# Farmer's Guide to Processing and Selling Meat or Poultry

*What are the rules?*

*Where are the contacts?*

*Who are the regulators?*

***Food safety standards for beef, pork, sheep, goat, poultry, rabbit, game and exotic meats***

PENNSTATE

College of Agricultural Sciences
Cooperative Extension

The information in this booklet is for educational use. It is intended to assist farmers and their advisors in understanding the regulations affecting the processing and sale of meat and poultry. Each person should consult the responsible local, state and federal agencies and an attorney before using this information to engage in business activity. Reasonable effort was made to ensure the accuracy of the information in this booklet. However, content and interpretation of laws and regulations are subject to change. The effect of future legislation and interpretation cannot be predicted. This booklet is not intended as legal advise.

*This publication is available in alternative media on request.*

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# Creating Partnerships

This guide is an overview of the regulations for processing and selling meat and poultry. Regulators focus their efforts on ensuring that all product is produced in a wholesome manner. Beginning food processors are sometimes discouraged by food regulations. These regulations should be viewed as a helpful source of information. Most processors report that they have few problems with regulators or even have a beneficial relationship. After all, safe food handling is crucial to effective marketing and maintaining a trustworthy reputation.

Food safety issues are complex and they differ among regions and states. In Pennsylvania, your local municipal authority has final say on what can occur. If your business is okay with your township or city, the United States Department of Agriculture (USDA) district office and the Pennsylvania Department of Agriculture (PDA) regional office should be contacted. USDA is concerned with production of products that must be inspected. PDA is concerned with product coming from an approved source.

The USDA is responsible for all meat and poultry regulations for inspected species. States and municipalities can have additional regulations that must be followed. All food processing enterprises in the Commonwealth of Pennsylvania must register with PDA.

Processors who develop a relationship with regulators can find a tremendous source of information and support in the experienced personnel at PDA and USDA.

Farmers, and others, are encouraged to seek input from all organizations that have regulatory authority over a potential or existing enterprise. It is very important to know who is in charge and what questions should be answered.

Here are suggested steps to follow when developing ideas about a food business:

1) Check with local municipality/township about zoning and any required business license.
2) Well or spring water must be tested for bacteria.
3) Develop a specific idea about the product. This allows the regulators to know your goal and it allows you to ask relevant questions.
4) Check with your insurance provider concerning product liability coverage.

You receive a better response from the Food Safety Inspection Officers if these steps are completed before you try to arrange a meeting with PDA and/or USDA.

# Basic Requirements

*The requirements for processing and selling meat or poultry are simple -*

**All meat and poultry offered for sale must originate from a federally inspected slaughter facility.**

Requires federal inspection:

**MEAT:**
beef, pork, sheep, goat and horse

**POULTRY:**
chicken, turkey, duck and goose

**VOLUNTARY INSPECTION IS AVAILABLE FOR:**
rabbit, pigeon, game, exotics
Voluntary inspection can be important for items used as ingredients, in addition to promoting consumer confidence.

The Commonwealth of Pennsylvania has no separate, additional inspection regulations. Pennsylvania follows the federal standard. Pennsylvania has regulations that cover meat and poultry businesses that qualify for federal "exemption." PDA is concerned with the concept of food safety when there is no federal oversight. Ensuring a healthy animal before and/or after slaughter is the usual method of meeting this goal.

Processing of meat products requires PDA facility approval for retail sales where the processor owns the retail establishment. Processing of meat products requires USDA facility approval if the processor is wholesaling or selling through the mail.

Pennsylvania requires a business license for all food retailers, wholesalers, distributors and processors.

There are specific label requirements for all meat, meat products, poultry and poultry products. PDA and USDA regulators are the expert source of information for all labeling concerns.

Farmers and processors that produce organic product need to check with their certifying organization on specific mandated requirements. Different certifying organizations can have different handling standards.

In an effort to assist business development, meat and poultry regulations contain "exemptions." The exemptions for meat and poultry are explained on the following pages.

# Exemptions to Meat and Poultry Inspection Laws

## Exemption TO FMIA and PPIA

The Federal Meat Inspection Act (FMIA) and the Poultry Product Inspection Act (PPIA) exempt various operations from the requirements of Federal inspection. The exemption provisions of the acts are in some cases general and the regulations attempt to clarify these exemptions. In doing so, much confusion results, especially in the area of poultry exemptions. In the following pages, we will attempt to explain these exemptions in a manner which hopefully will clear up some of the confusion, which has developed over the years. Keep in mind that some of those exemptions will change periodically and in some cases a policy is developed to cover a specific situation, which is not directly addressed.

## Custom Exemption - Meat

Custom exemption, both slaughter and processing, exempts an operator from the requirements of Federal inspection when he, in fact, prepares a product for the personal use of an individual. There are distinct requirements under this exemption, which are:

1. Animal must be sold to individuals prior to slaughter.
2. The resulting product must be marked "Not for Sale."
3. Operator must maintain records.
4. The animal and/or product must be prepared or processed in a sanitary manner.

First, let's get a clear understanding of what custom is. We are not talking here of a custom animal that is killed under inspection. We are dealing strictly with an animal or meat processed without inspection. I think the best way to explain custom is to say that "An operator is considered custom when he/she charges for a service in lieu of the meat itself."

*Let's discuss #1: "Animal must be sold prior to slaughter." Some of the questions that have come up are as follows:*

A. Can an animal be bartered?
*Answer - Yes.*

B. Can more than one person own an animal?
*Answer - Yes, generally we consider four people appropriate as owners. But in some cases, we have seen co-ops where numerous people get together and buy a number of animals. This is okay.*

C. Some operators sell the animals to the individual. Is this appropriate?
*Answer - Yes, we look at that operator as a dealer in that case. In some cases, a dealer may buy an animal at an auction for an individual. In this case, we look at the operator as representing the eventual owner.*

D. There have been some operators who advertise quarters. Is this appropriate?
*Answer - Yes, as long as a whole animal is totally owned by the involved individuals prior to slaughter, however, the individuals may or may not know each other.*

E. Can the price charged be a determining factor in a custom operation?
*Answer - No, there is nothing in the act or regulations which deals with the price charged.*

*Now let's discuss #2: "Marking the product, 'Not for Sale.'"*
This is pretty much self explanatory. The main question that comes up here is, "When should it be marked?" The carcass should be marked immediately after slaughter. In the case of farm dressed carcasses brought in for processing, product should be immediately marked at time of receipt. If the product is processed into individual packages, each package should be marked. If packaged bulk, the box must be marked and if placed in a container for carrying purposes, a paper placed over the top can be marked "Not for Sale." Hams, bacon and like products brought to a firm for curing and smoking should have each piece marked.

