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2025
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MAY 2025 / VOLUME 237 / ISSUE 5



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- FIGHT FOR FOOD SAFETY**
A single QA failure could cost you millions.



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MAPLE LEAF FARMS' NEW TUCKER RESERVE DUCK LINE

with
SCOTT TUCKER & OLIVIA TUCKER RUDDELL
OF MAPE LEAF FARMS

MAPLE LEAF FARMS' NEW TUCKER RESERVE DUCK LINE WITH CEO SCOTT TUCKER AND DIRECTOR OF MARKETING OLIVIA TUCKER RUDDELL

National Provisioner Multimedia Specialist Brett Parker sits down with Scott Tucker, CEO of Maple Leaf Farms, and Olivia Tucker Ruddell, director of marketing for Maple Leaf Farms, as they discuss the brand's new Tucker Reserve Duck Line, which includes Boneless Duck Breast and Whole Duck. In this interview, Tucker and Ruddell explain the biggest challenges of crafting a duck product, the art of precise sizing, and the Trident Stewardship Program which oversees the well-being of ducks on a farm.

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TOP-VIEWED NEW CONSUMER PRODUCTS:

- 1. Taco Bell Crispy Chicken Nuggets coming back
- 2. Vermont Smoke & Cure expands beef stick distribution
- 3. ButcherBox launches on Target website
- 4. Subway introduces Doritos Footlong Nachos
- 5. Whataburger brings back Mushroom Swiss Burger



MOST-POPULAR FEATURES:

- 1. Flavor supplier opens Ohio manufacturing facility
- 2. Consumers demand more animal proteins
- 3. Majority of US beef production ineligible for China
- 4. Dietz & Watson CEO shares importance of industry transparency
- 5. 2024 Top 100 Meat and Poultry Processors: Navigating High Prices and Consumer Shifts



MOST-RECENT PODCAST EPISODES:

- 1. Episode 199: Wild Alaska Sole Association's Pat Shanahan on new market opportunities
- 2. Episode 198: Midan Marketing's Michael Uetz shares market outlook during AMC 2025
- 3. Episode 197: Evolution of the better-for-you beef category
- 4. Episode 196: Power of Meat celebrates 20 years of meat retail insights
- 5. Episode 195: Animal welfare issues and trends





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2025 TOP 100 MEAT & POULTRY PROCESSORS

Coming off a record year this past year, according to the annual Power of Meat survey unveiled at the 2025 Annual Meat Conference in March, the 2025 Top 100 Meat & Poultry Processors sees a general trend of incremental change in the rankings. Check out this year's listing, and see where they rank.

Flavor and formulation trends are constantly innovating the meat snack category. See our 2025 Meat Snacks Report and learn how meat snack producers are remaining up to date on the latest consumer demands for this grab-and-go go-to.

And make sure to take a look at our Natural & Organic Special Report and discover how today's consumer sees wellness as much more than just high protein content and strong nutritional value; encapsulating animal-raising practices, production techniques and the entire supply chain from farm to fork.




FRED WILKINSON

Opening image courtesy: [Sasha Vasyliuk](#) / Getty Images Plus

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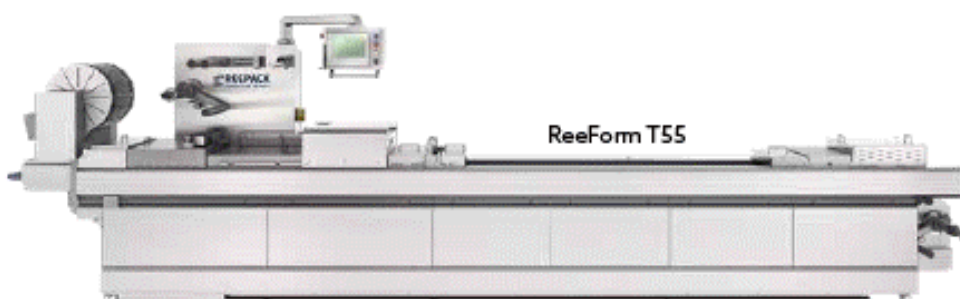
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RECORD MEAT SALES FUEL GROWTH

BY FRED WILKINSON
CHIEF EDITOR

Meat's role as a central part of Americans' diets has been challenged in the past few years: linked to poor health and chronic diseases, implicated in climate change and attacked on animal welfare grounds.

Despite that ongoing trend, meat is muscling its way back to the center of the plate as a must-have at Americans' mealtimes.

Meat sales achieved a record high in 2024, and Americans view meat as part of a healthy, balanced lifestyle, according to consumer research in the 2025 Power of Meat analysis unveiled at the Annual Meat Conference in Orlando, Fla.

Meat sales hit a record high of \$104.6 billion in 2024, and pounds sold increased 2.3% compared to 2023. Consumers on average purchase meat more than once per week, according to Circana retail sales data analysis. The meat department reigns as the largest fresh department in grocery, according to the Power of Meat report. This growth was driven by strong consumer demand. While the overall meat department saw significant gains, some products, such as grinds in general and ground beef in particular, experienced healthy increases in value, while other cuts like roasts and briskets experienced declines.

So how is this favorable market climate playing out for the Top 100 Top 100 Meat & Poultry Processors? Mostly in incremental changes to the rankings compared with the prior couple of years. As always, the Top 100 Top 100 Meat & Poultry Processors rankings are estimated from company reports or other financial published data. If your company would like to be considered for the 2026 Top 100 Report, email Chief Editor Fred Wilkinson at wilkinsonf@bnpmedia.com.

