



## *NATIONAL MEAT ASSOCIATION*

NMA - West  
1970 Broadway, Suite 825  
Oakland, CA 94612  
Ph. (510) 763-1533  
Fax (510) 763-6186

NMA - East  
1400 - 16th St. N.W., Suite 400  
Washington D.C. 20036  
Ph. (202) 667-2108

Email: [staff@nmaonline.org](mailto:staff@nmaonline.org) ★ <http://www.nmaonline.org/>

**Edited by Kiran Kernellu  
September 20, 2004**

### **NMA BACKS PACKERS IN R-CALF v. USDA**

Last Thursday, NMA asked the United States District Court in Billings, Montana to grant it intervenor status in the lawsuit *R-CALF v. USDA*. NMA is concerned that the survival of the U.S. beef slaughter industry is at serious risk, because of the inability of facilities to maintain efficient slaughter levels. With the U.S.-Canada border closed to all imports of cattle, sufficient livestock numbers are not available to many U.S. slaughterhouses.

R-CALF, through its public statements, has signaled that it intends to continue and extend the current litigation that is keeping the Canadian border closed to import of live cattle. However, NMA members are critically dependent on purchasing healthy animals from Canada. The current closure has resulted in economic hardship, cutbacks in employment and production, and shutdown of at least one U.S. beef slaughter facility.

NMA advocates the earliest possible reopening of the U.S.-Canada border to imports of healthy slaughter cattle, believing that this is beneficial both to consumers and the firms that slaughter and process cattle. Intervenor status will provide NMA the opportunity to participate if R-CALF attempts to use the current litigation to unduly delay resumption of trade.

R-CALF, in a press release issued last Friday, appears to want to resolve the border issues through means other than USDA's current rulemaking at the Animal and Plant Health Inspection Service. R-CALF initiated its lawsuit in April because USDA expanded the list of products permitted to enter the United States prior to completing its rulemaking. Now R-CALF indicates it will not accept the result of the APHIS rulemaking, but instead proposes a variety of delaying tactics involving commissions and public hearings. Meanwhile R-CALF refuses to accept the reality that domestic slaughterhouses have had to cut back on production and employment, while the Canadian government is ready to support the construction of new slaughterhouses north of the border. If this continues, R-CALF members will eventually have to get the border open so that they can ship their cattle from Montana and other states to slaughter plants in Alberta, Manitoba and Saskatchewan.

The changing demands of R-CALF's leaders make it even more imperative that NMA pursue its request for intervenor status, to obtain a place in any future court proceedings in Billings, MT to represent the views of domestic slaughterers, whose very businesses are being exported north of the border by R-CALF's strategy of delay.

### **SEAFOOD COOL SAILING SLOW?**

*Food Chemical News* reported today on a possible delay of COOL for seafood. The law takes effect at the end of the month, but the national Fisheries Institute is reportedly telling its member that USDA will delay active enforcement of COOL one year from the date of publication of the interim final rule. The Institute doesn't know when the IFR might be published in the *Federal Register*.

### **BSE UPDATE**

As of September 20, 2004, no positive or inconclusive BSE test results have been reported. Since June 1, a total of 62,294 tests have been completed. Visit updates at:

[http://www.aphis.usda.gov/lpa/issues/bse\\_testing/test\\_results.html](http://www.aphis.usda.gov/lpa/issues/bse_testing/test_results.html).

**Read the newsletter the day it's printed! Send your e-mail address and company or organization affiliation to [staff@nmaonline.org](mailto:staff@nmaonline.org) and we'll send it by e-mail.**

## 2004 CALIFORNIA BEEF BACKER

The California Beef Council (CBC) announced last Wednesday that The Branding Iron of Merced won the title of 2004 California Beef Backer. Second place honors went to La Grange Saloon and the Grill of La Grange.

The Branding Iron celebrates California's ranching history with its décor and gets its name from the approximately 200 cattle brands that are displayed throughout the dining area. Owned by Kara and Greg Parle, the Branding Iron first opened its doors in 1952 and has been designated a historical landmark by the city of Merced. "Cattle producers have a special affinity for those restaurants that do a good job of selling our product, and this contest is an excellent opportunity to recognize the important role of foodservice in the beef industry," said John Tracy, chairman of the CBC and a cattle producer from Buttonwillow. "Beef has been the leader in restaurant servings for more than 10 years and in 2003, alone, there were 11.2 billion beef servings in commercial restaurants."

