



Bureau of Labor Statistics
PPI Product Checklist

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O.M.B. No. 1220-0008

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SU ID: Item Num:

NAICS 311615 – POULTRY PROCESSING

- YOUNG AND MATURE CHICKENS
- TURKEYS (INCLUDING FROZEN WHOLE OR PARTS)
- OTHER POULTRY AND SMALL GAME
- PROCESSED POULTRY AND SMALL GAME, (EXCEPT SOUPS)
- DEFINITIONS
- TRANSACTION INFORMATION
- ADJUSTMENTS TO PRICE WORKSHEET

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INDUSTRY DEFINITION

This U.S. industry comprises establishments primarily engaged in (1) slaughtering poultry and small game and/or (2) preparing processing poultry and small game meat and meat byproducts.

EXCLUDED FROM THIS INDUSTRY ARE THE FOLLOWING:

<u>NAICS</u>	<u>TITLE</u>	<u>PRODUCTS</u>
112310	Chicken Egg Production	Raising chickens for chicken egg production
112320	Broilers & Other Meat Type Chicken Production	Raising broilers, fryers, roasters, and other meat type chickens
112330	Turkey Production	Raising turkeys for meat or turkey egg production
112340	Poultry Hatcheries	Hatching of poultry of any kind
112390	Other Poultry Production	Raising poultry except chicken and turkeys, incl. ducks, emu, geese, ostrich, pheasants, quail, pigeons (squab)
311119	Other Animal Food Manufacturing	Prepared animal feeds for chickens and turkeys
311412	Frozen Specialty Food Manufacturing	Frozen TV dinners, entrees, and side dishes containing poultry
311611	Animal (except Poultry) Slaughtering	Slaughter of cattle, hogs, sheep, lambs, and calves and the production of meat products from animals slaughtered in the same establishment
311612	Meat Processed from Carcasses	Meat products manufactured from purchased carcasses
311613	Rendering and Meat Byproduct Processing	Rendering of animal fat, bones, and meat scraps
311999	All Other Miscellaneous Food Manufacturing	Eggs: canned, dehydrated, desiccated, frozen and processed, egg substitutes made from eggs, egg albumin, breaking of eggs
424420	Packaged Frozen Food Merchant Wholesalers	Merchant wholesale distribution of packaged frozen poultry
424440	Poultry and Poultry Product Merchant Wholesalers	Merchant wholesale distribution of poultry and/or poultry products (except canned and packaged frozen)

01 PRODUCT

- YOUNG CHICKEN (USUALLY UNDER 20 WEEKS OF AGE), WHOLE OR PARTS**
- 001 Wet ice packed broiler or fryer shipped in bulk
- 002 Dry ice packed broiler or fryer shipped in bulk
- 003 Chilled tray packed broiler or fryer (consumer packaged)
- OTHER BROILER AND FRYER PACKAGING INCLUDING FROZEN (ANY SHIPMENT SIZE)**
- 004 Vacuum packed broiler or fryer
- 005 Individually quick frozen broiler or fryer
- 006 Other broiler and fryer packaging types (*specify*)

ROASTERS AND CAPONS INCLUDING FROZEN

- 007 Roaster
- 008 Capon
- HEN OR FOWL (INCLUDING FROZEN), WHOLE OR PARTS (excludes Cornish game hens)**
- 009 Egg producing hen (*spent hens*)
- 010 Egg producing fowl
- 011 Breeder hen
- 012 Breeder fowl

02 TYPE OF PRODUCTION

- 001 Primary product
- 002 Resale

03 PRODUCT CHARACTERISTICS

- 001 Brand name

- 002 Manufacturer's name of product

- 003 Product number

03 PRODUCT CHARACTERISTICS CONT. WHOLE CHICKEN

- 004 Cut up - whole
- 005 Not cut-up - whole
- CHICKEN PARTS**
- BREAST MEAT**
- 006 Boneless skinless whole breasts
- 007 Boneless skinless breast halves
- 008 Breast filets
- 009 Breast quarters
- 010 Breast quarters without wings
- 011 Breast tenderloins
- 012 Split breast with ribs
- 013 Split breast without ribs
- 014 Whole breast with ribs
- 015 Whole breast without ribs
- 016 Other breast meat part descriptor

