic Act in 1958. The amendment strengthened the law to ensure the safety of all new ingredients that manufacturers add to foods. Under these rules, a food manufacturer must get FDA approval before using a new preservative, or before using a previously approved preservative in a new way or in a different amount. Food law says preservatives must be listed by their common or usual names on ingredient labels of all foods that contain them.

Preservatives may not be used to deceive a consumer by changing the food to make it appear other than it is. For example, preservatives that contain sulfites are prohibited on meats because they restore the red color, giving meat a false appearance of freshness. The food additive regulations require the preservative to be of food grade and be prepared and handled as a food ingredient. The quantity added to food must not exceed the amount needed to achieve the manufacturer's intended effect.

Regulations about the use of nitrites demonstrate the scrutiny given to the use of additives. Nitrites, used in combination with salt, serve as antimicrobials in meat to inhibit the growth of bacterial spores that cause botulism, a deadly food-borne illness. Nitrites are also used as preservatives and for flavoring and fixing color in a number of red meat, poultry, and fish products.

Since the original approvals were granted for specific uses of sodium nitrite, safety concerns have arisen. Nitrite salts can react with certain amines (derivatives of ammonia) in food to produce nitrosamines, many of which are known to cause cancer. A food manufacturer wanting to use sodium nitrites must show that nitrosamines will not form in hazardous amounts in the product under the additive's intended conditions of use. In addition, other antioxidants, such as sodium ascorbate or sodium erythorbate, may be added to inhibit the formation of nitrosamines.

Sausages, Smoked Meats and Dried Meats

Fresh Sausages

A fresh sausage is lean ground meat combined with fat or lard or other binding agent and seasonings such as herbs and spices. Fresh sausage can be packed in bulk, formed into patties, or put into a casing and sold as links. Fresh sausage must be kept under refrigeration and cooked before being eaten.

Cooked Smoked Sausages

Cooked smoked sausages include products such as hotdogs and bologna. It is advised to keep these products under refrigeration and to thoroughly heat before being eaten.

Fermented Sausages

Fermented Sausages are a class of chopped or ground meat products that, as a result of microbial fermentation of a sugar have reached a PH of 5.3 and have undergone a drying/aging process to remove up to 25% of the moisture. These products are typically cured but are not necessarily cooked or smoked. The USDA

regulates the moisture to protein ratio but does not formally define semi-dry or dry sausages. Semi-dry sausages such as summer sausage, thuringer, cervelat, and landjaegar have a higher moisture content and should be refrigerated. They are generally cooked or smoked prior to sale or consumption. Dry sausages such as pepperoni or salami are generally shelf stable and may be consumed without additional heating.

Below is a partial list of fermented sausages:

Alpina Salami: A spicy Italian-style sausage that originated in the US.

BC Salami: Beef case Italian-style salami

Blockwurst: A semi-dry sausage.

Caserta Pepperoni: A southern Italian product generally 75% pork and 25% beef, linked in pairs much like landjaegar.

Cervelat: This is a general class of semi-dry sausages, generally swiss style, and includes Farmstyle, (summer sausage), Goettinger, Goteborg, Holsteiner, Landjaegar, and Thuringer.

Cacciatore: This is a dry sausage historically prepared with wild game.

Calabrese: An Italian Salami highly seasoned with hot peppers.

Cotto Salami: This salami is not fermented or acidified, but rather cooked.

D'Arles Salami; This is French salami stuffed in hog bungs and corded to show a distinct diamond pattern.

Frizzes: A rough chopped, highly seasoned, dry sausage.

Genoa Salami: This is primarily pork product that is not smoked, originating from Genoa, Italy.

German Salami: This German style salami is heavily smoked, traditionally stuffed into calf bladders and corded with twine.

Italian Salami: Regional differences result from the seasonings, stuffings and cording designs.

Lola and Lolita: Dry garlic-seasoned sausage of Swiss origin. Lola is roughly one pound, and Lolita is two and a half pounds.

Lombardia Salami: This salami has higher fat content and incorporates brandy into the recipe.

Milano Salami: This sausage has an intricate cording pattern.

Lyons Sausage: This is a French style using pork and pork fat seasoned with garlic.

Metz Sausage: Made with beef, pork and bacon.

Pepperoni: This class of sausage must be treated and certified Trichina Free. Generally it is not smoked or cooked.

Salami: There are hundreds of types of salamis, usually made from pork and seasoned with garlic. Extenders and binders are permitted, and the product may or may not be cooked.

Sopressata: A fermented sausage stuffed into hog casings with a wrinkled appearance.

Soudjouk: A dry sausage of Turkish origin. Made from beef, water buffalo, and or mutton, usually containing 10% sheep fat.

Summer Sausage: A farmer-style Cervelat, produced in the cooler months for summer eating.

Touristenwurst: A semi-dry sausage.

Ukrainian Sausage: A dry sausage containing pork and veal chunks, heavily seasoned with garlic, cooked and air-dried.

Smoked Meats and Sausages

Smoking adds desirable color, flavor and aroma to fresh or fermented meats. Smoking may also a method of preserving meat but it should not be the only method employed, as any disruption to the smoked surface will destroy the preservation. Approved woods for smoking include hickory, oak, apple cherry (and other fruitwoods), mesquite, redwood and even corncobs. Liquid smoke may be substituted for the actual smoking process. Products may be hot smoked or cold smoked. Products are cooked during the early stages of a hot-smoke process. Cold smoking at temperatures below 41°F is generally reserved for hams. Smoked meats should be kept refrigerated and thoroughly cooked before being consumed.

Jerky and Dried Meat

Jerky has been with us for hundreds of years. Native Americans combined jerky with animal fat to create Pemmican, a product known for its high energy qualities. Early European explorers prepared dried meats such as Charqui or Xarque. Biltong, an African version, was often produced using ostrich meat. Many of these early versions used salts and seasonings as rubs. Today's jerky is often prepared using marinades instead. In general, jerky is prepared using lean muscle meats, cut with the grain of the muscle fiber. All visible fat must be removed to prevent rancidity. Jerky has a very low moisture level and may be cured, non-cured, smoked, non-smoked, rubbed or marinated. Jerky can be made from amenable or non-amenable meat or poultry. Jerky may also be made from ground meat into a jerky-like product known as "formed jerky".

Kippered meats are similar to jerky but are allowed to have a higher moisture to protein level. Kippered meats are not shelf stable, and may need further heat processing and vacuum packaging to retain product integrity.

Snack sticks are generally made with shredded or ground meat, seasonings, and a cure. The mixture is stuffed into small diameter casings and hot smoked (cooked and dried). Because they may contain fat, they require antioxidants to control rancidity and vacuum packaging to limit oxygen exposure. Their tangy taste is usually attributed to lactic acid (or other organic acids) to help prolong shelf life.

Recipe Development and Considerations

Developing a great recipe takes time. Different ingredients, different fermentation and drying techniques all add to the uniqueness of the end product. Spices, seasonings and other ingredients add additional interest. It helps to understand the sausage process when looking to experiment.

The usual procedure in the making of a sausage is to grind the various meats coarsely and then add the rest of the ingredients, mixing thoroughly. Generally the other ingredients (spices and seasonings) are first made into a slurry using a small amount of water before being mixed into the ground meat. The product is then ground again to the desired consistency. Small batches (up to 25 pounds) are recommended so the cure and seasoning can be more evenly distributed.

It is not necessary to stuff fresh sausage meat. It can be left in bulk form or made into patties. Most sausage, however, is made by placing the ground ingredients in some type of forming device to give them shape and hold them together for thermal processing. The casing materials may be natural or manufactured. Natural casings are the gastrointestinal tracts of cattle, sheep and hogs. They are digestible and are very permeable to moisture and smoke. Fibrous casings are more suitable for summer sausage and similar products because of their greater strength and the variety of sizes available. They are permeable to smoke and moisture and can easily be removed from the finished product. Collagen casings contain the attributes of both natural and fibrous casings. They have been developed primarily for use in products such as fresh pork sausage and pepperoni sticks. They are uniform in size, relatively strong and easy to handle. These casings also are used for the manufacture of dry sausages, because they are permeable and will shrink. For products that are water-cooked plastic casings impermeable to water are used.

The success or failure of a value added meat product may be dependent upon the selection and combination of spices and seasonings used. Typical beef spices include: basil, bay leaves, chervil, coriander, cumin, dill, garlic, lovage, marjoram, parsley, sage, savory, shallot, tarragon and thyme. Spices that compliment lamb include: basil, bay, dill, garlic, mint, marjoram, rosemary, parsley, savory, tarragon and thyme. Pork is often seasoned with: anise, basil, bay, caraway, coriander, cumin, fennel, garlic, rosemary, sage and thyme. Poultry seasonings include: basil, bay, burnet, caraway, chervil, chives, cumin, dill, garlic, marjoram, parsley, rosemary, sage, savory, shallots, tarragon and thyme. Dried fruits such as cranberries, apples, apricots and tomatoes can also be considered. Various chilies, onions and peppers can also add distinct flavors. Combinations of spices, seasoning and additions provide unique interest and lend to consumer appeal.

Product Handling

Temperature and the Cold Chain

Meat, meat by-products and meat food products must be transported in an enclosed vehicle in such a manner to assure delivery and wholesomeness of those products while maintaining product integrity. Frozen products must remain frozen and all other meat and meat products must not rise above forty degrees Fahrenheit unless the product is temperature insensitive because it is manufactured, processed or packaged in such a way to prevent adulteration or unwholesomeness. Jerky for example with a moisture level less than .91 is temperature insensitive.

Sampling and Slicing

Sampling and slicing of meat by-product and meat food products is at the discretion of County Health Departments. Some departments require a food certification to carry out slicing of product for sampling. Some will require the product be sliced in a licensed commercial kitchen others will require the product to be sliced on site. Product that will be sampled must be USDA certified or be prepared in a state licensed commercial kitchen (5-A or 20-c facility).

Food Safety and Handling

There are four components to safe food handling. First clean your hands with warm water and soap. Wash cutting boards, dishes, countertops and utensils with hot soapy water. Keep your work area clean. Second, do not cross contaminate. Keep raw meat away from prepared products. Do not place cooked food on a plate or dish that previously held raw meat, poultry or eggs unless it was washed with hot, soapy water. Third, keep products at their safe temperatures. This means keeping perishable food refrigerated. It also means cooking food to their proper degree of doneness. Food is safely cooked when it reaches a high enough internal temperature to kill the harmful bacteria that cause food-borne illness for red meat the internal temperature should rise to 145 degrees Fahrenheit, and 165 degrees Fahrenheit for poultry. Use a food thermometer to measure the internal temperature of cooked foods at the thickest point. Sauces, gravies, and even leftovers should be reheated to 165 degrees. If using a microwave for reheating, the food should be stirred to make sure there are no cold spots. Finally, food should be refrigerated promptly. Meat should be frozen or refrigerated as soon as you get home from shopping. Never let meat sit out longer than two hours at room temperature, one hour if the outside temperature is over 90 degrees. Food should be defrosted in the refrigerator and not on the countertop. Other defrosting methods, neither of which work well for meat, include submersion in water and using the microwave. Foods that are marinating should be kept under refrigeration. It is important that the refrigerator temperature be checked regularly. Forty degrees is the optimal refrigeration temperature. There should be plenty of space for the cool air to circulate within the appliance. Do not over-stuff the refrigerator!

Food Storage

Since product dates aren't a guide for safe use of a product, how long can the consumer store the food and still use it at top quality? Follow these tips:

- Purchase the product before the date expires.
- If perishable, take the food home immediately after purchase and refrigerate it promptly. Freeze it if you cannot use it within times recommended on chart.
- Once a perishable product is frozen, it does not matter if the date expires because foods kept frozen continuously are safe indefinitely.
- Follow handling recommendations on product.
- Consult the following storage chart.

Refrigerator Home Storage (at 40° F or below) of Fresh or Uncooked Products

If product has a "Use-By Date," follow that date.
 If product has a "Sell-By Date" or no date, cook or freeze the product by the times on the following chart.

Storage of Fresh or Uncooked Products	
Product	Storage Times After Purchase
Poultry	1 or 2 days
Beef, Veal, Pork and Lamb	3 to 5 days
Ground Meat and Ground Poultry	1 or 2 days
Fresh Variety Meats (Liver, Tongue, Brain, Kidneys, Heart, Chitterlings)	1 or 2 days
Cured Ham, Cook-Before-Eating	5 to 7 days
Sausage from Pork, Beef or Turkey, Uncooked	1 or 2 days
Eggs	3 to 5 weeks

Refrigerator Home Storage (at 40° F or below) of Processed Products Sealed at Plant

If product has a "Use-By Date," follow that date.
 If product has a "Sell-By Date" or no date, cook or freeze the product by the times on the following chart.

Storage of Processed Products Sealed at Plant		
Processed Product	Unopened, After Purchase	After Opening
Cooked Poultry	3 to 4 days	3 to 4 days
Cooked Sausage	3 to 4 days	3 to 4 days
Sausage, Hard/Dry, shelf-stable	6 weeks/pantry	3 weeks

Corned Beef, uncooked, in pouch with pickling juices	5 to 7 days	3 to 4 days
Vacuum-packed Dinners, Commercial Brand with USDA seal	2 weeks	3 to 4 days
Bacon	2 weeks	7 days
Hot dogs	2 weeks	1 week
Luncheon meat	2 weeks	3 to 5 days
Ham, fully cooked	7 days	slices, 3 days; whole, 7 days
Ham, canned, labeled "keep refrigerated"	9 months	3 to 4 days
Ham, canned, shelf stable	2 years/pantry	3 to 5 days
Canned Meat and Poultry, shelf stable	2 to 5 years/pantry	3 to 4 days

Expiration Dates

Except for "use-by" dates, product dates don't always refer to home storage and use after purchase. However, even if the date expires during home storage, a product should be safe, wholesome and of good quality -- if handled properly and kept at 40° F or below. See the accompanying refrigerator charts for storage times of dated products. Foods can develop an off odor, flavor or appearance due to spoilage bacteria. If a food has developed such characteristics, you should not use it for quality reasons. If foods are mishandled, however, food borne bacteria can grow and cause food borne illness -- before or after the date on the package. For example, if hot dogs are taken to a picnic and left out several hours, they wouldn't be safe if used thereafter, even if the date hasn't expired. Other examples of potential mishandling are products that have been defrosted at room temperature more than two hours; cross-contaminated; or handled by people who do not use proper sanitary practices. Make sure to follow the handling and preparation instructions on the label to ensure top quality and safety.

Labeling

USDA Mark of Inspection

Meat unsound, unhealthful, unwholesome or otherwise unfit or unsafe for food shall not receive a Mark of Inspection. Meat may be adulterated with dyes, chemicals, preservatives, or ingredients, which render such product unfit for human consumption. The commissioner shall seize and destroy for food purposes any meat, meat by-product or meat food product that does not bear an official inspection legend affixed pursuant to a federal inspection. The transportation of dead animals, properly identified condemned carcasses and parts of carcasses and other condemned or inedible products or materials to rendering plants is the only exception allowed. It is unlawful for any person to possess, keep or use an inspection legend, stamp simulating the inspection legend or meat label unless authorized to do so.

Meat that is sound, healthful, wholesome and fit for sale and consumption shall receive a Mark of Inspection under a USDA inspection system. If an amenable meat, the mark of inspection shall be a circle, inside which is encrypted the identification number of the slaughtering or processing plant. If a non-amenable meat, the mark of inspection shall be a triangle, inside which will be encrypted the unique identification number of the slaughtering or processing plant.

Meat that has been federally inspected and passed for wholesomeness is stamped with a purple mark that is either round for amenable species or triangular for non-amenable species. The purple dye used to stamp the grade and inspection marks onto a meat carcass is made from a food-grade vegetable dye and is not harmful. (The exact formula is proprietary and owned by the maker of the dye.) The mark is put on carcasses and major cuts. After trimming it might not appear on retail cuts such as roasts and steaks. However, meat that is packaged in an inspected facility will have an inspection mark that identifies the plant on the label.



Inspection mark
raw meat



Inspection mark
raw poultry



Inspection mark
processed products



Voluntary
Inspection mark

Labeling of Raw Meat and Poultry

The requirements in the new final rule on Pathogen Reduction and Hazard Analysis and Critical Control Points (HACCP) are designed to minimize the likelihood of harmful bacteria being present in raw meat and poultry products. However, some bacteria could be present and might become a problem if meat and poultry are not handled properly. To assist food handlers, **USDA requires that safe handling instructions** be put on all packages of raw and not fully cooked meat and poultry.

Safe Handling Instructions

This product was prepared from inspected and passed meat and/or poultry. Some food products may contain bacteria that could cause illness if the product is mishandled or cooked improperly. For your protection, follow these safe handling instructions.



Keep refrigerated or frozen.
Thaw in refrigerator or microwave.



Keep raw meat and poultry separate from other foods.
Wash working surfaces (including cutting boards),
utensils, and hands after touching raw meat or poultry.



Cook thoroughly.



Keep hot foods hot. Refrigerate leftovers
immediately or discard.

Labeling of Additives

"Food additive" is defined by the Food and Drug Administration (FDA) as any substance used to provide a technical effect in foods. The use of food additives has become more prominent in recent years, due to the increased production of prepared, processed, and convenience foods. Additives are used for flavor and appeal, food preparation and processing, freshness, and safety. At the same time, consumers and scientists have raised questions about the necessity and safety of these substances. Before any substance can be added to food, its safety must be assessed in a stringent approval process. The Food Safety and Inspection Service (FSIS) of the U.S. Department of Agriculture (USDA) shares responsibility with FDA for the safety of food additives used in meat, poultry, and egg products. All additives are initially evaluated for safety by FDA. When an additive is proposed for use in a meat, poultry, or egg product, its safety, technical function, and conditions of use must also be evaluated by the Labeling and Consumer Protection Staff of FSIS, as provided in the Federal Meat Inspection Act, the Poultry Products Inspection Act, the Egg Products Inspection Act, and related regulations. Although FDA has overriding authority regarding additive safety, FSIS may apply even stricter standards that take into account the unique characteristics of meat, poultry, and egg products. Additives are never given permanent approval. FDA and FSIS continually review the safety of approved additives, based on the best scientific knowledge, to determine if approvals should be modified or withdrawn.

