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### Announcements for 2024 Custom Processing

Winter Greetings from everyone at King and Sons. We are busy closing out a busy 2023 and making numerous preparations for an even busier 2024. We have a number of things to announce and clarify for this processing season.

As you might have heard we are experiencing more demand than ever before for custom processing which leads to several topics: appointment accuracy, efficiency, and scheduling. A large 2023 struggle for us was seeing 4,000 chickens on the slaughter schedule and only slaughtering ~3,200 on average. This was a very common occurrence that kept us from doing the amount of work we anticipated and kept other growers from bringing chickens for processing due to lack of appointments. The anticipated fullness of the 2024 will not offer very much flexibility May – October, so keep in mind when you have a late cancellation or large flock size adjustment that it's hurting other growers more than anything else.

Something that will help with some chicken processing relief is the end of turkey slaughter and processing. The last turkey came across our line in December 2023, and we have now fully exited the turkey business. This was fueled by the increased cost of equipment to accommodate turkeys and the very short yet very overwhelming demand of the Thanksgiving Turkeys season. With no turkeys being scheduled, many of you may be able to start a later chicken flock and come for an early November slaughter.

Last year we officially started offering some new value-added cuts including boneless skinless thighs and two-piece party wings – we've heard very positive feedback on both of these and will continue offering the with some higher minimums to keep us efficient. Last year we also started offering giblets with generic labeling only, the time savings this provided allowed us to actually save the volume of giblets being requested, so we will continue this as well.

A policy change to be aware of if you currently utilize color labels: you will receive a monthly inventory update and it will be your responsibility to reorder labels in time for your next appointment. Chickens into cuts and grind will use around 2.5 labels per bird. If we run out of your color label during processing the remainder of product will be labeled using a generic label without your name on it. Our labeling systems do not offer the proper technology to maintain both a color option and a Farm Name option without causing further issues. If at some point you choose to stop using color labels and wish to permanently switch to a Farm Name label we can make that change.

An update price list and cut sheet are attached to this email and will be posted to the website shortly. You'll see there are very minimal price changes, most things remain the same. The cut sheet includes changes such as updated minimums and a second page of explanations and definitions. These are mostly things that we have done for years but may not have been in writing. We hope it's a helpful reference to our thought process and helps manage your expectations of how we would handle certain things.

The cut sheet this year offers three different pick-up options: Fresh, Frozen, and Cold Storage. Fresh pick up needs to leave our facility by Friday the same week of processing. Frozen pick up needs to leave our facility by Wednesday the week following processing. We keep our transport and storage prices reasonable by using transportation efficiency. If you fail to pick up your frozen product by Wednesday – it creates two issues – we need that space for more fresh chicken going into the freezer, and we've already sent that week's cold storage chicken to the cold storage facility. If this occurs the cost of transportation will be \$120 per pallet. If you intend to collect "some" of your product and have the rest sent to cold storage we need to know that on the cut sheet, and you need to pick up what you want on Monday so the rest can be sent to cold storage in the same trip.

We will continue offering crate rental for \$10 per crate per year. Benefits to crate rental include no large up-front cost for crates and not waiting on crates to be emptied at drop off. Crate rental works best with a flatbed trailer and 12-14 crates per pallet. If that is not an option be prepared to manually stack your crates on empty pallets upon arrival, and stack empty crates by hand upon departure.

In order to be efficient and effective, we do need to cover a few housekeeping items:

- Drop off times are when we're prepared to receive your chickens. Unless noted drop off times are "evening before" slaughter from 7-830PM and "morning of" slaughter from 7-830AM. These are the only times your chickens should arrive to our facility unless otherwise discussed.
- Cut sheets need to be received in the office by 9AM day of slaughter.
- 2 Pound Chickens and 10 Pound chickens just don't process or present as well as a 4 to 6 pound chicken. Live chickens coming to us should be between 4 pounds and 9 pounds to process effectively.
- You can not schedule two flocks for the same day.

Moving past the policy and less fun things, we do thank you for entrusting your chicken processing to us. We work tirelessly to create a value-added product that you can offer to your customers with confidence. We have a very hard-working staff who you don't usually see, but the pride they take in their work is immense.

Scheduling for 2024 opens to all on February 5, we expect a large number of calls that entire week. Please consider leaving a message of emailing [Jeremy@KingsPoultryFarm.com](mailto:Jeremy@KingsPoultryFarm.com) to schedule.

Thank you!!