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TOP 100

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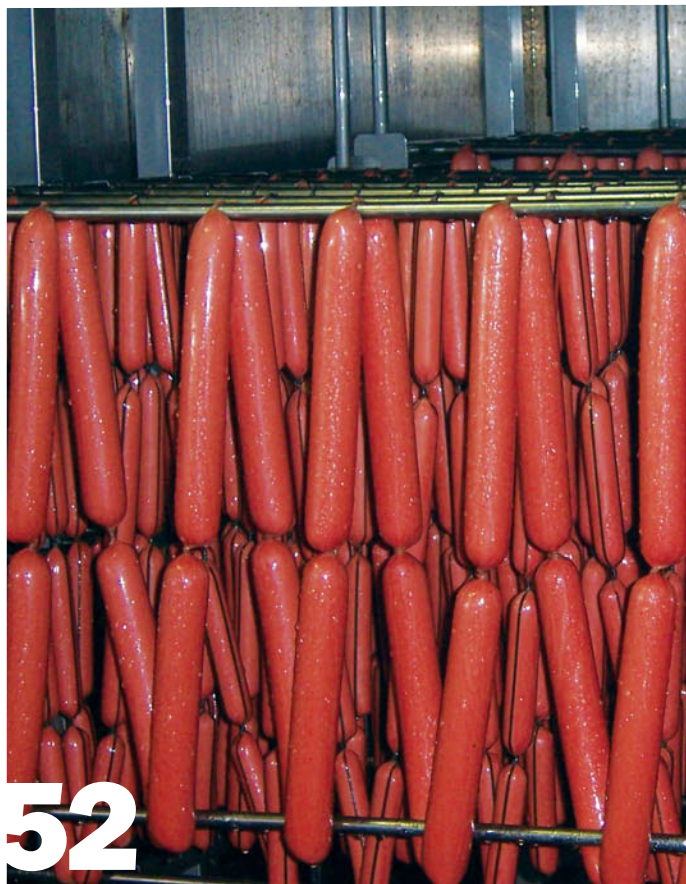
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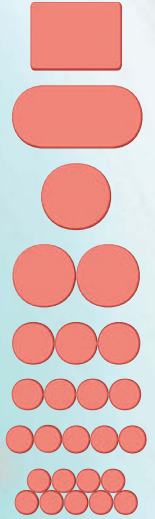
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BY KEITH NUNES
knunes@sosland.com

Food-safety déjà vu

Anyone who was working in or observing the US meat-processing industry in 1996 must have experienced a sense of déjà vu on Jan. 4 when the Food and Drug Administration issued its proposed rules to require food processors to develop and implement food-safety prevention plans that follow the model of Hazard Analysis and Critical Control Point (HACCP) programs. Because the meat-processing industry pioneered the development, implementation and management of regulatory-based HACCP programs, the meat industry has established the standard for food and beverage manufacturers now attempting to comply with the FDA's pending regulations.

Similarities will appear between the FDA's program and the USDA's effort. The principles that guide the development of HACCP plans do not change based on the product produced. It should also be noted the official leading the development of FDA's regulations played an integral role in the USDA program.

Michael Taylor was USDA's acting undersecretary of food safety in 1996, playing the key role in the development of the meat and poultry industry's food-safety regulations. Today, Taylor is the FDA's deputy commissioner for foods and veterinary medicine, and he once again finds himself at the nexus of events that will reshape how food and beverage manufacturers approach food safety. One hopes Taylor has taken to heart lessons he learned working with the USDA.

The mid-1990s were a difficult

time for the meat-processing sector. In 1993 four children from the Pacific Northwest died after consuming *E. coli* O157:H7-tainted hamburgers from a fast-food restaurant. Little was known about the *E. coli* O157:H7 pathogen and the illnesses it caused. The fall-out from the children's deaths led the USDA to develop and implement its HACCP regulations.

A key lesson to be taken from the meat industry's experiences is that differences exist between traditional HACCP and HACCP programs that are developed and implemented to comply with government regulations. HACCP is a program that requires manufacturers to review their operations, identify where hazards are most likely to occur, develop controls to ensure the hazards are prevented, create a paper trail to track whether the controls are working properly and develop contingency plans if a control fails. It is a form of continuous improvement that may be customized to individual manufacturing processes.

What made HACCP challenging for meat processors is the regulatory environment under which the programs will be implemented and managed. While the prevention concept is flexible, the FDA will have its own set of biases about what constitutes a hazard in a specific manufacturing process and what type of documentation is appropriate to ensure compliance.

The good news is that resources at the university level and in the private sector can help companies comply with the new regulations. Learning from history should help ensure a smooth transition. ■

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Vilsack details sequester impact on meat industry

The US Dept. of Agriculture is notifying union representatives of meat inspectors that furloughs are possible, although the process will take several months, according to news reports.

Agriculture Secretary Tom Vilsack told the House Agriculture Committee that USDA was looking at a “several-month period” before furloughs could be implemented because workers must be notified ahead of time. Vilsack estimated that furloughs could last up to 12 days and will be staggered, according to the USDA. A 15-day furlough of meat inspectors could cost the meat and poultry industry more than \$10 billion in production losses and workers could lose more than \$400 million in wages.

Until USDA settles on a plan of action, large meat processors such as Cargill and Springdale, Ark.-based Tyson Foods Inc., remain in a hold-ing pattern.

“We believe there are other non-essential personnel at USDA that should be considered for furlough before meat plant inspectors,” said Mike Martin,

spokesman for Cargill. “This is because there is a statutory requirement to provide meat plant inspectors as a priority. We are hopeful the federal government resolves this situation before any meat plant furlough is implemented.”

Worth Sparkman, spokesman for Tyson Foods, said the company is hopeful there will be no interruption in meat inspections, and that Tyson does not expect any immediate impact to its business.

“Disrupting food inspection is a disservice to all consumers, including those who work in our plants, raise our cattle, chickens and hogs and invest in our company,” Sparkman said.

There currently are about 8,400 FSIS in-plant meat inspectors and other front-line federal personnel located at approximately 6,290 slaughtering and processing plants and import houses and other federally regulated facilities.

FSIS meat inspection is funded as a discretionary program, which means Congress must appropriate funds each

year to operate the program. Funding for FSIS meat inspection recently has been at about \$890 million a year. Vilsack said 87 percent of the USDA’s overall food-safety budget was earmarked to employ the meat inspectors, and because of the way the sequester was written, there was virtually no flexibility that may be found to avoid a furlough of meat inspectors.

Vilsack also pointed out the furlough process itself was complicated and may result in increased production disruptions at meat plants toward the end of the fiscal year. This was because under law, the USDA must give a 30-day notice to unions representing the meat inspectors, and to each meat inspector individually, of the intent to initiate the furlough process. Only after that notice is delivered and a designated process of addressing individuals’ concerns completed will the USDA and meat inspector unions be able to negotiate how the furloughs will be implemented. This may push the actual furloughs toward the end of the fiscal year. ■

More horse meat detected in European products

The scandal over horse meat being labeled and sold as beef has swept Europe, prompting officials with the European Union to hold emergency meetings to address the problem. Also, several high-profile companies such as Aldi, Nestlé and Ikea initiated product recalls because horse-meat DNA was found in their food products.

The European Parliament suggested more testing and stronger sanctions to address the issue. A public health and food-safety committee also called

on EU member states to better respect existing rules on food labeling and to better collaborate on traceability.

Traces of horse meat were found in products sold at Taco Bell, some Birds Eye products and spicy minced beef skewers manufactured by Brakes, a catering supplier, the United Kingdom’s Food Standards Agency reported March 1.

The FSA said the agency so far has received 5,430 test results, which includes more than 1,700 results pub-

lished March 1. More than 99 percent of tests show no horse DNA at or above the level of 1 percent. The products sold by Taco Bell, Birds Eye and Brakes were covered by 10 results that show horse DNA at or above the 1 percent threshold, the agency said. There are currently 17 products confirmed as having more than 1 percent of horse DNA.

Traces of horse DNA were also found in beef samples taken from three meat processors in Poland. ■

Smithfield, Kansas City Sausage form jv

Smithfield Foods Inc. announced plans to form a 50/50 joint venture with Kansas City Sausage Company LLC and its sister company, Pine Ridge Farms LLC.

Smithfield will fund the joint venture using cash on hand, and the transaction is expected to close in the fourth quarter of fiscal 2013 subject to regulatory approval and closing conditions. Terms of the deal were not disclosed. Smithfield expects the transaction to immediately boost its earnings.

"With our strong ongoing focus on building our packaged meats business, and with 15 percent of the United States sow population, this joint ven-

ture is a logical fit for Smithfield," said C. Larry Pope, president and CEO of Smithfield. "It will provide a growth platform in two key packaged meats categories — breakfast sausage and dinner sausage.

"Kansas City Sausage is one of our largest live sow customers today. This joint venture will enable us to move raw material up the value chain from commodity live sows to branded packaged meats. We will merge Kansas City Sausage's low-cost, efficient operations and high-quality products with Smithfield's strong brands and sales and marketing team to continue to grow our packaged meats business,"

he added.

Kansas City Sausage is a leading US sausage producer and sow processor with sales of approximately \$200 million. The company has operations in Des Moines, Iowa and Kansas City, Mo. The Des Moines operation produces premium raw materials for sausage and value-added products such as boneless hams and hides. The Kansas City plant is described as the newest and most modern sausage processing facility in the US and is designed for optimum efficiency. ■



Larry Pope

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BUSINESS NOTES

Tyson addresses plant closure, acquisitions

Tyson Foods Inc. announced it will close its Ford Ave. processing plant in Springdale, Ark. Gary Mickelson, Tyson spokesman, said "changing demand for certain specialty products" prompted the closure.

"There are 68 hourly production workers at the plant and they're being offered permanent positions at other Tyson Foods locations in the area," Mickelson said in a statement. "The plant on Ford Avenue has been operating for more than 15 years and once served as Tyson's research and development pilot plant. In recent years, due to Tyson's business strat-

egy to operate more efficiently, most of the products made at the plant have been relocated to other facilities or consolidated to better meet the needs of our customers."

In addition, Tyson Foods announced the acquisition of Don Julio Foods, a Utah-based tortilla and snacks manufacturer, which may be just the start of a series of acquisitions for the company, said Dennis Leatherby, chief financial officer, while speaking at the Goldman Sachs Agribusiness Conference on Feb. 26.

"A couple of weeks ago, we announced an acquisition of the assets of Don Julio, a tortilla and salty snack manufacturer," Leatherby said. "It is an example of small regional acquisitions we have talked about in the past that will be a good fit for us. Tyson is already the second-largest tortilla manufacturer in the US with a focus

on the foodservice channel, and Don Julio offers inroads into retail distribution with a respected brand.

Looking ahead to 2014, he said Tyson Foods expects to grow its total sales by 3 to 4 percent annually and value-added sales by approximately 6 to 8 percent. During fiscal 2012, ended Sept. 29, 2012, Tyson Foods had revenues of \$33,278 million.



Jim Lochner

Jim Lochner, chief operating officer, gave an update on the beef market, which has been affected by high feed costs due to the drought and the smallest US cattle herd since the 1950s.

"Looking specifically in the last couple of weeks, we have had margin compression, even though we have had very positive news in January where a competitor did announce that they would be shutting a plant in West Texas," Lochner explained. "And Japan is opening up beef, extending it to 30-month vs. 20-month [and down] cattle."

Lochner added that because of the challenges the company is dealing with in beef, he anticipates the second quarter of fiscal 2013 being softer than he believed a month ago.

"But we feel very good about the rest of the fiscal year and as a whole into 2014," he said. "As Dennis said, we are not a commodity-protein company. Tyson is a multi-protein, multi-channel, multinational food company with a broad product portfolio and we are poised to grow in less than ideal market conditions." ■

Sanderson to build poultry complex in Texas

Laurel, Miss.-based Sanderson Farms Inc. announced plans to invest more than \$100 million in a new big-bird deboning poultry complex in and near Palestine, Texas. The project was revealed Feb. 14 during the company's annual stockholders meeting at its headquarters.

"We look forward to the new marketing opportunities the new facility will create for us in this important region," said Joe Sanderson Jr., chairman and CEO. "However, construction of the new facility remains on hold until we have better visibility on future prices and availability of grain, and is subject to other contingencies including obtaining necessary permits, negotiating construction contracts, completing construction and obtaining board approval to move forward with the project."

Three facilities are planned, according to the Palestine Economic Development Council. A hatchery and processing plant will be built in Anderson County at a cost of \$92 million; and a feed mill will be located in Freestone County at an additional \$32 million. ■

USDA expected to OK horse-slaughter plant

The US Dept. of Agriculture will likely approve horse slaughter operations at Valley Meat Company in Roswell, NM. The company could be processing horses within two months.

The owner of Valley Meat Co., a former beef processor, sued USDA alleging inaction on the company's application to resume domestic horse slaughter. Valley Meat had been in negotiations with USDA's Food Safety and Inspection Service to resume inspections, which are required to open the facility for horse slaughter.

Lawyers for the company say obstacles to the plant's opening remain. Animal-rights advocates have filed petitions hoping to block Valley Meat from processing horses.

In response to these efforts, Ranchers-Cattlemen Action Legal Fund (R-CALF) and several other groups also filed a motion to intervene in the Valley Meat lawsuit.

Congress lifted a ban on funding horse-meat inspections. Since then there has been a growing interest in horse slaughter and processing horse meat. ■

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BY BERNARD SHIRE
meatpoultry@sosland.com

Consequences of inspection cuts

It seems like day by day America's government is becoming less able to operate in a cohesive manner.

The "sequestration", that odd word being used to describe massive federal government funding cuts in government services being threatened, point more and more to the wrong direction we seem to be heading – and then some.

As usual here in Washington, the issue has become greatly embroiled in politics. President Obama is suggesting this sequestration, or cutbacks in federal government funding and programs, be delayed until the end of the year. The meat and poultry industry said government is obliged to provide inspection services because the industry can't operate and produce food for the American people without the inspection services provided by the government. So, if that were to happen, the American poultry and meat industry would be forced to close, resulting in layoffs and great unemployment in the industry.

The Democrats and Republicans have blamed each other for the situation, each thinking the American public, being interested more in results than anything

else, will blame the other side for the situation. Each party has said that if the massive across-the-board cuts in federal spending occur, there will be a huge negative effect on the American economy, which continues to struggle to shake off the recession, and that President Obama, or the GOP-led House of Representatives, depending on your viewpoint, will be held responsible.

By the time you read this, the sequestration debate may well have been resolved. Either the sequestration will have gone forward, with massive across-the-board federal spending cuts taking place, or the threat will have been resolved, with no required, automatic cuts at all.

But in a sense, that doesn't matter. Because there's another issue here – the question of why the idea of sequestration was raised to begin with. And particularly, why the Obama Administration and US Dept. of Agriculture raised the threat of furloughs of meat and poultry inspectors as part of this government-spending cutback.

This political gamesmanship really goes beyond the idea of FSIS inspector furloughs shutting down the meat and poultry slaughter and processing industries. The issue itself also centers on what government services are necessary and what services can be dispensed with for a period of time. There is no doubt USDA poultry and meat inspection falls into the category of a government service that is critical and cannot be eliminated for any period of time. Food inspection, including meat and poultry inspection, are necessary not only for the continued

operation of the industry, but to ensure the health of the American public. Meat and poultry can't be made or sold without government inspection, because that inspection ensures the food products are safe for the public to buy and consume. If that doesn't happen, there is the possibility of foodborne illness taking place.

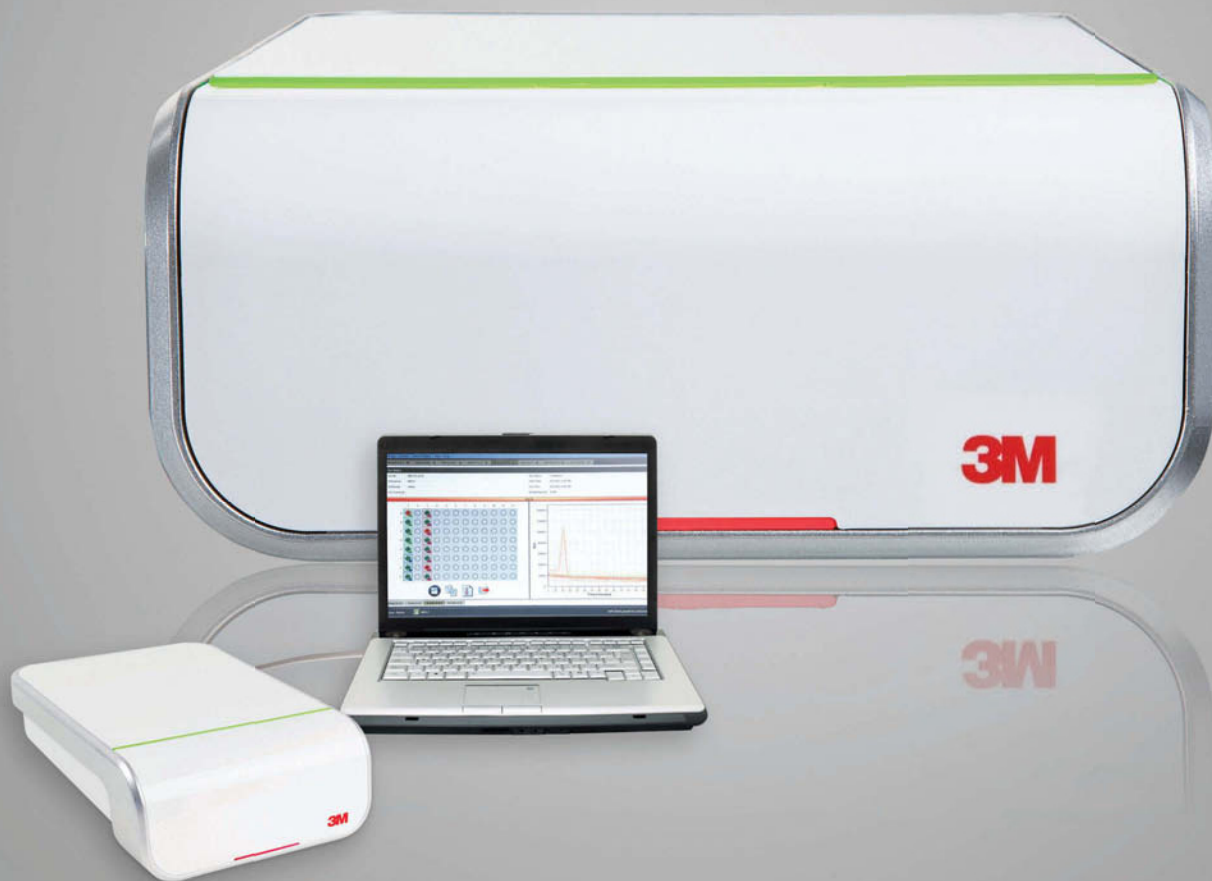
The issue itself centers on what government services are necessary and what services can be dispensed with for a period of time.

