

BEEF IT UP

By treating underutilized cuts with knowledge and kindness, you'll be putting money on the bottom line.

~ By Karen Weisberg ~



Coulotte



Coulotte Steak



Americans continue their long-term love affair with beef no matter that prices continue to rise. According to The Beef Checkoff, beef remains the No. 1 protein choice on the menu. And, over the past year, beef volume increased by 79 million pounds to 8 billion pounds.

Beef equates with value to many consumers when eating out, and savvy chefs have at least two options for reducing food costs while increasing profits: They can shrink portion size, and/or choose an underutilized cut and treat it knowledgeably so that the end result is just as flavorful, tender and appealing as a more costly cut.

The big three

With lots of cuts to choose from, Dave Zino, executive chef for the National Cattlemen's Beef Association, a contractor for the Beef Checkoff Program, sees Coulotte Steak, Ribeye Cap and

Strip Filet as the three emerging and popular beef cuts now popping up on menus across the country. He says he especially values their versatility and ability to flex across both upscale applications and more casual offerings.

The coulotte steak is ideal for providing the full sirloin experience at a lower cost, Zino says. "This cap of the sirloin has been very popular in South America for years." He suggests searing it, fat side down, rendering some of the fat, flipping it, browning the lean side and roasting it in the oven. Use it center of the plate for breakfast or lunch, or use sliced or cubed.

For the ultimate steak lover, there's the ribeye cap, the piece of meat that sits on top of the ribeye, and Zino's favorite of the three emerging cuts. "If you pull the cap off, you have a nice piece of beef—cook it as a steak or perhaps roll it into a roulade. It's the piece everyone fights over, and if you didn't order it, you wish you had."

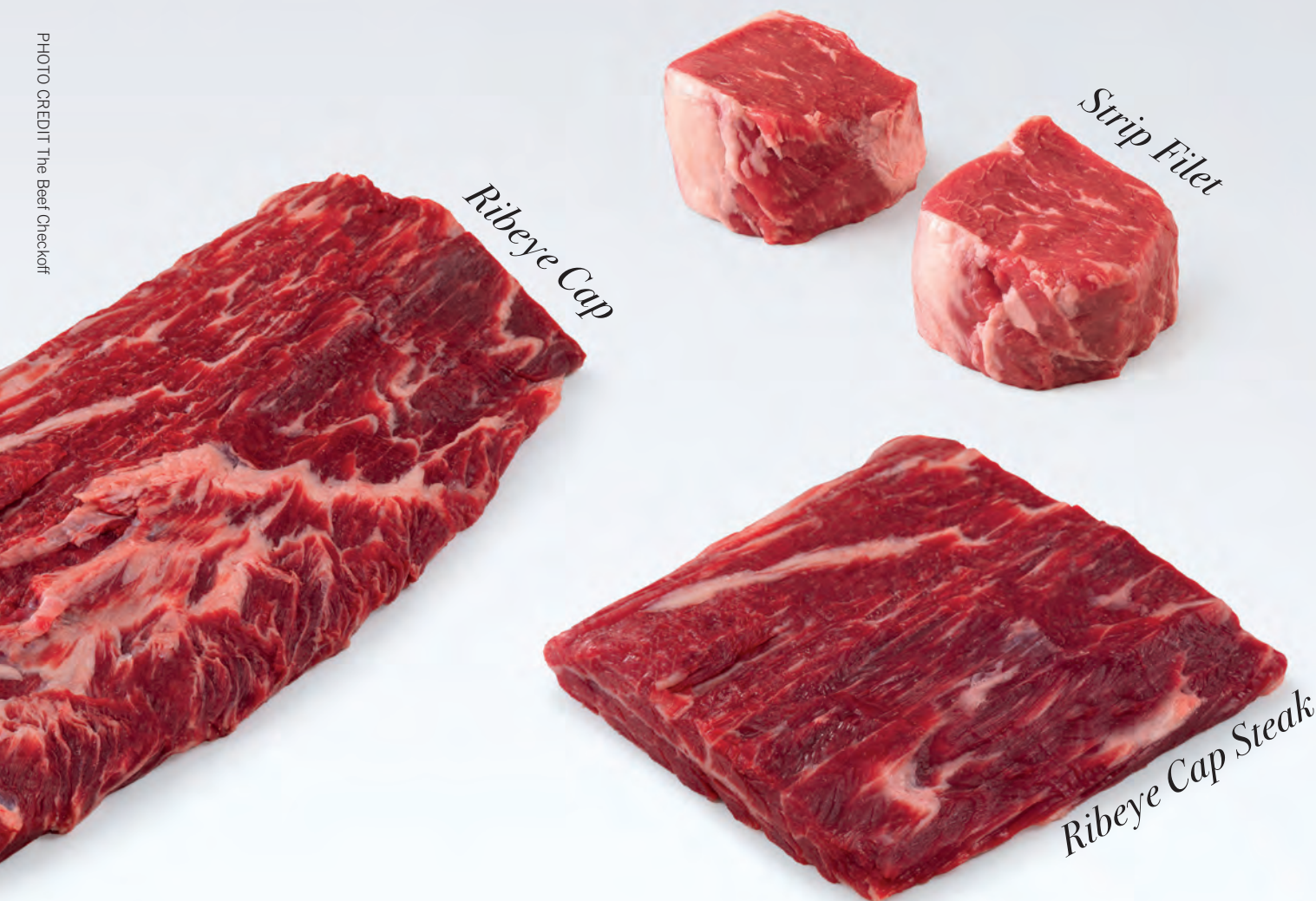


PHOTO CREDIT The Beef Checkoff



Actually, whatever you create from the ribeye becomes upscale when you call it “ribeye” on the menu. “With its buttery rich flavor, you don’t need to do a lot to make the ribeye cap special,” Zino says. “I like it fanned out—a nice pink medium-rare. It goes to your brain and says, wow.”

A strip filet provides New York strip flavor and looks similar to a filet mignon. “Just cut the strip roast crosswise into 1-2 inch portions for round, right-sized steaks that maintain their juicy tenderness even at high temperatures,” Zino says.

All three cuts are dry-heat cooked in an oven or on a flattop grill, or flame-grilled. “I’d start on the flattop, brown on both sides, then finish in the oven,” Zino says. “A simple salt and pepper or garlic-pepper or house seasoning is best. Don’t mess with a star—less is more.”

As a selling point, Zino suggests that chefs bring in a whole subprimal. He says that although subprimals are being cut differently, “there’s no new knowledge that a chef needs to bring to it. It does give them opportunities to stretch their menu and keep beef on it.”

During the meat-centric courses that Thomas Schneller, associate professor of culinary arts, teaches at The Culinary Institute of America (CIA), Hyde Park, New York, he’s sure to emphasize the need for chefs to be mindful of portion size as well as the style of the cut to reduce food costs while increasing profits.

“I’m seeing very, very high quality in smaller portions,” he says. “I see the classic ribeye steak with the cap removed. Some chefs are making a ribeye medallion, so it’s a smaller, solid portion, and calling it a Delmonico steak. Then, they’re taking the cap and

using it stuffed and rolled into shape, so it can also be a medallion, almost as tender as tenderloin with a lot more flavor.”

The beef muscle above the knee could also be isolated, cut and sold. “It’s basically four muscles together,” Schneller notes. “If separate, it can be fairly tender and might be usable as an inexpensive 8-ounce steak, or sliced thicker for a steak salad—like a London broil-style slicing steak.”

Burgers go upscale

Schneller notes that the upscale burger market is big now, with high-end grind popping up on menus from coast to coast. At the CIA, a dry-aged burger is prepared and menued on campus.

As the protein changes and evolves over time, dry-aged beef acquires a more complex flavor. It’s also more expensive, and there’s a certain amount of shrinkage to take into account.

A number of high-end beef purveyors provide dry-aged beef, but many chefs devote space in the cooler to do it themselves. “The cooler should be about 38°F-39°F. Typically, 21-28 days is minimum to get any sort of flavor,” Schneller says. “You also need to pay attention to the humidity and air flow when dry-aging the cut and grinding it for a burger.”

Some chefs are also dry-aging brisket to blend with round for a tasty and cost-effective grind, he says.

Grass-fed burgers are also increasingly popular. The price is high, but you’re able to charge more. Schneller says that on its own, grass-fed beef doesn’t have the marbling score, but a burger is a way to present grass-fed without the worry of it being dry.

It’s all in the prep

Derin Moore, CMC, corporate chef for Atlanta-based broadline distributor Performance Foodservice ROMA, educates consumers about culinary trends. From his perspective, the sirloin is of most interest, because “everyone is looking at cost-saving measures without losing quality.”

Top sirloin is akin to what’s menued at Outback Steakhouse or LongHorn Steakhouse. “It’s their ‘filet,’ not cut off the tenderloin,” Moore says.

Knowing how to handle underutilized cuts so that they eat like prime cuts is key to a successful outcome. This could be accomplished by marinating, jaccarding (tenderizing with a machine studded with a series of needles) or sous vide—or a combination of all three methods.

To prepare a ball tip steak, Moore suggests holding the cut at a consistent low temperature for a long time to break down the muscle so it’s tender. The knuckle and the coulotte, both tougher cuts, are ideal in a slow-cooking application for 3-4 hours. “Then, serve with mashed potatoes as a home-cooked meal at a reasonable price in a more casual environment, perhaps in a casual outlet in a hotel or a nursing home,” he says.

