

JFF Newsletter - October 2008 (Premiere Issue)

Dear JFF Friends,

To keep our friends and customers “in the loop” about progress and products at Janzen Family Farms (JFF), we have decided to send out a newsletter periodically. In this premiere issue, we would first like to thank you for your interest and your business! We are grateful that so many of you are excited to hear about our new ventures in JFF grass-fed beef and local grain, freshly milled on the premises at JFF. Please continue to give us feedback, either personally, on the phone, or via email or snail mail. Your comments help us to determine our future direction, and we truly appreciate them.

We'd also like to remind you to check out the [photos page](#) on our website www.janzenfamilyfarms.com, where you will see pictures of our land, animals and activities. And if you have any feedback about the website, please let me know at kristi@janzenfamilyfarms.com. As a daughter-in-law in the family and a dedicated local food enthusiast who happens to also be a writer and editor on the subject, I am helping with JFF's marketing efforts. I would love to hear from you! (If your friends want on -- or you want off -- this list, let me know.)

Please read on for news on the following topics:

- Fresh Grass-Fed Beef Coming in November
- Notes from Farmer Norm (“Kitty,” Crops, Rain!, Fence)
- Micromill & Freshly Milled Flour Now at JFF

FRESH GRASS-FED BEEF COMING IN NOVEMBER

SLAUGHTER DATES: We will be taking two of our 100% grass-fed Angus cattle to slaughter soon, so get ready for the next batch of fresh local beef. As our scheduled dates at the Peabody Sausage House slaughter facility are at the end of October and the second week of December, we expect to have this meat available starting in early November, after it has been properly aged – in time for the holidays. First-come first-served. Order now to be assured your choice cuts!

ORDERING: Ordering is easy, we promise. You can just call us at (316) 799-2670, or email us at norm@janzenfamilyfarms.com or john@janzenfamilyfarms.com, or you can print an order form first, and then email or snail mail it to us. We request a down payment of 50% in a check made out to Janzen Family Farms to ensure your order. To get the form, please go to our website, place your cursor over the “Grass-Fed Beef” menu header, and then click on either “JFF Order Form” or “JFF Grass-Fed Beef Flyer,” which has an order form included in the flyer. You can print that out, download it and return it to us as an attached document, or just cut and paste it into an email, whichever you prefer. Please don't hesitate to ask if you're having any trouble with the forms. (You can also ask Kristi Janzen, who handles marketing and publicity for the farm – and

prepares this newsletter -- if you're having technical problems with the forms, at kristi@janzenfamilyfarms.com.)

PRICING CHANGES: We have changed our pricing structure a little bit, mainly to clarify the discounts available in our “pack” deals. Remember, the best deals are still for bulk purchasers: only \$5.50 a pound for a half; \$6.00 a pound for a quarter; and \$6.50 a pound for an eighth. (Yes, that means, even the steaks would be at these low prices.) The “grill pack” also offers a 25% discount on the total price of the meat in that selection. Details can be found at our website: Just go to the [grass-fed beef page](#), or click on the subheads for the [flyer](#), [order form](#), or [price list](#) – all under the main grass-fed beef menu. (If the hyperlinks aren't working here, go to www.janzenfamilyfarms.com.)

BEEF PICK-UP & DELIVERY OPTIONS: As noted on our website, you can pick up your JFF beef at the small-scale, family-run slaughterhouse that we are using – called the Peabody Sausage House, in Peabody, KS, conveniently located near Newton, just off Highway 50. If, however, you would prefer, John & Reinhild Janzen are bringing some of the meat along to Topeka and Lawrence – on trips they would otherwise make anyway, so it's not an additional use of fossil fuels! -- for customers who would prefer to pick up their meat in those locations. Please coordinate with us about pick-up, either way.

