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SUSTAINABLE BEEF

WITHIN OUR
GRASP

Bob Lowe,
Nanton, Alta.

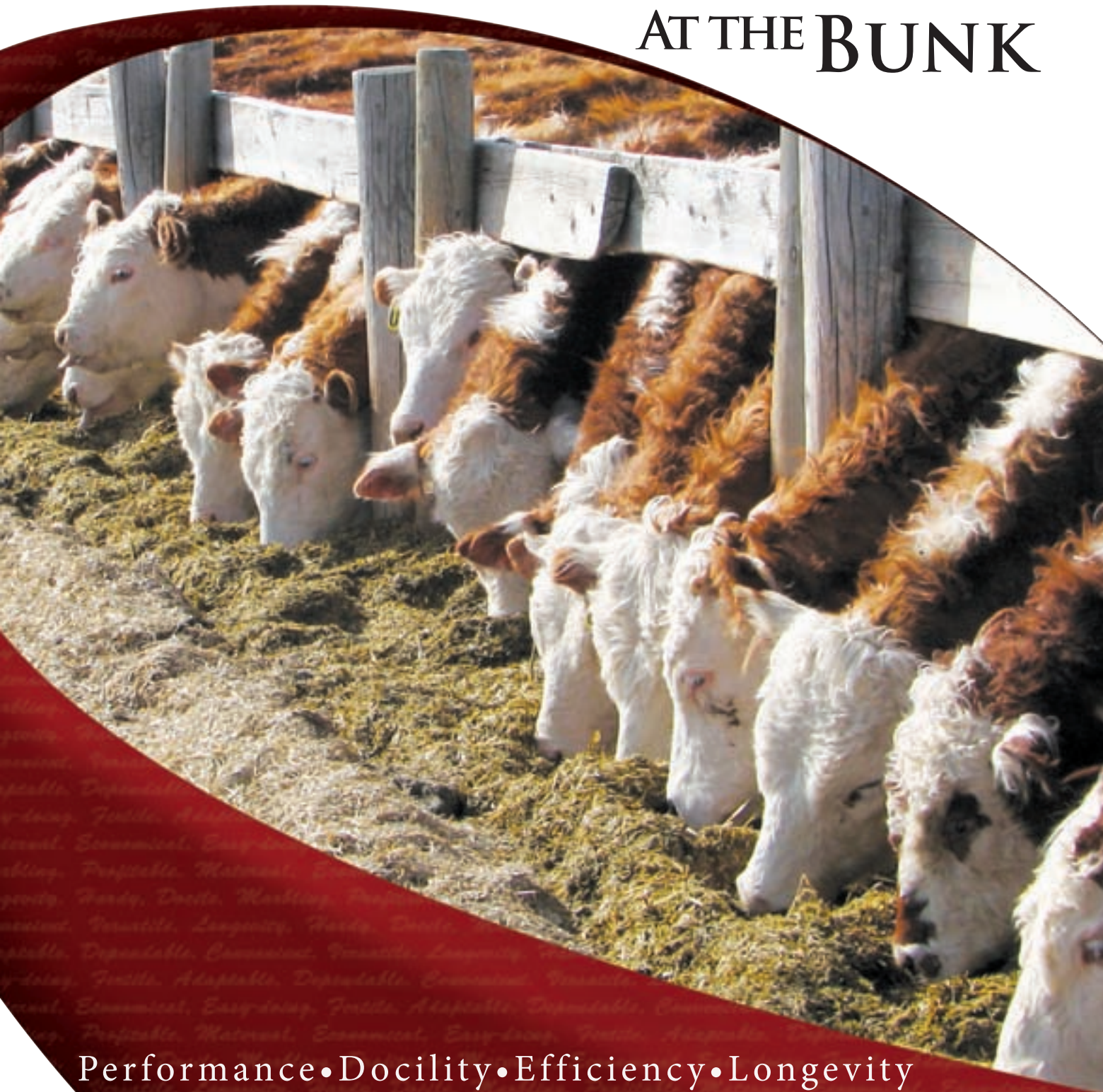
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Looking out for No. 1 13

Farmers come first at Brussels Livestock.

► GRAZING



When to move 26

Congratulations!

To our August survey winner,
Larry Stephenson, Lang, Sask.
This month's survey is on page 46.

Cover Photo: Our photo taken by Lee Hart.

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CHINA IS NEXT



Trade once again dominated the headlines since our last issue arrived in your mailbox.

In June we had the president of Mexico dropping in to announce his country would be willing to import a full range of Canadian beef products starting October 1. Canada Beef president Rob Meijer thinks this addition will produce a modest increase in the 19,400 tonnes we sold to Mexico last year for \$155 million, but it does send a positive message to the rest of the world about the quality and safety of Canada's beef supply.

That same message was reinforced just a week later when Taiwan agreed to begin importing boneless and bone-in beef and other specified meat products from cattle under 30 months of age. Considering Taiwan has been closed to us since 2014 when they bought 1,776 tonnes for \$13 million, every new order will be a bonus.

These two announcements added some further impetus to a market-opening trend that started back in January when South Korea and the Ukraine reopened to Canadian beef.

Federal ag minister Lawrence MacAulay took the next step in July committing \$6.4 million spread over three years to co-fund Beef Canada's marketing efforts in Asia, Europe and Latin America.

Given the turmoil in Europe over the U.K.'s plan to pull out of the EU and the rather specialized nature of the beef that will be eligible for that market, I suspect the biggest share of this money should be aimed at Asia, and China in particular.

Canadian Cattlemen's Association president Dan Darling says China's ban on all but boneless under-30-month beef is the most significant BSE-related market restriction that remains to be addressed.

The fact that even with that restriction China jumped from fifth in our list of export customers to second last year has given exporters just a taste of what might be available with full access. Tapping it, however, is far from a sure thing.

There is no doubt that the appetite for beef is rising among China's exploding middle class. According to Rabobank, China's beef imports jumped 60 per cent in 2015 after the government launched a crackdown of quasi-legal gray market meat imports. Obviously Canada enjoyed some of that growth, but Brazil, Argentina and New Zealand took up the lion's share of the new business.

The Australians are also well established in China but their shipments have been tailing off of late with the sharp decline in their cattle population. Meat and Livestock Australia says their national beef herd is expected to fall over the next two years to levels not seen in more than 20 years.

Another factor is China's ban on U.S. beef which was expected to disappear by this summer. Perhaps that, like many other U.S. trade matters, may have to wait until the next president is elected.

Not all of the competition will come from fellow exporters, however. The Chinese government is encouraging growth in domestic beef production to satisfy the middle-class demand for higher quality meat products.

University of Saskatchewan nutritionist John McKinnon got a taste of what is happening there this summer and he writes about it his nutrition column this month.

One company he visited in western China, partly owned by government, runs 21 farms housing collectively 40,000 dairy cows, 5,000 beef cows and 5,000 ewes. An expansion is planned for the primarily Angus-based beef herd that has been built with Australian seed stock.

What was fascinating to McKinnon was their very intensive style of management for the beef herd. In an area that reminded him of Western Canada, the beef cattle are housed indoors, with separate barns for different classes of cattle.

A second operation in a more temperate region of eastern China runs a smaller 200-head cow herd and a 1,500-head indoor feeding operation. Market-ready cattle are sold to the Hong Kong market. The calves are sold at four months of age, and the feeder cattle are purchased.

Another 800-head barn was under construction when McKinnon visited this farm where even corn silage bunkers are housed under roof.

At first blush this doesn't seem like a very economical system but McKinnon says the high infrastructure costs are offset in part by cheap labour. The other X factor, of course, is the Chinese government's desire to expand their domestic industry.

Whatever the difficulties involved, greater access to China is a worthy goal for the industry. If nothing else it may inject some needed confidence in the minds of producers.

As Charlie Gracey points out in this issue, the Canadian industry appears to be stalled, as if producers are waiting for some sign that it is time to start increasing the national herd.

As of now we won't see any major increase in production, besides larger carcass weights, until 2020.

Unlocking more of China to Canadian beef won't turn that scenario around but right now we can use all the good news we can get. 🍷



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NewsMakers



Miles Anderson

Miles Anderson walked away from the Saskatchewan Stock Growers annual convention with two memorable souvenirs, the provincial environmental stewardship award won by him and his wife **Sheri** and an autographed copy of **Dr. Temple Grandin's** book, *Humane Animal Handling*, auctioned off during the annual fundraiser. The TESSA award recognizes the efforts Miles and Sheri and their family put into managing their native Fir Mountain, Sask., pastures to create a beneficial habitat for their cattle and the Greater sage-grouse that coexist on their place. More details are available on page 40.



Chris Lane

Chris Lane is the new CEO of Canadian Western Agribition. The former senior producer at the CBC grew up with an agricultural background in northern Alberta and has over a decade of experience leading teams and organizations.

The Canadian Angus Association honoured Korova Feeders, **Doug** and **Helga Price** of Acme, Alta., with its Western Feedlot of the Year Award during the Carcass 101 workshop held in Olds. Korova Feeders has a 30,000-head capacity in two feedlots. The Prices also operate Echo Sand Ranching, a cow-calf operation that runs 4,000 Angus and Angus influence cows in Alberta and Saskatchewan and currently have 8,000 yearlings on grass in Saskatchewan.



Shane Jahnke

Shane Jahnke was elected Saskatchewan Stock Growers Association president at the association's summer annual convention in Regina. He comes into this role with seven years experience on the board, two as first vice-chair, and is joined on the executive by outgoing president **Doug Gillespie** of Neville, first vice-chair **Bill Huber** of Lipton, second vice-chair **Kelcy Elford** of Caronport and finance chair **Jeff Yorga** of Flintoft.

Two men well recognized in cattle circles, **Bob Switzer** and **John Willmott**, will join the prestigious Canadian Agricultural Hall of Fame November 6 in a ceremony at the Royal Agricultural Winter Fair in Toronto.

