

Guide to Working with Wells Jenkins Fresh Meats

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828-245-5544

wellsjenkins@gmail.com

Wells Jenkins Fresh Meats is committed to working with small-scale, local meat producers who direct market meats. We work with over 45 small, independent farmers who produce and market natural, local and niche meats. At Wells Jenkins, we understand the importance of attention to detail when it comes to handling your product. We believe that through effective communication and mutual trust, we can serve the needs of your growing meat business.

Farmers, registered Meat Handlers and wholesale buyers should use this document for reference concerning USDA inspected slaughter, processing and cut and wrap, labeling for resale items and wholesale orders of our own line of fresh and further processed meat products.

Services Offered

Wells Jenkins offers USDA inspected slaughter, fabrication, and custom cutting and packaging for beef, pork, lamb, goat and bison. Currently, further processing services include: fresh sausages, sliced (uncooked) deli style meats such as fresh pork belly, deli ham and beef Philly steak. In early 2012, Wells Jenkins will begin offering smoked, cooked, and ready-to-eat products such as bacon, ribs, bbq and the like.

Communications

For processing scheduling and cutting orders, Jody Thompson can be reached at wellsjenkins@gmail.com or by telephone at 828-245-5544

Payment

Payment for services is expected at pickup. Payment options include cash, personal or business check (with prior approval), Visa, Mastercard or Discover cards. For your convenience, we are able to take credit card payments over the telephone. Customers with returned checks will be charged \$45. Your finished product must be picked up within 2 business days of notification that it is ready. Please understand, our facility has limited cold storage –that which is very expensive to run. When your product is finished we will call you and let you know. Product left in our facility past two business days after notification may incur a storage fee.

Scheduling

Please do not bring animals for slaughter without prior scheduling.

To schedule to have an animal processed, please call Jody Thompson at 828-245-5544 at least **14 days** in advance of when you need the animal slaughtered. Please keep in mind:

- 1) Beef needs to dry age at least 10 days. Our maximum beef dry aging time is 14 days. We offer extended dry aging of beef at \$5 per day after 14 days. Please include your aging request with your initial cutting instructions.
- 2) Pork does not need to age, however, please plan on 2-5 days from slaughter to finished product.
- 3) Lamb and goat will be ready between 2-5 days from slaughter to finished product.
- 4) We prefer animals to be dropped off before 9am on the day of slaughter (see schedule below). If needed, animals may be dropped off from 9-5 on Monday or Wednesday for the next day's slaughter.

Cutting Instructions

Wells Jenkins has a new standardized cut sheet under development for each species. When complete, customers will be able to download this form online or pick up hard copies in the shop.

Selling Quarters, Halves or Whole Animals?

We cannot take cutting instructions from a farmer's multiple customers. Please communicate with your customers and gather their cut lists prior to our pulling your beef onto the cut floor. Please use the cut sheets provided (in process).

Our Weekly Schedule

Refer to the schedule below for our weekly work flow to determine slaughter days and when your work may be done. This schedule is subject to change.

Monday- Cut and wrap beef, customer pick-up

Tuesday- Slaughter beef and pork (pork skinned only), customer pick-up

Wednesday- Cut and wrap beef, customer pick-up

Thursday- Slaughter beef and pork (pork scalded, skin on), cut and wrap pork, customer pickup

Friday- Cut and wrap pork, customer pickup

Rush Orders

We understand that, at certain times, you may require a rush order and we are willing to work with you under these circumstances. We will consider rush orders on an individual basis and in accordance with our scheduled work load. At our discretion, rush orders may incur additional charges. Proper planning and communication will usually avoid rush orders and resulting additional charges.

