



Phone: (507) 263-4001 / Fax: (507) 263-4019  
 P.O. Box 68 • Cannon Falls, MN 55009

[www.thousandhillscattleco.com](http://www.thousandhillscattleco.com)

## *100% Grass-Fed Beef Program Protocol - 2011*

### Contact Information:

<u>Name</u>	<u>Title</u>	<u>Phone</u>	<u>Fax</u>	<u>Email</u>
Todd Churchill	Cattle Buyer Co-Owner	612-756-1346	507-263-4019	<a href="mailto:todd@thousandhillscattleco.com">todd@thousandhillscattleco.com</a>

### 1. Naturally Raised:

- a. 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
- b. Use of any growth hormones or implants are prohibited.

### 2. 100% Grass Fed

- 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
  - i. Grasses (perennial/annual ryegrasses, orchardgrass, fescues, native warm-seasons, etc.)
  - ii. Legumes/forbs (Non-RR alfalfa, clovers, chicory, trefoil, beets, dandelions)
- d. Grazed summer and winter annuals (corn, rye, oats, barley, triticale, etc.)
  - i. seeds must not be developed when grazed
  - ii. Only non-GMO annuals can be grazed
  - iii. Annuals must be grown without chemical pesticides/herbicides
- e. Molasses (Cane or Blackstrap)
- f. Apple Cider Vinegar (either dry or wet)
- g. Any combination of the above list can be fed as stored forage (hay, balage, silage, etc.)
- h. Prohibited from the diet are:
  - i. Grains
  - ii. Mature corn silage
  - iii. Any genetically modified organism
  - iv. Animal and fish by-products

### 3. Carcass Quality and Consistency:



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- a. Visual inspection – all cattle must be personally inspected on the farm by a THCC representative, who will look for the following:
  - b. Proper phenotype - typically found in 100% British breed cattle:
    - i. moderate frame, short, deep, thick, well muscled
    - ii. small, dense cannon bones; small refined knee and hock joints
    - iii. broad flat back (top line)
    - iv. Soft supple hide; healthy oily hair and skin
    - v. Functional endocrine system (glandular functionality)
    - vi. Calm disposition – low head set
    - vii. No Brahman (eared) influenced cattle
  - c. Cattle age and carcass weights:
    - i. Heifers 16 – 30 months, with carcass weight of 550 – 800 lbs.
    - ii. Steers 16 – 30 months, with a carcass weight of 550-800 lbs.
  - d. Acceptable “finish”
    - i. No ribs showing
    - ii. Tailhead fat
    - iii. Cod fat – steers, udder fat – heifers
    - iv. Distended heavy brisket
    - v. Minimum backfat of 0.2 inches
4. 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.
  - b. Although currently allowed, THCC strongly discourages the use of synthetic chemical wormers and fly control. Please contact Todd or Dr. Will for information on holistic alternatives.
5. Free-range: feeding in confinement lots is prohibited. In winter or very wet weather, cattle can be fed on concrete, but must have access to pasture.
6. 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 Bud Williams’ stockmanship school ([www.stockmanship.com](http://www.stockmanship.com))
7. Source Verified: All cattle should be identified with an ID tag, no later than weaning age (preference is calves tagged at birth.) Each load of cattle must include an affidavit with breed, age, hide color, and ear tag #. Affidavits must accompany the cattle to delivery at the processing plant.



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8. Regionally Sourced

- a. We strongly prefer cattle from MN, but when necessary will consider cattle from Upper Midwest/Great Plains states. (In 2007, over 93% of our cattle were from Upper Midwest.)

9. Terms of sale

- a. For calves and yearlings:
  - i. THCC arranges purchase of calves and yearlings for finishing. Pricing is dependent upon quality and expected yields. Please call for more information.
- b. For finished slaughter cattle
  - i. Base price is \$2.00/lb Hot Carcass Weight or \$0.15 over commodity dressed steer price as reported by USDA. Contracts for delivery in certain months may be available at a higher price. Please contact Todd for more information.
  - ii. Cattle that grade Standard, per the processor's assessment, will be discounted \$.25/lb from quoted price.
  - iii. Cattle that are delivered without the THCC affidavit properly completed will be discounted \$20 per head.
  - iv. Transportation to Lorentz Processing, Cannon Falls, MN is arranged by THCC.
  - v. THCC pays \$20/head transportation costs, Producer pays remainder.
  - vi. Payment will be made within 10 business days.

**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.**

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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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