

Beef Marketing Terms

Grass-Fed- Animals are fed so that their diets only consist of grasses and forages (leafy plants.)

Grass-Finished- Cattle are fed grass, instead of corn, to increase fat content for the last 90 days before processing.

Grain-Fed- Cattle are fed diets that contain grains (corn, wheat, barley, etc.)

Grain-finished- Cattle are fed diets high in grains for the last 90 days before processing to increase fat content and marbling.

Soy Free- Cattle are fed diets that are free from soybeans and soybean by-products.

GMO Free- Cattle are fed diets that are from genetically modified organisms (GMO), like corn and soybeans.

Pasture Raised- Cattle spend their lives on pasture, except when circumstances like bad weather restrict their access to pasture. Cattle are able to go about natural behaviors like grazing.

***Naturally Raised-** Cattle are raised without the use of hormones, growth promotants, steroids, or sub-therapeutic antibiotics. Cattle are also never fed any animal by-products.

Certified Organic- Cattle are raised according to USDA's organic standards from birth to processing.

Humane Treatment- Cattle are raised in a non-stressful environment and are always given everything they need to live comfortably.

Antibiotics When Medically Necessary- Cattle are given antibiotics in the event that they get sick. Producers follow strict guidelines to ensure there is no drug residue in meat that goes for sale.

***No Animal By-Products-** Cattle are never fed any proteins made from other animals.

No Antibiotics- Cattle are NEVER given any antibiotics.

Dry-Aging- A process where the carcass is hung in a cooler to allow water to evaporate and natural enzymes breakdown the meat to increase tenderness and flavor.

***SMM producers pledge to NEVER feed animal by-products or use hormones and growth promotants!**



Our Products...

All meats are produced in the five Southern Maryland counties of Anne Arundel, Calvert, Charles, Prince George's, and St. Mary's. The SMM product line includes beef, pork, lamb, goat, poultry, rabbit, and bison. Some farms are able to arrange custom meat cuts to meet customer needs.

Each farm raises, feeds and finishes its animals according to its own style and preference, however, all farms pledge to:

- Uphold strict standards of quality
- Provide humane care and handling
- Used clearly defined terms when describing their raising and finishing practices.

Our Pledge to you...

"We treat our animals humanely; our animals are never fed animal by-products and we are conscientious stewards of the environment... [Read the full pledge on our website.]

www.southernmarylandmeats.com

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Sources:

Iowa State Extension
University of Maryland Extension
Sunrise Foods
National Cattleman's Beef Association
Vermont Natural Beef
Food and Drug Administration
Missouri Grass Fed Beef

Fill Your Freezer with Locally Raised Beef



A Buyer's Guide for Purchasing Local Beef in Bulk



**"Goodness you can trust, fresh from
the farm!"**

Southern Maryland Meats is a program of the Southern Maryland Agriculture Development Commission (SMADC)

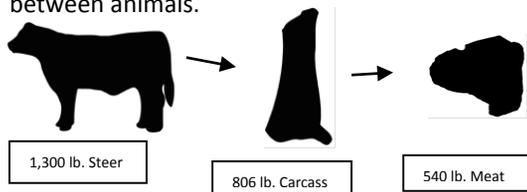
www.smadc.com

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Frequently Asked Questions

How much beef do I get from a whole animal?

Cattle raised for beef range from 1,000 to 1,500 pounds live weight. After the animal is processed the carcass would weigh about 38% less than live weight. When cuts are made from the carcass an additional 33% of weight is lost and perhaps more depending on deboning. Percentages vary between animals.



Why do I lose weight from live animal to the finished product?

Weight is lost throughout processing due to the removal of the hide, internal organs, trimming into individual cuts, deboning and dry-aging.

What if I don't want the whole animal?

Families and friends can join together to buy a whole animal and share purchase price and product. Some producers offer individual cuts for purchase or the option to buy a quarter or half side.

How much should I expect to pay for my meat?