Top 100 / 1-20

Rank	Company	Net Sales (Millions)	No. of Plants	No. of Employees	Operations
1 2024: 1	Cargill Meat Solutions Corp. Wichita, Kan. Brian Sikes, President/CEO	160,000	40	155,000	Beef Slaughter, Boxed Beef, Beef Further Processing, Ground Beef, Fresh Pork, Fresh Sausage, Cured Sausage, Ham, Deli Meat, Bacon, Poultry Slaughter, Poultry Further Processing, Plant-Based Protein, Case-Ready, Private Labeling
2 2024: 2	Sysco Corp. Houston, Texas Kevin Hourigan, President/CEO	78,800	125	76,000	Boxed Beef, Beef Further Processing, Ground Beef, Fresh Pork, Fresh Sausage, Cured Sausage, Ham, Deli Meat, Bacon, Poultry Further Processing, Veal, Lamb, Game, Private Labeling
3 2024: 4	Tyson Foods Inc. Springdale, Ark. Donnie King, President/CEO	53,613	183	138,000	Beef Slaughter, Boxed Beef, Beef Further Processing, Ground Beef, Pork Slaughter, Fresh Pork, Fresh Sausage, Cured Sausage, Ham, Deli Meat, Bacon, Poultry Slaughter, Poultry Further Processing, Prepared Foods, Plant-Based Protein, Case-Ready, Private Labeling, Natural/Organic
4 2024: 3	JBS USA Greeley, Colo. Wesley Batista Filho, CEO	37,300	65	78,000	Beef Slaughter, Boxed Beef, Beef Further Processing, Ground Beef, Pork Slaughter, Fresh Pork, Fresh Sausage, Cured Sausage, Ham, Deli Meat, Bacon, Poultry Slaughter, Poultry Further Processing, Lamb, Prepared Foods, Plant-Based Protein, Case-Ready, Private Labeling, Natural/Organic
5 2024: 5	Smithfield Foods Inc. Smithfield, Va. Shane Smith, President/CEO	14,140	21	36,600	Pork Slaughter, Fresh Pork, Fresh Sausage, Cured Sausage, Ham, Deli Meat, Bacon, Poultry Slaughter, Poultry Further Processing, Prepared Foods, Meat Snacks, Case-Ready, Private Labeling
6 2024: 6	Conagra Brands LLC Chicago Sean M. Connolly, President/CEO	12,051	42	18,600	Fresh Sausage, Cured Sausage, Meat Snacks, Prepared Foods
7 2024: 7	Hormel Foods Inc. Austin, Minn. Jim Snee, Chairman/President/CEO	11,900	30	20,000	Pork further processing, Fresh Pork, Fresh Sausage, Cured Sausage, Ham, Deli Meat, Bacon, nuts, nut butter, Poultry Slaughter, Poultry Further Processing, Prepared Foods, Plant-Based Protein, Case-Ready, Private Labeling, Natural/Organic
8 2024: 8	National Beef Packing Co. LLC Kansas City, Mo. Tim Klein, President/CEO	11,900	8	9,800	Beef Slaughter, Boxed Beef, Beef Further Processing, Ground Beef, Prepared Foods, Meat Snacks, Case-Ready, Private Labeling
9 2024: 10	Perdue Farms Inc. Salisbury, Md. Kevin McAdams, CEO	10,300	26	21,000	Boxed Beef, Ground Beef, Pork Slaughter, Fresh Pork, Fresh Sausage, Cured Sausage, Ham, Deli Meat, Bacon, Poultry Slaughter, Poultry Further Processing, Lamb, Prepared Foods, Meat Snacks, Case-Ready, Private Labeling, Natural/Organic
10 2024: 9	Seaboard Foods LLC Shawnee Mission, Kan. Chad Groves, President/CEO	9,100	3	5,000	Deli Meat, Pork Slaughter, Pork Further Processing, Case-Ready, Private Labeling, Ground Pork, Bacon
11 2024: 12	Wayne-Sanderson Farms Inc. Laurel, Miss. Kevin McDaniel, President/CEO	8,510	23	26,000	Poultry Slaughter, Poultry Further Processing, Case-Ready, Private Labeling, Natural/Organic
12 2024: 11	OSI Group LLC Aurora, Ill. Dave McDonald, President/CEO	8,200	65	20,000	Beef Slaughter, Beef Further Processing, Ground Beef, Fresh Pork, Fresh Sausage, Cured Sausage, Ham, Deli Meat, Bacon, Poultry Slaughter, Poultry Further Processing, Seafood, Prepared Foods, Plant-Based Protein, Private Labeling, Natural/Organic
13 2024: 13	BEF Foods, A Post Holdings Co. Columbus, Ohio Rob Vitale, President/CEO	7,900	3	11,430	Pork Slaughter, Fresh Sausage, Ham, Bacon
14 2024: 38	Oscar Mayer (Part of Kraft Heinz Co.) Chicago, Ill. Ian Toll, CEO	6,410	4	10,000	Cured Sausage, Deli Meat, Bacon, Meat Snacks, Prepared Foods, Plant-Based Meats
15 2024: 15	Koch Foods LLC Park Ridge, Ill. Joseph C. Grendys, CEO/Chairman/President	5,300	18	14,000	Poultry Slaughter, Poultry Further Processing
16 2024: 14	Golden State Foods Irvine, Calif. Brian Dick, Chairman/CEO	5,100	1	6,000	Ground Beef, Fresh Pork
17 2024: 17	Maple Leaf Foods	4,895	22	13,500	Poultry Slaughter, Poultry Further Processing, Case-Ready, Ham, Bacon, Deli Meat

EFR: Estimated from company reports or other published data. EST: Sales data estimated using most recent available information.

