

**Pasture Grown Bison, Beef and Hogs.****Dear Reader**

This letter is intended primarily for people who have inquired about our products and who do not yet know much about us. If you already know us, please pass this letter on to a friend that could become a customer.

**Our Goals**

To humanely raise and harvest our animals, to be good stewards of our land, to sell delicious, healthy meat at a fair price and to provide authentic country experiences to our customers.

**A little information about the Snake River Farm.**

The Farm consists of 225 acres located in the center of Sherburne County. We are 50 miles northwest of Minneapolis and 20 miles east of St. Cloud.

It's a nice drive from wherever you are.

The Farm is a mixture of open pasture, native prairie, oak savanna, wet meadows and lowland. The Snake River, a small beautiful stream, winds through the farm for a mile. The farm is divided into a number of pastures and our herds are rotated through the pastures according to the seasons.

In addition to the customary farm buildings we have a fully functional one-room schoolhouse, a museum of farm and household tools and a playground for kids. We enjoy using our horses to give wagon and bobsled rides.

**Animals we raise.**

We keep only as many animals as our grazing land can handle.

We raise bison, cattle and hogs for sale and poultry for our own needs.

In 2010 we intend to harvest and sell 15 bison, 25 beef and 25 hogs.

We keep horses for enjoyment and we sell gentled, trained mustangs.

All of our animals live in a natural environment. The animals are in herds that meet their social needs. Bison and beef are fed only grass and grass hay throughout the year. The hogs, raised in large outdoor pasture lots, are fed a mixed diet as suits their nature.

We have no feedlots or handling pens. Our animals have plenty of space at all times. A typical pasture has both high and low ground, trees for shade and running water. We use no medicated feeds or antibiotics. Our animals are relaxed and healthy. They grow slowly compared to grain fed or feedlot fed animals. Most of our bison and beef animals are harvested between 18 and 30 months of age, hogs at about 8 months. Each year we harvest a couple of mature animals that although past the age for prime cuts, make excellent ground meat and roasts.

**How and when we Harvest.**

We harvest our animals humanely on the farm.

We do the majority of our harvesting between September and December for a lot of good and natural reasons.

Beef animals are harvested in the September to December time period.

Hogs are harvested in late November.

Most of our bison are harvested in the fall also, but we do find it necessary to harvest bison at intervals throughout the year in order to keep our customers supplied. In general we schedule a bison harvest when at least  $\frac{3}{4}$  of an animal is spoken for.

We pasture harvest our animals to minimize trauma and handling. This means the animals are killed in the pasture then hauled immediately to Quality Meats in Foley for processing and freezing.

Quality Meats is a state inspected facility.

### **How we sell our Meat.**

We prefer to sell bison and beef by the quarter and hogs by the half. The meat is priced based on hanging weight. Hanging weight is the weight of a cleaned quarter as scaled at Quality Meats.

Bison quarters normally range between 100 and 160 pounds hanging weight.

Beef quarters may be 120 to 150 pounds hanging weight.

Hogs weigh between 120 and 150 pounds per half, hanging weight.

The folks at Quality Meats are very helpful and easy to work with. They will process and package your meat any way you like. You pay us for the meat and you pay Quality Meats for the processing. Processing averages about 60 cents per hanging pound.

All quarters are mixed. That means all quarters from a given animal are equal. No front or hindquarters. Every quarter buyer gets essentially the same cuts.

### **We do all we can to make this easy and simple for you.**

You are welcome and encouraged to visit the farm. We have a Fall and a Spring Customer day, but if those dates are not convenient for you, you are welcome to visit any time we are home.

We do not require a deposit, just your best estimate of what you will want. There is no penalty for changing or cancelling your order but we would like you to tell us before we harvest your animal.

When your animal is harvested we will mail to you an invoice and an instruction form. Please pay the invoice for the meat at that time. The processing form makes it simple and easy for you to tell the folks at Quality Meats exactly how you want your meat processed and packaged.

Don't be anxious if this is your first time buying meat by the ¼. We'll help make it easy for you.

A quarter of bison or beef, or a half of hog will require about three cubic feet of freezer space. It will fit easily into a small chest freezer, the kind that sells for under \$200. Gail has one that has been running perfectly in our unheated garage for over ten years.

If you wish, we can pick-up your meat after processing and deliver it. As long as we can arrange a time that allows me to combine several errands into one trip I am happy to bring the meat to your house or meet you at a prearranged location. No charge.

### **Our 2010 Prices.**

First a few words about prices in general. If you are searching to buy meat in bulk to get the lowest possible price, we probably don't have what you want. We are not raising a commodity. Our prices are very reasonable for grass fed animals, raised and harvested humanely. It takes longer and it costs more to naturally raise animals on grass and grass hay. Grass fed animals produce healthier meat in many ways and the percentage of fat is significantly lower than in grain fed animals. Pound per pound you get more healthy nutrients from our meat. Hanging weight price for **bison is \$3.25** per pound, **beef is \$2.10** per pound and **pork is \$1.50** per pound.

### **More about the Farm and the Fall and Spring Customer Days.**

We are adding a Spring Customer Day this year, Saturday, May 22<sup>nd</sup>. Fall Customer Day is Saturday September 29<sup>th</sup>. By May 22<sup>nd</sup> we should have new calves, baby pigs, chicks, bunnies, lambs and more. Bring your family. You and your family are welcome to visit us at any time of the year but please call ahead to assure that we are home and able to spend some time with you.

The farm is 225 acres of beautiful mixed countryside. There are picnic areas, a playground, a farm museum, chickens to feed, an operating one-room schoolhouse and more. Of course you will be able to see all the animals up close including the bison. On the Customer Days and at many other times during the year we hitch horses to wagons or bobsleds and give rides through the farm.

It is best to call us on our home phone which has an answering machine. 763 263 2721.

Email works well too. [tbarthel@clarus-medical.com](mailto:tbarthel@clarus-medical.com) Best Regards, Tom Barthel