Special mentions went to: Brass Rail, Alturas; Casa Orinda Restaurant, Casa Orinda; Cow Camp Catering, Lincoln; Denny's, Bakersfield; Hotel Ivanhoe, Ferndale; L.G.'s Prime Steakhouse, Palm Desert; Logan's Roadhouse, Redding; McNally's Fairview Lodge, Kernville; The Owl Grill and Saloon, Grass Valley; Paso Robles Inn Steakhouse, Paso Robles; Pit River Lodge, Fall River; Mills Restaurant 1881, Bridgeport; and The Willo, Nevada City.

Past winners include Harris Ranch Inn and Restaurant, Coalinga; Cattlemen's Restaurant chain in northern California; Far West Tavern, Guadalupe; and F. McLintocks Saloon & Dining House, Shell Beach.

**It's time to start planning for NMA's 59<sup>th</sup> Annual Convention & MEATXPO '05 - Feb. 20-23, 2005! A preliminary schedule is available at:**

**[http://www.nmaonline.org/2005 Tent Schedule Info.pdf](http://www.nmaonline.org/2005_Tent_Schedule_Info.pdf)**

**Visit [www.meatxpo.org/](http://www.meatxpo.org/) for more information on our biennial trade show!**

### CALLING ALL MEMBERS!

MEATXPO '05 is right around the corner! It will be held at the Rio in Las Vegas, February 20-23, 2005.

In continuing with our annual tradition, we will have a consultants' booth available. The consultants' booth is an area designated for NMA consultants and members to discuss hot topics, operational procedures, food safety, HACCP and other topics of interest. This is a great opportunity to work one-on-one with a consultant. The consultants are excellent resources, many of them having previously worked for FSIS. We encourage everyone to take advantage of their availability and expertise while in Vegas.

We'd like to know what topics and questions you would like the consultants to address either as a (1) personal one-on-one discussion item or (2) as a specific group presentation. Please complete the Consultants' Booth Topic Request Form

([http://www.nmaonline.org/Consultants\\_Booth\\_Questionnaire\\_to\\_Members.pdf](http://www.nmaonline.org/Consultants_Booth_Questionnaire_to_Members.pdf)) located on our Events page and fax or e-mail the completed form to Julie Ramsey. Request a form by fax or mail by contacting Kiran Kernellu at [staff@nmaonline.org](mailto:staff@nmaonline.org) or 510-763-1533.

### LINKS

NMA reports news items that are of special interest to its readers, and provides information that they may want to be able to access. Below are links to the *Federal Register*, AMS, APHIS, and FSIS, respectively:

[http://www.access.gpo.gov/su\\_docs/aces/aces140.html](http://www.access.gpo.gov/su_docs/aces/aces140.html); <http://www.ams.usda.gov/>; <http://www.aphis.usda.gov/>; and <http://www.fsis.usda.gov/>.

## SUPPLIER OF THE WEEK

**CURWOOD**<sup>®</sup>

**CURWOOD, INC.**



Robert Hawthorne, President  
2200 Badger Ave.  
Oshkosh, WI 54904  
[www.curwood.com](http://www.curwood.com)

PHONE: 920-303-7300  
FAX: 920-303-7227  
E-mail: [curwood@bemis.com](mailto:curwood@bemis.com)

Provider of packaging equipment, materials and containers to the meat industry.

**THE AMSA/NMA MEAT SCIENCE CONFERENCE  
TAKES PLACE FEB. 23-24, 2005 IN LAS VEGAS.**  
(Separate registration is required.)

**NMA TO HOST TOWN HALL MEETINGS**

National Meat Association welcomes all industry and inspection personnel to attend a Town Hall meeting with Dr. Neal Westgerdes, District Manager of California, and his staff. The meetings' purpose is to introduce Dr. Westgerdes as the New District Manager and to reaffirm and enhance the professional relationships between industry and inspection personnel.

We strongly encourage industry owners and operators, suppliers, consultants and inspection field personnel to attend. Dr. Westgerdes will address a variety of procedural and administrative issues related to inspection activities within the District.

The first of these two scheduled meetings will be held in Los Angeles on Tuesday September 28 from 3:00 to 5:30 p.m. at the Diamond Bar facility located just off of CA 60, the Pomona Freeway, at 21660 Copley Dr., Diamond Bar, CA (the meeting room assignment will be provided onsite). The date and location for the San Francisco Bay Area meeting will be announced shortly.