This ribeye cap steak, brushed with miso glaze, is sliced 1/2-inch thick, drizzled with scallion oil, and garnished with a shiso leaf and scallions.



Short ribs become succulent by jaccarding, then marinating, followed by sous vide—long, slow, moist cooking for 18 hours. “Then, cool, sear and portion,” Moore says. “You’ll be serving something that was dark and rustic but now is medium-rare and tender.”

“You can navigate your profitability and make these cuts extremely elegant. You’re putting money on the bottom line.”

Wagyu on the menu

As business development manager for foodservice, Meat & Livestock Australia, Washington, D.C., it’s Catherine Golding’s job to closely monitor American beef trends. Although recently arrived from Sydney, it quickly became evident to her that grass-fed is a trend steadily growing in the U.S., and a valuable call-out on the menu. “Australian beef has a natural advantage, since 70% of our cattle are pasture-raised,” Golding says. Overall, the term “grass-fed” comes with health as well as ethical connotations. “Consumers and diners want to know it has that health halo,” she adds. “Also, it’s cost-competitive.”

Following a trip to Australia, Conor Hanlon, executive chef at The Dutch, W South Beach, Miami Beach, Florida, was impressed by the grass-fed heritage cattle he saw during his visits to ranches and processing plants. At The Dutch, he menus a 32-ounce Australian wagyu tomahawk. “Americans love beef, but the price of prime beef has gone up about \$10 per pound over the previous year,” he says. “Most Americans aren’t attuned to commodity market prices, so to put red meat on the menu, you need to move away from tradition and make the menu both exciting and cost-effective.”

Previously, Hanlon was menuing a 40-ounce bone-in, dry-aged ribeye that was expensive to start with and steadily increasing in cost. He was also serving an 18-ounce bone-in, prime dry-aged New York strip. “I recently switched the prime dry-aged ribeye to an Australian wagyu product,” he says. “Here, in South Florida, guests are more receptive to those terms—wagyu and Kobe—versus ‘dry-aged.’”

The tomahawk is a ribeye cut that is thinner but wider than Hanlon had been receiving, and it attains a better char-to-meat ratio. “You eat meat for that caramelization,” he says. “Plus, it cooks a bit faster, since it’s not as thick. It’s out the door in 20-25 minutes for medium-well versus 45-50 minutes for the previously menued ribeye. So it cuts the service time in half.”

Even though people are willing to pay more for wagyu, Hanlon wouldn’t use it for a skewer presentation. However, when butchering in-house, the trimmings can be saved to grind up and fold into burgers. “I wouldn’t say it’s a wagyu burger on the menu unless it’s more than 50% of the meat,” he says. “But I could say it’s a wagyu blend. You can boost the price a bit, but I wouldn’t go crazy with it.”

Diversify

With more than a century in the cattle business, Dallas-based Rosewood Ranches and Jack Rose Cattle Co. introduced its Rosewood Texas-raised wagyu in 2014. Probably no one knows its attributes better than Michael Scott, CEC, AAC, who was hired to assist chefs in their efforts to use underutilized muscles. “I went through this animal tip to tip, and traveled the country to train and show chefs how to diversify the proteins on their menus and use them profitably,” Scott says.

Teres major has been his favorite beef cut since the mid 1980s, when he trained with chef Shoji Yano at Shinjuku, Tokyo. “It’s a smaller muscle on the cattle, about the size of a pork tenderloin,” he says. “You can take this and make small medallions or roast whole—cook it high, dry and fast like you would a tenderloin.”

To create something unique for a recent James Beard dinner, Scott, who is executive chef at Northwood Country Club, Dallas, assisted chef Bernard Guillas, executive chef at The Marine Room and La Jolla Beach & Tennis Club, San Diego, in braising beef cheeks, a truly unique underutilized cut. “We braised them in red wine, mirepoix, plum wine, star anise and cinnamon,” he says. “After braising off the liquid, the yield was a tender, flavorful piece of meat.” ■

Left to right: Braised wagyu beef cheeks with sweet potatoes, wild mushrooms and baby carrots from Michael Scott. Thomas Schneller, right, teaches his Culinary Institute of America students to work with underutilized cuts to reduce food costs and increase profits. Here, he grades roasts with teaching assistant Kevin McCann.

NEW YORK-BASED AWARD-WINNING JOURNALIST KAREN WEISBERG HAS COVERED THE ISSUES AND LUMINARIES OF THE FOOD-AND-BEVERAGE WORLD—BOTH COMMERCIAL AND NONCOMMERCIAL—FOR MORE THAN 25 YEARS.

BEEF BRISKET, DECKLE OFF, BONELESS

IMPS 120

The average weight for a Beef Brisket, Deckle-Off, Boneless is 10 to 12 pounds. The cut consists of two major muscles, the *Pectoralis profundi* and *Pectoralis superficialis*, which can be merchandised as one piece (IMPS 120), separately (IMPS 120A – Flat Cut, and IMPS 120B – Point Cut) or as a 2-piece brisket (IMPS 120C).

The Brisket is most popularly used for regional BBQ items and Corned Beef, but can also be used as a pot roast.



URMIS

Brisket Flat, Point Off — 1629
Brisket Flat Half — 1623
Brisket Middle — 1626
Brisket Point — 1627

Grade Recommendation

Choice or higher for best tenderness

Preparation

Best prepared using moist or indirect dry heat. This cut becomes tender with long, slow cooking and braising. Increase flavor development by smoking, and carve into uniform, thin slices.

Nutritional Information

Per 3-ounce cooked serving: 167 calories; 5g fat (2g saturated fat; 2g monounsaturated fat); 28g protein; 0.3mg vitamin B6; 2.1mcg vitamin B12; 2.4mg iron; 6.8mg zinc. **This cut also meets government guidelines for lean.**



IMPS 120A

Brisket Flat



IMPS 120B

Brisket Point



For recipes such as

Texas BBQ Brisket and others, visit BeefItsWhatsForDinner.com.



Beef Shoulder Cutting Schematic



Beef, Shoulder Clod
IMPS/NAMP 114



Shoulder Center
IMPS/NAMP 114 E



Top Blade
IMPS/NAMP 114 D



Shoulder Tender
IMPS/NAMP 1114 F



Trimmed Shoulder Center
Rope Removed



Beef Shoulder Top Blade
Steak (Flat Iron)



Shoulder Petite Tender Roast
UPC codes: 1030 or 1845



Long Head/Lateral Head



Beef Shoulder Top Blade
Steaks (Flat Iron)
UPC codes: 1166 or 1981



Shoulder Petite
Tender Medallions
UPC codes: 1164 or 1979



Long Head/Lateral Head
Separated



Beef Shoulder Center
Steaks (Ranch Steak)
UPC codes: 1162 or 1977



Beef for Stir-Fry
and Kabobs
UPC codes: 1724 or 2539

Benefits of Beef Shoulder Cuts

Beef Shoulder Center Steaks (Ranch Steak)

- Great on the grill.
- Juicy with good beef flavor.
- Steaks offer small, versatile size.
- Moderately tender when cooked to medium-rare doneness.
- Meet Nutrition Labeling and Education Act requirements for lean.

Beef Top Blade Steaks (Flat Iron)

- From second most tender muscle in the carcass.
- Versatile steaks – various portioning options and multiple cooking methods.
- Tender, flavorful and juicy.

Beef Shoulder Petite Tender Medallions, Beef Shoulder Petite Tender Roasts

- Upscale applications.
- Flavorful and tender.
- Quick-cooking.
- Meet Nutrition Labeling and Education Act requirements for lean.



FUNDED BY THE BEEF CHECKOFF

TOP BLADE (FLAT IRON) STEAKS

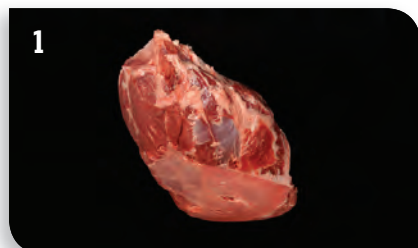
Subprimal Name* 114D (IMPS) Beef Chuck, Shoulder (Clod), Top Blade

To optimize tenderness, wet age 14 days for Premium Choice and Select**

*Institutional Meat Purchase Specifications (IMPS), 2010 **Industry Guide for Beef Aging, 2006



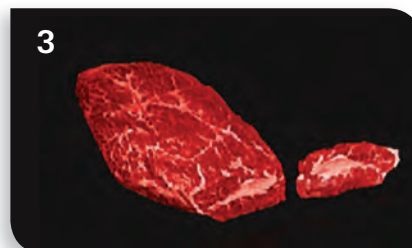
CUTTING GUIDE



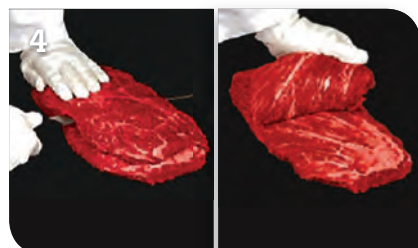
The Top Blade (*Infraspinatus* muscle) can be cut from the 114 (IMPS) Beef Chuck, Shoulder (Clod) or purchased as an individual muscle. The external side has surface fat and white connective tissue that should be removed. The internal side has smooth connective tissue that also should be removed.



