

Welcome to



New Customer Orientation

When you feed with us.. You become family.

American beef is the best beef, and our product is vital to feeding a growing world. Cattle Empire believes it's possible to meet this challenge by partnering with people like you. Your high-quality cattle with our experience and expertise, make us perfect partners.

Cattle Empire has been a leader in the industry for over forty years and is in its third-generation of Brown family management. We understand the value of strong relationships.

Cattle Empire is uniquely located close to the four major packers, and our team has working relationships with all four. Options for marketing your cattle are numerous, and we are flexible to fit what is best for your business. If this is your first time feeding cattle and retaining ownership, reach out to us. We are happy to talk through the many options available to you.

We are family-owned, and customer focused – yet we have the experience, technology and staff experts to participate in most verification and marketing programs, such as Non-Hormone Treated (NHTC), Natural, CAB and Age-Source verified. Individual carcass and health data will be available to you after slaughter, allowing you to make the genetic or purchasing improvements necessary on the ranch to remain competitive in the market.

Enclosed in this packet are several other documents meant to give you an overview of what a partnership with Cattle Empire could look like. When you feed with us, you become family, and we look forward to welcoming you.



Our Team

We're pleased to meet you!



Roy Brown

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(620) 272-6041

Roy is the Chief Executive Officer of Cattle Empire, LLC and the second generation of the Brown family to run Cattle Empire. He grew up in Southwest Kansas and worked on the family farm throughout his childhood and high school days. Roy attended college at Wichita State University, which is where he met his wife, Laura and earned a Business Administration degree. After graduation, Roy and Laura moved to New Orleans, LA to attend law school at Tulane University. Roy graduated in 1984 and then practiced law in Wichita, KS for 12 years specializing in agriculture reorganizations. In 1995, Roy and Laura moved with their two daughters to Satanta, KS and transitioned his law practice to begin his career in the cattle feeding industry. Even though he no longer practices law, he is still a licensed attorney in Kansas and a member of the Kansas Bar Association and the Wichita Bar Association.

Upon arriving in Satanta, Roy and Laura purchased what was then Cattle Empire #3. Roy became CEO of Cattle Empire in 1997. His favorite parts of the job are meeting and getting to know people in the cattle industry, trading cattle and trying to keep up with commodities. Outside of the office he loves to ride his motorcycle and play with his granddaughter.

Roy and Laura have been married 30 years and have two children, Trista and Becca. Trista graduated from Kansas State University for both her undergraduate and Master of Business Administration degrees. In 2012 she assumed the role of Chief Strategy Officer and is now serving as Chief Operating Officer. Becca graduated Kansas State University with an Ag Communication degree with an Animal Science emphasis. She is currently working as Manager, Corporate Relations at the National Cattlemen's Beef Association.



Trista Brown Priest

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(620) 272-4068

Trista Brown Priest is the third generation of the Brown family to work at Cattle Empire. She has worked in different capacities at the feedyard since she was 14 years old. She came back to Cattle Empire full-time as the Empire Repair Services manager following her graduation from Kansas State University with her bachelor's in business management and marketing in 2008. She then returned to Kansas State to pursue her MBA in agriculture economics and finance and graduated in 2012. Following her graduation she assumed the roll of Vice President of Cattle Empire, transitioned to Chief Strategy Officer in 2015, and is currently the Chief Executive Officer.

Trista married John Priest in 2014 and in 2016 they welcomed their daughter Charlotte into the world. John is originally from Sabetha, Kansas, where his family farms and operates a cow/calf ranch. He graduated from Kansas State University with a Bachelor of Animal Science in 2008, and he now farms Cattle Empire land for Empire Prime Ranch.

Dr. Tim Murphy

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Dr. Murphy is the Cattle Empire nutritionist consultant and has been working with Cattle Empire in various capacities since 2002. Tim grew up in northwest North Dakota on a commercial cow/calf and farming operation. He graduated from North Dakota State University with a Bachelor's degree in Animal and Range Science and went on to get his Masters in Ruminant Nutrition. Tim then earned his doctorate degree in Ruminant Nutrition from Ohio State University.