Bob Switzer of Sandy Bar Ranch in Aneroid, Sask., was instrumental in introducing the Certified Angus Beef brand to the cattle industry, the Canadian hotel and restaurant trade, and ultimately consumers. He was also involved in the creation of Red Coat Cattle Feeders, a community-based feedlot. Switzer is a distinguished Angus breeder, promoter, mentor and judge, and continues to advocate for the cattle industry within Saskatchewan and across Canada.

John Willmott of Pense, Sask., has served as the president of Canadian Western Agribition and Canada's Farm Progress Show. He's an international cattle judge, an Angus breeder and past president of the Canadian Angus Association. He also helped create the first regulations affecting artificial insemination and a standard Record of Performance (ROP) program for the Canadian beef industry.



Brian McKersie

Brian McKersie of Canal Flats was elected president of the British Columbia Cattlemen's Association by his fellow directors following the association's annual meeting in Penticton. He replaces **Larry Fossum** of Dawson Creek who remains on the executive as past president. **Larry Garrett** of Vanderhoof is vice-president.



Ian McKillop

Ian McKillop, a former president of the Ontario Cattlemen's Association (now Beef Farmers of Ontario) is the new chair of Farm & Food Care Canada. He served on the board of the Canadian Cattlemen's Association, and chaired the National Farm Care Council's beef cattle Codes of Practice committee.



Brian Coughlin

Brian Coughlin of Cobden, Ont., has been re-elected president of the Canadian Charolais Association. **Andre Stepler** of Miami, Man., is first vice-president, and **Darwin Rosso** of Moose Jaw, Sask., is second vice-president. **Brent Sanders** of Markdale, Ont., is past president.

Graeme Hedley, the former general manager of the Beef Farmers of Ontario has stepped down as president of the Canadian Beef Grading Agency. He has been replaced by **Willie Van Solkema**, a long-time veteran of the packing industry. 🍁

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TWENTY-FIVE YEARS IN THE SADDLE WITH HEREFORD CATTLE

By Bert Sheppard
Canadian Cattlemen, March 1950

Articles by eminent college professors of animal husbandry on beef cattle production appear periodically. These men gained their knowledge and theories from books from their association with agricultural schools and from interviews with the packing house fraternity.

On the other hand, very little has been written by cowmen, who learned their lessons out of Nature's text book in the School of Hard Knocks, and graduated from the University of Cow-camps in the Great Out-of-Doors.

In writing something about Hereford cattle for *Canadian Cattlemen* I am afraid that I fail to qualify in the first group so will have to try to get under the second.

The conquest of the great cattle ranges of North America during the latter part of the last, and the first part of the present centuries, by the sturdy Herefords was not without good reason or just cause. The hardihood and rustling ability of the white-faces that made the breed supreme wherever grass was being converted into beef on western ranges were due to certain characteristics well known to old-time rangemen. To start with to stand the rigours of long spells of sub-zero weather, it was necessary for a critter to be covered with a thick, pliable hide and a warm coat of thick, curly hair that would keep the cold out and the snow away from the hide. Calves born with a deficiency of hair, although in good shape, will invariably die when the temperature goes down to forty below zero.

Some years ago I asked the late Jimmy Johnston, a cowman of forty years experience, which breed of cattle he liked the best. At this time he had spayed anywhere from fifty to a hundred thousand head of yearling heifers. He replied that he had always noticed when spaying that the Herefords had the thickest hides and he believed that this was one of the reasons that they stood the winters so much better. No other breed of cattle has such broad strong muzzles capable of pushing down through great depths of soft snow to the grass that lies beneath.

My own experience has been that rug-

ged heavy-boned bovines with strong backs and good straight legs will stand more hardship and buck more snow than the lighter boned, sickle-hocked kind. When one's worldly wealth is wrapped up in something that walks on four legs, it is well to know that those legs are straight and strong and will not buckle easily.

In this day of enlightened thinking, we are often told that dressing percentage and fleshing are paramount to our beef economy, that the packer does not want too much bone, and that a thick heavy hide is wasteful. There is no doubt a great deal of logic in what they say, but I have yet to see or hear of any packer or college representative out on the range during a hard winter helping a cowman tail up an old cow that settled down in a snowdrift.



It has been proven during the last twenty-odd years in this country that the offspring of Hereford cattle of the proper type and rugged enough to survive under present-day range conditions can complete successfully in feeder and fat stock shows with the offspring of other breeds that require much better care. So there appears to be no reason to breed Hereford cattle too fine.

In the last quarter of a century, on the whole, the type of white-faced cattle has gradually changed. The tendency has been to raise a shorter-legged, blockier, more compact animal that will mature earlier and can be turned as a two-year-old off grass. Personally, I like this type but I see no sense in trying to breed the legs right off the cow-brute. For instance I don't think the Comprasts would be very suitable north of the border up Canada way. In fact, any time beef cows off grass in the fall of the year weigh under 1,200

pounds would be to me a danger sign that they were getting too small.

Another change that is taking place, that could well be to the breed's detriment, is that the leadership of the purebred business is passing out of the hands of men schooled in range ways and conditions into the hands of successful businessmen who raise cattle as a hobby, and farmers who know how to fatten cattle but don't know what is required to ranch an animal. My opinion is that so much attention has been paid to so-called fleshing qualities that the framework of the animal has been too often neglected. Consequently, crooked legs, weak backs and rough shoulders, all of which are detrimental to the ranchers and to the breed, have been allowed to creep in. I have a suspicion that what is often referred to as fleshing in overfitted bulls is quite often fat and occasionally lard.

Substance, on the other hand, is a word we hear too little about nowadays. To the cowmen it means "Beef" spelled with a capital B, or in other words, plenty of natural muscle. This should be carried right down to the hocks, as this is an indication that the back is packed with meat, as well as an indication of strength.

During the time I write about many man-made changes have taken place in the beef cattle industry. The one thing we can't do anything about is the weather. Dry summers followed by hard winters will come and go, leaving behind them the usual toll of dead cattle. Present-day purebred breeders, in their eagerness to progress, would do well to see that they do not breed out of the Hereford cattle the very characteristics that have made the breed excel on the range for so many years.

The market conditions that would be created by a surplus of beef animals would most certainly be aggravated by the excessive tonnage due to oversize cattle. Come what may, cowmen that raise medium-sized, thick, rugged-type "Herefords" will probably be headed on the right trail. ★

For more of the past from the pages of our magazine see the History Section at www.canadiancattlemen.ca.

SUSTAINABLE BEEF WITHIN OUR GRASP

McDonald's Restaurant project set the tone for Canadian beef industry



Producer Bob Lowe says the Canadian beef industry needs to get behind producing verified sustainable beef. PHOTO: LEE HART

Alberta cattleman Bob Lowe didn't have to do any management back flips on his ranch to produce cattle that under a recently completed pilot project qualify as "verifiable sustainable beef."

He has always aimed to apply sound production and environmental practices with his 500-head commercial cow-calf operation and 7,000-head-capacity southern Alberta feedlot.

He and family members at Bear Trap Feeders, near Nanton south of Calgary, do make sure they are using proper and recommended procedures for handling cattle, attend to proper animal health protocols, and apply proper water and pasture management practices. They follow the procedures and keep proper records. They have completed the Canadian Cattleman's Association Verified Beef Program (VBP) and are fine-tuning recommendations under the provincial Environmental Farm Plan.

"To produce cattle that qualify as verifiable sustainable beef didn't require many changes in how we do things on our ranch," says Lowe, who is also chair of the Alberta Beef Producers. "We know what the recommended practices are, we just had to make sure we were following them to the best of our ability and were keeping proper records. It's probably not much different than what many producers do anyway, but it involves making adjustments where needed and keeping records."

Lowe figures producing livestock within the relatively broad term of sustainable beef is what's going to keep the Canadian beef industry in the game in terms of meeting the evolving needs of markets, retailers and consumers.

The system — the protocol, the tools — are there to do it. It can be done. Now it is up to Canadian beef producers and the rest of the industry to grab the ball and run with it.

Lowe doesn't expect an overnight change, but he says it would not only be a shame, but ultimately costly if the whole beef industry doesn't seize the opportunity to move toward the sustainable beef realm.

MCDONALD'S PROJECT

Lowe was part of the team working with McDonald's Restaurant Canada over the past three years to develop a system to produce "verified sustainable" beef. There's not a simple definition of "sustainable" but there is a fairly detailed protocol that covers sustainable practices ranging from proper livestock handling, proper land and water management, proper animal health

procedures, and even proper employee and community relations.

That one-year pilot project wasn't about producing beef for McDonald's, it was about developing a system or protocol the Canadian beef industry could use as it markets beef not only domestically but around the world.

"The project was about seeing if we could produce verifiable sustainable beef and we did," says Lowe. "It is the type of beef that McDonald's want to use in their program, but it also identifies a production system for producing beef that will appeal to broader markets. Canada is in a unique and enviable position because we have the programs and also the tools to make it all work. Years ago many complained this cattle identification system we have in Canada was just a nuisance, but in this changing marketplace it may just prove to be our saving grace."

McDonald's Restaurant chain is a tremendous ally of the Canadian beef industry. Internationally, McDonald's uses about two per cent of the beef produced in the world. Just in Canada the burger giant sources 65 million pounds of beef annually for a 100 per cent Canadian beef claim. It stood by the Canadian beef industry during and following the BSE crisis of 2003. And in 2013 it approached the Canadian Cattleman's Association's (CCA), Canadian Round Table for Sustainable Beef and asked the industry if it was interested in a pilot project to produce not just good quality beef but "verified sustainable beef."

Lowe who headed the CCA environmental committee at the time, viewed it as an opportunity, but admits being a bit naive at the outset. "Going into this I thought it was a program we could probably hammer out in an afternoon," he says. Two years and many, many meetings later the pilot program was launched in 2015. In the spring of 2016 the project wrapped up with nearly 9,000 head of cattle classified as "verified sustainable beef."

In all the discussions that went on to design the pilot project, Lowe says there were two main aspects he welcomed. First, in producing sustainable beef, McDonald's wasn't talking about producing beef with "freedom from" (freedom from hormones and antibiotics). In fact, the project welcomed science and technology — what tools can modern beef production use that increase efficiency, reduce the environmental footprint, respect animal welfare yet yield a very healthy, safe food product? "And it wasn't a prescriptive type of approach that 'you must do this,'" says Lowe. "As an industry we were able to say, 'You tell us what you want, what you would like the end product to be, and we'll tell you how we can

get there.' They were eager to work with the industry to achieve the final product."

