

## INNOVATION AND STEWARDSHIP

Dedicated to improving our system of sustainable beef production, Harris Ranch and our industry have made considerable improvements in key areas including animal health and well-being, reduced greenhouse gas emissions, water and land resource conservation and improved production efficiency. For instance:

- **LIVESTOCK'S CONTRIBUTION TO GHG** *Beef cattle account for only 2.2% of U.S. Greenhouse Gas Emissions (4.2% for ALL livestock as a whole) compared to energy production (31%) and transportation (27%)*
- **FEEDING AND FINISHING** *Cattle finished on grain in feedlots, as seen at Harris Ranch, rather than raising them exclusively on grass, reduces beef's carbon footprint even more*
- **HARVESTING NATURE** *Throughout the west, millions of acres of land are unsuitable for raising crops. Cattle convert forage into a nutrient-dense food – beef*
- **WATER CONSERVATION** *Conservation efforts enabled Harris Ranch to reduce water usage by nearly 50% in recent years*

### IMPROVED EFFICIENCY

**1970**  
140 Million  
Cattle  
Produced  
24 Million  
Tons of Beef

**36% More  
Efficient**

**2015**  
90 Million  
Cattle  
Produced  
24 Million  
Tons of Beef



## FOODSERVICE DIVISION

*Legendary Beef. Legendary Quality.*

[foodservice@harrisranchebeef.com](mailto:foodservice@harrisranchebeef.com)

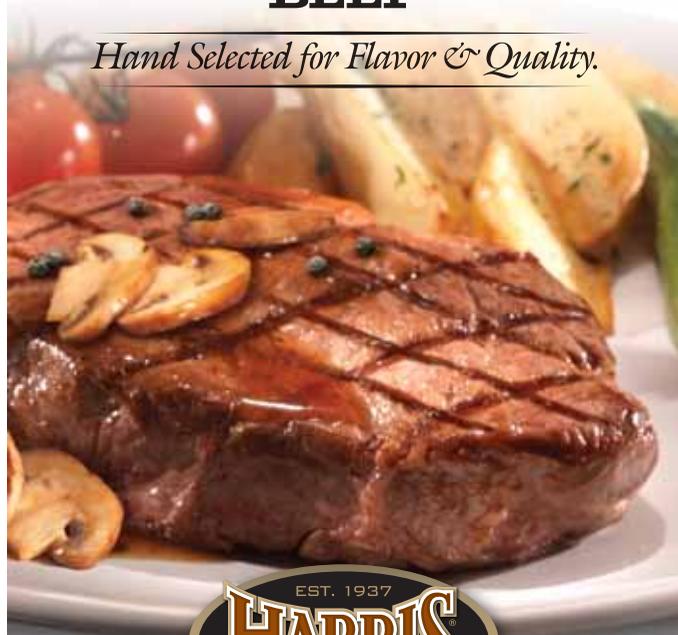
[harrisranchebeef.com](http://harrisranchebeef.com)

HARRIS RANCH BEEF COMPANY 1-800-742-1955



## PREMIUM FOODSERVICE BEEF

*Hand Selected for Flavor & Quality.*



**NATURAL BLACK ANGUS**

**BEEF**

**USDA CERTIFIED**



**CERTIFIED PREMIUM**

**BEEF**

**ALL NATURAL**

\*Minimally Processed & No Artificial Ingredients

## HARRIS RANCH PREMIUM FOODSERVICE BEEF

Just as we have done for over 50 years, Harris Ranch continually strives to produce the highest quality, most consistent beef possible. Because our goal is to provide our foodservice customers with a product of unwavering quality, we offer two unique beef programs – Harris Ranch Natural Black Angus Beef and Harris Ranch Certified Premium All Natural Beef. Harris Ranch staff selects the highest quality primal and subprimal cuts for both foodservice programs based on stringent standards that have helped make our name synonymous with superior quality beef.



*Harris Ranch Natural Black Angus Beef is custom-produced, hand-selected and certified by the United States Department of Agriculture (USDA G57) to meet the specialized requirements associated with premium quality Black Angus beef. Strict requirements for carcass traits including lean color, texture, firmness and overall skeletal maturity and marbling must be met in order for the beef to be certified by the USDA and qualify as Harris Ranch Natural Black Angus Beef.*



*Harris Ranch Certified Premium All Natural Beef is a non breed-specific USDA graded program. Custom produced, hand-selected and certified by Harris Ranch to meet our rigorous standards for quality and consistency.*

## THE HARRIS RANCH ADVANTAGE

The Harris Ranch advantage in this competitive industry lies in the fact that we control multiple aspects of beef production including cattle sources, feeding and finishing at Harris Feeding Company, processing at Harris Ranch Beef Company and, finally, distribution of our world class beef products. In 1982, Harris Ranch launched one of the first branded beef programs in the United States, and we have been an industry leader ever since. Today, while we are focused on our dynamic future, Harris Ranch remains dedicated to the core values of our iconic brand.