LEG MEAT

- 017 Drumsticks
- 018 Leg quarters
- 019 Skinless boneless thigh
- 020 Thighs
- 021 Thighs with back
- 022 Whole legs
- 023 Other leg meat part descriptor

WINGS

- 024 Full cut wings
- 025 V-cut wings (*flat wing tip and drummette*)
- 026 Drummettes
- 027 Other wing part descriptor

CHICKEN GIBLETS AND BACKS

- 028 Necks
- 029 Hearts
- 030 Livers
- 031 Gizzards
- 032 Backs
- 033 OTHER CHICKEN PARTS
(*incl. ground, diced, cutlets, shredded etc.*)

- 034 VARIETY PACKS (*i.e. mixed part combinations*)

03 PRODUCT CHARACTERISTICS CONT.

FURTHER POULTRY DESCRIPTORS

- 035 Bone-in
- 036 Boneless
- 037 Free range
- 038 Cage free
- 039 GMO-free
- 040 Antibiotic-free
- 041 Frozen self-basting
- 042 Kosher
- 043 Nonkosher
- 044 Lean
- 045 Low fat
- 046 Mechanically separated
- 047 Organic
- 048 Natural
- 049 Partially skinned
- 050 Portion control
- 051 Pre stuffed
- 052 Ready-to-cook
- 053 Reduced fat
- 054 Skin-on
- 055 Skinless
- 056 With neck and giblets
- 057 Without neck and giblets
- 058 Other poultry descriptor

059 **SIZE/SIZE RANGE** *(size range is more common)*

PACKAGING

060 Packaging type *(i.e. polyethylene bags, box, case etc.)*

061 Container weight or weight range

062 Number of units or pieces per package

063 Other packaging descriptor

04 OTHER FEATURES *(255 character limit)*

001

COMMENTS

CHECKLIST CODE: F311615B CHECKLIST TITLE: TURKEYS (INCLUDING FROZEN), WHOLE OR PARTS

01 PRODUCT

- 001 Whole fryer-roaster turkey including frozen (usually under 16 weeks of age)
- 002 Whole young turkey (mature) including frozen (usually 4 to 7 months of age)
- 003 Whole old turkey (breeder) including frozen (usually over 12 months of age)
Turkey parts (including frozen)
- 004 Ground turkey, including frozen
- 005 Turkey cutlets, including frozen
- 006 Other turkey parts including frozen

02 TYPE OF PRODUCTION

- 001 Primary product
- 002 Resale

03 PRODUCT CHARACTERISTICS

- 001 Brand name

002 Manufacturer's name of product

003 Product number

FORM

WHOLE TURKEY

- 004 Cut up - whole
- 005 Not cut-up - whole

TURKEY PARTS

BREAST MEAT

- 006 Boneless skinless whole breasts
- 007 Boneless skinless breast halves
- 008 Breast filets
- 009 Breast quarters
- 010 Breast quarters without wings
- 011 Breast tenderloins
- 012 Split breast with ribs
- 013 Split breast without ribs
- 014 Whole breast with ribs
- 015 Whole breast without ribs
- 016 Other breast meat part descriptor

LEG MEAT

- 017 Drumsticks
- 018 Leg quarters
- 019 Skinless boneless thigh
- 020 Thighs
- 021 Thighs with back
- 022 Whole legs
- 023 Other leg meat part descriptor

WINGS

- 024 Full cut wings
- 025 V-cut wings (*flat wing tip and drummette*)
- 026 Drummettes
- 027 Other wing part descriptor

TURKEY GIBLETS AND BACKS

- 028 Necks
- 029 Hearts
- 030 Livers
- 031 Gizzards
- 032 Backs
- 033 OTHER TURKEY PART DESCRIPTORS
(Incl. diced, etc.)