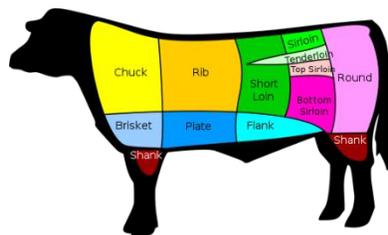
Price varies from producer to producer and depends on how they raise and finish their animals. Processing is often an additional expense. Processing costs also vary depending on the processor. In most cases a producer can give an estimate.

How do I get my animal processed?

Most producers are able to recommend a processor. In some cases they will arrange processing for you and can often transport the animal to the processing facility.

What cuts will I get?

Beef carcasses are broken up into primal cuts, each primal cut yields different cuts that you eat, like T-Bone, Flat Iron, etc.



Primal Cut Yields		
Primal	% of Carcass	Lbs.*
Chuck	26%	210 lbs.
Brisket & Shank	10%	80 lbs.
Rib	10%	80 lbs.
Short Plate & Flank	10 %	80 lbs.
Short Loin	8%	65 lbs.
Sirloin	9%	73 lbs.
Round	27%	218 lbs.
Total	100%	806 lbs.

*-- Totals based on a 1,300 lb. animal. Once made into cuts more weight will be lost.

You can decide which cuts you want from your purchased whole, half, or quarter side and the producer can help get the most economical use of your carcass.

Common Cuts from Primal Cuts

Chuck	Short Loin*
-Arm Pot Roast	-T-Bone
-Blade Steak	-Porterhouse
-Flat Iron Steak	-New York Strip
-Stew Meat	-Tenderloin
Brisket/Shank	Sirloin
-Brisket	-Sirloin Steak
-Shank Cross Cuts	-Tri-tip Roast
Rib	-Sirloin Tip Roast
-Ribeye Steak	Round
-Rib Roast	-Top Round Steak
-Ribs	-Eye Round Steak
Short Plate/ Flank	-Bottom Round Steak
-Flank Steak	Ground Beef
-Short Ribs	-Can be made from anywhere on the carcass. Usually made from cuts you don't want.
-Skirt Steak	

*Cuts from the short loin make up each other. The New York Strip and Tenderloin make the T-Bone and Porterhouse. So choose which you want carefully.

How do I store my meats?

Most often meat is frozen so they can be kept for a longer time. Household freezers can be used as storage. The amount of freezer space needed depends on size and shape of the cuts you buy. Remember meat cuts don't always stack well and come in different shapes and sizes. The rule of thumb is 50 lbs. of meat will fit in 2.25 cu. ft. of freezer space.

Recommended Storage Times

	Refrigerator	Freezer
Steak/Roasts	3 to 4 days	6 to 12 months
Beef for Stew	2 to 3 days	6 to 12 months
Ground Beef	1 to 2 days	3 to 4 months

How do I package my meats?

Packaging depends on the processor you use. Many use vacuum packaging allows, it you to store your meats longer and reduces the chance of freezer burn. There may be an additional charge for vacuum packaging.

How do I safely handle my meats?

When picking up meats make sure to bring a cooler, so the cuts stay cold on the trip home. Be sure your freezer stays at or below 0°F. Handle your packages very gently, rough or frequent handling can cause the packaging to get pulled away from the cut, which increases chance of freezer burn.

To thaw meats follow FDA recommended guidelines. Thawing in the refrigerator, in a cold water bath, or use the microwave are some of the practiced methods. Cooking meats without thawing is possible but can take about 50% longer to cook.

When cooking meats follow FDA guidelines and prevent cross contamination. Common practices are don't used the same plate after cooking the meat that was used when the meat was raw, wash hands and utensils after using them on raw meats.

Proper Cooking Temperatures for Beef

From Food and Drug Administration (FDA)

Steaks and Roasts.....145°F with a 3 min rest interval
Ground Beef.....160°F internal temperature