Tim and his wife Rhonda have been married 32 years with two sons. Tim's aspiration as a consultant to Cattle Empire is to always enhance production levels and operational efficiencies.

Dr. Tera Barnhardt

Dr. Tera is the consulting veterinarian at Cattle Empire and has worked with us since 2017. She grew up in Satanta, KS on a diversified farming and ranching operation and is still involved with the cattle. Tera's family told her she could be anything she wanted to be and with that great family support, started at Kansas State University in 2007. By 2015 Tera had a bachelor's degree in Animal Science, a Master's degree in Biomedical Sciences and a Doctorate of Veterinary Medicine. Tera's thesis work was a Beef Quality Assurance Assessment in Kansas Feedyards.

Tera married Sheldon Barnhardt in 2012 and has two children. Her favorite part of her job is having her boots on the ground every day, while practicing medicine in an industry that provides the world with a safe and nutritious protein! Tera is passionate about working with consumers and helping others (especially her kids) understand how all parts of agriculture work together to feed a growing population.

Joe Matile

jmatile@cattle-empire.net

Joe Matile is the cattle marketing and procurement director for Cattle Empire. Joe grew up in Eastern Kansas on a farming and ranching operation. Joe helped his father with the cattle and crops until he moved to Western Kansas in 1975. He graduated from the Flint Hills Vocational School in Emporia, KS and wears several hats at Cattle Empire. Joe works closely with our customers and leads cattle procurement and marketing. Joe also makes the weekly show list.

Joe has one son, and one stepson. His favorite part of his job is working with customers and helping market cattle.

Benjamin Fuentes

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(620) 649-2235

Benjamin is the Yard Foreman for Cattle Empire and has been an employee since 2017. He grew up in Chihuahua, Mexico working on a ranch with his father.

Benjamin has 35 years of experience in the beef industry and has worked in virtually every position from feeding, to maintenance to management. Additionally, Benjamin is BQA certified, and has licenses for Chemigation, fertilizer and pesticide application, and systems operator for drinking water.

Benjamin is married to Laura and has three children and one grandson. His favorite part of the job is working around cattle and says any day is a good day when the cattle are fed and treated well, and all employees go home with a smile on their face!

Chris Pearson

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(620) 649-2235

Chris Pearson is the Shipping and Receiving Supervisor at Cattle Empire. Chris has worked for Cattle Empire for over five years in the cattle department. Chris receives new cattle and assigns them a home pen. Chris also manages the cattle processing and scheduling of implants and re-implants. Chris works closely with other team members to ship cattle and ensure that all withdrawal periods have been met.

Stay Connected!

Join our community online,
and follow our social media!



Here to Help You Succeed

Your cattle. Our expertise.

Cattle Ownership

100%

- Customer sends 100 head to Cattle Empire Lot A
- Customer owns 100% of cattle
- Customer is responsible for 100% of expenses
- Customer is responsible for 100% of profit from sale

*In either case financing of the cattle and/or feed financing is available.

50/50

- Customer sends 100 head to Cattle Empire Lot A
- At arrival, Cattle Empire pays 50% of PCA sheet price
- Customer owns 50%. Cattle Empire owns 50%
- Customer and Cattle Empire split 50% of expenses
- Customer and Cattle Empire split 50% of profit from sale

Before Arrival



Cattle must receive
EID at Birth



Producers must be
Beef Quality Assurance
Certified

Processing Events

The following information is a guideline suggested by our veterinarian for optimal cattle health and performance. The team at Cattle Empire is here to help you succeed. If after reviewing this document you have questions or concerns, please contact us to discuss.

Branding

- Intranasal 3 Way MLV (Inforce 3, Nasalgen IP, etc.)
- Pasteurella/Manheimia (Nuplura, Once PMH, One Shot, etc.)
- Clostridial
- Castration/Banding

Post-weaning

- If calves are on ranch longer than 45 days after pre-weaning, then this event should occur 14-21 days before shipping to Cattle Empire
- 5 Way MLV (Because they should be separated from cows)
- Clostridial

Pre-weaning

- Calves must stay on ranch for 45 days following this event
- Train calves to eat from bunk, drink from waterers
- Fenceline weaning practices are preferred, but not required
 - 5 Way (MLV or Killed) depending on if calves are going back on to cows
 - Pasteurella/Manheimia (Nuplura, Once PMH, One Shot, etc.)
 - Clostridial
 - Dewormer

Maximum incoming weight:
-825 pounds for heifers
-900 pounds for steers.