*Now let's discuss #3: "Maintaining records."*
The regulations are specific with regard to this. The one problem we see is the case where a name appears many times on the records. This leads us to believe there may be an irregularity. Because the name appears so many times, it could not possibly be for personal use. What we have found is that the name usually turns out to be a dealer who has sold the animal to an individual. The operator must be made aware that he needs the name of the actual owner and not the dealer for his records to be accurate.

*Finally #4: "Slaughtered or prepared in a sanitary environment."*
This is actually the section in the law which mandates "Reviews." This is strictly an inspection function.

## Retail Exemption - Meat

This is another area in which there tends to be some confusion. The best way to explain this area is by explaining what a retail market can and cannot do.

A retail market can:

1. Sell direct to consumers with a limitation on weight as explained in regulations.

   cattle - 1/2 carcass or 300 pounds
   calves - 1/2 carcass or 37.5 pounds
   sheep - 1/2 carcass or 27.5 pounds
   swine - 1/2 carcass or 100 pounds
   goats - 1/2 carcass or 25 pounds

2. Sell to hotels, restaurants and institutions (HRI) not to exceed 25% of their total annual sale and not to exceed $41,000. Sales in commerce are acceptable, but counted toward money limitations.

The 75/25 figure is based on calendar years. Sales to HRI cannot include items purchased (two or more ingredients) or prepared by cooking, smoking, rendering or curing. Caterers are considered restaurants in this case.

3. Sell from canvassing retail trucks they own (not stationary), as the trucks are considered extensions of the retail business.

Retail markets cannot:

1. Slaughter without Federal inspection.
2. Can or jar without inspection (thermal processing).
3. Sell to other retail markets.
4. Sell to wholesalers or distributors.

When we say slaughter, do not confuse retail markets that do custom slaughter. Custom slaughter and processing are permitted if the market meets criteria.

At this point, it is best to address some USDA policies. A policy is a determination by USDA as to the legality of a specific operation. Many policies are the result of designations. In some designated states, in particular Pennsylvania, there were some operations which were common and usual, but tend to conflict with the law. The best example to use is the "Two Store Policy." As I am sure you are aware, to transport FMIA product in commerce is a violation of the act. This law would now apply to a state that was designated. In the case of Pennsylvania and some other states, the Farmer's Market business in most cases would conflict with this law. As you know, Farmer's Markets were common and traditional. As a result, the USDA by policy exempted an inspection requirement as long as the retailer:

1. Owned the markets.
2. Did not have more than two markets opened at the same time.

The owner could then go to one other location and sell retail without required inspection. He could, in fact, go to one Farmer's Market on each day of the week as long as there were no more than two in the same day. The USDA could not be selective in this policy. As a result, it applies to all retailers whether they be in a Farmer's Market or not and restaurants. A stationary truck at a Farmer's Market would now count as a location.

Policies do, however, at times change, which cause problems. You should, however, be aware that those changes do affect various operations and it is up to each business to stay informed and in compliance with regulation.

## Social and Industrial Catering - Meat

Social caterers are exempt even if they go in commerce. Industrial caterers, on the other hand, are exempt as long as the catering is done by them with their own employees. They could not sell to a company, which in turn would resell the product. It is always the resale aspect which determines the need for inspection. If products are prepared which are sold to someone else who is going to resell the product, inspection would be required.

## Commissary/Central Kitchens - Meat

The regulation exempts firms who operate a central kitchen and ship product to restaurants they in fact own. Products prepared at the central kitchen must be ready to eat. It can be chilled or frozen and reheated at the destination restaurant. Central kitchens that prepare and transport fresh, uncooked product, which is then cooked at the restaurant, would still be required to be under Federal inspection. If a firm prepares both uncooked and cooked, all items will be required to be covered under Federal inspection. Interstate shipments are permitted if the firm is exempt.

There are times when a firm supplies many restaurants, some of which may be under a different corporate name. As long as the Corporate Officials are the same, it would be considered the same ownership. The exemption is also extended to cover retail deli-type operations of ready-to-eat items.

## Mail Order - Meat

Shipment of meat products in commerce by a retailer are permitted as long as the retailer can deliver the product himself or by his employee. If product is shipped by commercial carrier, UPS or United States mail, product must be prepared under Federal inspection.

## Poultry Exemptions

The exemption requirements regarding selling and marketing are totally different than meat. A poultry exemption checklist is included which has helped explain the poultry exemptions. Hopefully, it will do the same for you. Unlike meat, the poultry exemption addresses all the exemptions, retail, etc. This guideline will address each exemption separately and will include marking requirements.

Before we get started on the individual exemptions, it should be explained that many exemptions overlap one another. Hopefully the chart on pages 12 and 13 will aid you in seeing the difference. The exempt operator might not know what exemption they are working under. In addition, a poultry exempt operator can claim more than one exemption, which is appropriate if, in fact, they comply with the requirements of each.

### 1. Personal Use

There is basically only one requirement on personal use, that the product be labeled with the public law exemption statement, "Exempted under Public Law 90-492." There are no count restrictions, no weight limitations, and no processing limitations. This operation is not subject to Food Safety Inspection Service (FSIS) review.

### 2. Custom

Like meat, custom here means the same thing, slaughtering or processing a bird that is owned by another and for that individual's personal use. Unlike meat, it is not marked "Not for Sale." It is marked "Exempted under Public Law 90-492," with name and address of processor. There are very few, if any, custom poultry operators. The reason being, if you are operating under custom, you cannot be engaged in the business of buying or selling poultry capable for use as human food. This means any poultry, whether it is prepared under another exemption or processed under Federal inspection.

To make this somewhat clearer, if you are working in a Federal plant, whether it be meat or poultry, and that firm handles any kind of inspected poultry, it cannot do custom. This does occur in plants that do smoking. If you work in a meat plant that handles no poultry products and they smoke products, they could process custom birds. Remember the marking requirements would still apply. There are no limitations regarding count or weight. This operator is subject to FSIS review.

## 3. Producer Grower

This exemption is exactly what it implies, the operator is a grower. There is a 20,000 bird limitation involved. That could include mixed breeds, turkeys, chickens, ducks, as long as cumulatively they do not exceed 20,000. He or she can slaughter, process, cut or bone. I should note here that processing here includes hermetically sealed containers, such as canned soups, etc. He or she can sell directly to consumers, to HRI, to retail markets and to distributors. One stipulation regarding sale to distributors is that the distributor handles exempted birds only. He or she is required to mark product "Exempted under Public Law 90-492." Operator must deal in intrastate business only. Operator must handle exempted birds; no inspected birds are permitted. He or she can handle exempted birds from another producer grower as pass through only. Operator is subject to review by FSIS.