Sausage Recipes

Our sausage recipes are pre-mixed and provided by A.C. Legg Seasoning and contain no MSG, BHT, or BHA as preservatives or flavor enhancers, unless otherwise noted. If you have specific ingredient questions you may refer to their website at www.aclegg.com, where you will find complete ingredient information. We currently offer:

- 1) Italian Sausage- available in bulk or link for pork, beef, goat or lamb.
- 2) Bratwurst- available in bulk or link for pork, beef, goat or lamb.
- 3) Chorizo- available in bulk or link for pork, beef, goat or lamb.
- 4) Breakfast Sausage- Wells Jenkins proprietary blend, locally famous, bulk, patties or links
- 5) Polish Kielbasa- currently contains MSG, we are looking at adopting a MSG free blend.

We are currently testing a variety of new recipes for fresh sausages, as well as pre-marinated and rubbed whole muscle items. **There is a 25# minimum order, per recipe, for each of these items.** USDA inspected deboned or ground poultry may be received and blended with a few of our sausages.

Note: While we make every effort to provide our customers with a diverse line of quality seasoned products, we cannot make "custom" recipes for your sausages. Each recipe we use has to have a label approved by the USDA, a lengthy and time consuming process.

Kill, Dressing and Disposal Fees

Goat, Sheep, Lamb- \$80 per head, includes cut, wrap and vacuum packing with USDA seal.

Hog-\$50

Beef-\$50

Bison- please contact us for quotes.

Cut and Wrap Fees

Prices based on hot carcass weight

.50/lb- labeled "not for sale", wrapped in white butcher paper

.55/lb- USDA seal, apply custom label, wrapped in white butcher paper

.65/lb- USDA seal, apply custom label, vacuum wrapped in clear packaging

Further Processed Items

Bulk Sausages- packed 1#, 5# or 10# bags- no extra charge

Link Sausages- packed 4 to bag (approx 1#) .50/lb.

Sausage Patties-2oz- .80/lb, 3oz.-.50/lb.

Boxes

We offer packaging in large heavy cardboard boxes for \$2/box to cover the cost of the boxes. If you do not choose to use our boxes, please bring your own containers, coolers or freezers at pick-up.

Plant Generic, Logo Branded and Custom/Color Labels

Use of our in-house plant generic label is included with your packaging. The label will read "Wells Jenkins Meat Processing" at the top and show the plant's address.

Most Farmer Meat Handlers prefer to use their logo/ farm name on our generic label to help differentiate their branded product in the marketplace and provide the consumer with contact information. This option must be set-up by a paid outside technician who must come to the plant to do this work. There is a one-time fee of \$125 to set up your logo and contact information on our label. This labeling option is available in black and white only. This option **does not** require you to purchase the labels and keep them in inventory since the labeling machine prints them on demand. Some farmers prefer a custom designed, full color label. These labels have to be designed, printed and ordered from a separate company with relatively high minimum orders, at expense of the farmer. This option is considerably more expensive for the farmer and requires additional time because of the design process. A special labeling application must be sent to the USDA FSIS Labeling Division for approval. Estimated costs are between \$1,000 and \$1,800 dollars and 6-12 weeks for design, USDA approval, plating, manufacturing and delivery.

Special Labeling Claims

Some farmers wish to use "Special Labeling Claims" such as "grass-fed", "pasture-raised", "no added hormones or antibiotics", etc. These claims must be approved by USDA/FSIS. Wells Jenkins offers this application service at a charge of \$200 per application (up to 2 different labels per application). This process also takes time so please let us know well in advance.

Cold Delivery

Leading Green Distributing picks up at our plant and delivers in all directions in NC. Please contact Kathryn Beattie for information at 828-275-2405



www.ncchoices.com

www.carolinameatconference.com

NC Choices is a Center for Environmental Farming Systems (CEFS) initiative that promotes sustainable food systems through the advancement of local, pasture-based meat production, processing and marketing. NC Choices provides information, technical assistance, educational programming and networking opportunities for farmers, extension agents, processors, buyers, distributors, consumers and others in the local meat supply chain.

Below are a few valuable resources for farmers processing beef and pork for direct markets.

The following excerpts are taken from "Beef and Pork Whole Animal Buying Guide", Iowa State University Extension Publication PM 2076 available from: www.extension.iastate.edu/store