Top 100 / 21-41

Rank	Company	Net Sales (Millions)	No. of Plants	No. of Employees	Operations
21 2024: 28	Boar's Head Provisions Co. Inc. Sarasota, Fla. Carlos Giraldo, President	3,000	8	3,402	Cured Sausage, Ham, Deli Meat, Bacon, Private Labeling
22 2024: 19	House of Raeford Farms Inc. Rose Hill, N.C. Robert C. Johnson, CEO	2,600	8	1,456	Fresh Chicken, Further Processing
23 2024: 18	Foster Farms Livingston, Calif. Jayson Penn, CEO	2,482	13	12,000	Ground Beef, Fresh Pork, Turkey, Deli Meats, Bologna, Poultry Franks
24 2024: 19	House of Raeford Farms Inc. Rose Hill, N.C. Robert C. Johnson, CEO	2,600	8	1,456	Fresh Chicken, Further Processing
25 2024: 20	Clemens Food Group Hatfield, Pa. Brad Clemens, President	2,000	3	5,000	Pork Slaughter, Fresh Pork, Fresh Sausage, Ham, Deli Meat, Bacon, Meat Snacks, Case-ready
26 2024: 39	American Foods Group LLC Green Bay, Wis. Steve Van Lannen, President/COO	1,900	8	4,500	Beef Slaughter, Boxed Beef, Beef Further Processing, Ground Beef, Prepared Foods
27 2024: 22	Greater Omaha Packing Co. Omaha, Neb. Henry Davis, CEO	1,800	8	1,450	Beef Further Processing, Ground Beef, Case-Ready, Ground Beef
28 2024: 24	Peco Foods Inc. Tuscaloosa, Ala. Mark Hickman, President/CEO	1,737	12	7,500	Deli Meat, Bacon, Poultry Slaughter, Poultry Further Processing, Case-Ready, Private Labeling
29 2024: 35	Case Foods Inc. Troutman, N.C. Chuck McDaniel, President/CEO	1,700	5	3,300	Deli Meat, Poultry Slaughter, Poultry Further Processing, Prepared Foods, Private Labeling
30 2024: 21	George's Inc. Springdale, Ark. Carl George and Charles George, Co-CEO/President	1,700	7	4,180	Poultry, Prepared Foods
31 2024: 26	Wolverine Packing Co. Detroit, Mich. Jim Bonahoom, President	1,500	5	750	Boxed Beef, Veal, Lamb Poultry, Pork, Frozen Seafood, Ground Beef
32 2024: 37	Monogram Food Solutions LLC Memphis, Tenn. Karl Schliewitz, Chairman/CEO	1,400	13	4,000	Bacon, Meat Snacks, Prepared Foods
33 2024: 27	Sigma U.S. Phoenix, Ariz. Warren J. Panico, CEO	1,379	4	3,000	Ham, Sausage, Bologna, Bacon, Meat Snacks, Prepared Foods
34 2024: 23	Butterball LLC Games, N.C. Jay Jandrain, President/CEO	1,300	3	1,685	Deli Meat, Bacon, Poultry Slaughter, Poultry Further Processing, Case-Ready, Private Labeling

EFR: Estimated from company reports or other published data. EST: Sales data estimated using most recent available information.

Top 100 / 42-62

Rank	Company	Net Sales (Millions)	No. of Plants	No. of Employees	Operations
42 2024: 31	OK Foods, A Bachoco Co. Fort Smith, Ark. R. Trent Goins, CEO	833.2	3	4,300	Beef Further Processing, Ham, Deli Meat, Poultry Further Processing
43 2024: 45	West Liberty Foods LLC West Liberty, Iowa Brandon Achen, President/CEO	825	4	2,100	Beef, Chicken, Ham, Turkey, Poultry Slaughter, Poultry Further Processing, Case-Ready, Private Labeling
44 2024: 46	Brakebush Bros. Inc. Westfield, Wis. Gregory Huff, President. CEO	797.6	5	2,404	Poultry Further Processing, Private Labeling
45 2024: 47	Allen Harim Foods LLC Seaford, Del. Michael Littler, CEO	787.7	20	1,817	Poultry Slaughter, Poultry Further Processing
46 2024: 52	Ruiz Food Products Inc. Frisco, Texas Kimberli Carroll, CEO	750	5	3,500	Prepared Foods
47 2024: 49	John Soules Foods Inc. Tyler, Texas John Soules Jr. and Mark Soules, Co-CEOs	750	3	2,455	Beef Further Processing, Poultry Further Processing, Prepared Foods, Natural/Organic, Private Labeling
48 2024: 44	Sugarcreek Cincinnati, Ohio John Richardson, Chairman	750	6	2,600	Beef Further Processing, Ground Beef, Fresh Pork, Ham, Bacon, Meat Snacks, Veal, Lamb, Beef Further Processing, Fresh Pork, Bacon, Poultry Further Processing, Lamb, Game, Case-Ready, Prepared Foods
49 2024: 41	Omaha Steaks International Inc. Omaha, Neb. Nate Rempe, President/CEO	734.4	3	1,500	Beef Further Processing, Ground Beef, Fresh Pork, Ham, Bacon, Meat Snacks, Veal, Lamb, Seafood, Prepared Foods
50 2024: 25	Fresh Mark Inc. Massillon, Ohio Brent Patmos, CEO/President	718.4	4	2,700	Ham, Deli Meat, Bacon, Cured Sausage, Prepared Foods, Smoked Meats
51 2024: 50	CTI Foods LLC Wilder, Idaho Timothy LaLonde, President/CEO	692.2	6	1,200	Beef Slaughter, Boxed Beef, Beef Further Processing, Ground Beef, Pork Slaughter, Fresh Pork, Fresh Sausage, Cured Sausage, Ham, Deli Meat, Poultry Further Processing, Private Labeling
52 2024: 51	Agri Beef Co. Boise, Idaho Robert Rebholtz Jr., President/CEO	633.6	3	1,200	Beef Slaughter, Boxed Beef, Beef Further Processing, Ground Beef, Fresh Pork, Ham, Deli Meat, Bacon
53 2024: 52	STX Beef Co. Corpus Christi, Texas Terry Maul, CEO	633(EST)	6	750	Beef Slaughter, Boxed Beef, Ground Beef
54 2024: 53	Lopez-Dorada Foods Oklahoma City, Okla. Francisco "Pancho" Gonzalez, CEO	620(EST)	6	1,564	Beef Further Processing, Ground Beef, Fresh Sausage, Poultry Further Processing
55 2024: 40	Kenosha Beef International Ltd. Kenosha, Wis. Dennis Vignien, CEO	600	4	755	Beef Slaughter, Beef Further Processing, Ground Beef, Case-ready, Private Labeling, Pork, Poultry

