



12200 N. Ambassador Dr.
Kansas City, MO 64163-1244
1-800-449-BEEF

Customer Name
Fax #
Subject: Trim Customer Requirements

Date: October 22, 2007

Name,

National Beef Packing Co. LLC, Est. 208A, Est. 262, and National Beef California LP Est. 21488 considers food safety and the satisfaction of our customer base our top priorities. Due to FSIS actions concerning *E. coli O157:H7*, it has become necessary for us to gain a better understanding regarding our customer operations and what their current process is concerning the use of beef trimmings that they purchase from National Beef. As you are aware, FSIS Notice 44-02, FSIS Notice 64-05, FSIS Notice 65-07, and FSIS Notice 66-07 are driving the beef industry to a more controlled test and hold program for all shipped trimmings.

Based off of actions by FSIS during industry recalls and recent FSIS regulations, National Beef will test for *E. coli O157:H7* on all trimmings sold to customers that have notified us that they will grind that material. Additionally, we need to confirm with you that the tested trimmings sold to you will remain under appropriate plant control until a negative result is received. Therefore, we are asking you to review the following steps National Beef is implementing and return the attached forms confirming you will follow these procedures and review/sign/return the attached test protocol form that defines lot size and test procedures.

National Beef Packing Co. LLC/National Beef California LP Testing Protocol:

- ◆ A brief written description of our process detailing whether the trimmings you receive from National Beef goes into a process that has validated lethality step adequate to effectively address *E. Coli O157:H7* (i.e. a further cooking step), or not.
- ◆ If you **do not have** a validated lethality step for *E. coli O157:H7*, then all trimmings you purchase from National Beef will be lotted and sampled for *E. COLI O157:H7*.
 - **This will require you to review our attached sampling protocol**, have the appropriate company official sign and return to National Beef.
 - It is our intention to conduct all testing at our in-house laboratory unless other wise requested by your company. If you choose to have a 3rd party or conduct your own internal test we require that you copy us on all results.
 - It is extremely important that we come to the written agreement that you will not use the beef trimmings into your grinding operations until a negative test result is received.
 - If the test result is positive, National Beef will make arraignments to either have the positive lots picked up and properly disposed of, or if available rendered at your facility (this will be at our discretion) – **UNDER NO CIRCUMSTANCES ARE YOU TO USE ANY TESTED PRODUCT UNTIL A NEGATIVE COA IS RECEIVED AT YOUR ESTABLISHMENT**
 - Once National Beef has received your written response, and/or agreement to our testing protocol, you will be placed on our approved customer list.
 - We will need emergency contact names, fax numbers, phone #, e-mail, etc. to send results to.



National Beef

A U.S. Premium Beef Company

We are requesting that you respond to the above request and supply the appropriate information as soon as possible. It is our goal to have all customers approved within the next two weeks.

Please feel free to contact me at (816) 713-8516 if you have any questions. Please fax responses to:

Attn: Brenden McCullough
V.P. of Technical Services
National Beef Packing Co. LLC
Fax # (620) 626-0288

Sincerely,

A handwritten signature in cursive script that reads "Brenden McCullough".

Brenden McCullough
V.P. of Technical Services
National Beef Packing Co. LLC

Please Complete Attached Form and Return



National Beef

A U.S. Premium Beef Company

Company Name: _____

Est. #: _____

Address: _____

Phone # _____
Fax # _____

1. Our Company uses the material from National Beef Packing Co. LLC/National Beef California LP in a further process that has a **validated lethality step** that adequately destroys pathogens such as *E. coli O157:H7*

- a. Yes _____: Please attach brief process description that verifies you can address *E. coli O157:H7*
- No _____: Product is used in a raw ground process

2. For companies that **do not** have a lethality step:

- a. You have reviewed and signed the test protocol: _____
- b. Testing at National Beef is acceptable: _____
If (No), where do samples need to go: _____

_____ You agree to pass on 3rd party or internal *E. coli O157:H7* test results:

c. It is agreed that trimmings received from National Beef Packing Co. LLC/National Beef California LP will not be used (**will be held on shipping trailer**) until negative test results are received: _____

d. National Beef will be notified of any additional pathogen testing conducted by customer/FSIS on trimmings: _____

e. Contact Information:

Name: _____
Phone: _____
Fax #: _____
E-mail: _____

Name: _____
Phone: _____
Fax #: _____
E-mail: _____

Name: _____
Phone: _____
Fax #: _____
E-mail: _____

f. Fax Number for Results: _____