

## **The Buffalo Guys Supplier Information Packet**

The Buffalo Guys, LLC specializes in developing and marketing buffalo meat and cooked buffalo meat products. We are also growers of buffalo and are interested in attracting others to grow buffalo and help us supply our growing meat volume requirements. To qualify as an Approved Supplier for The Buffalo Guys, certain requirements must be met and maintained. We have three classes of suppliers: Platinum, Gold and Standard.

We have worked hard to develop products and a consumer preference for meat raised in the manner we are about to describe. By becoming an Approved Supplier you will be able to enjoy the fruits of these labors and ensure a steady and profitable market for your animals.

Since we at The Buffalo Guys are growers ourselves, we have a vested interest in paying the growers (ourselves included!) a profitable amount for their slaughter animals. We have upheld profitable price schedules even through the tremendous recent slump in buffalo prices. Our philosophy is, "If the grower is not able to make it, then neither will we."

Thank You!  
Ken and Peter

## **A Brief Introduction to the Principals of The Buffalo Guys, LLC**

Ken Klemm and Peter Thieriot are both growers of buffalo. Check out their websites at [www.TheBuffaloguys.com](http://www.TheBuffaloguys.com) or at [www.BeaverCreekBuffalo.com](http://www.BeaverCreekBuffalo.com).

Ken has been in the buffalo industry since 1987, when he began work as a day laborer for a 115,000-acre buffalo ranch in the Rocky Mountains in south-central Colorado. After several years of working his way up the ladder, he was promoted to Manager of that ranch, which included a finishing operation. Later he managed another large buffalo ranch in north-central Colorado (also including a remote finishing operation in Eastern Colorado) and, in 1999, he and his family moved their herd to a plot of land they had purchased in northwestern Kansas. There, the Klemm family set up their own operation.

A first generation American and native of Chicago, Ken helped put his wife, Laurie, through college while he worked as a trapper and a licensed guide in the Yellowstone region. They have five children.

Peter, a native of San Francisco, retired from The Chronicle Publishing Company as President of the Newspaper Division in 1993 and purchased a ranch in Wyoming in the same year. He started in the buffalo business in 1994, with plenty of helpful advice from Ken. He grew his herd from 20-head to over 1,000 in two locations. In 2006, he sold both Wyoming ranches and purchased two ranches that adjoin Ken's. This allowed him greater time to spend with his children and grandchildren while remaining actively engaged in buffalo ranching. Their combined ranching venture is represented at [www.BeaverCreekBuffalo.com](http://www.BeaverCreekBuffalo.com).

A US Army veteran and MBA from Stanford, Peter has three children, one granddaughter and one grandson.

In 2000, Ken approached Peter with an idea to form a simple company with which to market the quality meat from their ranches. They started their meat company shortly thereafter. This small company has grown and is now known as The Buffalo Guys. Both Ken and Peter have a long-term investment in the buffalo industry and intend to be in it for the long haul.

## **The Buffalo Guys Approved Supplier Benefits**

### **Platinum Pre-Approved Supplier Benefits Include:**

1. Access to our Premium Pay Scale for all classes of animals.
2. *Guaranteed* purchase of your calves, yearlings or slaughter-ready animals for *5 years* when raised to our standards. (applicable only with seedstock purchased from Beaver Creek Buffalo).
3. Free listing and link to your own website on The Buffalo Guys website.
4. The Buffalo Guys Pre-Approved Platinum Suppliers can purchase meat at wholesale prices and have it shipped, at cost, using our superior production and shipping system. (not for resale)

### **Gold Approved Supplier Benefits Include:**

1. Access to our Premium Pay Scale for all classes of animals.
2. The Buffalo Guys Pre-Approved Gold Suppliers can purchase meat at wholesale prices and have it shipped, at cost, using our superior production and shipping system. (not for resale)

### **Standard Approved Supplier Benefits Include:**

1. Access to our Standard Pay Scale.

## Approved Supplier Definitions and Requirements

**Standard Supplier:** To qualify as a Standard Supplier and have access to our standard pay scale, animals must meet the following requirements:

1. No antibiotics ever given. In the event that an animal is treated with antibiotics it must not be offered to The Buffalo Guys, LLC.
2. No hormones ever given.
3. No animal by-products ever fed.
4. Ownership tracked since birth.
5. Artificial insemination is not allowed
6. Embryo transplanting is not allowed.
7. Vaccinations are allowed, however, 2x the normal withdrawal is required prior to slaughter.
8. Deworming with conventional dewormer is allowed, however, 2x the normal withdrawal is required prior to slaughter.
9. The Buffalo Guys reserves the right to inspect the following records as needed:
  - A. Animal vaccination, deworming and medication records.
  - B. Animal identification records.
  - C. Animal processing schedule.
  - D. Animal purchases including origin. (excluding price and/or terms)
  - E. Veterinary work.
10. A signed Natural Affidavit is required for each load slaughtered. Slaughter animals are to be delivered to G&C Pack in Colorado Springs, Colorado or to Double J Pack in Pierce, Colorado at suppliers' expense. The Buffalo Guys will pay the kill fee and the rinse-and-chill, if used.

