



America's Favorite Rabbit™

January 2020

Dear Potential Rabbit Raiser:

Thank you for contacting Pel-Freez and requesting Grower information.

Pel-Freez is not only the oldest and largest rabbit processor in North America, we are also USDA inspected and graded. Because of this, our products are in high demand in both the food and biological industries. This allows us to buy rabbits on a consistent basis, year round at a relatively stable price, which helps our growers in planning their business.

We review our routes at the end of every quarter to determine if and where we need to add growers. Enclosed is a copy of our current price list and an application for a Pel-Freez Grower Number. If, after reviewing this information, you wish to become a grower for Pel-Freez, please fill out the application and return it to us. As soon as an opening comes available in your area, we will notify you. Please **DO NOT** invest any money on our account until **AFTER** you receive a Grower Number.

The following are the Pel-Freez Grower guidelines that will assist you in making a decision about becoming a Pel-Freez Grower.

The right kind of building:

Pel-Freez Growers cannot use outside hutches or cages hanging under trees.

Pel-Freez Growers must have insulation in the roof or ceiling of their rabbitry.

Pel-Freez strongly recommends that our growers invest in some type of cooling unit.

Rabbits need a building that can keep the temperature below 85 degrees in the heat of summer and that means insulation. Without insulation you cannot keep the temperature in your barn cool enough in the summer or warm enough in the winter. Keeping rabbits at the proper temperature year round will help allow you to maximize your production and profitability!

Extreme temperatures, humidity, and ammonia all put stress on rabbits and cause them to stop producing. While insulation will help with the heat and cold, drain tiles under your cages going out of your building work great for controlling moisture. By getting rid of the urine, you get rid of the ammonia. Solid floors create too much moisture and ammonia in the air, which may cause respiratory problems and sick rabbits.

Quality, disease-free breeding stock:

As with any animal, if you don't start off with the right breeding stock you will not be successful. It is very important that when purchasing breeding stock you only buy junior does that you can grow out. Most growers find that it is hard to be successful if they purchase older does.

Because of the diseases chickens can pass on to rabbits, chickens must not be allowed in the rabbitry. **Pel-Freez Growers must not allow chickens in the barn.** Everything possible should be done to prevent rodents or any other animal from entering your rabbitry.

Antibiotics, Growth Hormones and Animal By-Products:

Pel-Freez will only buy rabbits that fall under the following criteria: Raised Without Growth Hormones, Raised Without Animal By-Products and Raised Without Antibiotics! Included in this packet of information is a list of approved feed mills. Pel-Freez growers may only use feed from one of these approved feed mills. Upon getting a grower number you will be required to sign a verification sheet stating that you will abide by the above guidelines!

Once you become a Grower, on a random basis, Pel-Freez will test the livers of your rabbits. If a problem is indicated, we will send you a warning letter and suggest you get the advice of a veterinarian to clear up any problems your rabbits may be having. After 6 weeks, we will retest your rabbits' livers. If there is no improvement, we may have to reduce the amount you receive per pound until improvement is shown.

If you are interested in applying for a Pel-Freez Grower Number, please:

- 1) **Complete the Application for a Pel-Freez Grower Number**
- 2) **Sign the Waiver Concerning Calicivirus**
Enclosed are two copies of the waiver. Please sign and return one and keep the other for your records.
- 3) **Return the completed forms to:**

Pel-Freez
Attn: Grower Department
219 N. Arkansas St.
Rogers, AR 72756

Thank you again for contacting us. We look forward to doing business with you. If you have any other questions please call 479-636-4361, ext. 381. You may also e-mail us at growerservices@pel-freez.com

Sincerely,

Curtis Dover
Grower Services Representative

FREQUENTLY ASKED QUESTIONS ABOUT SELLING RABBITS TO PEL-FREEZ

Q. WHO DO YOU PURCHASE RABBITS FROM?

A. We only purchase rabbits from growers with a Pel-Freez Grower Identification Number. However, we reserve the right to deny issuing a Grower Number to anyone we feel is not qualified to be a Pel-Freez Grower.

