



## 2021: 3rd Quarter Newsletter

### HIGHLIGHTS

- ✓ BQA MEETING RECAP
- ✓ LIVESTOCK RISK PROTECTION INSURANCE
- ✓ INTERNATIONAL SHIPPING
- ✓ WE ARE HIRING

2021, although better, has many similarities to 2020. We continue to see volatility in all market segments, from grains to cattle to wholesale beef. Weather is no different from dryness over many areas to late-killing freezes in late May and June. The only thing for certain is uncertainty. On the plus side, we seem to be in a more "normal" environment with fewer restrictions and the ability to get out and about. It is sure good to return to life as we once knew it.

Upper Iowa Beef continues to expand and improve our ability to provide a competitive market for your high-quality cattle. We are pleased to be a family-owned and locally-operated independent option, providing you with a timely means to get your cattle marketed. We employ over 180 workers and are always looking for more highly skilled people for multiple job options. Our employees support the local communities and businesses, and their children attend our rural school systems. In addition, we purchase products locally and support the area businesses. All good things to keep rural America growing.

## HIGHLIGHTS FROM THE FIRST HALF OF 2021



### BEEF QUALITY ASSURANCE PROGRAM

Upper Iowa Beef hosted a successful BQA meeting on March 31st at the Cedar River Complex on the Mitchell County Fairgrounds. We had 170 of our 500+ cattle suppliers in attendance. Dr. Dan Thompson of Iowa State University led the BQA certification. Thank you to those that attended. Our next certification will be in 2022.



### LIVESTOCK RISK PROTECTION INSURANCE (LRP)

Joe Kovanda with Compass led a discussion on utilizing LRP insurance in your cattle operation to mitigate risk. With our volatile markets, management of the lost equity risk is an essential part of cattle feeding. We believe solutions such as this will continue to be critical tools in your operation. Contact Joe at 970-372-0482 for more information.



### UPPER IOWA BEEF PRODUCT SHIPS INTERNATIONALLY

May was an exciting month at Upper Iowa Beef. After more than two years of seeking export approval for Upper Iowa Beef, we were able to ship our first load of product bound for Hong Kong and Taiwan! Donelle and her team worked long and hard to make this happen. We continue to research new markets for the high-quality Angus beef you produce.

**Upper Iowa Beef (563) 566-2202 [www.UpperIowaBeef.com](http://www.UpperIowaBeef.com)**

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### POINTS TO REMEMBER

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#### CATTLE UNLOAD TIMES FOR OVERNIGHT CATTLE

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.

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#### 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 are allowed.

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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.

**1) DOCK TIMES.** If you are given a scheduled dock time by your buyer, please try to be punctual. As we are such a small facility and do not have excess unload holding pens, we need you to arrive at your specific time within reason. If you cannot unload at your scheduled time, please contact Jadie in the office. Be sure to share this information with your cattle haulers.

**2) DEFERRED PAYMENT OF CATTLE.** Upper Iowa Beef will allow cattle producers to defer payment on cattle marketed in the 3rd and 4th quarters of 2021. We will need a signed deferred payment sheet and the payee's tax ID# or SSN# for each load of cattle you want to defer payment. Please direct any questions to Jadie in the office.

**3) BEEF QUALITY ASSURANCE CERTIFICATION.** We require all cattle suppliers to be BQA certified and have a valid, non-expired BQA on file with Upper Iowa Beef. If you do not have your certificate and expiration date on file, or your certificate has recently expired, please forward your renewed certificate to Jadie in the office by mail, email, or phone.

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 complete, and processed headcount numbers have been increasing since the new year.

Sincerely,  
Upper Iowa Beef Management

#### COME JOIN OUR TEAM

- Production Workers
- Maintenance Workers
- CDL Drivers (Cattle/Reefer/Tanker)
- Office/Accounting
- Shipping
- Quality Assurance
  - home every night!