The statutes and regulations to enforce the statutes require certain information on labels of meat and poultry products so consumers will have complete information about a product. In all cases, ingredients must be listed on the product label, in the ingredients statement in order by weight, from the greatest amount to the least. Substances such as spices and spice extractives may be declared as "natural flavors," "flavors," or "natural flavoring" on meat and poultry labels without naming each one. This is because they are used primarily for their flavor contribution and not their nutritional contribution. Substances such as dried meat, poultry stock, meat extracts, or hydrolyzed protein must be listed on the label by their common or usual name because their primary purpose is not flavor. They may be used as flavor enhancers, binders, or emulsifiers. They must be labeled using the species of origin of the additive, for example, dried beef, chicken stock, pork extract, or hydrolyzed wheat protein. Color additives must be declared by their common or usual names on labels, e.g., FD&C Yellow 5, or annatto extract, not collectively as colorings. The labeling requirements help consumers make choices about the foods they eat.

Dating

"Open Dating" (use of a calendar date as opposed to a code) on a food product is a date stamped on a product's package to help the store determine how long to display the product for sale. It can also help the purchaser to know the time limit to purchase or use the product at its best quality. It is not a safety date. product dating is not required by Federal regulations. However, if a calendar date is used, it must express both the month and day of the month (and the year, in the case of shelf-stable and frozen products). If a calendar date is shown, immediately adjacent to the date must be a phrase explaining the meaning of that date such as "sell by"

or "use before."

There is no uniform or universally accepted system used for food dating in the United States. Although dating of some foods is required by more than 20 states, there are areas of the country where much of the food supply has some type of open date and other areas where almost no food is dated.

Types of Dates

- A **"Sell-By"** date tells the store how long to display the product for sale. You should buy the product before the date expires.
- A **"Best if Used By (or Before)"** date is recommended for best flavor or quality. It is not a purchase or safety date.
- A **"Use-By"** date is the last date recommended for the use of the product while at peak quality. The date has been determined by the manufacturer of the product.
- **"Closed or coded dates"** are packing numbers for use by the manufacturer.

Nutrition Labeling

The Nutrition Labeling and Education Act of 1990 required nutrition labeling of most foods regulated by the Food and Drug Administration. The USDA's Food Safety and Inspection Service proposed to extend mandatory nutrition labeling to single-ingredient raw meat and poultry products, which are currently covered only under the voluntary nutrition labeling program. Nutrition information for major cuts would be required either on their labels or at their point of purchase. Nutrition information for ground or chopped products such as ground beef would be required on package labels.

Extending mandatory nutrition labeling to these products would help consumers make food-purchasing decisions that may help to improve diet quality. The proposal also would allow industry to continue to use the "percent lean" nutrient content claim for ground or chopped meat or poultry products that do not meet the criteria for low fat. Many ground and chopped products have difficulty meeting the criteria for "low fat." The proposal also requires nutrition labeling on the packages of all ground or chopped meat and poultry products, such as hamburger, ground beef, ground beef patties, ground chicken, ground turkey, and ground chicken patties. Certain exemptions would apply to these requirements. Small businesses that qualify for the existing small business exemption from nutrition labeling requirements would be exempt from nutrition labeling requirements for ground or chopped products. However, the small business exemption would not apply to the major cuts of single-ingredient, raw products.

For the major cuts of meat and poultry products, nutrition information could be provided either on the package or at their point-of-purchase because consumers have reasonable expectations as to the nutrient content of these products. For ground or chopped products, however, nutrition labeling would be required on the package. Point-of-purchase labeling would not be permitted for ground or chopped products in order to make the nutrition labeling requirements for these products consistent with those for multi-ingredient and heat processed products, which have been covered under mandatory nutrition labeling requirements since 1993. Single-ingredient, raw ground or chopped meat and poultry products differ from other single-ingredient, raw meat and poultry products because, in these products, certain parameters, such as their fat content, can be controlled precisely to obtain the desired product. In addition, FSIS has found that the nutrient and fat content of ground or chopped products varies so significantly that, without labeling, consumers could not assess the nutritional quality of these products to make informed comparisons.

The nutrition label would be comparable to that which appears on products today. The proposed requirements for the labels of major cuts are consistent with the current provisions of the voluntary nutrition labeling program, and the proposed requirements for the labels of ground or chopped products are consistent with the requirements for the labels on multi-ingredient or heat processed products. For example, FSIS is proposing that the nutrition information on labels of the major cuts be calculated on an "as packaged" or "as consumed" basis, while nutrition information of labels of ground or chopped products would be calculated on an "as packaged" basis.

SAMPLE LABEL IN CURRENT FORMAT

Nutrition Facts	
Serving Size ½ cup (114g)	
Servings Per Container 4	
Amount Per Serving	
Calories 90	Calories from Fat 30
% Daily Value*	
Total Fat 3g	5%
Saturated Fat 0g	0%
Cholesterol 0mg	0%
Sodium 300mg	13%
Total Carbohydrate 13g	4%
Dietary Fiber 3g	12%
Sugars 3g	
Protein 3g	
Vitamin A 80%	• Vitamin C 60%
Calcium 4%	• Iron 4%
* Percent Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs:	
	Calories: 2,000 2,500
Total Fat	Less than 65g 80g
Sat Fat	Less than 20g 25g
Cholesterol	Less than 300mg 300mg
Sodium	Less than 2,400mg 2,400mg
Total Carbohydrate	300g 375g
Dietary Fiber	25g 30g
Calories per gram:	
Fat 9 • Carbohydrate 4 • Protein 4	

Country of Origin Labeling

Current FSIS regulations allow voluntary labeling of fresh beef products using terms such as "U.S.A. Beef," and "Fresh American Beef." FSIS interprets these terms to mean that the products are derived from cattle born, raised, slaughtered, and processed in the United States or in a specific geographic location in the United States. For example, "New York Beef" pertains to beef from cattle that were born, raised, slaughtered and processed in New York. All such geographic claims must be substantiated before label approval through records documenting adherence to a producer's operational protocol, and through testimonials and affidavits.

"Product of the U.S.A" is another labeling term permitted by FSIS. The term is applicable to products that, at a minimum, have been prepared (e.g., sliced, cut, heated) in the United States. For example, the labels of products made from imported cattle raised in U.S. feed lots, then slaughtered and processed in the United States could include the claim "Product of the U.S.A." The term also applies to products derived from cattle that originated in another country and were slaughtered and processed in the United States, as well as to products slaughtered in another country but processed in the United States. "Product of the U.S.A." has never been construed by FSIS to refer to product derived only from animals born, raised, slaughtered, and processed in the United States. For many years, "Product of the U.S.A." has been applied to exported meat and poultry products in order to comply with the recipient's country-of-origin labeling requirements.

UPC or Bar Codes

Universal Product Codes appear on packages as black lines of varying widths above a series of numbers. They are not required by regulation but manufacturers print them on most product labels because scanners at supermarkets can "read" them quickly to record the price at checkout. Bar codes are used by stores and manufacturers for inventory purposes and marketing information. When read by a computer, they can reveal such specific information as the manufacturer's name, product name, size of product and price. The numbers are not used to identify recalled products.

Satisfying the Customer

What Are The Differences between Inspection & Grading?

The inspection and grading of meat and poultry are two separate programs within the U.S. Department of Agriculture (USDA). Inspection for wholesomeness is mandatory and is paid for out of tax dollars. Grading for quality is voluntary, and the service is requested and paid for by meat and poultry producers/processors.

After the meat and poultry are inspected for wholesomeness, producers and processors may request to have the products graded for quality by a Federal grader. The USDA's Agricultural Marketing Service is the agency responsible for grading meat and poultry. Those who request grading must pay for the service. Grading for quality means evaluation of traits related to tenderness, juiciness, and flavor of meat; and, for poultry, a normal shape that is fully fleshed and meaty and free of defects.

USDA grades are based on nationally uniform Federal standards of quality. So that no matter where or when a consumer purchases graded meat or poultry, it must have met the same grade criteria. The grade is stamped on the carcass or side of beef and is usually not visible on retail cuts. However, retail packages of beef, as well as poultry, will show the grade mark if they have been graded. The grade symbol and wording are no longer copyrighted; however, according to the Truth in Labeling Law, it is illegal to mislead or misrepresent the shield or wording.

USDA Grades for Meat and Poultry

BEEF

Beef is graded as whole carcasses in two ways:

Quality grades - for tenderness, juiciness, and flavor; and

Yield grades - for the amount of usable lean meat on the carcass. There are eight quality grades for beef.

Quality grades are based on the amount of marbling (flecks of fat within the lean), color, and maturity.

Quality Grades:



Prime grade

- is produced from young, well-fed beef cattle. It has abundant marbling and is generally sold in restaurants and hotels. Prime roasts and steaks are excellent for dry-heat cooking (i.e., roasting, broiling, and grilling).



Choice grade

- is high quality, but has less marbling than Prime. Choice roasts and steaks from the loin and rib will be very tender, juicy, and flavorful and are, like Prime, suited to dry-heat cooking. Many of the less tender cuts, such as those from the rump, round, and blade chuck, can also be cooked with dry heat, but be careful not to overcook them. Using a meat thermometer takes the guesswork out of cooking and assures a safe internal temperature: 145 °F is medium rare; 160 ° F, medium; and 170 °F, well done.



Select grade

- is extremely uniform in quality and normally leaner than the higher grades. It is fairly tender,

but, because it has less marbling, it may lack some of the juiciness and flavor of the higher grades. Only the tender cuts (loin, rib, sirloin) should be cooked with dry heat. Other cuts should be marinated before cooking or cooked with moisture to obtain maximum tenderness and flavor.

Standard and Commercial grades – frequently are sold as ungraded or as "store brand" meat.

Utility, Cutter, and Canner grades - are seldom, if ever, sold at retail but are used instead to make ground beef and processed products.



Yield grades:

Range from "1" to "5" and indicate the amount of usable meat from a carcass. Yield grade 1 is the highest grade and denotes the greatest ratio of lean to fat; yield grade 5 is the lowest yield ratio. Yield grade is most useful when purchasing a side or carcass of beef for the freezer.

VEAL/CALF

There are five grades for **Veal/Calf: prime, choice, good, standard, and utility. Prime and choice** grades are juicier and more flavorful than the lower grades. Because of the young age of the animals, the meat will be a light grayish-pink to light pink, fairly firm and velvety. The bones are small, soft, and quite red. Cuts such as chops can be cooked by the dry-heat method of grilling or broiling.

LAMB

There are five grades for lamb. Normally only two grades are found at the retail level – **prime and choice**. Lower grades of lamb and mutton (meat from older sheep) – **good, utility, and cull** -- are seldom marked with the grade. Lamb is produced from animals less than a year old. Since the quality of lamb varies according to the age of the animal, it is advisable to buy lamb that has been USDA graded.

Prime grade - is very high in tenderness, juiciness, and flavor. Its marbling enhances both flavor and juiciness.

Choice grade - has slightly less marbling than prime, but still is of very high quality. Most cuts of prime and choice grade lamb (chops, roasts, shoulder cuts, and leg) are tender and can be cooked by the dry-heat methods (broiling, roasting, or grilling). The less tender cuts – breast, riblets, neck, and shank – can be cooked slowly by the moist-heat method (braising) to make them more tender.

PORK

Pork is not graded with USDA quality grades as it is generally produced from young animals that have been bred and fed to produce more uniformly tender meat. Appearance is an important guide in buying fresh pork. Look for cuts with a relatively small amount of fat over the outside and with meat that is firm and grayish pink in color. For best flavor and tenderness, meat should have a small amount of marbling.

Pork's consistency makes it suitable for a variety of cooking styles. Chops can be prepared by pan-broiling, grilling, baking, braising, or sautéing. Ribs can be braised, roasted, or grilled. Slow cooking yields the most tender and flavorful results. Tenderloins are considered to be the most tender and tasty cut of pork.

GOAT

There are three USDA selection grades for live goats. These grades are supposed to be based on the meat type conformation of the goat, how thickly muscled is it regardless of fat cover. Selection 1 goats should have a pronounced bulging to the outside hind leg, a full, rounded backstrip and a moderately thick outside shoulder. Selection 2 goats have moderate meat conformation while Selection 3 have inferior conformation.

Some buyers will also put in a 4th grade for very unhealthy goats. Utility or "cull" goats are goats that are being culled for a serious unsoundness or appear very unthrifty.

Carcass grades for goats – There are institutional specifications for grading goat carcasses.

POULTRY

The USDA grades for poultry are **A**, **B**, and **C**.



Grade A

is the highest quality and the only grade that is likely to be seen at the retail level. This grade indicates that the poultry products are virtually free from defects such as bruises, discolorations, and feathers. Bone-in products have no broken bones. For whole birds and parts with the skin on, there are no tears in the skin or exposed flesh that could dry out during cooking, and there is a good covering of fat under the skin. In addition, whole birds and parts will be fully fleshed and meaty.

The grade shield for poultry may be found on the following chilled or frozen ready-to-cook poultry products: whole carcasses and parts, as well as roasts, tenderloins, and other boneless and/or skinless poultry products that are being marketed. There are no grade standards for necks, wing tips, tails, giblets, or ground poultry.

Grades B and **C** poultry are usually used in further-processed products where the poultry meat is cut up, chopped, or ground. If sold at retail, they are usually not grade identified. ¹

Quality Assurances

Quality assurance covers all the activities associated with getting the product to the consumer. From the calf in the womb to the prime rib on the plate, quality assurance involves all associated production, management, and inspection activities. The goal of a Quality Assurance program is to fulfill or exceed customer expectations. Products should be tested for failure. What is the shelf life of a piece of jerky? At what temperature would a succulent steak be turned into a piece of shoe-leather? Knowing the answers to these questions will help the product from failing, or from the customer failing the product. Statistical analysis may be used to determine the probability of something going wrong. The current sample testing for BSE is one example of employing statistical analysis to test a percentage of animals to provide an extremely high probability of an accurate test of the entire population. Some quality assurance programs have step-by-step protocols and record keeping requirements. Some examples might be for Cold Chain Maintenance and Facility Maintenance.

A Quality Assurance Program will include Best Management Practices. Generally the industry establishes these baseline practices. The owner should also employ practices of Due Diligence.

Quality Assurance Programs should also include customer service protocol. How will product recalls be handled? How will product be delivered and what will happen to product stuck in transit?

Finally a quality assurance program must address Inventory Control. Planning for inventory tracking, inventory turnover, package ID's, Lot ID's, storage time and pull dates are all crucial for maintaining high quality products, and thus must be part of the quality assurance program.

Certification Programs and Product Claims

“**Antibiotic Free**” is not an approvable USDA claim. "No antibiotics administered" or "raised without antibiotics" is permitted. This claim implies that the animal has not had any antibiotics administered within the course of its lifetime. There is no verification system in place currently. no meat sold in the U.S. is allowed to have antibiotic residues, so therefore it is all "antibiotic-free." Because the USDA regulates language only on food labels, many companies get away with using unapproved terms in advertising and on their Web sites. Sufficient documentation must be provided by the producer to the Agency demonstrating that the animals were raised without antibiotics

The term "**certified**" implies that the USDA's Food Safety and Inspection Service and the Agriculture

Marketing Service have officially evaluated a meat product for class, grade, or other quality characteristics (e.g., "Certified Angus Beef"). When used under other circumstances, the term must be closely associated with the name of the organization responsible for the *"certification"* process, e.g., *"XYZ Company's Certified Beef"*.

Chemical-Free is expressly prohibited by the USDA as a label on any meat product including poultry. "No Chemicals Added" is not an official marketing claim, as it lacks a standardized definition and a certifying agency. This term creates confusion in the marketplace, as antibiotics are not considered chemicals.

"Free Range" "Free Ranging" or "Free Roaming" imply that the animal lived its life out of doors, in the open air, and was free to roam about, grazing, foraging and running about. There is no standard definition as it applies to amenable meat such as beef or pork. For poultry the term "free ranging" is regulated, and requires that the bird have access to the outdoors, but for an undetermined period each day. That means that the door to the coop or stall could be opened for five minutes a day and if the animal(s) did not see the open door or chose not to leave it could still qualify as "free range." Eggs, like beef and pork are not regulated. Producers must demonstrate to the Agency that the poultry has been allowed access to the outside.

"Grass fed" is not an official marketing claim. The USDA Agricultural Marketing Service (AMS) has attempted for several years to come up with a standard for this marketing claim. Raising livestock on a forage diet with little or no grain supplementation may increase the amount of beneficial fatty acids (Omega 3 and CLAs) in their meat. Originally, AMS suggested that livestock whose primary energy source throughout their lifecycle consisted of at least 80% grass; green or range pasture, or forage could be labeled grass fed. Some producer associations have argued that this level should be as high as 99%.

Hormone-Free is not an official marketing claim. The USDA has defined the use of the term and can hold manufacturers accountable for using the "hormone-free" on all meat products. Do not use this term. Pork and poultry producers cannot use hormones when raising these animals. "No hormones administered" would be the proper way to make this claim, and then only on beef products. While there is no certifying agency for this claim, a producer using it can be held accountable to the USDA for improper use.

Meat that is certified as **"humanely raised and handled"** is from farms that have enrolled in a private certification program such as that of the Humane Farm Animal Care (www.certifiedhumane.com), a consumer certification and labeling program based on standards established by a scientific animal welfare committee. Private certification programs often require that a livestock producer signs an affidavit indicating that their livestock was raised under the agency's scriptures. "Free Farmed" is the certification program of the American Humane Association.

"Natural" is a food label that does not refer to how the animal was raised but rather to how it was processed. Natural products can contain no artificial ingredients, coloring agents or chemical preservatives and must be minimally processed. Meat can be ground, smoked, roasted, dried, or frozen as long as these procedures do not fundamentally change the raw product. The USDA has defined the use of the term and can hold manufacturers accountable to the proper use of the claim but does not have a verification system in place. The label must explain the use of the term natural (such as - no added colorings or artificial ingredients; minimally processed.)