After denuding both sides of the Top Blade, locate and remove the small area of connective tissue and lean material outlined here with a dotted line.



Locate the thick internal connective tissue by squaring off the thick end of the Top Blade. This connective tissue runs the entire length of the Top Blade.



Position knife just above internal connective tissue and cut lengthwise along it from end to end, leaving the connective tissue attached to the bottom lean portion. You may check your progress, but the common pull and cut method is not recommended because the muscle is very tender and can be scored easily.



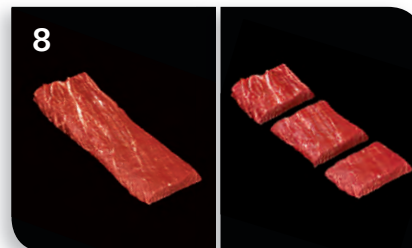
Remove any thick connective tissue remaining on the top lean portion (left piece in photo). The connective tissue attached to the bottom lean portion (right piece in photo) will be removed in the next step.



Flip the bottom lean portion so that the connective tissue rests on the cutting surface. Make a two-inch cut between the connective tissue and bottom lean portion. Place knife in the two-inch cut. Then, pushing the knife against the connective tissue, grab the tissue and pull it toward you until the connective tissue is completely removed from the lean portion.



Remove and discard any connective tissue remaining on the bottom lean portion.



Leave top and bottom lean portions whole and use as a Beef Shoulder Top Blade (Flat Iron) Steak (114D IMPS). Alternatively, cut top and bottom lean portions into Beef Shoulder Top Blade (Flat Iron) Steaks (114D IMPS).



SHOULDER TENDER (PETITE TENDER)

Subprimal Name* 114F (IMPS) Beef Chuck, Shoulder Tender (IM)

To optimize tenderness, wet age 14 days for Premium Choice and Select**

*Institutional Meat Purchase Specifications (IMPS), 2010 **Industry Guide for Beef Aging, 2006



CUTTING GUIDE



1
The Shoulder Tender (*Teres major* muscle) can be cut from the 114 (IMPS) Beef Chuck, Shoulder (Clod) or purchased as an individual muscle. The Shoulder Tender also is referred to as the Petite Tender. Remove all visible external fat and connective tissue.



2
The denuded Shoulder Tender (Petite Tender) can be left whole as a Roast (114F IMPS).



3
Alternatively, portion end to end to create Shoulder Tender (Petite Tender) Medallions (114F IMPS). End pieces can be used as premium Kabobs or lean Stew Meat.



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the Beef Checkoff.

SHOULDER CENTER (RANCH) STEAKS

Subprimal Name* 114E (IMPS) Beef Chuck, Shoulder (Clod), Arm Roast

To optimize tenderness, wet age 21 days for Premium Choice and Select**

*Institutional Meat Purchase Specifications (IMPS), 2010 **Industry Guide for Beef Aging, 2006



CUTTING GUIDE



The Shoulder Center (*Triceps brachii* muscle) can be cut from the 114 (IMPS) Beef Chuck, Shoulder (Clod) or purchased as an individual muscle. The Shoulder Center is made up of the Long Head and the Lateral Head (not visible because it is located on the opposite side). A small, elongated muscle, known informally as the "rope," is attached to the side of the Shoulder Center and outlined here with a dotted line. Remove the rope muscle.



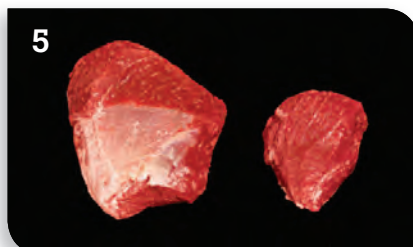
Flipped and trimmed Shoulder Center. The Lateral Head and the internal connective tissue are visible. The dotted line indicates the portion of the Lateral Head that should be removed in subsequent steps to expose thick Long Head connective tissue.



Follow the natural seam to initiate partial separation of the Lateral Head from the Long Head.



Remove the Lateral Head by following the natural seam halfway through the length of the muscle where the connective tissue begins to thin out. At this point, rather than following the connective tissue, cut away from it at a 20° angle. Continue to cut to remove the remaining top portion of the Lateral Head. A small portion of the Lateral Head will remain on the Long Head.



The thick portion of the internal connective tissue on the Long Head is now exposed. Remove the exposed connective tissue.



The portion of the internal connective tissue that remains attached to the Long Head is very thin and does not need to be removed.



Cut steaks 3/4" to 1" thick across the grain from the Long Head. These Shoulder Center (or Arm) Steaks (114E IMPS) often are referred to as Ranch Steaks.



The portion of the Lateral Head that is removed from the Long Head can be merchandized as a Shoulder Center Roast or into strips, Stir Fry, Stew Meat, etc.



Boneless Country-Style Beef Chuck Ribs



Subprimal Name* 116D (IMPS/NAMP) Beef Chuck, Chuck Eye Roll or remove the Chuck Eye from the whole 116A (IMPS/NAMP) Beef Chuck, Chuck Roll

URMIS Name** Beef Chuck Eye Country-Style Ribs Boneless

*The Meat Buyers Guide, NAMP

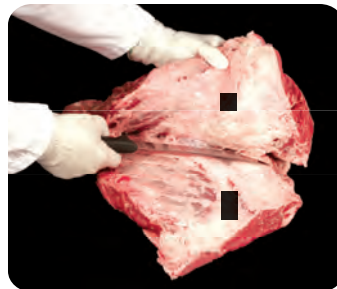
**Uniform Retail Meat Identity Standards

CUTTING GUIDE

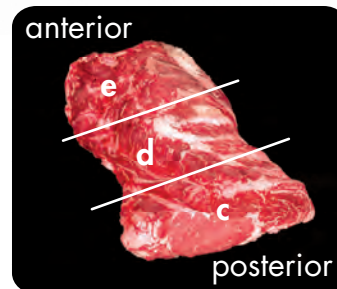
1 Start with the 116A (IMPS/NAMP) Beef Chuck, Chuck Roll. The Chuck Roll can be further divided into two components, the Chuck Eye Roll (IMPS/NAMP) 116D (a) and the Under Blade Roast (IMPS/NAMP) 116E (b).



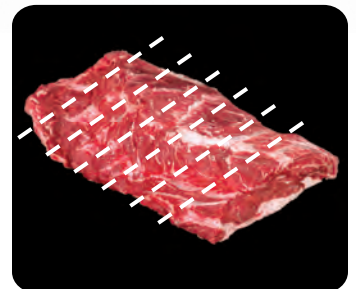
2 Separate the Chuck Eye Roll (a) from the Under Blade (b).



3 116D Beef Chuck Eye Roll. Separate the Chuck Eye Steak section (c) from the posterior end. This can be used to generate three, 3/4 to 1-inch Chuck Eye Steaks.



4 Generate Boneless Country-Style Ribs from any remaining portion of the Chuck Eye Roll. Cut portions 1-1/4 to 1-1/2 inch thick.



5 With cut surface facing up, cut in half lengthwise to generate two ribs.



6 Any portion of the Chuck Eye Roll can be merchandised as Boneless Country-Style Beef Chuck Ribs.

DELMONICO STEAK

Subprimal Name* 116D (IMPS) Beef Chuck, Chuck Eye Roll or remove the Chuck Eye from the whole 116A (IMPS) Beef Chuck, Chuck Roll

To optimize tenderness, wet age 14 days for Premium Choice and Select.**

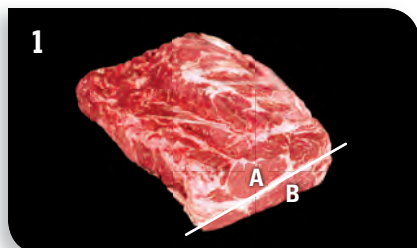
*Institutional Meat Purchase Specifications, (IMPS) 2010 **Industry Guide for Beef Aging, 2006 ***Uniform Retail Meat Identity Standards



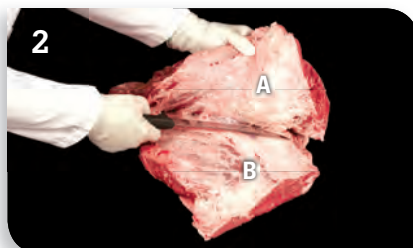
URMIS Name***

Beef Chuck Eye Steak
Boneless U.P.C. 1102 Beef
Chuck Eye Steak Boneless

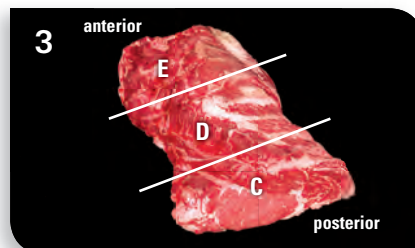
CUTTING GUIDE



Start with the 116A (IMPS) Beef Chuck, Chuck Roll. The Chuck Roll can be further divided into two components, the Chuck Eye Roll (IMPS) 116D (A) and the Under Blade Roast (IMPS) 116E (B).



Separate the Chuck Eye Roll (A) from the Under Blade (B).



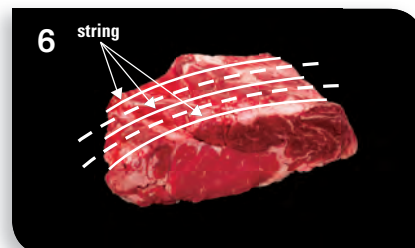
116D Beef Chuck Eye Roll. Separate the Delmonico Steak section (C) from the posterior end. This can be used to generate Delmonico Steaks.



