PORK PURCHASING LOCAL PLAYBOOK

pork®

TASTE WHAT PORK CAN DO.™

Purpose

This playbook is an extension of the Pork Foodservice Guide and a great resource for learning about sourcing and purchasing local pork. It's important to know where your food comes from and how it was raised.

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Additional Resources

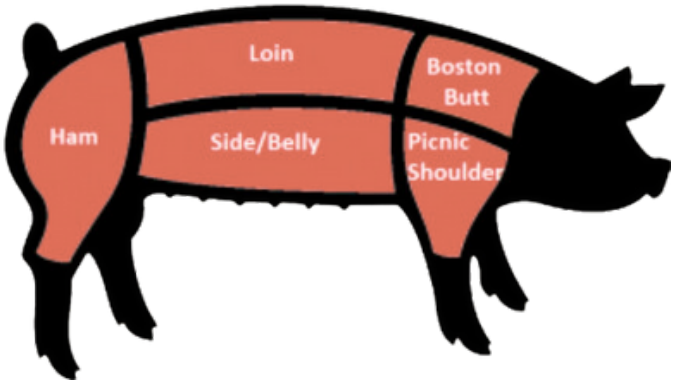
Be sure to check out the collection of specialized playbooks that complement this guide and provide technical information on topics that matter to you such as crediting, sustainability, and sourcing local.

Acknowledgements

Brought to you by America's pig farmers on behalf of the Pork Checkoff and the Wisconsin Pork Association.

Purchasing Pork- Cuts & Selection

Carcass Breakdown



The location a cut of pork comes from impacts the eating characteristics and ultimately how that cut should be utilized. The carcass can be split into five major portions called primals. These five primals, Boston butt, picnic shoulder, loin, ham, and side/belly, subdivide a carcass into sections.

The primals are then broken down into a variety of cuts, including roasts, chops and other value-added cuts, for purchase. Each primal offers versatility and value in different ways; and depending on the recipe most can be prepared various ways offering more options when choosing recipe ingredients. Some of the cuts that may be more applicable in larger foodservice kitchens are shown below, as well as some of the more common cuts you may recognize from the grocery store or personal kitchen. There are many other cuts available; for a full breakdown go to www.pork.org/cuts for a cut description, how to utilize the cut, and recommended cooking methods.

An important fact to remember is that all cuts are not created equal; each primal possesses unique eating characteristics because these are made up of different muscles with different tenderness levels, different fat contents and varying flavor profiles. These variables also impact how a cut should be cooked.

Helpful Hints

Pork that is a pinkish-red color will offer a better eating experience. Avoid choosing meat that is pale in color and has liquid in the package.

Look for pork that has marbling (small flecks of fat). Marbling is what adds flavor. The fat of pork should be white with no dark spots.

The average serving size for pork is 3 ounces of cooked meat (size of deck of cards). Start with 4 ounces of boneless, raw pork to yield 3 ounces of cooked meat.

PUT FLAVOR ON THE TABLE

LOIN

Pork Back Ribs

New York Pork Roast or Top Loin Roast

New York Pork Chop

Country-Style Ribs, bone-in

Rack of Pork

Ribeye Pork Chop

Ribeye Pork Chop, boneless

Sirloin Pork Roast, boneless

Sirloin Pork Chop, boneless

Sirloin Tip Roast, boneless

Porterhouse Pork Chop

Pork Tenderloin

BOSTON BUTT (SHOULDER)