NMA members contact Kiran Kernellu at 510-763-1533 or [kiran@nmonline.org](mailto:kiran@nmonline.org) to request a registration form and a map of the Diamond Bar area. Kindly e-mail or fax completed forms to Julie Ramsey at [Julie@nmaonline.org](mailto:Julie@nmaonline.org) or Roberto Escalante at [Roberto@nmaonline.org](mailto:Roberto@nmaonline.org) by COB Wednesday, September 22<sup>nd</sup>.

**ENHANCED BSE SAMPLING AND COLLECTION**

The enhanced BSE surveillance plan, which commenced on June 1, has now tested 62,294 samples to date. Encompassing and building upon certain assumptions and estimates, such as the characteristics of the target population, USDA has designed a program to "detect the presence of BSE with 99 percent certainty if as few as five targeted high-risk cattle had BSE." A good deal of coordination and hard work is involved in achieving that goal.

USDA has focused its testing on the cattle most likely to have BSE (if it exists domestically), those animals with clinical signs, such as immobility, as well as the dead, diseased and dying. (Three months prior to demonstrable clinical signs is earliest current testing methods can detect BSE.) These samples are collected from animals at rendering facilities, salvage slaughter (3D/4D) plants, and other disposal facilities, as well as farms and slaughter operations.

**NEW USDA SPANISH-LANGUAGE WEBSITE**

Last Thursday USDA launched a new Spanish-language website, <http://www.usda.gov/EnEspanol>, as part of its ongoing efforts to expand Hispanic access to USDA programs, and in recognition of National Hispanic Heritage Month. "This website is a new tool to help more people access USDA programs and services," said Agriculture Secretary Ann Veneman. "Consumers can use this website to find information from nutrition assistance to homeownership or conservation programs."

USDA "EnEspañol" unites the English-language website materials under one bi-lingual umbrella for the first time. In addition to a new look and easier navigation, the website offers comprehensive information about accessing Food and Nutrition programs, food safety tips, conservation programs and Rural Development Housing programs.

The Town Hall meeting program is as follows:

**Introduction:**

- Opening remarks - Rosemary Mucklow, NMA Executive Director
- Presentation - Dr. Neal Westgerdes, District Manager, USDA, FSIS, FO and staff

**Topics:**

- District Organization - reporting lines - FLS, EIAO, PEERS, PHV, VMO, CSI
- Inspection updates - Future direction
- District Expectations/Goals
- Verification methodologies-striving for uniformity and consistency
- Emergency Contacts-access numbers
- Conflict Resolution/Relationships/Professional Behavior
- Non-compliance Reports/Response
- Appeal Process
- Supporting Documentation/Review/Validity
- Q & As

**Conclusion:**

Closing remarks - Dr. Neal Westgerdes; Rosemary Mucklow

**UPCOMING NMA SEMINARS**

**September 28, 2004 – Town Hall Meeting –**  
Diamond Bar, CA

**October 25-27, 2004 – Process Validation  
Ready-to-Eat (RTE) Products –** San Antonio,  
TX

**February 20-23, 2005 – 59<sup>th</sup> Annual Convention  
and MEATXPO '05 –** Las Vegas, NV

**February 23-24 2005 – AMSA/NMA Meat  
Science Conference –** Las Vegas, NV

**Contact NMA at (510) 763-1533 for more  
information and registration materials or visit  
the Events page of NMA's website at:  
<http://www.nmaonline.org/html/events.htm>.  
Seminar locations are subject to change.**

rendering facilities, salvage slaughter (3D/4D) plants, and other disposal facilities, as well as farms and slaughter operations.

**THE MEAT AND POULTRY BUYERS GUIDE**

The North American Meat Processors Association (NAMP) has made its *Meat and Poultry Buyers Guide* available online. The guide contains the *Meat Buyers Guide*, *Poultry Buyers Guide* and *Foodservice Reference*. Recently updated, it contains more than 360 illustrated foodservice cuts of beef, pork, lamb and veal, buying and ordering procedures, nutrition data, food safety information, USDA grading standards, NAMP/IMPS identification numbers, and foodservice reference materials. The *Poultry Buyers Guide* includes detailed descriptions of foodservice cuts of poultry, storage and bacterial guidelines, purchaser specified options, safe handling tips and nutrition data. In addition to the online versions, and printed books, a CD-ROM version is also available of both manuals combined in an easily referenced, indexed format.

In addition, NAMP carries foodservice posters (24" x 36") and notebook charts (8 1/2" x 11") for beef, pork, lamb, and veal portion cuts. The notebook charts are also offered in Spanish. Contact NAMP at 703-758-1900 or [www.namp.com](http://www.namp.com) for more information.