034 VARIETY PACKS (*i.e. mixed part combinations*)

SIZE/SIZE RANGE

- 035 Light (less than 16 pounds)
- 036 Heavy (greater than 16 pounds)
- 037 Exact weight or weight range (*specify*)

CHECKLIST CODE: F311615B **CHECKLIST TITLE:** TURKEYS (INCLUDING FROZEN), WHOLE OR PARTS

03 PRODUCT CHARACTERISTICS CONT.

QUALITY GRADE

- 038 USDA A quality grade
- 039 USDA B quality grade
- 040 USDA C quality grade
- 041 Packer grade
- 042 Ungraded
- 043 Other quality grade

PRESERVATION STATE

- 044 Wet ice packed
- 045 Chill packed
- 046 Dry ice packed
- 047 Individually quick frozen (IQF)
- 048 Other preservation state

FURTHER POULTRY DESCRIPTORS

- 049 Bone-in
- 050 Boneless
- 051 Certified organic
- 052 Free range
- 053 Cage free
- 054 GMO-free
- 055 Antibiotic-free
- 056 Frozen self basting
- 057 Kosher
- 058 Nonkosher
- 059 Lean
- 060 Lowfat
- 061 Mechanically separated
- 062 Natural
- 063 Partially skinned
- 064 Pre-stuffed
- 065 Portion control
- 066 Ready-to-cook
- 067 Reduced fat
- 068 Skin-on
- 069 Skinless
- 070 Sliced
- 071 With neck and giblets
- 072 Without neck and giblets
- 073 Other poultry descriptor

PACKAGING

074 Packaging type (i.e. polyethylene bags, box, case etc.)

075 Container weight or weight range

076 Number of units or pieces per package

OTHER FEATURES (255 character limit)

001 _____

04

COMMENTS

077 Other packaging descriptor

01 PRODUCT

OTHER POULTRY AND SMALL GAME INCLUDING FROZEN, IN WHOLE OR PARTS

- 001 Duck
- 002 Goose
- 003 Guinea hen
- 004 Partridge
- 005 Pigeon
- 006 Quail
- 007 Rabbit
- 008 Squab (*young pigeon*)
- 009 Other poultry and small game

02 TYPE OF PRODUCTION

- 001 Primary product
- 002 Resale

03 PRODUCT CHARACTERISTICS

- 001 Brand name

- 002 Manufacturer's name of product

- 003 Product number

FORM

WHOLE

- 004 Cut up - whole
- 005 Not cut up - whole

PARTS

BREAST MEAT

- 006 Boneless skinless whole breasts
 - 007 Boneless skinless breast halves
 - 008 Breast filets
 - 009 Breast quarters
 - 010 Breast quarters without wings
 - 011 Breast tenderloins
 - 012 Split breast with ribs
 - 013 Split breast without ribs
 - 014 Whole breast with ribs
 - 015 Whole breast without ribs
 - 016 Other breast meat part descriptor
-

LEG MEAT

- 017 Drumsticks
 - 018 Leg quarters
 - 019 Skinless boneless thigh
 - 020 Thighs
 - 021 Thighs with back
 - 022 Whole legs
 - 023 Other leg meat part descriptor
-

WINGS

- 024 Full cut wings
 - 025 V-cut wings (*flat wing tip and drummette*)
 - 026 Drummettes
 - 027 Other wing part descriptor
-

GIBLETS AND BACKS

- 028 Necks
 - 029 Hearts
 - 030 Livers
 - 031 Gizzards
 - 032 Backs
 - 033 OTHER PART DESCRIPTORS
(incl. diced, etc.)
-

- 034 VARIETY PACKS (*i.e. mixed part combinations*)
-

- 035 **SIZE/SIZE RANGE** (*size range is more common*)
-

PRESERVATION STATE

- 036 Wet ice packed
 - 037 Chill packed
 - 038 Dry ice packed
 - 039 Individually quick frozen (IQF)
 - 040 Other preservation state
-

03 PRODUCT CHARACTERISTICS CONT.

FURTHER POULTRY DESCRIPTORS

- 041 Bone-in
- 042 Boneless
- 043 Certified organic
- 044 Free range
- 045 Cage free
- 046 GMO-free
- 047 Antibiotic-free
- 048 Frozen self basting
- 049 Fryer
- 050 Kosher
- 051 Nonkosher
- 052 Lean
- 053 Lowfat
- 054 Mechanically separated
- 055 Natural
- 056 Partially skinned
- 057 Pre-stuffed
- 058 Portion control
- 059 Ready-to-cook
- 060 Reduced fat
- 061 Roaster
- 062 Skin-on
- 063 Skinless
- 064 Sliced
- 065 Stewer
- 066 With neck and giblets
- 067 Without neck and giblets
- 068 Other poultry descriptor