Starting at the posterior end, generate three, 3/4 - 1-inch Delmonico Steaks.



Delmonico Steaks: Portion Cut 116D (IMPS); UPC 1102 Beef Chuck Eye Steak Boneless.



For a more consistent shape, tie the Delmonico Steak section (C) one inch apart, using light tension. Cut in between strings (indicated by dotted lines) to generate Delmonico Steaks.



Delmonico Steaks (tied).



The Denver Cut

Subprimal Name* 116G (IMPS/NAMP)
Beef Chuck, Under Blade, Center (IM) or
remove Under Blade from the whole 116A
(IMPS/NAMP) Beef Chuck, Chuck Roll

URMIS Name** Beef Chuck Under Blade
Center Steak Boneless

To optimize tenderness, wet age 21 days
for Select and Choice.***

*The Meat Buyers Guide, NAMP

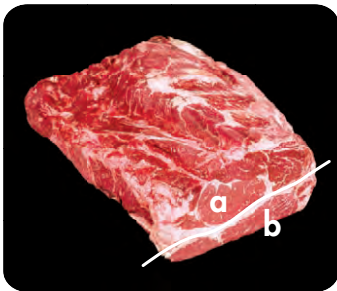
**Uniform Retail Meat Identity Standards

***Industry Guide for Aging, 2006

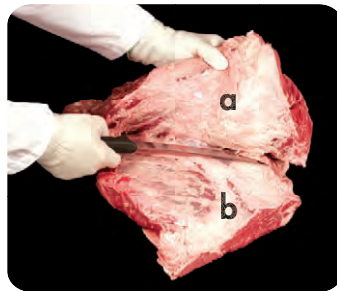


TO MAXIMIZE CUTTING SPEED†

1 Start with the 116A (IMPS/NAMP) Beef Chuck, Chuck Roll. The Chuck Roll can be further divided into two components, the Chuck Eye Roll (IMPS/NAMP) 116D (a) and the Under Blade Roast (IMPS/NAMP) 116E (b).



2 Separate the Chuck Eye Roll (a) from the Under Blade (b).



3 116E Beef Chuck Under Blade Roast. The Under Blade is comprised of three muscles: Rhomboideus (c), Splenius (d) and Serratus Ventralis (e). Remove (c) from the Under Blade by following the natural seam. This muscle (c) can be used for stew or cubed steak.



4 Remove Splenius (d) from the Under Blade following the natural seam.



5 116G Beef Chuck, Under Blade, Center (IM) untrimmed.



6 Remove all surface fat and connective tissue. Then, remove any internal fat pockets exceeding 1/4 inch in diameter.



7 Starting at the posterior (thickest) end, cut steaks end-to-end, 3/4 to 1-inch thick.

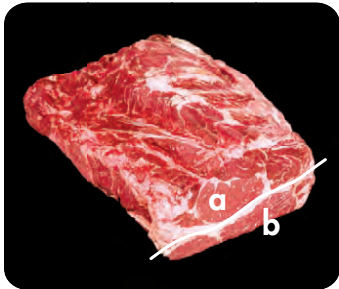


8 Denver Cut Steaks.

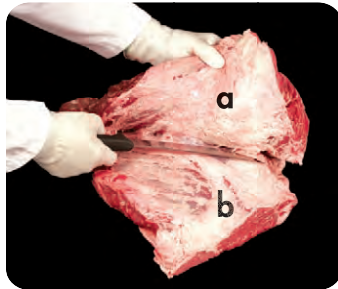
†Following on pages 2-4 are other cutting methods.

The Denver Cut

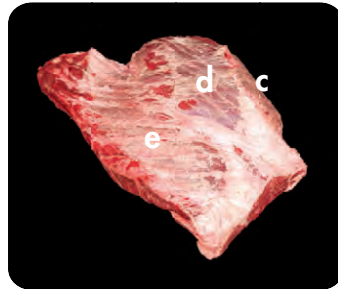
TO MAXIMIZE PORTION CONTROL



1 Start with the 116A (IMPS/NAMP) Beef Chuck, Chuck Roll. The Chuck Roll can be further divided into two components, the Chuck Eye Roll (IMPS/NAMP) 116D (a) and the Under Blade Roast (IMPS/NAMP) 116E (b).



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6 Remove all surface fat and connective tissue. Then, remove any internal fat pockets exceeding 1/4 inch in diameter.



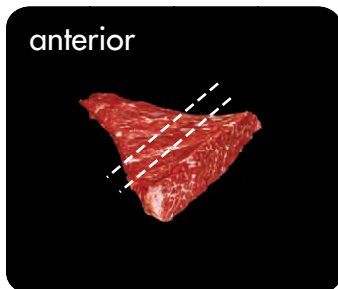
7 Find where the muscle angles towards the anterior end and cut through the muscle to generate a larger posterior piece for portioning.



8 Cut against the muscle fibers to generate steaks 3/4 to 1-inch thick.



9 Denver Cut Steaks.



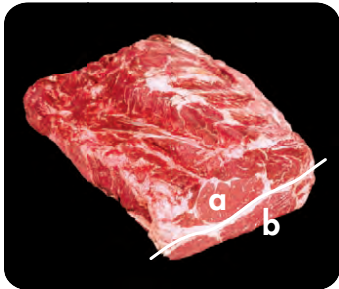
10 Cut the remaining anterior portion to generate steaks 3/4 to 1-inch thick.



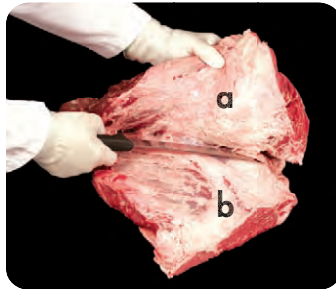
11 Denver Cut Steaks.

The Denver Cut

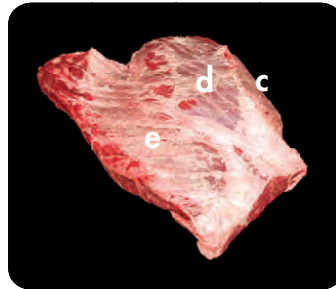
TO MAXIMIZE VISUAL APPEAL (REMOVAL OF VEIN)



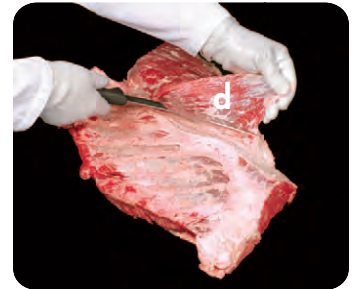
1 Start with the 116A (IMPS/NAMP) Beef Chuck, Chuck Roll. The Chuck Roll can be further divided into two components, the Chuck Eye Roll (IMPS/NAMP) 116D (a) and the Under Blade Roast (IMPS/NAMP) 116E (b).



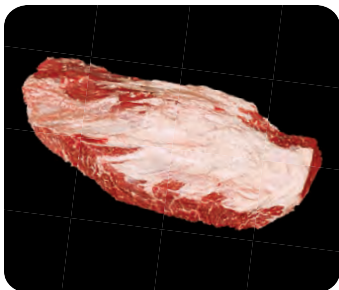
2 Separate the Chuck Eye Roll (a) from the Under Blade (b).



3 116E Beef Chuck Under Blade Roast. The Under Blade is comprised of three muscles: Rhomboideus (c), Splenius (d) and Serratus Ventralis (e). Remove (c) from the Under Blade by following the natural seam. This muscle (c) can be used for stew or cubed steak.



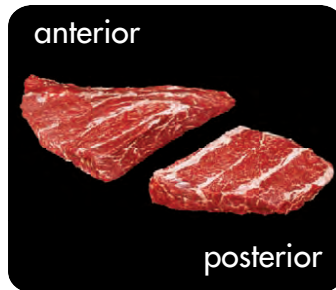
4 Remove Splenius (d) from the Under Blade following the natural seam.



5 116G Beef Chuck, Under Blade, Center (IM) untrimmed.



6 Remove all surface fat and connective tissue. Then, remove any internal fat pockets exceeding 1/4 inch in diameter.



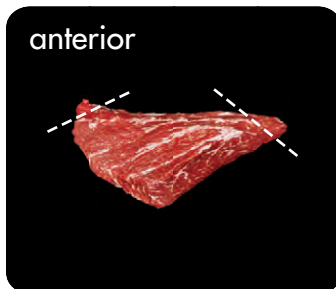
7 Locate the vein at the fourth rib. Cut into two pieces, then remove the exposed vein and fat seam.



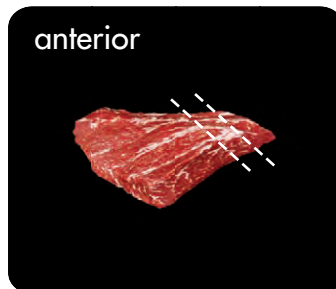
8 As indicated by the dotted lines, cut against the muscle fibers to generate steaks 3/4 to 1-inch thick.



9 Denver Cut Steaks.



10 Locate the direction of the muscle fiber and cut as indicated by the dotted lines to square-off the muscle. These pieces can be used for stew and short ribs.