"No Additives" there is no government definition behind this term, nor is there any certifying agency. "No additives" is a general claim that may imply a product has not been enhanced with the addition of natural or artificial ingredients. There is no guidance for the use of the claim "no additives" from the US Food and Drug Administration (FDA) or the United States Department of Agriculture (USDA). However, additives are defined and regulated by these agencies.

"No Animal By-Products" implies that no animal parts from slaughtering or rendering were used to raise or manufacture the product. There is no clear, standard definition of the term and no certifying agency. Its use

should be carefully considered, as one could be liable if a complaint were acted upon by the Federal Trade Commission under truth in labeling as many products are made with animal by-products. Traceability is essential if making this claim.

“Organically certified” meats are from livestock that have been raised in compliance with the National Organic Program’s standards. Their production must be certified by an accredited state or private certifying agency. Strict guidelines must be met. For example, the use of dewormers and antibiotics is forbidden not only for the slaughter animal itself but also for its dam during the last third of pregnancy (gestation) and lactation. Sick animals are to be treated if necessary but can no longer be marketed as organic. All feed and bedding must usually be obtained from certified organic sources.

Pasture raised, sustainably raised, and locally grown are very loose claim terms. For example, farmer markets handling only “local” product may require that the product be raised within 30 miles while supermarkets may consider product to be local if it can be transported to the store within a set number of hours.

Other Labels

Here from USDA's Food Safety and Inspection Service (FSIS) is a glossary of meat and poultry labeling terms. FSIS is the agency responsible for ensuring the truthfulness and accuracy in labeling of meat and poultry products. Knowing the meaning of labeling terms can make purchasing of meat and poultry products less confusing.

BASTED or SELF BASTED: *Bone-in* poultry products that are injected or marinated with a solution containing butter or other edible fat, broth, stock or water plus spices, flavor enhancers and other approved substances must be labeled as basted or self basted. The maximum added weight of approximately 3% solution before processing is included in the net weight on the label. Label must include a statement identifying the total quantity and common or usual name of all ingredients in the solution, e.g., "*Injected with approximately 3% of a solution of _____ (list of ingredients).*" Use of the terms "basted" or "self-basted" on *boneless* poultry products is limited to 8% of the weight of the raw poultry before processing.

FRESH POULTRY: In August 1995 USDA/FSIS published a rule attempting to modify the definition of "fresh" to refer to poultry whose internal temperature has never been below 26 °F. That rule said poultry whose internal temperature is between 26 °F and 0 °F cannot be called "fresh" but must be called "hard-chilled" or "previously hard chilled." In January 1996 the final rule was published in the Federal Register. However, Congress did not appropriate money for enforcing the rule. On August 8, 1996, Congress asked FSIS to revise the final rule. FSIS has now amended the Poultry Product Inspection Regulations to prohibit the use of the term "fresh" on the labeling of raw poultry products whose internal temperature has ever been below 26 °F. In addition, labels of raw poultry products whose temperature has ever been below 26 °F, but above 0 °F, will not be required to bear any specific, descriptive labeling terms, including "hard chilled" or "previously hard chilled". To be in compliance with the revised rule, raw poultry products that are labeled as "fresh" but have ever had an internal temperature *below 26 °F will have* to have the "fresh" designation deleted or removed from labeling on the package. The final rule also sets a temperature tolerance for raw poultry products. The temperature of individual packages of raw poultry products labeled "fresh" can vary as much as 1°F below 26 °F within inspected establishments or 2 °F below 26 °F in commerce. This revised final rule appeared in the December 17, 1996, Federal Register and becomes effective 1 year later – December 17, 1997.

FROZEN POULTRY: Temperature of raw poultry is 0 °F or below.

IRRADIATED MEAT: The international symbol for irradiation is called a radura. On a food label, this symbol is accompanied by the words "Treated by Irradiation" or "Treated with Radiation."



"MEAT" DERIVED BY ADVANCED MEAT/BONE SEPARATION AND MEAT RECOVERY SYSTEMS: The definition of "meat" was amended in December 1994 to include as "meat" product derived from advanced meat/bone separation machinery which is comparable in appearance, texture, and composition to meat trimmings and similar meat products derived by hand. Product produced by advanced meat recovery (AMR) machinery can be labeled using terms associated with hand-deboned product, e.g., beef trimmings and ground beef. The AMR machinery cannot grind, crush or pulverize bones to remove edible meat tissue and bones must emerge essentially intact. The meat produced in this manner can contain no more than 150 milligrams of calcium per 100 grams product. Products that exceed the calcium content limit must be labeled *"mechanically separated beef or pork."*

MECHANICALLY SEPARATED MEAT: is a paste-like and batter-like meat product produced by forcing bones with attached edible meat under high pressure through a sieve or similar device to separate the bone from the edible meat tissue. Mechanically separated meat has been used in certain meat and meat products since the late 1970s. In 1982, a final rule published by FSIS on mechanically separated meat said it was safe — restrictions on level of use and products it can be used in are based on safety. Mechanically separated meat must be labeled as "mechanically separated beef or pork."

MECHANICALLY SEPARATED POULTRY: is a paste-like and batter-like poultry product produced by forcing bones with attached edible tissue through a sieve or similar device under high pressure to separate bone from the edible tissue. Mechanically separated poultry has been used in poultry products since 1969. In 1995, a final rule on mechanically separated poultry said it would be used without restrictions. However, it must be labeled as *"mechanically separated chicken or turkey"* in the ingredients statement. The final rule became effective November 4, 1996.

OVEN PREPARED: Product is fully cooked and ready to eat.

OVEN READY: Product is ready to cook.

Wholesale Market Opportunities

Marketing of Live Slaughter Animals

The responsibilities incurred by wholesale marketing differ depending on whether a farmer is marketing live animals or whole carcasses. Marketing live animals is pretty straightforward while marketing carcasses requires more responsibility. Many farmers prefer to market live animals wholesale to dealers, packers, wholesalers, or retailers for a set price rather than risking uncertain prices at local or regional auctions.

In the Northeast United States, there are several businesses willing to buy small ruminants directly from producers. However, swine and beef farmers may find that the market for their livestock species is more consolidated with fewer middlemen competing for their products. Wholesale demand for live rabbits and poultry varies widely across the state.

Livestock dealers specialize in buying and reselling live animals. Livestock brokers serve the same role but do not take actual ownership of the animal. Instead, they charge a consignment fee to arrange sale of your animals to prospective buyers. Some brokers and dealers arrange the processing of purchased livestock at a USDA slaughterhouse and resell the animals as carcasses rather than live. Many producer cooperatives essentially act as specialized brokers and charge a commission to undertake the processing and sale of carcasses from your livestock. These commissions are expected to pay the operating costs of the cooperative. Dealers often pick up straight from the farm while cooperatives may expect you to deliver animals to the slaughterhouse they patronize.

In contrast, packers resell only carcasses or retail cuts. They are businesses that own their own processing plant and buy animals from producers, dealers, and auctions to slaughter and process and resell to wholesalers and retailers. Wholesale businesses usually order live animals or carcasses through a packer, dealer or broker. They often have particular slaughterhouses they butcher through and generally retail all parts of the carcasses through a variety of retailers, restaurants, etc. Retailers sell directly to the end consumer. Many retailers are interested only in specific cuts or do not have the time or contacts to arrange for trucking and slaughtering of animals. Others, however, specialize in hothouse carcasses and prefer to purchase live animals directly from the farm.

One of the biggest constraints to dealing with any of these markets is having a sufficient quantity of animals to interest them in coming to you rather than purchasing your animals through an auction barn. Packers, wholesalers and retailers needing a steady supply of animals year round normally depend on dealers or order buyers at auctions to meet their regular demand. However, large farms will often find dealers who are willing to deal directly with them. These same dealers may be interested in dealing directly with smaller farms if farms can pool their animals and assign a market coordinator to insure that all animals available for pick-up at a centralized point meet the market's criteria. At certain times of the year when seasonal demand peaks, even wholesalers and retailers may seek live animals direct from farmers. One example of this is the demand for sucking kids and lambs for Easter holidays. During Easter and Christmas, several dealers, wholesalers, and even retailers seek livestock directly from farms with sufficient quantity and quality.

When selling livestock wholesale it is important to know

- Your legal obligations
- What sort of information and duties will be expected of you
- Your legal recourse in case of nonpayment, and
- How to locate buyers

Your legal obligations

There are few legal regulations to selling livestock wholesale. Amenable livestock need to be identifiable by a unique number that can trace each individual animal to the farm of origin and year of birth. In the case of lambs and goats, this number is their official scrapie identification ear tag or tattoo. You will need to obtain a premise identification code from USDA. You can tattoo your animals or order ear tags for them through USDA or an accredited company. Technically sheep and goats under 18 months that are going direct

from your farm to a slaughterhouse for processing do not need scrapie identification. Currently identification is requested for all livestock entering the human food chain.

If you buy animals from other farmers to meet your market obligations, you will need to file for a dealer's license form NY Ag & markets assuming you ...

If you are transporting livestock make sure you stay within the weight restrictions for your vehicle to avoid traffic violations.

Information and responsibilities

When selling livestock wholesale, it is imperative that you know how to accurately describe your animals. This means knowing exactly how many animals you have for sale, their weights and quality. You'll need to have a scale on your farm to give buyers good estimates of your weights when offering animals for sale. Weight tapes usually provide sufficient approximations for large ruminants but are less reliable with small ruminants. Most dealers will use their own scales to weigh animals during the actual transaction so your scale does not need to be certified. If the buyer does not have a certified scale, technically they cannot buy the animal from you based on a price per pound of live body weight. However, they can get around this by using an uncertified scale to estimate body weight and calculate price and then divide the total sum by the number of animals to pay you a per head price that is similar to payment by weight. Having your own scale allows you to verify that the dealer's scale is reliable.

You also need to know current market prices for animals of similar type and quality. Be clear on why you need a particular price for your animals. Try not to attack a buyer personally when bickering over price. It is hard to come back to the same buyer you have just accused of trying to cheat you. Instead focus on your pride in your animals, the expense and time you have put into them, and your need to receive a certain price in order to remain in business. Point out that your financial sustainability is mutually important. If you can't agree on a price try to end the conversation on a friendly note. Remember, the wholesaler is dealing with a clientele they know well and if that clientele will not pay a sufficient price to satisfy both of your financial needs, this financial proposition may end up being one that neither you or the middleman will want to repeat again. If the buyer does not seem particularly interested in your livestock, ask them if they can recommend another buyer. You can also ask what time of year their demand is biggest and what sort of livestock they desire at that time. You can follow up your phone call with a business card that includes a snapshot of your typical slaughter animals.

One question that will arise is whether to be paid on a live animal or dressed carcass basis. An advantage of being paid on a live animal price is that animals can be weighed on farm or upon delivery and the farmer paid right then by cash or check. If you arrange to be paid by either dressing percentage or by the weight of the animals when walked over the scale at the processing plant, you are taking a larger financial risk particularly if you have no control over how animals are handled on their way there and how much shrinkage takes place. In the worst-case scenario, slaughter may be delayed several days or animals may lose their identification and the wrong animals identified as yours. It is a good idea to record on-farm weights to cross-reference with the weights that are later reported to you by the buyer. Another disadvantage to being paid by dressed carcass weight is that the buyer may decide that they are buying carcasses from you rather than live animals. If so, it is your responsibility that those carcasses fall within the buyer's parameters and there may be a severe price penalty if the carcasses are too large or small. When a buyer comes to your farm or a centralized pickup point and views your animals live they usually pay a live weight price based on the animals live appearance and weight and your obligations end there. They may request that you sign an official paper indicating that you have adhered to the proper drug withdrawal periods for any medications or wormers administered to the animal. If the animal is sold as Halal or pasture raised, the buyer may require that you sign an affidavit stating that the animal was managed accordingly.

If a buyer is picking up the animals directly from your farm, keep in mind that 1) he or she is taking on your transport expenses, and 2) your on-farm weights will not reflect any transport shrinkage (live weight losses during transport). If your payment is based on on-farm weight, these two factors are advantageous to you. Prior to selling, be sure you and the buyer are clear on when the animals are being picked up and how long you are willing to hold on to them. If you are not sure of the reliability of the buyer be sure to request that the animals

be picked up prior to the last good auction dates in your area. For example, if you have Easter lambs propose a pick-up date that is before the last Easter auctions in your region.

Legal recourse in case of nonpayment

Unless the buyer is paying you cash during the transaction it is very important that you establish a paper trail. You need to know the Packers & Stockyards Act. Check with your regional P & S representative or your state's Department of Agriculture to see whether the buyer is bonded or licensed with an official agency. By law, all packers that purchase \$500,000 worth of livestock annually are required to be bonded. The bonds usually amount to the value of livestock purchases they make in two average working days, with a minimum bond of \$10,000 being required. Before you actually sell to a packer, try to check out their financial status with your regional Packers and Stockyards agent. Is the packer's bond in good standing or has it been revoked by the bonding company? Are they currently being investigated for failure to pay a producer? Are there any citations out on them? Is the agent aware of any alleged complaints against them? Agents help investigate charges of no payment against all packers. Therefore, agents often can also advise you about the complaint status of smaller, unbonded packers.

In order to qualify for P & S protection, do not extend credit, do not use threats or intimidation to negotiate price, and do get an invoice or other proof that the animals were delivered. The invoice should include seller's and buyer's names, number or lbs. of animals delivered, and sale price per unit. It is good to have the buyer sign it. However, a buyer signature is not required for P & S to file a complaint for you. If you do not have the buyer's signature on the invoice try to have the trucker or someone working at the slaughter plant where you drop off the animals sign the invoice stating that the animals have been received. If there is no one there when you deliver the animals, be sure to note on the invoice the time, date and place where you delivered animals. You want to be sure to cover yourself in case the buyer tries to claim that they never received the animals. Although, P & S can file a complaint for you, there is little chance of getting payment if the packer already owes their bond to several other farmers or has declared bankruptcy.

About the only way to establish the financial reliability of smaller wholesalers or retailers is to pay for a private credit check on them. These credit checks are often available via the web. You can also check with other producers who have sold to them or auctions and county agricultural educators who may work with them on a regular basis.

Locating buyers

If you plan on selling small ruminants in the NY state area, one resource for lists of middlemen is the Small Ruminant Marketing Directory. It is available on the web at <http://www.sheepgoatmarketing.info>. One way to locate packers is to contact your regional Packers and Stockyards office (the office for the Eastern US can be reached by phone at (404)562-5840) and ask them for help contacting your local resident agent. Names, locations and phone numbers for these agents are also currently listed on the web at http://www.usda.gov/gipsa/aboutus/directry.htm#RESIDENT_AGENTS. Resident agents can provide you with a list of bonded Packers in their region. You can then contact these packers to see what sort of animals they purchase.

Another way to locate middlemen is to contact local USDA and custom slaughterhouses. Your district office for the Food Safety & Inspection Service branch of the USDA can sometimes provide you with a list of federally and state inspected plants for your state. District offices can be located by phoning the main office at (202)720-7943 or on the web at <http://www.fsis.usda.gov/oa/programs/fieldoff.htm>. You can then call individual slaughterhouses and ask them if they ever slaughter goats for any wholesalers, retailers, or dealers and whether they would be willing to help you contact them. You can also locate wholesalers by stopping in at restaurants that serve goat and asking them who they purchase their goat from. Agricultural Extension Educators for your county can also give you advice about packers or dealers who buy in your region.

Retailers can generally be located by looking under meat market listings in the web or telephone yellow pages for large metropolitan areas. Many large cities have restaurant directories on the web, which will allow you to search them using key words such as "veal" or "goat meat". There are also some live animal markets in areas such as NYC that sell live sheep, goats, deer, rabbits, and poultry direct to consumers. These markets are not to be confused with auctions. Rather, these are retail businesses where direct consumers can go and view penned animals, make their pick, and have the animal slaughtered at an on-site custom slaughterhouse. Because

they take ownership of the animal prior to slaughter, the animal does not have to be slaughtered in a USDA federally inspected plant. Instead the animals are slaughtered under the “custom exemption” in the federal code, which provides that the owner of an animal does not have to have the carcass federally inspected if the meat is going directly back to the owner’s household for consumption. The meat is stamped “not for resale” and then bagged for the customer to take home. Live animal markets usually buy from dealers or order buyers at regional auctions. However, sometimes they buy direct from producers. Some goat and sheep farms have built on-farm custom slaughterhouses and become rural versions of live animal markets. These farms often purchase livestock direct from other farmers.

Marketing Carcasses Wholesale

Farmers can opt to sell carcasses directly to wholesale and retail businesses. You’ll receive a higher price, but take on much more responsibility. You’ll need to make all slaughter, processing, and transport arrangements and pay these expenses up front. The price you negotiate will need to take these into consideration. You’ll also need to accurately predict the carcass yield of your live animals as these buyers will be requesting specific sized carcasses and can legally penalize you or reject carcasses if they do not fall within the agreed upon weight range. This means you will have to accurately predict the dressing percentage of your animals. First make sure you understand the buyer’s definition of a dressed or hanging carcass. Does it include the hide, head, and/or organs? Is it the weight of the carcass immediately after slaughter (hot carcass weight) or of the cold carcass upon delivery to the retail store after chilling in a cooler for a few days? If so, you’ll be losing some money to cooler shrinkage. Will there be a disinterested third party available to witness the carcass weights. Be sure that both you and the buyer have clearly agreed on the penalty for carcasses outside the specified weight range.

Success in this market will depend on you having a dependable affordable USDA slaughter facility to work with and an economical, legal, and reliable way to get the meat to the buyer. You’ll need to judge how trustworthy your buyer is and even under good conditions there will be a time lapse between delivery and payment.

