



# Welcoming Summer With Upper Iowa Beef

Upper Iowa Beef | 2024 2nd Quarter Newsletter

Spring has sprung. Summer is here. I'm not sure where the time goes but it sure seems to go quickly. It's a busy time of year on the farms of our suppliers as it is at Upper Iowa Beef.

The market continues to remain strong for sellers of all weights and classes of cattle. We are entering some very dynamic times in the beef industry. Hot carcass weights remain record high posting at 921 lbs as of this writing, an increase of 36 lbs over 2023. Considering the 5-year average is 882 lbs, this is an amazing feat. The poor swap of fed cattle to feeder cattle coupled with a cheaper and more abundant corn supply has contributed to this. I'm amazed at the size of the cattle coming into the plant and how well many of these cattle can handle the added weight. We are in that time of year where weights usually bottom and then increase an average of 50 lbs until the Q4 peak. Seems unlikely that will happen, but could it? Carcasses grading YG 4 & 5 are at a record high level. Cow harvest is off 340,000 head year-to-date. All of this is lining up to make an interesting situation moving forward. Throw in heifer retention at some point and the fireworks really start.

Upper Iowa Beef continues to grow as a regional harvester. Our brand continues to gain traction not only domestically, but worldwide as well. We are proud to tell your story of sustainable beef production to our distribution partners. Our company continues to strategically invest in personnel and infrastructure to ensure our long-term viability. We value your support as an independent, family-owned company.

While the month of May is behind us on the calendar, we still salute all of you as beef producers. Enjoy the record high fed cattle prices being offered currently. We need you to be profitable and thrive in your cow/calf and feedlot operations.

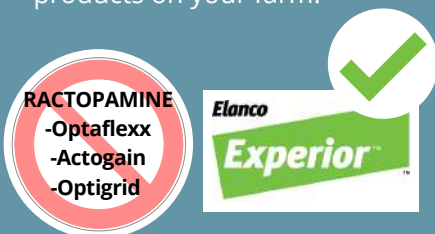
Take time out of your busy schedule to enjoy the upcoming county and state fairs that are ahead over the next few months. These expositions provide an avenue for our rural youth to showcase their breeding heifer and market beef projects. Today's youth are tomorrow's leaders.



## ATTENTION: PRODUCER REMINDERS

### NO RACTOPAMINE

Please confirm with your buyer if you have ANY Ractopamine products on your farm.



### BQAT REQUIREMENTS

REMINDER all cattle transported to UIB must be hauled by a BQAT-certified driver. This includes semi and gooseneck haulers. Supplier BQA and driver BQAT certifications must be on record with our main office. Please email these certificates to [cattle@upperiowabeef.com](mailto:cattle@upperiowabeef.com).

### BQA RENEWAL OPTION

BQA now has an option to renew your BQA certificate utilizing online continuing education credits. Check your BQA account for available online courses. Note: You must have completed the initial BQA training to access the continuing education courses.



# Updates

## Risk Management - Your Key to Profitability

One of the comments we hear daily is how inflation has made everything we buy now so expensive. While this applies to consumer goods and services, the same is true for those of us in the cattle business. Price feeder cattle or breeding stock and you will probably agree.

Mitigation of risk is one way to limit your downside potential when markets are volatile. Whether you utilize LRP, futures, options or forward contracting with an end user, some sort of price protection is always a good idea.

Upper Iowa Beef offers forward contracting potential for your cattle for any given month up to 12 months in advance. No margin money is required by you to do this. It is a secure way for you to guarantee the price you will receive for your cattle when marketed. While production risk is always a variable, contracting takes price risk out of the equation. We continue to have more and more astute producers utilize this tool with good results. It's just good business to lock in a profit when one is offered to you.

Our contracts are offered in any size increment of cattle from 30 head or larger.

To visit more about contracting your cattle feeding investment, please contact Lincoln or Travis.

## Vet on Site Requirements

For export verification purposes, Upper Iowa Beef requires all suppliers to have a vet on site annually. If you have had a vet on farm in 2024, please contact Autumn Feine and verify with her via phone or text at **507-421-9479** or via email at **afeine@upperiowabeef.com** whichever is most convenient for you.