PACKAGING

- 069 Packaging type (*i.e. polyethylene bags, box, case etc.*)
- 070 Container weight or weight range
- 071 Number of units or pieces per package
- 072 Other packaging descriptor

04 OTHER FEATURES (255 character limit)

001 _____

COMMENTS

01 PRODUCT

- 001 Canned poultry (*contains 20 percent or more poultry*)
- 002 Cooked or smoked turkey, including frozen containing 20 percent or more poultry (*except frankfurters, hams, and luncheon meats*),
- 003 Cooked or smoked chicken, including frozen, containing 20 percent or more poultry (*except frankfurters, hams, and luncheon meats*)
- 004 Cooked or smoked poultry frankfurters, including frozen, containing 20 percent or more poultry (*including wieners, sausages, bratwurst etc*),
- 005 Cooked or smoked poultry hams, including frozen, containing 20 percent or more poultry
- 006 Cooked or smoked poultry luncheon meat, including frozen, containing 20 percent or more poultry
- 007 Other cooked or smoked poultry, including frozen, containing 20 percent or more poultry

- 008 Other processed poultry and small game including frozen, containing 20 percent or more poultry (*dehydrated, raw-boned, etc.*)

02 TYPE OF PRODUCTION

- 001 Primary product
- 002 Resale

03 PRODUCT CHARACTERISTICS

- 001 Brand name

- 002 Manufacturer's name of product

- 003 Product number

FORM (cooked forms may be subsequently frozen later)

WHOLE

- 004 Cut up - whole
- 005 Not cut up - whole

PARTS

BREAST MEAT

- 006 Boneless skinless whole breasts
- 007 Boneless skinless breast halves
- 008 Breast filets
- 009 Breast quarters
- 010 Breast quarters without wings
- 011 Breast tenderloins
- 012 Split breast with ribs
- 013 Split breast without ribs
- 014 Whole breast with ribs
- 015 Whole breast without ribs

- 016 Other breast meat part descriptor

LEG MEAT

- 017 Drumsticks
- 018 Leg quarters
- 019 Skinless boneless thigh
- 020 Thighs
- 021 Thighs with back
- 022 Whole legs
- 023 Other leg meat part descriptor

WINGS

- 024 Full cut wings
- 025 V-cut wings (*flat wing tip and drummette*)
- 026 Drummettes
- 027 Other wing part descriptor

LUNCHEON/DELI STYLE MEATS (COLD CUTS, MUST BE PREDOMINANTLY POULTRY))

- 028 Chicken bologna
- 029 Chicken ham
- 030 Turkey bologna
- 031 Turkey salami
- 032 Turkey ham
- 033 Other luncheon or deli style meat

FROZEN DINNER ROAST/ROLL (UNCOOKED)

- 034 White meat frozen dinner roast/roll
- 035 White/dark meat combination frozen dinner roast/roll
- 036 Other frozen dinner roast/roll

FRANKFURTER OR SAUSAGE TYPE PRODUCT (MUST BE PREDOMINANTLY POULTRY)

- 037 Chicken dog
- 038 Turkey dog
- 039 Turkey bratwurst
- 040 Turkey sausage
- 041 Turkey frank
- 042 Corn dog
- 043 Other frankfurter type product

03 PRODUCT CHARACTERISTICS CONT. COOKED OR SMOKED POULTRY AND SMALL GAME (May be subsequently frozen)

044 SIZE/SIZE RANGE OF PRODUCT

PROCESSED FORM DESCRIPTIONS
(examples: nuggets, fillets, patties, diced etc.)

