

2011**BISON, CATTLE, HOGS and damn fine HORSES**

Tom Barthel & Gail Wilkinson

18251 62nd Street, SEBecker, MN 55308 763 263 2721 tbarthel@clarus-medical.com see us on Facebook @ "Snake River Farm Minnesota"**Pasture Grown Bison, Beef and Hogs.**

This letter is an introduction to Snake River Farm.

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 grow delicious healthy meat, to sell that meat at a fair price and to provide authentic country experiences to our customers.

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.

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. We have divided the farm into twenty-four pastures. We rotate our herds through the pastures according to the seasons.

In addition to 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 2011, we intend to harvest and sell 15 bison, 35 beef and 50 hogs.

We keep about ten horses for enjoyment and for farm work. Most of our horses are mustangs.

All of our horses are trained to ride and drive.

All of our animals live in a natural environment. The animals are in herds that meet their social needs.

Our bison and beef eat only grass and grass hay throughout the year.

We raise our hogs in large outdoor pasture-lots. We feed our hogs a special 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.

We harvest most of our bison and beef animals between 18 and 30 months of age.

We harvest hogs at about 8 months.

How and when we Harvest.

We harvest our animals humanely. On the farm harvesting, minimizes handling and trauma for the animals.

We harvest our bison and beef animals between September and December for many good and natural reasons.

We harvest all of our hogs in late November.

Occasionally we harvest a bison at other times in the year in order to keep our customers supplied.

Pasture harvest, means we kill the animal in the pasture then haul them immediately to Quality Meats in Foley for butchering and processing.

Quality Meats is a state inspected facility.

How we sell our Meat.

We sell bison and beef by the quarter and hogs by the half. We price our meat based on hanging weight. Hanging weight is the weight of the meat after the animal is butchered but before the meat is cut, ground and wrapped. The folks at Quality Meats determine the hanging weight on their calibrated scale.

Bison quarters in 2011 will range between 100 and 130 pounds hanging weight.

Beef quarters in 2011 will be 140 to 170 pounds hanging weight.

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 meat. You tell Quality meats how you want your meat cut and wrapped. Hog hanging weight is between 130 and 180 pounds per half. For 2010, the average hog half was 161 pounds.

How you pay for your meat.

We do not require a deposit, just your honest intention to purchase the meat. When your animal is harvested, I will send an invoice. You should pay that amount to us via check before you pick up your meat.

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

You pay us, (Snake River Farm) for the meat and you pay Quality Meats for the processing.

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

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

There is no penalty for changing or cancelling your order but please tell us of a change before we harvest your animal.

The day after your animal has been harvested; we will mail an invoice and a processing instruction form to you. 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.

Do not be anxious if this is your first time buying meat this way. We and Quality Meats 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 around \$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 to you. 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. Normally there is no charge for mutually convenient delivery.

Our 2011 Prices. Revised 3/26/2011

First a few words about prices in general. If you are searching to buy meat in bulk to get the lowest possible price, we may not 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 raise animals naturally. Naturally raised animals produce healthier meat.

Pound per pound you get more healthy nutrients from our meat.

Hanging weight price for **bison is \$4.50** per pound, **beef is \$2.50** per pound and **pork is \$2.00** per pound.

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

Our Spring Customer Day is **Saturday May 21, 2011** from noon until sundown. Bring your family and friends. Our Fall Customer Day is **Saturday September 24**, from noon to sundown.

The farm is 225 acres of beautiful mixed countryside. There are picnic areas, a playground, a farm museum, chickens to feed, a furnished 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.

Email works best for contacting us. tbarthel@clarus-medical.com

If you prefer, our phone has an answering machine. 763 263 2721.

Best Regards and thank you for your interest. Tom Barthel