## 4. Producer Grower or Other Person

This exemption is again exactly as it indicates. In this case, however, you do not have to be a grower. The requirements here are exactly the same as producer growers with two exceptions. This operator cannot sell to distributors or retail markets. All other requirements apply and he or she is subject to FSIS review.

## 5. Small Business Enterprises

The main difference in this exemption from producer grower and producer grower and other persons are:

1. Cannot process. Cutting and boning can be done, as in this case it is not considered a process.

2. Public law marking requirement is not necessary. Full labeling, however, is.
   Name and address and product name are required.

3. Other restrictions still apply, but the small business enterprise operator can handle poultry capable for use as human food. This would include both other exempted product, as well as inspected product.

## 6. Retail Store

First, I must explain not to let the word store confuse you. A retail store can claim a small business exemption. In this exemption, we are not talking about the live poultry markets.

As I am sure you are aware, a retail store can process. In this case, however, it cannot prepare hermetically sealed containers such as soups. It can cut or bone. There is a 75 pound limitation to a direct consumer sale and 150 pound limitation on HRI. The operator is not limited in weight to an accumulated figure. We are talking per account or individual. There is an overall 75/25 percent limitation on HRI sales. We are now talking calendar year totals of 75 percent to consumers and no more than 25 percent to HRI as long as that 25 percent is not larger than the $39,000 figure. The figure $39,000 will probably change in the future, as it is based on the consumer price index each year. This operator cannot sell to other retailers or distributors, only intrastate businesses, and there are no marking requirements. This operation is not subject to FSIS reviews.

## 7. Retail Dealer

Terminology again. This operation can be a store. The difference between retail stores and retail dealers are:

1. Cannot process. Cutting or boning is okay, as it is not considered a process.

2. There are no weight limitations on sales to consumers or HRI.

3. The dollar figure 39,000 is not applicable, but the 75/25 percent is.

4. This operator can go in commerce with Federally inspected product only.
   By this statement we also mean product that was cut or boned if derived from Federally inspected product.

There are no marking requirements and firm is not subject to FSIS review.

## 8. Religious Exemption

This exemption includes Kosher, Buddhists, Moslem and Confucius. In order to apply for this exemption, you must be an inspected facility and application must be made through the District Office. A permit number is issued by the District Office and that number is used in lieu of an inspection legend. The exemption would permit applicable religious practices from inspection requirements, such as leaving head and feet attached or New York dressed style poultry. Firms who do operate under another exemption, such as small business, may prepare a religious exempt product. The full labeling requirement would require the product to be identified as such.

Before we leave this area, I would like to clear you up on live poultry markets. The USDA by policy takes no action in these facilities if the live poultry market sells directly to consumers.

*Well, hopefully you are not totally confused.*
*As you can see, there is a lot of information you need to determine*
*if an operator can operate under a specific exemption.*
*Questions like: what type of operation do you do, how much,*
*who do you sell to and where, must be answered before a determination can be made.*

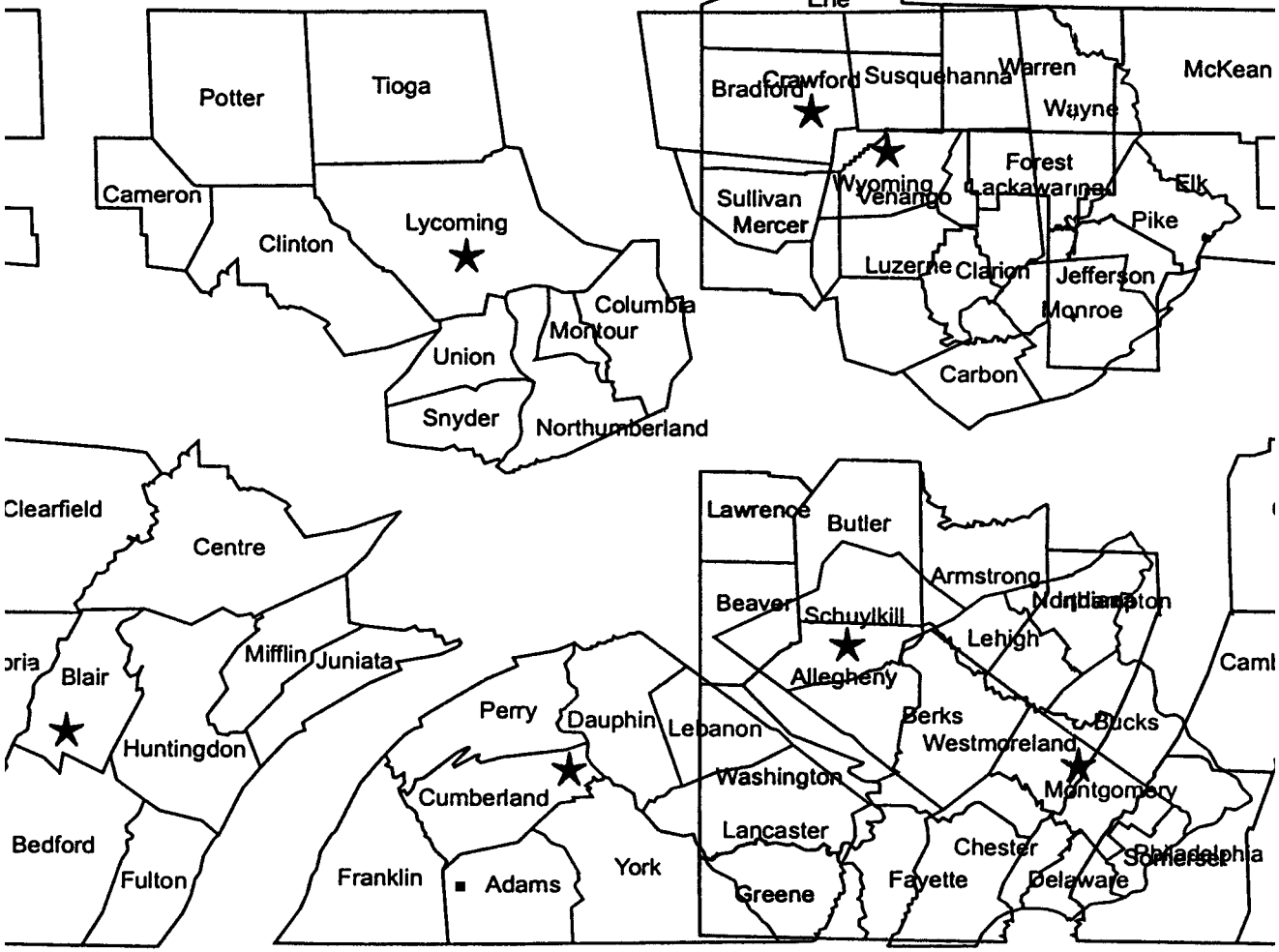
*Should you have any additional questions not covered,*
*ask your USDA and PDA district supervisors.*

