

JFF Newsletter - October 2009

Dear JFF Customers:

Greetings! Please find below our latest news on **lower prices** and **farm happenings**. For recent photos, go here: <http://www.janzenfamilyfarms.com/photos.html>.

JFF Lowers Bulk Prices:

Price Adjustments Reward Bulk Buying, Reduce Confusion

We have restructured our pricing to make bulk purchases more attractive, in an effort to better reward our most loyal customers, reduce confusion, and streamline our sales. In particular, as you will note, we have:

- lowered our deals for a whole or half to \$4.50 per pound (from \$5.50 per pound);
- reduced our deals on quarters and eighths to \$5.00 a pound (from \$6.00 and \$6.50 a pound, respectively)
- adjusted our “pack deals” so they offer a straight 25% discount off the individual prices.

We hope this makes ordering simpler and better for everyone!

To go to the new price list, go here: <http://www.janzenfamilyfarms.com/grassfedbeef/jffgrassfedbeefprices.html>.

We sincerely thank you for your business.

Many Thanks to Our “Taste of Newton” Helpers

What an event! We sold 135 burgers at our booth at the 23rd annual “Taste of Newton” on Oct. 1. Thank you so much to our assistants:

- **Gene Hein** of Newton, sales manager for **Grannie’s Mustard** (Hillsboro) – and Grannie’s son – who acted as our cashier and kept plenty of chatter going with hungry folks. He also brought 6 mustard dispensers with 6 different flavors.
- **Dan Stucky**, bulk department manager at Prairie Harvest, Newton, who assisted with slicing buns and serving the burger.
- **Chuck Regier** and **Heidi Regier** (brother and sister, and grandchildren of Louis and Hilda Janzen), of Newton, who assisted while we all took a turn taking breaks. Thanks to Chuck for great pictures too!
- **Leroy Hiebert**, who helped haul the grill in and out of Newton.
- **Malinda Oeding**, who made fresh garden relish for the burgers.
- **Madelynn Wray**, from Tofalla Mexican Food and Salsa, our neighbor at the Taste of Newton, who shared some of her salsa with us when we ran out of Malinda’s relish.

We really did have the taste of Newton: All aspects of our burgers had a tie to the Newton community. It was a great community event.

JFF Receives “Century Farm” Award

We are happy to report that the Kansas Farm Bureau recently conferred “Century Farm” status on Janzen Family Farms. “Century Farms” are farms that are members of the Farm Bureau, that have been owned within one family for more than a century (with the present owner related to the original owner), and that retain at least 80 acres of the original Kansas farmland. As our farm has been in Janzen hands since 1898, we fit the bill. John and Reinhild Janzen were at the Kansas State Fair Sept. 18 to receive the award.

Marci Penner, Executive Director of the Kansas Sampler Foundation, and U.S. Representative Jerry Moran were on hand to celebrate the moment. (It so happens that Moran represents part of our farm, given that it lays on the county line that also happens to be the dividing line between Congressional districts!) Below you can see a picture of our certificate. We will soon also have a metal display plaque for bragging rights at the farm.

Words of Wisdom from Farmer Norm:

On Work, Investment and Rewards

Food, fuel and energy come in many forms. Firewood usually involves a little work, but there are other benefits. In addition to being winter fuel for the home, there are the trees and brush that are being cleared that help enhance the value of the land. Being out on a cool, fall day, taking in fresh air, clearing one’s mind of distractions and taking in Mother Nature’s beauty, make good “food for thought.” Sometimes there is a certain energy attained just by accomplishing a task where one really can make a difference. These tasks are even more positive when other like-minded family members are able to share the experience of “many hands make light work.”

A day at the farm is sometimes a good “mental health” day. Whether it is food for the soul or mind, there is always the aspect of having assisted with the best occupation of all time. Farmers grow food for the nourishment of the entire being. And the better the food, the better we all may have of accomplishing more. Of course we also help the health of the land, Mother Earth.

Historically, farmland almost always gains in value, like a savings account that is difficult to cash in and spend on impulse. The harder it is to spend, the more likely that you keep it and enjoy the rise in value and other dividends. Farms grow food, and there is always some good honest work that needs done. And at the end of the day, the food always tastes better. Better yet when you are able to also stock up your own pantry, your payment being sweat equity.

Ongoing Updates to Our Website

We’re constantly trying to update and improve our website. Check out the new historical photos on the website’s “Our History” page here: <http://www.janzenfamilyfarms.com/ourhistory.html> !