PROJECT NUMBERS

The overall pilot project worked with 182 beef operations or participants including 121 ranches, 34 backgrounding operations, 24 feedlots, two beef processors and one patty plant. About 127,000 cattle entered the pilot program and from that 8,967 head of market cattle were actually tracked to the end as moving through verified operations. Those cattle yielded the equivalent of 2.4 million patties. "The cattle spent their entire lives, from 'birth to burger,' raised on or handled by verified sustainable operations," says a McDonald's statement.

The fashionable consumer would like grass fed, that in itself is highly challenging, but there are merits to forage/grass diets

"So we know we can do it," says Lowe. "Now the challenge is to get the Canadian beef industry all working toward that goal. It is a shift for the entire beef industry and we need producers to embrace it. The value of doing it may not be reflected in the price per pound of beef, but just in being able to stay in business. It's about adopting these practices on our own as beef producers, rather than being legislated. And down the road, even as we continue to produce good quality beef, if we aren't producing cattle that meet the verified sustainable beef criteria we might not even have a chair at the international trade table."

So what's involved in producing "verified sustainable beef?" As Lowe found, for many producers it's not really that big a stretch from what most do already. But in some respects it is formalizing that process, documenting it, keeping records and having it audited. Proper production practices with land, water, cattle, animal health procedure, and farm safety are among the key "indicators" that have been established. Practices and procedures through the whole beef production chain need to be monitored or audited by a third party, and all cattle need to be traceable through the production system.

TOOLS ARE THERE

While a comprehensive system of indicators was established under the McDonald's pilot program, Lowe says producers who participate in the CCA's Verified Beef Production program, a provincial environmental farm plan, who age-verify their cattle and have them registered in BIXS (Beef Information Exchange System) are well on their way to producing verified sustainable beef.

The five indicator categories (or principles), which pilot participants were measured on, encompassed:

1. Natural resources — such as ensuring soil health, water supply, and wildlife and plant biodiversity.
2. People and community — includes ensuring a safe work environment and commitment to supporting the local community.
3. Animal health and welfare — such as adequate feed to drinking water and minimizing animal stress and pain.
4. Food — such as ensuring food safety and beef quality, including training and registration in the Verified Beef Production (VBP) program.
5. Efficiency and innovation — such as recycling and energy efficiency programs.

Producing verified sustainable beef will in many cases require more management to not only follow but document production practices. And Lowe says producers shouldn't be worried about the auditing process — it's not a punishment. "If an auditor comes to your operation and grades you on a scale of one to five on some production practice and you get rated a three out of five, for example, that doesn't mean you are doing a bad job," says Lowe. "It's just a report card. You can say that is good to know, here is an area where I need to make some improvement."

Lowe admits he's not keen on the word "sustainable" because it doesn't properly describe the job ahead. "The dictionary defines sustainable as something maintained or static and that's really not what we are after," he says.

"The market is looking for a beef product that is high-quality, healthy, safe, produced humanely in an environmentally responsible way," he says. "It is a sustainable program that is always moving forward and improving. Through this pilot program we've really been given a chance to shape our own destiny as an industry, and that's something we don't want to pass up." 🍁

Lee Hart is a long-time agricultural writer and contributor to Canadian Cattleman magazine based in Calgary. Contact him at 403-592-1964 or by email at lee@fbcpublishing.com.

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Commercial Animal Record

COMMERCIAL ANGUS IDENTIFICATION & PERFORMANCE PROGRAM
Animal Record

Animal ID # _____ DOB _____ Sex _____
 Colour _____ Horns _____ Breed Composition _____

☐ Sire ☐ Dam ☐ Breeder ☐ Current Owner

CAIPP Angus Tag Program
 Since its launch June 3, 2013

Includes information about an animal's pedigree and any performance data that is available

Sire Summary

Canadian Angus Association
Sire Commercial Production Summary

Sire: _____ Dam: _____
 Date of Birth: _____ Sex: _____

Calves Produced	Sex	Date of Birth	Weight	Height	Score	Rank
1	M	2013-01-01	120	135	85	100
2	F	2013-01-01	110	130	80	90
3	M	2013-01-01	125	140	90	110
4	F	2013-01-01	115	135	85	95
5	M	2013-01-01	130	145	95	120
6	F	2013-01-01	120	140	90	105
7	M	2013-01-01	135	150	100	130
8	F	2013-01-01	125	145	95	115
9	M	2013-01-01	140	155	105	140
10	F	2013-01-01	130	150	100	125

Identifies how many calves, by sex, each sire has produced and the performance information on the group.

In-herd Indexes

Canadian Angus Association
In-herd Indexes

Animal ID #	Sex	Date of Birth	Weight	Height	Score	Rank
1	M	2013-01-01	120	135	85	100
2	F	2013-01-01	110	130	80	90
3	M	2013-01-01	125	140	90	110
4	F	2013-01-01	115	135	85	95
5	M	2013-01-01	130	145	95	120
6	F	2013-01-01	120	140	90	105
7	M	2013-01-01	135	150	100	130
8	F	2013-01-01	125	145	95	115
9	M	2013-01-01	140	155	105	140
10	F	2013-01-01	130	150	100	125

Provides a comparison between animals and ranks them by trait against other animals in their contemporary group.

Performance Endorsement

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CAIPP Angus Tag Program

Average Bull Battery EPDs

EPD	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Birth Weight	8.1	8.2	8.3	8.4	8.5	8.6	8.7	8.8	8.9	9.0	9.1	9.2
Weaning Weight	11.1	11.2	11.3	11.4	11.5	11.6	11.7	11.8	11.9	12.0	12.1	12.2
Yearling Weight	14.1	14.2	14.3	14.4	14.5	14.6	14.7	14.8	14.9	15.0	15.1	15.2
Final Weight	17.1	17.2	17.3	17.4	17.5	17.6	17.7	17.8	17.9	18.0	18.1	18.2

Provides an average of your bull battery EPDs over the last four years.

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This program adds value by providing producers with valuable tools that can be used to make genetic selection decisions and to market their calves. It will also help producers, feedlots, and packers source high quality cattle.

Why CAIPP is for you

If you are a commercial producer who uses Angus genetics, you can add value to your program by enrolling in the Commercial Angus Identification and Performance Program. CAIPP will help you identify and track pedigree and performance data on your calves. Having this information will help you make more informed selection decisions for your herd. The Commercial Animal Record and the Bull Battery Performance Endorsement are great marketing tools. CAIPP aims to connect feeders and packers who are looking for quality cattle with the producers.

CAIPP

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LOOKING OUT FOR NO. 1

Farmers come first at Brussels Livestock

The village of Brussels in rural southwestern Ontario is known for two things not typically mentioned in the same sentence: its quaint Victorian charm and a bustling auction market.

Brussels Livestock hosts three sales weekly, with fed cattle and butcher bulls and cows selling Tuesdays, an assortment of veal calves, sheep and goats on Thursdays, and stocker calves and yearlings on Fridays. The week ending June 24 saw 1,599 head of cattle and 971 lambs and goats on offer. Another 600 head were already booked in for the regular Friday sale on July 1.

Owners Mark and Cindy Ferraro moved their family from Georgetown to Brussels six years ago to partner with former owner, Len Gamble, and took over the business a year later.

"We had sold our farm machinery business and were looking for something our whole family could be involved in when we saw that Len was looking to retire," Ferraro says.

Gamble had breathed new life into the market during his years since moving from the Toronto Stock Exchange in 1990 and, true to form, was a great mentor to the Ferraros, making sure clients stuck with them as they learned the livestock business from the ground up.

It proved to be a perfect fit for the Ferraros with more than enough work to go around for them and their five children between the market and their farming operation that has grown to include crops, a cow herd and several feedlots.

"It's two things we really enjoy, cattle and farming, so it's not really work for us at all," Ferraro adds.

With livestock sales running three days a week year-round and special sales spring and fall, farm equipment sales are more of a sideline than part of the regular business schedule. Ferraro still deals in machinery a bit when he's out and about looking at cattle, and farmers happen to have pieces they want to sell or buy. The Ferraros do hope to have some consignment farm equipment auctions at the market, but that was out of the question this spring because they had committed to hosting the Livestock Markets Association of Canada's conven-



Mark and Cindy Ferraro.

tion and Canadian livestock auctioneering championships in May. The community, county, local businesses, consignors and buyers all stepped up to help them pull it off with flying colours.

That same approach—following through on their word and doing their best—has been behind building trust with clients and ultimately a successful business.

Ferraro credits the market's strong buyer base of packing plants in Canada and the U.S., volume buyers for feedlots, and lots of loyal local buyer support for the market's success as well.

"We have a very diversified farming base, predominantly Amish and Mennonite farmers who are sellers and buyers, so we could have 200 to 300 lots going out to different farms after a sale," Ferraro explains. "Top cattle bring top price, but those second-cut cattle still have to have buyers to bring what they're worth."

Sellers have come to know and appreciate that the Ferraros will stand by them to do their best to see that animals bring fair value and represent their interests when dealing with government inspectors.

Ontario's Livestock Community Sales Act and Regulations covers licensing of community sales of consigned livestock to ensure financial stability of the operation, promote orderly marketing, and provide an inspection system for disease control and

monitoring animal handling. Appointed inspectors and veterinarians examine livestock, facilities and handling to ensure compliance with the code of practice for each species and any mandated programs.

Brussels Livestock works with three veterinarians and staff to segregate any suspect animals for inspection. If there is a health problem, the veterinarian could sticker an animal to go directly to slaughter, return home with a prescribed treatment regime, or be euthanized.