# PENNSYLVANIA DEPARTMENT OF AGRICULTURE REGIONAL OFFICES

**Region I Office**
13410 Dunham Road
Meadville, PA 16335
(814) 332-6890

**Region II Office**
542 County Farm Road, Suite 102
Montoursville, PA 17754-9685
(570) 433-2640

**Region III Office**
Rt. 92 South, P.O. Box C
Tunkhannock, PA 18657
(570) 836-2181




**Region IV Office**
5349 Wm. Flynn Highway
Gibsonia, PA 15044
(724) 443-1585

**Region V Office**
1307 7th Street
Cricket Field Plaza
Altoona, PA 16601-4701
(814) 946-7315

**Region VI Office**
P.O. Box 419
Summerdale, PA 17093
(717) 728-2570

**Region VII Office**
Route 113, P.O. Box 300
Creamery, PA 19430
(610) 489-1003

# POULTRY

## RESTRICTIONS

| EXEMPTION | Slaughter without Limit | Slaughter with 5,000 or 20,000 Limit | Pro-cessing | Cut or Bone | 75# Limit to Con-sumer | 150# Limit to MRI | 25%/ 75% HRI Sale | $ Limit MRI Sale |
|---|---|---|---|---|---|---|---|---|
| 1. Personal Use | Yes | — | Yes | Yes | — | — | — | — |
| 2. Custom | Yes | — | Yes | Yes | — | — | — | — |
| 3. Producer Grower | No | Yes | Yes | Yes | — | — | — | — |
| 4. Producer Grower Other Person | No | Yes | Yes | Yes | — | — | — | — |
| 5. Small Enterprise | No | Yes | No | Yes | — | — | — | — |
| 6. Retail Store | — | — | Yes | Yes | Yes | Yes | Yes | Yes |
| 7. Retail Dealer | — | — | No | Yes | — | — | Yes (25% or Less HRI) | No |
| 8. Religious Buddist Kosher | Yes | — | — | — | — | — | — | — |

* *A "producer-grower" is an eligible distributor of pass-through products of other exempted "producer-growers." In other words, producers who qualify for the "producer-grower" exemption may distribute for each other but only on a pass-through basis. No producer operating under this exemption may further process product that he (himself) did not raise, slaughter and process.*

# EXEMPTION

| SELL TO | | | | | | LABELING | | | REMARKS |
|---|---|---|---|---|---|---|---|---|---|
| Con-sumer | MRI | Distri butor | Retail Market | Intra-State | Inter-State | P.L. Label | F.I. Marks | Other | |
| No | No | No | No | Yes | Yes | Yes | No | — | Labeling requirement 381.10 (a) (3) |
| No | No | No | No | Yes | Yes | Yes | No | — | Cannot buy or sell poultry capable for use as human food. Review by FSIS required. |
| Yes | Yes | (See regs.) Yes | Yes | Only | No | Yes | No | — | Can handle exempt poultry only. No pass through. Review by FSIS.* |
| Yes | Yes | No | No | Only | No | Yes | No | — | Can handle exempt poultry only. No pass through. Review by FSIS. Only to household restaurants, hotels and boarding houses. ** |
| Yes | Yes | Yes | Yes | Only | No | No | No | Full Label | Can handle pass through. Review by FSIS. |
| Yes | Yes | No | No | Yes | No | No | No | — | |
| Yes | Yes | No | No | Yes | Yes (Insp. prod. only.) | No | No | — | |
| Yes | Yes | Yes | Yes | Yes | Yes | No | Kosher No Budd. No | Permit issued by Reg. Dir. | Kosher-exempt from post-mortem inspection only. Must be approved. Buddist must be eviscerated with head and feet attached. |

** *Producer of "other person" is eligible to distribute product from an individual operating under the producer-grower exemption. Product distributed from a producer-grower can be sold to the same outlets as the producer-grower himself. This does not include product he prepared under his "other person" exemption. The "other person" exemption is not eligible to handle any other type of pass-through product.*

## Regulators:

*These are the primary contacts for all meat, meat product, poultry and poultry product business questions.*

United States Department of Agriculture
Food Safety and Inspection Service
District Office
215-597-4219
*This office manages the meat, meat product, poultry and poultry product field work for all of Pennsylvania. Interpretation of the federal regulations and exemptions will come from this office or local representatives. Federal inspection and compliance authority is the responsibility of this office.*

United States Department of Agriculture
Food Safety and Inspection Service
http://www.fsis.usda.gov/index.htm

USDA, Technical Service Center
402-221-7400
800-233-3935
*(this Center will research federal policy issues)*

Pennsylvania Department of Agriculture
Food Safety and Laboratory Services
717-772-8573

*All food businesses in Pennsylvania must register with PDA. PDA has inspection authority for meat, meat product, poultry and poultry product businesses that hold federal exemptions.*

Pennsylvania Department of Agriculture
Bureau of Animal Industry
717-783-9550

local municipal health authority
township, village, town or city as listed in your telephone directory

Pennsylvania Bureau of Labor Law Compliance
7th and Foster Streets
Harrisburg, PA 17120
717-787-4671

Food and Drug Administration
Office of Food Labeling
200 C Street, SW
Washington, DC 20204
202-205-5229

## Other sources of information:

"The legal guide for direct farm marketing"
Neil Hamilton
Drake University Law School
515-271-2065

"Adding value for sustainability guidebook"
Kristen Markley - PASA
Duncan Hilchey - Cornell
814-349-9856

"Marketing meat animals directly to consumers"
William Henning
Penn State University Cooperative Extension
special circular 335

"Agricultural marketing resource guide"
John Berry, PaFarm and PASA
610-391-9840
jwb15@psu.edu

USDA Consumer Meat and Poultry Hotline
800-535-4555
http://www.fsis.usda.gov/OA/programs/mphotlin.htm

"Growing your own specialty food business"
NYS - SBDC
651 Ulster Avenue
Kingston, NY 12401
914-339-1323

"Small farm resource guide"
The Small Farm Program
Stop 2220, 1400 Independence Avenue, SW
Washington, DC 20250-2220
202-401-4385
http://www.reeusda.gov/smallfarm

Appropriate Technology Transfer for Rural Areas
(ATTRA)
800-346-9140
http://www.attra.org

