Customer Manual

Northwest Premium Meats, LLC

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208-466-9413
nwpremiummeats@gmail.com
www.northwestpremiummeats.com

Introduction/Mission

Northwest Premium Meats is a USDA Inspected slaughter and processing facility serving the Treasure Valley and beyond since 2001. We are certified Organic, and a Whole Foods Market approved supplier. Our owners are customers themselves, and place quality and consistency above all else. We consider ourselves a partnership with our producers. We provide service to all whether it is a single time service or a standing scheduled kill. We focus our efforts to small producers, assisting when possible with their entry into direct marketing. While we abide by all Federal regulations, we have our own operating procedures above and beyond those required, with food safety, sanitation and cleanliness our utmost priority.

Services Offered

Northwest Premium Meats offers USDA inspected slaughter, and processing for beef, pork, lamb, goat, bison, yak, ostrich and many other species. We also provide Custom Exempt (not for sale) slaughter and processing services. Currently, further processing services (USDA) include sausage preparation and specialty/portion cutting. Further processing for Custom Exempt (not for sale) include sausage preparation, specialty/portion cutting, and smoked products.

Communicating with Us

To schedule processing and submit cutting orders, call the Front Office at (208)-466-9413 or email nwpremiummeats@gmail.com. We are open Monday – Friday, 8:30 to 5:00 and will return your call as soon as possible if you leave a message.

Payment

Payment for services is expected at pickup. Payment options include cash, check, debit, Visa, Mastercard or Discover cards. For your convenience, we can take credit card payments over the telephone. Credit card payments do require an additional 4% processing fee. Customers with returned checks will be charged $45. When your product is finished we will call you and let you know. Your finished product must be picked up within 2 business days of notification that it is ready. Please understand that our facility has limited cold storage which is very expensive to run. Product left in our facility past two business days after notification will incur a storage fee of $0.10/lb per day. If you have special scheduling requirements, please let us know in advance so we can help mitigate any issues.

Scheduling

Please do not bring animals for slaughter without prior scheduling. To schedule, please contact us at a minimum of 21 days ahead of time in the Spring and 35 days ahead of time in the fall. We do not provide preferential treatment to any accounts regardless of their annual volume. As such, bookings are on a first come, first serve basis. Please keep in mind:

1. Our busiest season is from September through February, wait times for scheduling can be as long as 3 months during this time. It is best to get on our schedule as far in advance as possible.
2. Beef needs to dry age at least 7 days. Our maximum beef dry aging time is 14 days. After 14 days, dry aging of beef with incur a daily charge of $5 per day until cut. Aging requests must be made when submitting your cut sheet. If no cut sheet has been submitted by 14 days, then the beef will be processed with a standard cut.
3. Pork does not need to age, however, please plan on a week for chilling and processing and an additional week for any smoked product.
4. Lambs and goats chill and process typically within a week of slaughter. Longer hang times may be requested.
5. Drop off times will be discussed at time of scheduling, but in general we prefer any long-haul animals, large lots, and USDA inspected animals the day prior to slaughter, between 8:30 and 4:30. Custom Exempt and specialty animals should come in the day of slaughter, between 8:30 and 12:00. These times may fluctuate throughout the year.

Cancellation and Addition Policy

We book in as many animals as we possibly can each week to ensure that everyone is able to get animals slaughtered in a timely manner. With that in mind, it is important that you notify us as soon as possible if you need to cancel or add animals. Northwest Premium Meats must be notified, via phone or email, of any cancelations by close of business on the Friday before your scheduled slaughter date. Failure to notify us by Friday, or a no-show, will result in you being charged for the kill. Additional animals may only be brought in with previous approval. Additional animals brought in without previous approval will not be accepted, or will be charged additional fees for overtime paid to the USDA for inspection services.

Cutting Instructions

We have standardized cut sheets for each species, which you can download from our website. You can also pick up hard copies in the shop or call in your order and speak with someone regarding any questions you may have. Please note that our standard cut sheets are for basic cuts only. If you are requesting a lot of specialty items, they will need to be placed on a Specialty Cut Sheet for an additional fee. Cutting instructions must be provided prior to cutting of product, product that is due to be cut will be cut standard if instructions are not provided. Beef cutsheets are requested a minimum of 1 week prior to cut time (7 days after drop off) so that they can be placed on our schedule to complete. Lamb/Goat and Pork cutsheets are requested at time of drop off.