EFR: Estimated from company reports or other published data. EST: Sales data estimated using most recent available information.

Top 100 / 63-83

Rank	Company	Net Sales (Millions)	No. of Plants	No. of Employees	Operations
63 2024: 63	Jensen Meat Co. San Diego, Calif. Abel Olvera, CEO	370(EST)	4	500	Ground Beef, Natural/Organic, Plant-based Protein
64 2024: 64	Dakota Provisions LLC Huron, S.D. Jordan Woodbury, President/CEO	367.2	4	1,000	Deli Meat, Bacon, Poultry Slaughter, Poultry Further Processing, Case-Ready, Private Labeling
65 2024: 77	Fair Oaks Foods LLC Pleasant Prairie, Wis. Michael C. Thompson, President/CEO	363.3	2	550	Beef Further Processing, Cured Sausage, Bacon, Poultry Further Processing
66 2024: 66	Top Top Poultry Inc. Marietta, Ga. Brad Resping, CEO	353.5	4	501	Beef Further Processing, Poultry Slaughter, Poultry Further Processing, Case-Ready, Private Labeling
67 2024: 70	FPL Food LLC Augusta, Ga. Francois Léger, Owner/CEO	329.2	3	871	Beef Slaughter, Boxed Beef, Beef Further Processing, Ground Beef, Meat Snacks, Case-Ready, Private Labeling
68 2024: 78	Prime Meats (Norsan Meats LLC) Duluth, Ga. Daniel Arcila, CEO	293.4	1	350	Poultry Further Processing, Boxed Beef, Beef Further Processing, Ground Beef, Fresh Pork, Veal, Poultry Further Processing, Seafood
69 2024: 86	JTM Food Group Harrison, Ohio Tony Maas, President/CEO	284.8	2	650	Beef Further Processing, Poultry Further Processing, Case-Ready
70 2024: 71	Kayem Foods Inc. Chelsea, Mass. Matt Monkiewicz, President/CEO	280.5	2	900	Fresh Sausage, Cured Sausage, Ham, Poultry Further Processing
71 2024: 72	Superior Farms Davis, Calif. Rick Stott, President/CEO	279.4	5	400	Veal, Lamb, Prepared Foods, Case-Ready, Private Labeling
72 2024: 69	Colorado Premium Greeley, Colo. Kevin LaFleur, CEO	274.2	3	700	Beef Further Processing, Ground Beef, Poultry Further Processing, Case-Ready, Private Labeling, Natural/Organic
73 2024: 74	Demakes Enterprises Inc. Lynn, Mass. Andrew Demakes, CEO	270(EST)	1	350	Cured Sausage, Deli Meats, Prepared Foods, Private Labeling
74 2024: 75	Eddy Packing Co. Yoakam, Texas Dave Wiggins, CEO	269.9	1	469	Fresh Sausage, Cured Sausage, Ham, Deli Meat, Bacon, Poultry Further Processing
75 2024: 76	Maple Leaf Farms Leesburg, Ind. Terry Tucker, Chairman/CEO	249.7	27	592	Duck, Poultry Slaughter, Poultry Further Processing, Prepared Foods
76 2024: 80	Marcus Food Co. Wichita, Kan. Howard Marcus, CEO	240(EST)	2	228	Boxed Beef, Beef Further Processing, Ground Beef, Deli Meat, Bacon, Game, Case-Ready

EFR: Estimated from company reports or other published data. EST: Sales data estimated using most recent available information.

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MEAT SNACK REPORT

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DEMAND FOR HIGH PROTEIN, LOW SUGAR AND CLEAN LABELS SPUR PRODUCT INNOVATION.