Monthly Feed Invoice Ex. 2

CATTLE EMPIRE LLC
 2425 ROAD DD
 SATANTA KS 67870-9728
 620 649-2235

INVOICE NUMBER: 1622
 STATEMENT DATE: 10/31/2018
 OWNER NUMBER: 750
 PAGE: 1

----- F E E D I N V O I C E -----

LOT #: 03-6625 SEX: Heifers
 PEN #: 9

DESCRIPTION	QUANTITY	% OWNED	TOTAL
RATION 4 \$162.08/TON	3,840 LBS	25.00	77.80
RATION 9 (PRAIRIE HA\$160.00/TON	1,200 LB	25.00	24.00
RAT 18 (STARTER/BURR\$165.62/TON	18,130 LB	25.00	375.34
CATTLE INSURANCE	1,050 /DAY	25.00	1.05
YARDAGE CHARGES	1,050 /DAY	25.00	13.13
PROCESSING CHARGES			149.51
TOTAL AMOUNT DUE			640.83

DATE IN	TOTAL HEAD DAYS	P.T.D.	-Y.T.D.
10/17/18	70	1,050	1,050
HEAD RECEIVED:	AVERAGE HEAD DAYS	15	15
HEAD SHIPPED:	TOTAL POUNDS FED	23,170	23,170
DEATHS:			
CURRENT HEAD:	AVG DAILY CONSUMPTION:	22.066	22.066
	AVERAGE DAILY COST	2.441	2.441

25.00% PURCHASE COST: 18,690.40 AVERAGE PAY WEIGHT: 745
 PURCHASE COST/CWT --: 143.40 CURRENT EST WEIGHT: 774

CUSTOMER CHARGES TO DATE			
FEED: 477.14	MED: .00	OTHER: 163.69	TOTAL: 640.83
AVG/HD: 27.27	.00	9.35	36.62
TOTAL ALL COST TO DATE: 19,331.23		AVG/HD: 1,104.64	

Track your expenses with detailed information

We like to communicate!

Our staff will call with:

- Off-truck weights, head count, and cattle condition
- Monthly update on equity position*
- Big health issues, and advise on how to proceed
- Daily, weekly report on hedge position
- When cattle are put on Optaflex, showlist, or shipped

*if financed

Dead Slip

Get immediate and detailed information of any loss in your cattle

Dead Slip Example

CATTLE EMPIRE LLC
2425 ROAD DD
SATANTA KS 67870-9728
620-649-2235

Owner #: 750
% Owned: 25.00

CATTLE DEATH NOTIFICATION
=====

Date: 04/06/19
Reference: 90001
Lot #: 6625
Pen #: SHIP
Sex of Animal: Heifers
Where Animal Died: 9
Cause of Death: AIP
Animal's Tag #: 7116-6625
Animal's Weight: 1208
Days on Feed: 170
Notes: BLK HFR

: *FT*
Authorized Signature

Leaving Cattle Empire

After sale, expect a call with the kill sheet and closeout.

Closeout Example

CATTLE EMPIRE LLC											
2425 ROAD DD											
SATANTA KS 67870-9728											
620 649-2235											

P E R F O R M A N C E R E C O R D											

LOT #: 6625					PEN #: 9						
HEAD IN : 70 Heifers			AVG DATE IN: 10/17/18			ORIGIN: NEW					
HEAD OUT: 69			CLOSE DATE: 04/06/19			HEAD DAYS					
DEATHS : 1			DEATH LOSS: 1.43%			TOTAL: 11,970					
						AVG: 171					