"We deal with a lot of cull dairy cows and goats, but most producers are now following the fit-for-transport guidelines and sell animals before problems start. The inspectors take training and most are really trying to do the right thing, so it's a case of gaining experience and practical expertise. I try to help them understand that we aren't dealing with pets. Farming is a business and businesses put a value on everything. Just because an animal is older doesn't mean it doesn't have value, or just because it walks differently doesn't mean it's lame. People have different gaits to their walks, but that doesn't necessarily mean they're in pain. Some animals do have to be put down because nobody wants problems at the border or a packing plant, but farmers aren't bad guys out to pull the wool over their eyes. They're just hard-working families trying to make a living," Ferraro explains.

"Canada has strict guidelines for animal health and welfare and sometimes it can be challenging to find a happy medium between government and producer," he adds. "We have been able to accommodate both parties to move forward by talking to the inspector and veterinarians to try to work out alternative solutions."

Similarly, he says, one of the problems with direct farm-to-packer sales of fed cattle that has become more common over the past decade is the lack of support for sellers if things don't go right. At least with cattle buying and selling through the auction process, there's competition to stay current with market prices. Auction markets have auctioneers and auction staff working for the producer to get the current market value, which allows them to buy replacement cattle and maintain a margin.

Ferraro also takes time to provide information to sellers on the best way to market their animals. The market also provides buyers with a sales list, so sellers have an opportunity to showcase their practices by providing information on vaccinations, dehorning, castration, weaning and whether the calves have been started on feed.

Being a mediator between buyers and sellers isn't the best part of a day, but dealing with issues up front and quickly brings the best results, he says. The goal, as always, is to have happy customers and if at the end of the day that has been accomplished then Ferraro says it has been well worth his time.

During their time partnering with Gamble, the Ferraros began introducing several changes.

First up was additional unloading and loading areas to accommodate the increasing popularity of gooseneck trailers so that trailers wouldn't be lined up along the road to town. The market has pen space for 3,000 head of cattle and space for 3,500 head in all.

An upgraded government-inspected scale, computerized sales records, and structural and cosmetic renovations round out the improvements in recent years.

The use of manifests to describe animals on the load, their place of loading and destination is new and still voluntary in Ontario. Ferraro says they have made it easier to put together their sales listings and sped up the office work in general. On the flip side, filling out the manifests does mean more work for trucks.

One of the challenges they expect to face in the near future will be finding skilled livestock transporters. Several of the truck-

ers the market has always counted on are nearing retirement.

"It's going to be tough to replace them because they've been doing it for so long and are so good at it that they can move anything anywhere without issues," Ferraro says.

The volatile cattle market trending lower is giving everyone the jitters lately. Ferraro expects the value of the Canadian dollar will come into play as usual this fall. Every time the dollar goes up, they see their U.S. buyers

cut back on purchases. But he expects the strength of Ontario's corn-fed beef brand will help maintain sales if new export opportunities materialize.

"Farming is a challenge, but farmers are tough and patient and will weather the ups and downs of the livestock business as they always have," Ferraro says. "Brussels Livestock has been looking after its customers' best interests for almost 60 years and our family plans on continuing the tradition." ❖



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THE PRICE FOR SERVING ALTERNATIVE MARKETS

Cattleland Feedyards is willing to pay it

The days of expecting a constant feeder supply in anticipation of sales for finished cattle are no longer the norm for Cattleland Feedyards, a feedlot, cow-calf and farming operation owned by the Karen and Joe Gregory family of Strathmore, Alta.

"Things used to be very easy. We bought the cattle, they'd come into the feedlot, we'd process them, vaccinate them, feed them and off to market they went and we'd start the process over again. Now, we are no longer doing just contracts. Our cattle feeding has become very purchase-order driven," says Cattleland's cattle and research manager William Torres.

The Cattleland of today sources as many feeder calves as possible directly from cow-calf producers and finishes them for conventional and alternative markets. The main feedyard has a one-time capacity of 25,000 head that now includes a restricted-access section for 10,000 head in the natural-beef stream. It and a nearby 9,000-head yard leased since 2010 is EU-approved.

One Earth Farms, headquartered at Eto-bicoke, Ont., is Cattleland's main client in the natural-beef program. Via this alliance, beef from cattle finished at Cattleland reaches markets across Canada, North America and the EU. Cattleland's own brand, Canadian Platinum Beef introduced in 2013, has met with success in Dubai and Vietnam.

Torres likens Cattleland's business model to that of an auto manufacturer offering luxury cars and affordable runabouts. The vehicles will get you to the same end place, but there are very different protocols and processes to produce the end product.

Likewise, alternative markets for beef require protocols, documentation every step of the way and third-party certification to prove the label claims.

The bottom line, in Cattleland's experience with alternative markets, is reputation is everything.

Torres' rules for building a good reputation start with dependability. People count on you 100 per cent of the time, not just when it's convenient. Next is accuracy. There's no middle ground; your data has to

be solid. Finally, be consistent. Whatever you claim to do, you must do it all of the time.

BUILDING BLOCKS

Cattleland's earliest experience designing protocols was with its national bull-test program. The addition of GrowSafe feed bunks to measure individual feed consumption for calculating residual feed intake as an add-on option for bull-test customers led to the establishment of an on-site integrated beef research unit in 2008.



"Our cattle feeding has become very purchase-order driven."

WILLIAM TORRES
CATTLELAND'S CATTLE
AND RESEARCH MANAGER

In-house research focuses on testing for residual feed intake and working with Quantum Genetix to test for leptin gene type. All of Cattleland's 1,000-head cow herd and bulls are tested for leptin gene type along with all offspring and purchased calves so they can be sorted and fed accordingly.

This, in turn, led to alliances with cow-calf producers wherein Cattleland supplies bulls with known performance and the most economically favourable leptin gene type and then buys the resulting calves.

Torres calls it vertical co-ordination because every operation retains its independence while the ability to share information improves effi-

ciencies all around. The practice of direct-sourcing calves has also expanded out of necessity for the natural beef and EU programs.

"Maybe everyone isn't set up to do the required things for alternative markets, but as long as we know what you did and didn't do on the ranch, we can accommodate your cattle," he says.

Cattleland also does research for private companies and organizations.

The Canadian Council for Animal Care, established in 1968 to oversee the ethical use of animals in science, is the certification organization for GAP (Good Animal Practices for Science) Canada. One of the program's accredited auditors, Feedlot Health Management Services (FHMS) at Okotoks, Alta., audits Cattleland's research unit annually.

A NEW ERA BEGINS

Preparing for the GAP-Canada audit was Cattleland's first experience with an assessment and certification program. Although most of the requirements are practices that are quite normally expected for animal health and care, the process of actually writing down the unique set of protocols for the research unit took a year and a half.

"It made us rethink our ethics and actions. If this was needed for research, why not for the rest of the feedlot? Our goal was to spill the benefits to the commercial level," Torres explains.

Giving pain medication for castration is an example of one of the obvious benefits staff had seen first in the research unit. Making it a mandatory practice for commercial cattle five years ago did, however, pose the dilemma of how to recover the cost of pain medication needed because someone else had not bothered to castrate the calves at a young age. Their solution was to discount the rancher's price when more than four per cent of his calves came in as bulls. That sent a message and they began to see fewer intact bulls.

Cattleland moved from formal animal-care protocols being mandatory for research and optional for commercial cattle, to using those protocols being the responsible thing to do for all their cattle.

Gaining full certification under GAP-USA is a bit longer story. U.S. GAP, the Global Ani-



Cattleland's 25,000-head lot now includes a 10,000-head restricted-access section for natural beef while a leased yard nearby is designed for EU cattle.

mal Partnership, is essentially the policing arm for Whole Foods and this is one of the certifications required by One Earth Farms.

Cattleland has been certified at the step-one level since 2012 and that's as far as it is likely to go, Torres says. Step one dictates animal density and for Cattleland this meant reducing the number of animals by 40 per cent for each pen for the natural beef program.

The stipulations for an enriched environment in step two are a major barrier, mainly because installing shade structures for all of the cattle would be unnecessarily expensive in western Canada and, in reality, quite dangerous, given their potential collapse under heavy snow loads. Steps beyond this require that operations be pasture-centred and animal-centred, meaning no physical alterations (castration included) and animals never leave the birth farm.

Similarly, the economics of finishing cattle for the organic market didn't work out because of the cost of bringing in sufficient organic straw for bedding all the way from Manitoba.

In contrast, the audit to become a registered Verified Beef Production operation in 2015 was an enjoyable learning experience, he says. This is Canada's on-farm food safety program that has recently expanded with formal sections on biosecurity, animal care and environmental stewardship.

"This is definitely the most accurate for what we do," says Torres. "It's producer- and industry-led so it makes sense and I can't say enough good things about it."

Cattleland participated in the McDonald's Canada verified sustainable beef pilot and earlier this year was verified sustainable by third-party certifier, Where Food Comes From. This was a valuable learning

experience in preparation for the Canadian Roundtable for Sustainable Beef's program.

Cattleland also participated in the pilot for the Canadian Feedlot Animal Care Assessment Program. This auditable program spearheaded by the National Cattle Feeders Association brought industry, packers, retailers, scientists, veterinarians and non-government organizations onto the same page. It is endorsed by the National Farm Animal Care Council, which oversees the development of national codes of practice.

The Canadian Food Inspection Agency has oversight of the EU-certification program with regulations to ensure freedom from growth-enhancing promoters, including ionophores, hormone implants and beta agonists. Every operation where the animals are raised and processed has to be EU-certified. All records pertaining to animal health, feed and the production environment at the farm and feedlot must be audited at the operations' expense. Processing is done at One Earth Farms' federally licensed and EU-approved plant, Canadian Premium Meats, at Lacombe, Alta.

Torres tells how one load of cattle tested positive for 0.75 parts per billion zearalenol, the active ingredient in Ralgro implants. The naturally occurring form is zearalenone, a mycotoxin that happens to be a potent non-steroidal estrogen produced by fusarium fungi that commonly contaminate growing cereal plants and mouldy stored feed. Cattleland's nutritionists got on it right away and, because of diligent record keeping, were able to prove that feed, not implants, was the source.

"It was brutal going, thinking that we went through all of the hoops and the entire load of cattle would be rejected," Torres says.