Shoulder Roast, bone-in

Blade Steak, bone-in

Pork Sausage

Blade Pork Roast

Ground Pork

PICNIC SHOULDER

Arm Pork Roast or Arm Picnic

Picnic Roast, boneless

SIDE/ BELLY

Pork Spare Ribs

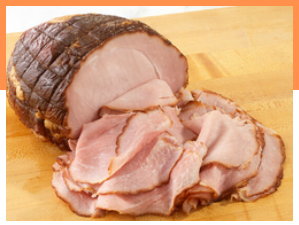
Pork St. Louis Style Ribs

Pork Belly, fresh

Bacon, cured

LEG/ HAM

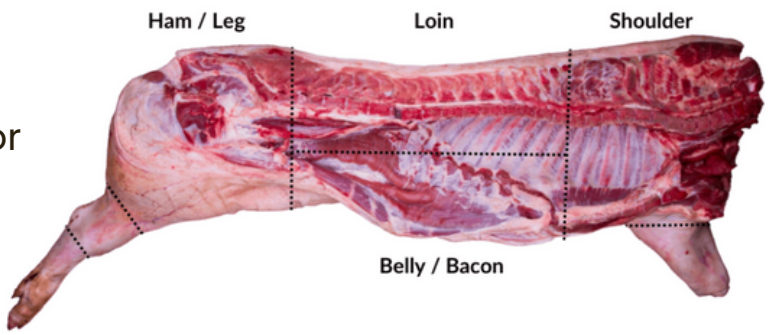
Ham Shank


Ham, boneless

Ham Steak

Smoked Ham, bone-in

Buying in Bulk



If you do choose to purchase a whole or half hog for your kitchen, keep in mind the loss that occurs when harvesting and fabricating the carcass. Be sure to account for the loss when considering the cost of purchase, too. On average, only 73 percent of the animal's original weight remains after removing hide, head, and internal organs. The pork carcass, which now only contains fat, bone, connective tissue, and meat, is then chilled, and hung for approximately 14 to 21 days, which helps convert muscle to meat. After the carcass is properly aged, it is ready to be broken down into individual cuts. On average, 21 percent of each carcass is inedible bone, fat, and connective tissue. Approximately 38 percent of the chilled carcass can be converted into ground pork depending on how you choose to utilize the rest of the carcass.

Further Processing

Seasoning can be added to ground pork to make sausage. Ground pork can also be further processed and stuffed into various casings to make sausage links, summer sausage, bratwursts, and ring bologna to name a few. Fresh chops and roasts can be cured/smoked by injecting a brine and allowing the cuts to slowly cook at a set temperature and humidity. It is common practice to cure/smoke the hams and belly (bacon).The loin and shoulder can also be smoked to fit the consumer's preferences

Freezer Space Considerations

To ensure you have enough freezer space for your pork keep in mind that 35-40 pounds of retail product should fit in one cubic foot of freezer space. This may vary depending on bone-in versus boneless cuts or any odd shaped packages of meat.

Pork Can Be an Ingredient!

We know how easy it is to fall into the routine of preparing the same dishes because let's be honest- it's easy and familiar! But, getting a bit creative doesn't have to be difficult!

As we've mentioned, pork is extremely versatile and can be used in many ways and for any meal. It can be the center of our plate like so many of us are accustomed to, or it can be used as an ingredient! Consider exploring outside of the box and using pork in dishes like stir fry, tacos, fajitas, ramen, protein bowls, salads, sandwiches, charcuterie, and more!

Sourcing Local Pork

No matter where you choose to source the pork you prepare for your meals, pork is an excellent choice for consumers of all ages – providing a great source of nutrients and having a flavor profile they love. If you purchase products from local farmers and ranchers there are many ways to incorporate it into your menu. Keep in mind the different preparation methods that kitchen staff may encounter if pork is sourced locally versus through your usual supplier.

Many farmers and locker plants sell pork by halves or whole hog. When buying a half hog, that is exactly what you will get. Once a hog has been harvested the carcass is split down the spine into two halves for easier storage in the cooler for the chilling process. When determining roughly how much meat you should expect from half of a hog, take the pounds of meat previously calculated for the entire carcass and divide by two.

Considerations

It works best to collaborate directly with the farmer, one that is familiar with wholesale orders. They can guide you on the most usable product for your menu. If there is not someone in your area who has fulfilled wholesale orders, a meeting with the farmer, processor and you can help guide the process.

After finding the farmer(s) you want to work with, below are a few important considerations and questions to ask to determine if the partnership will work. Do not be afraid to ask questions of the farmer, and be as specific as you can, when requesting information. The more you share with the farmer about your needs, the more likely he/she will be in meeting those requirements.

Examples of Questions to Ask the Farmer/Processor:

- What does the cost/ pricing structure look like?
- What are my payment options?
- What is the availability of your products?
- Is there a minimum quantity that must be ordered?
- What type of packaging material do you use?

Visit wppa.org/wisconsin-raised to find local farmers and meat processors that sell *Wisconsin Raised* pork products!

WISCONSIN RAISED

Procurement Guidelines

When sourcing local pork most purchases are going to be classified as either a micro-purchase or small purchase. Both are forms of informal procurement. Informal purchases have an estimated transaction or contract value below the micro-purchase or simplified acquisition threshold (or a lower local threshold). Both are outlined in more detail below.

Micro-Purchase

The Micro-purchase method can be used for obtaining products or services up to $10,000 per transaction. School Food Authority (SFAs) have the option to establish a higher local threshold up to $50,000, or more. To increase the local threshold above $10,000, visit the WI-DPI website to see requirements.