Penn State University - College of Agricultural Sciences
Animal Science 814-865-5491
Food Science 814-865-5444
Poultry Science 814-865-5573

## Trade Associations:

Pennsylvania Association of Meat Processors
1248 Route 113, P.O. Box 209
Blooming Glen, PA 18911
724-283-0333

Pennsylvania Association of Meat Packers
266 Cherry Lane, Box 257
Souderton, PA 18964
215-723-4606

American Association of Meat Processors
P.O. Box 269
Elizabethtown, PA 17022
717-367-1168
http://www.aamp.com

National Meat Association
1970 Broadway, Suite 825
Oakland, CA 94612
510-763-1533
nma@hooked.net
http://www.nmaonline.org

American Meat Institute
1700 North Moore Street, Suite 1600
Arlington, VA 22209
703-841-2400
http://www.meatami.org

## Agencies that have an interest in business development:

**Municipal zoning office** has details on set-back, size restrictions and property use designations.

**Municipal tax office** has the forms for the local business license and gross sales tax.

**Municipal health bureau**, if established, may have its own requirements for sanitation, such as a certification program for food handlers.

**County Weights and Measures Sealer** has the authority to approve measuring devices and scales in order to sell foods by measure.

**State and federal regulations** and laws that apply to the sale of agricultural or food products are in every county's Law Library. For state regulations, review the *Pennsylvania Code*, *Title 7*, *Agriculture*. Federal regulations appear in the *Code of Federal Regulations*, *Title 7*, *Agriculture* and *Title 21*, *Food and Drugs*. State laws and amendments, such as the "right to market" (P.L. 454), can be obtained from the Pennsylvania Legislative Reference Bureau, phone 717-787-7385. For Federal Regulations, review *The Federal Meat Inspection Act* and *The Poultry Products Inspection Act*.

**Pennsylvania Small Business Resource Center** offers the free booklet, *Pennsylvania Small Business Operations and Resource Guide*. This is a thorough review of operations, state regulations, and advisory services for small businesses. Contact the Center at 717-783-5700, or write 374 Forum Building, Harrisburg, PA 17120.

**Pennsylvania Department of Revenue** offices have the *State Sales Tax Guide*, a free booklet on taxable items (plus a tax rate table). And the form, *Application for Sales Use and Hotel Occupancy Tax License*, to collect sales tax. Call 717-787-6229

**Pennsylvania Department of Transportation** district offices have driveway permit and inspection, required before making a new entrance onto state roads. Local office is listed in the telephone directory blue pages.

**United States Postal Service** offers the free guide, *Third-Class Mail Preparation*, explaining bulk rate savings and procedures for those mailing advertising. Call the customer service office at the larger regional U.S. Postal Service Centers for a copy.