One Earth Farms' natural-beef requirements exceed the EU's in that they do not accept beef from cattle treated with either hormones or antibiotics. Animals treated with antibiotics are removed from the program, but can still qualify for the EU as long as withdrawal times are met — as with cattle destined for conventional markets.

Torres says it takes 1.5 to 2.0 pounds more feed to put on a pound of gain and, because of the slower step-up to the highest grain ration, it takes 60 to 90 days longer to finish calves in the natural program than in the conventional program. The cost of gain is comparable because calves in the natural program finish out at a lighter weight. However, the total cost of finishing calves for the natural market is approximately 50 per cent higher considering that overhead is spread among fewer animals, the additional work and time it takes to meet the requirements, and all of the certification costs.

ALL ON BOARD

When people ask Torres why they bother getting these certifications his answer is simple: it's a good business decision. Cattleland's 36 full-time and almost as many seasonal employees are on board because more work means a steady job.

After surveying their staff five years ago the feedlot formed an animal-ethics committee composed of Torres, staff and a couple of advisors to write up the protocols and procedures, which helped everyone prepare for the new procedures. Still, there was some resistance when it came time to implement the changes.

"It was kind of anticipated," Torres says. "Change just needs time because people need to believe in change." 🍁

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SOME THOUGHTS ON CHINA



John McKinnon is a beef cattle nutritionist at the University of Saskatchewan

Recently I had the opportunity to visit China and spend some time with beef and dairy producers in this vast and truly interesting country. As this article goes to press in midsummer, I thought it would be interesting to provide you with a few insights into beef production in this part of the world. This was my third trip to China, but really the first where I was outside of Beijing, which as you may know is an incredibly large, congested city. On this trip, I visited Xinjiang Province, which is in the far west of China, as well as Dalian, which is a city in Liaoning Province, in the far east of the country. These are two very distinct regions from both an environmental and cultural standpoint.

The terrain of Xinjiang Province is quite diverse, ranging from large mountain ranges to great expanses of desert, with stretches of grassland and some incredibly rich cultivated land. In the area I visited, you would have thought you were in the foothills of Alberta, with the Tian Shan Mountains that would rival the Rockies and vast areas of rolling grassland. Climate-wise, summers tend to be hotter and drier than what we experience in Saskatchewan, while winters are somewhat milder.

In short, from a geographic and climatic perspective, I could just as easily have been in Western Canada as in the far west of China. However, that is where a lot of similarity ended. Historically, people native to this area lived nomadically with their sheep, cattle and camels by grazing at higher elevations in the spring/summer/fall and wintering at lower elevations. In contrast to this traditional lifestyle, the company that I visited, which is in part government owned took a much more intensive approach to production with 21 farms that collectively housed 40,000 dairy cows, 5,000 beef cows and 5,000 ewes. Production was fully integrated with dairy-, beef- and lamb/mutton-processing facilities supplying value-added products throughout the country. As seen from their livestock numbers, dairy is the predominant focus, but increasing their beef business is a key goal. Touring their farms, I was not surprised by the management of their dairy cattle, as their barns for the most part could fit into production programs here in Canada. Many were new in the last five years, designed by western experts and operated for the most part in a fashion one would see in Canada. While it was hard to get a handle on their average production, it was clear they would not match typical North American production standards. Issues with forage/feed quality, feeding management and health, particularly mastitis and calf scours were common.

What surprised me was how they managed their beef cattle. The company focused on Angus breeding, both red and black with seedstock imported from Australia. As with the dairy cows, the beef cows and calves were housed in large, recently constructed barns. Each operation had several barns that housed different classes of cattle (i.e. bred cows; recently calved cows; cows and calves and weaned calves). Like the dairy cows, the cattle were managed intensively, and most surprisingly they used a year-round breeding program.

There was no attempt to develop a concentrated breeding/calving season. Cows were bred either by AI or in some cases naturally where the bull was run with the cows year round. As the cows came close to calving, they were moved to a calving barn and once calved, they were moved again to a cow-calf barn where they were maintained until weaning. In each barn, the cattle were fed a total mixed ration along a central alley. Rations varied but were based on corn silage, corn stover, shredded alfalfa hay, ground corn grain and supplement. Calves were weaned at three months of age with males left intact. Other than replacement heifers, all calves were finished for slaughter. As one might expect with confinement housing, some of their biggest issues centred around health, particularly calf scours and pneumonia.

The second operation was in eastern China with a more temperate climate due to proximity to the Yellow Sea. It consisted of a 200-head Limousin cow-calf operation and a 1,500-head commercial feeding operation. As with the operation in Xinjiang Province, all cattle were housed and managed indoors. The Limousin calves were weaned and sold at four months of age while the feedlot focused on feeding yearlings and other "opportunity" cattle. When we were there, the barn was full of cull cows that were being fed for slaughter. His second barn was under construction; it will hold 800 individually housed animals. Feed ingredients were similar to that used in the first operation. What was unusual was that the corn silage was ensiled in covered bunkers that were housed indoors. With the humidity, mould growth was a big issue. All market-ready animals were destined for the Hong Kong market.

Two things really stand out for me from this visit. First, beef consumption in China is gaining market share and represents a major opportunity for beef-exporting countries like Canada. However, don't be surprised that domestic production fills a large part of this demand. Their incredibly high infrastructure costs are offset by cheap labour as well as a political desire to grow this industry. 🍁

BEEF INDUSTRY APPEARS TO BE STALLED

There are few surprises and some disappointments at the end of Q2. Total slaughter cattle numbers are up 5.1 per cent and tonnage is up approximately nine per cent over the same period in 2015. The larger increase in tonnage is due entirely to increased carcass weights. Further, the increase in the percentage of AAA carcasses from 58 to 63 per cent of the total is persuasive evidence that most of the increase in carcass weights is due to over-finishing.

The total number of steers processed domestically and exported for slaughter appears to be 10 per cent higher than a year ago. This is difficult to explain since these 2016 steers came from a smaller beef cow herd. A partial explanation may be that the steer supply has been increased by an increased number of dairy and dairy cross steers, drawn into the cattle feeding stream by record high replacement prices.

Assuming that heifer exports for slaughter were in the same ratio to steers as in the domestic slaughter, total heifer slaughter is down only 2.1 per cent. Meanwhile cow slaughter is up five per cent. Putting those figures together means there is no chance at all that the beef cow herd has begun to grow. More likely it has continued to decline. Another point worth noting is that since 2013, 60 per cent of the exported feeder cattle were heifers, a fact that has further reduced the supply of heifers for breeding.

Total productive capacity has increased nearly three per cent mid-year but, again, the increase is due largely to increased carcass weights. Meanwhile slaughter steer and heifer exports are up 44 per cent.

Beef imports at mid-year are down nearly four per cent while beef exports are up over eight per cent. The combination of increased exports of both beef (8.5 per cent) and slaughter cattle (44 per cent), and reduced imports (three per cent) means that supplies available for domestic consumption in 2016 will be almost two per cent lower than in 2015.

The Canadian beef industry appears stalled. Despite recent record high replace-

ment prices in 2014, that were surpassed greatly in 2015, nothing has induced herd expansion either of existing herds or newly established herds. Of course, record cattle feeding losses have been largely the consequence of record replacement prices and those feeding losses will put a damper on future replacement prices. This alone will tend to discourage expansion.

The industry remains hugely export dependent, but the lion's share, 90 per cent of total live and product exports, continues to flow into the U.S. Americans consume substantially more beef originating in Canada than do Canadians.

Canadians consume just one-third of industry output. Another third of Canadian beef consumption is imported product. Meanwhile per capita consumption continues to decline and is on track to fall below 50 pounds per capita on a carcass weight basis this year, which translates into just over 36 pounds on a boneless retail basis. This will be the lowest level of beef consumption since 1950 when the dairy herd was the main source of a generally tough and unappetizing product.

Nothing in this picture can change until three years after beef herd expansion resumes. Significant expansion will not occur in 2016 so the earliest data any significant supply increase can occur is now 2020. Determined and generally successful and laudable efforts have been made to open and expand export markets, but even this enlarged market access has not given producers the confidence to expand. Perhaps they haven't forgotten how fickle market access can be after the prolonged and unjustified closures following the BSE incidents more than a decade ago.

It is worth noting as well that the present attitude and stance of the nation's cow-calf producers are in stark contrast to the upbeat strategic plan and the alleged Canadian Beef Advantage touted by industry leadership.

As of yet cow-calf producers seem unpersuaded and they alone hold the future of the industry in their hands. 🍁

Charlie Gracey is an industry analyst living in Ontario.

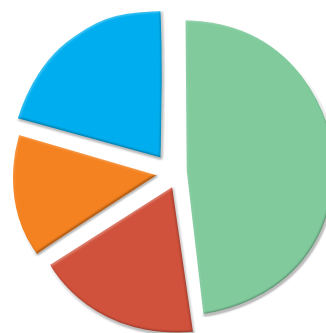
CANADIAN BEEF 2016



- Beef to U.S. 23%
- Live exported feeder cattle 8%
- Live exported slaughter cows and bulls 20%
- Live exported slaughter cattle 8%
- Non-fed beef consumed in Canada 9%
- Fed beef consumed in Canada 25%
- Beef to rest of world 6%
- Beef to Mexico 1%

► WHAT CANADIANS EAT

BEEF CONSUMPTION 2015



- Imports from U.S. 21%
- Offshore imports 13%
- Domestic non-fed beef 18%
- Domestic fed beef 48%



Preconditioning has paid off for Oliver Schunicht every year because the value of the weight gain on the calves has always been greater than his costs.

POUNDS PAY FOR PRECONDITIONING

Tradition is sometimes blamed for the apparent lack of interest in preconditioning calves up to now. For Oliver Schunicht, however, tradition is the very reason he continues to precondition calves on his farm near Strathmore, Alta.

"I've always preconditioned because I'm gathering 500 calves from seven or eight pastures and I can't pull them off all on one day," he explains.

His routine starts with a three-day week-end in early October when the calves are trucked from pastures to his feedlot where they receive booster vaccinations. The ration is a typical backgrounding diet of 25 per cent rolled barley, barley silage and hay fed for 60 to 80 days. That puts his payday in December most years.