So, meat and poultry inspection, most people agree, is one of those government services that can't be postponed or stopped for a while because to do so would have massive negative effects, not only on life in this country, but on American public health.

There are other government services that also fall in this category, such as defense. That's where meat and poultry inspection rank in importance in this country. For anyone in the government to threaten furloughing of meat and poultry inspectors is an action verging on irresponsibility, cheap politics and a disregard for one of government's most important duties – protecting public health. ■

Bernard Shire, based in Lancaster, Pa., is a contributing editor and M&P's Washington correspondent. Shire also works as a food-safety consultant for Shire & Associates LLC.

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THIS YEAR'S TOP 100 RANKING REFLECTS THE INDUSTRY'S EVOLUTION DURING CHALLENGING TIMES

BY JOEL CREWS
jcrews@sosland.com

As is the case each year when *Meat&Poultry* publishes its ranking of processing companies with operations in the North America, most of the firms listed are the same as the previous year. Slight position shifts are typical, based on sales as reported by the company or as estimated by in-house research of the company's sales.

For the 2013 Top 100 ranking, some of the biggest shifts in positions are the result of the past year's hurdles faced by the industry, including fallout from historic drought conditions in the US and unprecedented backlash over technology used to manufacture specific products. Some top companies, including No. 3-ranked Cargill Meat Solutions maintained positions in this year's ranking while making strategic operational changes to adapt to rising feed costs, drought conditions and a shrinking national cattle herd.

In early 2013, Cargill announced it would shut down operations at its Plainview, Texas, beef plant where 2,000 jobs were eliminated due to supply shortages and rising feed costs. Likewise, in the wake of the Pink Slime debacle of 2012, Beef Products Inc., once a leading supplier of lean, finely textured beef, closed three processing plants in three states. The closures were the result of losing key retail and fast-food-based customers responding to public scrutiny over the technology used to manufacture its products. This devel-

opment is reflected in BPI dropping from the No. 27 position in 2012 to No. 63 in 2013 with sales that slipped from \$1.1 billion the previous year to approximately \$400 million this year.

On a positive note, companies such as Branding Iron Holdings (parent of Huiskens Meat Co., Holton Meat Inc. and Rochester Meat Co.) reported increased sales of \$50 million to \$340 million, moving up to No. 72 from No. 84 last year. Closer to the top of

early 2013 after bidding \$66.6 million for the country's second-largest pork production company. Also in January, JBS USA, No. 2 on the list, announced it would acquire the XL Foods' Lakeside beef processing plant, after it had taken over the management of the plant following a massive E. coli-related recall at the facility.

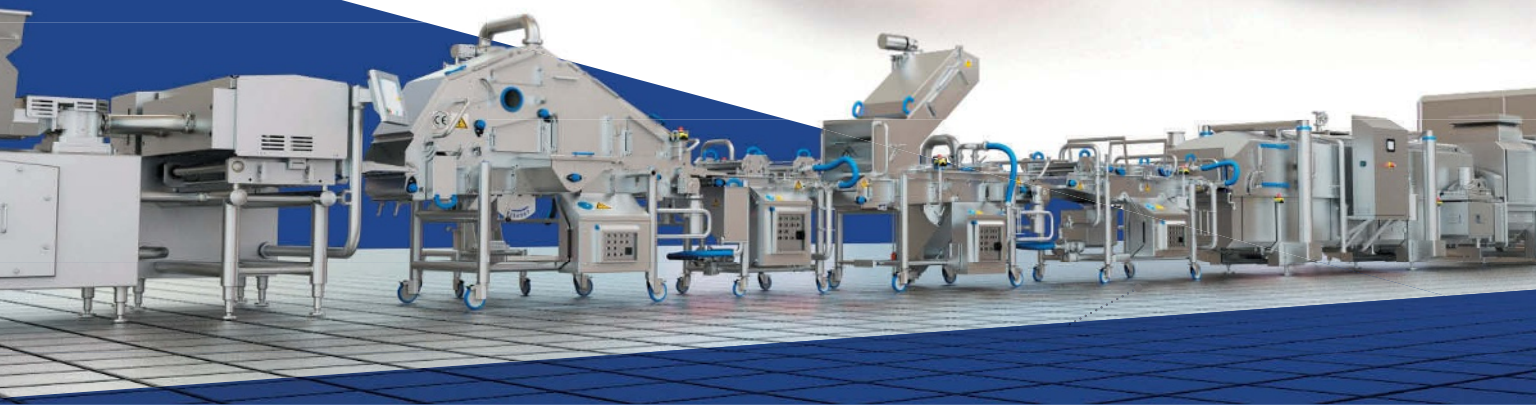
In other acquisition news, top-ranked Tyson Foods, Inc., acquired the assets of Don Julio Foods this past month, expanding its offerings to the growing Hispanic population.

A new plant is in the works for No. 20-ranked Sanderson Farms. The company, which reported sales of \$2.39 billion for this year's list, recently announced plans to build a poultry production and processing complex in and around Palestine, Texas, after scrapping plans to undertake a similar project in Nash County, NC.

Maintaining a position among the industry's top companies through each year's unforeseeable bumps and unavoidable market cycles is never a given and this year was no exception. *Editor's Note: The arduous task of researching and collecting the facts and figures that go into M&P's annual Top 100 is boldly spearheaded by Dana Holt, manager of directories with Sosland Publishing Co. along with Mindy Meyer, information services coordinator. Their attention to detail and tireless efforts are appreciated.*

TOP 100

the list, Hormel Foods Corp. jumped up one position to No. 6 after reporting sales of \$8.2 billion compared to \$7.9 billion the previous year. The company also made news this past January after acquiring the Skippy Peanut Butter line in a deal valued at \$700 million. Hormel wasn't the only company in acquisition mode. Canada's Olymel L.P., ranked No. 18 again this year, acquired Big Sky Farms in



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Top 100

Alphabetical by company name

Company	Page	2013 Rank	2012 Rank	2013 Sales	2012 Sales
Abbyland Foods, Inc.	45	88	93	\$250M	\$225M
AdvancePierre Foods	29	25	22	\$1.50B*	\$1.50B
Agri Beef Co.	33	45	41	\$700M	\$700M
Allen Harim Foods, LLC ¹	36	57	56	\$468M*	\$468M*
American Foods Group, LLC	28	17	18	\$2.50B	\$2.10B
Aurora Packing Co., Inc.	46	97	—	\$202M*	—
Boar's Head Provisions Co., Inc.	32	35	36	\$813M*	\$813M*
Bob Evans Farms, Inc. ²	39	73	70	\$334M*	\$334M
BPI Technology, Inc.	38	63	27	\$400M	\$1.10B
Brakebush Brother's, Inc.	37	61	61	\$425M*	\$425M
Branding Iron Holdings	39	72	84	\$340M	\$290M
Butterball, LLC	31	27	23	\$1.40B*	\$1.40B
Cargill Meat Solutions	24	3	3	\$18.00B	\$15.00B
Case Foods, Inc.	32	39	52	\$774M	\$599M
Caviness Beef Packers, Ltd.	36	52	58	\$550M	\$450M
Central Valley Meat	41	78	75	\$320M	\$320M
Claxton Poultry Farms	41	80	76	\$310M*	\$310M
Clemens Food Group, Inc.	33	43	48	\$735M	\$600M
Coleman Natural Foods	34	47	45	\$672M*	\$672M
Colorado Boxed Beef Co.	34	49	48	\$600M*	\$600M
Columbus Manufacturing, Inc.	45	88	88	\$250M*	\$250M
ConAgra Foods, Inc. ³	24	6	6	\$8.20B*	\$8.03B*
Cooper Farms	38	63	63	\$400M	\$400M
Creekstone Farms Premium Beef	34	49	48	\$600M*	\$600M
Custom Food Products, LLC	—	—	96	—	\$198M
Dakota Turkey Growers, LLC ⁴	46	94	90	\$225M	\$235M
Danish Crown AmbA	32	40	43	\$770M	\$695M
Dietz & Watson, Inc.	38	63	63	\$400M	\$400M
Ed Miniat, Inc.	38	68	66	\$350M*	\$350M*
Empire Kosher	46	95	—	\$220M*	—
Exceldor Cooperative Avicole	37	62	63	\$420M	\$400M
Farmers Pride, Inc. ⁵	45	91	97	\$235M	\$195M*
Fieldale Farms Corp.	33	42	38	\$750M	\$710M
Foster Poultry Farms	28	19	17	\$2.40B	\$2.40B
FPL Food, LLC	39	69	66	\$350M	\$350M
Fresh Mark, Inc.	32	33	34	\$963M	\$931M
George's, Inc.	37	63	62	\$419M*	\$419M
GNP Company	38	63	71	\$400M	\$330M
Golden State Foods ⁶	38	67	71	\$360M	\$330M
Greater Omaha Packing Co., Inc.	31	29	27	\$1.10B	\$1.10B
Harris Ranch Beef Co.	37	58	60	\$466M	\$426M
The Hillshire Brands Co. ⁷	27	11	14	\$3.90B	\$2.77B*

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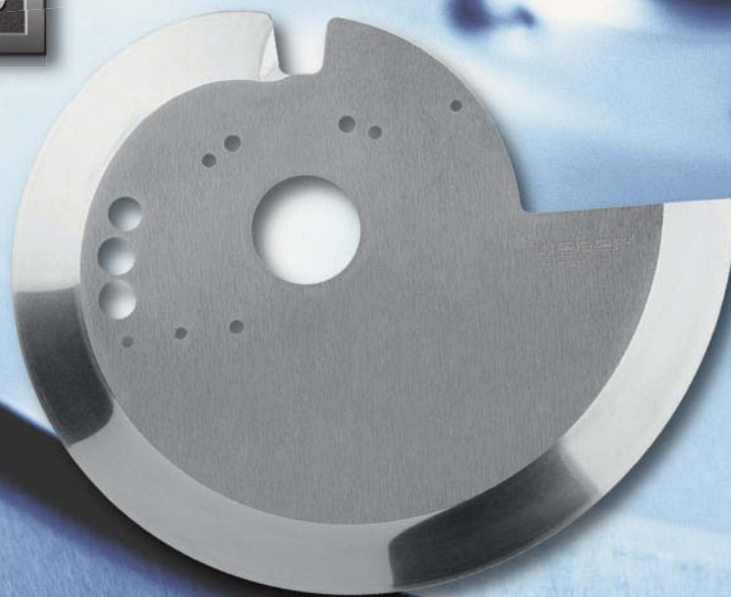
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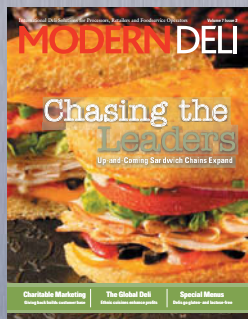
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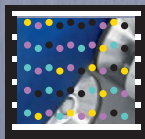
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Top 100

Company	Page	2013 Rank	2012 Rank	2013 Sales	2012 Sales
Hormel Foods Corp.	24	6	7	\$8.20B	\$7.90B
House of Raeford Farms, Inc.	31	30	27	\$1.10B	\$1.10B
Indiana Packers Corp.	31	32	33	\$993M*	\$993M
Industrias Bachoco, SAB de CV	29	22	21	\$1.80B*	\$1.80B*
Intercarnes, S.A. de CV	41	79	—	\$319M*	—
JBS USA	24	2	2	\$31.30B	\$20.90B*
Johnsonville Sausage, LLC	32	36	41	\$800M	\$700M
Kenosha Beef International, Ltd.	32	41	46	\$760M	\$660M
Keystone Foods, LLC	27	9	9	\$6.30B*	\$6.30B
Koch Foods	28	15	20	\$3.00B	\$1.90B
Kraft Foods/Oscar Mayer	27	12	10	\$3.30B*	\$6.20B
L&H Packing	41	76	73	\$325M	\$325M
Land O'Frost, Inc.	39	74	76	\$330M	\$310M
Les Viandes duBreton, Inc.	45	88	88	\$250M	\$250M
Link Snacks, Inc. ⁸	32	34	40	\$905M	\$705M*
Lone Star Beef Processors	43	82	80	\$300M*	\$300M
Lopez Foods	36	53	53	\$540M*	\$540M
Maple Leaf Foods, Inc.	28	12	12	\$3.30B*	\$3.30B*



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Company	Page	2013 Rank	2012 Rank	2013 Sales	2012 Sales
Maple Lodge Farms, Ltd. ⁹	33	46	44	\$685M*	\$685M
Mar-Jac Poultry, Inc.	43	86	85	\$260M	\$260M
Marshall Durbin Companies	45	91	90	\$235M	\$235M
Meyer Natural Foods	39	69	66	\$350M*	\$350M*
Michigan Turkey Producers	—	—	98	—	\$189M
Monogram Food Solutions, LLC	46	96	—	\$207M	—
Mountain City Meat ¹⁰	—	—	92	—	\$230M
Mountain States Rosen, LLC	—	—	100	\$185M	\$185M
Mountaire Farms	29	21	26	\$1.82B	\$1.30B*
National Beef Packing Co., LLC	27	8	8	\$6.80B	\$6.80B
Natural Food Holdings	41	76	73	\$325M	\$325M
Nebraska Beef	32	36	—	\$800M*	—
Olymel L.P.	28	18	16	\$2.50B*	\$2.50B
Omaha Steaks International, Inc.	37	59	57	\$457M	\$457M
OSI Group, LLC	27	10	11	\$5.90B	\$5.45B
Overhill Farms	46	99	—	\$194M	\$169.2M
Peco Foods, Inc.	31	31	35	\$1.00B	\$850M
Perdue, Inc.	28	14	13	\$3.10B*	\$3.10B

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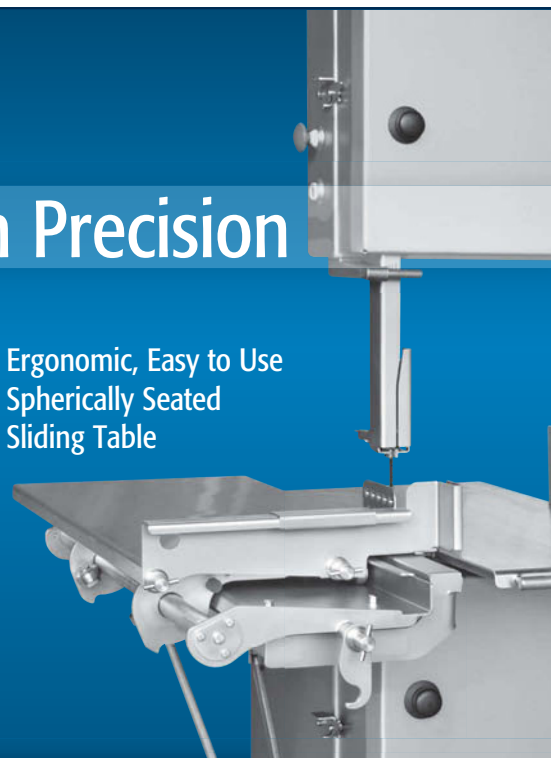
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Company	Page	2013 Rank	2012 Rank	2013 Sales	2012 Sales
Pinty's Delicious Foods, Inc.	46	98	94	\$200M*	\$200M
Plumrose USA ¹¹	37	60	—	\$435M	—
PM Beef Holdings	39	71	69	\$347M*	\$347M*
Premium Brands Holdings Corp.	36	55	55	\$500M*	\$500M
Quantum Foods, LLC	34	49	48	\$600M	\$600M
Rastelli Foods Group	41	80	76	\$310M*	\$310M
Request Foods, Inc.	43	85	87	\$275M	\$257M
Sam Kane Beef Processors	36	54	54	\$525M*	\$525M
Sanderson Farms, Inc.	28	20	19	\$2.39B	\$1.98B*
Seaboard Foods	29	23	24	\$1.74B	\$1.39B
Sigma Alimentos SA de CV	28	16	15	\$2.54B*	\$2.54B*
Simmons Foods, Inc.	33	44	38	\$710M*	\$710M
Smithfield Foods, Inc.	24	4	4	\$13.09B	\$12.20B
Sofina Foods Inc.	32	36	37	\$800M*	\$800M*
Specialty Foods Group, Inc.	43	87	86	\$258M*	\$258M*
Stampede Meat, Inc.	41	74	80	\$330M	\$300M
Sugar Creek Packing Co.	36	56	59	\$470M	\$440M
Superior Farms ¹²	43	82	80	\$300M	\$300M
Surlean Foods	—	—	100	—	\$185M
Sysco Corp.	24	5	5	\$11.80B*	\$11.80B*
Tip Top Poultry, Inc.	45	93	94	\$227M	\$200M
Triumph Foods, LLC	29	25	32	\$1.50B	\$1.00B
Tyson Foods, Inc.	24	1	1	\$33.30B	\$32.30B
Wayne Farms, LLC	29	24	25	\$1.55B	\$1.36B*
West Liberty Foods, LLC	34	48	47	\$645M	\$628M
Wolverine Packing Co.	31	28	31	\$1.16B	\$1.06B
XL Four Star Beef, Inc.	43	82	80	\$300M	\$300M

* Indicates that data is estimated, based on industry research

NR = not reported

1. Formerly Allen Family Foods;
Owned by Harim Group
2. BEF Foods, Inc. is a subsidiary of Bob Evans Farms, Inc.
3. Sales figures shown for Consumer Foods Segment;
Acquired Odom's Tennessee Pride
4. dba Dakota Provisions
5. dba Bell & Evans
6. Sales figures shown for Meat Products Group
7. Formerly Sara Lee
8. Jack Link's Beef Jerky
9. Acquired Grand River Foods
10. Closed in 2012
11. A subsidiary of Danish Crown AmbA
12. Parent company is Transhumance Holding Company, Inc.