**Penn State Cooperative Extension** should be contacted if you have any questions.

## USDA Facilities:

1251 Corp—The Old Wayne's Market
*Franklin*

A. Altieri & Sons
*Norristown*

A. J. Peachey & Son
*Belleville*

A. S. K. Foods, Inc.
*Palmyra*

ABE's Place Delicacies
*Allentown*

Alderfer Bologna Company, Inc.
*Harleysville*

Aldon Food Corporation
*Philadelphia*

Alex Froehlich Packing Company
*Johnstown*

Alfery's Sausage Company, Inc.
*Mount Pleasant*

Allens Mills Meats
*Reynoldsville*

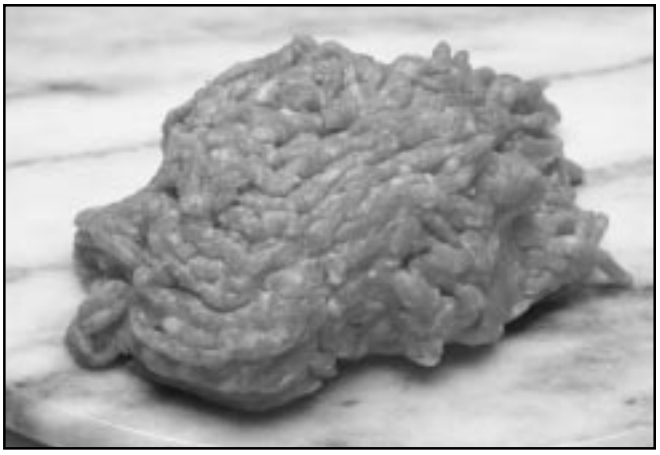
Alliant Food Service, Inc.
*Freedom*

Allied Foods, Inc.
*Scranton*

Alpine Wurst & Meat House, Inc.
*Honesdale*

American Family Brand, Inc.
*Philadelphia*

American Food Service Corporation
*King of Prussia*



Americold Logistics, Inc.
*Bethlehem*

Americold-Lehigh Valley
*Fogelsville*

An Italian Market
*Glenside*

ASFI, Inc.
*Charleroi*

Ashley Foods, Inc.
*Philadelphia*

Astra Foods, Inc.
*Upper Darby*

Atlantic Veal & Lamb
*Olyphant*

ATPAC, Inc.
*Lester*

Attilio Esposito, Inc.
*Philadelphia*

B & B Provision & Supply
*Millvale*

B & M Provisions
*Allentown*

B & P Quality Meats
*Hunker*

B Barks & Sons, Inc.
*Philadelphia*

Ball Park Brands
*Philadelphia*

Baringer Brothers
*Richlandtown*

Bart's Catering
*Apollo*

Barton's Meats
*Port Royal*

Ben Franklin Foods, Inc.
*Philadelphia*

Benners Beef Farms
*Thompsontown*

Benson's Poultry
*Punxsutawney*

Berks's Packing Company, Inc.
*Reading*

Best Wings, USA
*Sharon*

Better Baked Foods, Inc.
*North East*

Bierly's Meat Market
*Spring Mills*

Bingman Packing Company
*Berlin*

Brenneman's Meat Market
*Huntingdon*

Brestensky's Meat Market, Inc.
*Freeport*

Bristol Pork Company, Inc.
*Bristol*

Brooke Meat Plant
*Bechtelsville*

Bucher Meats
*Biglerville*

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*Erie*

Bureau of Corrections
*Camp Hill*

Burkholder, Inc.
*Myerstown*

Burlington Capital Corporation
*Harrisburg*

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*Lewisburg*

C. H. Thomas Sons, Inc.
*Lancaster*

C. P. Rhoads & Son, Inc.
*Birdsboro*

C. S. Integrated
*Hatfield*

Cabin Hollow Butcher Shop
*Dillsburg*

Camelot Foods Corporation
*Pottstown*

Camino Real Foods Company, Inc
*Lancaster*

Caruth Meats
*Moscow*

Catherine Scavazzo
*Stevensville*

CD Integrated LLC-Lancaster
*Mountville*

Cesina Sausage Company
*Aliquippa*

Chambersburg Cold Storage, Inc.
*Chambersburg*

Charles Ilyes Family, Inc.
*York*

Charles Poultry Company, Inc.
*Lancaster*

Charles Ritter, Inc.
*Philadelphia*

Charles T. Heard & Company
*Bangor*

Chef Francisco—Division of Heinz USA
*King of Prussia*

Christian Aid Ministries
*Ephrata*

Clair D. Thompson
*Jersey Shore*

Classi-Company Foods
*New Castle*

Clemens Country Kitchen, Inc.
*Kulpsville*

Clemens Freezer Food Service, Inc.
*Philadelphia*

Cliffdale Farms, Inc.
*Quakertown*

Coffaro's Custom Butchering
*Sugar Grove*

College Hill Poultry, Inc.
*Fredericksburg*

Colonial Beef Company
*Philadelphia*

Consumers Packing Company
*Lancaster*

Conti Forte, Inc.
*Philadelphia*

Cook's Wholesale Foods
*Old Forge*

Cook's Wholesale Foods
*Berwick*

Couch's, Inc.
*Latrobe*

Cunningham Meats
*Indiana*

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*Breinigsville*

Cutler Dairy Products
*Philadelphia*

D. W. Richards & Sons, Inc.
*Avoca*

Dave Fine Meat Packer, Inc.
*Saxonburg*

David Elliott Poultry Farm, Inc.
*Lake Ariel*

Deaktor/Sysco Food Service Company
*Harmony*

DeCarlo's Meat Market
*Reading*

Del Bene Packing
*Manor*

Del Grosso Foods, Inc.
*Tipton*

DeLattre's Pizza
*Madera*

Delaware Farms, Inc.
*Stroudsburg*

Demler Country Store
*Lebanon*

Denver Meats, Inc.
*Denver*

Denver Storage Company
*Denver*

DeVault Packing Company, Inc.
*DeVault*

Diamond Deb's Beef Jerky
*Sarver*

Dickinson & Son 84 Packing Company, Inc.
*Eighty Four*

Dietrich's Country Meats
*Krumsville*

Dietz & Watson, Inc.
*Philadelphia*

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*Shelocta*

Drexel Foods, Inc.
*Philadelphia*

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*Mohnton*

E. G. Emil's, Inc.
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E. J. McLaughlin & Son, Inc.
*Collingdale*

E. W. Knauss & Son, Inc.
*Quakertown*

Eberly Poultry, Inc.
*Stevens*

Ebling's Meat Market
*Myerstown*

Ecker Farms
*Derry*

Economy Locker Storage Company, Inc
*Pennsdale*

Ely Pork Products, Inc
*Newtown*

Elysian Fields Farms, Inc.
*Waynesburg*

Emerick's Meat & Packing Company, Inc.
*Hyndman*

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Empire Beef Company, Inc., of Pennsylvania
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Empire Kosher Poultry, Inc.
*Mifflintown*

