

CANADA BEEF EXPORT FEDERATION

Inquiry Form

Our exporting members operate federally inspected beef slaughtering and processing plants. Beef produced in these plants is inspected by Agriculture Canada, and is eligible for international export. I would ask all potential Canadian beef customers to define the exact beef product that our members will be asked to supply. Without this information, it is impossible to formulate a bid. The key questions are:

- ◆ What country will the beef products be imported by (do special restrictions apply)?
- ◆ Where do you buy imported beef products from now (country of origin, volume, grades or quality, trim specifications, and indicator prices)?
- ◆ What volume of Canadian beef products do you want over what period of time?
- ◆ What grades or quality of Canadian beef products do you want?
- ◆ Do you want fresh/chilled beef or frozen beef products?

- ◆ Do you want "whole muscle" (for cutting/slicing purposes), "boneless manufacturing" (for grinding purposes), or "variety meats" (offal) beef products?

- ◆ If you want "boneless manufacturing" beef, what percentage of chemical lean (CL), chemical fat (CF), visual lean (VL), or visual fat (VF) do you want?
- ◆ If you want "variety meats" beef products, do you want specific organ meats, intestines, tripes, thin meats, glands, or other products (ie. tails, feet, weasand, or bung caps)?
- ◆ If you want "whole muscle" beef, do you want half carcasses, quarters, boxed sub-primal cuts (from the chuck, rib, plate, brisket, shin/shank, loin, or round), specific portioned beef cuts, or processed beef products?
- ◆ Do you want National Association of Meat Purveyors (NAMP) trim specification beef (which specification numbers), Canadian trim specification beef (which specification numbers) which has less exterior fat, or other trim specifications?
- ◆ Do you want boneless beef or bone-in beef products?
- ◆ Do you want aged or un-aged beef products (0/7/14/21/28 days)?
- ◆ Do you have any other technical specifications for the beef products?
- ◆ Where do you want the product priced (FOB plant, FAS/FOB port, C&F/CIFdestination)?
- ◆ Do you want the beef transported by surface or by air?
- ◆ What form of payment will you use?

If you have any comments or questions regarding this matter, feel free to contact me at your earliest convenience. Thank you for your interest in Canadian beef.

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Canada Beef Export Federation
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