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Top 100

1 Tyson Foods, Inc.

Annual sales: \$33.30B

Employees: 115,000

Plants: 84

HQ: Springdale, AR

Phone: (479) 290-4000

Chief officer: Donnie Smith

Species: Beef, chicken, pork

Products: Bacon, battered/breaded products, canned meats, cured/cooked beef, pork and poultry, ham, luncheon meats/loaves, prepared meals, rendering/by-products, sausage-cooked, skinless/boneless poultry

www.tyson.com

2 JBS USA

Annual sales: \$31.30B

Employees: 61,959

Plants: 47

HQ: Greeley, CO

Phone: (970) 506-8000

Chief officer: Andre Nogueira

Species: Beef, chicken, lamb, pork

Products: Bacon, rendering/by-products

www.jbssa.com

3 Cargill Meat Solutions

Annual sales: \$18.00B

Employees: 35,000 / **Plants:** 33

HQ: Wichita, KS

Phone: (316) 291-2500

Chief officer: Jody Horner

Species: Beef, chicken, pork, turkey

Products: Bacon, battered/breaded products, cured/cooked beef, pork and poultry, ham, luncheon meats/loaves, rendering/by-products, sausage-cooked, fresh and traditional, skinless/boneless poultry

www.cargill.com

4 Smithfield Foods, Inc.

Annual sales: \$13.09B

Employees: 46,050 / **Plants:** 40

HQ: Smithfield, VA

Phone: (757) 365-3000

Chief officer: C. Larry Pope

Species: Pork

Products: Bacon, canned meats, cured/cooked pork, ham, luncheon meats/loaves, prepared meals, rendering/by-products, sausage-cooked, fresh and traditional

www.smithfieldfoods.com

5 Sysco Corp.

Annual sales: \$11.80B*

Employees: NR / **Plants:** NR

HQ: Houston, TX

Phone: (281) 584-1390

Chief officer:

Richard J. Schnieders

Species: Beef, chicken, pork, turkey

Products: Battered/breaded products, cured/cooked beef, cured/cooked pork, cured/cooked poultry, ham, luncheon meats/loaves, sausage-cooked, sausage-fresh, sausage-traditional, skinless/boneless poultry

www.sysco.com

6 ConAgra Foods, Inc.

(Consumer Foods Segment)

Annual sales: \$8.20B*

Employees: NR

Plants: NR

HQ: Omaha, NE

Phone: (402) 595-4000

Chief officer: Gary M. Rodkin

Species: Beef, chicken, pork, turkey

Products: Battered/breaded products, cured/cooked beef, pork and poultry, luncheon meats/loaves, prepared meals, sausage-cooked, sausage-fresh, sausage-traditional

www.conagra.com

6 Hormel Foods Corp.

Annual sales: \$8.20B

Employees: 19,700 / **Plants:** 42

HQ: Austin, MN

Phone: (507) 437-5345

Chief officer: Jeffrey M. Ettinger

Species: Beef, pork, turkey

Products: Bacon, canned meats, cured/cooked beef, cured/cooked pork, cured/cooked poultry, ham, luncheon meats/loaves, prepared meals, rendering/by-products, sausage-cooked, sausage-fresh, sausage-traditional, skinless/boneless poultry

www.hormelfoods.com

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8 National Beef Packing Co., LLC

Annual sales: \$6.80B
Employees: 9,000 / **Plants:** 6
HQ: Kansas City, MO
Phone: (800) 449-2333
Chief officer: Tim Klein
Species: Beef
Products: NR
www.nationalbeef.com

9 Keystone Foods, LLC

Annual sales: \$6.30B*
Employees: 7,075
Plants: 13
HQ: West Conshohocken, PA
Phone: (610) 667-6700
Chief officer: Larry McWilliams
Species: Beef, chicken, seafood
Products: Battered/breaded products, cured/cooked poultry, skinless/boneless poultry
www.keystonefoods.com

10 OSI Group, LLC

Annual sales: \$5.90B
Employees: 19,400
Plants: 46
HQ: Aurora, IL
Phone: (630) 851-6600
Chief officer: Sheldon Lavin
Species: Beef, chicken, pork
Products: Bacon, battered/breaded products, cured/cooked beef, cured/cooked pork, cured/cooked poultry, ham, luncheon meats/loaves, prepared meals, sausage-cooked, sausage-fresh, sausage-traditional, skinless/boneless poultry
www.osigroup.com

11 The Hillshire Brands Co. (Formerly Sara Lee)

Annual sales: \$3.90B
Employees: 9,500 / **Plants:** 13
HQ: Chicago, IL
Phone: (312) 614-8683

Chief officer: Sean Connolly
Species: Beef, chicken, pork, turkey
Products: Bacon, cured/cooked beef, cured/cooked pork, cured/cooked poultry, ham, luncheon meats/loaves, sausage-cooked, sausage-fresh, skinless/boneless poultry
www.hillshirebrands.com

12 Kraft Foods/Oscar Mayer

Annual sales: \$3.30B*
Employees: 7,000
Plants: 7
HQ: Kraft Foods - Northfield, IL
 Oscar Mayer - Madison, MN
Phone: (608) 241-3311
Chief officer: Nick Meriggioli
Species: Beef, chicken, pork, turkey
Products: Bacon, luncheon meats and loaves
www.kraft.com;
www.oscarmayer.com

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12 Maple Leaf Foods, Inc.

Annual sales: \$3.30B*

Employees: NR

Plants: NR

HQ: Toronto, ON Canada

Phone: (416) 926-2000

Chief officer: Michael McCain

Species: Chicken, pork

Products: Bacon, ham, skinless/boneless poultry

www.mapleleaf.ca

14 Perdue, Inc.

Annual sales: \$3.10B*

Employees: 21,000

Plants: 15

HQ: Salisbury, MD

Phone: (410) 543-3000

Chief officer: James A. Perdue

Species: Chicken, turkey

Products: Cured/cooked poultry, prepared meals, rendering/by-products, skinless/boneless poultry

www.perdue.com

15 Koch Foods

Annual sales: \$3.00B

Employees: 15,000

Plants: 18

HQ: Park Ridge, IL

Phone: (847) 384-5940

Chief officer: Joseph C. Grendys

Species: Chicken

Products: Cured/cooked poultry, skinless/boneless poultry, value-added poultry

www.kochfoods.com

16 Sigma Alimentos SA de CV

Annual sales: \$2.54B*

Employees: NR

Plants: NR

HQ: Nuevo León, Mexico

Phone: (52) 81-8748-9000

Chief officer:

Dionisio Garza Medina

Species: Pork

Products: Bacon, luncheon meats/loaves, prepared meals, sausage-cooked, sausage-fresh, sausage-traditional

www.sigma-alimentos.com

17 American Foods Group, LLC

Annual sales: \$2.50B

Employees: NR

Plants: 11

HQ: Alexandria, MN

Phone: (320) 759-5900

Chief officer: Tom Rosen

Species: Beef

Products: Cured/cooked beef, luncheon meats/loaves, rendering/by-products, sausage-fresh

www.americanfoodsgroup.com

17 Olymel LP

Annual sales: \$2.50B*

Employees: 10,000

Plants: 18

HQ: Saint-Hyacinthe, QB Canada

Phone: (450) 771-0400

Chief officer: Réjean Nadeau

Species: Chicken, pork, turkey

Products: Bacon, ham, luncheon meats/loaves, prepared meals, sausage-cooked, sausage-fresh, sausage-traditional

www.olymel.ca

19 Foster Poultry Farms

Annual sales: \$2.40B

Employees: 12,500

Plants: 13

HQ: Livingston, CA

Phone: (209) 394-7901

Chief officer: Ron Foster

Species: Chicken, turkey

Products: Battered/breaded products, cured/cooked poultry, luncheon meats/loaves, prepared meals, rendering/by-products, sausage-cooked, sausage-fresh, skinless/boneless poultry

www.fosterfarms.com

20 Sanderson Farms, Inc.

Annual sales: \$2.39B

Employees: 11,262

Plants: 9

HQ: Laurel, MS

Phone: (601) 649-4030

Chief officer: Joe F. Sanderson Jr.

Species: Chicken

Products: fresh poultry products, skinless/boneless poultry

www.sandersonfarms.com

21 Mountaire Farms

Annual sales: \$1.82B
Employees: 6,000 / **Plants:** 3
HQ: Little Rock, AR
Phone: (302) 934-1100
Chief officer: Paul Downes
Species: Chicken
Products: Rendering/by-products, skinless/boneless poultry
www.mountaire.com

22 Industrias Bachoco, SAB de CV

Annual sales: \$1.80B*
Employees: 19,300 / **Plants:** 11
HQ: Guanajuato, Mexico
Phone: (52) 461-618-3500
Chief officer: Francisco Javier R. Bours Castelo
Species: Beef, chicken, pork, turkey
Products: Battered/breaded products, prepared meals, sausage-cooked, skinless/boneless poultry
www.bachoco.com.mx

23 Seaboard Foods

Annual sales: \$1.74B
Employees: 5,000 / **Plants:** 3
HQ: Shawnee Mission, KS
Phone: (800) 262-7907
Chief officer: Terry Holton
Species: Pork
Products: Bacon, cured/cooked pork, ham, rendering/by-products, sausage-cooked, sausage-fresh
www.seaboardfoods.com

24 Wayne Farms, LLC

Annual sales: \$1.55B
Employees: 8,120 / **Plants:** 11
HQ: Oakwood, GA
Phone: (770) 538-2120
Chief officer: Elton Maddox
Species: Chicken
Products: Battered/breaded products, cured/cooked beef, cured/cooked pork, cured/cooked poultry, skinless/boneless poultry
www.waynefarms.com

25 AdvancePierre Foods

Annual sales: \$1.50B
Employees: 4,500 / **Plants:** 5
HQ: Cincinnati, OH
Phone: (513) 874-8741
Chief officer: William D. Toler
Species: Beef, chicken, lamb, pork, turkey, veal
Products: Battered/breaded products, cured/cooked beef, cured/cooked pork, cured/cooked poultry, sausage-cooked, skinless/boneless turkey
www.advancepierre.com

25 Triumph Foods, LLC

Annual sales: \$1.50B
Employees: 2,700
Plants: 1
HQ: St. Joseph, MO
Phone: (816) 396-2700
Chief officer: Rick Hoffman
Species: Pork / **Products:** NR
www.triumphfoods.com



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27 Butterball, LLC

Annual sales: \$1.40B*

Employees: 5,550 / Plants: 5

HQ: Garner, NC

Phone: (919) 255-7900

Chief officer:

Rodney K. Brenneman

Species: Turkey

Products: Bacon, bone-in breast, cured/cooked poultry, fresh raw traypack, luncheon meats/loaves, cooked and fresh sausage, skinless/boneless poultry, whole turkey

www.butterball.com

28 Wolverine Packing Co.

Annual sales: \$1.16B

Employees: 425 / Plants: 3

HQ: Detroit, MI

Phone: (313) 259-7500

Chief officer: Jim Bonahoom

Species: Beef, chicken, lamb, pork, seafood, turkey, veal

Products: NR

www.wolverinepacking.com

29 Greater Omaha Packing Co., Inc.

Annual sales: \$1.10B

Employees: 800 / Plants: 1

HQ: Omaha, NE

Phone: (402) 731-1700

Chief officer: Henry Davis

Species: Beef / Products: NR

www.greateromaha.com

29 House of Raeford Farms, Inc.

Annual sales: \$1.10B

Employees: 6,500 / Plants: 8

HQ: Rose Hill, NC

Phone: (910) 289-3191

Chief officer: Robert C. Johnson

Species: Chicken, turkey

Products: Battered/breaded products, cured/cooked poultry, luncheon meats/loaves, sausage-cooked, skinless/boneless poultry

www.houseofraeford.com

31 Peco Foods, Inc.

Annual sales: \$1.00B

Employees: 4,500 / Plants: 7

HQ: Tuscaloosa, AL

Phone: (205) 345-4711

Chief officer: Mark Hickman

Species: Chicken

Products: NR

www.pecofoods.com

32 Indiana Packers Corp.

Annual sales: \$993M*

Employees: 1,700 Plants: 1

HQ: Delphi, IN

Phone: (765) 564-3680

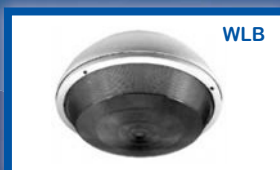
Chief officer: Shinichiro Suzuki

Species: Pork

Products: Bacon, ham, sausage-cooked

www.indianakitchen.com

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www.mayekawausa.com

Email: foodprocessing@mayekawausa.com

33 Fresh Mark, Inc.

Annual sales: \$963M

Employees: 2,200

Plants: 3

HQ: Massillon, OH

Phone: (800) 860-6777

Chief officer: Neil Genshaft

Species: Beef, chicken, pork, turkey

Products: Bacon, battered/breaded

products, cured/cooked beef, cured/

cooked pork, cured/cooked poultry,

ham, luncheon meats/loaves,

sausage-cooked, sausage-traditional

www.freshmark.com

34 Link Snacks, Inc.

(Jack Link's Beef Jerky)

Annual sales: \$905M

Employees: 2,749

Plants: 5

HQ: Minong, WI

Phone: (715) 466-2234

Chief officer: John "Jack" Link

Species: Beef, bison, chicken,

pork, turkey

Products: Cured/cooked beef, pork

and poultry, sausage-cooked

www.jacklinks.com

35 Boar's Head Provisions Co., Inc.

Annual sales: \$813M*

Employees: 2,700

Plants: 4

HQ: Sarasota, FL

Phone: (941) 955-0994

Chief officer: Robert S. Martin

Species: Beef, chicken, pork, turkey

Products: Bacon, cured/cooked

beef, pork and poultry, ham,

luncheon meats/loaves, sausage-

cooked, skinless/boneless poultry

www.boarshead.com

36 Johnsonville Sausage, LLC

Annual sales: \$800M

Employees: 1,000

Plants: 5

HQ: Sheboygan Falls, WI

Phone: (920) 453-6900

Chief officer: Ralph C. Stayer

Species: Beef, chicken, pork, turkey

Products: Rendering/by-products,

sausage-cooked, sausage-fresh,

sausage-traditional

www.johnsonville.com

36 Nebraska Beef

Annual sales: \$800M*

Employees: 1,000 / Plants: 1

HQ: Omaha, NE

Phone: (402) 734-6823

Chief officer: William Hughes

Species: Beef / Products: NR

36 Sofina Foods, Inc.

Annual sales: \$800M*

Employees: 3,300 / Plants: 12

HQ: Markham, ON Canada

Phone: (888) 588-1931

Chief officer:

Species: Beef, chicken, pork, turkey

Products: Cured/cooked poultry,

luncheon meats/loaves, skinless/

boneless poultry

www.sofinafoods.com

39 Case Foods, Inc.

Annual sales: \$774M

Employees: 3,050 / Plants: 5

HQ: Troutman, NC

Phone: (704) 528-4501

Chief officer: Thomas R. Shelton

Species: Chicken

Products: Battered/breaded

products, skinless/boneless poultry

www.casefarms.com

40 Danish Crown AmbA

Annual sales: \$770M

Employees: 450 / Plants: 71

HQ: Randers, Denmark

Phone: (45) 89-19-19-19

Chief officer: Kjeld Johannesen

Species: Beef, lamb, pork, veal

Products: Bacon, battered/

breaded products, canned meats,

cured/cooked beef and pork, ham,

luncheon meats/loaves, prepared

meals, rendering by-products,

cooked, fresh and traditional

sausage

www.danishcrown.dk

41 Kenosha Beef International, Ltd.

Annual sales: \$760M

Employees: 800 / Plants: 4

HQ: Kenosha, WI

Phone: (262) 859-2272

Chief officer: Dennis Vignieri

Species: Beef, turkey

Products: NR

www.bwfoods.com

42 Fieldale Farms Corp.

Annual sales: \$750M

Employees: 4,500

Plants: 3

HQ: Baldwin, GA

Phone: (706) 778-5100

Chief officer: Tom Hensley

Species: Chicken

Products: Battered/breaded products, cured/cooked poultry, rendering/by-products, skinless/boneless poultry

www.fieldale.com

43 Clemens Food Group, Inc.

Annual sales: \$735M

Employees: 2,300

Plants: 2

HQ: Hatfield, PA

Phone: (215) 368-2500

Chief officer: Douglas C. Clemens

Species: Beef, chicken, pork, turkey

Products: Bacon, cured/cooked beef, pork and poultry, ham, luncheon meats/loaves, rendering/by-products, sausage-cooked, sausage-fresh, sausage-traditional

www.clemensfoodgroup.com

44 Simmons Foods, Inc.

Annual sales: \$710M*

Employees: 4,800 / Plants: 6

HQ: Siloam Springs, AR

Phone: (479) 524-8151

Chief officer: Mark Simmons

Species: Chicken

Products: Battered/breaded products, cured/cooked poultry, prepared meals, rendering/by-products, skinless/boneless poultry

www.simmonsfoods.com

45 Agri Beef Co.

Annual sales: \$700M

Employees: 850

Plants: 1

HQ: Boise, ID

Phone: (208) 338-2500

Chief officer: Robert Rebholtz Jr.

Species: Beef, pork

Products: Bacon, battered/breaded products, cured/cooked beef, cured/cooked pork, ham, luncheon meats/loaves, rendering/by-products, sausage-cooked

www.agrib Beef.com

46 Maple Lodge Farms, Ltd.

Annual sales: \$685M*

Employees: 2,200

Plants: 2

HQ: Brampton, ON Canada

Phone: (905) 455-8340

Chief officer: Michael Burrows

Species: Chicken

Products: Bacon, cured/cooked poultry, luncheon meats/loaves, sausage-cooked

www.maplelodgefarms.com

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No chickens were harmed during the production of this ad.