Q. HOW DO I GET A GROWER I.D. NUMBER?

A. Within this packet there is an application form for a Grower Number. Just fill out the form and return it to Pel-Freez; you will then be put on a waiting list and we will contact you as soon as we have a spot for you. The waiting list varies and can range in time from 3 months to 1 year or more.

Q. HOW OFTEN DO YOU PURCHASE RABBITS?

A. We purchase rabbits three or four days each week. Most of our routes are run every other week. We have pickup points conveniently located throughout our buying area where growers meet us to sell their rabbits.

Q. WHERE IS YOUR BUYING AREA?

A. Our trucks run in roughly a 250 miles or less radius from our location in Rogers, AR. Current pickup locations include Parsons, Kansas; Rogers, Arkansas; and multiple locations in Missouri.

Q. CAN YOU COME TO MY FARM AND PICKUP RABBITS?

A. We wish we could come to everyone's farm, unfortunately that is just not possible.

Q. HOW MANY RABBITS DO I HAVE TO SELL TO BE ABLE TO SELL TO YOU?

A. We have no minimum or maximum number that you must sell. However, to keep your Grower Number active you must sell a reasonable number of rabbits (based on herd size) to Pel-Freez each quarter. You must also sell rabbits on a consistent basis!

Q. IF I HAVE A PEL-FREEZ GROWER NUMBER, MAY I SELL MY RABBITS TO ANOTHER PROCESSOR?

A. Except for sales of breeding stock, lab rabbits, or roadside sales, we are counting on our growers to sell us all the New Zealand Whites they are producing. While our business does not allow us to contractually commit to purchase all the rabbits you may produce, we do expect you to sell Pel-Freez all your available rabbits. The only way we can provide a consistent market for your rabbits is for us to be able to count on your supply and the information you provide us in your monthly doe call in. That information enables us to roughly anticipate how many rabbits will be coming from each of your facilities. If you start selling to another processor, you are endangering our ability to provide a consistent number of rabbits to our customers...and upon discovering that you are selling to another processor we will delete your grower number and you will no longer be able to sell rabbits to Pel-Freez.

Q. CAN WE DELIVER OUR RABBITS TO THE PLANT?

A. You may sell your rabbits at the plant, but the price per pound is the same as pick up.

Q. HOW MANY PRODUCING DOES MUST I HAVE TO QUALIFY FOR A PEL-FREEZ GROWER NUMBER?

A. We are trying to build our business with professional rabbit raisers; therefore within the first year of receiving your grower number each grower must reach a minimum of 25 producing does.

Q. WHAT BREED AND SIZE RABBITS DO YOU BUY?

A. We purchase only New Zealand White rabbits that weigh between 4.75 pounds and 5.75 pounds. We do purchase rabbits over 5.75 pounds, but they are considered roasters, and we do not pay as much for them. **We do not buy colored rabbits or rabbits that are sick or deformed in any way, including wry necks. Our buyers have the final decision regarding buying rabbits. If your rabbit weighs 5 lbs, but is bony instead of meaty, they may refuse to purchase that rabbit.**

Q. HOW MUCH DO YOU PAY FOR RABBITS AND DOES IT CHANGE?

A. The price you receive from Pel-Freez is based on supply and demand, as with all farming commodities. We do, however, try to maintain a constant price by controlling the number of new growers. Our current price list is enclosed and gives a detailed breakdown of prices.

Q. DO YOU SELL BREEDING STOCK?

A. No, however, we do recommend you only buy junior does that you can grow out for your breeding stock. Older does have a hard time adjusting to new surroundings and most growers find that it is hard to be successful with older does!

Q. AFTER I SELL THE RABBITS TO YOU WHEN WILL I BE PAID?

A. Our buyer will count, weigh, and check the condition of your rabbits and give you a receipt for them when they are loaded on our truck. Your check will be mailed to you on Monday the week after you sell, although Pel-Freez reserves the right to change payment date at any time.

Q. DO WE HAVE TO SIGN A CONTRACT TO SELL TO PEL-FREEZ?

A. No, you do not have to sign a contract. All that is required is that you have a valid Pel-Freez Grower Number. However, a Grower Number does not guarantee the purchase of any or all rabbits you produce.

