



P.O. Box 141 • Clearwater, MN 55320 • 877-854-8422
www.thousandhillscattleco.com

Dear Producer:

Our Lifetime Grazing Producer Protocol must be signed and returned to Thousand Hills every calendar year. Please email to: mmaier@thousandhillscattleco.com; OR mail to: Thousand Hills, PO Box 141, Clearwater, MN 55320

2017 Thousand Hills Lifetime Grazed™ 100% Grass Fed Beef Program Producer Protocol Requirements

THOUSAND HILLS CATTLE CO. MISSION STATEMENT:

To nourish soil, plants, cattle and people by holistically grazing cattle for their lifetime.

Memorandum from Matt Maier, Owner

We believe the many benefits of grass fed beef are only attained when cattle are on the land grazing on forage/grasslands with properly managed, holistic grazing techniques for their lifetime. This is why we don't allow: confinement feeding (except in extreme, short-term weather situations), GMO plants, grain and/or grain byproducts in our protocol. These conventional agricultural practices and feeds simply don't have a place in our Lifetime Grazed 100% Grass Fed Beef. In addition to the many benefits gained by properly managed grazing, we also understand consumers believe they are buying beef from Lifetime Grazed cattle when they purchase a product labeled 100% Grass Fed Beef. We simply want to fulfill that implied promise and certainly don't want to let them down or mislead them. Our hope is that if you've come this far to read this document, your values may align with ours. We are grateful for your land, soil and cattle stewardship. After you review the contents of this document, please let me know if you have any further questions.

Matt Maier
(612) 366-0753



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I. Naturally Raised (NEVER, EVER Antibiotics & Hormones)

A. No antibiotics

Use of antibiotics or ionophores, whether sub-therapeutic (low levels mixed in feed on a continual basis), or therapeutic (high levels injected for short duration) are prohibited for the life of the animal

B. No artificial/synthetic hormones or beta-agonists

Use of any growth hormones or implants are prohibited for the life of the animal

II. Cattle Diet Requirements

A. Allowed in diet

- a. Calves must remain on their mother's milk for a minimum of 90 days (strongly prefer calves to stay on cows for 9 – 10 months.)
- b. Raw cow's milk
- c. Pasture forages (no synthetic chemical pesticides/herbicides applied during grazing season):
 - i. Grasses (perennial/annual ryegrasses, orchardgrass, fescues, native warm-seasons, etc.)
 - ii. Legumes/forbs (Non-RR/Non-GMO alfalfa, clovers, chicory, trefoil, dandelion, etc.)
- d. Grazed summer and winter annuals (corn, rye, oats, barley, triticale, brassicas, etc.)
 - i. Seeds must not be developed when grazed (vegetative state only)
 - ii. Only non-GMO annuals can be grazed
 - iii. Annuals must be grown without chemical pesticides/herbicides
- e. Non-GMO Molasses (Cane Sugar only - no Beet Molasses)
- f. Apple Cider Vinegar (either dry or wet)
- g. Non-GMO Soy Hulls
- h. Any combination of the above list can be fed as stored forage (hay, baleage, silage, etc.)

B. Prohibited from diet

- a. Grains, Grain Byproducts
- b. DDGs (Dried Distiller Grains)
- c. Mature corn silage
- d. Animal and fish by-products
- e. Any GMO and/or Genetically-Engineered plant or ingredient



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II. Carcass Quality and Consistency

- A. Visual inspection – all cattle must be personally inspected on the farm by a THCC representative, who will look for the following:
- a. proper phenotype - typically found in 100% British breed cattle:
 - i. Black/Red Angus, Hereford, British White, Highlander, Shorthorn, etc.
 - b. moderate frame, short, deep, thick, well muscled
 - c. small, dense cannon bones; small refined knee and hock joints
 - d. broad flat back (top line)
 - e. Soft supple hide; healthy oily hair and skin
 - f. Functional endocrine system (glandular functionality)
 - g. Calm disposition/low head set
 - h. No Brahman (eared) influenced cattle
 - i. No Dairy cattle genetics or influence
 - j. No Bulls
- B. Cattle age and carcass weights
- a. Fat Heifers 16 – 30 months, with carcass weight of 575 – 750 lbs.
 - b. Fat Steers 16 – 30 months, with a carcass weight of 575-750 lbs.
 - c. Cows 3 – 10 years old, with carcass weight of 450 – 800 lbs.
- C. Acceptable “finish”
- a. No ribs showing
 - b. Tailhead fat
 - c. Cod fat – steers; udder fat – heifers
 - d. Distended heavy brisket
 - e. Minimum backfat of 0.15 inches
- D. Veterinary Treatments
- a. All veterinary treatments, including, antibiotics, vaccines, and/or worming treatments must be recorded in a record keeping system, including ear tag numbers. This system must be available for inspection by TH at any time.
 - b. Although currently allowed, TH strongly discourages the use of synthetic chemical wormers and fly control.
- E. Managed Holistic Grazing/Not Confinement Feeding
- a. Ongoing (more than several weeks) feeding in confinement lots is prohibited. In severe winter weather or very wet weather, cattle can be fed on concrete, but cattle also must always have access to open pasture suitable for the number of head.
 - b. Cattle should always be able to naturally graze on the land—either dormant stockpiled during winter months or live forage during growing season.
 - c. Rotational grazing management is required during growing season.
 - d. Always leaving ground cover and allowing 2-6 months of rest between grazing, depending on climate and weather conditions.



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F. Low-stress Cattle Handling

- a. Rotational grazing is essential to condition cattle to the high stock density situations they will experience during transportation and at the processor.
- b. Humane handling procedures in loading, trucking and restraint for slaughter are required.
- c. We recommend attending a low-stress handling school (www.stockmanship.com).

VII. Source Verified

- A. All cattle should be identified with an ID tag, no later than weaning age.
- B. Each load of cattle must include a signed producer affidavit identifying each animal with breed, age, hide color, and ear tag #.
- C. Affidavits must accompany the cattle to delivery at the processing plant.

VIII. Regionally Sourced

- A. Quality trumps geography. We would rather source great cattle a longer distance than inferior cattle nearby. We source cattle from Midwestern U.S. states.

IX. Terms of Sale

- A. Finished fat slaughter cattle
 - a. Base price is approximately \$0.40 over the USDA published dressed steer price.
 - b. Cattle that grade Slight 20 Select or below, per the processor's assessment, will be discounted \$.50/lb HCW from quoted price.
 - c. Cattle with a Ribeye area less than 9.6 square inches or larger than 12.8 square inches, per the processor's assessment, will be discounted \$.50/lb HCW from quoted price.
 - d. Cattle that are delivered without the TH affidavit properly completed will be discounted \$20 per head.
 - e. Transportation costs are shared by producer and TH to Lorentz Processing, Cannon Falls, MN.
 - f. Producer's share of transportation costs vary depending on the number of cattle per load.
 - g. Payment will be made to producer within 15 business days.

10. Acknowledgement

On this date, I am entering into an agreement for the sale of livestock on credit to Thousand Hills, a packer, and I understand that in doing so I will have no rights under the trust provisions of section 206 of the Packers and Stockyards Act, 1921 as amended (U.S.C. 196, Pub L.94-410), with respect to any such credit sale. The written agreement for such selling on credit provides that it will remain in effect until canceled in writing by either party.



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I have read and understand this protocol. I guarantee that all the cattle I supply to Thousand Hills Cattle Company will be raised in accordance with the above terms and conditions. This guarantee will continue in force until I revoke it in writing.

Farm Name	Individual Name	Signature
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Date	Phone (Home/Mobile)
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Address	City	State	ZIP
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