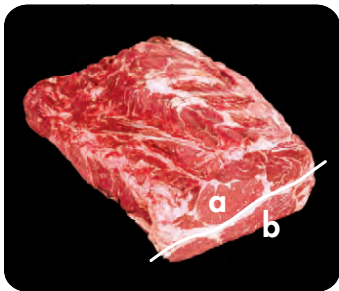
11 Cut against the muscle fibers to generate steaks 3/4 to 1-inch thick.



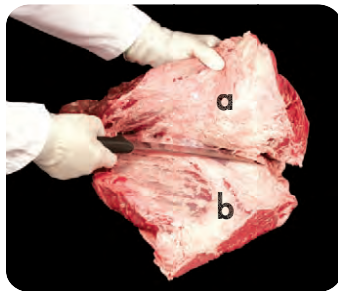
12 Denver Cut Steaks.

The Denver Cut Filet Style

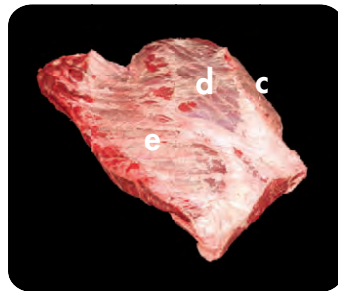
CUTTING GUIDE



1 Start with the 116A (IMPS/NAMP) Beef Chuck, Chuck Roll. The Chuck Roll can be further divided into two components, the Chuck Eye Roll (IMPS/NAMP) 116D (a) and the Under Blade Roast (IMPS/NAMP) 116E (b).



2 Separate the Chuck Eye Roll (a) from the Under Blade (b).



3 116E Beef Chuck Under Blade Roast. The Under Blade is comprised of three muscles: Rhomboideus (c), Splenius (d) and Serratus Ventralis (e). Remove (c) from the Under Blade by following the natural seam. This muscle (c) can be used for stew or cubed steak.



4 Remove Splenius (d) from the Under Blade following the natural seam.



5 116G Beef Chuck, Under Blade, Center (IM) untrimmed.



6 Remove all surface fat and connective tissue. Then, remove any internal fat pockets exceeding 1/4 inch in diameter.



7 Find where the muscle angles towards the anterior end and cut through the muscle to generate a larger posterior piece for portioning.



8 Start with blade at center of the muscle.



9 Cut through the center of the muscle to generate two filets.



10 Denver Cut Filet Style.



11 Cut the remaining anterior portion to generate steaks 3/4 to 1-inch thick.



12 Denver Cut Steaks.

The Sierra Cut

Subprimal Name* 116F (IMPS/NAMP) Beef Chuck, Under Blade, Flat Cut (Splenius) (IM) or remove Under Blade from the whole 116A (IMPS/NAMP) Beef Chuck, Chuck Roll

URMIS Name** Beef Chuck Under Blade Flat Boneless

U.P.C. 1097 Beef Chuck Under Blade Flat Boneless

To optimize tenderness, wet age 21 days for Select and Choice.***

*The Meat Buyers Guide, NAMP

**Uniform Retail Meat Identity Standards

***Industry Guide for Beef Aging, 2006

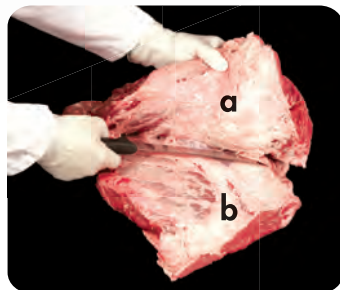


CUTTING GUIDE

1 Start with the 116A (IMPS/NAMP) Beef Chuck, Chuck Roll. The Chuck Roll can be further divided into two components, the Chuck Eye Roll (IMPS/NAMP) 116D (a) and the Under Blade Roast (IMPS/NAMP) 116E (b).



2 Separate the Chuck Eye Roll (a) from the Under Blade (b).



3 116E Beef Chuck Under Blade Roast. The Under Blade is comprised of three muscles: Rhomboideus (c), Splenius (d) and Serratus Ventralis (e). Remove (c) from the Under Blade by following the natural seam. This muscle (c) can be used for stew or cubed steak.



4 Remove Splenius (d) from the Under Blade following the natural seam.



5 Splenius (IM) untrimmed.



6 To generate the Sierra Cut, remove all fat and connective tissue. This can be executed using semi-automated skinners.

FABRICATING THE RIBEYE

Subprimal Name* 112A (IMPS/NAMP) Beef Rib, Ribeye, Lip-On (tail)

To optimize tenderness, wet age 14 days for Choice, 21 days for Select.**

*The Meat Buyers Guide, NAMP

**Industry Guide for Beef Aging, 2006

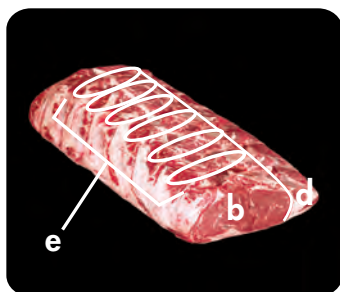


112C (IMPS/NAMP)
Beef Rib, Ribeye (IM)

112D (IMPS/NAMP)
Beef Rib, Ribeye Cap (IM)

CUTTING GUIDE

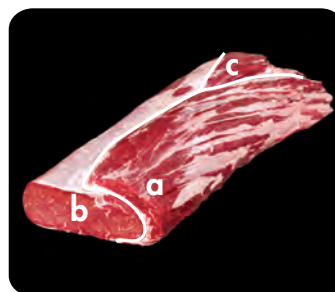
1 Start with the 112A (IMPS/NAMP) Beef Rib, Ribeye, Lip-On.



2 Locate and remove the Ribeye tail (d) and the intercostal muscles (e). These muscles are located on the internal surface where the back rib would be found.



3 112 Beef Rib, Ribeye Roll. The Ribeye Roll consists of the Spinalis Dorsi (a), the Longissimus Dorsi (b), and the Complexus (c). Trim and remove the Complexus (c), then all fat and connective tissue from the Spinalis Dorsi (a), also known as the Ribeye Cap.



4 Locate the fat seam underneath the Ribeye Cap. Follow the natural seams to remove the Ribeye Cap (a) from the Ribeye Roll.



5 Portion into steaks or roasts. 112D (IMPS/NAMP) Beef Rib, Ribeye Cap (IM)



6 Portion into steaks or roasts. 112C (IMPS/NAMP) Beef Rib, Ribeye (IM).

180 Beef Top Loin, Strip Loin, Boneless

Top Loin Filet



1. Start with a whole Top Loin.



2. From the sirloin end of the loin, cut three 3/4" to 1" thick beef top loin "vein" steaks.



3. Package "vein" steaks and display in your case.



4. Locate and remove tail from the loin



5. Remove heavy connective tissue on the thicker back side. Cut in half lengthways.



6. Remove any unwanted fat and connective tissue now or during the steak trimming process.



7. Use either half to generate loin filets. Net or tie (optional) Halves.



8. Cut into 1" thick filets.

Top Loin, Petite Roast



1. Start with a whole Top Loin.



2. From the sirloin end of the loin, cut three $\frac{3}{4}$ " to 1" thick beef top loin "vein" steaks.



3. Package "vein" steaks and display in your case.



4. Locate and remove tail from the loin.



5. Remove heavy connective tissue on the thicker back side. Cut in half lengthways.



6. Remove any unwanted fat and connective tissue now or during the steak trimming process.



7. Net or tie halves to create top loin petite roasts in $1\frac{1}{2}$ to $2\frac{1}{2}$ lb sizes. The simply beef guide to beef alternative merchandising •25• UPC 1320 or 2135 Beef

FABRICATING THE TOP SIRLOIN

Subprimal Name* 184 (IMPS/NAMP)
Beef Loin, Top Sirloin Butt

To optimize tenderness, wet age 21 days
for Select and Choice.**

*The Meat Buyers Guide, NAMP

**Industry Guide for Beef Aging, 2006

184D (IMPS/NAMP)
Top Sirloin Cap (IM)



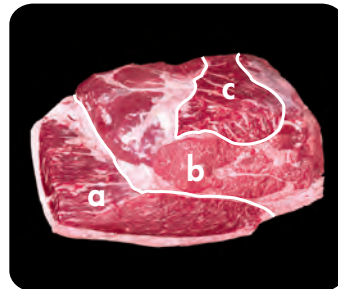
184B (IMPS/NAMP)
Top Sirloin Center (IM)

CUTTING GUIDE

1 Start with the 184 (IMPS/NAMP) Beef Loin, Top Sirloin Butt. Trim to desired specification.



2 The Top Sirloin Butt can be divided into three components, the Top Sirloin Cap (IMPS/NAMP) 184D (a), the Top Sirloin Center (IMPS/NAMP) 184B (b) and the Mouse muscle (c).



3 Locate and remove Top Sirloin Cap (a) from the Top Sirloin Center (b) by following the natural seam.



4 Locate and remove the Mouse muscle (c) from the Sirloin Center (b). This muscle can be used for stew or ground sirloin.



5 184D (IMPS/NAMP)
Top Sirloin Cap (IM).



6 Remove fat and connective tissue, then portion into steaks or roasts. 184D (IMPS/NAMP) Top Sirloin Cap (IM).



7 184B (IMPS/NAMP)
Top Sirloin Center (IM).



8 Trim the Top Sirloin Center and cut into two or three sections to desired specification, then portion into steaks or roasts.