Ernst A. Illg Meats
*Chalfont*

Esh Poultry
*Gordonville*

Espey's Meat Market
*Scottsdale*

Euro Foods, Inc.
*Freeland*

European American Sausage Company
*Philadelphia*

Exceptional Foods, Inc.
*Philadelphia*

Excel Logistics/Grocery Services
*Mechanicsburg*

F. W. Echenhofer Company
*Horsham*

Family Foods, Inc.
*Bensalem*

Farm Pride, Inc.
*Wilkinsburg*

Farmer's Choice
*Pittsburgh*

Farmers Pride, Inc.
*Fredericksburg*

Farmers Produce
*Chambersburg*

Farmland Meats
*Coatesville*

Fenton's Meats
*Marion Center*

Fetterolf's Meat Market
*Hegins*

Fichera Foods
*Philadelphia*

Fierro's Food Market, Inc
*Lattimer Mines*

Fiore Food Service
*Pittsburgh*

Fiorella Brothers
*Philadelphia*

Fisher's Locker Plant & Meat Market
*Lewisburg*

Fisher's Pot Pies
*Bristol*

Franks Pork Products
*Chatham*

Frontier Foods International
*Philadelphia*

George L. Wells Meat Company
*Philadelphia*

George's Meats
*Danville*

Gerrity's Supermarket, Inc.
*Kingston*

Gillo Brothers
*Clymer*

Girard Meat Company
*Philadelphia*

Godfrey Brothers
*York*

Godshall's Quality Meats, Inc.
*Telford*

Goodmark Foods, Inc.
*Folcroft*

Gordon's Quality Meat Market
*Erie*

Gourley Packing Company, Inc.
*New Bethlehem*

Great Valley Meat Company
*Berwyn*

Green Valley Packing Company, Inc.
*Claysville*

Greenview Meats
*West Hazleton*

Gress Poultry Company
*Scranton*

Grimaud Farms of California, Inc.
*Birdsboro*

Groff's Meats, Inc.
*Elizabethtown*

Guarrera's Meats, Inc.
*Philadelphia*

Gutheinz, Inc.
*Scranton*

H & G Diners Corporation
*Trainer*

H. J. Heinz Company
*Pittsburgh*

H. J. Heinz Warehouse
*Mechanicsburg*

Hanover Foods Corporation
*Centre Hall*

Hanover Foods Corporation
*Ephrata*

Hanover Foods Corporation
*Hanover*

Hanson's Freezer Meats
*Hermitage*

Hartman's Butcher Shop
*New Tripoli*

Hatfield Quality Meats, Inc.
*Hatfield*

Hatfield Quality Meats, Inc.
*Emmaus*

Hazle Park Packing Company
*West Hazleton*

Heinz Frozen Foods
*West Chester*

Heinz Frozen Foods
*Bloomsburg*

Henry Grasso Company, Inc.
*Pittsburgh*

Herfurth Brothers Meat Company
*Gilbert*

Heybach & Sons, Inc.
*Jamison*

Hi Way Meat Market
*Womelsdorf*

Hirsch's Meats
*Kossuth*

Hockenberry Processing
*Fort Loudon*

Hoffer's Ligonier Valley Packing
*Ligonier*

Holland Brothers, Inc.
*Duncansville*

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*Pittsburgh*

Hoss's Fresh Xpress, Inc.
*Claysburg*

House of Bricks Realty, Inc.
*Wilkes-Barre*

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*Mercer*

Howard Darling
*La Plume*

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*Milton*

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*Philadelphia*

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*Paxinos*

Isabelle's Kitchen, Inc.
*Harleysville*

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*Hollidaysburg*

J. G. Packing
*Bellwood*

J. J. W. Sausage Company, Inc.
*Philadelphia*

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*York*

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*Orefield*

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*Pittsburgh*

James F. Etzler
*Beavertown*

Jamison Packing Company
*Bradenville*

Jane's Stromboli
*Stoneboro*

Jefferson Poultry
*New Castle*

Jerry & Son Market
*Nanticoke*

Jo-Mar Provision, Inc.
*Pittsburgh*

Joe Jurgielewicz & Son, LTD
*Shartlesville*

John F. Martin & Sons, Inc.
*Stevens*

Jon Breslow Deli Products
*Philadelphia*

Joseph Labriola
*Pittsburgh*

Juniata Packing Company, Inc./CCK, Inc.
*Tyrone*

K & K Gourmet Meats, Inc.
*Leetsdale*

K. Heeps, Inc.
*Allentown*

Keck's Meat Plant, Inc.
*Millerton*

Ken Weaver Meats, Inc.
*Wellsville*

Kessler's, Inc.
*Lemoyne*

Kevin's Quality Meats
*Kittanning*

Keystone Foods Corporation
*Folcroft*

King's Butcher Shop
*Ronks*

Kissin Fresh Meats, Inc.
*Philadelphia*

Kolb's Meat Market
*Spring City*

Korte & Company, Inc.
*Easton*

Krall's Meat Market
*Schaefferstown*

Kunzler & Company, Inc.
*Lancaster*

L. D. Weaver's, Inc.
*Harrisburg*

La Jo Genuine Italian
*Altoona*

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*Northumberland*

Landis Meat Company
*Quakertown*

Larue Meat Processing
*Somerset*

Laudermilch Meats
*Annville*

Laurel Hill Provision, Inc.
*Greensburg*

Leali Brothers Meats
*Wheatland*

Lechowski's Kielbassi
*Olyphant*

Lee Gashel & Sons, Inc.
*Claysville*

Lee Gerald Bixler
*Hegins*

Leidy's, Inc.
*Souderton*

Leona Meat Plant, Inc.
*Troy*

Leone's Meats, Inc.
*Philadelphia*

Leonetti's Frozen Foods, Inc.
*Philadelphia*

Liberty Bell Steak Company, Inc.
*Philadelphia*

Lieb Brothers Packing Company
*Pittston*

Light & Brandt Poultry
*Lebanon*

Livingston Packing
*Jamestown*

Locustdale Meat Packing Company
*Locustdale*

Lowel R. Koch
*Tamaqua*

M. Buono Beef Company, Inc.
*Philadelphia*

M. Lepidi & Sons, Inc.
*Jeannette*

Maglio Brothers, Inc.
*Philadelphia*

Mahaffey's Food Products
*Meyerstown*

Maid-Rite Steak Company, Inc.
*Dunmore*

Maid-Rite Steak Company, Inc.
*Scranton*

Maitre D' Foods by Chef Hudak
*Dallas*

Mamula Meat Packing
*Aliquippa*

Mandi Foods, Inc.
*Pittsburgh*

Manfredi Cold Storage Company, Inc.
*Kennett Square*

Marcho Farms, Inc.
*Franconia*

Mark M. Bowman
*Hegins*

Martin's Specialty Sausage Company
*Philadelphia*

Massung Poultry Sales
*North Huntingdon*

Mazzotta Meats
*Pittsburgh*

Mediterranean Foods, Inc.
*Upper Darby*

Mennonite Central Committee
*Akron*

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*Winfield*

Meyers Meats
*York*

Mid-West Beef Company, Inc.
*Philadelphia*

Mike's Packing Company
*Washington*

Millard Refrigerated Services
*Allentown*

Miller's Quality Meats, Inc.
*Butler*

Minor Acres Packing Company
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*Allentown*

