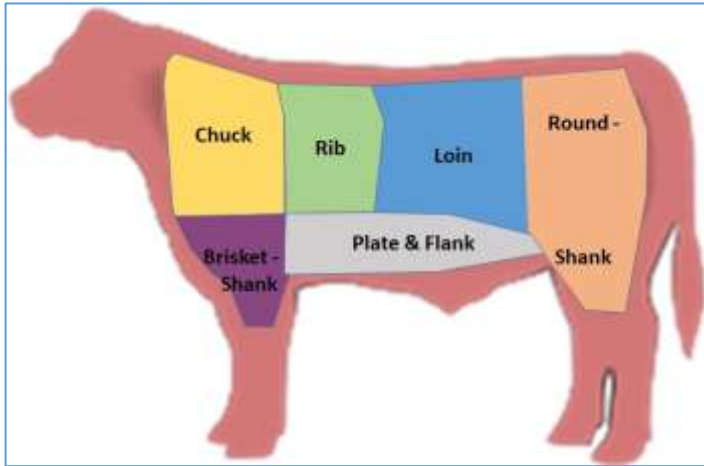


2017 DS Family Farm Quarter Beef Details



Hey, that is HALF a Beef!

Q1: What Half of that Half Beef would I get?

A: You will split a Half Beef with another family. Split-half beef = Quarter beef.

Q2: What quarter do I get?

A: There really is no “quarter”, you will receive half of all the half beef parts shown. Half of the Chuck, Rib, Loin, Round, Shank, Brisket & Flank will be evenly split between two families.

Q3: When will the beef be ready and how much beef is in a quarter?

A: Our steers will be delivered October 10th and 17th to the Wahoo Locker. Packaged beef will be ready for pickup about 3 weeks afterwards.

We are estimating you will receive ~90 lbs. of packaged beef. This is where things get interesting for those buying custom beef, please follow along with the math - ESTIMATES:

| | |
|---|---|
| We will deliver a steer to Wahoo in a trailer. | Live Weight Approximately = 1050 lbs.* |
| 1) Wahoo Locker will butcher the steer and dispose of the hide and other portions that do not end up as beef and hang two halves in the cooler from one of our steers. | Hanging weight = 578 lbs.* - Each Half 290 lbs.* - Each Quarter 145 lbs.* |
| 2) The two halves will hang for 10 to 14 days to dry age. Moisture will evaporate. | Dry shrinkage, now each half weighs 275 lbs., each quarter 138 lbs.* |
| 3) Wahoo will process or cut up a half and split it into two quarters. During this process trim from sinew and bones will be thrown away. The good meat trim and fat goes into ground beef. Processed beef cuts are vacuum packed. | <u>Final packaged meat after trim and bones are removed = 90 lbs. per quarter * (estimate only).</u> 48 lbs. are lost to trim and bones. If you keep more “bone-in” cuts, you will keep more of the 48 lbs. |
| * Weight is an estimate. Estimates for each step above: 1) ~45% loss, 2) ~5% loss, 3) ~35% loss. | |
| Notes: Most super market beef is wet aged. Dry aged beef is unique to purchasing local . 90 lbs. of frozen beef will take up around 4 cubic feet of freezer space. Little more than the freezer space on top/bottom of a standard refrigerator. Selecting to keep bones in your meat cuts will add FLAVOR. | |

Q4: Who will pay Wahoo Locker to butcher and process the steer?

A: DS Family Farm will coordinate the transaction with the Wahoo Locker. We will make all payments to Wahoo. You will pay us directly, you only have to deal with one contact (DS Family Farm). Each Customer will be responsible for the following fees:

| Customer Will Pay Following Processing Fees | |
|---|---|
| Butcher & hang two beef halves. | \$70 / 4 = \$17.50 per quarter |
| Processing fee based on hanging weight. From previous table = 145 lbs. | \$0.70 per lbs. hanging weight. Estimate = \$.70 X 145 lbs. = \$101.50 per quarter |
| Split-half & vacuum ground beef fee | \$15 per quarter |
| Customer Estimated Locker Fees = | (17.50 + 101.50 + 15) = ~\$134 per quarter |
| Note: You will be free to call Wahoo to discuss additional processing options. <ul style="list-style-type: none"> • Would you like hamburgers in patties? For an additional fee of \$0.75/per lbs., Wahoo will package some of your hamburger in patties. • Like some Wahoo Wieners or Beef Sticks? Check with Wahoo for current pricing and other options. • Wahoo Locker will vacuum pack all of the beef. | |

Q5: So you are offering to sell us one of your pasture grazed, Animal Welfare Approved, 100% Grass-fed Certified, no grain, no antibiotic or artificial growth hormone steers for \$4.30 per lbs. hanging weight. Wahoo processing fees are listed above.

My total estimate for 90 lbs. of packaged beef is:

(145 lbs. hanging weight * \$4.30/lbs.) + (\$134 Customer Locker Fee) = \$757.50, Correct?

A: That is correct. Remember this is based on estimates over a number of steps. For example your beef may weigh more or less than the 1050 lbs. example.

Your final cost will be known once the individual beef is butchered.

We will send you a final invoice.

You will just work with us, you will not have to pay Wahoo.

Q6: So using these estimates, we will pay around \$8.42 per lbs. for packaged take home frozen beef?

A: That is correct. Looking at the quarter beef example:

- 90 lbs. example of packaged beef would be \$8.42 per lbs. (\$757.50 / 90 lbs.)

Q7: Is ~\$8.42 per lbs. a good price?

A: This is comparable to local GRASS-FED ground beef prices. When you purchase a quarter beef you will get about 35% of the beef as ground beef depending on how you order. The rest of the beef will be steaks, roasts, stew meat, etc. Knowing part of your quarter will contain ~\$8.42 per lbs. STEAK is a very good price for GRASS-FED. Ultimately, you the customer will decide. We are priced in the range of the [USDA Monthly Marketing Report for GRASS-FED Beef](#) Carcass price (lower left column of report and top right column). Our price is above “average” but remember we a certified [Animal Welfare Approved](#) and [100% Grassfed](#)!

Q8: How do I get the beef from the locker?

A: You can pick up your beef in Wahoo or we will schedule a delivery day for multiple drops in the Seward/Lincoln area. If you are outside our normal delivery area you may pick the beef up directly from the [Wahoo Locker](#), or contact us for other arrangements.

Q9: What do you mean “about 35% will be ground beef depending on how I order”?

A: We are glad you asked! If the above math was fun for you, there is more fun when ordering beef from a butcher! To keep it simple let’s start with these steps:

- 1) Contact us to see if we have any quarters left for 2017:
 - a. Email: doug@dsfamilyfarm.com
 - b. Call: 402-796-2208

- 2) If we have a quarter left, place a \$150 deposit with us before July 1, 2017.
 - a. Check is fine, this money will cover processing fees.
 - b. This deposit will be credited on your final invoice.
 - i. Make Check to “Doug Garrison”
 - ii. Mail To: 13550 W US HWY 34, MALCOLM, NE 68402

- 3) Figure out YOUR beef order using document “[2017 HOW TO ORDER A QUARTER BEEF](#)”.
 - a. This will be fun and unique to buying local beef.
 - i. You will learn in detail the different cuts of beef you will receive.
 - b. Any questions along the way, just give us a call @ 402-796-2208 or [email](#).
 - c. We will work with Wahoo to get your questions answered.
 - d. Get your beef order instructions to us before September 1.