Tri-Tip Fact Sheet



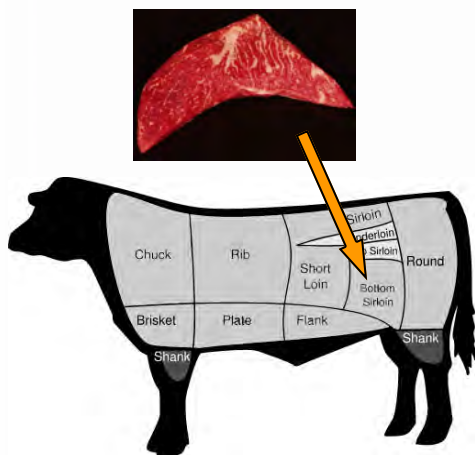
For more simple meal ideas, nutrition information and cooking tips, visit BeefItsWhatsForDinner.com

The Tri-Tip is a small triangular muscle cut from the Sirloin. As a roast, it may also be referred to as the Bottom Sirloin roast or the Triangle roast. It is tender and boneless, offering rich beef flavor and versatility at an economical price. A Tri-Tip steak is simply cut from the roast. There are only two Tri-Tip roasts per animal. The steak and the roast both meet government guidelines for lean.

The history of the Tri-Tip is storied and colorful. The cut had been used for Ground Beef or sliced into strips or "Sirloin Tips" until the late 1950s, when a grocer in Santa Maria, Calif., decided to try it barbecued over local red oak wood. The decision proved successful as the roast came out tender and flavorful! The grocer began selling and marketing the Tri-Tip and soon it gained popularity across California. The Tri-Tip is still predominate in the West, but is becoming available across the rest of the country. If you can't locate it at your supermarket, ask your meat manager if it can be ordered.



*Pesto Rubbed Tri-Tip Roast with
Warm Tomato Sauce*



Classic Substitutions

Substitute Round Tip roast if the Tri-Tip is not available.
Note: Cooking times will need to be adjusted according to the steak that is substituted.

Characteristics

As you can see, the Tri-Tip is triangular in shape. This lean, flavorful cut is extremely tender when cooked correctly. Best suited for the grill or dry oven roasting, this steak is sure to become a favorite.

Simple Meal Ideas

- Soak in a simple flavor marinade with garlic, vinegar, brown sugar and soy sauce. Roast in the oven and serve with roasted vegetables.
- Create a sweet and sour glaze with honey, lime and cumin. Grill Tri-Tip over medium heat and brush with glaze during the last 10 minutes.
- Brush Tri-Tip roast with chipotle barbecue sauce and grill. Slice thinly and serve on flaky biscuits topped with coleslaw to create biscuit sliders.

Nutrition Information

The Tri-Tip is an excellent source of protein, zinc, vitamin B₁₂, selenium, niacin, and vitamin B₆, and a good source of phosphorus, choline, iron and riboflavin.

Nutrition information per 3-ounce cooked serving:
158 calories; 7 g fat (2 g saturated fat; 4 g monounsaturated fat); 23 g protein; 0.5 mg vitamin B₆; 1.2 mcg vitamin B₁₂; 1.5 mg iron; 4.2 mg zinc.

BEEF LOIN, TENDERLOIN, FULL

IMPS 189

A whole Beef Tenderloin will weigh between 6 and 8 pounds. The *Psoas major* is the primary muscle in the Tenderloin subprimal, and is the most tender muscle in the beef carcass. The Tenderloin is very versatile, and can be used in many applications due to its ability to hold up well to nearly any cooking method. The Tenderloin is a highly-valued cut that offers versatility in portion sizes, and a quality eating experience that foodservice operators can charge a premium for and consumers don't often prepare at home.



URMIS

Beef Tenderloin Filet — 1236
Beef Tenderloin Steak — 1388
Beef Tenderloin Roast — 1386

Grade Recommendation

Choice or higher for best tenderness

Preparation

Best prepared using any dry heat cooking method including roasting, grilling, sautéing and smoking.

Nutritional Information

Per 3-ounce cooked serving: 164 calories; 7g fat (2g saturated fat; 3g mono-unsaturated fat); 24g protein; 0.5mg vitamin B6; 1.4mcg vitamin B12; 1.5mg iron; 4.5mg zinc. **This cut also meets government guidelines for lean.**



IMPS 1190A

Portion Cut Tenderloin Filet,
Side Muscle Off, Skinned



IMPS 1189

Portion Cut Tenderloin Steak



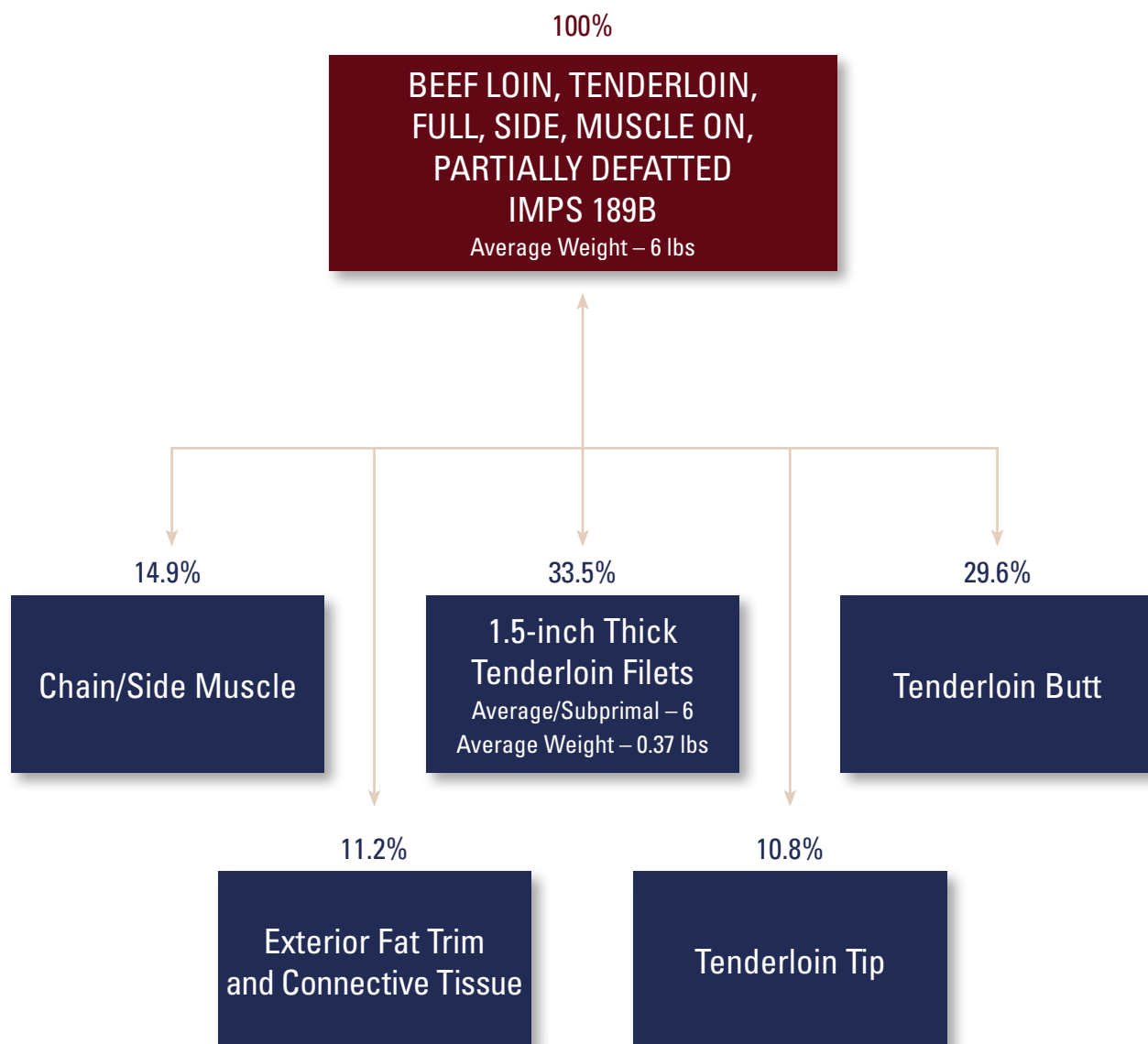
For recipes such as

Beef Tenderloin with Savory, Saucy
Mushrooms and Lentils and others,
visit BeefItsWhatsForDinner.com.



TENDERLOIN, YIELD OVERVIEW

Five, USDA Choice Tenderloins were acquired from a bulk grocery outlet. Each Tenderloin was weighed and exterior fat, connective tissue, and the side muscle or chain was removed. Tenderloins were then separated into three portions; the butt, the barrel, and the tip. The butt and tip were weight whole, and the barrel was cut into 1.5-inch thick Tenderloin Filets (URMIS – 1236), cut perpendicular to the length of the barrel.