045 _____

FURTHER POULTRY DESCRIPTORS

- 046 Barbecued
- 047 Bone-in
- 048 Boneless
- 049 Breaded
- 050 Certified organic
- 051 Combination of deboned white and dark meat
- 052 Dark meat only
- 053 Free range
- 054 Cage free
- 055 GMO-free
- 056 Antibiotic-free
- 057 Fried
- 058 Frozen self basting
- 059 Frozen IQF
- 060 Grill marks added
- 061 Ground
- 062 Kosher
- 063 Nonkosher
- 064 Lean
- 065 Lowfat
- 066 Low salt
- 067 Marinated (basted)
- 068 Mechanically separated
- 069 Natural
- 070 Minced
- 071 Partially skinned
- 072 Pre-browned
- 073 Pre-seasoned
- 074 Pre-sliced
- 075 Pre-stuffed
- 076 Portion control
- 077 Ready-to-cook
- 078 Reduced fat
- 079 Rotisserie style
- 080 Skin-on
- 081 Skinless
- 082 Sweeteners added
- 083 Vacuum packed
- 084 White meat only
- 085 With neck and giblets
- 086 Without neck and giblets
- 087 Other poultry descriptor

PACKAGING

088 Packaging type (i.e. polyethylene bags, box, case etc.)

089 Container weight or weight range

090 Number of units or pieces per package

091 Other packaging descriptor

04 OTHER FEATURES (255 character limit)

001 _____

COMMENTS

DEFINITIONS

ANITBIOTIC-FREE-Designation that refers to a product that has no inclusion of antibiotics at any stage of its production process.

BREAST QUARTER – Half a breast, a wing, and a portion of the back.

BROILER/FRYER (WOG) – Young chickens of either sex (typically male) which are slaughtered within 6 to 10 weeks of age after their slaughter weight has reached between 1.5 to 3.5 pounds. Broilers are usually prepared by broiling beneath direct heat, flame or over glowing coals.

BROTH – Liquids resulting from cooking poultry in water. Examples are chicken or turkey broth.

CAGE-FREE-Birds that were not kept in cages. They were free to walk around the hen house , to perch on roosts, and lay eggs in nests. Cage-free does not denote anything about feed or other physical care of the birds.

CAPON – Male chickens that are castrated at about 1 ¾ pounds and then allowed to grow to a desired weight before being slaughtered. Caponizing renders male chickens capable of quicker growth (lowering feed costs) and results in superior flesh quality. Capons are typically used in the home as roasting chickens.

CHICK – Newly hatched chicken of either sex.

CHILL PACKED CHICKEN – Chicken that is typically packaged for retail sale and is kept chilled (not frozen through) by mechanical refrigeration between the packing plant to the store counter. The chicken is kept chilled between 26 to 28 degrees Fahrenheit on the outside which allows the inside of the chicken to be between 32 and 43 degrees Fahrenheit making thawing and preparation easier for consumers, as the chicken is not frozen through.

COCKEREL – Any male chicken less than a year old. These could be either broiler/fryers or roasters as desired. Most are slaughtered within 6 to 10 weeks.

CORNISH GAME HEN – Young, immature chicken derived from an English breed of chicken raised chiefly for crossing with other breeds to produce roasters. Usually processed at five to six weeks of age and not weighing more than two pounds ready-to-cook weight. Not to be confused with egg producing hens (spent hens).

CRYOGENIC VACUUM PACKED – Carbon dioxide (CO₂) gas or liquid nitrogen is used to lower the temperature of the fowl, the fowl is then placed into a plastic bag which has the air vacuumed from it and then sealed. This is different than DRY ICE PACKED (carbon dioxide packed) which uses solidified blocks of CO₂ as the refrigerant.

CUTLET - Slices from a whole muscle tissue. Turkey breast cutlets are an example.

CWT (Hundredweight) - A unit of measurement for weight used in certain commodities trading contracts. In North America, a hundredweight is equal to 100 pounds and is also known as a short hundredweight. In Britain, a hundredweight is 112 pounds and is also known as a long hundredweight.

DRUMETTE – The meaty upper part of a wing (not a whole wing). They begin as whole wings, which are then cut at the joint.

FREE RANGE POULTRY – A designation that means the bird was allowed to roam free outdoors, which may have a positive effect on the flavor of the poultry.

FRESH CHICKEN – The word fresh on the label of a chicken product indicates that the product has never been chilled or cooled below 26 degrees Fahrenheit.