Beef Hang Time

We hang beef 10-14 days as a standard policy. We understand that this is a topic of debate in the agriculture and food communities, however there is little scientific evidence to support the fact that dry aging past 14 days has any major effect on taste or tenderness. Dependent on your fat cover, aging past 14 days results in a reduced return and in some instances can result in increased microbial growth. As such, if you would like to age your beef past 14 days we will charge $10.00 per day. Requests to extend aging must accompany your cut order well in advance of cutting. We reserve the right to process at any time after 14 days if there are visual signs of microbial growth that may affect product safety or quality.

Beef "30 months or Over"

Beef 30 months or over are subject to a $20 handling fee and must be processed Bone-Out. This is a federal regulation and we have no control over this process. Beef will be considered 30 months or over by dental examination. While dental examinations are imperfect, they are the prescribed method for our operators and FSIS inspectors to determine aging. Age may also be determined by producer records, which may include a combination of producer affidavit, birth records, shot records or veterinary certificate. Animals must be identified by ear tag or other identifying mark.

Selling Quarters, Halves, or Whole Animals?

While we will do everything within our ability to assist you with cut orders, please bear in mind that we cannot seek out every producer's individual customers. We request you assist your customers with filling out their cut orders and providing them to us in a timely manner. Halves and Wholes may be completely customized, while quarters must be split halves (both quarters must be cut the same).

Humane Handling

Our personnel are trained in humane handling procedures annually and handling is part of our annual third-party audits. Humane treatment prior to slaughter is very important to us. As such, please check in at the office, then wait for assistance from an employee before unloading your animals.

Our Weekly Schedule:

Refer to the schedule below for our weekly work flow to determine slaughter days and when your work may be done. This schedule is subject to change. Customer pick-up happens every day of the week.

- **Monday:** Cut priority shipment product
- **Tuesday:** Cut product, receive animals
- **Wednesday:** Slaughter, limited follow on product processing
- **Thursday:** Cut product
- **Friday:** Cut product, brine or package smoked product

Rush Orders

We understand that, at certain times, you may require a rush order and we are willing to work with you under these circumstances. We will consider rush orders on an individual basis and in accordance with our scheduled work load. At our discretion, rush orders may incur additional charges. Proper planning and communication will usually avoid rush orders and resulting additional charges. Please note that we have certain customers that have regularly scheduled pick up times for freight shipments and those shipments will take priority. If you have multiple lots, we do prefer they are all processed at the same time.

Sausage Recipes

Our sausage recipes are pre-mixed and provided by There is a 25# minimum order, per recipe, for each of these items. Note: While we make every effort to provide our customers with a diverse line of quality seasoned products, we cannot make "custom" recipes for your sausages. Each recipe we use must have a label approved by the USDA. All cased sausages are formed in Hog casings, except for the breakfast links which are formed in a beef collagen casing.

Recipes:

1. **Hot Italian Sausage-** Water, Salt, Spices (including red pepper, fennel and anise), Oleoresin Paprika and Spice Extractives.
2. **Sweet Italian Sausage-** Water, Salt, Fennel, Black Pepper, Paprika, Nutmeg, Anise and Spice Extractives.
3. **Bratwurst-** Water, Salt, Corn Syrup Solids, Spices, Spice Extractives, and not more than 1% partially Hydrogenated cottonseed and soybean oil as a processing aid.
4. **Mild Sausage-** Salt, Dextrose, Sugar, Black Pepper, Red Pepper, Spice Extractives

FEES

Kill, Dressing, and Disposal

- **USDA**
  - **Beef - $80**
    - Over 30 Months - $20 Handling Fee
    - Kill Only - $20 Fee
  - **Pork - $65**

Effective Immediately: Temporary increase of $4 per head disposal fee due to increased service fees.

        - Kill Only - $10 fee
    - **Lamb/Goat - $65**
        - Kill Only - $10 Fee
    - **Elk, Highlander, Bison, Yak - $150**
    - **Other – Please Contact for Quotes**
- **Organic**
    - **Beef - $120**
        - Over 30 Months - $20 Handling Fee
        - Kill Only - $20 Fee
    - **Pork - $105**
        - Kill Only - $10 fee
    - **Lamb/Goat - $105**
        - Kill Only - $10 Fee
    - **Other – Please Contact for Quotes**
- **Custom Exempt (Not For Sale)**
    - **Beef - $65**
        - Over 30 Months - $20 Handling Fee
        - Kill Only - $20 Fee
    - **Pork - $65**
        - Kill Only - $10 fee
    - **Lamb/Goat - $65**
        - Kill Only - $10 Fee
    - **Other – Please Contact for Quotes**

