

MEAT & DAIRY MONTHLY



TAKING A FRESH LOOK AT THE MEAT CASE...

The best meat case not only looks great, has an assortment of appealing products, and great prices – but puts food safety first. It is not enough to rely on secondary packaging on products to protect them from spoilage and contamination.

Tray packs, roll stock, reduced oxygen packaging, modified atmosphere and high pressure packaging have come a long way from the old pillow/tray pack style of packings – but they are not without their own risks and still require careful cold storage, monitoring and attention.

Every week the USDA and the FDA send out dozens of major recall notices on products in the meat and dairy sector – food borne pathogens are on their radar and you don't want to be caught off guard in your store.

Get on the email list for these recalls: <https://goo.gl/QWz8a>

Follow the instructions carefully – make all employees aware of food recalls and be sure they understand the recommended procedures for returning or disposing of the food. Document everything you dispose of including the sell by and lot dates on the packages.

Be sure to protect your customers, employees, and bottom line by using proper meat handling at every juncture: from receiving to final sale.

WHEN YOU RECEIVE YOUR MEATS WITH YOUR DELIVERIES:

- 1 Carefully inspect each box for any sign of leaks or a failure of packing integrity.
- 2 Boxes should arrive on the pallet in order for their food hazard: top to bottom order: ready-to-eat food; seafood; whole cuts of beef and pork; ground meat and ground fish; whole and ground poultry.
- 3 Use a properly functioning infrared thermometer or a probe thermometer inserted in-between packs of products and record the receiving temperature immediately upon receipt. Nothing should be accepted above 41 degrees F. Eggs can be accepted up to 45 degrees.
- 4 Put the products away in your walk in right away following the top to bottom order: ready-to-eat food; seafood; whole cuts of beef and pork; ground meat and ground fish; whole and ground poultry.
- 5 Remember you are responsible for keeping the cold chain of the meat!

ONCE YOU HAVE RECEIVED & STORED YOUR PRODUCT, YOU ARE READY TO INSPECT YOUR MEAT CASE!

Does it need to be cleaned and sanitized?
It probably does!

Bleach solution properly diluted in water is somewhat effective, but short lasting – and often is not in the correct concentration. Test strips must be used to determine this. Consider instead a **Quaternary Ammonium Compounds (QACs or Quats)**.

QACs are usually odorless, nonstaining, non-corrosive and relatively nontoxic to users. They function well over a broad temperature range and a wide pH range, although activity is greater at warmer temperatures and in alkaline situations. While QACs tolerate light organic loads, heavy soil will decrease QAC activity significantly. Some QACs may not function adequately in hard water, but others are formulated with added chelating agents that allow such use.

Star San is another no-rinse option, however this acid based product is best on glass or non-soft metal surfaces. No sanitizer will be very effective if you have iron laden water. If your hand sinks are streaked with iron stains, it is time for a water softener. All bacteria needs iron to grow, and you must get the iron content down in your tap water.

Remove the meats, put them in the walk in right away and clean the case on a consistent basis. This lets you reorganize the meats according to sell by date and put them back in an attractive and thoughtful order. Meats in the case have to be stored considering the same top to bottom order in the meat case as in the walk in. Never put leaking packs your meat case.

Leaks and spills need to be cleaned promptly using a sanitizing cleaner and dried if possible.



WANT TO LEARN MORE ABOUT OUR MEAT & DAIRY

Lisa Murphy (Natural Food Program Manager) lisam@fsproduce.com | 717-874-9148



As a family owned & operated company, Waterhill produces retail and bulk deli meat products that are controlled from farm to table. Manufacturing for the deli line is completed in house, no copackers are used. Their state-of-the-art facility uses HPP-High pressure pasteurization which requires less sodium and less water in the finished product resulting in an oven baked texture and delicious flavor.

The products are free from carrageenan, HFCS, antibiotics, hormones, nitrates/nitrites, artificial colors & flavors and have no preservatives. All items are gluten free. Animals are 100% vegetarian and are third party certified humane. Product is packaged in green, sustainable & resealable packages.

The natural & organic lines will be in stock 3/29 and available for your next delivery! Bulk items are currently available as preorder.