**NON-PROFIT SEEKING MEAT DONATIONS**

Phoenix House, a non-profit organization that provides substance abuse treatment services for both residential and outpatient care, is seeking donations of meat products for assistance with its women's and children programs, adolescents and adults. Donations can be sent to Attn: Alexis Smith-Resource Dept., Phoenix House, 11600 Eldridge Ave., Lake View Terrace, CA 91342. Phoenix House also offers a pick up service for donations. Contact Resource Manager Alexis Smith at 1-818-896-1121 ext. 4058 or [ASmith@phoenixhouse.org](mailto:ASmith@phoenixhouse.org) to schedule a pick up.

**NATIONAL SUMMARY OF MEATS GRADED**

USDA's Agricultural Marketing Service released the summary report of meats graded for the month of August 2004. For all quality-graded beef, Choice was 58.4%, the same as in July. Select was 37.8%, down from 38.3% the previous month. And Prime was 3.2%, up from 2.9% in July. For a copy of the entire report, which covers beef, lamb and mutton, NMA members send a self-addressed, stamped envelope to Kiran Kernellu or visit <http://www.ams.usda.gov/lsg/mgc/mgc-pubs.htm>.

**USDA BUYS BEEF**

USDA announced the following purchases last week for distribution to the National School Lunch Program. USDA continues to invite offers for the program. Further information may be obtained from the Contracting Officer at (202) 720-2650.

Product/Company/Production Point	Destinations	# of Loads	Price Range
<i>Awards made for LS-10, invitation 011 to be shipped between October 16 and 31, 2004:</i>			
<b>Beef-Coarse Ground, Reprocess</b>			
Central Valley Meat Company, Hanford, CA	WA, CA	14	\$1.6678-\$1.7185
Cherry Meat Packers, Chicago, IL	NY	1	\$1.7400
Fort Worth Foods, Fort Worth, TX	GA, TX, OH, OK, MO	24	\$1.6897-\$1.7159
Palo Duro Meat Processing, Amarillo, TX	OH	30	\$1.7265-\$1.7266
Qualipaq Meats, Inc., Swoyersville, PA	PA	4	\$1.7390

**SLAUGHTER HEAD WEEK ENDING: 9/18/04**

	Current Week	Previous Week	% Change	Last Year	% Change
<b>Cattle</b>	638,000	541,000	17.9	733,000	-13.0
<b>Vealers</b>	15,000	15,000	0.0	19,000	-21.1
<b>Hogs</b>	2,093,000	1,855,000	12.8	1,966,000	6.5
<b>Sheep</b>	57,000	48,000	18.8	57,000	0.0

**CATTLE SLAUGHTER BY CLASS**

Week	Cows	Bulls	Heifers	Steers
9/4/04	15.7	2.3	30.2	51.8
9/6/03	15.5	1.7	32.8	50.1

**HOG SLAUGHTER BY CLASS**

Week	Barrow-Gilts	Sows	Stags-Boars
9/4/04	96.6	3.2	0.2
9/6/03	96.6	3.1	0.3

**The JACOBSEN Price Guide**

**9/17/04**

Daily prices available online at: [www.by-products.com](http://www.by-products.com)

	TALLOW	GREASE	MEAT & BONE MEAL
	Bleachable Fancy	Yellow	Ruminant
Pacific Northwest	14.5	13.0	185.0
Los Angeles/San Francisco	14.5	13.0	N/A
San Joaquin Valley	N/A	14.25	N/A
California	N/A	N/A	155.0-185.0

Call us at **708-361-8823** to register today

**L.A. EDIBLE**  
**(Pacific Coast Commodities)**  
9/20  
 19.5

**HIDES PRICES (Jacobsen's) - 9/17 - per pc - per lb**  
 Butt Branded Steers (68lbs & -) \$62-64.5 .755-.825  
 Branded Cows North \$41-43 .6025-.685  
 Branded Heifers (57lbs & -) \$54.25 .8275



## **NATIONAL MEAT ASSOCIATION**

NMA - West

1970 Broadway, Suite 825

Oakland, CA 94612

Ph. (510) 763-1533

Fax (510) 763-6186

Email: [staff@nmaonline.org](mailto:staff@nmaonline.org) ★ <http://www.nmaonline.org/>

NMA - East

1400 - 16th St. N.W., Suite 400

Washington D.C. 20036

Ph. (202) 667-2108

**Edited by Kiran Kernellu  
September 20, 2004**

### **APHIS DETAILS BSE PROGRAM**

On September 10 APHIS released a detailed explanation of its BSE program in response to the Office of Inspector General's recent request. The APHIS report, "USDA BSE Surveillance Plan: Background On Assumptions and Statistical Inferences," is available at: <http://www.aphis.usda.gov/lpa/issues/bse/BSEOIG.pdf>. A Q&A document is also available at that web address.