47 Coleman Natural Foods

Annual sales: \$672M*
Employees: 2,300 / **Plants:** 7
HQ: Golden, CO
Phone: (800) 849-5464
Chief officer: Mark McKay
Species: Chicken, pork
Products: Bacon, battered/breaded products, cured/cooked beef, cured/cooked pork, cured/cooked poultry, sausage-cooked, sausage-fresh, skinless/boneless poultry
www.colemannatural.com

48 West Liberty Foods, LLC

Annual sales: \$645M
Employees: 1,900 / **Plants:** 3
HQ: West Liberty, IA
Phone: (888) 511-4500
Chief officer: Ed Garrett
Species: Beef, chicken, pork, turkey
Products: Battered/breaded

products, cured/cooked beef, pork and poultry, ham, luncheon meats/loaves, sausage-cooked, skinless/boneless poultry
www.wlfoods.com

49 Colorado Boxed Beef Co.

Annual sales: \$600M*
Employees: 400 **Plants:** 3
HQ: Auburndale, FL
Phone: (863) 967-0636
Chief officer: John J. Rattigan Jr.
Species: Beef, chicken, lamb, pork, seafood, turkey, veal
Products: Bacon, battered/breaded products, ham, luncheon meats/loaves, prepared meals
www.coloradoboxedbeef.com

49 Creekstone Farms Premium Beef

Annual sales: \$600M*
Employees: 734

Plants: 1
HQ: Arkansas City, KS
Phone: (620) 741-3100
Chief officer: Dennis Buhlke
Species: Beef
Products: Cured/cooked beef, luncheon meats/loaves
www.creekstonefarms.com

49 Quantum Foods, LLC

Annual sales: \$600M
Employees: 1,000
Plants: 2
HQ: Bolingbrook, IL
Phone: (800) 334-6328
Chief officer: Edward B. Bleka
Species: Beef, chicken, lamb, pork, turkey
Products: Luncheon meats and loaves, battered/breaded products, prepared meals, skinless/boneless poultry, cured/cooked beef, pork and poultry
www.quantumfoods.com



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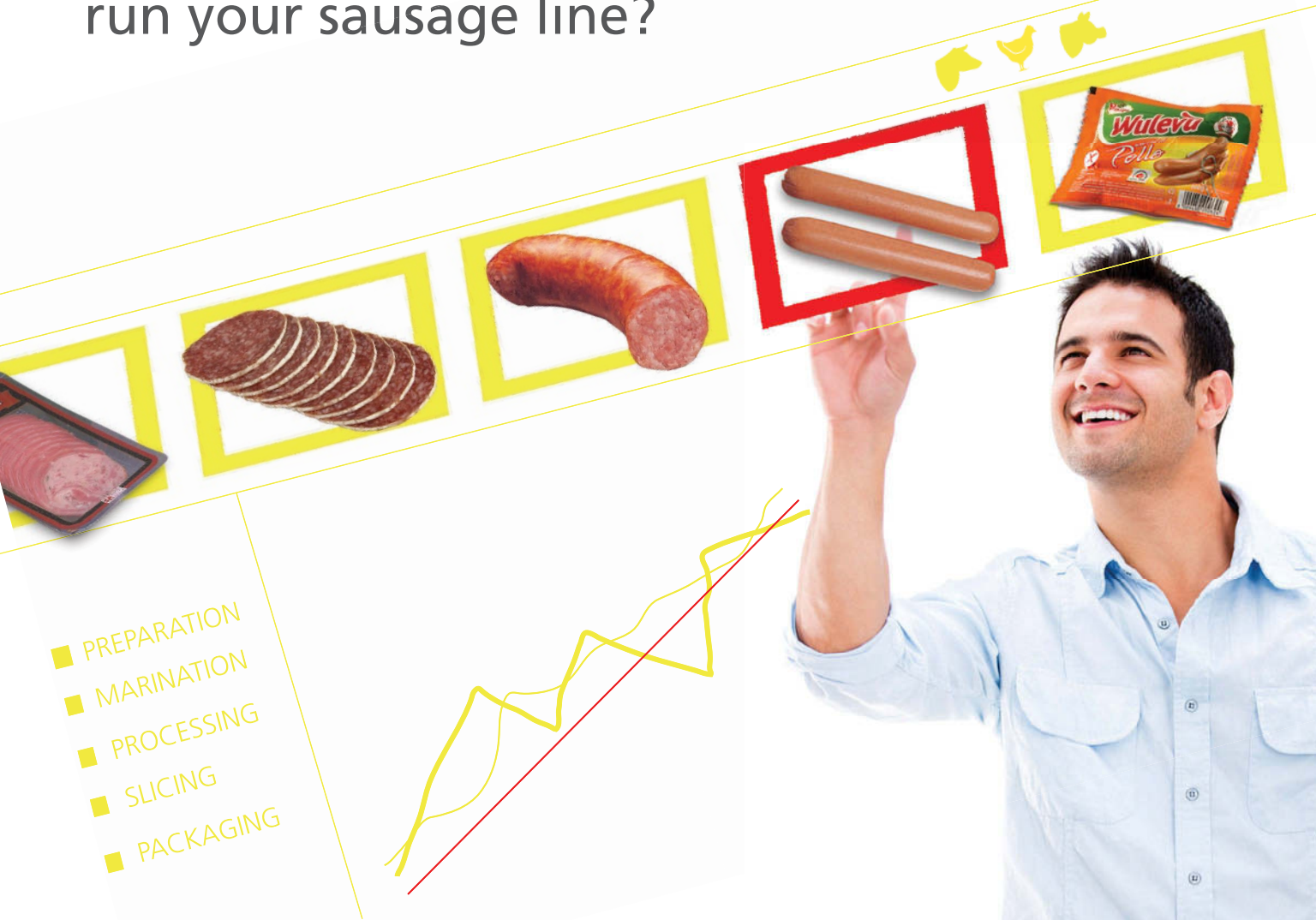
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52 Caviness Beef Packers, Ltd.

Annual sales: \$550M
Employees: 750
Plants: 2
HQ: Hereford, TX
Phone: (806) 357-2443
Chief officer: Terry Caviness
Species: Beef
Products: Rendering/by-products
www.cavinessbeefpackers.com

53 Lopez Foods

Annual sales: \$540M*
Employees: 1,200
Plants: 3
HQ: Oklahoma City, OK
Phone: (405) 603-7500
Chief officer: Ed Sanchez
Species: Beef, chicken, pork
Products: Battered/breaded products, sausage-cooked
www.lopezfoods.com

54 Sam Kane Beef Processors

Annual sales: \$525M*
Employees: 900 / **Plants:** 1
HQ: Corpus Christi, TX
Phone: (361) 241-5000
Chief officer: Jerry Kane
Species: Beef / **Products:** NR
www.samkanebeef.com

55 Premium Brands Holdings Corp.

Annual sales: \$500M*
Employees: 1,500 / **Plants:** 18
HQ: Richmond, BC Canada
Phone: (604) 656-3100
Chief officer: George Paleologou
Species: Beef, chicken, lamb, pork, seafood, turkey, veal
Products: Bacon, ham, prepared meals, cooked, fresh and traditional sausage, cured/cooked beef, pork and poultry, luncheon meats/loaves
premiumbrandsholdings.com

56 Sugar Creek Packing Co.

Annual sales: \$470M
Employees: 1,500 / **Plants:** 4
HQ: Washington Court House, OH
Phone: (740) 335-3586
Chief officer: Tom Bollinger
Species: Chicken, pork, turkey
Products: Bacon, cured/cooked poultry, sausage-cooked
www.sugarcreek.com

57 Allen Harim Foods, LLC (Formerly Allen Family Foods)

Annual sales: \$468M*
Employees: 3,000 / **Plants:** 3
HQ: Seaford, DE
Phone: (302) 629-9136
Chief officer: Bob Turley
Species: Chicken
Products: Rendering/by-products, skinless/boneless poultry
www.allenfamilyfoods.com

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58 Harris Ranch Beef Co.

Annual sales: \$466M
Employees: 900
Plants: 1
HQ: Selma, CA
Phone: (559) 896-3081
Chief officer: John Harris
Species: Beef
Products: Cured/cooked beef, fresh beef
www.harrisranch.com

59 Omaha Steaks International, Inc.

Annual sales: \$457M
Employees: 1,800
Plants: 3
HQ: Omaha, NE
Phone: (402) 597-3000
Chief officer: Bruce A. Simon
Species: Beef, chicken, lamb, pork, seafood, turkey, veal
Products: NR
www.omahasteaks.com

60 Plumrose USA

Annual sales: \$435M
Employees: 1,000 / **Plants:** 4
HQ: Downers Grove, IL
Phone: (732) 257-6600
Chief officer: David Schanzer
Species: Pork
Products: Bacon, canned meats, cured/cooked pork, ham, luncheon meats/loaves
www.plumroseusa.com

61 Brakebush Brother's, Inc.

Annual sales: \$425M*
Employees: 900 / **Plants:** 1
HQ: Westfield, WI
Phone: (608) 933-2121
Chief officer: Carl Brakebush
Species: Chicken
Products: Battered/breaded products, cured/cooked poultry, skinless/boneless poultry
www.brakebush.com

62 Exceldor Cooperative Avicole

Annual sales: \$420M
Employees: 1,000
Plants: 3
HQ: Lévis, QB Canada
Phone: (418) 830-5600
Chief officer: René Proulx
Species: Chicken, turkey
Products: Cured/cooked poultry, skinless/boneless poultry
www.exceldor.com

63 George's Inc.

Annual sales: \$419M*
Employees: 4,100
Plants: 5
HQ: Springdale, AR
Phone: (479) 927-7140
Chief officer: Gary C. George
Species: Chicken
Products: Battered/breaded products, skinless/boneless poultry

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64 BPI Technology, Inc.

Annual sales: \$400M
Employees: 1,500 / **Plants:** 4
HQ: Dakota Dunes, SD
Phone: (605) 217-8000
Chief officer: Eldon Roth
Species: Beef, lamb, pork
Products: NR
www.beefproducts.com;
www.bpicertifiedtender.com

64 Cooper Farms

Annual sales: \$400M
Employees: 1,510 **Plants:** 2
HQ: Oakwood, OH
Phone: (419) 594-3325
Chief officer: Jim Cooper
Species: Chicken, pork, turkey
Products: Canned meats, cured/cooked pork and poultry, luncheon meats/loaves, sausage-cooked, ham skinless/boneless poultry, turkey burgers, value-added products
www.cooperfarms.com

64 Dietz & Watson, Inc.

Annual sales: \$400M
Employees: 900 **Plants:** 3
HQ: Philadelphia, PA
Phone: (215) 831-9000
Chief officer: Louis J. Eni
Species: Beef, chicken, pork, turkey
Products: Cured/cooked beef, pork and poultry, ham, luncheon meats/loaves, sausage-cooked, fresh and traditional
www.dietzandwatson.com

64 GNP Company

Annual sales: \$400M
Employees: 1,600 / **Plants:** 3
HQ: St. Cloud, MN
Phone: (320) 251-3570
Chief officer: Michael Helgeson
Species: Chicken
Products: Sausage-fresh, skinless/boneless poultry
www.goldnplump.com;
www.gnpcompany.com

68 Golden State Foods (Meat Products Group)

Annual sales: \$360M
Employees: 190
Plants: 1
HQ: Irvine, CA
Phone: (949) 252-2000
Chief officer: Mark Wetterau
Species: Beef, Pork
Products: Beef patties, ground beef
www.goldenstatefoods.com

69 Ed Miniat, Inc.

Annual sales: \$350M*
Employees: 320
Plants: 1
HQ: Homewood, IL
Phone: (708) 957-3800
Chief officer: Ronald Miniat
Species: Beef, pork
Products: NR
www.miniat.com

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70 FPL Food, LLC

Annual sales: \$350M
Employees: 800
Plants: 3
HQ: Augusta, GA
Phone: (706) 722-2694
Chief officer: Francois Leger
Species: Beef / **Products:** NR
www.fplfood.com

70 Meyer Natural Foods

Annual sales: \$350M*
Employees: 100
Plants:
HQ: Loveland, CO
Phone: (800) 856-6765
Chief officer: Mike Day,
 Chris Boudinet
Species: Beef
Products: Case ready beef, ground
 beef, cured/cooked beef
www.meyernaturalangus.com;
www.laurasleanbeef.com

72 PM Beef Holdings

Annual sales: \$347M*
Employees: 680 / **Plants:** 1
HQ: Windom, MN
Phone: (507) 831-2761
Chief officer: Greg Miller
Species: Beef / **Products:** NR
www.pmbeef.com

73 Branding Iron Holdings

Annual sales: \$340M
Employees: 800 / **Plants:** 4
HQ: Sauget, IL
Phone: (618) 337-8400
Chief officer: Scott Hudspeth
Species: Beef, pork
Products: NR

74 Bob Evans Farms, Inc. (BEF Foods, Inc.)

Annual sales: \$334M*
Employees: 675
Plants: 6

HQ: Columbus, OH
Phone: (800) 272-7675
Chief officer: Steven A. Davis
Species: Pork, turkey
Products: Bacon, ham, prepared
 meals, sausage-cooked, sausage-
 fresh, sausage-traditional
www.bobevans.com

75 Land O'Frost, Inc.

Annual sales: \$330M
Employees: 1,000
Plants: 4
HQ: Lansing, IL
Phone: (708) 474-7100
Chief officer: David Van Eekeren
Species: Beef, chicken, pork, turkey
Products: Cured/cooked beef,
 cured/cooked pork, cured/cooked
 poultry, franks, ham, luncheon
 meats/loaves, sausages, specialty
 sausage products
www.landofrost.com

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75 Stampede Meat, Inc.

Annual sales: \$330M
Employees: 1,050 / **Plants:** 2
HQ: Bridgeville, IL
Phone: (800) 353-0933
Chief officer: Brock Furlong
Species: Beef, chicken, pork, turkey
Products: Prepared meals, rendering/by-products
www.stampedemeat.com

77 L&H Packing

Annual sales: \$325M
Employees: 125
Plants: 3
HQ: San Antonio, TX
Phone: (210) 532-3241
Chief officer: Justin Still
Species: Beef / **Products:** NR
www.lhpacking.com

77 Natural Food Holdings

Annual sales: \$325M
Employees: 350 / **Plants:** 2

HQ: Sioux Center, IA
Phone: (712) 722-2555
Chief officer: Gary Malenke
Species: Beef, chicken, lamb, pork
Products: Bacon, cured/cooked beef and pork, luncheon meats/loaves, prepared meals, rendering/by-products, sausage-cooked and traditional, ham
www.naturalfoodholdings.com

77 Central Valley Meat

Annual sales: \$320M
Employees: 400 / **Plants:** 1
HQ: Hanford, CA
Phone: (559) 583-9624
Chief officer: Brian Coelho
Species: Beef / **Products:** NR

80 Intercarnes, SA de CV

Annual sales: \$319M*
Employees: 6,500 / **Plants:** 1
HQ: Chihuahua, Mexico
Phone: (52) 614-439-0100
Chief officer: Oscar Eugenio

Baeza Fares
Species: Pork
Products: Fresh/traditional sausage

81 Claxton Poultry Farms

Annual sales: \$310M*
Employees: 1,800 / **Plants:** 1
HQ: Claxton, GA
Phone: (912) 739-3181
Chief officer: Jerry Lane
Species: Chicken
Products: Skinless/boneless poultry
www.claxtonpoultry.com

81 Rastelli Foods Group

Annual sales: \$310M*
Employees: 290 / **Plants:** 2
HQ: Swedesboro, NJ
Phone: (800) 654-6328
Chief officer: Ray Rastelli
Species: Beef, chicken, lamb, pork, seafood, turkey, veal
Products: Cured/cooked beef, pork and poultry, prepared meals
www.rastellis.com

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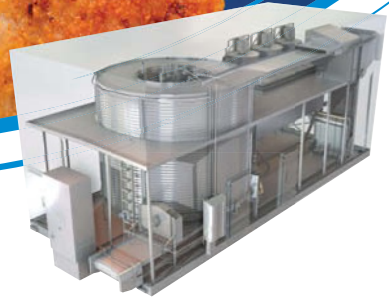


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83 Lone Star Beef Processors

Annual sales: \$300M*
Employees: 475
Plants: 1
HQ: San Angelo, TX
Phone: (325) 658-5555
Chief officer: John Cross
Species: Beef / Products: NR
www.lonestarbeef.net

83 Superior Farms (Parent company T.H.C.I.)

Annual sales: \$300M
Employees: 409
Plants: 3
HQ: Davis, CA
Phone: (530) 758-3091
Chief officer: Ed Jenks
Species: Lamb, veal
Products: Rendering/by-products
www.superiorfarms.com

83 XL Four Star Beef, Inc.

Annual sales: \$300M
Employees: 500
Plants: 1
HQ: Omaha, NE
Phone: (402) 731-3370
Chief officer: Dan Rohrberg
Species: Beef
Products: NR
www.xlfourstar.com

86 Request Foods, Inc.

Annual sales: \$275M
Employees: 625
Plants: 2
HQ: Holland, MI
Phone: (616) 786-0900
Chief officer: Jack DeWitt
Species: Beef, chicken, pork, seafood, turkey
Products: Prepared meals
www.requestfoods.com

87 Mar-Jac Poultry, Inc.

Annual sales: \$260M
Employees: 1,300 / Plants: 1
HQ: Gainesville, GA
Phone: (770) 531-5000
Chief officer: Pete Martin
Species: Chicken
Products: Skinless/boneless poultry
www.marjacpoultry.com

88 Specialty Foods Group, Inc.

Annual sales: \$258M*
Employees: 799 / Plants: 2
HQ: Newport News, VA
Phone: (757) 952-1200
Chief officer: Bonita J. Then
Species: Beef, chicken, pork, turkey
Products: Cured/cooked beef and pork, luncheon meats and loaves, ham, cooked/traditional sausage, canned meats
www.specialtyfoodsgroup.com

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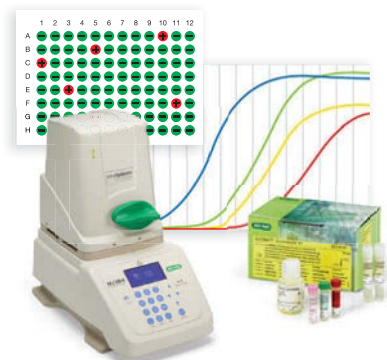
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89 Abbyland Foods, Inc.