Q. DO YOU SELL FEED AND SUPPLIES?

A. Pel-Freez does not sell feed and supplies, however we do provide each grower with a list of approved feed mills where feed can be purchased. This list will be provided when you receive a grower number.

Q. SHOULD I APPLY FOR A GROWER NUMBER NOW OR WAIT UNTIL I HAVE RABBITS?

A. It is best to apply for a grower number before you get rabbits so that you have a market for your rabbits once you are producing. We give each grower 6 months to get set up before we expect to see sales from them. Please do not invest any money on our behalf until AFTER you receive your grower number.

Q. HOW LONG HAS PEL-FREEZ BEEN IN BUSINESS?

A. Herman Pelphrey founded the business in California in 1911. In the forties, after his son and son-in-law joined the business they decided to sell frozen rabbit meat nationwide and the name was changed to Pel-Freez. In 1952 they opened the plant in Rogers AR and then moved the entire operation here. Pel-Freez has purchased rabbits continuously since being in Rogers. In 1977, the grandson of the founder purchased the company when his father and uncle decided to retire. We still sell rabbit meat, both fresh and frozen, to markets throughout the United States.

Pel-Freez Price List
Effective JANUARY 1, 2019
Prices Subject to Change

New Zealand or Californian

White Fryer Rabbits

(4 $\frac{3}{4}$ to 5 $\frac{3}{4}$ pounds each)

Price per pound live weight for fryers that have been raised without antibiotics.....\$1.75

Price per pound live weight for fryers that have been treated with antibiotics but have gone through the withdrawal period recommended by their veterinarian before being sold.....\$1.57

Roasters

(Rabbits that weigh more than 5 $\frac{3}{4}$ pounds)

Price per pound live weight.....\$0.52

Pel-Freez does not purchase overstressed or unhealthy rabbits. We do not buy colored rabbits or rabbits that are sick or deformed in anyway, including wry necks.

An active Pel-Freez Grower Number is required before rabbits can be sold.

After receiving a grower number you will have approximately 6 months to get set up before we will expect you to sell. Failure to sell within a reasonable amount of time may result in your grower number being deleted.

To keep your Grower Number active you must consistently sell a reasonable number of rabbits (based on herd size) to Pel-Freez each quarter. You must also call in your does every month.

Pel-Freez requires growers to call in the number of fryers and roasters they will be selling each pickup. This is done by calling 800-643-3002 and hitting option 1 when prompted. Fryers/roasters MUST be called in by Wednesday at 5:00 PM the WEEK BEFORE you are scheduled to sell. Please leave your grower number, name, number of fryers and roasters (if applicable) on the recording.

It is also a requirement that all growers call in their producing does each month; between the 25th and the last day of the month you must call 800-643-3002 option 2 when prompted (this is the same number that you will call to report the number of fryers you plan to sell). The message on that phone will include an option to go into a separate mailbox to report your does. It is critical that you make this call each month at the assigned time. If you do not have any fryers to sell you still need to call in your does.

You will not receive a reminder or notice that it is time to call in your does. It is your responsibility to remember and report!

*****Failure to comply with these requirements may cause your grower number to be deleted.*****

You may apply for a Grower Number by returning the enclosed application to.

Pel-Freez
Attn. Grower Department
219 N Arkansas St.
Rogers, AR. 72756

This price list supersedes all previous price lists.

APPLICATION FOR A PEL-FREEZ GROWER NUMBER

1. Name of Applicant _____
2. Address _____

3. Home Phone _____
If you do not have a phone please include a number where we may leave a message for you.
4. Cell Phone _____
5. E-Mail Address _____
6. The closest pickup point to you is _____
A list of pickup locations is enclosed
7. How many producing does do you have? A producing doe is one that has had babies..... _____
If you do not currently have rabbits put 0
8. How many young does are you saving for breeding stock? _____
If you do not currently have rabbits put 0
9. How many producing does will you have when you reach your goal? _____
Minimum of 25
10. Are your rabbits in/or will your rabbits be in an insulated building? _____

Fill this section out only if you currently have producing does.