APHIS' report states that the current surveillance plan was designed to provide enough data and information to determine if risk management policies for animal and public health are adequate. This data would be used to calculate or estimate the prevalence of BSE in the U.S. to meet a specific confidence level of detection at a specific level in the targeted population.

The targeted population of animals with some type of clinical signs is to "detect the presence of BSE with 99 percent certainty if as few as five targeted high-risk cattle had BSE." An estimate of this "targeted population" is one percent of the adult cattle population of 45 million – approximately 446,000 targeted animals.

APHIS' report notes two methods for extrapolating data from the targeted population to the broader cattle population. One involves using the percent of detectable BSE cases in targeted high-risk animals in Europe to extrapolate the expected prevalence in the U.S., and the other is a model developed by scientists in the United Kingdom and New Zealand that uses the surveillance data already generated here in the U.S. The report indicates that this latter model may be an excellent tool; however, the model is "still under evaluation and going through the international peer review process." No decision has been made about which of these methods, if any, would be used. NMA members contact Kiran Kernellu at 510-763-1533 or [kiran@nmonline.org](mailto:kiran@nmonline.org) to request an Olsson, Frank & Weeda memo about APHIS' report.

### **NMA JOINS AMI AND USMEF TO DISCUSS TRADE AND EXPORTS**

National Meat Association and the National Cattlemen's Beef Association joined a joint meeting of the American Meat Institute's Trade Committee and the U.S. Meat Export Federation's Exporter Committee, on which NMA sits, September 15 and 16 in Washington, DC. AMI Senior Vice President for International Trade John Reddington and USMEF Vice President of Export Services Paul Clayton co-chaired the meeting.

On the 15<sup>th</sup>, AMI hosted several speakers on international trade at its offices in Arlington, VI. APHIS Associate Director, Veterinary Services Andy Morgan noted that the Office of Inspector General, although it had given a preliminary thumbs up to the Agency, will be conducting an audit later this month on the enhanced BSE surveillance to follow up its controversial audit on the prior testing program. Other speakers included Deputy Assistant U.S. Trade Representative Sharon Bommer-Lauritsen; FAS Director, Management & Administrative Staff, Commodity & Marketing, Dairy, Livestock and Poultry Division Howard Wetzel; and FSIS Import and Export Policy Section Veterinary Medical Officer Rick Harries. Agriculture Ocean Transportation Coalition Executive Director Peter Friedman then discussed difficulties surrounding shipping. Canadian Agricultural Counselor Fred Gorrell and Mexican NAFTA Advisor Hector Marquez spoke on the issues of trade with their respective countries. The meeting then moved to the Agriculture Department for meetings with Under Secretary, Farm & Foreign Agricultural Services J.B. Penn; Ambassador Al Johnson and Under Secretary for Food Safety Elsa Murano.

On the 16<sup>th</sup> the committee met with Senate and House Ag staff. Issues of trade access with Japan and FSIS staffing/funding issues were again discussed.

### **\$84 BILLION AG APPROPRIATIONS PASSES COMMITTEE**

The \$84 billion FY 05 Agriculture Appropriation Bill received unanimous approval from the Senate Appropriations Committee last week. It contains an increase of \$109 million for USDA's food safety activities over FY 04 levels. The bill also includes recommendations for \$8.3 million for BSE-related expenses and \$33 million for USDA's animal identification project. A component to move the implementation of COOL to Jan. 1, 2005 (instead of Sept. 30, 2006) was narrowly defeated with a 14-14 vote.

## **JAPANESE FOOD INDUSTRY WANTS END TO BEEF BAN**

Nine Japanese food industry associations that represent thousands of restaurants, food processors, distributors and 409 food industry unions, has appealed to the Japanese government to swiftly end its ban on U.S. beef. As cited by *Meatingplace.com*, *The Japan Times* reported that 27 operations have closed doors between April and August because of beef shortages. "We want the imports resumed as soon as possible," said Hiakazu Hayakawa, the head of the federation of associations, in a letter to Japanese health and agriculture ministers.