Some slaughterhouses have refrigerated trucks that regularly deliver carcasses to metropolitan areas. In this case, you may be able to pay an extra fee to have them deliver your carcasses, but keep in mind that if they operate as a packer they may suggest to your buyer that he purchases carcasses from them rather than from you. You need to find out if the buyer wants carcasses hung or stacked for transport. Do swine and beef always have to be hung? How high can they be safely stacked? Are the carcasses to be shrouded or packaged (for example, chicken)? If so, who will pay the slaughterhouse for these extra services? If you are selling to the buyer on a year round basis is there any chance of negotiating a yearly contract with them? Again, as with live slaughter animals, Packers & Stockyards is your main recourse in the event of nonpayment.

Marketing Slaughter Animals to Dealers, Packers, and Wholesalers

Many producers do not have the time to devote to on-farm sales or do not relish the financial risks inherent in auctioning livestock. Most producers strive to become regular suppliers to a reliable packer, wholesaler, livestock dealer or retailer. This column will discuss locating these middlemen, checking out their financial reliability and arranging sales.

In the Northeast United States there are several businesses willing to buy animals directly from producers. The meat market may be more consolidated in other parts of the US and the world, and producers may not have much choice of intermediaries to sell to. **Packers** are businesses that generally own their own processing plant and buy animals from producers, dealers, auctions etc. to slaughter and process and resell to wholesalers and retailers. In contrast, **livestock dealers** specialize in buying and reselling live animals. **Livestock brokers** serve the same role but do not take actual ownership of the animal. Rather they charge a consignment fee to arrange sale of your animals to prospective buyers. **Wholesalers** may buy animals direct from producers or order them through a packer, dealer or broker. They often have particular slaughterhouses they butcher through and generally retail all parts of the carcasses through a variety of retailers, restaurants, etc. **Retailers** sell directly to the end consumer. Many retailers are interested only in specific cuts or do not have

the time or contacts to arrange for trucking and slaughtering of animals. Others, however, specialize in hothouse carcasses and prefer to deal directly with producers.

One way to locate packers is to contact your regional Packers and Stockyards office (the office for the Eastern US can be reached by phone at (404)562-5840) and ask them for help contacting your local resident agent. Names, locations and phone numbers for these agents are also currently listed on the web at http://www.usda.gov/gipsa/aboutus/directry.htm#RESIDENT_AGENTS. Resident agents can provide you with a list of bonded Packers in their region. By law, all packers that purchase \$500,000 worth of livestock annually are required to be bonded. The bonds usually amount to the value of livestock purchases they make in two average working days, with a minimum bond of \$10,000 being required. You can then contact these packers to see what sort of animals they purchase. Before you actually sell to them, check out their financial status with your regional Packers and Stockyards agent. Is the packer's bond in good standing or has it been revoked by the bonding company? Are they currently being investigated for failure to pay a producer? Are there any citations out on them? Is the agent aware of any alleged complaints against them? Agents help investigate charges of no payment against all packers. Therefore, agents often can also advise you about the complaint status of smaller, unbonded packers.

Another way to locate middlemen is to contact local USDA and custom slaughterhouses. Your district office for the Food Safety & Inspection Service branch of the USDA can sometimes provide you with a list of federally and state inspected plants for your state. District offices can be located by phoning the main office at (202)720-7943 or on the web at <http://www.fsis.usda.gov/oa/programs/fieldoff.htm>. You can then call individual slaughterhouses and ask them if they ever slaughter for any wholesalers, retailers, or dealers and whether they would be willing to help you contact them. You can also locate wholesalers by stopping in at restaurants and asking them who they purchase their meat or meat products through. Agricultural Extension Educators for your county can also give you advice about packers or dealers who buy in your region.

Retailers can generally be located by looking under meat market listings in the telephone yellow pages for large metropolitan areas. You can follow this up with phone calls to those meat markets that appear to represent an ethnic clientele that consumes goat meat. There are also some live animal markets in areas such as NYC that sell live sheep and goats direct to consumers. These animals must be immediately slaughtered at a custom slaughter plant on the same premises.

If you plan on selling sheep or goat meat in the NY state area, one resource for lists of middlemen is the Sheep Lamb Goat Marketing Directory. It is available on the web at <http://www.ansci.cornell.edu/extension/srmarketing/marketingdir/index2.htm>

About the only way to establish the financial reliability of smaller wholesalers or retailers is to pay for a private credit check on them. These credit checks are often available via the web. You can also check with other producers who have sold to them or auctions and county agricultural educators who may work with them on a regular basis.

Whoever you sell to be careful not to misrepresent your animals. You do not need to be an expert grader but at bare minimum you should be able to provide accurate information about the age, weight, breed and number of animals you have available. Be clear on whether you have these animals available year round or only for certain seasons. When agreeing on a price, be well aware of what sort of prices similar animals are selling for at auction during the same time period and region. Be clear on why you need a particular price for your animals. Try not to attack a buyer personally when bickering over price. It is hard to come back to the same buyer you have just accused of trying to cheat you. Instead focus on your pride in your animals, the expense and time you have put into them, and your need to receive a certain price in order to remain in business. Point out that your financial sustainability is mutually important. If you can't agree on a price try to end the conversation on a friendly note. Remember, the wholesaler is dealing with a clientele they know well and if that clientele will not pay a sufficient price to satisfy both of your financial needs, this financial proposition may end up being one that neither you or the middleman will want to repeat again. If the buyer does not seem particularly interested in your goats, ask them what time of year their demand is biggest and what sort of goats they want at that time. Follow up your phone call with a thank-you note that includes a snapshot of your typical slaughter animals.

One question that will arise is whether to be paid on a live animal or dressed carcass basis. An advantage of being paid on the live animal weight is that animals can be weighed on farm and you can be paid in cash right then if the buyer picks up the animals. If you arrange to get paid by either dressing percentage or by the weight of the animals when walked over the scale at the processing plant, you are taking a larger financial risk particularly if you have no control over how animals are handled on their way there and how much shrinkage takes place. In the worst-case scenario, animals you thought were being slaughtered tomorrow may end up being held onto for several days until the butcher can get to them. It is a good idea to record on-farm weights and keep these weights to cross reference with the weights that are later reported to you by the buyer.

Prior to selling, be sure you and the buyer are clear on when your animals are to be picked up and how long you are willing to hold on to them. If you are not sure of the reliability of the buyer be sure to request that the animals be picked up prior to the last good auction dates in your area. For example, if you have Easter kids propose a pick-up date that is before the last Easter auctions in your region.

You should always establish a paper trail. If you sell to a packer, educate yourself as to how soon after purchase of the animals you need to file a complaint of nonpayment in order for your agent to investigate the transaction. If you postpone the complaint, they may be unable to prosecute it. Be sure to make out an invoice for the sale. It should always include seller's name, buyer's name, number of animals or lbs. of animals, sale price per unit (i.e. head or lb), total price (if possible), and date delivered. It is a good idea to have the buyer sign it. However, a buyer signature is not a requirement in order for Packers and Stockyards to file a complaint for you. If you do not have the buyer's signature on the invoice try to have the trucker or someone working at the slaughter plant where you drop off the animals sign the invoice stating that the animals have been received. If there is no one there when you deliver the animals, be sure to note on the invoice the time, date and place where you delivered animals. You want to be sure to cover yourself in case the buyer tries to claim that they never received the animals.

There are many advantages to locating a reliable middleman who you can supply on a regular basis for a price that is mutually viable. However, it behooves you to protect your enterprise financially without personally insulting the buyer you are trying to establish ties with. Keeping concise invoices is one of the best ways to do this.

Another easy way to market goats is through livestock dealers, brokers or meat packers. Livestock dealers may come straight to your farm. Brokers are similar to dealers but sell your animal on a commission. Many producer cooperatives essentially act as brokers. Meat packers operate slaughterhouses where they process animals to meet the demands of their wholesale and retail customers. Often you will be expected to deliver the goats to their slaughterhouse unless they contact you through a dealer or broker.

To sell to these buyers, you need to be able to accurately describe your animals. This means having a scale on farm and using it. You do not need to be an expert grader but you need to be able to provide accurate information about the age, weight, breed and number of animals you have for sale. You need to know what your animals are worth, what current market prices are like, and how to cordially defend your asking prices. If a buyer is picking up on farm, keep in mind that 1) he or she is taking on your transport expenses, and 2) your on-farm weights will not reflect any transport shrinkage (live weight losses during transport). If your payment is based on on-farm weight, these two factors are advantageous to you. Unless the buyer is paying you cash during the transaction it is very important that you establish a paper trail. You need to know the Packers & Stockyards Act. Check with your regional P & S representative or your state's Department of Agriculture to see whether the buyer is bonded or licensed with an official agency. In order to qualify for P & S protection, do not extend credit, do not use threats or intimidation to negotiate price, and do get an invoice or other proof that the animals were delivered. The invoice should include seller's and buyer's names, number or lbs. of animals delivered, and sale price per unit. It is good to have the buyer sign it. However, a buyer signature is not required for P & S to file a complaint for you.

Retail Market Opportunities

Direct farm marketing is a preferred business because of the flexibility and economic returns it provides. Direct farm marketing lets producers become price setters selling “products” as opposed to being price takers selling “commodities”. It provides farmers interaction with their customers directly allowing them to adjust their product lines to what their consumers demand. This is known as market driven agricultural production.

There are a number of direct marketing options available. It is common for farmers to be involved in many different forms of direct marketing. This is dependent upon:

- the products you have for sale,
- your location relative to the people who will buy your products,
- the processing options available in your area,
- the time you have available for marketing when considering the time you spend on production,
- the cost you want to assume,
- the level of customer interaction required by each market option,
- the risks you are willing to accept,
- the level of support by your community.

Farmers can also bypass dealers and packers and instead sell animals directly to wholesale and retail businesses. You’ll receive a higher price, but take on much more responsibility. Often you’ll need to make all slaughter, processing, and transport arrangements and pay these expenses up front. The price you negotiate will need to take these into consideration. You’ll also need to accurately predict the carcass yield of your live animal as these buyers will be requesting specific sized carcasses. Success in this market will depend on you having a dependable affordable USDA slaughter facility to work with and an economical, legal, and reliable way to get the meat to the buyer. You’ll need to judge how trustworthy your buyer is and even under good conditions there will be a time lapse between delivery and payment. Buyers for sheep and goats can be sought through the marketing directory at www.sheepgoatmarketing.info, by obtaining lists of USDA Meat Inspection Establishments, by requesting lists of licensed packers from P & S, or by searching on-line yellow page services for key words such as “Halal Meat Market”.

Retailing Live Animals

Live Animal Markets

In some regions near high concentrations of ethnic populations, there are live animal markets. These markets are not to be confused with auctions. Rather, these are retail businesses where direct consumers can go and view penned animals, make their pick, and have the animal slaughtered at an on-site custom slaughterhouse. Because they take ownership of the animal prior to slaughter, the animal does not have to be slaughtered in a USDA federally inspected plant. Instead the animals are slaughtered under the “custom exemption” in the federal code which provides that the owner of an animal does not have to have the carcass federally inspected if the meat is going directly back to the owner’s household for consumption. The meat is stamped “not for resale” and then bagged for the customer to take home. Live animal markets usually buy from dealers or order buyers at regional auctions. However, sometimes they buy direct from producers. Some goat farms with on-farm slaughterhouses have become rural versions of live animal markets.

On-Farm Marketing of Slaughter Goats

Direct on-farm marketing can be time consuming and stressful depending on how many of its inherent responsibilities you end up assuming. However, it’s also a great chance to meet new folks and learn about a diverse range of cultures and ethnic groups. Another way many goat producers market their animals is directly to the end consumer either through 1) on-farm sales where customers come to your farm and pick out a goat, or

2) the “freezer trade” where a customer orders a goat delivered to a slaughterhouse for them for slaughter and processing into retail cuts. These channels work well for farm families who enjoy dealing with numerous customers one-on-one and meeting new cultures. Initially you’ll need to advertise and actively seek clientele. It is a good idea to have your slaughter goats separated from your breeding stock kids or to have an easy way for customers to identify which is which. Posting prices and sticking with them will help cut down on time spent attempting to bargain. You need to decide if you are going to be involved in the slaughter process at all or if customers are simply going to pick up their goat and be on their way.

If you plan to be involved in the slaughter process, check with your state to find out the state regulations on 1) allowing customers to slaughter on-farm, 2) transporting purchased goats to a custom slaughterhouse for a customer, or 3) whether purchased goats are only supposed to be slaughtered at a federally inspected slaughterhouse. Some states have stricter interpretations of the “custom exemption” than the federal code and require that only the person “who has raised the animal” qualify as the owner. Some states allow a customer who has purchased a goat from a farm to slaughter the goat at their own premises but not on the goat farm. If you have questions about state restrictions ask for a printed copy of the regulation and a layperson’s interpretation of it. It is also a good idea to find out how other lamb and goat producers in your area handle these transactions.

These can range from having a pre-dug trench for customers to wheelbarrow the remains to, to paying a rendering company to pick up the offal weekly, to composting the remains on farm. Composting of offal is legal in some countries and in parts of the U.S. If your farm generates a lot of manure and bedding which you already compost and you have adopted procedures that maintains the compost at high temperatures (i.e. correct carbon to nitrogen ratios, equipment to turn the compost frequently) then incorporating offal into your compost may be a sanitary option. United States residents should contact local representatives of the Department of Environmental Concerns to find out their state’s legal guidelines or recommendations for proper burying, burning and/or composting of offal. In New York, on-farm disposal of materials like offal that are generated on-farm does not require a solid waste permit and is exempt from DEC regulations. However, you must conform to local ordinances and not pollute water sources, etc. Jean Bonhotal at the Solid Waste Management Center at Cornell University can provide you with the current recommended procedures for dealing with on-farm disposal of offal.

If you allow on-farm slaughter, keep in mind that you are not supposed to be doing the slaughtering for the customer. You are simply permitting the new owner to slaughter it on your land. You should have a tree or beam to hang carcasses, potable water, and a sanitary, legal way to dispose of any offal that does not pollute water sources or conflict with local ordinances. In states where composting of offal is legal, many farms opt to compost the offal in a high carbon material such as wood chips. Other options are to provide a pre-dug trench or pay a rendering company to pick up offal. Farm liability insurance is a must.

If freezer trade customers are getting the goat slaughtered at a custom slaughterhouse, keep in mind that theoretically they have already purchased the animal from you at a live weight price plus processing costs. It is important that they understand how much meat they can expect and how the retail cuts will be distributed. Forms that allow them to fill out how they want the meat processed can help. Ethnic customers using the goat for curry dishes may want the carcass processed into 1 ½-inch chunks of meat and bone on a band saw, while other customers may want roasts, chops, steaks with the remainder deboned for either stew or ground meat. If you are selling the meat rather than the slaughter goat (and this includes all sales at farmers’ markets or over the internet), the meat carcass must be inspected at a USDA slaughterhouse and meat handled under the same regulations as if you were selling it to a retail business. You’ll need to investigate the cheapest and safest ways to handle credit cards, shipping materials and containers, and shipping costs if you offer internet or mail order sales.

Contract Raising and CSA’s

The issue of who actually produces the animal or the products in question is not a primary consideration. The main concern is insuring the safety of the products being marketed and protecting the consumers from food safety risks and misbranded and adulterated products.

To the extent that producers try to circumvent or avoid inspection requirements or other food safety rules that apply to their meat and meat products, creating the potential for public health risks, they can expect government officials to enforce the rules.

There are many CSA contracts and each would need to be read carefully and thoroughly to determine exactly the risks and entitlements of the shareholder. In most true-to-form CSAs the burden of risk is shared equally between the producer and the consumer. The CSA shareholder does not legally own the animal and therefore custom cutting options are not available legally to either party.

Contract raising is used primarily by large agri-business corporations with large agri-business growing houses. The burden of risk is shouldered by the growing house (or producer) up until the animals are delivered to the slaughtering facility. As most far exceed the legal threshold for small-scale production, the delivery often takes place to a USDA plant often owned and operated by the corporation itself. An example of this arrangement is the poultry industry. Agri-business corporation giants Purdue and Tyson often contract with large grow-out houses. These growers then deliver to Purdue or Tyson owned and operated USDA inspected plants. This gives the agri-business vertical integration advantages without all of the risks.

Auctions

Live market auctions are an easy way to market live animals. You expend almost no effort to find a buyer and you are guaranteed timely payment by a bonded entity. Of course, you have no control over the price you may receive. It may be a good idea to seek out larger regional sales or graded holiday sales where more buyers are likely to compete for your animals. Look over any past market reports for that particular auction. Are animals, goats in particular, sold by the lb or, less professionally, by the head? Sometimes prices are reported for an “estimated weight range” because the animals are really being sold by the head. Make a commitment to call the sale barn manager in advance to get their advice on best date to come and gauge their enthusiasm for your product. If possible, use the auction to introduce yourself directly to the buyers. This means staying for the bidding and introducing yourself to buyers. Hand out your business card. Let them know that you have more animals where these came from. Mention live weight payment.

One of the nice things about auctions is that a producer expends little effort finding a buyer when dropping animals off at an auction. Another advantage of livestock auctions is that auctions usually have to be bonded, thus, guaranteeing a producer prompt and reliable payment. The big downside is that there is no control over what price you will accept for your animals. This can make for a financially risky exchange. However, there are a few steps a producer can take to either 1) make the venture less potentially risky or 2) use it to make contact with future direct buyers.

Retailing the Cuts

Retail Markets: From the contemporary farm stand to the upscale grocery store

You may chose to operate a retail market yourself or market your product to a non-related retail outlet. If you are marketing to a retail outlet directly you become a wholesaler. You may sell to a wholesaler who then sells product to a retailer. You may also opt to use a **food broker** who handles the sales between you and another wholesaler, who then deals directly with the retailer. A **distributor** handles the transportation of the finished product from one physical location to another but generally does not facilitate contracts between buyers and sellers. (REFER TO THE WHOLESALE SECTION: You are not acting as a retailer)

Retail outlets can range from the very simple to the very elaborate. When selling meat in a retail outlet this can be anything from a freezer separate from the families on the back porch, to an upscale, gourmet grocery. Retail outlets tend to be a fixed physical locations, although selling from a freezer truck, which is regularly parked at a specific location, may be considered a retail outlet. The best example of this type of outlet is a parked freezer truck offering fresh fish for sale. At his type of outlet there are no other vendors and the market is not run on public property or by a public authority.