11. What breed are your rabbits? _____
We only buy New Zealand White and California White rabbits
12. Where did you get your breeding stock? _____
13. When will you be ready for your first sale? _____

14. Date of application: _____

Please complete the entire form or we will be unable to issue a Grower Number to you.

PEL-FREEZ
RHD/Calicivirus Waiver

NOVEMBER 2018

As you may be aware, in early September 2018, a confirmed case of Rabbit Hemorrhagic Disease (RHD) was reported in Ohio. The affected rabbits were being raised on a farm in rural Medina County south of Cleveland. This was an isolated incident, but it is important that all rabbit growers be aware of the threat and what can be done to prevent the spread of this disease. RHD is a **highly contagious** disease in rabbits, but it does not pose a threat to humans or other animals. RHD is often a very swift and sudden killer. Symptoms may include:

- loss of appetite
- lethargy
- high fever
- spasms
- sudden death

Bleeding from the nose, mouth and rectum is sometimes seen. The incubation period of RHD is very short, and rabbits may die within 48 hours of exposure to the virus that causes RHD.

In order to protect your stock, the following procedures have been recommended:

- Keep rabbits in an enclosed environment in order to prevent any contact with the outside world
- Avoid contacts of any kind with other rabbits. Do not share equipment or allow visitors without strict sanitation measures.
- Know your food sources. If you buy local hay or vegetables, make sure the farmers and distributors do not have rabbits.
- Thoroughly sanitize your hands, clothing shoes, etc., before handling your rabbits. Use of disposable sanitary gloves and booties is recommended.
- Keep dogs, cats and any other animals who travel outside from contact with your rabbits.
- Keep your environment free of insects, birds and wild animals, such as mice, rats, opossums and raccoons.
- Quarantine new rabbits for 5 days and handle quarantined rabbits last.

- Disinfect any areas that may have been exposed to the virus using a solution of 1 part bleach to 9 parts water (10% bleach solution). Remove all feces from cages. The latter part is imperative.

Pel-Freez and Iowa Rabbit are concerned with the possible spread of RHD. We have taken steps to utilize protective procedures for picking up rabbits; however, there can be no guarantee that our procedures will successfully prevent the inadvertent spread of RHD.

Because there is no certainty as to how RHD may be spread, neither Pel-Freez nor Iowa Rabbit will be liable for any inadvertent infection of your rabbit herd with RHD from its operations. Accordingly, in consideration for our continued purchase of your rabbits, we require all of our growers to execute this letter agreement to release and hold harmless Pel-Freez and Iowa Rabbit from any and all liabilities, claims or damages resulting from the spread of RHD through our rabbit pick up operations. By signing this agreement, you hereby release and hold harmless Pel-Freez or Iowa Rabbit, its employees and agents from any and all liabilities, claims or damages of any nature or kind resulting from the contraction of RHD, whether the same be caused by the negligence of Pel-Freez or Iowa Rabbit, its employees or agents, or otherwise.

We value our relationship with you, and we are focused on trying to prevent the spread of RHD to your operations.

Sincerely,

Curtis Dover
Pel-Freez
219 N. Arkansas Street
Rogers, AR 72756

Please sign and return one copy as soon as possible. Return to Pel-Freez address above.

Grower Number: _____

Date of Signature: _____

(Signature)

Print Name: _____

Pick Up Location: _____

PEL-FREEZ
RHD/Calicivirus Waiver

NOVEMBER 2018

As you may be aware, in early September 2018, a confirmed case of Rabbit Hemorrhagic Disease (RHD) was reported in Ohio. The affected rabbits were being raised on a farm in rural Medina County south of Cleveland. This was an isolated incident, but it is important that all rabbit growers be aware of the threat and what can be done to prevent the spread of this disease. RHD is a **highly contagious** disease in rabbits, but it does not pose a threat to humans or other animals. RHD is often a very swift and sudden killer. Symptoms may include:

- loss of appetite
- lethargy
- high fever
- spasms
- sudden death

Bleeding from the nose, mouth and rectum is sometimes seen. The incubation period of RHD is very short, and rabbits may die within 48 hours of exposure to the virus that causes RHD.

