



Listeria monocytogenes
Intervention & Control Workshop

Next Best Thing



A vendor calls/ emails

- Review the marketing material in front of you
- As a table, develop 3-7 questions you would need answered in order to determine if this product/service is a good fit for you
- What answers would be satisfactory for you?

Report out

Tips – A Non-Exhaustive List

- Go beyond the quick claims and marketing
- Too good to be true is often correct for “Goodness of Fit” to produce... regardless of performance in other industries
- Will the technology/equipment function or hold-up in cold, wet environments? Sensitive to EMI?
- Determine what you need first, *before* reaching out to or hearing from customers
 - Avoid jumping on a band-wagon trend
- What are your “need to haves”; what are “nice to haves”
- Do they have references? Beta-test performance data in produce applications?

Key Questions to Ask

- For micro tools:
 - Detection: does it distinguish live from dead?
 - Has it been validated for my food matrix/ surface?
 - A food/system sufficiently comparable?
 - What is the limit of detection?
 - Whether an indicator or a pathogen, does the limit of detection satisfy internal specs, buyer specs, regulatory expectations?
 - Are there validation studies? Scientifically valid studies? What were the target organisms? Was the test real-to-life?
 - Dig down or get help to dig into methods details
 - Was the challenge inoculum production and inoculation protocol (i.e. time to adapt) appropriate to support the log-reduction claims

More key questions

- To what extent is this customizable to my operation?
- How long will it take to install/ train people/ transition from my current system to the new system?