Annual sales: \$250M

Employees: 725

Plants: 2

HQ: Abbotsford, WI

Phone: (715) 223-6386

Chief officer: Harland Schranfnagel

Species: Beef, pork

Products: Luncheon meats/loaves, sausage-cooked, fresh, traditional
www.abbyland.com

89 Columbus Manufacturing, Inc.

Annual sales: \$250M*

Employees: 300

Plants: 3

HQ: Hayward, CA

Phone: (510) 921-3400

Chief officer: Tim Fallon

Species: Beef, chicken, pork, turkey

Products: Cured/cooked beef, pork and poultry, ham

www.columbussalame.com

89 Les Viandes duBreton, Inc.

Annual sales: \$250M

Employees: 500

Plants: 1

HQ: Riviere-du-Loup, QB Canada

Phone: (418) 863-6711

Chief officer: Vincent Breton

Species: Pork

Products: Bacon, fresh pork, case-ready fresh sausage, sausage - fresh
www.dubreton.com

92 Farmers Pride, Inc. (dba Bell & Evans)

Annual sales: \$235M

Employees: 1,100

Plants: 1

HQ: Fredericksburg, PA

Phone: (717) 865-6626

Chief officer: Scott I. Sechler

Species: Chicken, turkey, duck, cornish game hen

Products: Battered/breaded products, cured/cooked poultry, skinless/boneless poultry
www.bellandevans.com

92 Marshall Durbin Cos.

Annual sales: \$235M

Employees: 1,900 / Plants: 2

HQ: Birmingham, AL

Phone: (800) 768-2456

Chief officer: Melissa Durbin

Species: Chicken

Products: Whole birds, cut up, portions, skinless/boneless poultry
www.marshalldurbin.com

94 Tip Top Poultry, Inc.

Annual sales: \$227M

Employees: 1,500 / Plants: 3

HQ: Marietta, GA

Phone: (800) 241-5230

Chief officer: Robin Burruss

Species: Beef, chicken, turkey

Products: Cured/cooked poultry
www.tiptoppoultry.com

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95 Dakota Turkey Growers, LLC

(dba Dakota Provisions)

Annual sales: \$225M

Employees: 900 / Plants: 1

HQ: Huron, SD

Phone: (605) 352-1519

Chief officer: Kenneth Rutledge

Species: Beef, chicken, pork, turkey

Products: Turkey bacon, luncheon meats/loaves, cured/cooked poultry, beef and pork, ham, rendering/by-products, skinless/boneless poultry
www.dakotaprovisions.com

96 Empire Kosher

Annual sales: \$220M*

Employees: 890 / Plants: 1

HQ: Mifflintown, PA

Phone: (717) 436-7055

Chief officer: Greg Rosenbaum

Species: Chicken, Turkey

Products: Battered/breaded products, cured/cooked poultry,

luncheon meats/loaves

www.empirekosher.com

97 Monogram Food Solutions, LLC

Annual sales: \$207M

Employees: 1,257 / Plants: 4

HQ: Memphis, TN

Phone: (901) 685-7167

Chief officer: Karl Schledwitz

Species: Beef, chicken, pork, turkey

Products: Bacon, battered/breaded products, cured/cooked beef, cured cooked pork, ham, luncheon meats/loaves, sausage-cooked, sausage-fresh, sausage-traditional
www.monogramfoods.com

98 Aurora Packing Co., Inc.

Annual sales: \$202M*

Employees: 250 / Plants: 1

HQ: North Aurora, IL

Phone: (630) 897-0551

Chief officer: Marvin Fagel

Species: Beef / Products: NR

99 Pinty's Delicious Foods, Inc.

Annual sales: \$200M*

Employees: 500 / Plants: 4

HQ: Burlington, ON Canada

Phone: (800) 263-7223

Chief officer: Randy Cain

Species: Chicken

Products: Battered/breaded products, cured/cooked poultry, prepared meals, skinless/boneless poultry
www.pintys.com

100 Overhill Farms

Annual sales: \$194M

Employees: 740 / Plants: 2

HQ: Vernon, CA

Phone: (323) 582-9977

Chief officer: James Rudis

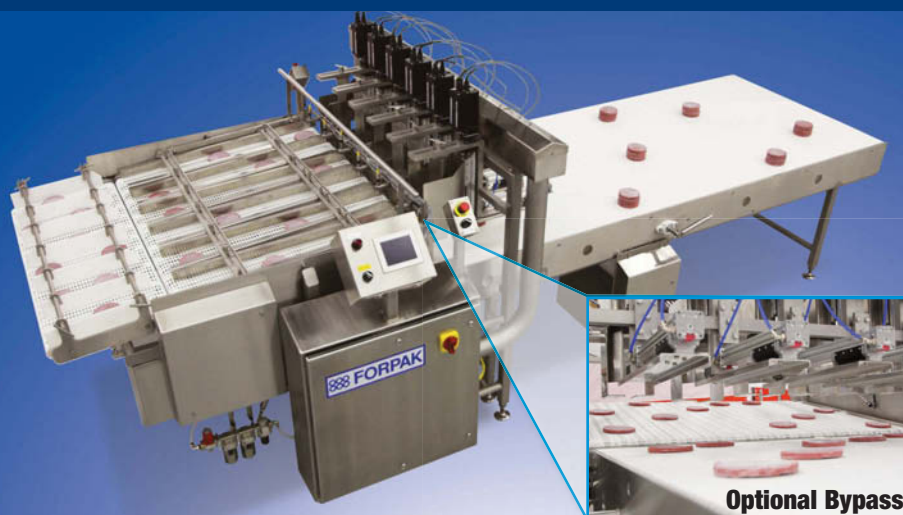
Species: Beef, chicken, lamb, pork, seafood, turkey, veal

Products: Prepared meals
www.overhillfarms.com

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Sustainability-driven

Processors are racking up achievements in corporate responsibility, sustainability

BY BERNARD SHIRE
meatpoultry@sosland.com

Evolving into a better corporate citizen has become the goal of many meat and poultry processors in recent years. Customers and consumers expect no less and the growing list of their achievements is impressive.

For example, Marfrig Group, based in São Paulo, Brazil, was the first animal-protein manufacturer in the world to begin mapping greenhouse gases throughout its supply chain. Marfrig asked its suppliers to answer a questionnaire created by the Carbon Disclosure Project's supply chain program, which is one way climate change information is reported, according to Clever Pirola Avila, director of sustainability at the company.

"This is a major step for our company in reducing greenhouse gas emis-

sions," Avila says. "That's because 95 percent of greenhouse gas emissions in our production chain come not from our direct operations, but from our supply chain," he says.

This marks the first time Marfrig is getting information from its suppliers by means of its Carbon Disclosure Project, Avila says. He adds the company plans to talk to its suppliers and jointly created a plan to develop both products and plant processes that will result in smaller 'carbon footprints'.

The greenhouse mapping project is one of a number of sustainability steps the company has taken. Areas Marfrig concentrates on include environmental, social, economic, value-chain, product and technology.

The company found the 95.5 per-

cent spread of gas emissions from doing the inventory with its suppliers. The next step will be a workshop to identify opportunities and define goals in reducing the emissions. Greenhouse gases can affect the operations of large companies like Marfrig "because climate change affects agricultural production and impacts our operations," Avila says. He adds goals to reduce these problems have been developed through the year 2020.

"We've inventoried three major areas – greenhouse gases, water and wood," he adds. "We are learning how to make our operations more sustainable on a daily basis."

Marfrig, which also has operations in the United States, Mexico, other parts of South America, Europe, Af-



rica and Asia, is one of many companies taking steps to move ahead and increase its sustainability practices.

In early February, Springdale, Ark.-based Tyson Foods Inc. announced it received an “A” from the Global Reporting Initiative (GRI) for its latest corporate social responsibility report. The sustainability report is Tyson’s fourth since 2005, but is the first to receive the GRI’s Application Level “A.” GRI is a world-recognized organization promoting economic, environmental and social sustainability.

The 2012 Tyson Foods Sustainability Report documents the company’s progress from 2010-2012 regarding people, planet, profit and products. Its achievements can be found at <http://www.tysonfoods.com/sustainability>.

Sustainability plan

Another company with a strong sustainability plan is Smithfield, Va.-based Smithfield Foods Inc. Smithfield’s efforts are led by Dennis Treacy, executive vice president and chief sustainability officer and former director

of the Virginia Department of Environmental Quality.

“When I came here, the company was in the midst of experiencing environmental problems, largely water pollution issues,” Treacy says. Now the company is in its third year of its new sustainability management system.

Operating in a decentralized way, Smithfield began setting goals and expectations for its member companies. A bar is set and it is up to the companies to achieve the goals. This is done through sustainability competitions, recognition and award programs. Definite goals are set and achieved.

“One example is under animal welfare – our transition away from gestation stalls to pens by 2017, and that’s on course to happen,” he says. “Another is under food safety – our goal is no recalls. A third is worker safety – including injury prevention. So far, there’s been a huge drop in injuries.”

He says a former worker-safety goal, to exceed meat-safety standards, has been modified with the goal of leading the industry in this category. Another effort, to feed hungry people in the US, is being met by working with food banks around the country.

“We’ve set goals for each of our plants to talk to their communities and demystify meat. There are no secrets anymore. So, when consumers and customers visit plants, they’re shocked to see lots of stainless steel equipment and safety equipment on our employees, not scenes from ‘The Jungle,’” Treacy says.

Smithfield also works with its contract producers and farmers to adhere to the company’s animal-welfare program. “Farmers are responsible for their own property and activities – we don’t impose requirements on them,

but we let them know what our expectations are, and our contractors carry them out on their own,” Treacy says.

One tough sustainability and environmental challenge for Smithfield and other meat and poultry processors is the rapid disappearance of rural areas throughout the US. “Some of our meat plants have been overtaken by cities and suburban areas,” Treacy says. “This is an ever-increasing challenge. People move into a suburban

Marfrig Group has become the first animal-protein manufacturer in the world to begin mapping greenhouse gases throughout its supply chain.

area, not realizing there’s a meat-processing plant over the hill. Some of these new residents have never been in rural areas before. So, we go out of our way to make sure our neighbors know who we are, and what we do.”

Part of the reason for this trend is the decreasing number of people involved in agriculture and agri-business in the US, Treacy explains. “Two-hundred years ago, agriculture was this country’s densest industry, a way of life for a high percentage of people in this country. Today, about 2 percent of Americans are working in agriculture or in industry related to it.”

A major endeavor

Austin, Minn.-based Hormel Foods is another company that has taken on corporate responsibility and sustainability. In its 2011 Corporate Respon-

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SUSTAINABILITY



sibility Report, Hormel demonstrated how it has progressed toward goals, while outlining what steps it plans to take toward making its operations more sustainable. The areas Hormel is concerned about include how it contributes to the communities where it operates, animal care, the environment, workplace diversity, food quality and safety, health and wellness, and the code of ethics it operates under.

Sustainability is part of its "Elevate the Everyday, Our Way," value platform. The company also has established the Hormel Foods Supplier Responsibility Principles, a set of guidelines and expectations it asks its suppliers to follow. For example, for the independent family farmers who supply most of Hormel's hogs, the company requires producers and producers' employees who work with animals to participate in industry training and education programs.

Hormel Foods has been listed on the Dow Jones Sustainability Index since 2011, reflecting an ongoing commitment to corporate responsibility in the areas of people, products, process, performance and philanthropy, according to Thomas Raymond, director of environmental sustainability. The company was also awarded LEED gold certification, and has completed its first set of five-year environmental goals, including reducing water consumption by 15 percent, reducing packaging by 21.8 million lbs. and achieving solid waste minimization goals. Raymond says the company decreased greenhouse gas emissions by 5 percent across 41 US plants.

"We also consider food safety and employee safety part of our sustainability program, and community involvement is also part of it," Raymond

says. Community activities include hunger, education, and supporting local plant communities.

While Hormel did not reach its energy reduction goal established in 2006, it did realize significant benefits in energy savings. "We established a new energy goal, which began in fiscal year 2012 and will be reported in the 2012 Hormel Foods Corporate Responsibility Report," Raymond said.

Some of our meat plants have been overtaken by cities and suburban areas. This is an ever-increasing challenge.

Recently, officials with West Liberty, Iowa-based West Liberty Foods LLC announced its Mount Pleasant, Iowa, meat-producing plant has earned the designation of operating a "landfill-free" plant by eliminating more than 2 million lbs. of waste previously dropped in a local landfill each year. The company's landfill-free status was verified by NSF International Strategic Registrations Ltd.

Another sustainability achiever is Greeley, Colo.-based JBS USA, a subsidiary of JBS SA. The company won the McDonald's 2012 "Best of Sustainable Supply" award. McDonald's recognized JBS for two sustainability projects resulting in improvements in water conservation and waste reduction. Other companies are also cutting back the use of film in packaging, and shifting to recyclable packaging. ■

Bernard Shire is based in Lancaster, Pa. He also works as a food safety consultant and writer for Shire & Associates LLC.

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Aiming to please

BY STEVE KRUT
meatpoultry@sosland.com

For more than a century, Tank's Meats has been meeting the needs of its customers

Tank's Meats in Elmore, Ohio, established a very simple philosophy: "We take our customers' needs and ideas seriously." Following that approach the business has continued to grow...for 106 years!

Their willingness and dedication to meeting the wishes of those they serve has served the family-owned-and-operated meat business with a continued pattern of expansion and success.

"Everything our customers say is taken very seriously," says President Eric Amstutz, "and most of the ideas they bring to our attention leads to us doing something to improve the operation."

The proof can be found in the busy 40 ft.-by-40-ft. retail area where fifth-generation grandchildren help stock

shelves or bag purchases for customers on the weekends.

It can also be found in the five delivery trucks that ship wholesale goods throughout Northwest Ohio.

Tank's was the brainchild of Fred Tank, who opened a fresh meat and poultry store in downtown Elmore in 1907, and delivered his wares by horse and wagon or by sled. His son, Walter, later expanded the business to offer a full line of groceries, fruits and vegetables.

By 1947, the company moved their retail operation to their slaughter and processing plant outside of town, which is their current location. In the 1950's the company brought in a Swiss sausage maker to add to the product line. This led to growth in its wholesale business and home freezer provisioning.



Looking to add a second sausage-maker to the business, Walter placed an ad in a Swiss newspaper. Alois Amstutz, a Swiss-born oil tanker seaman, answered the newspaper ad. Alois, also known as Al, did his apprenticeship as a meat-cutter and sausage-maker near his home in Luzerne, Switzerland.

Continuing tradition

But today's version of Tank's (officially called Tank's Meats Inc.) started when Walter's daughter, Marcia, married Al.

When Marcia and Al bought the business in 1976, they were able to introduce new Swiss- and German-based sausage recipes that brought new customers from as far away as Cincinnati. After

36 years, Al, 74, still comes in regularly to mix the spices for the sausage varieties and Marcia calls many of their wholesale customers, as well as prodding their grandchildren to be "hands on" involved.

Eric and his brother, Kurt, the vice president; their wives, Jackie and Julie; along with their long-time friend Ken Peterson, represent the full-time management of everything inside the 10,000-sq.-ft. facility.

Since their takeover from Al and Marcia in 2007, they have grown the operation and now have nearly 40 employees.

Retail meat cuts from the 60-ft. meat case are still wrapped in old-fashioned butcher paper and shoppers can choose from a 24-ft. display case of store-made deli salads and a bountiful selection of Amish cheeses.

Another 44 feet of bins hold frozen meat cuts of poultry, beef, pork and sausage products. Plenty

of grocery items abound and one corner is devoted to an array of Tank's hats, shirts and paraphernalia that shows there is pride and enthusiasm enough to merchandise.

Many of the hundreds of awards for cured and smoked meats the firm has won in competitions at the Ohio Association of Meat Processors and the American Association of Meat Processors are on display, but countless others sit in boxes, telling that there's sometimes too much going on to keep up.

"We are doing so many things and finding space is becoming a problem," Kurt states. "It's like trying to put 10 lbs. in a 5-lb. bag."

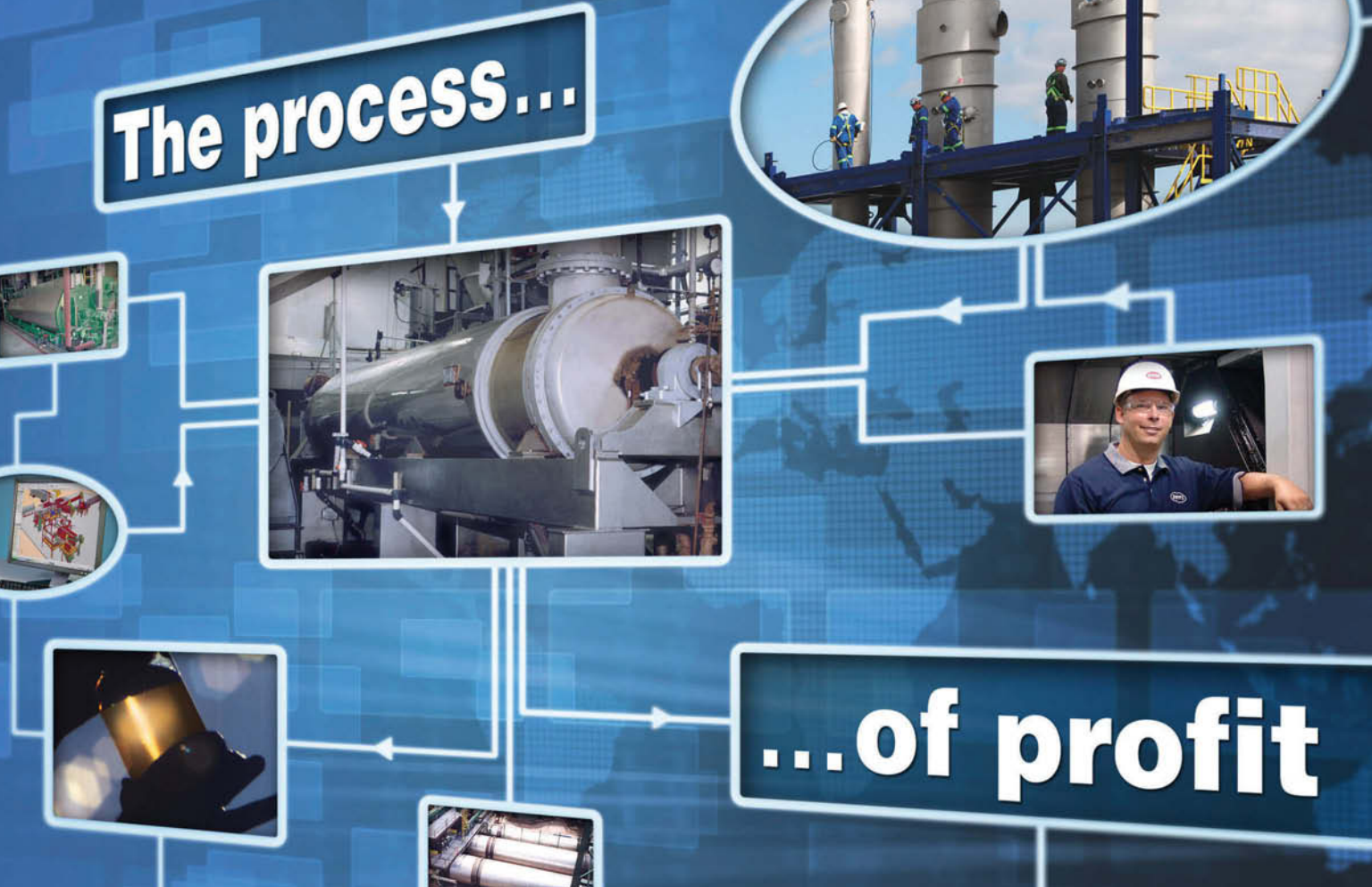
"Two years ago in April, we bought out an HRI plant in Toledo, about 20 miles away. After reviewing what we wanted to do with it, we decided to move the activity here to Elmore. From 10 p.m. Friday to 10 p.m. Sunday we had 90 percent of everything moved in and set up. We were exhausted, but we found a way to get it done with little disruption to serving the wholesale accounts."

