

## **JFF Newsletter – Spring 2016**

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

May 11, 2016

### **Dear Janzen Family Farms customers and friends,**

**Hello!** Spring is in full swing on the Kansas plains. Winter was mostly dry with occasional much-appreciated rain and a bit of snow. Winter wheat has moved out of dormancy—heads have formed and will hopefully yield abundantly in June. The triticale (wheat-rye hybrid), which was winter pasture for our all grass-fed beef herd, has been tilled under for sorghum planting. Soybean ground is ready for planting later this month.

We have 1 bull and 15 cows—now with 5 new calves and 10 on the way. Our herd also includes 6 nearly mature steers and 9 yearlings, which are gaining two pounds per day! ([Click here to go to the photo gallery on our website!](#))

Please read the rest of our newsletter for info on sales, prices, wheat berries, JFF farmers market activity, and a home rental opportunity at our farm.

### **Deep Discount Sale – 15% to 60% Off Select Cuts!**

Our summer slaughter dates are right around the corner, so we are working to clear our inventory. We're offering you the following sales of our existing inventory – while supplies last:

- Ground beef at \$6/lb rather than the usual \$7/lb (15% off)
- Round steak at \$7/lb rather than the usual \$10/lb (30% off)
- Short ribs, kidney and liver at \$2/lb rather than the usual \$3/lb (~30% off)
- Soup bones at \$1/lb rather than the usual \$3/lb (~60% off)
- Five-year old hot dogs and pet treats made of organ meat, both now intended only for pet consumption, at \$2/lb (way down from the original prices of \$9/lb and \$20/lb, respectively)

### **Plan Now for June Processing To Guarantee Your Order**

Please plan ahead for your next order. This way, you'll be guaranteed to get just what you want – including your discount!

### **New Price & Discount Structure for Bulk Orders**

As small-scale beef producers, we love our customers, and we want very much to offer you exactly what you want. However, the reality is that we also have limited supply. That means we aren't always able to fulfill everyone's wishes, especially if you aren't able to order ahead of time. We have decided to alter our price structure to streamline our system, reward bulk orders, and encourage pre-orders. (We are discontinuing our previous "grill pack" and "family pack" offers.)

Beginning in June, we will use the following price structure:

### **Custom Orders up to 25 lbs**

- Basic list price as itemized in order form

### **Bulk Order Discount on Quarters & Eighths (Priced by Cut & Packaged Weight)**

- Eighth: 15% off list price
- Quarter: 20% off list price
- Half: 25% off list price

These orders represent a sampling of all cuts proportional to what is available from a whole animal. If you buy a quarter, you will receive a "half of a half," not the front or rear quarter. An eighth represents a similar division of a half. A half amounts to approximately 250 pounds of cut and packaged meat.

### **Ground-Only Discount**

- 1-25 lbs: list price of \$7/lb.
- 26-60 lbs: 10% off list price
- 61-120 lbs: 15% off list price
- 121+lbs: 20% off list price

### **What about a "Side" (Priced by Uncut Hanging Weight)?**

If you are interested in purchasing a "side", please contact John at the farm. Thanks.

### **Now Selling Wheat Berries and Sorghum Milo**

After wheat harvest in June, we anticipate being able to offer certified organic wheat berries to our customers who want to do their own micro-milling and baking, as follows:

- Up to 10 lbs: \$1.50/lb
- 11-50 lbs: \$1.35/lb (10% off)
- 50 lbs or more: \$1.20 (20% off)

### **JFF Meat at Kansas Grown Farmers Market in Wichita on Saturdays**

Janzen Family Farms will continue to attend the [Kansas Grown Farmers Market](#) on **Saturdays** at the **Sedgwick County Extension Office** at 21<sup>st</sup> and Ridge in Wichita (7001 West 21<sup>st</sup> Street, North Wichita, KS 67205).

We apologize in advance if we are not there every week, but we intend to be there as much as possible, especially after our June slaughter. Please check [our Facebook page](#) for updates on our farmers market activity.

## **Rental Home at the Farm**

We're seeking a renter for our 2,500 sq. ft. bungalow-style house on our working organic farm. This includes: large garden, chicken house; opportunity for rent reduction through participation in selected farm or marketing responsibilities; central AC, washer-dryer, rural water services, on-farm well; high-speed internet; good public schools. For terms and further details, contact John at [John@janzenfamilyfarms.com](mailto:John@janzenfamilyfarms.com).

## **Thank you again for your business and interest in our farm!**

Sincerely,

John M. Janzen & Kristi Janzen

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