--DEADS OUT---					---DEADS IN---						
WEIGHT OUT:		TOTAL		AVG		TOTAL		AVG			
85,064		1,233				85,064		1,215			
WEIGHT IN :		51,391		745		52,135		745			
TOTAL GAIN:		33,673		488		32,929		470			
GAIN/HEAD/DAY:		2.81				2.75					
						AVG WEIGHT					
						980 DEADS IN					
						989 DEADS OUT					

F E E D I N G S U M M A R Y											

TOTAL LBS. FED				AS FED		DRY		CONVERSION FACTOR		DEADS	
341,101				236,895				AS FED ----:		IN	
AVERAGE								DRY -----:		OUT	
LBS. PER HEAD				4,873		3,384				10.36	
LBS. / HEAD / DAY				28.496		19.791		PERCENT CONSUMPTION		TO AVG WEIGHT	
RATION COST / TON				177.42		255.46		AS FED ----:		2.91	
COST / HEAD / DAY				2.66				DRY -----:		2.02	
										2.00	

F I N A N C I A L S U M M A R Y											

				- AVG COST PER HEAD -				-- AVG/CWT --			
DELIVERED COST				TOTAL COST		DEADS IN		DEADS OUT		IN	
74,761.59				1,068.02		1,083.50		143.40		145.48	
FEEDING EXPENSES											
FEED AND RATIONS				30,258.22		432.26		438.52		91.89	
MEDICINE EXPENSE				104.37		1.49		1.51		.32	
PROCESSING EXPENSE				771.40		11.02		11.18		2.34	
YARDAGE EXPENSE				598.55		8.55		8.67		1.82	
CATTLE INSURANCE				72.96		1.04		1.06		.22	
COST OF GAIN				31,805.50		454.36		460.95		96.59	
TOTAL INVESTMENT				106,567.09		1,522.39		1,544.45		125.28	
SALES				108,228.14		1,546.12		1,568.52		127.23	
BEEF CHECK OFF				69.00-		.99-		1.00-		.08-	
NET SALES				108,159.14		1,545.13		1,567.52		127.15	
GROSS PROFIT				1,592.05		22.74		23.07		1.87	
CUSTOMER'S COST				1,077.44		15.39		15.62		1.27	
INTEREST EXPENSE										1.27	
NET PROFIT				514.61		7.35		7.46		.60	

Performance Record Example

DATE: 15-APR-19	CATTLE EMPIRE 3	SQ 2565 PG 1					
P E R F O R M A N C E R E C O R D							
Lot #: 6625 TBP/THOMPSON/TICE							
Date: 04/06/19							
- - - - - C A T T L E I N - - - - -							
Date	# Hd	Pay Wt.	Off-Truck	Shrink	Amount	Prc/CWT	Buyer
01/17/18	70	52,135	48,940	6.13	74,761.59	143.40	WEST FARMS,
		Avg: 745	699			Org: NEW	
- - - - - C A T T L E D E A T H S - - - - -							
Date	# Hd	Cause			\$ Salvaged	Wt.	DOF
04/06/19	1	AIP BLK HFR				1,208	170
				Death %:	1.43		
- - - - - C A T T L E S H I P M E N T S - - - - -							
Date	# Hd	Pay Wt.	Scale Wt.	Shrink	Amount	Prc/CWT	Buyer/Dest
04/06/19	69	85,064	86,800	2.00	108,228.14	127.23	CARGILL COR
		Avg: 1,233	1,258				DoF: 171
		CMS BEEF \$126.00					
		63.44%/782					
Other Sales Expenses:							
		Total BIC Expenses			69.00-		
		Net Proceeds from Shipments:			108,159.14		
Lot Ownership							
		82 TRISTA BROWN-PRIEST			25.00%		
		738 THOMPSON CATTLE CO., LLC			50.00%		
		750 TICE CATTLE, INC.			25.00%		
Pen #	# Head	Yield					
9	69	63.44					
	Overall yield:	63.44*					

Check your mail!

After sale, we send you:

- Individual animal treatment history
- Individual carcass data
- Final feedbill
- Closeout and check in the mail (with cheat sheet!)
- Benchmark report on your cattle's performance against other B3R cattle.