The HRI end of Tank's sales has doubled in volume due to the expanded product offering from their buyout and continued growth and relationship with the new customers.

When Tank's says they have HRI provisions, they can unfurl a listing of pork, beef, poultry, lamb and seafood inventory in so many formats that it boggles the mind. There are 54 different smoked products alone as well as 30 varieties of wieners and sausages, and an equal num-



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ber of lunch meats and loaves, snack meats, patties and an assortment of fresh cuts of every species that let even the small retailer or restaurant know they have what they need.

A visit to their website, www.tanksmcats.com, demonstrates the variety and specialization of their HRI offerings. In addition to meats, they market salads, sauces, cheeses and salts to the wholesale crowd.

"Big wholesalers hurt the mom-and-pop shops," Eric contends. "That's a complaint we heard from them so we try to offer the most variety, unique products, ethnic items and various sizes in smaller quantities to these small business folks. They've responded well to our decision to give them what they need."

Serving local clients

Custom killing and processing is important for Tank's Meats and they continue to serve farm and ranch accounts, and have moved into private-labeling options for those who want to market their products under their own name and reputation.

The plant slaughters livestock at their location on a weekly basis, buying animals from local producers to help keep the area farm economy strong and give customers what they look for in locally raised meats.

Sportsmen know the Elmore business for its custom processing. Tank's Meats handles 500 whole deer a year in addition to boneless venison, elk and antelope and also do a nice volume in smoking fish.

Their focus on serving the community first has also paid big dividends. Their products are supplied and featured at a plentiful number of German festivals, a few dozen fairs and the casino in Toledo.

They also sponsor cars at the local speedway, have billboards around the area and use radio advertising.

Keeping up with the repeat customers and new ones who keep coming in based on what they are hearing and seeing about Tank's is a challenge. But those taking home their

award-winning Landjaeger, natural-casing and skinless half-pound hot dogs, new poultry line up of Bird Dogs and mushroom and Swiss brats seem to keep telling their friends...and Tank's keeps expanding.

Marcia sums it up: "When are we going to quit growing and start doing? Sometimes it's crazy around here."

It is the Amstutz family penchant to be involved in the community that makes the plant a hub of activity. They work closely with the local 4-H and FFA groups and bring the youngsters into their business for carcass judging classes and competitions.

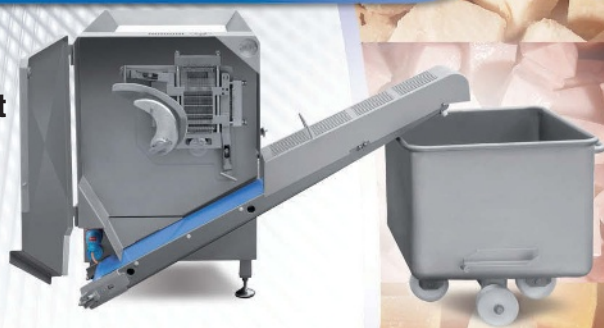
In Ohio, as in most states, the livestock numbers have been decreasing due to continued drought conditions and higher feed and fuel costs. Yet, Tank's uses its location just off the Ohio Turnpike and a can-do attitude to let potential customers know their journey is leading to the right place. ■

Steve Krut, an industry veteran, is a contributing editor writing exclusively for Meat & Poultry, specializing in small business issues.

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Accent on adventure

Spicing up new meat and poultry products with combined flavors and global influence

BY KEITH NUNES
knunes@sosland.com

Meat and poultry products are ideal delivery vehicles for flavors. The variety of marinades and rubs being introduced today combined with where the creative talents of research chefs may take the segment in the next few years makes this an interesting time in the marketplace.

In 2013, it appears flavor combinations may be the order of the day. New from the Kraft Foods Group, Northfield, Ill., will be three new varieties of A.1. Dry Rubs and A.1. Marinade

Mixes in flavors such as chipotle BBQ, tomato and chili pepper and cracked peppercorn. The new products highlight how consumer palates have extended beyond traditional flavors.

McCormick & Co., Sparks, Md., introduced a variety of innovative flavor options in 2012, including molasses bacon seasoning and steakhouse onion burger seasoning under its Grill Mates line. The company also showed the impact of global cuisines under its McCormick Gourmet banner with

the introduction of Tuscan, Cuban, Moroccan and Southwest seasonings.

Yet the challenge for product developers is to predict what flavor trends will drive sales in the future. In the savory segment, Bell Flavors and Fragrances, Northbrook, Ill., said Mexican food consumption is increasing faster than any other segment in the foodservice category and is becoming more popular for home preparation. As a result, the company believes consumers will be looking for region-

Top ethnic cuisines and flavors in 2013 may be Peruvian, regional, fusion, Korean and Southeast Asian, specifically Thai, Vietnamese and Malaysian.

al Mexican and Latin American flavors, which may include flavors derived from Aji Amarillo, a Peruvian yellow chile powder, sofrito, which commonly features garlic, onion and tomatoes, and moles. There also will be more interest in regional cuisines such as New Orleans seafood boil, bourbon and Andouille sausage.

The market research firm Packaged Facts, Rockville, Md., reinforced Bell's focus on regional Mexican and Latin flavors by noting Hispanic foods and flavors will remain on-trend. Hispanic foods and beverages appeal to a



Korean BBQ wings.
Photo Courtesy of McCormick

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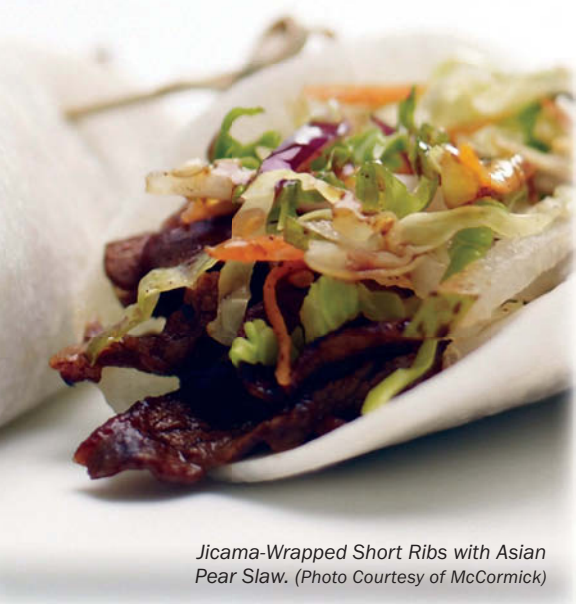
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Jicama-Wrapped Short Ribs with Asian Pear Slaw. (Photo Courtesy of McCormick)

wide variety of consumers, from Spanish-only speakers to multicultural consumers and “foodies” to, in fact, most households in America, said David Sprinkle, research director of Packaged Facts. Aiding the appeal of the market there is no shortage of product innovation. Mainstream consumers are becoming more adventurous with less well-known Hispanic flavors and textures, due to the influence of Hispanics and the popularity of culture. Mainstream food processors, such as Ruiz Foods and Goya, have noted the more sophisticated tastes, according to Packaged Facts, and are adjusting their product mixes accordingly.

In its annual Flavor Forecast, McCormick & Co. predicts US consumer

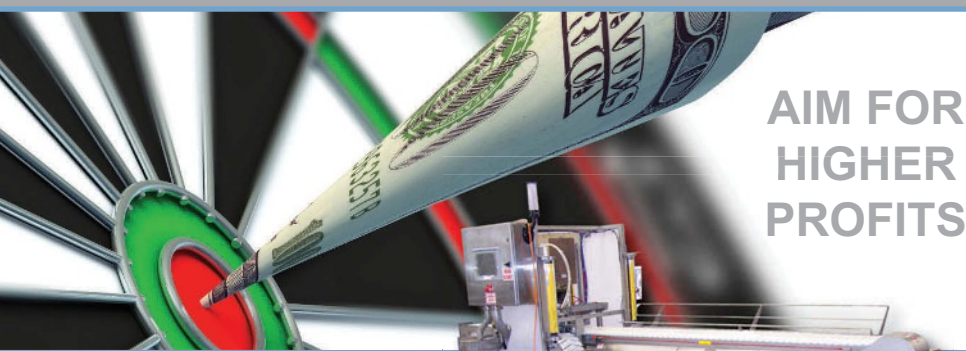
interest in ethnic cuisines will continue to grow. A trend featured in this year’s Forecast is “Global my way,” which describes how consumers are discovering “ethnic” ingredients beyond their traditional uses and incorporating those flavors into their meals.

“Don’t be surprised if in the next few years Japanese Katsu, a tangy cross between barbecue and steak sauce, and cajeta, a Mexican caramel, gain the broad appeal that once-regional tastes like Asian hot chili sauce have achieved,” said Kevan Vetter, executive chef with McCormick.

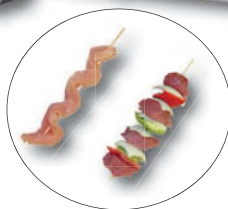
The members of the American Culinary Federation (ACF) tend to agree with the McCormick forecast. The 1,800 members of the ACF that participated in the National Restaurant Association’s “What’s Hot” annual trends survey said ethnic cuisines will continue to have an impact on emerging flavor trends. Looking ahead, the group noted the top ethnic cuisines and flavors in 2013 may be Peruvian, regional, fusion, Korean and South-east Asian, specifically Thai, Vietnamese and Malaysian.

But the McCormick forecast also highlighted another issue facing the meat and poultry industry in 2013 when it noted that lesser-known cuts of meat may become popular.

High feed costs in 2012, which were a byproduct of the drought, are going to lead to higher meat and poultry prices at foodservice and retail. Mintel International said the price of a chicken breast used as a menu item rose 52 percent between the third quarter of 2009 and the third quarter of 2012. As a result, the higher prices may prompt operators to become more creative in an effort to appeal to all segments of consumers. ■



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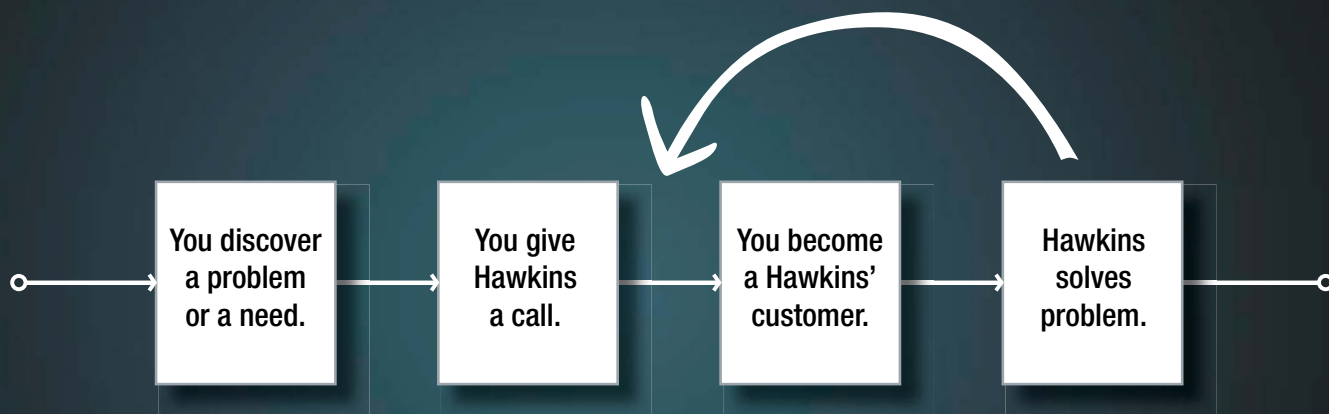


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Hog ties

Natural Food Holdings' pork fabrication plant relies on solid partnerships

BY BRYAN SALVAGE
bsalvage@sosland.com

What has become Natural Food Holdings' 49,500-sq.-ft. pork fabrication facility in Sioux City, Iowa, in recent years has paved the way for excellence in operational execution. This mid-size plant depends heavily on incorporating progressive technologies and industry-leading, meat-cut-

ting craftsmanship to produce more than 3,000 SKUs of fresh-pork products efficiently and effectively.

Sioux-Preme Packing Co.'s fabrication plant in Sioux City and harvesting facility in Sioux Center, Iowa, was acquired by Natural Food Holdings in 2010 after SPPC's former capital

partner, Chicago-based Hilco Trading, and NFH inked the deal. *Meat & Poultry* listed NFH's estimated 2012 sales at \$325 million in last year's Top 100 report.

"The support we receive through NFH helps provide us the financial flexibility we need to improve our production systems and technology," says Jim Malek, vice president of sales. "This new support gives us the ability to expand and innovate."

Humane animal handling is a priority at NFH. Its 3,000 hog-handling facility in Sioux Center was designed with meat quality and safety in mind. Pens are built with gates that form 45 degree angles when open so hogs don't encounter 90 degree angles when moving through pens. The floor also features an anti-slip surface. Addressing details such as these reduce stress on the hogs, thus increase meat quality and reduce injuries.

The company's CO₂ stunning offers a number of advantages vs. electric stunning including decreasing stress on the animals before harvest, less blood splash and bruising, reducing PSE (pale, soft, exudative meat) and improved meat quality.

Fresh focused

The Sioux City fab facility processes only fresh pork – loins, hams, bellies, butts, picnics, spareribs, split carcasses, barbecue hogs and offal items. "We don't do any processed or enhanced, pumped, flavored or seasoned product," says Todd Petersen, plant manager. "As a result of our technologies, processes, craftsmanship and food-safety measures, we guarantee 21 days shelf-life on bone-in products, 28 days for boneless products."

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NFH's facility is the first in the US to use the Rollstock RC-300 Rotary Chamber packaging machine.

“Automation will continue driving production at the plant.”

workers process between 4,000 and 5,000 carcasses during each, eight to 10-hr. shift, five days per week.

The Sioux City fab plant operates various lines. On the main cut floor are the main break table, ham line, picnic line, butt line, belly line and further processing line. The newer loin-boning room, which opened in 2007, contains a boneless product line and trim line.

Private-label products, two organic programs, three antibiotic programs, breed-specific programs plus other

custom-product programs are fabricated at this plant; 50 percent of total products go to further processing.

“Our private-label customers give us the opportunity to craft a variety of restaurant-ready and consumer-sized items to fit their end-users’ markets,” Malek says. “The continuous, innovative nature of chefs and consumers foster our need to continue to change our facility accordingly.”

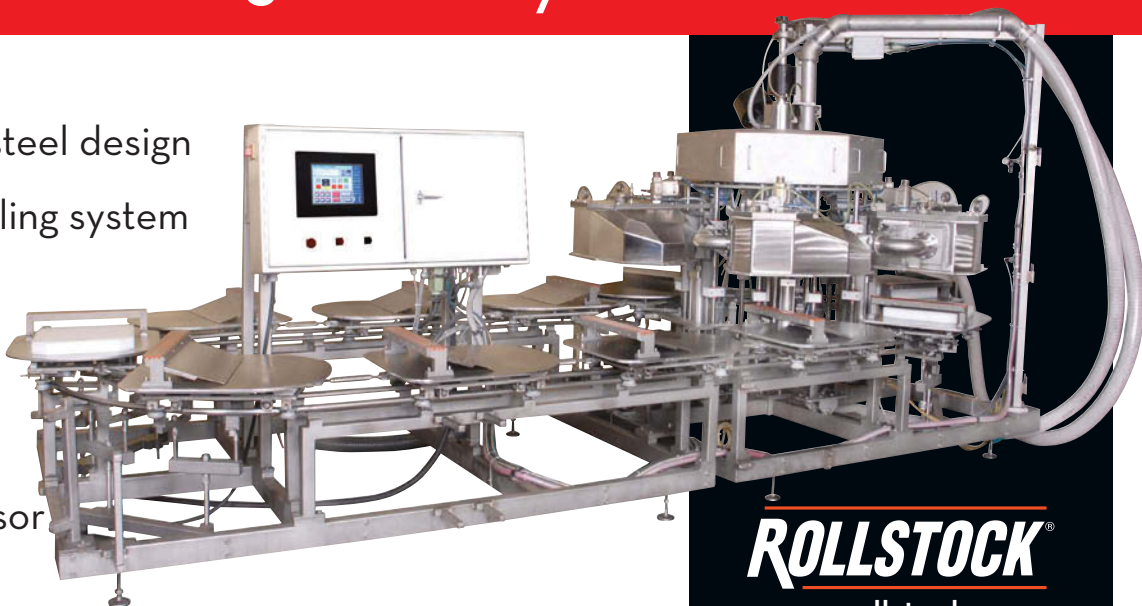
Most finished products leave the plant in refrigerated form. A small amount of product is frozen for the company’s export customers in Canada, Mexico and Japan.

Crafting this wide array of products is possible thanks in large part to the plant’s multi-skilled butchers.

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"Most of our meat-cutters can do 10-plus different [cutting] jobs. And they handle many different positions in one day," Petersen says.