**Gold Supplier:** To qualify as a Gold Supplier all the standard requirements listed above must be met in addition to all of the Premium Approved Supplier Growing Requirements (see below). This will qualify the grower for the higher Premium Pay Scale.

**Platinum Supplier:** To qualify as a Platinum Supplier all the standard requirements listed above must be met. In addition, the grower's seedstock must have been purchased from Beaver Creek Buffalo. For each breeding female or breeding bull purchased, The Buffalo Guys will *guarantee* to purchase, at the Premium Pay Scale, one slaughter-ready animal per year, or one calf or yearling for the term of five years (minimum initial purchase is ten head of females or breeding bulls). All of the Premium Approved Supplier Growing Requirements must be met (see below). All animals considered for purchase by The Buffalo Guys will be subject to weight, age and condition standards as outlined the current Pay-Weight Scale Sheet.

## Premium Approved Supplier Growing Requirements

To become and maintain a Platinum or Gold Approved Supplier status with The Buffalo Guys, LLC, the grower's *entire* herd must be raised to the following standards: (This will qualify the herd for the Premium Pay Scale and the other benefits listed earlier.)

1. No antibiotics ever given. In the event that an animal is treated with antibiotics it must not be offered to The Buffalo Guys, LLC.
2. No hormones ever given.
3. No animal by-products ever fed.
4. Ownership tracked since birth.
5. Artificial insemination is not allowed
6. Embryo transplanting is not allowed.
7. Vaccinations are allowed, however, 2x the normal withdrawal is required prior to slaughter.
8. Deworming with conventional dewormer is allowed, however, 2x the normal withdrawal is required prior to slaughter.
9. All supplements and feeds used should be as close to organically grown as is feasible.
10. All antibiotics given must be documented for:
  - A. Date administered.
  - B. Animal's tag number.
  - C. Type of drug used.
  - D. Dosage given.
11. The Buffalo Guys reserves the right to inspect the following records as needed:
  - F. Animal vaccination, de-worming and medication records.
  - G. Animal identification records.
  - H. Animal processing schedule.
  - I. Animal purchases including origin. (excluding price and/or terms)
  - J. Veterinary work.
12. Finishing facilities and finishing practices must meet the following requirements:
  - A. Feeder animals should be on grass for at least 15-18 months prior to entering the finishing facility. This includes time as a calf.
  - B. Animals must be fed hay, free choice.
  - C. Animals must be offered grain, free choice.
  - D. No bunk feeding of complete/blended rations is permitted.
  - E. Salt and mineral must be offered free choice.
  - F. Each finishing area must have the animals removed for a minimum of 60 days each year and produce a green and growing plant community, the canopy of which shades at least 75% of the area.
  - G. Manure build-up must be kept to a minimum.
13. The Buffalo Guys slaughter practices are:
  - A. Slaughter occurs at G&C Pack in Colorado Springs, Colorado or at Double J Pack in Pierce, Colorado.
  - B. Rinse-and-chill process, if used (see pay rate sheet), will be at The Buffalo Guys, LLC expense.
  - C. The Buffalo Guys, LLC pays the kill fee and gets the hide credit.
  - D. The grower is expected to deliver the animals to the slaughter house.
  - E. The Buffalo Guys take possession after the animal has passed USDA inspection.

(Continuation of Premium Pre-Approved Supplier Growing Requirements)

14. A yearly ranch, facility and records inspection by an approved agent(s) of The Buffalo Guys, LLC is required. This inspection will be at The Buffalo Guys' expense and will include:
  - A. Herd records.
  - B. Grassland health evaluation.
  - C. Finishing facility inspection.
  - D. General herd health.
15. A signed Natural Affidavit is required for each load slaughtered.
16. A signed Natural Affidavit is required for the grower's entire production facility. Yearly renewal required.
17. Emergency exceptions to the above may be allowed and will be reviewed on a case by case basis. Documentation will be required.

\* Approved Suppliers who have purchased seedstock from Beaver Creek Buffalo are classified as Platinum Suppliers and are guaranteed the sale of their slaughter ready animals for 5 years (limited to 1 slaughter animal per year for each breeding female or breeding bull purchased). Beaver Creek Buffalo may also purchase calves and yearlings if you are not able to finish. The grower's operation must maintain the Premium Supplier Growers Requirements during this time to qualify. Slaughter animals are subject to The Buffalo Guys weight, age and condition standards as set forth in a current Pay Weight Scale Sheet.

This document does not constitute an offer to sell, nor an offer to buy, any particular livestock. For Platinum Pre-Approved Suppliers a separate written agreement will be executed. The grower will be required to execute a Natural Affidavit with The Buffalo Guys, LLC prior to each shipment of livestock.