## CATTLE SOURCES

Harris Ranch has long-standing cow-calf producer relationships which we have developed over many years. Far from being “factory farms”, our network of ranching families are committed to sustainable production practices as well as humane livestock handling. Harris Ranch believes that raising cattle and environmental stewardship go hand-in-hand. For us, as well as our ranching partners, the land is not just where we raise our cattle, it’s also where we raise our families. We have a personal stake in the quality of the environment and are always looking for ways to improve it. For those that raise cattle, sustainability means ensuring that the land will provide for the next generation by focusing on the well being of not only our livestock but also by maintaining the natural resources of the land.



## CATTLE WELFARE AND ANIMAL HUSBANDRY

At Harris Ranch, our cattle spend approximately 70 – 80% of the time grazing on grass on ranches before being fed and finished for about 120 days on a nutritionally balanced diet of corn and other feed grains plus alfalfa hay, vitamins and minerals. Harris Feeding Company encompasses over 800 acres and has a one-time capacity to feed up to 120,000 head of cattle.

With limited rainfall and relatively mild winters, cattle perform exceedingly well at our facility. Livestock welfare practices at Harris Feeding Company include shaded pens and a sprinkler system that reduces dust and helps cool the cattle during warm summer months – all in an effort to reduce stress and enhance cattle performance. We also routinely scrape pens and compost waste material for use in local farming operations. Livestock handling facilities have been designed with input from Dr. Temple Grandin, a world-renowned expert in animal welfare, who has also assisted in training our staff on proper livestock handling techniques. Harris Ranch uses an independent third party to verify our compliance with the Beef Quality Assurance program and its animal care requirements.

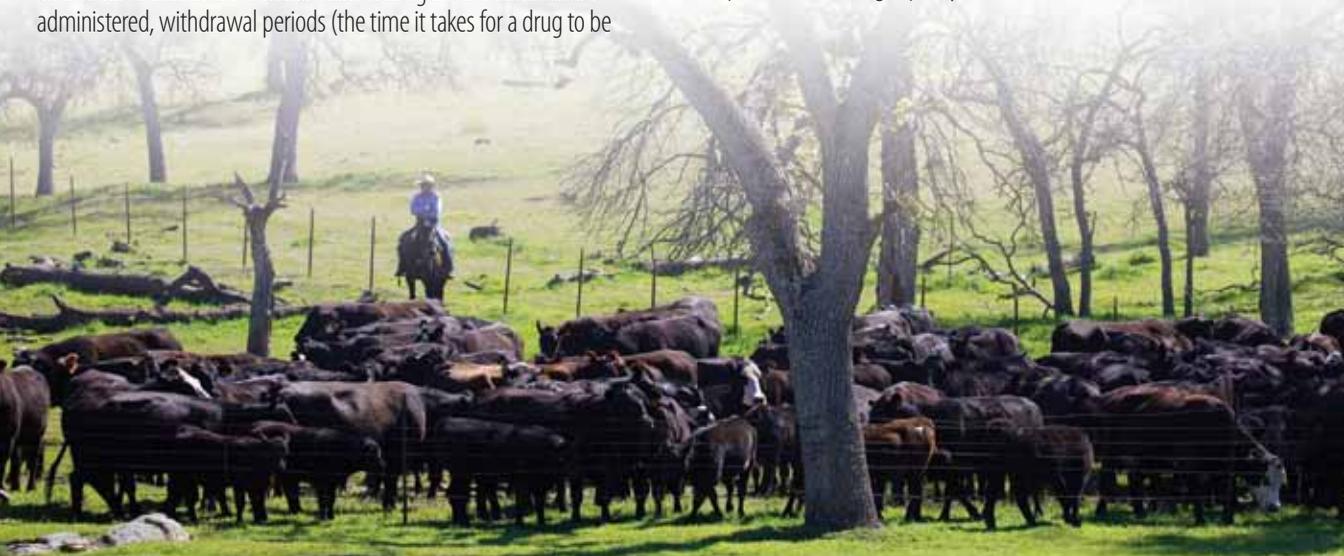
The Midwestern corn used in our cattle feed arrives by train every week at our company-owned milling operation. Our consulting nutritionist formulates all feed blends which are designed to maximize cattle performance and produce superior quality beef. Several years ago, Harris Ranch discontinued feeding Tylan – a product that belongs in the same class of antibiotics used in human medicine. Today, antibiotics are used in a therapeutic manner under veterinarian oversight to treat cattle that require medical attention. We believe it's inhumane to not treat an animal that becomes ill. Just like caregivers with children who become sick and need medicine, we administer antibiotics to sick cattle to make them well again. If antibiotics are administered, withdrawal periods (the time it takes for a drug to be

naturally eliminated from an animal's system) are strictly followed. In order to provide an added level of food safety assurance, Harris Ranch Beef Company conducts random in-house tests for antibiotic residues in finished meat products. The frequency of our testing exceeds that which is conducted by the USDA's Food Safety Inspection Service.