## **CFIA ANNOUNCES NEW MEASURES TO ACCELERATE BSE TESTING PROGRESS**

Last Friday the Canadian Food Inspection Agency announced a sample collection strategy that would increase the number of cattle tested for BSE. The new strategy includes communications to cattle producers and a financial reimbursement initiative.

Canada's national BSE surveillance program targets animals of the highest risk for BSE - cattle aged 30 months or older that are dead, dying, diseased or down and cattle of any age exhibiting neurological symptoms – and recognizes that producers are best placed to spot these animals. So, the Agency is launching an education campaign to encourage producers to report high-risk cattle. The campaign promotes a toll-free number, 1-866-400-4244, for producers from across Canada to use to report an animal that may be eligible for inclusion in the surveillance program.

CFIA is also dedicating \$4.1 million between now and December 2005 to a financial reimbursement initiative to hasten the flow of animals into the surveillance program. The initiative is designed to offset producers' incurred costs related to veterinary examination and carcass disposal when these activities result in the collection of an eligible brain sample. Deadstock collectors, renderers and veterinarians across Canada that are entering into agreements with the Agency are also eligible for reimbursement of additional costs related to the sampling, tracing and holding of carcasses being tested.

This year, Canada plans to test 8,000 cattle for BSE. Testing levels will increase to at least 30,000 cattle annually in subsequent years. Read more at:

<http://www.inspection.gc.ca/english/corpaffr/newcom/2004/20040917e.shtml>.

## **POSSIBLE *E. COLI* O157:H7 CONTAMINATION PROMPTS BEEF RECALL**

Last Friday USDA announced a voluntary recall by Packerland Packing Company, Green Bay, WI, of approximately 59,000 pounds of ground beef products over possible *E. coli* O157:H7 contamination. The ground beef subject to recall was produced on September 2, 2004 and was shipped to distributors in Louisiana, Virginia, South Carolina, Indiana, Massachusetts, Wisconsin and Illinois for sale in restaurants and retail stores. No illnesses associated with these products have been reported.

Recalled products include:

- 10-pound chubs of "IMPERIAL BEEF FINE GROUND 81/19." The chubs are packed four to a case and each case bears the code "G18148FR."
- 10-pound chubs of "PPC'S GROUND BEEF, FINE GROUND SIRLOIN 95/5." The chubs are packed four to a case and each case bears the code "G49548RO."
- 10-pound chubs of "PPC'S GROUND BEEF, COARSE GROUND SIRLOIN 95/5." The chubs are packed four to a case and each case bears the code "G49540PP."

All of the boxes and the chubs bear the establishment code "Est. 562B" inside the USDA mark of inspection.

## **USDA'S BACK TO SCHOOL TIPS**

The Food and Nutrition Service (FNS) published a new Internet resource for parents, schools and communities to help foster healthy eating habits. "Tips for a Healthy School Year" encourages parents and schools to set the example by providing foods that are healthful and appealing and by incorporating daily physical activity into their schedule. Located at <http://www.usda.gov/>, the page contains suggestions for parents, schools and communities. Parents can learn about Team Nutrition and the Eat Smart.Play Hard.™ campaign; school staff and teachers can find links to the new Fruits and Vegetables Galore kit and other educational materials; and families and communities can take inspiration from the USDA Changing the Scene action kit. The page also has links to more information about the school meal programs and other nutrition and fitness campaigns and resources, including HealthierUS, 5 A Day, and the President's Council on Physical Fitness.

# Announcements

Week 1 - Marketing Trends/Meat Lookout  
Week 2 - Labor Relations/Risk Management  
Week 3 - Calendar/Announcements  
Week 4 - Technical Update/Ahead of the Herd

National Meat Association

September 20, 2004

**POSITION WANTED** - Senior Operations Manager or equivalent. Over 20 years progressively responsible experience in the food industry with specialized skills including: Strategic Business Planning and Management; Sales Planning and Support; Cost Reduction and Process Improvement; Quality and Performance Improvements; and Training and Development. Highly capable in all elements of cross functional general management and operations management. Consistently proven record in improving profits through increased sales, developing new products, new processes, managing core business activities, business planning and development, sales and marketing, cost control, process improvement and resource management. Contact James J. Snyder at 651-261-8692 *mobile*; 651-730-9602 *residence*; or [Jamessnyder6@aol.com](mailto:Jamessnyder6@aol.com) *e-mail*.