Cut and Wrap

- Prices based on *hot* carcass weight.
- $0.72/lb USDA Product vacuum sealed, frozen in crates.
- $0.65/lb Custom Exempt product vacuum sealed, frozen in crates.
- $0.82/lb USDA Product specialty cut *(please call for details)*
- $65/hd Cut and Wrap Lamb flat rate up to 80lbs

Further Processed Items

- Portion Cut/Freeze and Slice/Rework - $1.00/lb
- Beef Patties (50lb min.)
    - Vacuum Sealed and Boxed - $1.00/lb
    - Boxed Only - $0.75/lb
- Smoked Hams/Bacon - $0.58/lb
- Bulk Sausages packed in 1lb or 5lb packs - $1.00/lb (~20lbs free per hog)
- Large link sausages (~.25lb/casing) - $2.75/lb
- Small Breakfast Links - $3.50/lb
- Sausage Patties - $2.00/lb

Boxes

We offer packaging in heavy duty specialty meat shipper boxes. This product is an additional $0.07/lb for larger animals and $5/hd for lamb/goats. To purchase these boxes over the counter is $3.50/box. If you do not have your product boxed please bring your own boxes, totes or crates to pick up your product. Our milk crates are expensive and in constant use, they are not for sale.

LABELS

Custom Exempt (Not For Sale)

Use of our in-house plant generic label is included with your Not For Sale packaging. The label will read NOT FOR SALE at the top and show the plant's name and address.

Plant Generic

Use of our in-house plant generic label is included with your packaging. The label will have all required markings for resale product, identify the type and cut of meat contained, the weight of the product and our company name and address.

Farm Generic

Many prefer to use their farm name on our generic label to help differentiate their product in the marketplace and provide the consumer with contact information. There is a one-time fee of $100 to set up your contact information on our label. This labeling option is available in black and white only. The label will have all required markings for resale product, identify the type and cut of meat contained, the weight of the product and your company name and address. An email or website may be added.

Logo Branded

Same as above but a logo may be added to the label (with in regulatory guidelines.) There is a one-time fee of $125 to set up your logo and contact information on our label. This labeling option is available in black and white only. This option does not require you to purchase the labels and keep them in inventory since the labeling machine prints them on demand.

Custom Color

Some farmers prefer a custom designed, full color label. These labels have to be designed, printed and ordered from a separate company with relatively high minimum orders, at expense of the farmer. This option is considerably more expensive for the farmer and requires additional time because of the design process. A special labeling application must to be sent to the USDA FSIS Labeling Division for approval, which takes a minimum of 45 days approval time. We can assist with this process, and charge $100 one-time set up fee after completion and printing of labels.

Special Labeling Claims

Some farmers wish to use “Special Labeling Claims” such as “grass-fed”, “pasture-raised”, “no added hormones or antibiotics”, etc. These claims must be approved by USDA/FSIS. Northwest Premium Meats is happy to assist with this; however, it is a time-consuming process. We charge on a case by case basis for this service, with a minimum charge of $100.00. As mentioned above, claims can take up to 45 days to be approved once submitted and may take 30 days or more to compile for submission. Please plan this well in advance to ensure the smooth transition from start to finish.

Delivery/Shipping Options:

Delivery/Shipping is the responsibility of the producer. Please be timely in scheduling a pick up from our facility and provide us with at least 24 hours’ notice of when the truck should be arriving. This will give us enough time to pull product from the freezer and palletize. We have regular pick-ups by Nicolas Food Service, Western Boxed Meats (Harvest Meats) and Ocean’s Beauty (local deliveries). We have worked with many other shippers before, including Frozen Foods Express and Cali-Lines. When scheduling a shipment, please ensure you provide use with all pertinent information, including Shipper, time they will be arriving and the destination of the product.

This Manual was last revised on: *01-19-2019*

Appendix A: Frequently Asked Questions

Bone-In vs. Bone-Out

The biggest differences between Bone-In and Bone-Out are T-Bone Steaks (opposed to New York and Tenderloin Steaks), Rib Steaks (opposed to Ribeye) and having Bone in your roasts. Animals over 30 months old MUST be bone-out.

How big should I cut my Roasts?

This is totally up to personal preference, however as a rule of thumb estimate 1lbs per adult fed. So, if you are feeding 3 adults then 2-3lbs would be ok. If you are feeding a family of 4 or 5, 3-4lbs should suffice.