BY SAMMY BREDAR
ASSOCIATE GROUP EDITOR

Flavor and formulation trends are quickly evolving, and meat snack producers must be up to date on the latest consumer demands to stay competitive. As demand for processed products continues to decline, the industry might expect similar decreased interest in meat snacks. The opposite is true, though, as the meat snack category is currently booming; according to Research and Markets, the meat snacks market is expected to reach \$16.57 billion in 2033 from \$9.56 billion in 2024, almost doubling the market size in less than 10 years. The Research and Markets report noted that some main drivers for the meat snacks market include unique flavor formats, increasing interest in high protein and clean eating, as well as the rise of meat snacks in e-commerce channels.

GLP-1 medications continue to shape food innovation; consumers not using these medications still desire high protein and a recognizable ingredients panel as the health and wellness movement continues to gain traction. In addition to high protein, the health and wellness movement is driving strong demand for low-sugar meat snacks.

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“Today’s consumers are label-conscious—they’re looking for snacks with simple, recognizable ingredients and nutritional value that supports their fitness and wellness goals,” said Robert O’Leary, chief marketing officer for Old Trapper Smoked Meats.

As the world continues to get busier and more connected through technological capabilities, schedules are more jam-packed than ever before. To accommodate today’s busy consumer, meat snack producers are focusing on portability, convenience and to-go formats. Meat snack sticks and jerky are the most traditional on-the-go offerings in this category.

Meat snacks offer a long shelf life and portability, appealing to today’s busy consumer. Mary Byers, head of marketing at Hickory Nut Gap, said, “At the same time, interest in functional foods and regenerative agriculture is growing. People want to know not just what’s in their food, but how it was raised.”

As consumers continue to prioritize convenience without compromising on nutrition, meat snacks are uniquely positioned to deliver both attributes. Old Trapper is seeing consistent opportunities in expanding product formats, flavors, and packaging to support value and convenience. Aside from innovating product flavors and formulations and packaging varieties, producers and retailers alike have an opportunity to strengthen customer education and awareness of the meat snack category. “There’s ... room to continue to grow audiences, from fitness-focused consumers to families seeking better-for-you snack alternatives,” O’Leary said.



Old Trapper, all jerky flavors, 18 ounce.



Vermont Smoke & Cure full line.



Photo courtesy of Hickory Nut Gap. Meat sticks.

Jerky demand is on a steady growth trajectory across retail channels. “Consumers are increasingly looking for healthier protein-based snacks that are both convenient and satisfying—and beef jerky checks all those boxes,” O’Leary said.

Traditional flavor profiles are not going away, but globally inspired and creative flavor combinations are driving innovation in the meat snack category right now. Byers noted that Hickory Nut Gap is witnessing particular demand for bold, international flavors, as well as sweet-meets-heat flavors. “While our best-selling product is still the original 100% grassfed beef flavor, we’re seeing and hearing about increased interest in globally inspired and sweet-and-spicy flavor profiles,” Byers said.

Vermont Smoke & Cure is seeing a strong surge in demand for poultry-based protein snack options. The company responded to climbing demand with its new turkey sticks and turkey pepperoni. “In fact recent Harris Poll data underscores the need for more poultry-based snack options: 75% of poultry snack shoppers agree that the lack of available poultry-based options adds time and effort to grocery shopping,” said Michael Schafer, commercial business lead at Vermont Smoke & Cure.

Flavor and formulation innovations are propelling the meat snack category to new heights. Producers also have an opportunity to innovate in their package sizes; as economic uncertainty remains and consumer sentiment lags, price-conscious shoppers are looking for snacks focused on value. By offering a variety of package sizes, meat producers can cater to consumers with different needs.

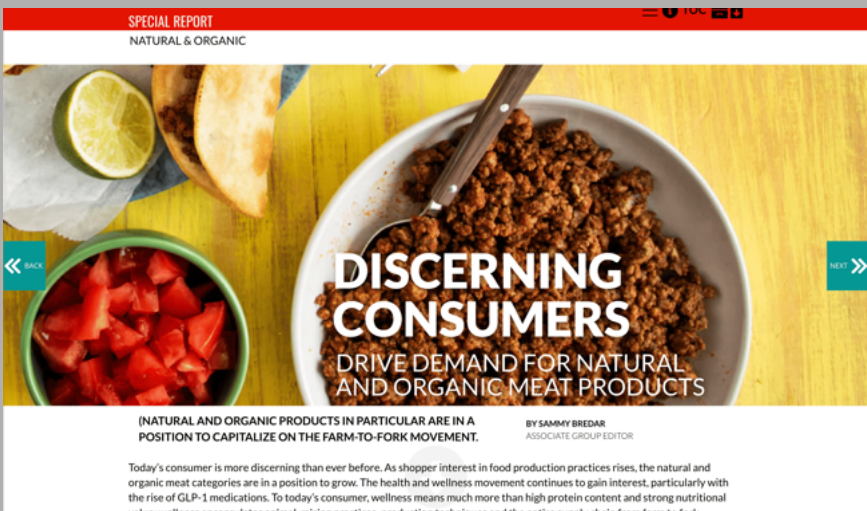


Photo courtesy of Hickory Nut Gap. Cattle grazing.

Partnership and co-branding present a major opportunity for meat snack producers. Vermont Smoke & Cure recently leveraged a collaboration with WhistlePig Whiskey to not only capitalize on flavor trends, but capture consumers in other categories. “This is an effective way to leverage brands/tastes consumers love to speed along the innovation process and make the path to market quicker,” Schafer said.

The meat snack category has completely changed over the last few years—once perceived as a gas station snack, meat snacks are now available in a variety of elevated formats. “Whether it’s a parent packing snacks, an athlete recovering from a workout, or a traveler wanting something clean and satisfying, meat snacks have wide appeal,” Byers said. “As demand grows for nutrient-dense, shelf-stable food with a story behind it, the category will keep expanding—especially for mission-driven brands with responsible sourcing.”