Micro-purchases can be awarded without soliciting competitive price quotes as long as the price is “reasonable”. To determine if a price is “reasonable”:

- research by surveying qualified suppliers in the area;
- use experience and personal knowledge of the item(s) being purchased;
- and review purchase history by comparing previous purchases of similar item(s).

Reasons an SFA may want to procure non-competitively:

- saving on administrative time and cost;
- unplanned purchases/delivery shortages;
- nominal purchases;
- seasonal or local purchase.

Distribute purchases equitably among suppliers to grow future competition and diversify supplier choices. Keep written documentation and records for all transactions.

Small Purchase

This is commonly referred to as "3 Bids and a Buy” and is used when the estimated value of an awarded contract or purchase is below the simplified acquisition threshold of $250,000. SFAs may have a lower local threshold. This informal method requires:

- Verbal or written solicitation document.
- Free and open competition (i.e. 2-3 price quotes).
- Documentation of the procurement process (vendor name, contact method, name of person providing price quote, price quoted, date price quote obtained, duration of price quote).

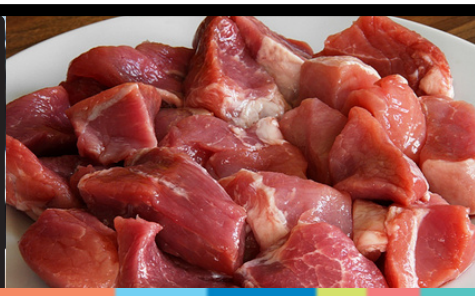
This informal method does not require:

- Public notice.
- Written or sealed bid (do not share price quotes during solicitation process).
- Public opening.

Implementing Local Pork

Outlined below are key recommendations for implementing and sustaining locally sourced pork on your menu, as well as other items to think about, so you get the biggest bang for your buck when switching to local pork.

- Start small by choosing one day out of the month or one dish to feature local pork and build up to serving weekly local pork meals.
- Start with a product you are familiar working with and a recipe you know is well liked on your menu.
- Know your basic needs when ordering products. Think about any legal regulations you may have to follow or equipment limitations you have. Pork producers and meat processors are required to adhere to food safety protocols established by state and federal policy but be sure to share any other specific needs/regulations they may have to follow such as packaging materials, product package sizes, etc.
- Think about the capabilities of your staff. Are they trained in handling raw products? Is there time to make patties from bulk ground pork? Where can you find resources for obtaining that training?
- Are there other districts or businesses in your area that have used local pork on their menu? How can you talk to them about how they started and their successes?
- How will you market the use of local pork to your students or customers? Does your district or customer see value in supporting local businesses? How do you get their support?
- Leverage and take advantage of local resources. Expansion into local foods can be difficult because of funding limitations but there are creative solutions out there. Reach out to local cooperative groups, Department of Public Instruction (DPI), United States Department of Agriculture (USDA), and other local food resources to find opportunities.
    - Be transparent and ask questions if you do not understand. Open communication is key when developing healthy relationships that work. Each party is an expert in their own area, be sure to leverage that and again, ask questions if you do not understand.



Resources

There are several people and organizations that can assist you with implementing more pork into your menus whether it is sourcing, purchasing, preparing, or serving. Below is a listing of just a few resources that may be valuable to you.

Sourcing & Purchasing Pork

Wisconsin Pork Association
(608) 723-7551
wppa@wppa.org
www.wppa.org

Preparing, Cooking, & Nutrition of Pork

National Pork Board
(515) 223-2600
info@pork.org
www.porkcheckoff.org
tastewhatporkcando.com

Pork Compliance- Dietary Guidelines

Wisconsin Department of Public Instruction (DPI) School Nutrition Team
(608) 267-9228
dpifns@dpi.wi.gov
https://dpi.wi.gov/school-nutrition

Other Pork Info

Wisconsin Pork Association
(608) 723-7551
wppa@wppa.org
www.wppa.org

National Pork Board
(515) 223-2600
info@pork.org
www.porkcheckoff.org

Wait...There's More!

Be sure to check out the collection of specialized playbooks that complement this guide and provide technical information on topics that matter to you such as **crediting, sustainability, and sourcing local pork**.

Join Pork & Partners

National Pork Board's Pork & Partners is free to join and focues on nutrition professionals. It provides free continuing education opportunities, exciting events, featured recipes, evidence-based handouts and peer-reviewed research. Join us to access resources and support to take your practice to the next level.

Visit www.pork.org/porkandpartners

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