Preconditioning has paid off for him every year because the value of the weight gain on the calves has always been greater than his costs. Basically, he prices calves

based on the market high the week they are weaned and then charges himself as though he was a feedlot customer including all of his feed and feeding-related costs, health care expenses, and yardage.

Another reason preconditioning works for him is he already has the infrastructure in place — pens, a feed mill and a feed truck.

To spread overhead and labour across more calves, he buys up to another 600 calves late in the year to background until spring. He employs two people year-round on the farm because he works full-time as a veterinarian with Feedlot Health Management Services at Okotoks.

Whether he gets the illusive preconditioning premium for his calves at sale time isn't as clear-cut as the other benefits from his preconditioning program, but he has often noted good buyer interest in them. Some go to the same places in Alberta and several times out East.

He sells his calves through Calgary Stock-

yard's TEAM electronic auction, where his preconditioning program can be outlined in the sale listing.

Staying in tune with the market paid off last year when, for the first time, he pre-sold his preconditioned calves for prevailing high prices in September for delivery in December.

In his books, profit comes down to the amount of weight gained during the preconditioning period. On this point he notes that a 30-day preconditioning program isn't long enough to recover weight lost during the first week after weaning when calves are on hay alone.

"Even with the full complement of vaccinations at branding and boosters at weaning, some calves do get sick and the odd one dies. Overall, transitioning calves through weaning on the farm reduces losses later on, but there are going to be treatment costs during preconditioning," Schunicht says.

To those thinking of starting a preconditioning program, he'd say success depends on how well the calves gain, and if you have the infrastructure, the feed and the time or labour to do it. And take the time to think about how you will market your calves.

He believes there's more opportunity for success with preconditioning today than in the 1980s. Herd sizes are larger now, and big ranches have the resources to precondition their calves, and a greater chance of gaining a premium price by marketing large uniform groups of preconditioned, low-risk calves.

Larger operations also can spread their overhead and operating costs over more calves. Typically you need some drylot pens or portable feed bunks and a good water source for fenceline weaning on pasture, windbreaks and a setup to treat or vaccinate the calves.

Schunicht can't really say whether pre-weaning or pre-vaccinating on the farm would be the most important to feedlot clients. Those who source calves for natural beef programs have stringent requirements, but on the whole most buyers don't ask for preconditioned calves because there aren't many to be had.

The term itself still means different things to different people; it could be any combination of calves vaccinated once, twice or three times that are weaned onto feed for a certain number of days (at least 30), dehorned, castrated, treated for internal and external parasites, bunk broke, and trained to drink from a water bowl. Implants are usually optional.

THE PREMIUM IS A BONUS

The general objectives of preconditioning are to spread stressors over several events, develop

immunity by vaccinating before the time of stress and exposure to pathogens, reduce sickness and death losses, and improve feedlot performance.

In light of concerns about antimicrobial resistance, preconditioning has come into play as a strategy to reduce the need for antimicrobials and in turn help retain the effectiveness of antimicrobials used to treat animals.

Some of the renewed interest has also come about when prices hit record levels in the not-too-distant past. A fact sheet on preconditioning published by Canfax Research Services last fall indicated that feedlots are more apt to pay a premium for preconditioned calves when calf prices are high as a way to protect their investment.

WHAT THE RESEARCH SAYS

Of the 13,567 calves preconditioned in Alberta as part of a comprehensive study from 1980 to 1987, 9.1 per cent were treated and 0.6 per cent died. That compares to 21.4 per cent treated and a 1.4 per cent death loss for 23,180 regularly raised calves. In Ontario, 7.9 per cent of the 2,616 preconditioned calves were treated and 0.2 per cent died. Of the 3,335 regular calves, 25.0 per cent were treated and 0.7 per cent died.

A 2003 study compared the health of 6,018 conventional calves, to 5,651 vaccinated calves (vaccinated against respiratory disease two times at least two to four weeks apart, and two to four weeks before going to auction and castrated and dehorned at least

two months before going to auction), and 644 preconditioned calves that had been vaccinated, dehorned and castrated on the same schedule, plus weaned four weeks before going to auction. The treatment rate for respiratory disease was 20.20 per cent for the conventional calves, 13.7 per cent for the vaccinated calves and 3.9 per cent for the preconditioned calves.

Without a doubt, weaning is the most stressful day in a calf's life. If you take weaning out of the picture it will set them up for failure at the feedlot, says Dr. Mark Hilton, who spoke on preconditioning at this year's University of Calgary Faculty of Veterinary

Continued on page 22

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Continued from page 21

Medicine (UCVM) beef cattle conference. Hilton, a clinical professor of beef production medicine at Purdue University recently joined Elanco Animal Health as a technical services veterinarian.

A 2008 Oklahoma study confirmed that weaning on the ranch is more important than vaccinating when it comes to warding off respiratory disease at the feedlot. Calves weaned for 45 days on the ranch, even if not vaccinated, did better than those that were vaccinated and taken right to the feedlot. The viral disease pressure when they are commingled with calves of unknown health status gathered from auction markets overrides the vaccination, Hilton explains.

An Iowa study showed that calves shipped at weaning were 3.4 times more likely to get sick than those weaned on the ranch.

UCVM's Dr. Edouard Timsit's 2012 research showed that *M. haemolytica* bacteria is normally present in the upper respiratory tract. When calves are stressed, *M. haemolytica* and *P. multocida* bacteria can escape to the lungs where they cause disease to set in.

"You can't vaccinate your way out of this because the calves walk in with it. You have to prepare the calf so bacteria never get a chance to get to the lungs," Hilton stresses.

"A sick calf in the feedlot is a disaster." In 2004, taking into account death loss, treatment costs, average daily gain bonus, and carcass traits, the profit on a calf treated once was \$85 less than a for a healthy calf. If a calf had to be treated twice, profit fell back \$201. In 2014, the return on a calf treated once was \$120 less than a healthy calf and \$365 under if it had to be treated twice.

PREMIUM PITFALLS

Premiums paid to cow-calf producers for their preconditioning efforts aren't as consistent as the health benefits.

Schunicht refers to Merck Animal Health's U.S. research indicating that the premium for calves following its PrimeVAC 45 and PrimeVAC 45 Premium programs for home-raised calves was just over \$6/cwt in 2013 and jumped to just over \$10/cwt in 2014. The PrimeVAC 45 program requires two vaccinations against respiratory diseases

► PRECONDITIONING TIPS

Four keys to successful preconditioning

Veterinarian Mark Hilton shared his experiences working with an Indiana producer who co-operated with Purdue University on a preconditioning project from 1999 through 2009. When they boiled it down, four points came to the forefront as keys to success that could be transferred to other farms.

1. Team building

If you try once and it doesn't work, don't give up because maybe you just missed one important piece. Veterinarians, nutritionists, forage and grazing specialists, financial and marketing consultants, and people knowledgeable about genetics can help find the missing pieces.

It takes time to build management and marketing skills. The co-operator averaged a return to labour and management of \$37.28 per calf the first three years and \$91.41 per calf the last three years. The average across all years was \$80.70 per calf. Some producers have started by preconditioning some of their calves and worked up from there.

2. Weight gain and efficiency (genetics)

Profit per calf fluctuates from year to year depending on calf and feed prices. Producers tend to perceive that it was all for naught when their calves don't bring a premium, but only the numbers tell the true story. Every time the co-operator thought he probably lost money because preconditioning costs had gone up, it turned out that he had still made money

because the calves gained well and he had done a good job of marketing. Ten out of the 11 years he made money because he was able to put weight on the calves at an economic rate. Only one year was the profit because of a premium bonus.

Profit is directly tied to average daily gain. With today's genetics you can aim for 2.5 to three pounds of gain per day without worrying about calves getting too fleshy. Not one of the co-operator's calves got dinged for being too fleshy.

Hilton says Canada is light years ahead of the U.S. when it comes to crossbreeding to take advantage of hybrid vigour. He worked with the co-operator to incrementally improve genetics by selecting high-quality, exotic and Hereford bulls with expected progeny differences for good weaning weights to cross with the average-quality Red Angus and Red AngusXAngus cows. He gave up the \$15 premium for black calves, but gained \$50 per calf because of the additional 40 pounds of weaning weight due to crossbreeding.

3. Herd health and nutrition

The co-operator had been doing a good job with his vaccination program, so where they were really able to make progress was by improving nutrition. After a couple of years, they started fine-tuning the ration weekly in step with the increasing weight of the calves.

Hilton recommends rations high in fibre and protein to put on muscle, not

fat. The co-operator's rations included dried distillers grain and concentrate, hay, salt, mineral and an ionophore. Growth implants rounded out the program with a big return of \$10 and up to \$24 for the dollar spent on the implant.

You can't control market prices, but you can control feed management, he says. Overall, 63 per cent of the profit was due to weight put on the calves and the rest was because of bonuses.

4. Marketing and pricing

Build a resumé for your calves and market it with the calves so that feedlots have a starting point. Include details such as genetics for feedlot performance and carcass traits, calf disposition, your low-stress handling policy, vaccination program, parasite control and preconditioning ration.

Some markets still run special sales for preconditioned calves. Some take time to announce management practices or list them in the sales catalogues at regular sales. Online auctions also have space to include details, while direct marketing gives you the opportunity to actually discuss your program with the feedlot owner or buyer. Any time you know the buyer of your calves, follow up to find out how your calves are doing and learn what you might be able to do better.

"We need to be so proud of our calves that we'd like to put our name and phone number on the back of every tag," Hilton says.


and blackleg and weaning 45 days ahead of shipping, while the premium version adds a third vaccination as well as internal and external parasite control. The premium for following the PrimeVAC 34 and PrimeVAC 34 Premium, which require vaccinations but not pre-weaning, nearly doubled from just over \$2 to \$4/cwt. The premium was negligible for calves that were vaccinated once three to four months ahead of shipping.


The premium picture is much different in Canada. In a 1980s study when Alberta had a verifiable preconditioning program, an example herd realized premiums in each of the seven years averaging \$2.75 to \$6.49/cwt for steers and \$1.42 to \$5.90/cwt for heifers. The average return to labour and management ranged from \$26.04 to \$116.48 per calf per year.