Please provide:

- Your name
- The name of the vet clinic you work with
- Your most recent vet visit

## Employee Spotlight

### VERN ROSE

Vern Rose, a seasoned professional with over 30 years of experience in the fresh meat industry, has recently joined Upper Iowa Beef. His career began in 1992 near Grass Valley, California, where he worked as a butcher in a small local grocery store. Over the years, Vern has held various roles including serving as an Executive Account Manager at Certified Angus Beef. His expertise spans across retail, food service, consulting, and manufacturing, with a consistent focus on branded programs within the fresh meat sector.

**"Several key factors drove my decision to seek employment with UIB, each aligning with my professional values and aspirations.**



**1. Connection to Farmers and Ranchers:** UIB's strong ties to farmers and ranchers resonates deeply with me. As someone who appreciates the origins of our food, I believe in fostering relationships with those who cultivate and raise the products we work with. UIB's commitment to supporting these essential stakeholders is commendable.

**2. Sustainability Efforts:** In an era where environmental consciousness is paramount, UIB's dedication to sustainability stands out. From responsible sourcing practices to waste reduction initiatives, I am eager to contribute to UIB's mission of minimizing our ecological footprint.

**3. Quality Grade of Beef:** UIB's reputation for sourcing and producing high-quality beef is unparalleled. The pursuit of excellence in every cut—whether it's a succulent ribeye or a tender filet—resonates with my passion for delivering exceptional products to consumers.

**4. Purpose-Driven Career Closure:** As I approach the twilight of my career, I sought a company that transcends mere business transactions. UIB's commitment to making a meaningful impact in the meat industry—both in terms of taste and ethical practices—captured my heart. I want my final professional chapter to be one of purpose and significance.

In UIB, I see not just an employer, but a partner in shaping the future of meat production. I am excited to contribute my expertise and passion to this dynamic organization."

# Upper Iowa Beef

## Hide Color Requirements

Cattle eligible for harvest at Upper Iowa Beef must have a **solid red or black hide with no other color behind the shoulder, above the flank, or breaking the midline behind the shoulders excluding the tail.**

The Following Cattle are **NOT** accepted at Upper Iowa Beef:

- Red Roan (Shorthorn)
- Brindle
- Hereford markings
- Blue Roan
- Charolais
- Pinzgauer markings (dorsal stripe down the backline)
- Longhorn markings

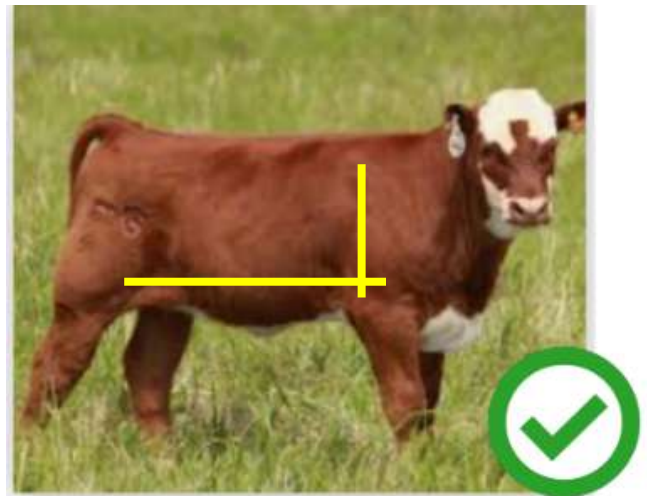
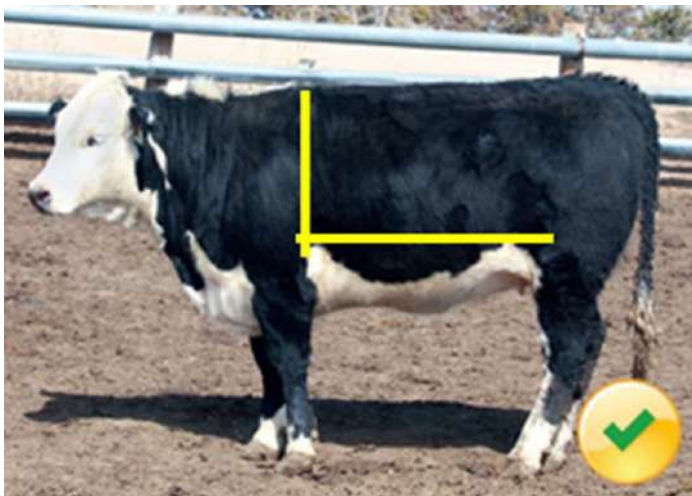
Cattle of non-program color conformance will be rejected at unload, shipped to an alternative market, or discounted at **\$55/cwt.**

## Beef on Dairy

Cattle of dairy confirmation are **NOT** accepted at Upper Iowa Beef.

