



## Miller Ranch Grassfed Beef

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### MILLER RANCH ENTERPRISES SUMMER NEWS LETTER

#### SUMMER 2014

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First and foremost we wanted to take the time and give a special thanks to all of our customers.

We have a great group of repeat and new buyers that are from all walks. Everybody uses the word "diverse" these days because it's like the cool word to use. Nobody has a more diverse group of people than our customer base, I would bet money on that. It's so interesting meeting and talking with you all from the doctors to the high tech guru or the roofer. We are also selling beef all over California now and have a really neat circle of customers coming all the way up from San Diego to buy. You are all so interesting and fun to talk to and that's why we enjoy selling to the public so much and we truly thank you for your continued business.

We thought we better start providing you some seasonal information in the form of a newsletter to let you know what we are up to and touch on anything important concerning beef production to keep you in the loop after all for a time when you buy from us you own livestock not cut meat. We have been so busy with everything else going on that we kind of felt like we neglected our old customers with the lack of changes on our Web. Site. We figured a seasonal newsletter and a few changes to the site would make it seem like we are still changing with the times and not stagnant so that is what we are doing because we are definitely not stagnant!

We and other producers have struck hard times with the current drought conditions and the beef market has gone up in price across the board. The reason is partially supply and demand as well. We in the USA are near all-time lows as far as cattle inventory are concerned. The number of cattle we have now in this country can be compared to what we had in 1951 or prior during World War 2. Low inventories are compounded by high feed costs. Even prior to the drought the feed costs have gone through the roof due to the major corn price increases generated in part by Ethanol production on a national level. Corn is used less in Dairy and Beef production due to the higher costs and other feeds like hay are used more driving up their costs. So with the low inventory, high demand, high feed costs, lack of pasture, higher priced water for irrigated pasture or no water, and the higher prices for fuel you have a really challenging market for producers. Hey, oh ya I forgot, there's that drought thing on top of everything amplifying the challenges. Sounds like the beef producer's perfect storm but we will ride out the storm and come out the other side.

OK, enough of the whining, you see what we are dealing with and we are dealing with it well maybe a lot better than others. We had to raise our prices but we are not taking short cuts and something has to give. We made some deals early on pre drought to secure some good Hay for winter and now summer supplementation and have culled all but our best producers. I have partnered up with some friends that have kept us in quality cattle to supplement our inventory when needed. We cannot afford to buy replacement cows in the current market so we are keeping the best of our own for production. The grass was fleeting this winter and spring but it looks like all of our irrigated ground will have full deliveries through September which will hopefully get us almost over the hump.

Upward and onward. I want to wish that you all an awesome summer taking vacations and just enjoying life whenever you get a chance. We should have regular monthly harvests through summer and might end up skipping November due to branding, and transporting to fall winter pasture. We will continue to do our best to bring the best livestock to you for purchase. No hormones, no antibiotics in feed, no pesticides in pasture, No Problem. We again thank you for all your business and your friends business and look forward to hearing from you in the future.

Sincerely,

The whole Miller Ranch Enterprises Batezell Family