**POSITION WANTED** - Controller and General Manager with 15 years food industry experience -- Nestle, Kraft/General Foods, Farmland Foods, & Ralston Purina. Managed \$22+ million food plant with over 120 employees. MBA Operations Management (1995). Knowledge in Computer Systems installation, MAS90, Marketing and Category Management and Account Experience with Safeway Stores, Inc. Call William Yee (415) 260-3404 *cell phone*.

**POSITION WANTED** - Seeking Agribusiness and Management position in the U.S. meat/beef private sector. Academic excellence and very strong Agribusiness education as well as 4 years of working experience. A B.S. and 2 M.S. degrees in the Agribusiness sector (Animal Science and Ag Economics). Profound understanding of the production, marketing and consumer side of the food industry. Hands-on working experience in the Agribusiness environment, including previous employment in animal production business, at the Animal Science Department of the University of California-Davis, and as Project Director, Consultant and Analyst at the National Meat Institute in Uruguay (South America). Contact [rfvernazza@ucdavis.edu](mailto:rfvernazza@ucdavis.edu).

**POSITION AVAILABLE** – Industry leader in processing lean beef trimmings has Raw Materials Coordinator opportunity based from our corporate office in Dakota Dunes, SD. Manage quality control programs in our source plants located in the Midwest. Ability to work hands-on in a plant processing environment. Moderate travel. Meat or food science background, along with a minimum of one year supervisory experience in a food processing environment preferred. Fax resume to Kiran Kernellu at 510-763-6186 or e-mail to [kiran@nmaonline.org](mailto:kiran@nmaonline.org) for forwarding.

**POSITION AVAILABLE** – Opportunities for Quality Assurance Supervisors and Superintendents with the industry leader in boneless beef trimmings. These hands-on quality positions are based in out plant facilities located throughout the Midwest. Supervision of inspection personnel in a fast-paced environment. Compliance with plant Safety and Quality Program. Fax resume to Kiran Kernellu at 510-763-6186 or e-mail to [kiran@nmaonline.org](mailto:kiran@nmaonline.org) for forwarding.

**POSITION AVAILABLE** – Food Product Development Manager for Palama Holdings LLC, in Kapolei, HI. A creative Center Plate, Chef, and Culinary Specialist with the ability to develop new meat products. Must possess hands-on experience and a working knowledge of the culinary industry; sales experience a plus. E-mail resumes to: [n\\_heelim@palamamt.com](mailto:n_heelim@palamamt.com). Salary Negotiable \* EOE \* Profit Sharing & 401K

**POSITION AVAILABLE** – Distributor Sales Manager sought for Palama Holdings LLC. Primarily responsible for distributor sales; also will participate in research & development of new meat products. A strong sales and/or processing background is preferable. E-mail resumes to: [n\\_heelim@palamamt.com](mailto:n_heelim@palamamt.com). Salary Negotiable \* EOE \* Profit Sharing & 401K

**POSITION AVAILABLE** – Quality Assurance Manager: Evergood Sausage Co., a San Francisco-based sausage manufacturer, is looking for a manager to administer the QA and HACCP programs and act as primary liaison with regulatory agencies. Responsibilities will include pre-operational sanitation inspections, operational sanitation monitoring, packaging evaluations, microbiological sampling, finished product testing and supervision of the sanitation crew. Additional responsibilities may include employee training, safety program implementation, nutritional labeling and new product label development. Experience is desirable but not required. The company offers a competitive salary and an excellent benefit package including fully paid medical, dental, vision and pension. Interested candidates can FAX their resume to 415-822-1066 or E-mail to [Rbower@Evergoodfoods.com](mailto:Rbower@Evergoodfoods.com).

**POSITION AVAILABLE** – Maintenance Supervisors opportunities based in our processing facilities in Garden City, KS and Waterloo, IA. Hydraulic and ammonia refrigeration experience preferred. Minimum 1-2 years plant maintenance supervisory experience required. Fax resume to Kiran Kernellu at 510-763-6186 or e-mail to [kiran@nmaonline.org](mailto:kiran@nmaonline.org) for forwarding.

**POSITION AVAILABLE** – Opportunities for Quality Assurance Supervisors and Superintendents with the industry leader in boneless beef trimmings. These hands-on quality positions are based in out plant facilities located throughout the Midwest. Supervision of inspection personnel in a fast-paced environment. Compliance with plant Safety and Quality Program. Fax resume to Kiran Kernellu at 510-763-6186 or e-mail to [kiran@nmaonline.org](mailto:kiran@nmaonline.org) for forwarding.