Opening image credit: Vermont Smoke



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SPECIAL REPORT - NATURAL & ORGANIC

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Organic beef producer Verde Farms is specifically seeing strong growth in organic, grass-fed and humanely raised beef, mostly driven by shoppers wanting clean ingredient labels, better-for-you options and sustainability attributes. To get a deeper insight on the natural and organic category, we consulted with Verde Farms Senior Director of Marketing, Kirstyn Lipson.



Verde Farms sirloin steak.

Verde Farms ribeye.

All images credit: Verde Farms





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A SINGLE QA FAILURE COULD COST YOU MILLIONS

THERE ARE AN AVERAGE OF MORE THAN 600 RECALLS OF FOOD AND BEVERAGE PRODUCTS EACH YEAR.

BY SHAWN K. STEVENS
FOOD INDUSTRY COUNSEL LLC

Each year, there are an average of more than 600 recalls of food and beverage products. In the vast majority of those recalls, the companies involved had purchased recall insurance. And, as a result, most, if not all, of their losses were insured. Indeed, most recall insurance policies will provide complete coverage for any accidental contamination (*i.e.*, from harmful pathogens), so when contaminated ready-to-eat products are discovered and then recalled, the insurance policies will typically respond favorably.

But, that’s presuming that there is no underlying excuse for the insurance companies to deny coverage. In the high-stakes world of food safety, the failure of just one Quality Assurance employee to follow company policy can have far-reaching consequences – especially when it comes to insurance coverage for food recalls. Most food companies carry recall insurance to protect themselves financially in the event of a pathogen-related incident. But, what many don’t realize is that the fine print in these policies often requires strict adherence to the company’s own food safety protocols.

Take a common scenario: a company’s environmental monitoring program detects *Listeria* in a non-food-contact zone. The company’s policy requires a documented root cause investigation and precise corrective actions. But, what happens if a single QA employee fails to appropriately initiate or document that investigation, or the corrective actions which follow?

This kind of deviation could trigger more than regulatory scrutiny — it could potentially trigger a denial of insurance coverage. Most recall insurance policies contain exclusions for “failure to follow known protocols” or “negligent acts” that could have prevented the contamination. In this case, the insurance carrier might argue that the company failed to appropriately mitigate a known risk or adhere to its own policies, thereby invalidating the claim.



Worse yet, if the failure ultimately leads to a widespread contamination issue, the financial exposure for the ensuing product retrieval, destruction, customer reimbursements, public relations costs, and even litigation, could be devastating. Without insurance coverage, the company would be forced to bear the full weight of the fallout.

Thus, companies should make certain that (1) they have recall insurance, and (2) their employees are strictly following company policies when managing food safety issues. One missed step, one ignored policy, or one incomplete investigation, could easily become the company’s Achilles’ heel that adversely impacts not just a potential insurance claim, but a company’s reputation and bottom line.

Ultimately, in food safety, there is no such thing as small mistakes – just expensive ones. Thus, make sure you have the right insurance, the right programs, and the right employees managing your food safety systems.

