



4th Quarter Newsletter

HIGHLIGHTS

- ✓ EXPANSION PROJECT
- ✓ UPDATED OPERATING PROCEDURES
- ✓ CATTLE HIDE REQ'S

2020 has been a year of changes and challenges for all of us as we attempt to realign and conduct our personal and business affairs differently. We at Upper Iowa Beef are proud that we could operate every business day during the COVID challenges this past year. We are working every day and increasing capacity, which allows you, our cattle suppliers, to market your fed cattle in a timely manner. It also allows us to supply beef to our customers, solidifying our relationships with them as a consistent supplier of the highest quality beef.

If you have driven by or recently delivered cattle to our facility, you have probably noticed our expansion project under construction.

HIGHLIGHTS OF THE UPPER IOWA BEEF EXPANSION PROJECT



BOX STORAGE AREA

We have added over 15,000 square feet of storage for boxed beef ready for shipment. This addition allows for more storage and increased efficiency in preparing orders to meet our customer's needs. It also provides a shipping area on the north side of the building, separated from our receiving dock now on the west side.



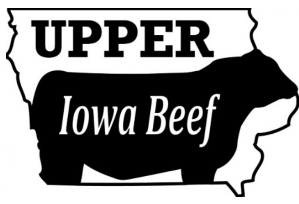
CARCASS COOLER AREA

Our recent expansion has allowed us to add 700 head of hanging rail space. This expansion was necessary to increase plant operations efficiency. We also reconfigured our grading area to better accommodate the USDA and plant workers.



CATTLE PENS AND UNLOAD

While still under construction, we are adding cattle pens to hold an extra 80 head of overnight cattle. This will help with cattle logistics and improve drop-off for our cattle suppliers. We will also be updating our semi unloading and gooseneck unloading chutes.



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POINTS TO REMEMBER

CATTLE UNLOAD TIMES

4 - 7 p.m.

Sunday - Thursday

The gate will be locked at 7 p.m. If delivering in the morning, please arrive at your scheduled dock time.

CATTLE HIDE COLOR REQUIREMENTS

We only process black hided cattle. Cattle must be solid black from the shoulder back and from the flank up. White on the head, neck, underline, and legs is allowed. Additional details provided on the next page.

TO SELL CATTLE
please contact
Travis Thomas at
(201) 988-5526.

**Know your farmer,
know your beef!**

As Upper Iowa Beef continues to grow as a company, there will be changes to our operating procedures. We value all of our cattle suppliers and appreciate your business and support of our growing company.

Please take note of our updated drop-off and payment procedures.

1) Gooseneck Deliveries. Due to our increased harvest numbers, gooseneck loads will only be accepted during the day and not for an overnight stand. Gooseneck deliveries are accepted between 9 a.m. and 2 p.m., please contact your buyer to schedule.

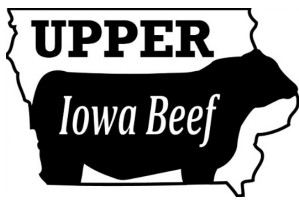
2) Scheduled Dock Times. With our increased capacity, it is critical to maintain your scheduled dock time for cattle delivery and unload. We understand that scheduling conflicts arise. If they do, please contact your buyer immediately.

3) Payment of Cattle. If you need your payment to be made out to a different name than which the cattle are sold under, you will need to notify your buyer at the time of commitment. No exceptions! Checks can still be split on a percentage basis if this information is provided at the time of commitment.

Once again, your support of Upper Iowa Beef as a cattle supplier is appreciated. We are pleased to provide a local market and support our rural communities. Our expansion project is nearly complete, and processed head count numbers have been increasing since August.

We are thrilled to be your local, family-owned harvesting facility that provides jobs to over 100 families. Our recent investment in infrastructure proves our dedication and commitment to the region's cattle producers.

Sincerely,
Upper Iowa Beef Management



Cattle Hide Color Requirements

POINTS TO REMEMBER

1. UIB only accepts black Angus cattle. Cattle shall be solid black with no other color behind the shoulder or above the flanks, tail excluded.
2. NO Blue Roan cattle
3. NO Pinzgauer or Longhorn cattle markings
4. NO Red Angus
5. NO cattle of dairy confirmation

NOTE: Cattle of non-program conformance will be discounted \$35.00/cwt of hot carcass weight.

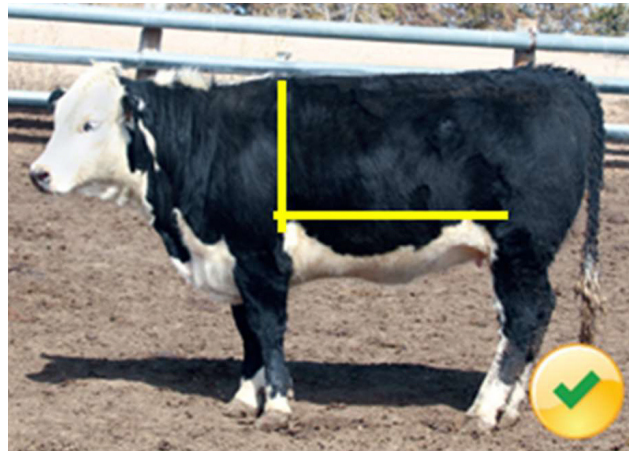
**Know your farmer,
know your beef!**

ACCEPTABLE CATTLE AT UPPER IOWA BEEF

Per the American Angus Association Specification Guideline

2.2 Phenotype: "behind the shoulder" and "above the flanks"

Cattle eligible for certification in Angus influence beef programs based on phenotype (appearance) will have a male body that must be solid black, with no other color behind the shoulder, above the flanks, or breaking the midline behind the shoulders excluding the tail.



NOT ACCEPTABLE CATTLE AT UPPER IOWA BEEF

Per the American Angus Association Specification Guideline

