

Your Partner in

Sustainable Beef Production

Upper Iowa Beef | 2023 2nd Quarter Newsletter



Welcoming Summer

Spring always provides signs of new life, especially on the farm. Green grass, recently planted crops, and new baby calves are always signs that winter is behind us and summer will soon be here.

It's a good time to be in agriculture, especially the cattle business. As I write this, we are experiencing markets where there is no place to go but higher prices. The cattle we bought or sold just last week look to be under the money shortly after. We have all seen this before. No market will go up or down forever. Enjoy the good, profitable times. Prepare for the underlying risk and what lies ahead.

Upper Iowa Beef needs you as a valued cattle supplier to the plant to be profitable, to grow your business, and to pass it down to the next generation. We, too, are a family business in agriculture. We understand the hardships, dedication, and grit needed to stay in business and prosper under various uncertainties. Utilization of risk management with hedging, forward contracting, LRP's, or other option strategies is an important part of protecting your investment.

As we look at the price of feeder cattle, the cost of admission to play the game is very high and increasing daily. Please develop a plan with the current expenses we are facing.

Speaking of dedication, not even the fear of an incoming winter snowstorm could keep 170 producers from attending our February meeting in New Hampton. An evening of educational presenters and an amazing prime rib dinner were enjoyed by the group. It was exciting to see so many young people in attendance. This truly is our future.

All of us at Upper Iowa Beef salute you as beef producers for May Beef Month. We appreciate what you do and admire your skills and abilities. The best cattle in the world come from our trade area. We are fortunate to be able to call you our supplier partners.

Upper Iowa Beef...The Best Story in the Beef Industry

Sustainable Beef Production

why is this important?

At Upper Iowa Beef, we want to be leaders in sustainable beef production, which starts with you, our producers. Beef tastes better when it's raised by family farmers who prioritize caring for the land, the cattle, and the community. We are gathering data through our producer surveys to tell our story to our customers.

If you have not completed a survey yet this year, we would appreciate you downloading it from our website at www.upperiowabeef.com/producers

ATTENTION

If you have not completed an UPDATED AFFIDAVIT as of Jan. 1, 2023, please fill out the enclosed form and mail or drop it off at our office.

CHANGES INCLUDE:

- 1. Ractopamine update (i)**
- 2. Required annual on-site visit from your vet (j)**

update **Tri-State Supreme**

Spring has sprung, and winter is in the rearview for 2023. The warmer weather is welcomed by all in our part of the country.

Calving season has been in full swing, and it is never too early to start thinking about marketing your calves. Whether you are feeding your home-raised calves or buying feeders to fill up your yards, the Tri-State Supreme program is something you should consider for your market animals.

The Tri-State Supreme program has roughly 25 producers and 20,000 head signed up, and we are always welcoming more cattle to the program. If you have any questions, contact Hunter Aggen (507) 923-0815, to discuss the possibilities.



CELEBRATING MAY BEEF MONTH

We are excited to share the story of our products and our people this May for National Beef Month. **Please send us your photos to marketing@upperiowabeef.com or through Instagram or Facebook.**

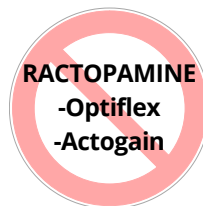
Elanco Experior™ is now approved for use in cattle marketed to Upper Iowa Beef

If you have questions on Experior contact your feed supplier or your Elanco representative.

Minnesota Producer Meeting


Realizing the importance of Minnesota cattle operations to Upper Iowa Beef's supply chain network, a customer appreciation dinner was held to gather several cattle suppliers who could not attend the February meeting due to weather concerns. General Manager Ed Greiman visited with the group on the plant's future and the need to keep a local cattle supply. The 25 producers in attendance enjoyed the question-and-answer session.

On any given week, approximately 20-30% of the cattle harvested by UIB originate in Minnesota. We work with several meat customers in the Minneapolis and St. Cloud area who appreciate the aspect of being able to purchase Minnesota beef.



take note! **2023 Animal Antibiotic Changes**

In 2023, you will be required to get a prescription for several commonly used medications. You will find a pdf list of products and additional information regarding this change on our website. Visit **www.upperiowabeef.com/producers** and scroll down to Producer Forms & Info. If you have further questions, please contact your farm/local veterinarian.

	Producer Affidavit			4614 Highway 63 PO Box 27 Lime Springs, IA 52155 563-566-2202 www.upperiowabeef.com
	Created On: 11-17-18	Revised On: 4-21-23	Revision 9	
	Authored by: Danielle Graham	Revised by: Annette Kime	Form 82	

I agree that all cattle marketed to Upper Iowa Beef:

- a. Are in good health with no visible defects, are in good merchandisable condition and will pass USDA ante mortem (live animal) inspection.
- b. Are born and raised in the USA.
- c. Are handled humanely according to Beef Quality Assurance Guidelines.
- d. Are not fed feed containing prohibited animal proteins per 21CFR 589.2000...are not fed feed containing ruminant derived meat and bone meal or chicken litter.
- e. Have met minimum withdrawal times, label directions, and requirements for all medications, antibiotics, implants, and feed additives given to cattle prior to shipment to Upper Iowa Beef.
- f. Have received a corn-based diet for a minimum of 120 days.
- g. To the best of my knowledge, the cattle being sold to Upper Iowa Beef are under 30 months of age.
- h. Are qualified Angus by meeting either the Genotype or Phenotype requirements as described in **Live Animal Specification American Angus Association's Specification For Characteristics Of Cattle Eligible For Approved Beef Programs Claiming Angus Influence** and/or **Live Animal Specification Red Angus Association of America.**
- i. Are not fed feed containing the feed additive Ractopamine (trade name examples Optaflexx or Actogain).
- j. Have documented evidence of regular veterinary visits to the feedlot/farm where the cattle reside. (Minimum 1x a year visit from the veterinary listed below).

Name Vet Office performing farm visit: _____

Address of Vet Office performing farm visit: _____

Operation/Seller Name (print) _____

Lead Contact Name, if different(print) _____

Street Address _____

City/State/Zip _____

Telephone _____

Email Address _____

Beef Quality Assurance # _____

Beef Quality Assurance Expiration Date _____

Producer Signature: _____ Date: _____

This continuous Producer Affidavit is effective until revoked in writing by producer to Upper Iowa Beef
Please complete and scan/email (cattle@upperiowabeef.com) or drop off/mail to our office at
4614 US Highway 63, Lime Springs, IA 52155