Local zoning must be consulted before starting a retail outlet to ensure that the operation of such does not violate any local, county or state zoning or planning ordinance. In addition some municipalities have strict signage requirements on the number, placement, size or type of sign allowable. The products requiring tax collection as well as the tax rate may differ from county to county. You will also want to contact your local and county health department.

Retail sales of meat in New York require that amenable meat prime cuts and value added products be USDA inspected. Non-amenable meat and meat products must be either USDA inspected or processed at a New York State Department of Agriculture and Market Licensed 5-A facility where it is labeled with an Article 5-A Exemption Claim.

If you are selling meats from animals you did not raise yourself, you will need a 20-C retail license. If you sell eggs, dairy or cheese in addition to your meats, you will need this license. If you are selling meat from animals that you raised (additionally you can be selling baked goods, jams, jellies and other non-hazardous products) you will not need this license.

Back porch/ Classic Farm-stand

Roadside stands and on-farm outlets are not considered by NYSDAM to be “retail food stores”. They are not required to meet the strict sanitary guidelines required by regular retail food stores or food processing establishments. Such stands and on-farm outlets are permitted to sell farm-produced foods such as fresh whole fruits and vegetables (uncut), eggs (cleaned and refrigerated at 45 degrees or less), grains and legumes, honey and maple syrup. NOTE that meat is not listed.

The Department permits businesses with a 20-C retail licenses to sell other foods, including perishable products like meat and dairy if products are:

- Processed at an approved processing facility
- Prepackaged and properly labeled
- Kept at required cold temperature to prevent spoilage or contamination.

No packaging, cutting, slicing or portioning of fruits, vegetables, meat, dairy products or ready to eat foods is permitted unless proper retail food store sanitary facilities are provided. These facilities include running hot and cold water, equipment cleaning and sanitizing facilities, hand-washing facilities and toilet facilities.

Farmers Markets

Fresh, frozen and processed meats are allowed to be sold at NYS farmers’ markets. The cold chain must not be broken. Fresh meat must be kept at 40 degrees Fahrenheit or below. Frozen meat must be kept below 32 degrees. Cleanliness is also important and most market protocol (enforced by market managers) will require you to have a hand wash station at a minimum. If selling meat by the pound you will need a NYS Department of Weights and Measurers Certified scale unless the meat is marked prior to the market or sold by the package.

Farm to School

Currently Farm to School efforts are competing with the USDA commodity program. It is exceptionally difficult to compete on both volume and price for the small, local producer. However, limited opportunities may exist for banquets, fund-raising dinners or in the a-la carte line via snack sticks or jerky. Products must be labeled, including nutritional guidelines and be approved by both the school administration as well as the cafeteria manager. Price must be competitive and the product should fall within “Wellness Policy” guidelines for nutritional content.

Farm to Restaurant

Restaurants are a very gray area in direct marketing. Are they participants in the wholesale chain, or end customers in the retail chain? Up until this year, the answer to this question only affected the poultry industry, which allowed small-scale on-farm processors to slaughter and deliver to restaurants whole poultry carcasses. A

recent interpretation (May 2006) no longer permits the sale of on-farm processed whole poultry carcasses to restaurants, determining the ultimate retail customer the diner or restaurant patron.

Fundraising Dinners

If there is a free will offering, then the meat does not have to be either federally or state inspected; however, if tickets are sold at a set price all meat, poultry and game must be appropriately inspected. It is advisable based on inherent risk to use the appropriate inspection channels. The FDA has proposed to **revise requirements for processing of donated foods**. It would require multi-State processors to enter into National Processing Agreements and would permit processors to substitute donated beef and pork with commercially purchased beef and pork of U.S. origin and of equal or better quality than the donated food.

Fairs and Festivals

Fairs and festivals are different from Farmers' Markets in that most products sold are in the ready-to-eat form. Cooking can be done at an on-site facility or at an off-site facility and then appropriately transported to the location. Vending permits as well as appropriate County Health Department Permits are required. In order to receive such a permit some counties may require specific training, a HAACP plan, or other documentation as requested.

Mail Orders

Refrigerated foods must be mailed cold or frozen in a foam or heavy cardboard box with a cold source included. The package must be labeled "Keep Refrigerated". The package should be mailed for next day delivery. When mailing by private carrier, do not use a postal address, use a house or apartment number to make sure the package is received in person. Keep tracking records and shipping records. It is best to alert the customer that the package is in the mail and to remind them to promptly refrigerate or freeze upon receipt.



Finding a Specialty (Niche) Market for Your Farm Products

Breaking into a specialty food store, a gourmet restaurant or even finding a reputable wholesaler to buy your livestock or produce takes a lot of hard work and persistence. I have been asked time and time again how one goes about getting into such a market. I am reluctant to share this information because I have earned it through the school of hard knocks, and simply handing it out freely seems to invite competition to what I am doing. However more and more small farmers are going out on their own trying to get in where they are able.

Marketing is a hard job and a time consuming one. Anyone thinking any different is entirely wrong. If I had to say how I spend my working hours on our farm, over half is spent on marketing, promotion and sales.

The first step in getting in anywhere, especially where you want to get in, is a referral. It may seem like an impossible task, but somewhere out there is a person who can help you. Keep talking, and in some circle, someone will know someone who can give you what you are looking for. Chefs, I have found, are a tight nit group, and a referral is paramount to your success.

With referral in hand, I begin to do my homework and learn about the customer. I look for a good “fit” between my products and the intended customer. By “fit” I mean, is it in their price range, their product line, or would their customer base of my intended customer even purchase my product. Find out who actually does the purchasing and ordering- is it the owner, the purchasing agent, the chef or sous chef? I don’t like to waste my time or the customer’s time. It is my responsibility to check this out before making any contact with the intended customer.

Once I have gotten a referral and have investigated my proposed customer, I send a cover letter, very short and to the point (chefs don’t like to take the time to read lengthy brochures, letters, etc). I make sure I include the referral. I also send a very well written brochure and price list. It must look very professional. There is a lot of competition out there, and you are competing with the big boys!

I allow several days to a week for my intended customer to read the material I have sent. I follow up with a phone call. Sometimes I will get a flat out rejection, but other times I can get a foot in the door. At this point I make an appointment to see the intended customer. (You have to set a time and date. You might even want to send a postcard as a reminder of your meeting.)

The meeting itself is very important. You must be prepared to answer any question asked of you. What quantities, what qualities, who else is using it, what makes it different, how can it be used (recipe suggestions can be helpful in some situations), what is the nutritional profile, how will it be delivered, how much does it cost, what are shipping terms, what are the payment terms? These are just some of the many questions that will be asked of you. Be prepared and know the answers. If the perspective customer is sincerely interested offer a sample. I don’t like to waste my money on handing out samples if the individual is truly not interested.

Give the intended customer a day or two to try the product. If you gave a great sales pitch they will try it as soon as possible. Follow up with a phone call. At this point you need to get them hooked by placing an order, or you risk losing them. This must be done tactfully as no-one likes to feel pressured. I suggest practicing this with some good friend. Have your friend play the devils advocate!

With an initial order, make sure everything is as promised, or better. Follow the order with a phone call to make sure they received their delivery and everything was satisfactory. Often we call again, about a week later, to see how they liked our product, how the response was, and if they are in need of more.

There are very few customers who will call you, the small farmer, for an order- you have to call them, and you have to do it without being “annoying”. Never call a chef during lunch or dinner, and never call on weekends. There are hours of the day that are more convenient for meeting with customers. Each customer will have a personal preference. I like to keep a notebook for each customer. I note when I call, when they order, what they order, and their feedback.

Generally, the customer will develop a routine, or a usage schedule you can predict. Some of our big restaurants place a weekly order, others are bi-weekly, and still others are monthly. Some have our product on the weekly menu; others run our product as a special.

Whatever you do, don’t lose contact with the customer; this is especially true if you are marketing a seasonal product. If you are selling meats in the fall and winter, contact during the spring or summer is necessary. You should be in contact with your customer to adjust your level of production. You must also remember that chefs are more important than their restaurant. If a chef leaves, do whatever it takes to find where he has moved. If you have a great product, your chef will still be your valuable customer. Perhaps you may even pick up a second chef at the first chef’s former restaurant.

Holidays are very important at restaurants. By knowing who their clientele is, you will have some idea of their demands. During holidays this demand will be increased dramatically. Be sure you can supply their needs. Ethnic restaurants have very specific needs, and not just any product will do. Get the specifics from your customer. Watch the calendar for the holidays of your market. I like to call well in advance, (two to three weeks

ahead), to get an idea of their holiday orders. This is also a good time to get into a restaurant as a “special”. If they like your product enough, then you have a good chance of repeat sales.

Marketing to restaurants and other customers isn’t for everyone. It takes a lot of commitment and many, many hours on the phone and in the car traveling. I believe that is why “group or regional” marketing makes more sense- to have one individual represent several farmers and a wide array of various products. Farmers need to help each other, not step on each other. There are many markets out there waiting to be explored. The entire east coast from Boston to Richmond is a potential market waiting to be developed. It is not endless but it is vast. We should not be fighting amongst ourselves for a market in just one of these cities. We must work together. I have shared with you my “secrets” of the trade. I ask in return that in your attempts at direct marketing, you too share your experiences when asked, that you help your fellow farmer, and that you do not knock on the door where farmers are already marketing directly.

By Product Marketing Opportunities for Your Consideration

Raw Material	Manufactured Material	Potential Buyers
Raw Hides		Hide pools, Tanners, Leather Supply Houses, Taxidermists, Drum Manufacturers, Crafters
	Tanned Hides	Leather Supply Houses, Upholstery Shops, Crafters, Sewing Centers, Garment Makers
Hair		Fly-Tiers, Upholsterers, Taxidermists, Heritage Demos
Raw Fleece		Wool pools, crafters
	Cleaned Fleece	Knitters, Craft centers, manufacturers
Skulls		Crafters, Religious cults
Antlers		Antler pools, Crafters, Furniture Manufacturers, “Vitamin companies”
Hooves		Crafters
Feathers		Crafters, bait and tackle

		shops, outfitters, schools
Teeth		Crafters
Bones		Dog food companies, Museums, Researchers
	Smoked Bones	Pet food suppliers
Hearts, Liver and other offal		Dog food companies, pet owners, breeders, kennel clubs, hunting clubs, Veterinarians, researchers,
	Dehydrated Pet Treats and Cookies	Pet Owners
Tallow		Crafters, soap and candle makers, muzzle-loading clubs, feed manufacturers
	Soaps and Candles	Farmers Markets, Retail Outlets, Gift Shops

HAACP, SOP and GMP

Most of the US food safety programs are risk based to ensure that the public is protected from health risks of unsafe foods. Risk assessment is used in estimating the magnitude of the problem faced, and in determining the appropriate risk management response. This is true for both the inspection process as well as insurance recommendations.

Hazard Analysis Critical Control Points (HAACP)

Introduction to HACCP

The Hazard Analysis and Critical Control Points (HACCP) system is a logical, scientific approach to controlling hazards in meat production. HACCP is a preventive system for assuring the safe production of food products. The application of HACCP is based on technical and scientific principles that assure food safety. An ideal application would include all processes from the farm to the table. The principle of HACCP can be applied to production, meat slaughter and processing, shipping and distribution, food service and in home preparation. HACCP is a systematic preventative system that uses common sense application of scientific principles. The most important aspect of HACCP is that it is a preventative system rather than an inspection system of controlling food safety hazards. Prevention of hazards cannot be accomplished by end product inspection and controlling the production process with HACCP offers the best approach. The application of HACCP is systematic because structured hazard analysis and implementation are provided. The process is common sense in that each processor understand their operation is best able to assess controlling the process. HACCP is also science based as the controls that are placed in the process should be based on scientific information. The HACCP system has two major components. The HA of HACCP represents the logic in the hazard analysis, and is identified with the where and the how of the hazards. The CCP of HACCP represents the critical control points that provides the control of the process and the proof of control. The end objective of HACCP is to make the product as safe as possible and to be able to prove that eh product was processes as safe as possible. This does not mean that HACCP provides 100% assurance of food safety to consumers, but does mean that a meat processing company is doing the best job possible for safe food production. The assurance of safety come from the process of identifying the hazards, establishing controls for the identified hazards, monitoring the controls, and periodically verifying that the system works.

Hazards

HACCP focuses on three types of hazards: biological hazards, chemical hazards and physical hazards. Biological hazards are the type of hazards that receive the most attention in the HACCP system and which also present the greatest risk of severity and occurrence. Biological hazards include hazards from pathogens such as bacterial, viruses, yeast and molds. Bacteria that receive the greatest attention in the United States include E. Coli 0157:H7, Listeria Monocytogenes, Salmonella, Staphylococcus auerus and Campylobacter. Chemical hazards in meat products could result from the misuse of antibiotics in production, contamination with sanitizers or cleaning agents, or environmental contamination from hydraulic fluids. Physical hazards are probably the most recognized by consumers as they usually find this hazard. Glass, metal and plastic are physical hazards that can occur in meat products.

The seven principles of HACCP are:

1. Conduct a Hazard Analysis
2. Identify Critical Control Points (CCP)
3. Establish Critical Limits for CCP
4. Establish Monitoring Procedures
5. Establish Corrective Actions
6. Establish Recordkeeping Procedures
7. Establish Verification Procedures

Standard operating procedures (SOP)

Standard Operating Procedures (SOPs) are descriptions of particular tasks undertaken in a food processing operation. A specific SOP should address the following: the purpose and frequency of doing a task, which individual will do the task, a description of the procedure to be performed including all the steps involved, and the corrective actions to be taken if the task is performed incorrectly. USDA mandated Sanitation Standard Operating Procedures (SSOPs) for Meat and Poultry Operations effective January 27, 1997. The rule calls on plant management to develop SSOPs that address daily routine sanitary procedures, before and during operations to prevent direct product contamination or adulteration. Procedures should be specific for each plant and can be as detailed as the plant wants to make them.

Good Manufacturing Practices (GMP)

GMPs refer to a set of procedures and measures taken by a plant to ensure that the food is not adulterated: In a plant environment, all SOPs should take GMPs into account when being written and as such SOP's and GMPs are used in conjunction with each other. FDA mandates GMPs but not SOPs. NYSDAM also has its own set of rules and regulations identifying GMP's as they relate to Human Foods (1NYCRR, PART 261).

Any operations which manufactures, processes, packs, labels or holds human food is obligated to follow NYSDAM's GMP's. On farm retail establishments that hold food are required to:

- Keep the grounds about a food plant free from conditions that may result in the contamination of food. This requires proper storage of equipment, litter, waste, refuse, and cutting of weeds and grass within the immediate vicinity of the building or plant. Dusty roads, yards and lost may also constitute a source of contamination as would excessively muddy or inadequately drained areas.
- Design and construct plant buildings and structures to be suitable in size, to facilitate maintenance and sanitary operation and include for proper storage of equipment and supplies.
- Clean and maintain equipment to preclude adulteration of foods.
- Equip plants with sanitary facilities and accommodations including water supply, sewage disposal, plumbing, hand washing facilities, toilets, and rubbish and offal disposal.

Sanitary Operations include planning for general maintenance, animal and vermin control, sanitation of equipment and utensils, and storage and handling of equipment and utensils.

End Product Testing

Prior to the de-regulation of product testing by the Clinton Administration, it was the responsibility of Federal Inspectors to test product for market readiness. The transition to a HACCP based system put the burden of inspection on the plants themselves. It was strongly debated if this would encourage more or less end-product testing. Basing their reputation and livelihoods on product quality, product testing largely continued and expanded as the increased number of recalls would indicate. Eventually corrections and adjustments were made within plants and recall numbers declined in subsequent years.

Bacteria have a specific range of environmental factors in which they can grow and survive. Environmental tests performed include measuring temperature, oxygen levels, water activity (or the water available for microbial growth), acidity, nutrient availability, bacterial levels already present and the presence of competitive microbes.

Today plants test products for various microbial pathogens such as clostridium botulinum, staphylococcus aureus, listeria monocytogenes, Escherichia coli O157-H7, and salmonella spp.. Foreign materials such as spinal cords, bone fragments or other items may also be screened for.

Risk Management and Insurance Considerations for Farmers Selling Direct

Risk Management

Try to identify how and where risks might exist. By doing so you can consider how any risks can be eliminated or reduced and preparing a contingency plan in case something does go wrong. There are many ways direct farm marketers can get into legal trouble. Here are the eight common pitfalls according to the Drake Law Center:

- a. conducting a “commercial” business in an area not zoned for such use
- b. not carrying sufficient liability insurance
- c. allowing unsafe conditions to exist on your property when customers are allowed to visit
- d. selling processed foods which have been produced at an unlicensed facility
- e. failing to observe rules designed to protect food safety and quality
- f. selling more products at your stand which were produced by others than you raised yourself
- g. failing to comply with labor rules
- h. failing to comply with record keeping and paperwork rules for tax or labor laws

Drake also recommends making SIX PHONE CALLS BEFORE YOU BEGIN DIRECT FARM MARKETING

- The local land use planning authorities
- Your insurance agent
- The state food inspection and licensing officials
- The state labor commissioner
- The state department of agriculture and marketing
- Your attorney

Insurance

There are at least two types of insurance you’ll want to carry. In addition there other policies or riders you’ll want to consider such as the Frozen Foods Rider just in case your electricity goes out!

General Liability Insurance: Commercial General Liability covers four types of injuries:

- bodily injury that results in actual physical damage or loss
- property damage or loss
- personal injury (slander or damage to reputation)
- advertising injury (charges of negligence that result from the promotion of your own goods or services)

Product Liability Insurance:

The basic premise of product liability is that companies have a duty to protect consumers from potential hazards, even if the damage is primarily caused by consumer negligence or deliberate misuse. Courts have held that manufacturers generally have more innate knowledge about their products, so it falls on them to assume financial responsibility for injuries and property damage.

Product liability cases generally fall along three separate lines. The first consideration is a design flaw. The second consideration is manufacturing liability. The third line of reasoning is called "failure to warn." Modern product liability laws enacted in the 1960s work on the principle of "strict liability," which means manufacturers bear much more responsibility for the safety of their products, even if some consumers use the product irresponsibly.

