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## Why Grass-fed instead of Grain-fed Beef?

This century, studies have linked certain health issues to beef consumption due to high-tech feeding methods. These methods produce animals that have received growth hormones, antibiotics and contain more fat and saturated fat than traditionally raised animals. Raising beef on grass, on the other hand, has been shown to produce healthier animals, which in turn contributes toward your own health.

Cows are *ruminants*, which means they efficiently convert grass to milk or meat. Cows were created to eat grass so it is their ideal diet. When cattle are raised on pasture the ratios of Omega 6 fatty acids to Omega 3 fatty acids are exactly what they are supposed to be for healthy meat. Unfortunately, the typical grain-fed beef, sent to feedlots have an unhealthy balance of Omega 6 fatty acids to Omega 3 fatty acids which may contribute to heart disease and cholesterol issues. Cows do not properly process grains, creating a completely opposite ratio of fatty acids in the final consumable product. The American Heart Association gives their approval to eating grass-fed beef versus grain-fed. Research shows that beef raised on grass is high in conjugated linoleic acid (CLA) which is anti-carcinogenic, anti-diabetic, anti-atherosclerosis (heart-disease), and reduces body fat. Grass-fed beef is also shown to be extremely higher in vitamin E, vitamin A, and beta carotene.

If grass-fed beef is healthiest then why do farmers feed grain? It is easier to feed animals grain than to pasture them and the animals gain weight more quickly. Weight equals \$\$\$ and you can crowd a lot of animals into a feedlot. Essentially, businesses have decided to treat animals like a manufacturing operation and not a farm. *The more animals per square foot, the more \$\$\$ per square foot.* Never mind the health of the animals, never mind the pollution generated from all those animals, and never mind the health of the consumer.

We are offering natural grass-fed beef as an alternative to the deplorable practices and ethics that exist in animal farming today. The cattle that we will be raising for you will be out on fresh pasture daily and we will have the correct amount of animals per acre, *not per square foot.*

To get started, take your time and read the following information carefully to understand our relationship—we are custom raising these animals for you.

We look forward to providing you with some of the best beef out there.

*Tristan Klesick*



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## How to Order Grass-fed Beef

If you are interested in providing yourself and your family with a healthy alternative to conventional feedlot beef, then Klesick Family Farm's (KFF) grass-fed beef program is for you. Our cattle are free from growth hormones and antibiotics and are raised and finished on quality grass pasture and moved often to maintain healthy pastures and healthy cattle. Not only is this grass-fed beef good for you, but it has also scored high in a WSU taste test and received raving reports from our customers.

### Program Schedule

- **March** – You reserve your share of beef by paying the deposit.
- **October** – The beef is processed. You will receive a call from the meat shop and they will talk with you about options for cutting and wrapping your beef. Approximately three weeks later, your beef will be ready for you to pick up at the meat shop (we do not deliver the beef). KFF will also contact you to notify you of any remaining balance due for your share.

### Cost Breakdown

- **KFF costs** – You will pay KFF \$2.75/lb. for the hanging weight. Hanging weight refers to the weight of your share before it is cut and wrapped. All of your costs are based on the hanging weight. So, if you buy a ¼ share of beef *the average hanging weight* is around 137 lbs. Therefore, an estimate of what you might owe KFF for a ¼ share of beef is  $\$2.75 \times 137 \text{ lbs.} = \$376.75$ .

In order to reserve your share of beef you will pay KFF a deposit of \$300 per ¼ share, due by May 31<sup>st</sup>. So, if you order a ½ share of beef your deposit will be \$600. Once we know the final hanging weight of your share of beef in October we will be able to calculate any remaining balance you may owe to KFF, which you would pay at that time.

- **Meat shop costs** – The meat shop fees are separate from what you would pay KFF. You will pay the meat shop directly for their cutting and wrapping service when you pick up your beef in October. The meat shop charges a separate processing fee of \$16.25 per ¼ share, plus a cutting and wrapping fee of \$0.53/lb. An estimate of what you might owe them for a ¼ share of beef is  $\$16.25 + (\$0.53 \times 137 \text{ lbs.}) = \$89$ .
- **In the end** – What you will bring home is approximately 65% of the hanging weight of your share. 65% of 137 lbs. equals 89 lbs. of *actual* cut and wrapped beef per ¼ share. With all costs considered, your estimated total cost for a ¼ share of beef (89 lbs. of beef) will be  $\$376.75$  to KFF + \$89 to the meat shop = \$465.75. This, divided by the average 89 lbs. of finished cut and wrapped meat, means that you would have brought home local all natural grass-fed beef at a cost of only \$5.23/lb.! This is a very competitive price for grass-fed hormone and antibiotic-free *ground beef* and an exceptional price for the *premium beef cuts*.

### How to Order

1. **Decide how much you want** – The beef is sold by the share: ¼ beef, ½ beef, ¾ beef, or 1 whole beef. A ¼ share of beef will fill two shelves of a large upright freezer. You can use the “Beef Order Record” to help you in your decision.
2. **Place your order** – You can order and pay online or over the phone. To order online, under the meat category, just select the beef deposit for the share you want. Your account will then be charged for the deposit and your share will be reserved. Your order is not confirmed until the deposit is received.

Please note: If you are a current produce customer and you are set up for us to automatically charge your credit/debit card for your produce deliveries, if you order your beef online but do not pay online at that moment, your card will be automatically charged on your next scheduled billing cycle.

3. **Cancelling your order** – Please understand that if you decide to cancel your order we will make every effort to find another buyer for your share. If we are able to find another buyer we will gladly refund your deposit; however, if we are unable to find another buyer your deposit cannot be refunded.