Recent research suggests that premium has all but disappeared. A 2011-12 study found no consistent premium for preconditioned calves sold in the Alberta foothills and identified a premium of only \$1.27/cwt for preconditioned calves in the Red Deer area. Across the border, Oklahoma price premiums for preconditioned calves in 2014 averaged \$19.20/cwt, which was more than double the premium of \$8.65 in 2013 and \$9.23 in 2012.

The Oklahoma Beef Quality Network is one of many U.S. preconditioning programs that lay out the requirements and what must be done to verify that all of the requirements have been met.

A preconditioning calculator developed by Canfax and made available on the Beef Cattle Research Council's website (www.beef-research.ca) last fall is aimed at helping producers adapt preconditioning to their operation and environment. 🍁




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TOE TIP NECROSIS SYNDROME



Lameness is the second most costly feedlot health issue after bovine respiratory disease. Aside from treatment and death losses, lame cattle eat less, grow less, convert feed to gain less efficiently, and are more prone to transport injuries. Lameness is also a significant animal welfare concern and has been incorporated into some on-farm welfare audit systems.

There are many different types and causes of lameness, ranging from genetics (e.g. conformation), nutrition (e.g. founder), the environment (e.g. frostbite), injuries and infection (e.g. foot rot, hairy heel wart). Some may have several causes, like toe tip necrosis syndrome (TTNS).

This syndrome always affects the hind claws and usually develops within three weeks of arriving at the feedlot. The disease begins when the white line of the hoof separates. The white line between the sole and hoof wall is thin, and represents an inherent weakness in the hoof. If the white line separates, bacteria can penetrate into the hoof and affect the underlying P3 (coffin) bone at the tip of the toe. Animals that are treated early will probably recover, but successful treatment is unlikely once the P3 bone itself is infected. The extreme lameness that results from untreated (or unsuccessfully treated) TTNS causes a rapid loss in body condition and poor performance. The disease is sporadic, but clusters by truckload and feedlot pen.

Opinions differ on how TTNS gets started. Some think the infection starts on the outside and works its way in. Excitable cattle may damage the soles of their feet while struggling in the chute, allowing bacteria to enter and infect the hoof. Alternatively, perhaps the cattle struggle because their feet are already sore from abrasions on concrete flooring in auction marts or processing facilities, or from standing in the truck for long periods. Others think that TTNS may work its way from the inside out through the hoof, perhaps related to a pre-existing infection in the bloodstream, grain in the feedlot receiving diet, or BVD.

Dr. Murray Jelinski of the University of Saskatchewan and co-workers recently published a study to better understand how TTNS develops ("The lesions of toe tip necrosis in southern Alberta feedlot cattle provide insight into the pathogenesis of the disease;" *Canadian Veterinary Journal* 56:1134).

What they did: In October and November 2012, three commercial veterinary practices collected hind feet from 67 feeder heifers and steers (averaging 385 to 700 lbs.) that died or were euthanized in commercial feedlots (on average within three weeks of feedlot arrival) and submitted them to the research team. For

each TTNS-affected animal, hooves from an unaffected control animal were also collected. At the university, each hoof was sliced lengthwise into thin sections. The location, nature and severity of the lesions were described and compared between TTNS-affected and control hooves.

What they learned: The white line between the hoof and sole had separated in all of the TTNS-affected hooves, but in only three per cent of control hooves. The white line was also significantly thinner in TTNS-affected hooves than in control hooves. In TTNS-affected hooves, tissue in the toe tip was always visibly inflamed, the centre of the toe was inflamed about two-thirds of the time, and the upper section of the toe was only inflamed a quarter of the time. Microscopic examination only found dead (necrotic) tissue in areas that were also inflamed. There were no signs of smaller, isolated infections apart from the toe tip infections. Unlike foundered cattle, the P3 bone was not rotated in TTNS cases.

What it means: TTNS most likely moves from the outside in, not the inside out. This is significant because the prevailing belief is that the disease begins with cattle damaging the soles of the hooves. This leads to thinning and weakening of the white line, and separation of the sole from the hoof wall. As previously noted, once the bacteria breach the white line, they travel into the foot to infect the P3 bone and other soft tissues. The infection doesn't always end at the foot. Sometimes it spreads up the leg along the tendons and between the muscles, or it may even enter the bloodstream where it spreads to the lungs, liver, and kidneys.

The finding that the disease appears to move into the foot rather than starting at P3 and moving outwards may help us prevent it. Specifically, flooring should provide traction, but must not result in excessive wear. This typically occurs when animals are overcrowded and agitated in the chutes, resulting in hind feet being abraded by concrete flooring as they push against the animals ahead of them. Considering both the flooring and how the animals are being moved and handled may help prevent costly losses.

The Beef Research Cluster is funded by the National Checkoff and Agriculture and Agri-Food Canada with additional contributions from provincial beef industry groups and governments to advance research and technology transfer supporting the Canadian beef industry's vision to be recognized as a preferred supplier of healthy, high-quality beef, cattle and genetics. 🍁

Dr. Reynold Bergen is the science director of the Beef Cattle Research Council.



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WHEN TO MOVE

If you're just starting out or have been rotationally grazing for a while, one of the main challenges you face during the grazing season is when to move the livestock.

I have to make the same decisions with my herds. Each year is different and my grazing has to adjust with it. No matter how much you plan, something always changes.

There are many different factors that affect when I move my cattle. Early in the year I make a grazing plan. I don't think I have ever stuck exactly to my grazing plan, but I need to make sure I stick as close as possible to my desired rest period.

The rest period may be different for you than it is for me, but we need to try our best to achieve our target. This means that if the season changes or our weather is a bit different than what we expect, we still move the cattle to give the plants an adequate rest between grazings.

This might mean we must move the livestock to a new paddock before the grass has run out. At other times we might have to move them not because of conditions in the paddock they are currently on, but so the paddock they will be on a month from now does not become too mature.

So rest period is important.

But we also want to prevent overgrazing on a paddock by making sure our graze period is not too long. There may be a lot of grass left in your current paddock because you have had more growth than normal so you want to knock it down.

Overgrazing is a measurement of time. If your animals are still out grazing on the same paddock when the first plants they grazed start to regrow, you are overgrazing. You need to move them off before the plants have a chance to put up a new leaf. You don't want to allow the "second bite" of the same plant before it has had a chance to rebuild its energy reserves.

So graze period is another important factor in the decision to move.

There is another thing that might help me decide its time to move my herd — animal performance.

If my graze period and rest period are both in check, I might decide to move for the sake of the livestock. A lot of people look at a paddock and decide "How much grass is left." I like to see "How much gain is left."

When you first put the animals into a paddock the plants are full and hopefully in a nice stage-two productive state. The grasses have full nutritious leaves and the legumes are standing proud. After a day or two of grazing, the paddock looks quite

different. Some plants are eaten, some trampled, but there still may be a lot of material left out there to graze.

Look at the individual plants and decide how much gain is left. Usually the top portion of the plant is more nutritious. It will have the newer leaves, and less stem. The bottom portion is more stem and older leaves. For example, if we have a four-day graze period, there is not as much gain in the last day of grazing as there was in the first. Day one and two produce great gains, day three we break-even and day four we don't gain as there is a much lower quality of feed available.

I might decide to move on day three to keep up animal performance.

So animal performance is important to me when making the decision of when to move.

Building up water-holding capacity might be another priority for you for a particular paddock. This means you will want to make sure you leave lots of residue to build up the thatch layer. Leaving excess plant material behind will cover the soil and help reduce runoff and evaporation.

The most important nutrient to forage growth by far is water. Building up the soil's organic matter increases its ability to hold and store water. Thus water-holding capacity is another factor in deciding when to move.

Finally, I have to consider my landowners.

I graze on a lot of rented land owned by 20 different people, each with different priorities for their land. Some want me to graze harder, some want me to graze lighter, some want me to graze sooner and some want me to graze longer. Almost every one of them will offer up advice on how I should graze and that is OK. However, sometimes I need to look at the bigger picture as their land is only one piece of the whole grazing cell. That being said, I try to accommodate their wishes as best as I can without sacrificing too much of my grazing plan.

It does not matter how good of a grazer I am if I don't have the land to graze.

Here's just one example. I graze four

quarters of land that is part of a large grazing cell but is also a motorsport park laced with a bunch of dirt bike trails throughout.

My job here is fire control. I am allowed to rent this land at a reasonable rate because I have a large herd that can knock down the forage twice a year in a short amount of time. They are busy on weekends and need to use certain parts of the land at different times of the year for special events.

I have to adjust my grazing plan to work around their events and weekends. We will close down a certain portion of the track when the cattle arrive, knock the forage down and then move on to a different portion of the track.

Sometimes I will graze an area in a dif-

ferent order or at a different time or faster or slower to accommodate a track event. It is all part of the management that goes into my decision on when to move.

As you can see, the decision to move is rarely black and white. There is no recipe I can give you to follow in making your grazing plan. Just remember that nature will forgive one grazing mistake, but it won't forgive the same mistakes being made over and over again. 🌿

Steve Kenyon runs Greener Pastures Ranching Ltd. in Busby, Alta., www.greenerpasturesranching.com, 780-307-6500, email skenyon@greenerpasturesranching.com or find them on Facebook.



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A FEEDLOT'S COMMITMENT TO ANIMAL CARE

Canadian feedlot animal care assessment — Part 2

A feedlot's commitment to animal care evolves around four criteria: ensuring management and employees have access to the Canadian Beef Code of Practice, a written animal care policy, a self-assessment protocol and an emergency response plan. Each accounts for two out of the possible eight points for this section of an audit.

The Canadian Beef Code of Practice is the industry-wide standard for the care and handling of beef cattle. A copy can be made available to staff via the Internet (www.nfacc.ca/codes-of-practice/beef-cattle) or a hard copy at the feedlot. A Powerpoint training program summarizing the requirements and recommendations of the code is available on the National Cattle Feeder Association's (NCFA) animal-care website.