Licenses to consider

Food Establishment Licenses

The New York State Department of Agriculture and Markets Division of Food Safety and Inspection is responsible for the licensing and inspection of food establishments operating. These licenses are issued by the New York State Department of Agriculture and Market Food Safety and Inspection division. These licenses are renewable annually and can be revoked by the Department for violations. The New York State Department of Agriculture and Markets Division of Food Safety and Inspection may issue the following licenses for the following types of operations:

Article 20-C Food processing establishments:

Retail food stores that conduct any type of food preparation such as meat or cheese grinding, heating foods, sandwich making, operate beverage-dispensing machines, prepare sushi, salad bars, or other ready to eat exposed food packaging activity.

- Wholesale bakeries.
- Wholesale food manufacturers of any product that is not under the jurisdiction of the USDA Federal Meat and Poultry Inspection Program or the New York State Department of Agriculture and Markets Division of Milk Control.
- Beverage plants that produce soft drinks, flavored waters, beer, wine, fruit juice, etc.

Article 28 Retail Food Stores:

Any Retail Food Store within the State where food and food products are offered to the consumer and intended for off-premises consumption. As defined in Article 28, a retail food store does not include establishments that handle only pre-packaged, non-potentially hazardous foods, roadside markets that offer only fresh fruits and vegetables for sale, food service establishments or food and beverage vending machines. In addition, retail food stores licensed by the Department pursuant to Article 20-C (Food Processing Establishments) are exempt from licensure under this Article. **You are required to be licensed if you offer for sale potentially hazardous foods, which can include any of the following: milk, shell eggs, and refrigerated or frozen meats.**

NOTE--Farmers who sell their own meat slaughtered, cut, processed, packaged and labeled under the appropriate inspection facility (5-A or USDA) do NOT need either an Article 28 or an Article 20-C license. However, if you sell the product of another farmer you will need this Article 28 license.

Article 28 Food Warehouses:

Any food warehouse facility within the State in which food is held for commercial distribution.

Article 17-B food salvager:

A business that receives distress or damaged food or food use products for reconditioning, culling and or sorting for the purpose of resale of satisfactory products.

Article 19 refrigerated warehouse/locker plant:

A facility that offers refrigerated storage space for rent in their building for the storage of food commodities or produce owned by other businesses. The commodities being held must be lot coded and not held for over two years without approval for extended storage. Produce only facilities pay a reduced license fee.

Article 5-C licensing of rendering plants:

Disposal plants that process animals or inedible meat for other than human consumption require this license. In addition, businesses that operate a transportation service for transporting for hire unprocessed animal bodies or meat products not intended for human consumption.

Other Departments You Need to Contact

State Jurisdiction

- NYS Department of Weights and Measures will need to certify your scales. Scales are sealed and a sticker is adhered showing their expiration date. A small fee is charged for the inspection.
- NYS Department of Taxation and Finance. As a farm or business you will need to file an Income Tax Return with the NYS Department of Tax and Finance. You can do this on a self-employed business owner-operator on Form 1040 Schedule C or 1040 Schedule F if the operation is conducted as part of the farm operations itself. You may wish to file for a Federal Identification number separate from your social security number when filing these forms under a business name. If you do use a business name, and don't create a separate legal entity such as a partnership or corporation you will also need to file a DBA (doing business as) with you county.
- NYS Department of Labor will need to know if you have any employees. There are forms you will need to file and quarterly reports as well.

County Jurisdiction

- Your County Health Department will want to know that you are selling meat and meat products in any form. Each county has different regulations so you'll need to be very specific about your intentions when you contact them to make sure you are in compliance.
- Your County Planning and Zoning Office may or may not allow the retail establishment you are considering. Before beginning any retail outlet you'll want to know what is permissible and what is not.

FDA Actions on New Bioterrorism Legislation

Fact Sheet on FDA'S New Food Bioterrorism Regulation: Interim Final Rule - Registration of Food Facilities

The Public Health Security and Bioterrorism Preparedness and Response Act of 2002 (the Bioterrorism Act) directs the Secretary of Health and Human Services to take steps to protect the public from a threatened or actual terrorist attack on the U.S. food supply. To carry out the provisions of the Bioterrorism Act, FDA published, on October 10, 2003, an interim final regulation, *Registration Of Food Facilities*, which requires domestic and foreign facilities that manufacture/process, pack, or hold food for human or animal consumption in the United States to register with the FDA. Under this interim final regulation, all affected facilities must register by **December 12, 2003**. In the event of a potential or actual bioterrorism incident or an outbreak of food-borne illness, facility registration information will help FDA to determine the location and source of the event and permit the agency to notify quickly facilities that may be affected. **Facilities can register online via the Internet, by completing a paper form, or submitting to FDA a CD-ROM with relevant registration information. The online registration system will be available for use on October 16, 2003. For assistance with online registration: in the U.S call 1-800-216-7331 or 301-575-0156; from elsewhere call 301-575-0156; or send a fax to 301-210-0247. Requests for assistance also may be emailed to furls@fda.gov. Beginning October 16, 2003, the Online Registration Help Desk will be staffed on business days from 7 AM until 11 PM U.S. Eastern Time.**

This new regulation pertains *only* to facilities that manufacture/process, pack, or hold food, as defined in the regulation, for consumption in the U.S. Examples of "food" include:

- Dietary supplements and dietary ingredients
- Infant formula
- Beverages (including alcoholic beverages and bottled water)
- Fruits and vegetables
- Fish and seafood
- Dairy products and shell eggs
- Raw agricultural commodities for use as food or components of food
- Canned and frozen foods
- Bakery goods, snack food, and candy (including chewing gum)
- Live food animals
- Animal feeds and pet food

Food contact substances and pesticides are not "food" for purposes of the interim final rule. Thus, a facility that manufactures/processes, packs, or holds a food contact substance or a pesticide is not required to register with FDA.

Who must register? The owner, operator, or agent in charge of a domestic or foreign facility that manufactures/processes, packs, or holds food for human or animal consumption in the U.S., or an individual authorized by one of them, must register that facility with FDA by **December 12, 2003**. A domestic facility must register whether or not food from the facility enters interstate commerce. A foreign facility must designate a **U.S. agent** (for example a facility's importer or broker), who must live or maintain a place of business in the U.S. and be physically present in the U.S., for purposes of registration.

What types of facilities do not have to register?

- **Private residences of individuals**, even though food may be manufactured/processed, packed, or held there.

- **Non-bottled water drinking water collection and distribution establishments and structures**, such as municipal water systems.
- **Transport vehicles that hold food only in the usual course of their business as carriers**.
- **Farms**, i.e., facilities in one general physical location devoted to the growing and harvesting of crops, the raising of animals (including seafood), or both. Washing, trimming of outer leaves, and cooling of produce are considered part of harvesting. The term "farm" also includes facilities that pack or hold food, provided that all food used in such activities is grown, raised, or consumed on that farm or another farm under the same ownership, and facilities that manufacture/process food, provided that all food used in such activities is consumed on that farm or another farm under the same ownership. A farm-operated roadside stand that sells food directly to consumers as its primary function would be exempt from registration as a retail food establishment.
- **Restaurants**, i.e., facilities that prepare and sell food directly to consumers for immediate consumption, including pet shelters, kennels, and veterinary facilities that provide food directly to animals. Facilities that provide food to interstate conveyances, such as commercial aircraft, or central kitchens that do not prepare and serve food directly to consumers are not restaurants for purposes of the rule.
- **Retail food establishments**, such as groceries, delis, and roadside stands, that sell food directly to consumers as their *primary function*, meaning that annual sales directly to consumers are of greater dollar value than annual sales to other buyers. An establishment that manufactures/processes, packs, or holds food and whose primary function is to sell food directly to consumers, including food that the establishment manufactures/processes, from that establishment is a retail food establishment and is not required to register.
- **Nonprofit food establishments**, which are charitable entities that meet the terms of § 501(c)(3) of the Internal Revenue Code and that prepare or serve food directly to the consumer or otherwise provide food or meals for consumption by humans or animals in the U.S. Central food banks, soup kitchens, and nonprofit food delivery services are examples of nonprofit food establishments.
- **Fishing vessels** that harvest and transport fish. Such vessels may engage in practices such as heading, eviscerating, or freezing fish solely to prepare the fish for holding on board the vessel and remain exempt.
- **Facilities regulated exclusively and throughout the entire facility by the U.S. Department of Agriculture**, that is, facilities handling only meat, poultry or egg products.

Do all foreign facilities that manufacture/process, pack, or hold food for consumption in the U.S have to register? No. If a foreign facility that manufactures/ processes, packs, or holds food sends it to another *foreign* facility for further manufacturing/processing or packaging before the food is exported to the U.S., only the *second* foreign facility is required to register. **However**, if the second foreign facility performs only a *de minimis* activity, such as putting on a label, *both* facilities would be required to register. Also, any foreign facility that *packs or holds* food after the last foreign manufacturer/processor of the food must register.

How often must you register? Registration is required only once for each food facility. However, required registration information must be updated if it changes.

What does the registration number mean? It means that the owner of the facility has complied with this rule by registering with FDA. Assignment of the number does not convey FDA approval or endorsement of the facility or its products.

Is there a fee for registration? There is no fee for registration or for updates of any registration.

How can a facility register? Registrants must use Form 3537 to register or update a registration. Facilities may register online via the Internet at www.fda.gov/furls, which will operate 24 hours a day, seven days a week, beginning October 16, 2003. This web site is available from wherever the Internet is accessible, including

libraries, copy centers, schools, and Internet cafes. In addition to the online help registrants can access at www.fda.gov/furls, there is also an Online Registration Help Desk:

Glossary Of Terms

Adulterated Generally, impure, unsafe, or unwholesome; however, the Federal Food, Drug, and Cosmetic Act, the Federal Meat Inspection Act, the Poultry Products Inspection Act, and the Egg Products Inspection Act contain separate language defining in very specific (and lengthy) terms how the term “adulterated” will be applied to the foods each of these laws regulates. Products found to be adulterated under these laws cannot enter into commerce for human food use.

Agricultural Marketing Act of 1946 The Agricultural Marketing Act of 1946 (AMA) (as amended) provides USDA with the authority to inspect, certify, and identify the class, quality, quantity, and condition of agricultural products (including food animal products) in interstate commerce on a voluntary, fee-for-service basis that covers program costs.

Amenable Cattle, swine, sheep, goats, horses, mules, and other equines. USDA requires and provides antemortem and postmortem inspection of these species as a condition for retail sale.

Animal means cattle, swine, sheep, goats, horses and other large domesticated mammals.

Ante Mortem Inspection “Ante” means “before” “Mortem” means “death” All animals presented for slaughter must receive ante mortem inspection by a FSIS inspector. The purpose of ante mortem inspection is to determine whether welfare has been compromised or there is any sign of any condition that might adversely affect human or animal health. The term refers to the examination that USDA meat and poultry inspectors are required to conduct of all live animals prior to slaughter.

Article 5A exemption New York State Agriculture and Markets rule as relating to the Licensing of Slaughterhouses. (Often quoted when referring to the on-farm exemption of poultry slaughter)

Carcass means all parts, including viscera of a slaughtered animal that are capable of being used for human food.

Certification The term “*certified*” implies that the USDA’s FSIS and the Agriculture Marketing Service have officially evaluated a meat product for class, grade, or other quality characteristics (e.g., “Certified Angus Beef”).

Cooperative Meat and Poultry Inspection Program Establishments have the option to apply for Federal or State inspection. Under the agreement, a State's program must enforce requirements "at least equal to" those imposed under the Federal Meat and Poultry Products Inspection Acts.

Custom Exempt Custom exempt establishments are slaughter and processing establishments that are not subject to the routine inspection requirements of the Federal Meat Inspection Act and Poultry Products Inspection Act.

Custom Slaughter- means a person, firm corporation or association who or which operates a place or establishment where animals are delivered by the owner thereof for slaughter exclusively for use, in the household of such owner, or him and members of his household and his non-paying guests and employees, provided that such custom slaughter does not engage in the business of buying or selling any carcasses, parts of carcasses meat or meat products of any animal.

Custom Slaughtered Meat- means meat from animals that have been slaughtered by a custom slaughterer for the owner exclusively for use, in the household of such owner, by him and members of his household and his non-paying guests and employees.

Cutting Any division of any carcass or part thereof, except that the trimming of carcasses or parts thereof to remove surface contaminants is not considered as cutting up.

Domestic Game Bird "Domestic game bird" means ducks, geese, brant, swans, pheasants, quail, wild turkey, ruffed grouse, Chukar partridge and Hungarian or European gray-legged partridge, propagated under a domestic game bird breeder's license pursuant to section 11-1901 or a shooting preserve license pursuant to section 11-1903, or propagated on a preserve.

Edible and For Human Consumption shall apply to any carcass or part or product of a carcass, of any

animal unless it is denatured or otherwise identified as required by regulations prescribed by the commissioner to deter its use as human food, or is naturally inedible by humans.

Exemption The Secretary shall, by regulation and under such conditions as to sanitary standards, practices, and procedures as he may prescribe, exempt from specific provisions of federal and state law.

Exotic Animal Producer means any interested party that engages in the raising and/or marketing of an exotic animal for commercial purposes.

Exotic species. FSIS regulations identifies reindeer, elk, deer, antelope, water buffalo and bison as exotic animals eligible for voluntary inspection

Export - to send to a foreign country. Carcasses and live slaughter animals originating in the US but exported to another country are subject to additional regulations depending on the specifications of the importing country.

Farm Dressed Meat means meat from animals slaughtered by a bona fide farmer who, as an incident of such farm operations, slaughters his own domestic animals on his own premises exclusively for use, in his household, by him and members of his household and his non-paying guests and employees.

Federal Inspection means the meat inspection or poultry and poultry products inspection maintained by the United State Department of Agriculture.

Federal Law refers to the Federal Meat Inspection Act and all acts amendatory thereof and supplementary thereto.

Federal Meat Inspection Act The FMIA mandates that USDA inspect cattle, sheep, swine, goats, horses, mules, and other equines, and the food products thereof, slaughtered and prepared in Federal establishments and foreign establishments exporting such products to the United States, that are intended for distribution in commerce (21 U.S.C. 601 et seq.). The Federal meat inspection regulations (9 CFR Subchapter A) implement the provisions of the FMIA. The Federal meat inspection regulations (9 CFR 301.2) define "livestock," "meat," and "meat food products" as being of cattle, sheep, swine, goat, horse, mule, or other equine origin. The FMIA provides for exemptions from inspection of the slaughter of animals and the preparation of the carcasses, parts thereof, for meat, and meat food products at establishments conducting such operations for commerce when such products are exclusively used by an individual or households and, thus, are not sold. This provision is referred to as the custom operation exemption. The FMIA also provides an exemption from the definition of "meat food product" for products that contain meat or other portions of such carcasses only in a relatively small proportion or historically have not been considered by consumers as products of the meat food industry, and that can not be represented as meat food products. The Federal meat inspection regulations (9 CFR Part 303) also address exemptions from the requirements of the FMIA with regard to inspection, including custom operations and products that are exempt from the definition of "meat food product".

Federal Plant Used synonymously for a USDA FSIS or FDA inspected facility.

Field Ante Mortem Inspection means the ante-mortem inspection of an exotic animal away from the official exotic animal establishment's premises.

Field Designated area. This is the area on a farm designated for animal viewing by a licensed and practicing veterinarian to certify that the animal is healthy and can enter the food chain.

Field Harvest means dispatching the animal on the farm in a special designated area by a single specifically placed shot.

Food and Drug Administration (FDA) is an agency of the United States Department of Health and Human Services and is responsible for regulating food, dietary supplements, drugs and more. FDA derives all of its authority and jurisdiction from various acts of Congress. The main source of the FDA's authority is the Federal Food, Drug, and Cosmetic Act.

Food Safety and Inspection Service (FSIS) Under authority of the Federal Meat, Poultry and Egg Products Inspection Acts, FSIS inspects and monitors all meat, poultry and egg products sold in interstate and foreign commerce to ensure compliance with mandatory U.S. food safety standards and

inspection legislation.

Foreign Trade – Commerce with a foreign country.

Game or Wild Game means an animal, the products of which are food, that is not classified as cattle, sheep, swine, goat horse, mule, or other equine, as defined by the Federal Meat Inspection Act, the Poultry and Poultry Products inspection Act or as fish. Game animals include mammals such as reindeer, elk, deer, antelope, water buffalo, bison, squirrel, opossum, raccoon, nutria or muskrat or non-aquatic reptiles such as land snakes, bear, coyotes, or as defined in section 11-0103 of the Environmental Conservation law, taken by lawful hunting.

Grading a means for quality evaluation of traits related to tenderness, juiciness, and flavor of meat; and, for poultry, a normal shape that is fully fleshed and meaty and free of defects. Grading for quality is **voluntary**, and the service is requested and paid for by meat and poultry producers/processors.

Hazard Analysis Critical Control Point (HAACP) HAACP is a safeguarding management system that prevents food hazards of a biological, chemical or physical nature.

Inedible. Adulterated, uninspected, or not intended for use as human food.

Inspection refers to the examination of an animal, meat and meat product by an official inspector to certify wholesomeness and condition. Every part of the manufacturing process of meat and poultry must be carefully inspected. All ingredients and their amounts must be approved, as well as the handling and storage of processed meat products.

Inspection Legend—means a mark or a statement authorized by the provisions of the federal law, on a carcass, meat, meat by-product or meat food product indicating the product has been inspected and passed.

Inspector an employee of the government who ensures the safety of the nation's meat, poultry, and egg products. FSIS inspectors examine animals before and after slaughter, preventing diseased animals from entering the food supply and examining carcasses for visible defects that can affect safety and quality. Inspectors also test for the presence of harmful pathogens and drug and chemical residues.

Inter-state movement of products exclusively within a states boundary.

Intra-state movement of products across state lines.