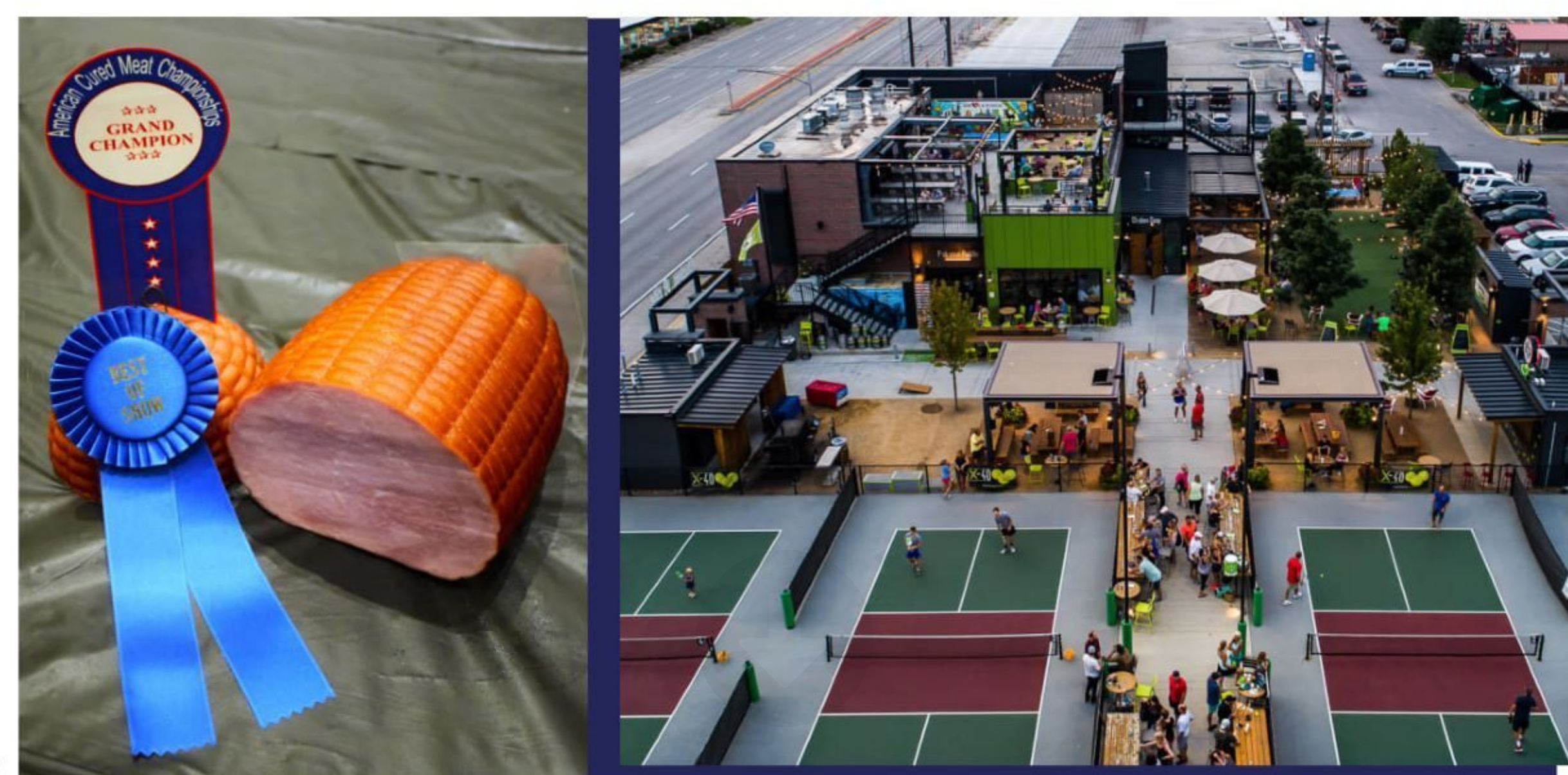
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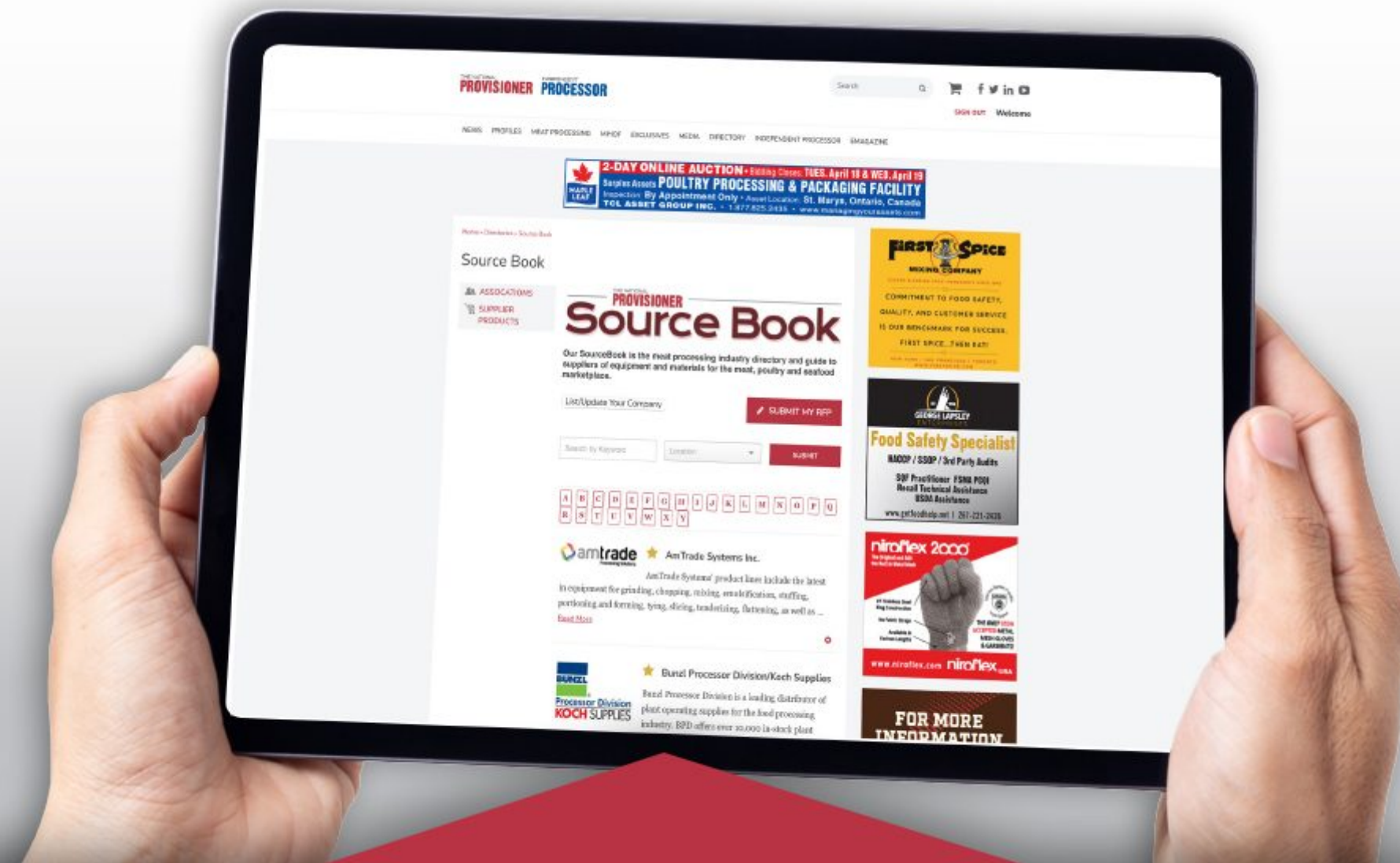