## AN INTEGRATED APPROACH

Once our cattle reach optimum quality, harvesting takes place at Harris Ranch Beef Company, also located in Central California not far from our feeding operation. As part of our ongoing commitment to improve sanitation, trucks transporting cattle from Harris Feeding Company are thoroughly washed between each trip to help reduce any possibility of cross contamination.

By owning our own processing facility we complete our "closed loop" production system. By processing cattle in a single facility, we are better able to control quality, consistency and safety. Our highly trained Quality Assurance staff works in tandem with onsite USDA inspectors to ensure product wholesomeness. During harvesting, the use of steam vacuums, thermal pasteurization and organic acid carcass washes help ensure lower bacteria counts. Our strategic plan for pathogen reduction involves hundreds of daily samples taken in all areas of the plant. Our spray chill system and carcass coolers quickly reduce carcass temperatures resulting in additional bacteria control. These food safety practices have allowed Harris Ranch to establish unsurpassed microbiological safety standards. In fact, Harris Ranch has been awarded a Double A (AA+) rating by the British Retail Consortium (BRC), which established the world's most stringent food safety standards. In total, our unique practices and processes help Harris Ranch provide customers with a point of difference and a superior brand of high quality beef.



## RECOGNIZED QUALITY

Because the Black Angus breed is recognized for higher degrees of fine textured marbling, it has become our premier foodservice program. Available in 5, 4, 3, and 2 Diamond USDA grade class ratings, our Harris Ranch Natural Black Angus Beef provides customers with the marbling score best suited to their individual needs.

### NATURAL BLACK ANGUS BEEF USDA CERTIFIED (G57)

NATURAL BLACK ANGUS	MARBLING SCORE	USDA QUALITY GRADE
◆◆◆◆◆ 5 Diamond	Slightly Abundant 00 or higher	Prime
◆◆◆◆ 4 Diamond	Modest 00 to Moderate 99	Upper 2/3 Choice
◆◆◆ 3 Diamond	Small 00 to Small 99	Choice
◆◆ 2 Diamond	Slight 40 to Slight 99	Upper 60% Select

#### CARCASS REQUIREMENTS

- Grade A maturity
- Steers and heifers
- No internal hemorrhages
- Must display Black Angus characteristics as determined by the USDA



#### PRODUCT REQUIREMENTS

- Most products will be trimmed to 1/4"
- Large and small box programs offer greater flexibility

## AVAILABLE GROUND BEEF PRODUCTS

Harris Ranch offers a wide selection of both fresh and frozen Natural Black Angus and Certified Premium All Natural Beef ground beef products. All of our HRA and HRC ground beef products are sourced directly from our fabrication room each day ensuring maximum freshness. As an added measure of safety in our ground beef operation, we test all raw materials for pathogens before grinding under our internal test and hold program. Harris Ranch takes an aggressive approach to food safety by testing single bin sublots consisting of 2,500 lbs. of raw material. All raw materials remain on hold under Harris Ranch control until negative results are received. Harris Ranch also conducts finished grind testing and finished ground product also remains on hold under Harris Ranch control until negative results are received. Third party auditors and major quick service restaurants (QSRs) have repeatedly given Harris Ranch exceptional marks for food safety.



- 1/8" grind provides for a better bite and more steak-like texture
- Our homestyle, naturally-shaped patty is more appealing to customers
- Our poly-lined box reduces freezer damage and wax paper between patties improves ease of handling



## CERTIFIED PREMIUM ALL NATURAL BEEF

Our Harris Ranch Certified Premium All Natural Beef is also produced to meet the highest quality standards which our customers demand.

MARBLING SCORE	USDA QUALITY GRADE
Slightly Abundant 00 or higher	Prime
Small 00 to Small 99	Choice
Slight 40 to Slight 99	Select

#### CARCASS REQUIREMENTS

- Grade A maturity
- Steers and heifers
- No internal hemorrhages



#### PRODUCT REQUIREMENTS

- Most products will be trimmed to 1/4"
- Large and small box programs offer greater flexibility