Labeling All brands and labels applied to carcasses, processed meat, wholesale cuts, and edible meat by-products must be approved by the FSIS. Inspection labels must contain the common name of the product, the name and address of the meat processor, and a list of ingredients in descending order of their content. Meat products from state inspected plants must also bear state approved labels which have similar requirements to those for federally inspected products

Mandatory Inspection This is an inspection of wholesomeness of animals, meat and food products that fall under the jurisdiction of the USDA FSIS. These inspections are paid for by tax dollars.

Mark of Inspection Meat that has been federally inspected and passed for wholesomeness is stamped with a purple mark known as the Mark of Inspection.

Meat means the edible part of the muscle of cattle, swine, sheep, goats, horses and other large domesticated animals which is skeletal or which is found in the tongue, diaphragm, in the heart or in the esophagus with or without the accompanying or overlying fat, and the portions of bone, skin, nerve and blood vessels which normally accompany the muscle tissues which are not separated from it in the process of dressing. It does no include the muscle found in the lips, snout or ears. Any edible part of the carcass that has been manufactured, cured, smoke, processed, or otherwise treated shall not be considered meat.

Meat by-product means any edible part other than meat, which has been derived from cattle, swine, sheep, goats, horses, and other large domesticated animals. This term shall apply only to those parts that have not been manufactured, cured, smoked, processed, or otherwise treated.

Meat Food Product- means any product capable of use as human food which is made wholly or in part,

from any meat or other portion of the carcass of any animal, excepting products which contain meat or other portions of such carcasses only in a relatively small proportion or historically have not been considered by consumers as products of the meat food industry, and which are exempted from definition as a meat food product by the commissioner under such conditions as he may prescribe to assure that the meat or other portions of such carcasses contained in such product are not adulterated and that such products are not represented as meat food products.

Meat Label- means a display of written, printed, graphic matter authorized by the provision of the federal law on a container indicating the meat, meat by-products, or meat food products contained therein have been inspected and passed.

Multi-species product consists of two percent or more cooked meat or poultry obtained from one of the amenable species, three percent or more of fresh meat or poultry or 30 percent or more amenable fat.

New York State Department of Agriculture and Markets (NYSDAM)

Nitrite Sodium nitrite is a salt and used to cure meat and poultry products such as bologna, hot dogs, and bacon. Nitrite adds flavor and gives meat cured meat their characteristic color. Sodium Nitrite helps prevent the growth of *Clostridium botulinum*, which can cause botulism in humans.

Nitrate Sodium nitrate, a “chemical cousin” of nitrite, was used as a curing ingredient but is rarely used to cure meat today.

Non-amenable Any species other than cattle, sheep, swine, goats, horses, mules, other equines, ratites (emus, rhea, and ostrich), and domesticated poultry (turkeys, chickens, ducks, geese, and guinea fowl). Examples of non-amenable species include bison, deer, quail, and rabbit. The USDA does not require ante mortem and postmortem inspection of non-amenable species as a condition for retail sale as it does for amenable species. A producer or processor can voluntarily request USDA inspection of non-amenable species for a fee

Not for Sale Stamp – indicates that a carcass was slaughtered without inspection under the custom exemption and that all meat products from it are ineligible for resale and are for consumption of the animal owner, immediate family and non-paying guests

Official exotic animal establishment means any slaughtering, cutting, boning, curing, smoking, salting, packing, rendering, or similar establishment at which inspection is maintained

Packaging Any cloth, paper, plastic, metal, or other material used to form a container, wrapper, label, or cover for meat products.

Post Mortem Inspection As used in the meat and poultry inspection program, the phrase refers to the inspection that Food Safety and Inspection Service inspectors are required to conduct of all animal carcasses immediately after they are killed.

Poultry The term "poultry" means any domesticated bird, whether live or dead

Poultry Products Inspection Act The PPIA mandates that USDA inspect "poultry," i.e., any domesticated bird, and food products thereof, slaughtered and prepared in Federal establishments and foreign establishments for export to the United States that are intended for distribution in commerce (21 U.S.C. 451 et seq.). The Federal poultry products inspection regulations (9 CFR Part 381) implement the provisions of the PPIA. The Federal poultry products inspection regulations (9 CFR 381.1) define poultry as meaning any domesticated bird (chickens, turkeys, ducks, geese, or guineas), whether live or dead. The PPIA also provides for exemptions from inspection of the slaughter of poultry and the preparation of poultry products, i.e., poultry carcasses or parts thereof. Among the exemptions, the PPIA provides for the exemption from inspection of the custom slaughter of poultry and the preparation of carcasses and parts thereof at establishments conducting such operations when such products are used exclusively by households and individuals and are not sold. Different from the provisions of the FMIA, the PPIA contains specific criteria for such exemptions based on the volume of poultry slaughtered or processed. The PPIA also includes an exemption from the definition of "poultry product" for products that contain poultry ingredients only in a relatively small proportion or historically have not been considered by consumers as products of the poultry food industry, and that can not be represented as

poultry products. The Federal poultry products inspection regulations address exemptions from inspection, including an exemption from the definition of "poultry product" of certain human food products containing poultry, such as those containing less than 2 percent cooked poultry meat (9 CFR 381.15), and an exemption from inspection for custom operations (9 CFR 381.10).

Processing The terms "processed" and "processing" refer to operations in which the carcasses of slaughtered animals are, cut-up, skinned, boned, canned, salted, stuffed, rendered, or otherwise manufactured or processed.

Religions Exemption is intended to prevent conflicts between religious dietary laws and regulatory requirements.

Retail The sale of commodities to ultimate consumers, usually in small quantities.

Sausage Kitchen This term applies to inspected establishments where sausage is made.

Seafood The term "fish" includes all fresh or saltwater finfish, molluscan shellfish, crustaceans, and other forms of aquatic animal life. Birds are specifically excluded from the definition because commercial species of birds are either nonaquatic or, as in the case of aquatic birds such as ducks, regulated by USDA. Mammals are also specifically excluded because no aquatic mammals are processed or marketed commercially in this country.

Slaughtering The term slaughter refers to the act of killing livestock or poultry for use as human food.

State Inspection Establishments have the option to apply for Federal or State inspection. Under the agreement, a State's program must enforce requirements "at least equal to" those imposed under the Federal Meat and Poultry Products Inspection Acts. However, product produced under State inspection is limited to intrastate commerce. FSIS provides up to 50% of the State's operating funds, as well as training and other assistance. State programs (about half the states use them) must be certified by USDA to be at least equal to federal inspection requirements. However, products from state-inspected plants (most of them are relatively smaller operations) cannot be sold outside of the state.

Transport Vehicle refers to any vehicle used to transport animals.

USDA United States Department of Agriculture, responsible for the oversight of food safety in the US

Voluntary Inspection Under the authority of the Agricultural Marketing Act of 1946, FSIS provides voluntary inspection of exotic animal products. Voluntary inspection is conducted by USDA inspectors who must have knowledge about each particular species they inspect. Under the FSIS voluntary inspection program, establishments are required to pay a fee for inspection services.

Wholesale The sale of commodities in large quantities to retailers or jobbers rather than to end consumers directly.

Glossary of Commonly Used Meat and Poultry Additives and Terms

ANTIOXIDANT - substances added to foods to prevent the oxygen present in the air from causing undesirable changes in flavor or color. BHA, BHT, and tocopherols are examples of antioxidants.

BHT (butylated hydroxytoluene), BHA (butylated hydroxyanisole), TOCOPHEROLS (VITAMIN E) - antioxidants that help maintain the appeal and wholesome qualities of food by retarding rancidity in fats, sausages, and dried meats, as well as helping to protect some of the natural nutrients in foods, such as vitamin A.

BINDER - a substance that may be added to foods to thicken or improve texture.

BROMELIN - an enzyme that can dissolve or degrade the proteins collagen and elastin to soften meat and poultry tissue. It is derived from pineapple fruit and leaves, and is used as a meat tenderizer.

CARRAGEENAN - seaweed is the source of this additive. It may be used in products as binder.

CITRIC ACID - widely distributed in nature in both plants and animals. It can be used as an additive to protect the fresh color of meat cuts during storage. Citric acid also helps protect flavor and increases the effectiveness of antioxidants.

CORN SYRUP - sugar that is derived from the hydrolysis of cornstarch. Uses include flavoring agent and sweetener in meat and poultry products.

EMULSIFIER - substance added to products, such as meat spreads, to prevent separation of product components to ensure consistency. Examples of these types of additives include lecithin, and mono- and di-glycerides.

FICIN - enzyme derived from fig trees that is used as a meat tenderizer.

GELATIN - thickener from collagen that is derived from the skin, tendons, ligaments, or bones of livestock. It may be used in canned hams or jellied meat products.

HUMECTANT - substance added to foods to help retain moisture and soft texture. An example is glycerin, which may be used in dried meat snacks.

HYDROLYZED (SOURCE) PROTEIN - flavor enhancers that can be used in meat and poultry products. They are made from protein obtained from a plant source such as soy or wheat, or from an animal source, such as milk. The source used must be identified on the label.

MODIFIED FOOD STARCH - starch that has been chemically altered to improve its thickening properties. Before the starch is modified, it is separated from the protein through isolation techniques; therefore, the source of the starch used is not required on the label.

MONOSODIUM GLUTAMATE (MSG) - MSG is a flavor enhancer. It comes from a common amino acid, glutamic acid, and must be declared as monosodium glutamate on meat and poultry labels.

PAPAIN - an enzyme that can dissolve or degrade the proteins collagen and elastin to soften meat and poultry tissue. It is derived from the tropical papaya tree and is used as a meat tenderizer.

PHOSPHATES - the two beneficial effects of phosphates in meat and poultry products are moisture retention and flavor protection. An example is the use of phosphates in the curing of ham where approved additives are sodium or potassium salts of tripolyphosphate, hexametaphosphate, acid pyrophosphate, or orthophosphates, declared as "phosphates" on labels.

PROPYL GALLATE - used as an antioxidant to prevent rancidity in products such as rendered fats or pork sausage. It can be used in combination with antioxidants such as BHA and BHT.

RANCID/RANCIDITY - oxidation/breakdown of fat that occurs naturally causing undesirable smell and taste. BHA/BHT and tocopherols are used to keep fats from becoming rancid.

SODIUM CASEINATE - used as a binder in products such as frankfurters and stews.

SODIUM ERYTHORBATE - is the sodium salt of erythorbic acid, a highly refined food-grade chemical closely related to vitamin C, synthesized from sugar, and used as a color fixative in preparing cured meats. (Note: Erythorbate is **NOT** earthworms. Perhaps the spelling or pronunciation has contributed to this misconception because the Hotline receives many calls related to this concern.)

SODIUM NITRITE - used alone or in conjunction with sodium nitrate as a color fixative in cured meat and poultry products (bologna, hot dogs, and bacon). Helps prevent growth of *Clostridium botulinum*, which can cause botulism in humans.

SUGAR (SUCROSE) - used as sweetener in an endless list of food products.

TEXTURIZERS/STABILIZERS/THICKENERS - used in foods to help maintain uniform texture or consistency. These are substances that are commonly called binders. Examples are gelatin and carrageenan.

WHEY, DRIED - the dried form of a component of milk that remains after cheese making. Can be used as a binder or extender in various meat products, such as sausage and stews.

RESOURCES and REFERENCES

NARA (U.S. National Archives and Records Administration) - <http://www.archives.gov/>

Federal Food and Drug Administration Food Drug and Cosmetic Act
<http://www.fda.gov/opacom/laws/fdcact/fdctoc.htm>

Federal FDA: Federal Meat Inspection Act of 1906
<http://www.fda.gov/opacom/laws/meat.htm>
http://www.fsis.usda.gov/regulations_&_policies/Federal_Meat_Inspection_Act/index.asp

Federal FDA: Poultry Products Inspection Act
<http://www.fda.gov/opacom/laws/pltryact.htm>
http://www.fsis.usda.gov/regulations/Poultry_Products_Inspection_Act/index.asp

Perishable Agricultural Commodities Act of 1930 (fruit and vegetables specifically)
<http://agriculture.senate.gov/Legislation/Compilations/AgMisc/PACA30.pdf>

The Agricultural Marketing Act of 1946 (voluntary reimbursable inspections)
<http://agriculture.senate.gov/Legislation/Compilations/AgMisc/AGMAR46.pdf>

Humane Slaughter Act of 1958
<http://www.agr.state.il.us/Laws/slaughter.pdf>

Fair Packaging and Labeling Act of 1966
<http://www.ftc.gov/os/statutes/fplajump.html>

Farm to Consumer Direct Marketing Act of 1976
<http://agriculture.senate.gov/Legislation/Compilations/AgMisc/FTCDMA76.pdf>

Consumer Right to Know Act of 2001 (Country of Origin Labeling Act)
<http://www.theorator.com/bills107/s280.html>

USDA FSIS Directive: RELIGIOUS EXEMPTION FOR THE SLAUGHTER AND PROCESSING OF POULTRY <http://www.fsis.usda.gov/OPPDE/rdad/FSISDirectives/6030.1Rev1.pdf>

USDA Concept Paper “Extending USDA’s Inspection Program to Additional Species”
http://www.fsis.usda.gov/OPPDE/NACMPI/May2000/Concept_Paper_Attch1.html
www.fsis.usda.gov/oppde/nacmpi/nov2000/papers/species.htm.

Cooperative Meat and Poultry Inspections Program
http://www.fsis.usda.gov/regulations_&_policies/Reviews_of_State_Programs/index.asp

FSIS Notice 15-06 and 14-91
http://www.fsis.usda.gov/regulations_&_Policies/Notice_15-06/index.asp

TSC Q&A FSIS Notice 26-06 (clarifies 15-06, which replaces 14-91)
http://www.fsis.usda.gov/HELP/FAQs_TSC_Notice15_06/index.asp

Code of Federal Regulations (CFR):

TITLE 9--ANIMALS AND ANIMAL PRODUCTS

CHAPTER III--FOOD SAFETY AND INSPECTION SERVICE

[http://ecfr.gpoaccess.gov/cgi/t/text/text-](http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?sid=90c9cd078f326e4bfec55dbd5bd03ef9&c=ecfr&tpl=/ecfrbrowse/Title09/9tab_02.tpl)

[idx?sid=90c9cd078f326e4bfec55dbd5bd03ef9&c=ecfr&tpl=/ecfrbrowse/Title09/9tab_02.tpl](http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?sid=90c9cd078f326e4bfec55dbd5bd03ef9&c=ecfr&tpl=/ecfrbrowse/Title09/9tab_02.tpl)

CFR 9 Part 352 EXOTIC ANIMALS; VOLUNTARY INSPECTION

<http://www.cfsan.fda.gov/~lrd/9CF352.html>

A copy of Title 9 of the Code of Federal Regulations can be ordered at

http://www.access.gpo.gov/su_docs/chklst/chklst.html#9

FDA Guide to Nutritional Labeling and Education Act (NLEA) Requirements

http://www.fda.gov/ora/inspect_ref/igs/nleatxt.html

New York State Department of Agriculture and Markets (NYSDAM) - <http://www.agmkt.state.ny.us/>

NYSDAM Circular 914 Rules and Regulations Relating to the Sale of Meat and the Sale of Poultry and Poultry

Products <http://www.agmkt.state.ny.us/FS/industry/04circs/Art5BsaleofmeatCIR914.htm>

NYSDAM Circular 933 Rules and Regulations Relating to Human Foods: Current Good Manufacturing

Practice <http://www.agmkt.state.ny.us/FS/industry/04circs/goodmanufpracticesCIR933.pdf>

NYSDAM Circular 925 Relating to the Licensing of Slaughterhouses

<http://www.agmkt.state.ny.us/FS/industry/04circs/licofslaughterhousesCIR925.htm>

NYSDAM Circular 962 Rules and Regulations Relating to Retail Food Stores

<http://www.agmkt.state.ny.us/FS/pdfs/circs/962.pdf>

NYSDAM LAW Article 17 Food Sanitation Requirements

<http://www.agmkt.state.ny.us/FS/industry/sanitary.html>

<http://www.senate.state.ny.us/lbdcinfo/senconstitution.html>

NYSDEC Environmental Conservation Law Article 11 Fish and Wildlife

<http://assembly.state.ny.us/leg/>

The Legal Guide for Direct Farm Marketing by Neil D. Hamilton, Drake University Agricultural Law Center, prepared under a grant from the USDA SARE, 1999

Direct Marketing of Meat: A Resource for Direct Market Meat Producers in Wisconsin published April 2003

<http://www.ams.usda.gov/tmd/FSMIP/FY2000/WI0312manual.pdf>

ATTRA Bison Production Livestock Production Guide: Bison Meat Inspection and Processing

<http://www.attra.org/attra-pub/bison.html>

ATTRA Beef Marketing Alternatives <http://www.attra.org/attra-pub/beefmark.html>

FSIS (USDA Food Service and Inspection Service) - <http://www.fsis.usda.gov/>

Inspection and Grading What's are the Differences?

http://www.fsis.usda.gov/Fact_Sheets/Inspection_&_Grading/index.asp

HACCP Resources - <http://www.fsis.usda.gov/OA/haccp/imphaccp.htm>

Federal Regulation of the Food Industry: Part 2, Federal Regulatory Agencies
<http://edis.ifas.ufl.edu/FS121>

Background & History On Interstate Shipment of State-Inspected Meat and Poultry Products And Meat and Poultry Inspection Programs <http://www2.nasda.org/NR/exeres/C3FB6395-60DE-493D-A4AF-5AAF40BCFC27.htm>

Did the Locker Plant Steal Some of My Meat? By Duane M. Wulf, Ph.D. Department of Animal and Range Sciences, South Dakota State University <http://ars.sdstate.edu/MeatSci/May99-1.htm>

Retail Cutting Charts provided by the National Livestock and Meat Board National Live Stock & Meat Board Consumer Information Department, 444 North Michigan Avenue, Chicago, Illinois 60611 (312) 467-5520

Beef Chart provided by the National Cattlemen's Beef Association, 444 North Michigan Street, Chicago, Illinois 60611 (312) 467-5520.