FROZEN SELF BASTING – The poultry is injected with ingredients such as juices, oils, and seasonings before being frozen. When roasted the extra ingredients keep the meat moist and tender and provide extra flavor.

FROZEN TURKEY – Turkey that must be cooled to a temperature of 0 degrees Fahrenheit or colder even though turkey freezes at 26 degrees Fahrenheit. **HARD CHILLED TURKEY** is turkey which has been frozen to between 0 degrees and 26 degrees Fahrenheit. **FRESH TURKEY** is turkey which has never been allowed to be cooled to a temperature lower than 26 degrees Fahrenheit.

GIBLETS – The edible viscera of a fowl. These would include things like the heart, liver, gizzard, i.e. internal organs of a fowl often cooked separately.

GMO-FREE- Designation that a product does not contain any genetically modified organism (GMO) ingredients. Foods or food ingredients that have been altered at the gene level are referred to as being genetically modified organisms.

GRADE (QUALITY) – These are designations assigned by the USDA to poultry meat. Grades A, B, and C are examples. The grades are based on appearance (lack of defects, i.e. damaged flesh or missing parts) of the product primarily. Grade A is by far the most common as lower grades are less likely to be sold.

HEN – Female chickens that have reached sexual maturity and are most often used as egg layers. They are typically more than one year old. Female chickens must mature for between four to six months from birth, before being able to lay eggs. They are then productive for another 12 to 18 months of egg laying before being slaughtered. Hens may continue to lay eggs for as long as 4 to 5 years but after the first year the rate is considerably reduced and the usual practice is only to keep them for about 1.5 years.

INDIVIDUALLY QUICK FROZEN (IQF) – Using cryogenic equipment, products are frozen so fast that the juices in the meats are not allowed to form large ice crystals and damage the flavor, juiciness, and tenderness of the meat. Both raw and cooked products may be frozen IQF.

KILOGRAM- A metric unit of mass equal to 1000 grams or 2.205 pounds.

KOSHER SLAUGHTERING - Requires ritual slaughter of the fowl/game. The live bird is bled by a specially trained rabbi. This implies no special quality of the bird - only that it is slaughtered according to religious laws.

LEG (WHOLE LEG) – A thigh and drumstick, does not include a portion of the back.

LEG QUARTER – A thigh, a drumstick and a portion of the back.

MATURE TURKEY – An old turkey of either sex (usually in excess of 15 months of age) with coarse skin and toughened flesh.

MECHANICALLY SEPARATED – A poultry food product made by mechanically separating bone from muscle tissue of carcasses.

NATURAL CHICKEN OR TURKEY – This refers to chicken or turkey which has had limiting processing and has no artificial ingredients or coloring added to the product.

ORGANIC CHICKEN OR TURKEY – This refers to chickens or turkeys that were allowed to roam free outdoors (free range) and that have been fed only organic feed free of antibiotics and growth hormones.

PULLET – Female chicken less than a year old.

RAW BONED - Boneless raw meat.

ROASTERS – Typically fully grown male fowls fed and managed for a desired optimal size and weight and then slaughtered when prime for roasting whole. They are often stuffed with dressing and made the chief food in a large family dinner.

ROOSTER – Male chickens more than one year old (also known as cocks). These are typically used as breeder stock first before eventually being slaughtered.

SQUAB – A young immature pigeon of either sex, and is extra tender meat.

STEWING CHICKEN – Typically a mature female chicken (usually more than 10 months of age) with meat less tender than that of a roaster or roasting chicken and non-flexible breastbone tip. These are usually hens whose egg laying production has fallen due to age. The chicken meat ends up in soups for example.

TENDER – Any strip of breast meat.

TENDERLOIN – Inner pectoral muscle that lies alongside the breastbone.

TOM – The male of various animals. Turkey toms is an example.

WET ICE PACKED CHICKEN – Chicken that is cooled in ice and water and shipped in usually by truck in ice shavings at between 28 and 35 degrees Fahrenheit.

WHITE AND DARK MEATS – For both chickens and turkeys, the white meat comes primarily from the breasts and wings and the dark meats come from the thighs and drumsticks (leg).