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How to Professionally Fail at Understanding
the Complexities of Nourishment

by *Frédéric Leroy, Ph.D., Vrije Universiteit
Brussel*



The Societal Role of Meat & Livestock:
Science, Misinformation, and Public
Responsibility

by *Keith Belk, Ph.D., Colorado State University*

PANEL DISCUSSION

Meat Science Branding and Consumer Engagement

Panelists: *John Stika, Ph.D., Certified Angus Beef; David
Newman, Ph.D., National Pork Board; Shawn Spencer,
Kroger; Kelly Coughlin, Wendy's; and Pet Food
Representative*

ABOUT AMSA

The American Meat Science Association (AMSA) is a professional society
of over 2,100 scientists representing research, teaching, and industry
expertise in meat science. We represent universities, research
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mission of advancing the science of meat through research, education,
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www.meatscience.org

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Our SourceBook is the meat processing industry exclusive directory and guide to suppliers of equipment and materials for the meat, poultry and seafood marketplace. It includes resources for conveyors, mixers, processing and packaging systems as well as information on consultants. *The National Provisioner* Sourcebook is designed to provide you with sources for these important products & resources. Below is a sampling of some of the companies featured in this year’s directory. We invite you to reference the supplier logos below and click on them to learn more about each company’s offerings. Plus, be sure to visit (and bookmark!) our easy-to-use online directory here. link to www.provisioneronline.com/sourcebook

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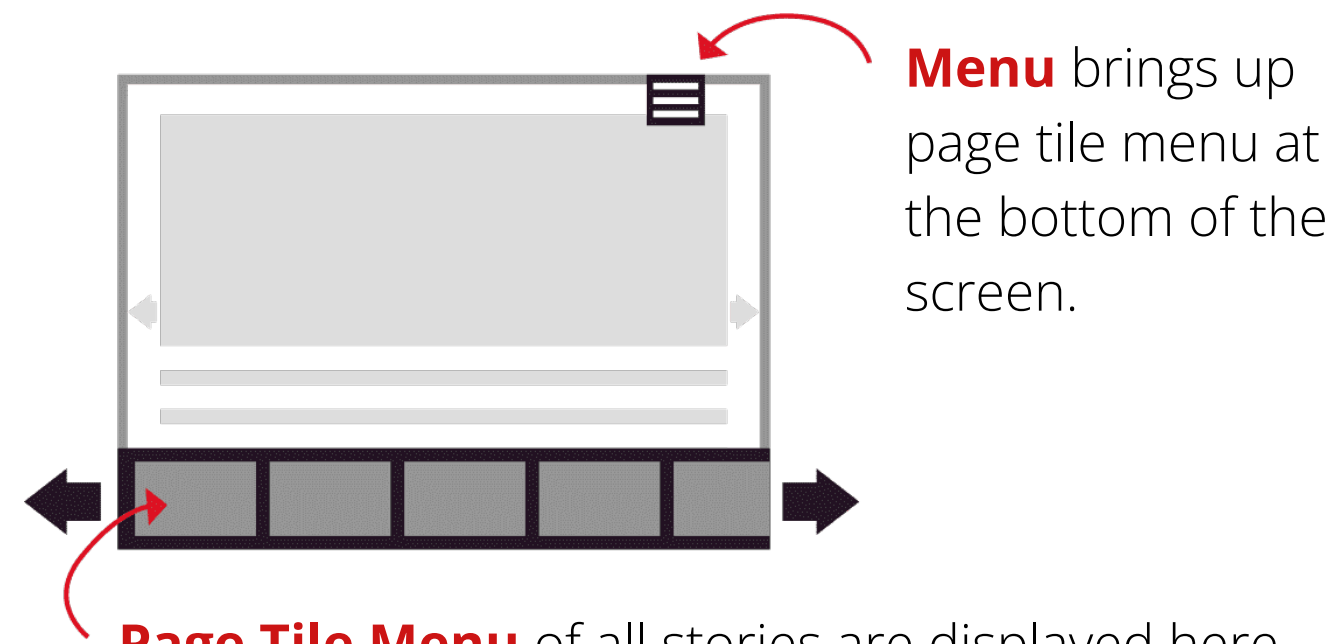
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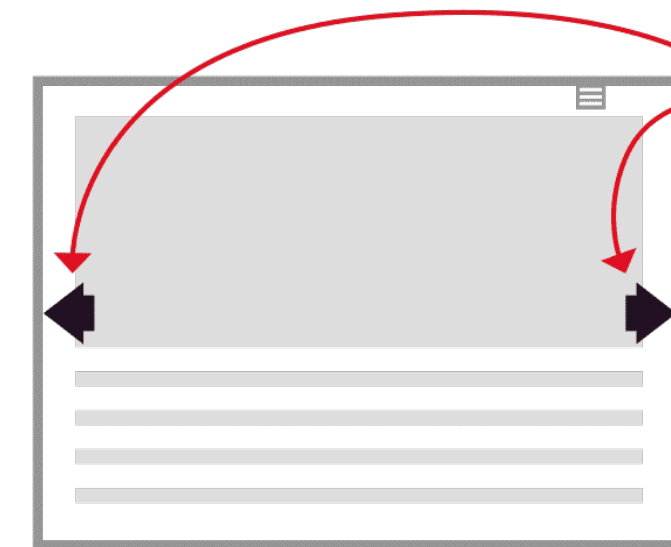


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