FABRICATING THE FULL SIRLOIN TIP

Subprimal Name* 167C (IMPS) Beef Round, Sirloin (Full) Tip

To optimize tenderness, wet age *Rectus femoris* muscle 14 days for Premium Choice and 21 days for Select; wet age *Vastus lateralis* muscle 14 days for Premium Choice and 28 days for Select**

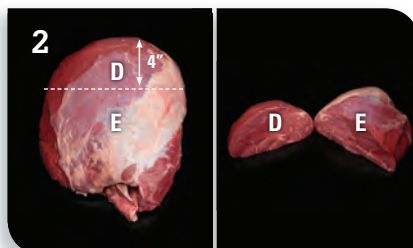
*Institutional Meat Purchase Specifications (IMPS), 2010 **Industry Guide for Beef Aging, 2006



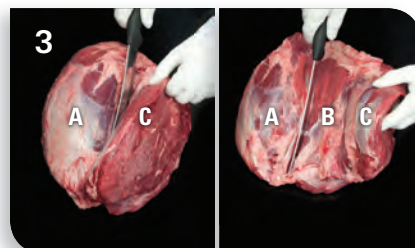
CUTTING GUIDE



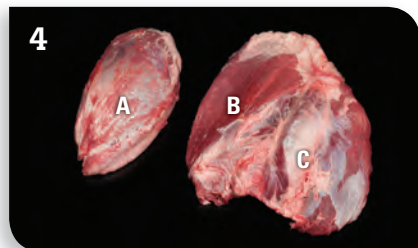
Start with the 167C (IMPS) Beef Round, Sirloin (Full) Tip. Identify the Full Sirloin Tip Center *Rectus femoris* muscle (A) from the Full Sirloin Tip Side *Vastus lateralis* muscle (B) and Full Sirloin Tip Bottom *Vastus intermedius* and *Vastus medialis* muscles (C). Remove external fat and connective tissue and the *Sartorius* muscle (if present) from the Full Sirloin Tip. Alternatively, the Full Sirloin Tip can be used 100% as Ground Sirloin.



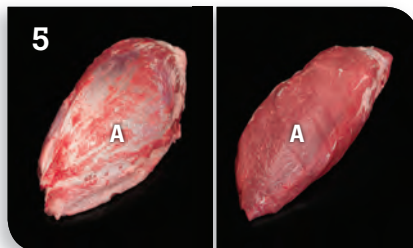
The cleaned Full Sirloin Tip can be cut into the 185B (IMPS) Beef Loin, Bottom Sirloin Butt, Ball Tip, Boneless (D) and the 167 (IMPS) Beef Round, Sirloin Tip (Knuckle) (E) by a knife cut that is 4" from the anterior/sirloin point of the Full Sirloin Tip. This results in better angled cut faces on both pieces versus the angled cut faces that often result from traditional Ball Tip/Knuckle breaking. New Ball Tips and Knuckles can be processed as desired.



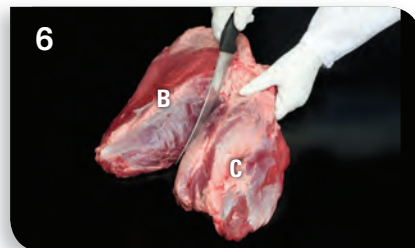
Alternatively, separate the Full Sirloin Tip Center (A) from the Full Sirloin Tip Bottom (C) and then the Full Sirloin Tip Side (B) by a knife cut through the natural seam. [Photo shown from internal surface of Full Sirloin Tip]



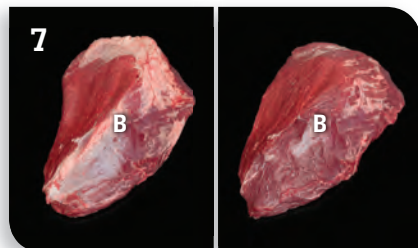
The Full Sirloin Tip Center (A) separated from the combined Full Sirloin Tip Side (B) and Full Sirloin Tip Bottom (C).



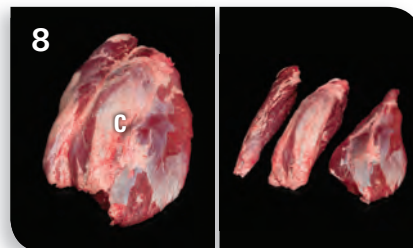
Remove all fat and connective tissue from the external surface of the Full Sirloin Tip Center (A) before processing or cutting into steaks. A mechanical skinner can be used to expedite this process. Square off heavy connective tissue at the muscle's anterior/sirloin end.



Separate the Full Sirloin Tip Side (B) from the Full Sirloin Tip Bottom (C) by a knife cut through the natural seam.



Remove all fat and connective tissue from the external surface of the Full Sirloin Tip Side (B) before processing or cutting into steaks.



The Full Sirloin Tip Bottom (C) can be left whole or further separated into three muscle pieces. The Full Sirloin Tip Bottom can be used for ground sirloin and/or further processing.

Reference Tip Center and/or Tip Side Cutting Guides for steak cutting instructions.





BAM: BEEF ALTERNATIVE MERCHANDISING GROSS PROFIT TOTALS

TEST DATE	Saleable Yield %		82.58%	
PRIMAL	Top Loin	Saleable Weight	12.09	
NAMP CODE	180	CWT Retail	\$1081.62	
WEIGHT	14.64	CWT Cost	\$370.00	
	CWT Net		\$711.62	
PRIMAL COST/LB.	\$3.70	Gross Margin %	65.79%	
RETAIL CUTS	CUT WEIGHT	PERCENT	ACTUAL RETAIL	CWT RETAIL VALUE
PRICE PER POUND X 100				
BEEF TOP LOIN FILET	8.66	59.15%	\$1499.00	\$886.70
BEEF TOP LOIN STEAK	2.97	0.29%	\$899.00	\$182.38
BEEF TRIM	0.46	3.14%	\$399.00	\$12.54
FAT	2.53	17.28%		
SHRINK	0.02	0.14%		
		100.00%		

The simply beef guide to beef alternative merchandising



Fabricating The Top Round

Subprimal Name* 168 (IMPS/NAMP) Beef Round, Top (Inside), Untrimmed

To optimize tenderness, wet age Gracilis muscle 23 days, Pectineus muscle 25 days, Adductor muscle 21 days, and Semimembranosus muscle 23 days for Select and Choice.**

URMIS Names*** Beef Round Santa Fe Cut: Beef Top Round Cap Steak Boneless; Beef Round San Antonio Steaks: Beef Top Round Center Steak Boneless; Beef Round Tucson Cuts: Beef Top Round Side Steak Boneless

*The Meat Buyers Guide, NAMP

**Industry Guide for Beef Aging, 2006

***Uniform Retail Meat Identity Standards

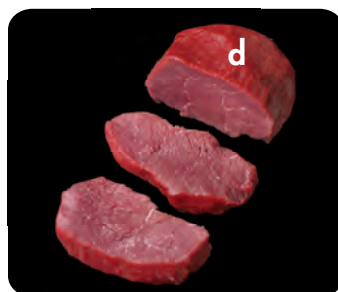
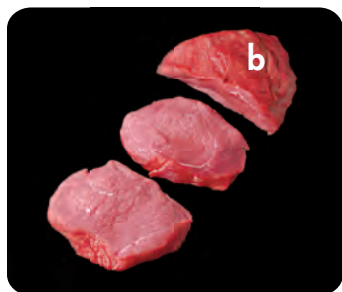
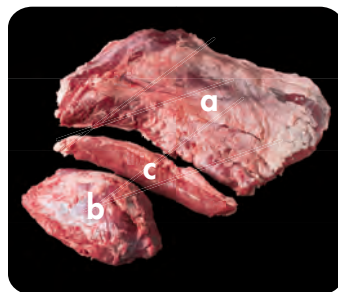
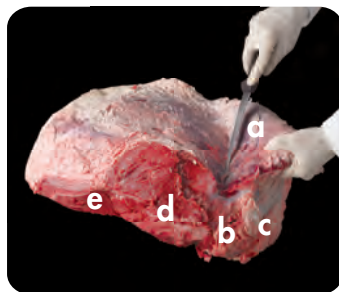
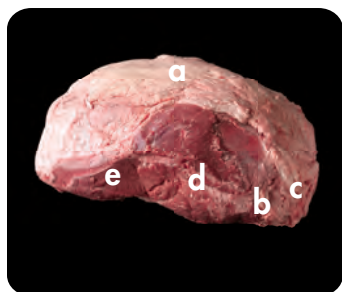
CUTTING GUIDE

1 Start with the 168 (IMPS/NAMP) Beef Round, Top (Inside), Untrimmed. Identify the 169B Beef Round, Top (Inside) Cap (IM) Gracilis (a); 169C Beef Round, Top (Inside) Front Side Muscle (IM) Pectineus (b); Beef Round, Top (Inside) Soft Side (IM) Sartorius (c); 169A Beef Round, Top (Inside), Cap Off Adductor (d); and 169A Beef Round, Top (Inside), Cap Off Semimembranosus (e).

2 Remove the Gracilis (a), Pectineus (b) and Sartorius (c) muscles from the 168 Top Round by a knife cut through the natural seam. Start removal between the seam of the Gracilis (a) and the Semimembranosus (e) at the thinnest portion of the Gracilis (a).

3 Once removed, separate these three pieces by knife cuts through the natural seams and denude the Gracilis (a) and Pectineus (b). The most effective way to denude the Gracilis is to use a mechanical Skinner. The Sartorius (c) can be utilized for stir fry or ground round.

4 Left intact, the denuded Gracilis (a) can be utilized as the Beef Round **Santa Fe Cut™**. It can also be utilized for shredded beef, fajita, flank alternative, stir fry, London broil material, etc.