In order to protect your stock, the following procedures have been recommended:

- Keep rabbits in an enclosed environment in order to prevent any contact with the outside world
- Avoid contacts of any kind with other rabbits. Do not share equipment or allow visitors without strict sanitation measures.
- Know your food sources. If you buy local hay or vegetables, make sure the farmers and distributors do not have rabbits.
- Thoroughly sanitize your hands, clothing shoes, etc., before handling your rabbits. Use of disposable sanitary gloves and booties is recommended.
- Keep dogs, cats and any other animals who travel outside from contact with your rabbits.
- Keep your environment free of insects, birds and wild animals, such as mice, rats, opossums and raccoons.
- Quarantine new rabbits for 5 days and handle quarantined rabbits last.

- Disinfect any areas that may have been exposed to the virus using a solution of 1 part bleach to 9 parts water (10% bleach solution). Remove all feces from cages. The latter part is imperative.

Pel-Freez and Iowa Rabbit are concerned with the possible spread of RHD. We have taken steps to utilize protective procedures for picking up rabbits; however, there can be no guarantee that our procedures will successfully prevent the inadvertent spread of RHD.

Because there is no certainty as to how RHD may be spread, neither Pel-Freez nor Iowa Rabbit will be liable for any inadvertent infection of your rabbit herd with RHD from its operations. Accordingly, in consideration for our continued purchase of your rabbits, we require all of our growers to execute this letter agreement to release and hold harmless Pel-Freez and Iowa Rabbit from any and all liabilities, claims or damages resulting from the spread of RHD through our rabbit pick up operations. By signing this agreement, you hereby release and hold harmless Pel-Freez or Iowa Rabbit, its employees and agents from any and all liabilities, claims or damages of any nature or kind resulting from the contraction of RHD, whether the same be caused by the negligence of Pel-Freez or Iowa Rabbit, its employees or agents, or otherwise.

We value our relationship with you, and we are focused on trying to prevent the spread of RHD to your operations.

Sincerely,

Curtis Dover
Pel-Freez
219 N. Arkansas Street
Rogers, AR 72756

Please sign and return one copy as soon as possible. Return to Pel-Freez address above.

Grower Number: _____

Date of Signature: _____

(Signature)

Print Name: _____

Pick Up Location: _____

Pel-Freez Route Pick Up Locations

Arkansas

Rogers (Plant)

Missouri

Lebanon

Diggins

Seymour

Cuba

Mansfield

Kansas

Thayer

Dennis

Pel-Freez Approved Feed Mills January 2020

ADM Alliance Nutrition, Inc.

- Pen Pals Professional 16
- Pen Pals Professional 18
- Pen Pals Rabbit Pellets
- Rabbit Pellet 16
- Pen Pals Professional Show Rabbit
- Pen Pals Professional 18 With ShowBoos

Bartlett Coop

- Rabbit Supreme

Big V Feeds Inc.

Blair Feeds

- Bunny Pro Pellets
- Rabbit Pellets

Dans Allstar Feed

- Heritage 18% Bunny

Grow Smart, LLC

- Grow Smart 16% Rabbit Pellets

Heath and Son

- Heath and Son 15%
- Heath & Son 17 %

Kent Nutrition Group

- Kent Commercial Rabbit Feed

MFA Incorporated

- Rabbit Shield Pellet
- Rabbit Pellet
- Special Rabbit Lact/Grower Shield Pellet
- 17% MFA Rabbit Feed
- Rabbit Pellets Shield w/Fat

Powell Feed & Milling

- Powell Complete Rabbit Pellets

Producer's Cooperative

- 16% Super Rabbit W/ Gut Guard

Purina/Land O'Lakes

- Rabbit Professional
- Rabbit Pellet 18% (Country Acres)

Quality Plus Feeds

- ABF Rabbit Hi-Vitamin
- QP Rabbit Pellet
- ABF Rabbit Custom

Tucker Milling

- Farm Crest Rabbit Feed
- NatureCrest Rabbit Feed
- 16% Rabbit Grower/Breeder Pellet