- Cattle must have convex shaped rounds (bulging beef-type)
- Cattle must have a muscular top (beef-type loin)
- Cattle with a sloped ribeye shape (rafter top) and/or a concave round shape **Will NOT** qualify under Upper Iowa Beef requirements

Cattle of non-program conformance will be rejected at unload, shipped to an alternative market, or discounted at **\$20/cwt.**



# Industry Update

## Beef on Dairy, A Game Changer

One of the most asked questions that the procurement team receives is whether or not we harvest beef on dairy cross cattle. The answer we tend to give is....It depends. We harvest black-hided cattle of beef confirmation.

One of the biggest changes that I have witnessed in my 30-plus years in the beef industry is the recent increase in Beef on Dairy (BOD) cross cattle coming into the marketplace. I first witnessed this in the late 1990s with a dairyman who used an Angus bull on his Holstein cows. Today, we are seeing approximately 40-50% of the dairy herd mated to beef bulls. This results in 4-5 million calves annually providing about 15% of the slaughter mix being BOD. This change has happened in a very short time frame.

The industry is trying to adapt to this change. All processors are running evaluations on these BOD cattle to analyze for carcass composition, retail fabrication yields, and various other differences versus "Native" beef cattle. UIB is no different. We have implemented a Muscle Scoring system to evaluate both round and ribeye shape. You may have seen these scores on your recent settlement sheets. We are also utilizing a camera system at grading to accurately collect more data on all cattle.

The biggest challenge we see in the BOD groups is the consistency of carcass composition, especially in the round area and somewhat in the size and shape of the ribeye. UIB focuses on high-quality cattle destined for white tablecloth restaurants. The Certified Angus Beef (CAB) program is our corner post. One of the 10 criteria for a carcass to be stamped CAB is "No Evidence of Dairy Influence". We work with USDA closely during grade to make sure carcasses that fail to meet minimum muscle shape for CAB are sorted into a different program at grade.

One of the best management tools you as a producer can utilize is a good sorting facility at your feedlot. No matter how good of a pen of cattle you have on feed, there are always outliers that should be destined for an alternative market. Some animals just need to go another way.

## Sirloin Flap with Chimichurri Sauce

Upper Iowa Beef- Vern's Kitchen



### INGREDIENTS:

- 1 lb sirloin flap steak
- 1 Tbsp olive oil
- 1 tsp salt
- 1/2 tsp black pepper
- 1/4 tsp garlic powder
- 1/4 tsp onion powder

### Chimichurri Sauce

- 1 cup chopped fresh parsley
- 1/2 cup chopped fresh cilantro
- 1/4 cup chopped red onion
- 2 cloves minced garlic
- 1/2 cup olive oil
- 1/4 cup red wine vinegar
- 1 tsp salt
- 1/2 tsp black pepper

### INSTRUCTIONS:

1. Preheat your grill to medium-high heat.
1. Drizzle the sirloin flap steak with olive oil and season with salt, pepper, garlic powder, and onion powder.
2. Place the steak on the grill and cook for 3-4 minutes per side, or until it reaches your desired level of doneness.
3. While the steak is cooking, make the chimichurri sauce. In a food processor or blender, combine the parsley, cilantro, red onion, garlic, olive oil, red wine vinegar, salt, and black pepper. Pulse until the sauce is well combined.
4. Remove the steak from the grill and let it rest for 5 minutes before slicing and serving.
5. Serve the steak with the chimichurri sauce on top.

\* Serve your sirloin flap with your favorite sides, such as grilled vegetables, mashed potatoes, or a salad!

**Don't forget to support your local retail outlets that carry  
Upper Iowa Beef.**