Top and Bottom Round?

Top and Bottom Round compose much of the the hind quarter of the animal. The top is more tender and less fatty which lends well to steaks, cube steaks and roasts. The bottom round is tougher and typically we recommend grinding it into your burger, but does contain the rump roast.

What is Osso Bucco?

Osso Bucco is Italian for "Bone with a hole" and is the Shank of the animal, sliced into steaks. The result is a central, marrow filled bone surrounded by meat. They can be used for soups and stews (like Ox Tail) or braised.

I want some dog Bones.

Dog bones from processed animals are excellent for our furry friends, however we do need to know what you're expecting. If you have a smaller dog you'll want what are called Marrow Bones, which can also be used for stocks or broths. Got a big dog (or just a big chewer) then you'll want Full Femur or Knuckle bones

Why does it matter if my beef is "30 Months or Over"?

This is a federal regulation put in place to mitigate concerns of Bovine Spongiform Encephalitis (BSE/Mad Cow). We must follow this regulation, or we would be closed down permanently.

I want to age my beef 21+ days

Our standard policy for hanging beef is 10-14 days. In the fall, that time may be longer as we try to keep up with the increased production cycle. Aging past 14 days increases the risk of microbial growth. There is little scientific evidence that aging a beef past 14

days does anything to affect the flavor or tenderness of a product. For more details please see this report from the American Cattleman's Association.

https://www.beefresearch.org/CMDocs/BeefResearch/Dry%20Aging%20of%20Beef.pdf

Appendix B: Label Examples

KEEP REFRIGERATED

NOT FOR SALE

PRODUCT NAME
(mock Label)

Ingredients: Mock Ingrendients List, Mock Ingredients List, Mock Ingrendients List, Mock Ingrendients List, Mock Ingrendients List, Mock Ingrendients List

Northwest Premium Meats
137 N. Happy Valley Rd.
Namp, ID, 83687
(208)-466-9413

KEEP REFRIGERATED

PRODUCT NAME
(mock Label)

Purple Sage Farms

Processed for:

Purple Sage Farms
11741 Bullock Rd.
Middleton, ID. 83644
PurpleSageFarms.com

Net Wt.

99,999 kg

U.S INSPECTED AND PASSED BY DEPARTMENT OF AGRICULTURE EST. 11032

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SAFE HANDLING INSTRUCTIONS

THIS PRODUCT WAS PREPARED FROM INSPECTED AND PASSED MEAT AND/OR POULTRY. SOME CONSUMERS COMPLAIN OF ILLNESS THAT COULD HAVE BEEN CAUSED BY THE PRODUCT IF MEAT AND/OR POULTRY WERE NOT HANDLED AND COOKED PROPERLY. FOR YOUR PROTECTION, FOLLOW THESE SAFE HANDLING INSTRUCTIONS.

KEEP REFRIGERATED OR FROZEN. THAW IN REFRIGERATOR OR MICROWAVE.

KEEP RAW MEAT AND POULTRY SEPARATE FROM OTHER FOODS.

WASH HANDS, UTENSILS, AND SURFACES AFTER TOUCHING RAW MEAT OR POULTRY.

COOK THOROUGHLY.

KEEP HOT FOODS HOT. REFRIGERATE LEFTOVERS WITHIN ONE HOUR OR BY [illegible]

KEEP REFRIGERATED

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U.S INSPECTED AND PASSED BY DEPARTMENT OF AGRICULTURE EST. 11032

USDA ORGANIC

PRODUCT NAME
(mock Label)

Ingredients: Mock Ingrendients List, Mock Ingredients List, Mock Ingrendients List, Mock Ingrendients List, Mock Ingrendients List, Mock Ingrendients List

Net Wt.

99,999 kg

Processed for:

Saint John's Organic Farm
2222 South John's Avenue
Emmett, ID 83687

SAFE HANDLING INSTRUCTIONS

THIS PRODUCT WAS PREPARED FROM INSPECTED AND PASSED MEAT AND/OR POULTRY. SOME CONSUMERS COMPLAIN OF ILLNESS THAT COULD HAVE BEEN CAUSED BY THE PRODUCT IF MEAT AND/OR POULTRY WERE NOT HANDLED AND COOKED PROPERLY. FOR YOUR PROTECTION, FOLLOW THESE SAFE HANDLING INSTRUCTIONS.

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COOK THOROUGHLY.

KEEP HOT FOODS HOT. REFRIGERATE LEFTOVERS WITHIN ONE HOUR OR BY [illegible]