NOTES FROM FARMER NORM

“KITTY”: We have a new resident here at Janzen Family Farms. Her name is (Miss) Kitty. She showed up at John's house in early August. His grandson, Henry, laid claim to her and desired to take her home with him to Montana. His mom said, “No”, so he offered her to Malinda and me. She is a very pretty yellow and gold tabby. And extremely well behaved. She is learning to get along with our dog, Chicago, and Chicago is learning to accept the new kid on the block. They are both eating out of the same bowl, and it has been several weeks since Kitty has been chased up a tree. She is very gentle and likes to catch some sun while curled up in the window sill of our shop building. Kitty is a great addition to our family here at JFF. Thank you, Henry. You may visit her whenever you want.

CROP UPDATE: Lots of work going on here on the farm. Leroy is planting triticale now. We're putting in approximately 200 acres, and we plan on grazing our herd on that this winter. Then it gets worked up as a green-manure process. Wheat planting will start in about a month. We'll be putting in several varieties of hard white winter wheat and hard red winter wheat.

WHO WILL STOP THE RAIN: A couple of weeks ago we had a big water event: over 7 inches of rain in one day. I kept thinking, “And the rains came!,” and then, “Who will stop the rain?” It was amazing. There was water over every road. It didn't really do any damage to the crops. None of the terraces showed any sign of damage either. But that was a lot of rain. And now, well, it hasn't rained since then.

USING RECYCLED MATERIALS TO MEND FENCE: Always lots of stuff to repair and fix. Leroy, John and I rebuilt the fence on the south side of pen No. 1. It had been built with creosote posts instead of hedge (osage orange wood). The creosote posts were beginning to fail from rot, and after various storms, it eventually just blew over. The creosote posts just weren't as durable as the natural alternative. When they came out with creosote posts, it was supposed to be the answer to all a rancher's problems. But it turned out, it was just a marketing scheme. Now it looks really good. And it matches all the other fences, which were hedge all along. Everything we used was recycled: used hedge posts; used pipes and five-eighths silo rings for the hangers. We didn't go to town even to buy a drill bit. We used the tools we had at hand. And the fence will probably be there for 20 or 30 years.

MICROMILL & FRESHLY MILLED LOCAL FLOUR NOW AT JFF

We are happy to say that Norm Oeding, JFF farm operator, and everyone at JFF are now officially collaborating to bring you locally grown, freshly milled grain. First, we renovated a special room of the old "round top" farm building to house Norm's stone micromill. Then, in August, Norm was able to move his flour mill and grain cleaner to JFF. And then, also in August, the facility -- newly christened the "Henry Creek Flour Mill" -- passed state inspection as a "food processing plant." Launching our milling operation has been a three-step process, and we are now ready to go.

At this time, the grain milled here comes from crops grown by Norm on his home farm, Spring Creek Ranch, near Kingman. Because of increased demand for organic grain production, Norm will also be acquiring grain from other certified organic producers to ensure an adequate supply through harvest of 2009. By next summer, we hope to be milling wheat grown on the Janzen land as well.

GRAIN PICK-UP & DELIVERY OPTIONS: You can pick up "Norm's Flour," freshly milled on the premises just for you, at our farm. Alternatively, as John and Reinhild Janzen routinely travel between Newton and Lawrence/Topeka, we can arrange for a pick-up or drop-off in those cities. Please let us know your needs, and we would be happy to work with your for a convenient delivery.

All the other ways to purchase and/or pick-up "Norm's Flour" and the bread baked with "Norm's Flour," sold under the label "Little Red Hen Bakery," are also still available. (Norm and "Norm's Flour" can be found at the Kansas Grown Farmers Market on Saturdays in Wichita; you can also purchase the flour and bread at retail locations including Prairie Harvest in Newton; and you can visit wichitafood.coop.) For all the details on where to purchase "Norm's Flour," "Little Red Hen Bakery" bread, and Norm's wheat berries, check out our website or [click here to go to the "Grains & Breads" page](#). Photos of Norm and the micromill are available on this page of our website as well.

Thank you again for your interest. Sincerely,

The Janzens and The Oedings

