

VENTURING INTO MEAT PROCESSING

Resources and Thinking Processes

During the COVID-19 pandemic, the meat industry has experienced shortages, while at the same time, consumer demand for meat, particularly beef, has increased. Oklahoma and other states are experiencing an explosive growth in the interest in meat processing ventures. Following are factors to consider when developing a new meat processing establishment.

Things to Think About

1. **Design and construction of facility with proper utilities to accommodate all equipment to come.**
 - a. Processing waste stream is a significant factor to consider.
 - b. What is your water source and can it handle the processing needs? For beef, plan on needing 150-300 gal/head for all processes.
 - c. Employee flow in and out of the plant should be considered.
 - d. Employee welfare areas to consider (eating, restrooms, locker rooms, breaks, etc.)
 - e. Process flow – what all products will you be manufacturing?
 - f. Frozen storage areas fill up quickly. Think about ways to prevent this.
 - g. Site access for receiving and shipping.
2. **Equipment should be identified and purchased.**
 - a. Lead time for much of the processing equipment needed is likely getting longer every day. Demand for equipment has increased significantly in many states, not just Oklahoma. Priority to existing processors in expansion mode is likely to occur.
3. **Application for grants of inspection.**
 - a. [Federal](#)
 - b. [State](#)
4. **Development of Hazard Analysis Critical Control Points plan (HACCP) and Sanitation Standard Operating Procedures (SSOPs) should occur before or very near the beginning of the application for grant of inspection.**
5. **Forecasting of supplies needed for daily operations should happen.**
 - a. Clothing, gloves, aprons, bags, boxes, packaging, trash, cleaning/sanitation supplies, brushes, etc.
 - b. Safety Personal Protective Equipment (PPE).
 - c. Sales invoices and accounting programs.
 - d. Inventory management systems.
 - e. Forecast all possible equipment and supplies needed for your projected type and volume of processing.
 - f. Will you be producing value added products (sausages, jerky, etc.)?
 - i. Where will you source ingredients?
 - ii. What ingredients do you need?
6. **Contingency or redundancy plans for problems.**
 - a. Mechanical / refrigeration failures.
 - b. Long inventory – how do I prevent it?
 - c. Lack of sales – how do I grow it?
7. **Contingency plans for unforeseen successes.**
 - a. How growth will or could occur? Am I prepared and equipped to handle wild and rapid success?
8. **Service contracts for waste removal should be established before beginning operations.**
 - a. Trash.
 - b. Inedible product / rendering.
 - c. Condemnations.
9. **Insurance coverages.**
 - a. Product liability.
 - b. Workers comp.
 - c. Facilities.
 - d. Product salvage in the event of failures / losses.
10. **Employee management.**
 - a. H.R. functions.
 - b. Job descriptions to be written.
 - c. Pay scale to be determined for various jobs.
11. **Raw material sourcing and planning.**
 - a. Will you have animals on day 1?
 - b. Will you have animals available on day 365?

Trade Media Publications as Resources

[Independent Processor](#)
[The National Provisioner](#)
[Meatingplace Magazine](#)
[Meat and Poultry Magazine](#)

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**FOOD AND AGRICULTURAL
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List of meat industry suppliers from the Oklahoma-Texas Meat Processors Association who serve Oklahoma's meat industry, as well as other states.

Company	Name	Address	City	State	Zip	Phone	Category
A.C. Legg Inc.	Jim Purvis	PO Box 709	Calera	AL	35040	903-757-6838	Spices and Ingredients
Birko	Kyle Flynn	9152 Yosemite St	Henderson	CO	80640	720-618-0054	Sanitation Supplies and Equipment
Cline Enterprises	Terry Crumpton	5112 Service Center	San Antonio	TX	78218	210-212-5792	Equipment
DanMar	Daniel Edwards	8528 Davis Blvd 134-193	North Richland Hills	TX	76182	817-428-4411	Food Safety Intervention
Darling Ingredients Inc.	Shawn Kallam	915 N 6th St	Collinsville	OK	74021	800-800-4841	Inedible Products Service
E TECHNIK	Max Stabel	P.O. 977	Menard	TX	76859	325-396-4536	Equipment
Economarker	Mark Wiltshire	P.O. Box 470442	Tulsa	OK	74147	918-660-0600	Labeling
EPS-Nowicki USA	Emilia Czerniawski	7926 Madison St	Burr Ridge	IL	60527	630-974-6680	
Enviro-Pak	Patrick Martini	P.O. Box 1569	Clackamas	OR	97015	503-655-7044	Equipment
Handtmann Inc.	Robert Pisto	28690 N Ballard Dr	Lake Forest	IL	60045	847-808-1100	Equipment
High Plains Frontier Supply	Donovan Daws	P.O. Box 2640	Loveland	CO	80539	970-776-9881	Equipment
Jarvis Products	Vincent Volpe	33 Anderson Rd	Middleton	CT	06457	860-347-7271	Equipment
Kerres USA LLC	Thomas Springman	607 Village Rd	Pennsdale	PA	17756	570-279-2989	
Leland Southwest	Paul Bowlin	600 Burlington Rd	Fort Worth	TX	76179	817-232-4482	Equipment
Linker Machines	Michael J. Hebrank	20 Pine St	Rockaway	NJ	07866	973-983-0001	Equipment
Oversea Casing Co.	Sherry Dyer	601 S Nevada St	Seattle	WA	98108	210-661-6161	Sausage Casings
Primal Processor	Sean Orion	2443 S University Blvd #104	Denver	CO	80210	303-731-5657	
Processor's Service LLC	Dee Brister	3255 Hwy 1131	Vidor	TX	77662	409-786-3924	Equipment Repair
QuanTEM Laboratories LLC	John Barnett	2033 Heritage Park Dr	Oklahoma City	OK	73120	405-755-7272	Laboratory Testing
Quality Casing Co. Inc.	Pat Darpel	P.O. Box 229	Hebron	KY	41048	800-328-8701	Sausage Casings
Reiser	Maureen Hansen	725 Dedham St	Canton	MA	21224	781-821-1290	Equipment
Ross Industries	Joe Armstrong	5321 Midland Rd	Midland	VI	22728	540-439-3271	Equipment
Silver-Clip	Mike Prokurat	46551 Strathmore Rd	Plymouth	MI	48170	734-354-6551	Equipment
Southwest Saw	Eddie Cutburth	116 Amanda Lane	Springtown	TX	76082	817-312-9587	Equipment
Tipper Tie Inc.	Steve Phipps	2000 Lufkin Rd	Apex	NC	27539	800-331-2905	Equipment
UltraSource LLC	Rhonda Ashby	1414 W 29th St	Kansas City	MO	64108	816-753-2150	Equipment and Supplies
VC999	Rose Stull	419 E 11th Ave	North Kansas City	MO	64116	816-472-8999	Equipment
Walton's	Brad Heidebrecht	3639 N Comotara	Wichita	KS	67226	800-835-2832	Equipment and Supplies