WHOLESALE- Distributor of poultry products, that buys in bulk and sells to resellers rather than direct to consumers.

YOUNG CHICKEN – Commercially grown broiler-fryer and other young, immature birds, such as roasters and capons.

YOUNG TURKEY – Turkeys usually under 8 months of age. Turkeys are typically ready for marketing after between 18 and 22 weeks of growth.

TRANSACTION INFORMATION

MARKET/INTRA-COMPANY TRANSACTION

Market sale
Intra-company transfer
Same price to both

DOMESTIC/FOREIGN BUYER

Domestic buyer
Foreign buyer
Same price to both

TYPE OF BUYER

Wholesaler
Retailer
Restaurant
Food processor
Government
Exporter
Same price to all buyers

Other _____

Type of Buyer Code _____

BLS CONTRACT: YES NO

CONTRACT TERMS

Contract
No contract
Purchase order
Other _____

SIZE OF SHIPMENT/ORDER

Price Determining: Yes No
Size of Shipment

Other _____

Size of Order

Other _____

FREIGHT TYPE

Not Applicable
FOB Factory
Delivered
Delivered _____

ITEM PRICE

TYPE OF PRICE

Net transaction (actual shipment)
Net (list minus all adjustments indicated)
Estimated net
Average price
List (some adjustments indicated)
List

Other _____

NOTE: *For average prices, enter basis of average in Comments.*

UNIT OF MEASURE

Pound
Cwt
Case
Box
Bag
Kilogram
Each
Other _____

REPRICING CYCLE

Jan	M O S	Jul	M O S
Feb	M O S	Aug	M O S
Mar	M O S	Sep	M O S
Apr	M O S	Oct	M O S
May	M O S	Nov	M O S
Jun	M O S	Dec	M O S

COMMENTS

ADJUSTMENTS TO PRICE WORKSHEET

CASH DISCOUNT

Respondent name for discount

Complete cash discount structure

CASH SURCHARGE

Respondent name for surcharge

Complete cash surcharge structure

COMPETITIVE DISCOUNT

Not currently in effect

Respondent name for discount

Standard discount

Amount

Price reductions vary with market conditions

Average amount

Reported price reflects market condition reductions

SEASONAL DISCOUNT

Respondent name for discount

Discount on shipments

Discount on orders

Complete seasonal discount structure

Adjustment factor, by month, where applicable

Jan _____	Jul _____
Feb _____	Aug _____
Mar _____	Sep _____
Apr _____	Oct _____
May _____	Nov _____
Jun _____	Dec _____

TRADE DISCOUNT

Respondent name for discount

Amount

Offered to

QUANTITY DISCOUNT

Respondent name for discount

Amount

Required size

Discount on shipments

Discount on orders

Discount on both shipments and orders

OTHER DISCOUNT

Type of discount

Amount

Terms

OTHER DISCOUNT

Type of discount

Amount

Terms

OTHER SURCHARGE

Type of surcharge

Amount

Terms

ADJUSTMENTS TO PRICE

___ Adj None (No adjustments to price)

Adj Type	Adj Amount Terms	Adj Category	Adj Rep Applied	Adj Order Applied	Adj Sign	Adj Seas Flag	Adj Factor
Cash discount		D	Y N		* + -- %	Y N	
Cash surcharge		S	Y N		* + -- %	Y N	
Competitive		D	Y N		* + -- %	Y N	
Seasonal		D	Y N		* + -- %	Y N	(See Worksheet)
Trade		D	Y N		* + -- %	Y N	
Quantity		D	Y N		* + -- %	Y N	
		D S	Y N		* + -- %	Y N	
		D S	Y N		* + -- %	Y N	
		D S	Y N		* + -- %	Y N	
		D S	Y N		* + -- %	Y N	
		D S	Y N		* + -- %	Y N	

REPORTER ADDRESS INFORMATION

Reporter Name _____ Reporter Phone _____

Reporter Title _____ Reporter Fax _____

Reporter Company _____ Primary Email _____

Reporter Address Street _____ Secondary Email _____

Reporter Address City _____ Reporter Address State _____ Reporter Address Zip _____

Overlap Reporter Code _____ Repricing Method _____