**POSITION AVAILABLE** – Quality Assurance Supervisor – Niman Ranch - Niman Ranch, the recognized leader in the field of natural beef, pork and lamb, is seeking a Quality Assurance Supervisor at our Oakland plant. The successful candidate will work closely with our production, packing and distribution staff to assure that customer orders adhere to our high standards. Will be also be involved with monitoring production yields and working with QC Manager to assure compliance with food safety protocol. Meat experience required. Familiarity with HACCP and GMPs highly desirable. More information about Niman Ranch is available on the website [www.nimanranch.com](http://www.nimanranch.com). Please reply to [qa@nimanranch.com](mailto:qa@nimanranch.com). No phone calls please.

# Calendar

Week 1 - Marketing Trends/Meat Lookout  
Week 2 - Labor Relations/Risk Management  
Week 3 - Calendar/Announcements  
Week 4 - Technical Update/Ahead of the Herd

National Meat Association

September 20, 2004

- Sept 20-22 Packaging Machinery Manufacturers Institute Annual Meeting. Milwaukee, WI. Details at (703) 243-8555.
- Sept 21 Forecast and Outlook Seminar. San Francisco, CA. Details at (312) 540-4400.
- Sept 21-22 Advanced HACCP: Managing Your HACCP System Shortcourse. Chicago, IL. Details at (800) 829-7878.
- Sept 21-23 Introductory HACCP Course. College Station, TX. Details at (979) 862-3643.
- Sept 21-24 International Trade Show for Food Technology. Buenos Aires, Argentina. Details at +49 (69) 75756801.
- Sept 22-24 Beef 20/20. Canyon, TX. Details at (979) 845-3934.
- Sept 23-26 World Beef Expo. West Allis, WI. Details at (414) 266-7051.
- Sept 27 Forecast and Outlook Seminar. Chicago, IL. Details at (312) 540-4400.
- Sept 28 NMA Town Hall Meeting. Diamond Bar, CA Details at (510) 763-1533.**
- OCTOBER 2004**
- Oct 5-6 Advanced HACCP for Meat and Poultry Processors Workshop. Athens, GA. Details at (706) 542-2574.
- Oct 5-8 Process Control School. Lincoln, NE. Details at (402) 472-9751.
- Oct 6-8 National Meeting for Poultry Health and Processing. Ocean City, MD. Details at (302) 856-9037.
- Oct 7-8 Advanced HACCP Seminar. St. Louis, MO. Details at (800) 477-0708.
- Oct 12-14 Applied Extrusion Workshop. Lincoln, NE. Details at (402) 472-9751.
- Oct 13 Good Manufacturing Practices. New Brunswick, NJ. Details at (732) 932-9271.
- Oct 13-15 Implementing Your Company's HACCP Plan. Kansas City, KS. Details at (888) 688-4346.
- Oct 14-17 North American Meat Processors Association Annual Convention. Santa Ana Pueblo, NM. Details at (703) 758-1900.
- Oct 17-20 Current Concepts in Foodborne Pathogens and Rapid and Automated Methods in Food Microbiology. River Falls, WI. Details at (800) 477-0778.
- Oct 22-23 Principles of HACCP Seminar. New Orleans, LA. Details at (715) 425-3704.
- Oct 25-27 NMA Process Validation Ready-to-Eat (RTE) Products. San Antonio, TX. Details at (510) 763-1533.**
- NOVEMBER 2004**
- Nov 1-3 Basic HACCP Course. Davis, CA. Details at (202) 637-4818.
- Nov 4-5 Advanced HACCP Verification and Validation Workshop. Davis, CA. Details at (800) 752-0881.
- Nov 8-11 Better Process Control School. New Brunswick, NJ. Details at (732) 932-9271.
- Nov 9-11 Basic Sausage Shortcourse. Ames, IA. Details at (515) 294-3697.
- Nov 11 Marketing Your Way to Profitability. Sacramento, CA. Details at (303) 850-3373.
- Nov 15-17 HACCP: Concept for Food Protection. New Brunswick, NJ. Details at (732) 932-9271.
- Dec 14-16 Introductory HACCP Course. College Station, TX. Details at (979) 862-3643.
- Feb 20-23 NMA 59th Annual Convention and MEATXPO '05. Las Vegas, NV. Details at (510) 763-1533.**
- Feb 23-24 AMSA/NMA Meat Science Conference. Las Vegas, NV. Details at (510) 763-1533.**