Packaging includes vacuum-sealed bags, polywrap and paper wrap. "We produce what customers want. That's what makes us unique," Petersen adds.

Proud partners

Petersen and Malek agree the more the plant's technology suppliers know about what's being done daily on the floor, the more likely they will become true partners. Recent partnerships have resulted in incorporating new technologies that help keep the plant ahead of the production curve.

For example, the Sioux City facility is the first meat plant in the US to use the Rollstock RC-300 Rotary Chamber packaging machine, which has been running since January 2012. Of all of its features, company executives are most happy with its dependability and flexibility in handling a wide variety of products. It accepts a variety of chamber configurations (widths and lengths) and sealing profiles (single, double or custom seal impressions) and sealing widths from 12 inches up to 24 inches long, which is ideal for the plant's wide product diversity and quick product changeover needs.

Oshkosh, Wis.-based Curwood Inc., partnered with Rollstock plus it assisted NFH with the R&D and the purchase of this machine.

Another partnership resulted in a custom-made, rebuilt, main break table. Faced with an aging break table frame work with a worn chain, the plant had to either replace or restore it. Working with Sioux City-based Industrial Design Fabrication & Installation, NFH replaced the stainless-steel

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slat table with a plastic module belt. For the loin hold-downs, unique stainless-steel inserts shaped like a module with a stainless-steel hook lift and retract to hold the loins in place. An extra area at the top of the module was machined out, which allows the plant sanitation crew to effectively clean the slide mechanism.

After replacing the stainless-steel slats, the weight on the framework dropped from 37,000 lbs. to less than 7,500 lbs. Thirty percent less water and chemical use is needed now when cleaning the belt during sanitation, and the new break table saves two man-hours per day during cleaning.

The lighter, 56-ft. long table requires less energy to operate, which has saved the company \$28,000 per year. There has been no abnormal wear of the belt or pins during its more than two years of operation.

Another partnership enhances food safety. The plant's wall-mounted ozone system from Downers Grove,

Ill.-based CEC The Ozone Company, sprays ozonated water onto five belts on the main cut floor. Another ozone system for belts on the loin side is currently being built and two more belts are being added to the existing system on the main floor.

Petersen further explains, "Thanks to a continuous warm-water rinse and a cold-water ozone belt rinse, total plate counts are well within limits and we don't spray harsh chemicals that can end up on the pork."

Future plans

Automation will continue driving production at the plant, which is kept running by a skilled, three-person maintenance crew. "They can fix scales, electronics, fabrication technology, do welding, they can rebuild a gear box – they do it all," Petersen boasts.

"They adapt really well to new automation," adds Paul Johnson, Sioux City plant maintenance manager. "They're eager to learn. For three

folks, we get a lot done."

Due to limited cooler space, carcasses that arrive at the plant each morning must be shipped out that same night as finished product. "Our transportation and sales departments do an incredible job keeping this flow moving," Petersen says.

The facility's major challenge is effectively utilizing the square footage to keep products separated, Malek says. "The variety and number of SKUs we're making are creating a bigger need for more efficient, effective in-plant placement of packages," he adds.

Petersen's biggest challenge today is looking to the future – anticipating what consumers, chefs and customers will want in the next five years and being prepared for future product requests so the facility doesn't need to start from scratch. "We must try to change the processing floor for the long-term to ensure it's not constantly in flux," he concludes. ■

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Chilling plays a key role in poultry processing

BY LYNN PETRAK
meatpoultry@sosland.com

As demand for fresh poultry continues to grow among consumers, foodservice operators and retailers, processors are looking for chilling systems that improve the quality, functionality, safety and shelf-life of finished products in a way that also ensures their own efficient production.

There have been improvements across the board in poultry-chilling systems, including chilling of carcasses and chilling of further processed and portioned products.

For broilers, carcass chilling can be done via air chilling or immersion chilling in chlorinated ice water, after slaughter and evisceration. At this point, immersion chilling remains more common than air chilling to bring post-slaughter broilers back to the desired temperature, although many organic/natural companies and smaller processors promote the unique characteristics and freshness of their air chilled products.

One processor that touts its air chilling method directly to consum-

ers is Bell & Evans, Fredericksburg, Pa. Its newer processing facility features an air-chill system that includes three different cooling chambers, with a single chilling line engineered to prevent cross-contamination from birds up on higher tracks that may drip onto lower racks. The slow air-chilling process is designed to tenderize the birds and help them retain moisture.

Processed poultry

Air chilling for further-processed poultry can be done in many ways. According to Andrew Knowles, freezer sales support manager for Sandusky, Ohio-based JBT FoodTech, mechanical air chilling, accomplished by using a spiral or impingement tunnel, offers efficiency from a cost and product perspective.

Knowles points out that contact crust freezing, especially when combined with mechanical air-chilling solutions, offers benefits associated with chilled and frozen products. "There is a large market need for both chilled,



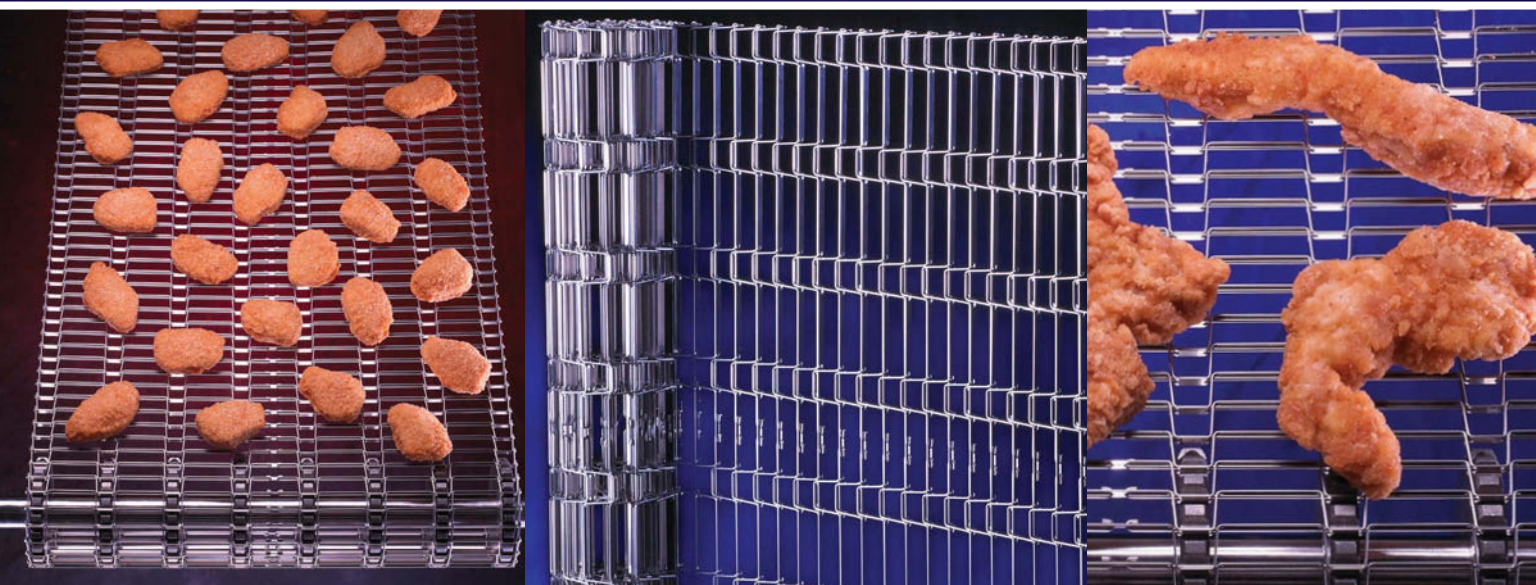
Linde North America's hygienic combo chiller replaces manual handling.

fresh poultry and frozen poultry. And while processors are targeting chilling, most processors accomplish this by establishing a small amount of frozen crust on the product surface," he explains, adding that the light crust frozen layer helps improve quality and extend freshness, while better managing dehydration and drip loss.

Knowles also emphasizes the growing importance of versatility among

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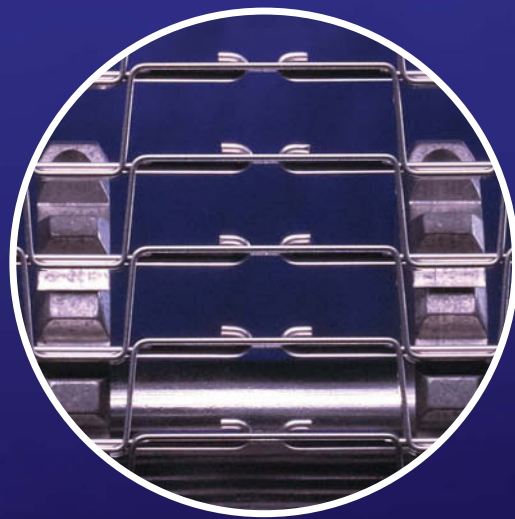
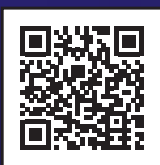
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processors. “They want a spiral, tunnel, or blast unit that can handle a variety of product types and sizes, such as raw breasts, raw bone-in wings, raw tenders, raw whole bird and leg quarters,” he reports. “As a result, many processors want mechanical air chilling systems that have tall product clearance, wide belts for multiple

terms used for fresh poultry incorporate cryogenic gases like liquid nitrogen or carbon dioxide (including CO₂ “snow”) and come in the form of tunnel freezers, impingement freezers, spiral freezers and straight belt, immersion and rotary chillers. Cryogenic chilling systems can be used for bulk product chilling, portioned product chilling and marinated processes.

One example of a new cryogenic offering is the even-chill system for bulk-product chilling from Danbury, Conn.-based Praxair Inc., with carbon dioxide snow supplied via a PLC-controlled injection system. That system was recently tested at one of Cargill’s poultry processing facilities. “It’s improved our breast-meat temperature consistency while reducing our overall CO₂ usage,” says Shane Acosta, complex generation manager, Cargill Value Added Meats, Retail. Praxair also offers a new chilling system for diced products.

Adds Frank Martin, Praxair business development manager: “We introduced the Even Chill System to allow customers to achieve a targeted, precise temperature throughout combo bins. This new automated system provides processors with an opportunity to eliminate combo bin re-work due to out-of-temperature specification product.”

There have been other advances in cryogenic chilling technology. Linde North America, New Providence, NJ, recently launched a hygienic combo chiller, with an automated chilling system that replaces manual handling and spreading of meat and CO₂ pellets in bins. The chiller was designed to meet industry demand for consistent temperatures in chilling meat and poultry for packaging and shipping, according to Mark DiMaggio, head of food

and beverage. “Meat and poultry processors are looking for ways to reduce labor, improve product quality, plant safety and productivity and automating combo bin-chilling is proving to be a quick way to capitalize on all those goals,” he says, adding that the system can process about 10,000-12,000 lbs. at a time, with a typical equipment payback of six to 122 months.

Customized solutions

Particularly as product lines become more varied and as capacities increase, poultry processors are seeking customized solutions. Says Knowles of JBT FoodTech: “There has always been a lot of customer/processor specific needs for IQF and fresh poultry processing, such as minimizing belt mesh marks, crust depth level, preventing ‘blow-outs’ and ‘rebound’ of raw chicken after pressing,” he says, adding that JBT FoodTech often custom tailors chiller/crust freezers or combines them with other technologies, depending on processors’ interests, needs and capabilities.

Whatever chilling method is used, it is pivotal to gauge even, accurate temperatures to assure quality and food safety, since bacteria can form in hot spots or in areas that are chilled in an uneven way.

Finally, as equipment companies develop new chilling systems, they are likely going to continue to focus not only on production efficiency, product quality and safety, but also resource efficiency. Systems that use water for immersion, for instance, will likely include some kind of conservation technologies in the future. ■



Praxair's Even Chill system uses carbon dioxide snow supplied via a PLC-controlled injection system.

types of products being chilled simultaneously, and many of these lines are extremely high capacity.”

Meanwhile, combination chilling systems are also available in the marketplace, for both air chilling and in-line immersion methods. While some processors use such modified chilling methods, others also utilize evaporative air chilling, through which broilers are hit with a brief cold air blast followed by a mist of water.

There are liquid freezing systems, too, that can be applied to poultry, using freezants like food-grade sodium chloride solution and calcium chloride. Various poultry products, including birds and chubs of ground meat, can be chilled through liquid systems.

Meanwhile, cryogenic chilling sys-

Lynn Petrak is a contributing editor based in the Chicago area. Petrak specializes in technology articles for Meat&Poultry.



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MAP mindsets

Consumer research provides glimpse of how packaging technology is perceived

BY ERICA SHAFFER
eshaffer@sosland.com

Consumers are generally accepting of modified atmosphere packaging (MAP) technology used to extend shelf-life and stabilize color in meat, according to a study published in the *Journal of Food Protection*. However, they seemed more wary of the technology when given more information about MAP and the introduction of carbon monoxide. MAP helps extend shelf-life of meat, while CO helps stabilize and improve the color of meat.

Carola Grebitus of Arizona State Univ. in Mesa, Ariz., led the study to explore consumer acceptance of MAP, including the use of carbon monoxide. A native of Germany, Grebitus says CO-MAP is not allowed in Europe,

although some modified atmosphere packaging is permitted. She said the European Commission organized a committee to study potential dangers in CO, but the committee didn't include consumer perception about the technology in the research.

"The committee found no danger and no harm, but they don't allow any food packaged in CO-MAP," Grebitus says. "So, if there is no harm and you never did a consumer study, how do you know that maybe consumers want that, and you take that chance away from them to buy that meat?"

"Also, for the industry we have so much food waste, and whenever the meat turns brownish-red, consumers

don't want to buy it anymore and then we throw it away even though it's still edible," she adds.

The study, conducted at Iowa State Univ. in 2007, recruited consumers through newspapers ads, e-mail lists and leaflets. The product used in the study was 1-lb. portions of 85-percent lean ground beef prepackaged and wrapped in plastic film. The meat came from a local supermarket and the ISU Meat Laboratory. Researchers used three different ground beef packages: light-red ground beef packaged in oxygen-permeable overwrap at the ISU Meat Laboratory; brownish-red beef irradiated to "represent a meat color that has begun to deteriorate in



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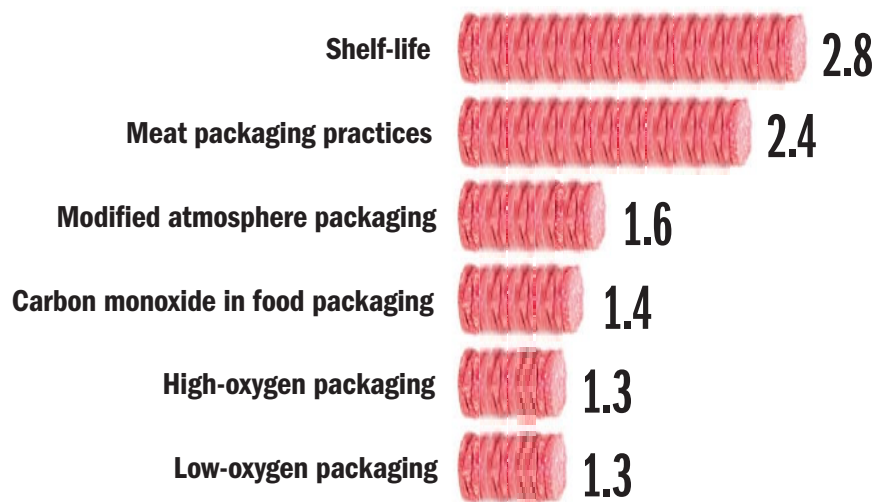
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Packaging Perceptions



Participants' perceived knowledge about meat packaging technologies. Mean scores based on a scale of 1 (no knowledge) to 5 (very knowledgeable).

Source: *Journal of Food Protection*

retail display"; and bright cherry-red ground beef in CO-MAP bought at a local supermarket.

"Results confirm that shelf-life extension affects consumers' willingness to pay for ground beef," the study reports. Consumers preferred the longer shelf-life even after information about modified atmosphere packaging was given to them. But consumers' trust in MAP weakened when given additional information about CO-MAP technology, according to the study.

"Although consumers clearly prefer bright red ground beef that results from CO packaging and are willing to pay for the color, their willingness to pay, although positive, decreases when they learn about the use of CO-MAP," the study states.

Current concerns

One key concern about CO-MAP is that food safety may be compromised. After reviewing available literature, Grebitus found a major concern re-

garding CO-MAP was the bright red color of meat would give consumers a false sense of security.

"The longer shelf-life is only valuable as long as the product is still safe," according to the study. "Because consumers might be prone to judge freshness of ground meat based on its color, thinking that bright-red color is fresher and safer could lead to a potential food-safety issue."

Thus, consumer education must focus on the benefits of the technology while encouraging consumers to check 'use-by' or 'best-by' dates.

Another objective of the study was to determine the value consumers placed on packages of ground beef when color and shelf-life were the main choices.

"Consumers had clear preferences for brighter [aerobic and CO] red color and were willing to pay \$0.16/lb. [\$0.35/kg] for each level of change to the preferred color," according to the study. But the study also revealed

that more information about MAP and CO-MAP reduced consumers' willingness pay for meat-quality attributes such as extended shelf-life and attractive color.

Grebitus says that despite a decline in consumers' willingness to pay when given more information about the technology, a positive outcome was that consumers still preferred to buy meat in CO-MAP vs. meat that was brownish-red in color.

So, how can industry give consumers information about the benefits of a food technology without scaring them? Grebitus says more research is needed to assess how consumers perceive food labels. In Europe, food items packaged in MAP must be labeled, but such products do not require labeling in the US.

She relates a story about how a colleague in Germany did research into consumer perceptions of nanotechnology. He found that consumers liked nanotechnology because they were thinking of the Apple iPod Nano mp3 digital media player.

"What we are sometimes lacking is not carefully looking into how things are perceived, and what consumers associate with certain things we put on the packaging," she said.

In Europe, modified atmosphere packaging is labeled as protective. Grebitus says using words such as 'protective' would be more positive compared to 'modified' because consumers may not understand what some of those terms mean.