Natural Sliced Meat



CODE	PRODUCT	PK/SZ	UPC
60741	Waterhill Natural Turkey Honey Smoked	12/6 oz	052294076193
60744	Waterhill Natural Turkey Oven Roasted	12/6 oz	052294076094
60743	Waterhill Natural Chicken Breast Oven Roasted	12/6 oz	052294077091
60745	Waterhill Natural Chicken Breast Smoked	12/6 oz	052294077195
60740	Waterhill Natural Black Forest Ham Uncured	12/6 oz	052294066095
60742	Waterhill Natural Ham Smoked Maple	12/6 oz	052294066194
60753	Waterhill Natural Roast Beef	10/5oz	052294059097
60746	Waterhill Natural Chicken Breast Cube	12/6 oz	052294077510
60747	Waterhill Natural Ham Diced Oven Cooked	12/6 oz	052294066217

Organic Sliced Meat



CODE	PRODUCT	PK/SZ	UPC
45636	Waterhill Organic Turkey Oven Roasted	12/6 oz	052294076599
45635	Waterhill Organic Turkey Smoked	12/6 oz	052294076698
45633	Waterhill Organic Chicken Breast	12/6 oz	052294077565
45634	Waterhill Organic Roast Beef	12/6 oz	052294059592



Lisa Murphy (Natural Food Program Manager)
lisam@fsproduce.com | 717-874-9148

Natural Bulk Deli - Preorder Only



CODE	PRODUCT	PK/SZ	UPC
60756	Waterhill Natural Bulk Uncured Maple Smoked	2/4 lb	N/A
60754	Waterhill Natural Bulk Uncured Black Forest	2/4 lb	N/A
60760	Waterhill Natural Bulk Cooked Roast Beef	2/4 lb	N/A
60755	Waterhill Natural Bulk Honey Smoked Turkey	2/4 lb	N/A
60758	Waterhill Natural Bulk Oven Roasted Turkey	2/4 lb	N/A
60757	Waterhill Natural Bulk Oven Roasted Chicken	2/4 lb	N/A
60759	Waterhill Natural Bulk Applewood Smoked Chicken	2/4 lb	N/A

Organic & Natural Hot Dogs



CODE	PRODUCT	PK/SZ	UPC
45637	Waterhill Organic Hot Dog Turkey	12/8.75 oz	052294074809
45638	Waterhill Organic Hot Dog Beef	12/8.75 oz	052294024002
60750	Waterhill Natural Hot Dog Turkey	12/8.75 oz	052294007487
60751	Waterhill Natural Hot Dog Beef	12/8.75 oz	052294002406



Natural Bacon



CODE	PRODUCT	PK/SZ	UPC
60752	Waterhill Natural Bacon Smoked Hickory Uncured	20/8 oz	052294006909



Lisa Murphy (Natural Food Program Manager)
lisam@fsproduce.com | 717-874-9148



NOW IN STOCK AT FOUR SEASONS!

BARTELS FARMS ORGANIC DOMESTIC GRASS-FED BEEF

Bartel's Farms is one of the largest organic beef processors in the United States. Based out of the Willamette Valley of Oregon, Bartels works with farms in 7 Pacific Northwest states.

The domestic cattle are **100% organic grass fed** and **organic grass finished**, not supplemented with grain and are never treated or fed antibiotics, hormones, growth promotants or GMOs. The feed is never treated with chemicals such as herbicides, pesticides or fungicides.

Cattle have living conditions that accommodate their natural behavior, including year-round access to the outdoors.

The Bartel's slaughter facility utilizes designs from Dr. Temple Grandin, which allow for gentle and respectful humane handling. Curved chutes and the elimination of shadows and loud noises allow cattle to show natural behavior. The personnel exhibit calm, quiet demeanors and read the behavior of the lead cattle as it progresses through the corrals and chutes. It becomes instinctual for the group to follow the animal in front of them and these techniques eliminate the use of force or prods (which are prohibited at the facility). This results in healthier, stress free animals who produce a more wholesome product as well as a safer work environment for employees.



The facility is audited annually for food safety and animal welfare by third party experts including:

- NSF International
- National Sanitation Foundation
- Food Safety Net Services Certification and Audit
- Oregon Tilth Certified Organic (OTCO)

They have obtained level 2 food safety and food quality certification under Global Food Safety Initiative for Safe Quality Food (SQF).

Bartel's organic beef is now available at Four Seasons without a preorder and can be delivered to your store on your next delivery. Also available are Merchandising materials: brochures, signs, shelf dividers and hang tags. Let us help customize your department.

In addition to the organic line, Bartel's also offers a natural line of 100% domestic grass fed beef, this may be ideal for the consumer making the transition from conventional beef with a lower price point than organic offerings. In both the organic and natural lines sub-primals, specialty items and offal are available.

For more information, please contact Lisa Murphy lisam@fsproduce.com

