

September 9th, 2014

CURRENT PRICING FOR JOHNSTON'S FARM GRASS-FED BEEF

Our Beef are raised and grazed on natural pasture.

Our grass-fed beef price for this year is \$3.95 lb for whole (finished 350-600 lbs), and 4.10 lb for half (finished 170-300 lbs) prices are based on hanging weight for the beef, your total cost with slaughter and processing is explained below. **All figures are approximate since we won't know the exact weights and individual cattle bone structure until time of processing.**

Slaughter is \$100.00 and cut and wrap is \$.85 per pound based on hanging weight.

For a whole beef assume 1,000 lbs. on the hoof for figuring purposes, it may weigh up to 1,200 lbs. or as little as 900 lbs.

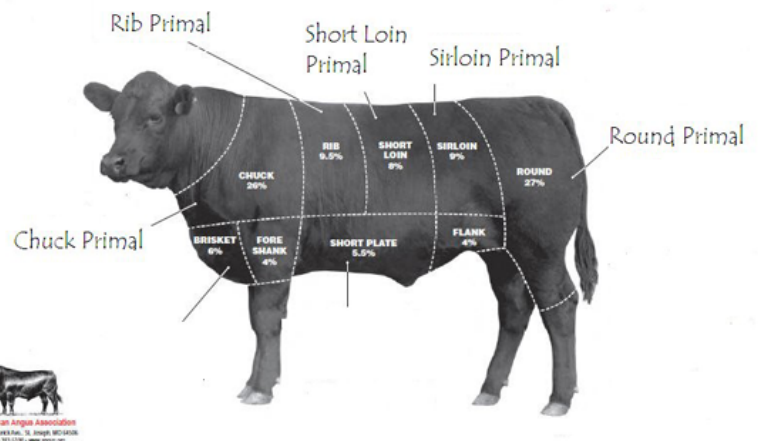
55% of live weight on rail = 550 lbs. x \$3.95 = \$2172.50 + (.85 x 550) = \$467.50
Total cost = \$100 + \$2172.50 + \$467.50 = \$2,740.00

Final product Cut and wrapped meat = 75% x 550 = 412 lbs. (plus soup bones)

\$2,740 / 412 lbs. = \$6.65 lb (This average will run from \$5.80 to \$6.80) per pound for your pasture grazed, grass-fed beef. This is about the price of one pound of "green" ground beef at Grocery store and much less than grass-fed beef at a Farmer's Market or at Whole Foods Market. This is clearly the most economical way to feed your family with all the health benefits of grass-fed beef.

We like to dry age our beef in the cold storage from 14-21 days, so add this time to the slaughter date to determine your pickup date. We deliver your steer to the Bradenton location and you pick it up, unless other arrangements are made with us in advance

ANGUS BEEF CHART



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Bulk Beef	Weight (Pounds)		Total Cost Picked Up At Farm
Half Beef (Side)	235		1213.25
Whole Beef	475		2380.00
* Weights will vary and prices are estimates only			

Here is what one Half (Side) of a Beef pack contains.

Rib Steaks
T-Bone Steak/Porterhouse
Five Packs Sirloin Steak
Round Steak (Tenderized) Cubed
Rump Roasts
Sirloin-Tip Roasts
Three Chuck Roasts
Arm/shoulder Roasts
Brisket
Ground Beef
Short Ribs
Stew Meat (Tips)
Total weight will be 200 pounds.

For those who would like to know. . . .

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THESE ARE THE PRIMARY CUTS IN A 185-POUND BEEF FRONT QUARTER		
Cuts	Weight	Percent
Rib Roasts, Steaks	17 lbs.	9%
Boneless Stew Meat	7 lbs.	4%
Short Ribs	6 lbs.	3%
Ground Beef	50 lbs.	27%
Chuck Roasts	48 lbs.	26%
Total Product	128 lbs.	69%
Bone, Fat, Trimmings	57 lbs.	31%

THESE ARE THE PRIMARY CUTS IN A 175-POUND BEEF HIND QUARTER		
Cuts	Weight	Percent
T-Bones, Club Steaks	24 lbs.	14%
Sirloin Steaks, Roasts	21 lbs.	12%
Round Steaks, Roasts	39 lbs.	22%
Rump	11 lbs.	6%
Flank Steak	3 lbs.	2%
Ground Beef	21 lbs.	12%
Total Product	119 lbs.	68%
Bone, Fat, Trimmings	58 lbs.	32%