5 The denuded Pectineus (b) can be utilized as **Beef Round Petite Tender** by leaving whole as a roast or cutting into ½" thick medallions. Remove heavy connective tissue present at the thick end of the Pectineus (b).

6 The remaining portion of the top round [169A Beef Round, Top (Inside), Cap Off] can be left whole for London broil or roast material. It can also be denuded and separated into the Adductor (d) and Semimembranosus (e) muscles by a knife cut through the natural seam.

7 The denuded Adductor (d) can be cut ½" across the grain to generate the Beef Round **San Antonio Steak™**.

8 The denuded Semimembranosus (e) can be cut ½" across the grain to generate the Beef Round **Tucson Cut™**. It can also be cut 1 ½" across the grain for a London Broil-style portion.

Tips for Utilizing a Mechanical Skinner to Denude the Gracilis Muscle

- 1** Make sure to utilize a sharp blade at set-up.
- 2** Hold muscle perpendicular (straight up and down above the blade) to the blade while the skinner is engaged.
- 3** Ensure the side to be skinned faces the operator's body.
- 4** Lower the muscle onto the blade; this action will best allow the side to be skinned to roll into the blade.
- 5** Do not lay the piece flat on the skinner and push it across the blade, especially without the proper safety equipment (i.e., protective skinner gloves).

Do not use the trademarks Santa Fe Cut™, San Antonio Steak™ and Tuscon Cut™ with any cut of beef other than the Gracilis, Adductor and Semimembranosus muscles, respectively. Follow all Good Manufacturing Practices and appropriate industry standards when processing these cuts.

If you have any questions regarding the appropriate use of the Santa Fe Cut™, San Antonio Steak™ or Tuscon Cut™, contact Jim Ethridge at jethridge@beef.org.



The Western Tip & Western Griller

Subprimal Name* 171B (IMPS/NAMP)
Beef Round, Outside Round (Flat)

To optimize tenderness, wet age 14 days
for Upper 2/3 Choice, 26 days for Select**

*The Meat Buyers Guide, NAMP

**Industry Guide for Beef Aging, 2006

***Uniform Retail Meat Industry Standards

URMIS Name*** Beef Bottom Round
Rump Steak (Western Tip)

U.P.C. 1269 Beef Bottom Round Rump Steak



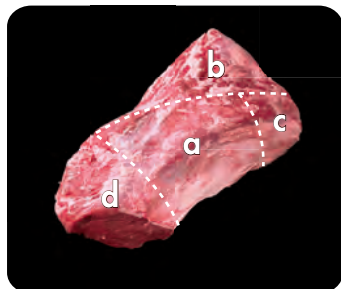
URMIS Name*** Beef Bottom
Round Steak (Western Griller)

U.P.C. 1462 Beef Bottom Round Steak

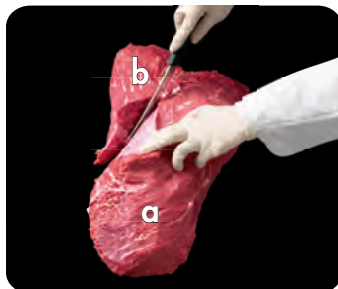


CUTTING GUIDE

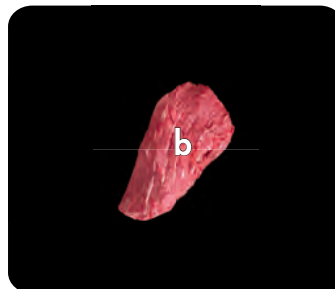
1 Start with the 171B (IMPS/NAMP) Beef Round, Outside Round (Flat). Identify the Biceps Femoris Main Body (a), the Flat Triangle or Ischiatic Head (b), the Tail (c), and the Sirloin/Rump End (d).



2 Remove unwanted fat and connective tissue from internal surface. Then, separate the Flat Triangle (b) from the Main Body (a) by following the natural seam.



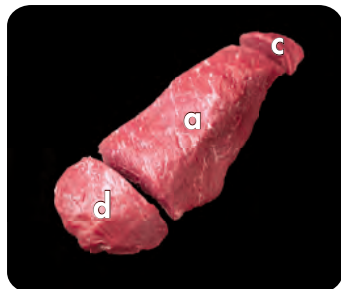
3 Remove unwanted fat and connective tissue from surface of Flat Triangle or Ischiatic Head (b). The Flat Triangle (b) can be left whole as a roast, used for cube steak or utilized for further processing.



4 Remove exposed connective tissue from the Main Body (a). Trim external fat to desired specifications. Leave whole for further processing, cut into roasts, cook for deli applications, or follow steps 5-7 for steaks.



5 Locate and remove the Sirloin/Rump End (d) from the Main Body (a) approximately 4" to 5" from the point (sirloin end, d). This should correspond approximately with the anterior tip of the Flat Triangle (b) before its removal. Trim the opposite end (Tail, c) so the Main Body (a) is 1.5" thick or high. Use the Tail (c) for stew, cube steak or ground round.



6 Identify fiber direction on the Sirloin/Rump End (d) and cut end to end to generate **Western Tip Steaks** (3/4" thick) or leave whole as a rump roast.



7 Cut Main Body (a) end to end [perpendicular to the long axis of the Main Body (a)] into Bottom Round Steaks/**Western Griller Steaks** (1/2" thick). This tends to be with the grain. Can also cut thin (4mm - 6mm thick) or portion as a roast.



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Braison Cut™ & Merlot Cut™

U.P.C. 1231 Beef Bottom Round Heel
Center Boneless

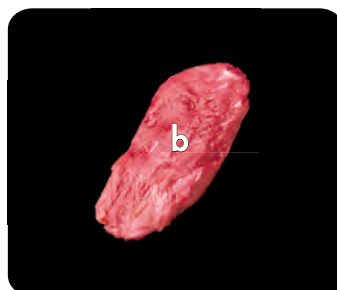
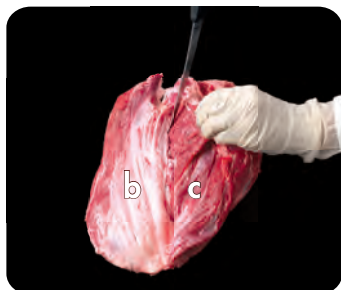
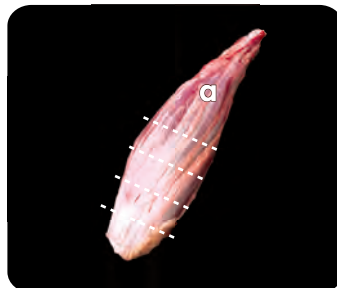
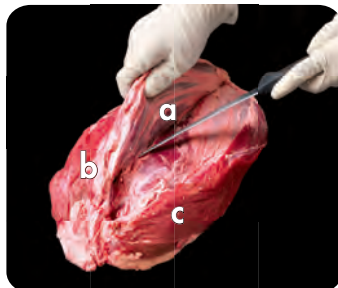
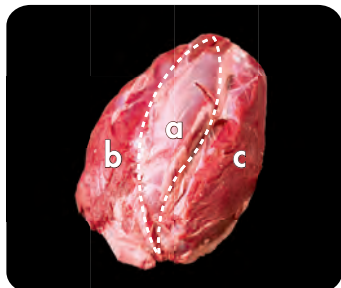
CUTTING GUIDE

1 Start with the 171F (IMPS/NAMP) Beef Round, Outside Round, Heel. Identify the Superficial Digital Flexor muscle (a), the medial portion of the Gastrocnemius muscle (b) and the lateral portion of the Gastrocnemius muscle (c). Any portion of the 171F Heel can be used for pot roast.

2 Remove the Superficial Digital Flexor (a) by following the natural seam between this muscle and the Gastrocnemius muscle (b, c).

3 Remove all loose external fat from the Superficial Digital Flexor (a) and merchandise as **Braison Cut™**. Can be left whole or cut into 1" thick osso buco-style portions.

4 Finished 1" thick osso buco-style portions.



5 Separate the remaining Gastrocnemius into its medial (b) and lateral (c) portions by closely following the natural seam. The medial portion (b) is the portion that has heavy connective tissue (silver skin) present on both sides. Any remaining portion can be used for pot roast or ground round.

6 Pictured are the medial (b) and lateral (c) portions of the Gastrocnemius. The medial portion (b) can be identified by the heavy connective tissue (silver skin) present on both sides.

7 Remove the heavy, opaque connective tissue and all external fat from the medial portion of the Gastrocnemius (b). Merchandise as **Merlot Cut™**.

8 The lateral portion of the Gastrocnemius (c) can be utilized for pot roast or ground round.

Do not use the trademark Braison Cut™ and Merlot Cut™ with any cut of beef other than the Superficial Digital Flexor muscle and medial portion of the Gastrocnemius muscle, respectively. Follow all Good Manufacturing Practices and appropriate industry standards when processing these cuts.

If you have any questions regarding the appropriate use of Braison Cut™ or Merlot Cut™, contact Jim Ethridge at jethridge@beef.org.

Subprimal Name* 171F (IMPS/NAMP)
Beef Round, Outside Round, Heel

*The Meat Buyers Guide, NAMP

**Uniform Retail Meat Industry Standards

URMIS Name** Beef Bottom Round Heel
Side Boneless (Merlot Cut)

U.P.C. 1232 Beef Bottom Round
Heel Side Boneless



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