Mom's Pizza
*New Castle*

Montage Foods, Inc.
*Scranton*

Moyer Packing Company
*Souderton*

Moyer Packing Company
*Elizabethville*

Mrs. Ressler's Food Products, Inc.
*Philadelphia*

Murazzi Provision Company, Inc.
*Scranton*

Murry's, Inc.
*Lebanon*

Myers Brothers
*Spring Mills*

Nardone Brothers Baking Company
*Wilkes-Barre*

Natural Beef Jerky
*Yeadon*

Nell's Quality Meats
*Littlestown*

Nell's Shurfine Market
*East Berlin*

Nestle Distribution Company
*Breinigsville*

New Castle Chili Company
*New Castle*

New Federal Cold Storage
*Cranberry Township*

New Holland Meats
*Blue Ball*

New Wilmington Slaughterhouse
*New Wilmington*

Nicholas Packing Company
*Loganton*

Nick Madrigale Meats, Inc.
*Feasterville*

Nipa's Asian Foods Manufacturing
*Birdsboro*

Noor Halal Meats
*Imler*

North Mountain Butcher Shop
*Newville*

North Side Foods, Corporation
*Arnold*

Northern Liberties Food Process
*Philadelphia*

O'Jacks, Inc.
*Eldred*

Oaks Poultry Company
*Stoystown*

P & N Packing Company
*Wyalusing*

P & S Ravioli Company
*Philadelphia*

Packer Avenue Foods, Inc.
*Philadelphia*

Palmyra Bologna Company, Inc.
*Lebanon*

Palmyra Bologna Company, Inc.
*Palmyra*

Palumbo's Meat Market
*Du Bois*

Panhandle Food Sales
*Slovan*

Papetti Hygrade Egg Products
*Klingerstown*

Parkway Provision Company LLC
*Greensburg*

Parma Sausage Products, Inc.
*Pittsburgh*

Pasqualichio Brothers, Inc.
*Scranton*

Passanante Brothers, Inc.
*Bristol*

Paul H. Schneck
*Pine Grove*

Peachey Foods
*Belleville*

Pellegrino Food Products Company
*Warren*

Pennsylvania State University
*University Park*

Pennfield Corporation
*Mount Joy*

Pennfield Farms
*Fredericksburg*

Perry Packing Company
*Daisytown*

Peters Brothers Meat Market, Inc.
*Lenhartsville*

Philadelphia Cooked Steak Company
*Philadelphia*

Philadelphia Poultry, Inc.
*Philadelphia*

Philly's Best Steak Company, Inc.
*Yeadon*

Pinnacle Cheese Company
*Pittsburgh*

Pinnacle Foods, Inc.
*Philadelphia*

Plymouth Poultry
*Plymouth*

Pocono Foods, Inc.
*Mount Bethel*

Preferred Meal Systems, Inc.
*Moosic*

Prestige Meats, Inc.
*Three Springs*

Profera's, Inc.
*Scranton*

Proficient Food Company
*Lancaster*

Pudliner Packing Company
*Johnstown*

Quaker Maid Meats, Inc.
*Reading*

Quaker State Farms, Inc.
*Klingerstown*

Quaker Valley Meats
*Philadelphia*

Quality Foods L. P.
*Philadelphia*

R & J Meats
*Pittsburgh*

R & R Provisions
*Easton*

R. L. Sipes Locker Plant
*Everett*

Real English Foods, Inc.
*Pen Argyl*

Refrigerated Distribution Center
*Philadelphia*

Reisinger Poultry Products, Inc.
*York*

Reiter Provision
*Wilcox*

Reliable Food Service, Inc.
*Moosic*

Rendulic Packing Company
*Mc Keesport*

Rhodes Meat Market
*Martinsburg*

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*McKees Rocks*

Rich-Mar Poultry, Inc.
*New Stanton*

Richard M. Heagy, Inc.
*East Petersburg*

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Rocca's Italian Foods, Inc.
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*Uniontown*

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*York*

Rosenberry's Abattoir, Inc.
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*Mc Connellsburg*

Roxborough Meat Company, Inc.
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Roy F. Struchen, Inc.
*Girard*

Royal Meat Packing, Inc.
*Quakertown*

S & A Sausage Company, Inc.
*Reading*

S. Clyde Weaver, Inc.
*East Petersburg*

Sabatini's Pizza, Inc.
*Exeter*

Schafer Bologna Company, Inc.
*Easton*

Schiff's Food Service, Inc.
*Taylor*

Schiff's Restaurant Service, Inc.
*Scranton*

Schlimm Processing
*Saint Mary's*

Schreiber Enterprises, Inc.
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Seabrite Corporation
*Doylesburg*

Seabrite Corporation
*Denver*

Seachrist Brothers, Inc.
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Seethaler Industries, Inc.
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Shamokin Township Realty, Inc.
*Paxinos*

Shannondale Country Market
*Mayport*

Sharon Mc Guigan, Inc.
*Aston*

Sharon Packing Company
*Sharon*

Sheinman Provision Company
*Philadelphia*

Silver Springs Farm, Inc.
*Harleysville*

Silver Star Meats, Inc.
*McKees Rocks*

Smith Provision Company, Inc.
*Erie*

Specialty Steak Service
*Erie*

Springfield Meat Company
*Richlandtown*

Standard Beef, Inc.
*Dunmore*

Steely Meats
*Fayetteville*

Stephen Maneri
*Bechtelsville*

Stepniak Beef, Inc.
*Hop Bottom*

Stoltzfus IGA
*Honey Brook*

Stoltzfus Meats
*Intercourse*

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*West Nanticoke*

Sugartown Smoked Specialties
*West Chester*

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*Selinsgrove*

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*Pittsburgh*

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The Daniel Weaver Company
*Lebanon*

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*Mechanicsburg*

The Sygma Network
*Harrisburg*

The Walters Meat Company, Inc.
*Erie*

Theo's Foods, Inc.
*Hummelstown*

Theodore L. Gross, Inc.
*Doylestown*

Thoma's Meat Market
*Saxonburg*

Three Sons Meat Market
*York*

Tom Hill's Meat Market
*Erie*

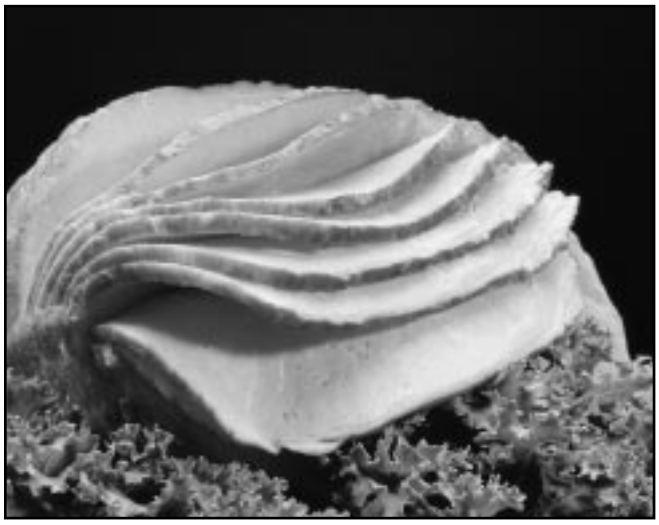
Tom Palumbo's Meat Market
*Clearfield*

Tommy Burke Provisions, Inc.
*Catasauqua*

Tri-County Meats, Inc.
*Claysburg*

Tri-Our Steaks
*Exeter*

Trio Provisions
*Allentown*



Triple Seven Warehousing, Inc.
*Philadelphia*

Troutman & Sons, Inc.
*Freeburg*

Troutman Brothers
*Klingerstown*

Troutman's Market
*Middleburg*

Twin Pine Farm
*Seven Valleys*

Tyson Foods, Inc.
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*Verona*

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*Philadelphia*

Walnut Acres Organic Farms, Inc.
*Penns Creek*

Wampler Foods
*Franconia*

Wampler Foods, Inc.
*New Oxford*

Warrington Farms
*Dillsburg*

Watson's Home Dressed Meats
*Cabot*

Wayne Nells & Sons Meats, Inc.
*East Berlin*

Wehry's TT & A Quality Meats
*Klingerstown*

Weis Markets, Inc.
*Sunbury*

Weiss Brothers, Inc.
*Pittsburgh*

Weiss Provision Company, Inc.
*Pittsburgh*

Wenger's Meats & Fine Foods
*Elizabethtown*

Werry's Provision
*Scottsdale*

Wild Bill's Foods, Inc.
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William A. Power Meat Company
*Harmony*

William Fred Miller
*Saint Clair*

William Heim
*Pitman*

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Windsor Meat Market
*Windsor*

Winter Gardens Quality Foods
*New Oxford*

Wintergarden Quality Foods
*Allentown*

Work Farms, Inc.
*Uniontown*

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*Fombell*

Y. B. Halal Meat
*Nazareth*

Yee Tung, Inc.
*Philadelphia*

York Snacks, Inc.
*York*

Youndt Brothers
*Denver*

Zrile Meats, Inc.
*West Middlesex*

Zullinger Packing Company
*Zullinger*

*Improving the quality of life.*

John Berry • Agricultural Marketing Educator
Lehigh County Cooperative Extension
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610.391.9840 • www.lehigh.extension.psu.edu • jwb15@psu.edu