"Just giving them the information that this technology increases your shelf-life and makes the meat more appealing without adding any chemicals – like coloring the meat – that probably could help," she says. ■



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IFFA 2013 invites members of the international meat-processing industry to Frankfurt

IFFA is the world's leading trade fair for the meat-processing industry featuring the latest technologies and solutions for slaughtering, processing, weighing, packaging, conveying, cooling, storing, transporting and selling, as well as spices and additives for meat and sausage products. The triennial show will take place from May 4 to 9 at the Frankfurt Fair and Exhibition Centre in Frankfurt, Germany. More than 58,000 visitors from 130 countries attended IFFA 2010 to see the products and services on display by 949 exhibiting companies on the 1 million-sq.-ft. tradeshow floor. While overall attendance was down from 61,328 in 2007, the number of trade visitors from outside Germany increased from 47 to 50 percent.

"IFFA is the unchallenged leading trade fair for the sector, worldwide," said Detlef Braun, board of management of Messe Frankfurt, tradeshow organizers. "An increase of 5 percent in the number of exhibitors, more exhibition space sold and, at 59 percent, a higher proportion of international visitors than ever before provide impressive confirmation of the great importance of IFFA, especially in times of economic difficulty."

2010 success

"IFFA 2010 has more than fulfilled our expectations. We are very pleased with the number and, in particular, the quality of trade visitors," said Berthold Gassmann, chair-

man of the Meat Processing Machines Department of the Federation of German Machine and Plant Manufacturers, and member of the IFFA Advisory Council. "Our customers were very impressed by the breadth of the spectrum to be seen, as well as the large variety of new products for automation, hygiene, process documentation and traceability. IFFA has impressively demonstrated its position as the leading international trade fair and the foremost event for the sector."

The top visitor nations to the 2010 show included Germany, Russia, Italy, Spain, Poland, The Netherlands, Austria, Switzerland, the US, Belgium and Australia.

IFFA 2013

May 4-9 / Frankfurt Fair and Exhibition Center

Registration hours:

May 4-8, 9 a.m. to 6 p.m.

May 9, 9 a.m. to 5 p.m.

Admission

One day ticket:

- Online, in advance - €18 (\$24)

- At the door - €20 (\$26)

- Reduced charge for students: €9 (\$12)

Show pass (all days):

- Online, in advance - €35 (\$46)

- At the door - €40 (\$52)

Online tickets:

www.tickets.messefrankfurt.com.

Advance tickets can be used as a travel voucher for free use of public transport with Rhine-Main Transport Association (RMV)

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IFFA 2013 at the Frankfurt Fair and Exhibition Centre in Frankfurt, Germany, will feature more than 900 exhibiting companies on the 1 million-sq.-ft. tradeshow floor.

“Meat is one of the most valuable and most demanding foodstuffs. Worldwide meat consumption is growing from year to year. Although this is encouraging for the meat-processing industry, it is also bound up with high expectations in terms of, for example, product traceability and hygiene in the interests of consumer protection,” Braun said.

In 2010, 32 percent of visitors said they came to IFFA to see machines and equipment for processing and packaging meat products. This segment was followed by spices, additives and aromas for meat and sausage products (30 percent), products and services for butchers’ shops (26 percent) and slaughtering and dismembering equipment (22 percent).

There was also a noticeable increase in interest in automatic machinery and handling equipment.

Changes for 2013

For the first time, IFFA will extend into Hall 11 in 2013, occupying Halls 11.0 and 11.1. Exhibitors in the Packaging, Supply Facilities, Measuring and Weighing equipment sections will be located in both halls.

In addition, market-leading suppliers in the field of processing and cutting will be located in Hall 11.1.

Hall 11 is the newest and most modern hall at the Frankfurt Fair and Exhibition Centre. Some of the manufacturers who will be exhibiting here are, Bizerba, CSB-System, Ishida, Multivac, Sealtac, Tipper Tie, Treif, ULMA and VC999.

The core area for Processing products will continue to be in Hall 8.0. Manufacturers in the Slaughtering and Dismembering, Processing, Transport and Storage Equipment, Cooling Technology and Automation sections will be exhibiting in Hall 9.0. Hall 9.1 brings together suppliers relating to Slaughtering and Dismembering, Processing, Cleaning Equipment, Workplace Hygiene, Health and Safety in the Workplace, Data Processing and IT Solutions.

Exhibitors in the section on “Sales – everything for butcher’s shops” as well as suppliers of packaging materials will, for the first time, be located in Hall 4.1. Among

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other things, the competition area of the German Butchers' Association (Deutscher Fleischer-Verband) and the Market Place – the venue for the butchery trade to meet up – will be also located here. Suppliers in the Ingredients, Spices and Additives segment will be represented on the floor in Hall 4.0.

Show extras

In addition to the tradeshow exhibits, IFFA offers attendees a number of competitions during the six-day show. Included are International Quality Competition for Products in Cans and Jars; International Quality Competition for Sausages; Small Sausage Grand Prix; Trainee Butcher Demonstrations; and International Quality Competition for Ham.

The Meat Vision Congress with the theme of “Sustainability – a global responsibility” will be held Thursday, May 9 from 1 to 5 p.m. International speakers will spend the first two hours of the congress answering the

following questions: How can we meet the requirements for resource-efficient production in practice? How does holistic sustainability management link social, ecological and economic developments with intelligent technology? What role do sustainability initiatives in the field of mechanical and plant engineering play?

Then, from 3:30 to 5 p.m. two concurrent sessions will be held – Session I deals with new sustainability markets; Session II spotlights communication as it pertains to sustainability issues. All sessions will be presented in German and English.

A final activity starting at 6 p.m. on May 9 is the “Spirit of Meat” Gala Evening and Award Ceremony to honor international sustainability initiatives. Awards will be presented for Best Technical Innovation and Most Convincing Strategy for Sustainability. Two “young talents” awards will also be presented to members in the craft-trade industry and the technology field.

For more information, go to www.iffa.com. ■

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BY DR. TEMPLE GRANDIN
meatpoultry@sosland.com



DR. TEMPLE GRANDIN

A recent survey done by Kansas State Univ. indicates that feedlots in Kansas have improved their handling. A total of 56 commercial feedlots were surveyed while cattle were being handled in the squeeze chute for vaccinations. At each feedlot, 100 cattle were observed and handling was scored similar to the AMI guidelines.

The average scores at the 56 feedlots were: *Cattle moved with an electric prod*: 4 percent. *Cattle falling when exiting the squeeze chute*: 0.2 percent. *Cattle vocalizing while entering the squeeze chute and during catching*: 0.9 percent. *Cattle that ran or jumped when exiting*: 6 percent. *Cattle caught in the wrong position in the squeeze chute*: 0.2 percent.

These scores are all at the excellent level and can serve as a baseline. Unfortunately, there are some areas where I've seen problems. I have observed problems with fed cattle that are difficult to handle. During cold weather, I have observed stiff feedlot

Slow and steady improvements

steers with extremely heavily muscled rear ends that were reluctant to walk, probably due to overuse of beta-agonists or poor uneven feed mixing.

During hot weather, I have observed some cattle that were heat stressed with extended tongues and open mouth breathing. Many of these animals were sore-footed lame. I am willing to evaluate everything on an outcome basis. I don't care what you fed them, but stiff, lame or heat-stressed cattle are never acceptable.

Pig loading

Recently, I had the opportunity to observe loading pigs at the farm. They had a simple, economical, portable pig-loading ramp. It was on a 15-degree slope and two 275-lb. market hogs could easily walk up side-by-side. The width has to be just right at about 36 inches. If it is too wide, a third pig will cause jamming and if it was only 30 inches wide, the two pigs will jam. The metal floor had round metal rod cleats spaced 8 inches apart. It had a catwalk on one side and convenient racks for storing parcels and driving aids. The falling score and electric prod score on this ramp was 0 percent.

An article was recently published

in the *Journal of Animal Science*, which compared a sophisticated loading gantry with a standard loading ramp. The study was done by researchers at Iowa State Univ. and Jeffrey Hill in Alberta, Canada. The traditional ramp was only 30-inches wide and the slope was 19 degrees. The loading gantry was 36-inches wide and it had a more gradual slope.

The percentage of pigs that fell, jammed or piled up on the loading gantry were significantly lower. The loading gantry is extremely expensive, and the simpler ramp that I observed at the pig farm had the two most important features, which accounted for the improvements in handling.

When I looked at the falling scores on the loading gantry vs. the traditional chute, they were 62 percent vs. 12 percent. These are atrocious scores. When I called the author, he admitted that the loading crew used an electric prod on every pig.

Design makes a difference. A chute that's 36-inches wide with a 15-degree slope, can provide similar benefits. ■

Dr. Temple Grandin operates Grandin Livestock Systems Inc. Fort Collins, Colo., and is a faculty member in the animal science department at Colorado State Univ.



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WTI Inc. will celebrate its 35th anniversary this year. Since 1978, the company has grown into one of the world's leading suppliers of functional food-safety ingredients and processing technology. The success and growth of WTI Inc. has been made possible by adding highly experienced food scientists, researchers, technical staff and executives from the food industry and academic institutions. (Pictured from left: **Michael Crump**, **Derek Hull**, **Chris Gabrels**, **Chris Hanna**, **Jace Jordan**, **Kevon Ledgerwood**)



Wood Norvell

Birko has hired **Wood Norvell** as a technical representative, covering Texas and Kansas accounts. Before joining Birko, he was a regional manager with the Vincit Group. His background also includes positions with PureLabs, where he was a meat solutions manager and DeLaval Inc., as national accounts manager.

Chad Equipment LLC, a **Birko** company, has added **Robert Ogren** to its team as director of sales and marketing. Ogren will sell Chad's specialty meat harvest and processing equipment to protein processors. He will also work with Birko's technical representatives to promote Chad's preventive maintenance programs for its equipment.



John Daley

Gainco Inc. announced the appointment of **John Daley** as the company's new director of sales and marketing. Daley will direct Gainco's worldwide sales and marketing activities, including the development of sales strategies, business development efforts and key account support.

Haskell is pleased to welcome **Seiberling Associates Inc.** to its growing process integration team. For over 35 years, Seiberling, based in Beloit, Wis., has specialized in process engineering and control systems integration using clean in place (CIP) and steam in place (SIP) technology.

During its final meeting at the 2013 Cattle Industry Convention, the **Beef Board** unanimously elected **Weldon Wynn** of Star City, Ark., to serve as CBB chairman for the coming year; **Kim Brackett** of Buhl, Idaho, to serve as vice chairman; and **Jimmy Maxey** of Fresno, Calif., to fill the position of Beef Board secretary/treasurer for 2013.

Also, the **National Cattlemen's Beef Association** (NCBA) elected **Scott George**, a dairy and beef producer from Cody, Wyo., as NCBA president. The new NCBA president elect is **Bob McCan**, of Victoria, Texas; **Don Pemberton**, Hopkinsville, Ky., is NCBA's new vice president; **Richard Gebhart**, of northeastern Okla., was elected chairman of the NCBA federation division; and **Cevin Jones** of Idaho is the federation division's vice chair. The new NCBA policy division chairman is **Philip Ellis** of Bear Creek, Wyo., and **Craig Uden** of Elwood, Neb., is the new policy vice chairman. ■

Wixon has announced the appointment of **Alan Hubble** as director of purchasing and **Jason Williams** to the position of national account manager. Hubble will assume responsibility of purchasing strategies for all divisions and Williams will be responsible for several national accounts.

Vista International Packaging, LLC and **ViskoTee-pack** have reached a US distribution agreement for Wienie-Pak cellulose casings. Vista will begin limited US distribution with a sales target of 200 million meters.

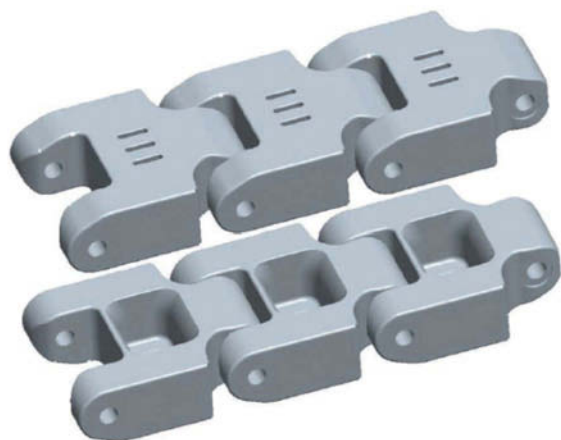


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Habasit introduces the new HabaCHAIN Vent Top Case Chain for the poultry, seafood and raw fish industries. These gray acetal chains reduce the risk of pinch points and allow for water drainage during the sanitation process. Applications where vent-top case chains can be found include cone lines, empty and full -box lines and empty and full-tote lines.

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Patty flattener

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Vacuum fillers

Risco will showcase its new superior vacuum stuffers for its RS 600 series at IFFA 2013 (Hall 8, Booth H-44) in Frankfurt, Germany, this May. The RS 600 series includes six models suited for large-scale production of traditional products such as salami, sausages and other ready meals and deli goods. The RS 615, 614, 613 and 650 models feature Risco's full-vacuum technology with two separate efficient vacuum systems which remove any residual air from the product.

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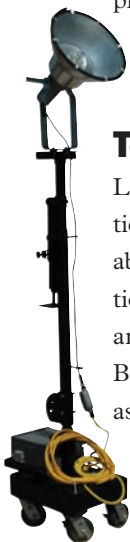


Stainless mixer/grinder

Hollymatic Corporation has announced that its long-standing Model 180A Mixer/Grinder with No. 52 grinding head is now available as a standard, all-stainless steel machine. This Mixer/Grinder provides three critical characteristics in one machine: high-speed production, superior mixing capabilities and an easy-to-clean design. All these features add up to a machine that produces a superior grind with no risk of cross species contamination.

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Performance test method

The AOAC Research Institute, the approval body for all US food-safety tests, has validated and certified as a Performance Tested Method (PTM), FoodChek Systems Inc.'s patent-pending Actero *Listeria* Enrichment Media (License #111201) and the FoodChek *Listeria spp.* Assay Cassette (License #111202). Both are technological breakthroughs; the first product an enhanced enrichment medium for the detection of *Listeria spp.*, and the second an effective *Listeria spp.* test method on stainless-steel and plastic food-contact environmental surfaces.

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www.foodcheksystems.com

Slicing, packaging equipment

GEA Food Solutions will present developments in meat-processing and packaging equipment at the 2013 IFFA show in Frankfurt, Germany, that help meat processors go forward to higher performance. The company will have two booths at the show, (Booth D06 in Hall 8) and another (Booth D70 in Hall 11.1), which will feature GEA's automated packaging line. The company will display its slicers, checkweighers, injectors, packaging systems, grinders and revolutionary coating and forming technologies at the international trade show.

(+31) 492 349 349

www.gea.com



Cellulose casings

Vista International Packaging LLC and ViskoTeepak have reached a US distribution agreement for Wienie-Pak cellulose casings. Vista will begin limited distribution in the US of Wienie-Pak with a modest annual sales target of 200 million meters. Wienie-Pak cellulose has been produced and distributed throughout Europe for 30 years.

(800) 558-4058

www.vistapackaging.com

Food-safety validation service

Underwriters Laboratories Inc. offers a new food-safety process validation service, which helps food manufacturers comply with the US Department of Agriculture Food Safety and Inspection Service requirements for Hazard Analysis and Critical Control Point validation. Auditors validate each component of the HACCP plan's adequacy for scientific documentation and practical demonstration.

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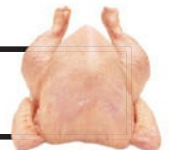
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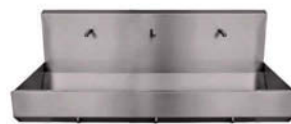
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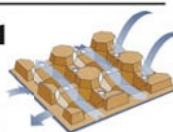
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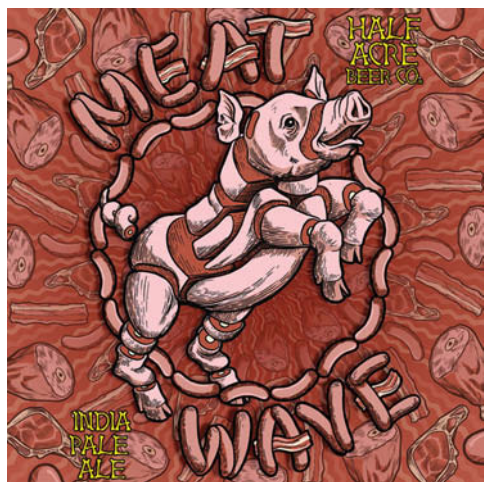
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Photo courtesy of Klement's

Missing link found

Milwaukee Brewers baseball fans are resting easier now that Guido, one of the franchise's Famous Klement's Racing Sausages, has been found. The Italian sausage costume, used as part of a popular race along with other costumed wieners at Brewers home games, was stolen Feb. 16. The heist made national news for nearly two weeks before the No. 3-labeled sausage turned up at TJ Ryan's, a Milwaukee area bar, where reportedly two unknown men left the \$3,000 costume on a barstool. Prior to being returned, Guido was reportedly spotted and photographed at numerous other bars in the area. Investigators consider this casing closed!



Perfect pairing

We lift our glasses to Chicago-based Half Acre Beer Co., for its carnivorous approach to craft brewing. Meat Wave India Pale Ale sports a logo design that is a balance of psychedelic and porcine. The “one-and done” brew, developed for

Chicago Craft Beer Week, is described as an IPA “with a earth and must character.” We are squealing for a sequel to this meat-inspired elixir.

OVERherd

“These tests are a snapshot so we will never know the full extent - it is shocking.”

—Catherine Brown, CEO of Britain's Food Standards Agency, on how current testing of beef products for horse meat DNA cannot reveal how long this practice has gone on.

Sandwiching Beyoncé

On the heels of allegedly blacking out the Superdome on Super Bowl Sunday, Beyoncé recently had a sandwich named after her, according to HooplaHa. Here's how it's made: Start with one piece of toast, add three strips of Destiny's Child bacon, add Blue Ivy crumbles, add Popeye's fried chicken and then hot sauce, add a thin layer of jelly, place another piece of toast on top and an onion ring on top of that ... then devour.

Giddy up

In February, a scandal broke in Europe after horse meat was found being sold as beef. Eaten only in a few countries in Europe, South America and Asia, horse meat is considered taboo in many cultures. The top eight horse meat consuming countries eat approximately 4.7 million horses per year.

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