Listing of Slaughterhouses in New York provided by the Northeast Sheep and Goat Marketing Program <http://sheepgoatmarketing.info/>

Northeast Center for Food Entrepreneurship Good Manufacturing Practices for Fermented Meats (sausage) and Dried Meats (jerky) By Denny Shaw, Cornell University; Larry Decker, NYSDA; and Dr. Olga Padilla-Zakour, New York State Food Venture Center

USDA Agricultural Marketing Service Meat Grading and Certification
"Standards, Quality Grades and Yield Grades" <http://www.ams.usda.gov/lsg/mgc/grade.htm>

Small Scale Sausage Production <http://www.fao.org/docrep/003/x6556e/X6556E00.htm#TOC>

Agencies to Contact for Additional Information

Food Safety and Inspection Service (FSIS). The FSIS, a public health regulatory agency, protects consumers by ensuring that meat and poultry products are safe, wholesome, and accurately labeled.

<http://www.fsis.usda.gov/>

- **FSIS Technical Service Center and District Offices**
http://www.fsis.usda.gov/Contact_Us/Office_Locations_&_Phone_Numbers/index.asp
- **State Officials - Cooperative Meat and Poultry Inspections Programs**
Lists the State Agriculture Commissioners and State Directors for Cooperative Meat and Poultry Programs http://www.fsis.usda.gov/Regulations_&_Policies/State_Officials/index.asp

Environmental Protection Agency (EPA). The EPA protects human health and safeguards the natural environment. Grant and fellowship opportunities are available at <http://www.epa.gov/epahome/grants.htm>.

National Marine Fisheries Service (NMFS) NOAA Fisheries Service is dedicated to the stewardship of living marine resources through science-based conservation and management, and the promotion of healthy ecosystems. <http://www.nmfs.noaa.gov/>

USDA Agricultural Marketing Service (AMS) AMS commodity programs oversee marketing agreements and orders, administers research and promotion programs, and purchases commodities for Federal food programs. AMS collects and analyzes data about pesticide residue levels in agricultural commodities. The Transportation and Marketing Program works to ensure that there is an efficient transportation system for rural America that begins at the farm gate, moves agricultural and other rural products through the Nation's highways, railroads, airports, and waterways, and into the domestic and international marketplace. This program enhances the overall effectiveness of the food marketing system, provides better quality products to the consumer at reasonable cost, improves market access for growers with small-to medium-sized farms, and promotes regional economic development. <http://www.ams.usda.gov/>

USDA Grain Inspection, Packers and Stockyards Administration (GIPSA) The Grain Inspection, Packers and Stockyards Administration (GIPSA) facilitates the marketing of livestock, poultry, meat, cereals, oilseeds, and related agricultural products and promotes fair and competitive trading practices for the overall benefit of consumers and American agriculture. <http://www.gipsa.usda.gov/>

USDA Animal and Plant Health Inspection Service (APHIS) The Animal and Plant Health Inspection Service is a multi-faceted Agency with a broad mission area that includes protecting and promoting U.S. agricultural health, regulating genetically engineered organisms, administering the Animal Welfare Act and carrying out wildlife damage management activities. http://www.aphis.usda.gov/about_aphis/

USDA Agricultural Research Service (ARS). The ARS is the principal research agency of the U.S. Department of Agriculture. ARS is charged with extending the Nation's scientific knowledge across a broad range of program areas that affect the American people on a daily basis.

<http://www.ars.usda.gov/main/main.htm>

USDA Cooperative State Research, Education, and Extension Service, (CSREES) The CSREES, in cooperation with partners and customers, provides the focus to advance a global system of research, extension, and higher education in the food and agricultural sciences and related environmental and human sciences to benefit people, communities, and the Nation. <http://www.reeusda.gov/pas/programs/foodsafety>.

Centers for Disease Control and Prevention (CDC). The CDC serves as the national focus for developing and applying disease prevention and control, environmental health promotion and education activities designed to improve the health of the people of the United States. <http://www.cdc.gov>

Department of Health and Human Services (HHS). HHS is the U.S. government's principal agency for protecting the health of all Americans and providing essential human services, especially for those who are least able to help themselves. <http://www.hhs.gov/>

Office of Regulatory Affairs, Division of Federal-State Relations. The Food and Drug Administration, Office of Regulatory Affairs, Division of Federal-State Relations, interacts with, and serves as the focal point for cooperating state and local officials, and associations of those state officials, to promote cohesive and uniform policies and activities in food and drug-related matters. Information on grant funds for the support of innovative food safety projects are available at http://www.fda.gov/ora/fed_state/innovative_grants.html

Food Safety <http://www.foodsafety.gov/foodsafes.html>

USDA Meat and Poultry Hotline (1-800-535-4555; 1-800-256-7072/TTY) - Helps consumers prevent food borne illness by answering their questions about safe storage, handling, and preparation of meat and poultry products.

Technical Service Center Interagency Regulator's Information Line (1-800-233-3935; Fax: 1-402-221-7367; e-mail: food.safety@usda.gov) - Provides answers to questions from regulatory and public health officials concerning products under FSIS' jurisdiction, with emphasis on meat, poultry, and egg product safety, from farm to table. The staff responds to technical and regulatory questions on the raising of animals, the slaughter of animals, the processing of products from those animals, and the handling of such products during transportation, storage, retail, and food service operations. The Information Line is staffed from 6:00 AM to 6:00 PM, CST, Monday through Friday.

State, Local and Other Agencies

[Federal Government Partners in Food Safety](#)

[National Association of State Meat and Food Inspection Directors \(NASMFID\)](#)

The NASMFID is an organization of directors, assistant directors, and professional employees of state meat and poultry inspection programs.

[Association of Food and Drug Officials \(AFDO\)](#)

AFDO fosters uniformity among jurisdictions in the adoption and enforcement of food, drug and other laws and regulations that protect public health and safety. AFDO and its six regional affiliates provide a forum for addressing a wide range of issues concerning food safety and consumer protection. Members include officials of Federal, State and local regulatory agencies.

[Conference for Food Protection \(CFP\)](#)

The CFP provides a public forum for a discussion of issues relating to retail food safety policies and requirements. The CFP provides recommendations to the Federal agencies on policies and changes to the Food Code. Members consist of state and local regulators, industry representatives, consumer representatives, and academia.

[Food Safety Training and Education Alliance \(FSTE\)](#)

FSTE is an organization of government, industry, consumer, and academic institutions dedicated to improving food safety training and education at the retail level. The Alliance coordinates efforts of its members to remove

barriers to communication by facilitating information exchange, strengthening communication networks and alliances, and coordinating collaborative projects.

[Directory of State and Local Officials - 2001](#)

Health, Agriculture, Board of Pharmacy and other State Departments

[State Food Safety Task Forces](#)

State Food Safety Task Forces foster communication and cooperation among the food safety regulatory agencies within the states. FSIS and FDA participate with the states in addressing food safety issues at the state and local level that are being addressed at the national level. ["State Food Safety Task Force ... A Compilation of Progress Reports, II, Summer 2001"](#) provides updates on state food safety task force activities. A list of state contacts is provided.

Licensed Slaughterhouses in New York State

<u>Business Name & Location</u>	<u>Contact Info</u>	<u>Remarks</u>
<u>Bingman Packing Co</u> 165 Fifth Ave Berlin, NY 15530	Joe (814) 267-3413	USDA custom slaughters lambs and goats, small quantities only.
<u>Bonds Meats, Inc</u> 6062 Bond Rd West Valley, NY 14171	Fred Bond (717) 592-9126	Occasionally buy lamb for their on-site retail store. USDA custom processing, can do 25 animals for producer group or retailer.
<u>Britts Slaughterhouse</u> 2728 Drum Rd Middleport, NY 14105	Robert Britt (716) 735-3260	USDA custom processing. Will slaughter lambs at their own discretion. No goats.
<u>Caledonia Meats</u> 485 Sand Hill Rd Caledonia, NY 14423	Jim Taylor / John Kreutter (585) 538-6040	Buys lambs & goats from local producers & auctions to sell wholesale and through onsite retail store. Wholesale demand for Halal animals weekly and hothouse lambs & suckling kids at Easter. Also USDA custom processing. Halal available.
<u>Cudlins Meat Market</u> 8 Cox Rd Newfield, NY 14867	Vincent DeStephano (607) 564-3443	Buy some market lambs for retail and wholesale distribution. USDA custom processing. 10-15 animals maximum at a time for 1 customer.
<u>D.H. Cloy & Son</u> 3130 Ridge Rd Ransomville, NY 14131	Joyce Cloy (716) 791-3433	USDA custom processing. Small quantities. Prefers not to handle male goats. Located in Niagra County.
<u>Dines Farm Slaughterhouse</u> 176 Dingaman Rd Oak Hill, NY 12460	John Payton 518-239-8203 Send <u>email</u>	Greene County. USDA custom slaughter, have access to Halal blesser, can handle 25-50 lambs/day. Cryovac and also make sausage. Sell antibiotic free lamb and poultry at several farmers markets in SE NY. Also buy feeder lambs and occasionally, finished lambs.
<u>Gold Medal Packing, Inc.</u> PO Box 652 Oriskany, NY 13424	Joe Rocco (315) 337-1911	Buyer of hothouse lambs and kid goats ~25-45 lb live weight during Easter season for NYC retailers. Principal business involves cattle and calves. Oneida County.
<u>Greenville Packing Co.</u> Route 32, PO Box 244 Greenville, NY 12083	Robert Mattick, Jr. (518) 966-5216	Greene County. Buys sheep, lambs, goats, and hogs year round. Purchases hothouse animals at Christmas and Easter and Halal animals for Muslim holidays. USDA custom processing. Trucks regularly to NYC. Handles few livestock accounts during deer season.
<u>Grizzly Custom Cutting</u>	Ivan Davis 585-476-2249	Livingston County. Can handle domestic deer. Buy some lamb, goat locally for their retail shop. USDA custom

10042 South River Road Hunt, NY 14846		processing. Can handle 25+ animals for one producer or buyer. Also value added processing if you provide label.
<u>Groff Meats, Inc</u> 33 North Market St Elizabethtown, NY 17022	Frank Groff (717) 367-1246	Lancaster County. Limited USDA custom slaughter of sheep and goats for individual producers.
<u>Hilltown Pork, Inc.</u> 12948 Rt. 22 Canaan, NY 12029	Richard Beckwith (518) 781-4050 Send <u>email</u>	Columbia County. Buys sheep and goats from local producers and out-of-state dealers. Distributes on wholesale basis to retailers and restaurants. USDA custom processing. Thus far has not handled farmed deer.
<u>Jerry Hayes Meats, Inc. aka: Halal Meats, Inc</u> RD 1, Stratton Rd. Newark Valley, NY 13811	Jerry Hayes (607) 642-9598 Send <u>email</u>	Tioga County. Purchases sheep and goats from local producers and at auctions. Specializes in Halal slaughter.
<u>Jim Simons Meats</u> 1234 Sandridge Rd Glen Oaks, NY 11004	Mrs. Simon (716) 937-9225	Queens County. USDA custom processing, will slaughter sheep but not goats.
<u>Joe Pagliuso & Bros., Inc.</u> 6845 N. Slocum Rd Ontario, NY 14519	John Pagliuso (315) 524-8252	Wayne County. Needs 6-8 lambs monthly, 90-120 lb live weight. Needs 50-60 kid goats at Easter and Halal style goats at Muslim holidays. Purchases lambs & goats from local producers & auctions. USDA custom processing.
<u>Josef Meiller Slaughterhouse</u> Route 199 Pine Plains, NY 12567	Josef Meiller (518) 398-7711	Dutchess County. Alt. # (518) 398-7005. Purchases lambs from producers and New Holland auction for their own retail business and other retailers and wholesalers. Usually interested in finished lambs. Does USDA custom processing.
<u>Kamerys Wholesale Meats, Inc.</u> 322 E. Riverside Drive Olean, NY 14760	Dave Kamery (716) 372-6756	Cattaraugus County. USDA custom processing, do 25+ carcasses easily with sufficient advance notice. Primarily does cattle, will do sheep, goats, buffalo, but not farmed deer.
<u>Karls Slaughterhouse</u> 7909 State Highway 28 Richfield Springs, NY 13439	Kenneth Burrows (315) 858-0854	Otsego County. USDA custom processing, can handle large quantities with sufficient notice, can arrange for Halal kill if you provide the Halal blesser.
<u>Kelley Meats</u> RD 2, Beckwith Rd Taberg, NY 13471	Dean Kelley (315) 337-4272	Oneida County. USDA custom processing, usually does only small quantities per customer.
<u>Kerrs Custom Butchering</u>	Scott Kerr (716) 988-	Cattaraugus County. USDA custom processing, might consider doing 25+ animals. Will do sheep and goat at their

<u>PO Box 163 Main St South Dayton, NY 14138</u>	5940	own discretion.
<u>Lake Country Meats 3316 Pearl St Batavia, NY 14020</u>	Dawn Keppler (716) 343- 4901	Genesee County. Purchases lambs & goats locally for customers. Beef distributor. Also USDA custom processing, Kosher and Halal, up to 25+ animals. Offer vacuum & modified atmosphere packing. Will slaughter farmed deer.
<u>Lazy Gate Farms, Inc. 280 Rte. 394 Randolph, NY 14772</u>	Bud Zollinger (716) 358- 2281	Cattaraugus County. Occasionally purchase lambs locally for customers. Maintain retail store & sell wholesale. Also USDA custom processing. Can handle large quantities. Do ostriches but no farmed deer. Usually no livestock during deer season.
<u>Lewis A. Ives Market RD 2, PO Box 248, 2652 Rt. 176 Fulton, NY 13069</u>	Manager (315) 592- 4880	Oswego County. USDA custom processing, busy season Sept-Feb.
<u>Locust Grove Farm Route 40 RD 2 Argyle, NY 12809</u>	Bill Tripp (518) 638- 8591	Washington County. USDA custom processing, has religious exemption. Will slaughter farm raised deer; can handle 10 farm-raised deer/day.
<u>Minor Acres Packing Co RR 1, Box 18 Bradenville, NY 15620</u>	Bob Minor (814) 786- 7852	Westmoreland County. USDA custom slaughters lambs and goats, small quantities only.
<u>Owasco Meat Co., Inc. 61 Oak Hill Rd Moravia, NY 13118</u>	Larry Brannon (315) 497- 1721	Cayuga County. USDA Custom processing. Also purchases hogs and beef for wholesale and retail distribution.
<u>Pelleh Poultry Corp 522 Happy Ave Swan Lake, NY 12783</u>	Bob Franklin (845) 583- 0201	Sullivan County. USDA Kosher slaughterhouse. Demand for 100-110 lb lambs, semi-lean, organic, and/or pasture raised especially 6 wk prior to Passover and at Rosh Hashanah & Yom Kippur. Can retain forequarters & lamb producer keeps hindquarters, some custom work.
<u>Piatkowski Riteway Meats 7968 Ridge Rd Gasport, NY 14067</u>	Walter Piatkowski (716)772-2950	Niagara County. USDA custom processing. Will do lambs and goats at their own discretion. Maintains small retail store. Produces sausage, smoking available.
<u>Schaller Packers Route 8, PO Box 155 Bridgewater, NY 13313</u>	Kenneth Burrows (315) 822- 3924	Oneida County. Purchases lamb and goat locally based on customer demand. Also USDA custom processing. Can handle 25+ animals, average 20 farm raised deer/ 2 hours.
<u>Shirk Meats 4342 John Green Rd Dundee, NY 14837</u>	Manager (607) 243- 5581	Yates County. USDA custom processing, can handle 25+ animals for producer or wholesaler. Will slaughter farmed deer.
<u>Steiner Packing Co.,</u>	Terry Kinter	Otsego County. USDA custom processing, can handle

<u>Inc.</u> 18 Church St <u>Otego, NY 13825</u>	or Larry Steiner (607) 988-7723	larger quantities for commercial customer.
<u>Stevens Brothers</u> 392 Goshen Rd <u>Panama, NY 14767</u>	Dan Stevens (716) 782-3157	Chautauqua County. USDA custom processing, might consider handling 25+ sheep or goats for a commercial buyer or producer group during slow times of year.
<u>Suffolk County Farm</u> PO Box 129, Yaphank Ave. <u>Yaphank, NY 11980</u>	Mike Murray (631) 852-4622	Suffolk County. USDA custom processing, small quantities only. Primarily slaughter and process hogs and cattle from the county farm for use in county facilities.
<u>SUNY Cobleskill, State University of New York</u> Meat & Fisheries Processing Lab, Ag & Tech College <u>Cobleskill, NY 12043</u>	Tom Cirillo (518) 255-5676	Schoharie County. Alt. # (518)255-5686. USDA custom processing, Halal slaughter available, can handle larger quantities for commercial basis.
<u>Tears Market</u> 1387 Lovejoy Rd <u>Penn Yan, NY 14527</u>	Debbie Hepke (315) 536-9124	Yates County. USDA custom processing. Maintain retail market.
<u>Tri Town Packing</u> 922 County Rte. 53 <u>Brasher Falls, NY 13613</u>	Tom Liberty (315) 389-5101	Saint Lawrence County. USDA custom processing. Has capacity to expand volume and handle quantities of animals for producer group or commercial buyer. Will slaughter farmed deer.
<u>Warsaw Meat Packing Co.</u> PO Box 137, Miller Rd. <u>Warsaw, NY 14569</u>	Don Pratt (716) 786-2820	USDA custom processing. Can do 25+ animals for a producer or commercial buyer. May be able to arrange Halal slaughter.
<u>William G. Mest Packing Co.</u> 430 Route 20-A, Big Tree Rd <u>Strykersville, NY 14145</u>	George or John Mest (716) 652-6480	Wyoming County. USDA custom processing, occasionally do sheep and goat at their own discretion. Primarily slaughter beef and hogs for retail and wholesale distribution.
<u>Wilson Beef Farms</u> 10751 Hess Rd <u>Canaseraga, NY 14822</u>	Bernadette Wilson (607) 545-8308	Allegany County. USDA custom processing; will do lambs at their own discretion. Processes livestock from own farm and purchased hogs.

This listing provided by www.sheepgoatmarketing.org Check this website for updated information.