A written animal-care policy establishes your feedlot's commitment to continuous improvement and communicates your values and expectations to employees as well as your suppliers and customers. Your values influence the operation's overall culture and mindset when it comes to managing animal care. Lead by example.

The policy needn't be long and complicated. A few sentences covering key elements can be posted around the office, lunch room and work areas in the barns. Custom feeder clients, transporters, service providers such as veterinarians, nutritionists, suppliers of feeder cattle such as order buyers and ranchers, and your customers should be made aware of and follow your animal-care policy.

During an audit, the auditor will ask to see your written animal-care policy, verify that it is widely circulated to feedlot staff, review training records and assess whether personnel are knowledgeable and actually implementing proper animal care and handling practices by interviewing employees, monitoring their actions, reviewing protocols and assessing the condition of the cattle and pens.

The program asks feedlot operators to conduct a self-assessment of animal care practices and recommends that the checklist in the program guide be used to ensure nothing has been missed. A structured self-assessment prepares you and your staff for an audit down the road by a processor or retailer whose auditor will be using the same audit tool.

The auditor will ask to see documentation verifying that a self-assessment has been carried out at least once within the past year. Criteria can be assessed at various times of the year as long as all of them have been covered. They include commitment, transportation, feedlot facilities, nutrition, feeding management, animal health management, humane stunning and euthanasia, including the list of egregious acts of neglect and willful abuse. Documentation must state who conducted the assessment, when it was conducted, what criteria were assessed, areas identified for improvement, and an action plan to implement corrective and preventive actions.

Having a detailed emergency response plan is crucial to providing efficient animal care during an emergency, such as an extreme weather event, fire, power outage, interruption of feed processing,

▶ ANIMAL CARE

An example animal care policy

We at _____ (name of feedlot) are committed to ensuring the well-being of all the cattle in our feedlot. We are in conformance with the standards of the Canadian Beef Code of Practice. We ensure that the cattle under our care are raised in a safe environment that meets their physical, nutritional, health and welfare requirements. We work with our veterinarian and nutritionist to train and monitor our staff to ensure continuous improvements in our animal husbandry and production management practices. We only use Certified Livestock Transporters (CLT) to transport our incoming and outgoing cattle. (signed and dated by owner)



Tell your vet, nutritionist and other service providers about your policy.

foreign animal disease outbreak, livestock truck rollover, animal breakout or mass mortality. The plan should at the very least include emergency contact names and numbers, emergency response resources and equipment, a feedlot map, and contingency plan. A generic template for a feedlot emergency response plan that can be edited to fit your yard is available on the NCFA animal-care website.

All of the program documents, checklists, generic templates and supporting training and implementation materials can be downloaded from the NCFA animal-care website via the link on your provincial feeder association's website.

This is part of a series of articles on the new Canadian Feedlot Animal Care Assessment Program. Please see *Canadian Cattlemen*, May 2016, for more background. For more information, contact your provincial cattle feeder association or the NCFA, 403-769-1519, info@cattlefeeders.ca. 🍁

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(see Red Deer)

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Nov. 1, 8, 15 Kamloops special calf and yearling sales

Sat., Sept. 24 Pacific Invitational Female sale

Wed., Sept. 28; Oct. 5, 12, 19, 26; Nov. 2, 16 Williams Lake special calf sales

Thurs., Sept. 29; Nov. 24 Williams Lake special calf sales

Fri., Oct. 7 Vanderhoof calf sale

Fri., Oct. 14, 28 Vanderhoof presort calf sales

Mon., Oct. 17, 24 Okanagan Falls special calf sales

Mon., Nov. 14 Okanagan Falls bred cow and regular sale

Mon., Nov. 21 Kamloops bred cow and bred heifer sale

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Ben Payne 403-633-4175
Lester Gurnett 403-681-3151
Cliff Pahl 403-854-1900
Cody Resch 306-628-7717
Jeff Van Wert 403-793-9988

Regular Sales:

Every Thurs., 9 a.m. All classes

Every Wed., Nov. and Dec., 11 a.m. Bred cows and heifers

Special Calf Sales: Every Sat. through the fall

Internet Sales: TEAM (The Electronic Auction Market) • www.teamauctionsales.com

Calgary Stockyards Ltd.

#200-5925 12th St. S.E., Calgary, Alta. T2H 2M3

Contact: Jason Danard 403-519-8916
Don Danard 403-234-7429
Bryan Danard 403-934-1644
Will Irvine 403-560-4343
Bill Wilson 403-560-5265
Ben Payne 403-633-4175
Lester Gurnett 403-681-3151
Cliff Pahl 403-854-1900
Cody Resch 306-628-7717
Jeff Van Wert 403-793-9988

Internet Sales: TEAM (The Electronic Auction Market) • www.teamauctionsales.com

Real time bidding, pictures, pre-approval required for bidding.

Contact: Jason Danard 403-234-7429

Regular Sales:

Thurs., 9:30 a.m. MST Slaughter cattle

Fri., 9 a.m. MST Feeder cattle

CLYDE

North Central Livestock Exchange Inc.

Box 119, Clyde, Alta. T0G 0P0

Phone: 780-348-5893 • Fax: 780-348-5704

Email: jcheshier@nclclyde.com • Website: www.ncl.com

Contact: Len Hrehorets 780-991-6737

Garth Rogers 780-349-1491

Levi Pedgerachny 587-987-1252

Regular/Presort Sales: Tues., 9 a.m.

Special Sales: Contact for details.

Internet sales: DLMS • www.dlms.ca (see Edmonton)

EDMONTON

DLMS

#303 13220 St. Albert Trail, Edmonton, Alta. T5L 4W1

Phone: 780-554-4939 • Fax: 780-732-4385

Contact: Jeannie Chase 780-554-4939

Email: jeannie@dlms.ca • Website: www.dlms.ca

Internet Sales: Thurs., 10 a.m. MT — DLMS Direct off-farm cattle sales

Daily (fall, winter and spring) — Live broadcast of presort sales from auction rings across Western Canada. Purebred and specialty sales.

Pre-approval required for bidding.

Participating markets: Assiniboia Livestock Market, Balog Auction Services, Bow Slope Shipping Assoc., Burnt Lake Livestock Market, Cowtown Livestock Exchange, Heartland Livestock Services (HLS) Lloydminster, HLS Yorkton, HLS Prince Albert, HLS Swift Current, HLS Moose Jaw, HLS Brandon, HLS Virden, North Central Livestock Exchange (Clyde), NCL Vermilion, Provost Livestock Exchange, Saskatoon Livestock Sales, Southern Livestock Exchange (S.A.L.E.), Weyburn Livestock Exchange.

FORT MACLEOD

Southern Alberta Livestock Exchange

Box 1330, Fort Macleod, Alta. T0L 0Z0

Phone: 403-553-3315 • Fax: 403-553-4264, toll free 888-553-7715

Email: darren@livestock.ab.ca • Website: www.livestock.ab.ca

Contact: Darren Shaw 403-601-5165

Justin Keeley 403-627-6534

Dan McDougall 403-634-0604

Allan Lively 403-627-7776

Sheep 403-601-5165

Regular Sales: Every Tues., 9 a.m.

Check our website for up-to-date information on fall calf sale dates.

Internet sales: Canada L.I.V.E. • www.canadalive.com

INNISFAIL

Innisfail Auction Mart*

4504 — 42 St., Innisfail, Alta. T4G 1P6

Toll free: 1-800-710-3166 • Phone: 403-227-3166 • Fax: 403-227-2202

Email: iamarket@telus.net • Website: www.innisfailauctionmarket.com

Contact: Danny Daines 403-391-0580

Mark Daines 403-350-0200

Duane Daines 403-358-4971

Grant Daines 403-350-1519

Kyle Daines 403-598-0311

Regular Sales:

Every Wed., 9 a.m. All classes of cattle

Every Mon. in the fall, 10 a.m. Presort calves

Visit us on Facebook.

LETHBRIDGE

Balog Auction Services Inc.

Box 786, Lethbridge, Alta. T1J 3Z6

Toll free 877-320-1988 • Phone: 403-320-1980 • Fax: 403-320-2660

Email: sold@balogauction.com • Website: www.balogauction.com

Contact: R.C. (Bob) Balog 403-382-5727

Louis Balog 403-331-0611

Mark Lenz 403-330-7600

Ron Reid 403-625-0233

Jason Aman 306-948-9774 Sask. rep.

Cal Ramsay 306-398-7343 Sask. rep.

Randy Ames 306-573-4620 Sask. rep.



Regular Sales:

Every Wed., 10:30 a.m. Finished cows and bulls

Every Wed., 1 p.m. Yearling sales and calves in Sept.

Every Thurs., 10 a.m. DLMS Video Auctions

Special Sales:

Fri., Aug. 19, 1 p.m. Brand of Excellence video cattle sale featuring

yearlings and calves for immediate and future delivery

Every Fri., Oct. 7 to Dec. 16, plus

Tues., Oct. 18, 25; Nov. 1, 8, 15, 10:30 a.m. Rancher calf sales

Tues., Oct. 18; Nov. 1, 10:30 a.m. British breed rancher calf sales

Tues., Oct. 18, 10:30 a.m. Angus appreciation rancher calf sale

Every Mon., Oct. 24 to Dec. 19, 1 p.m. Stock cow and bred heifer sales

Perlich Bros. Auction Market Ltd.

Box 1057, Lethbridge, Alta. T1J 4A2

Phone: 403-329-3101 • Fax: 403-327-2288

Email: auction@perlich.com • Website: www.perlich.com

Contact: Bob Perlich 403-382-7800

Darcy Moorhead 403-635-0308

John Perlich 403-331-9911

Ken Lidberg 403-382-8189

Regular Sales:

Thurs., 10 a.m. Slaughter cattle

Thurs., 1 p.m. Yearling cattle

Special Sales: See our website for details.

MEDICINE HAT

Medicine Hat Feeding Co.*

3381 Gershaw Dr. S.W., Medicine Hat, Alta. T1B 3N2

Toll free 1-800-452-3129

Phone: 403-526-3129 • Fax: 403-528-9355

Email: office@mhfc.ca • Website: www.mhfc.ca

Contact: Lyle Taylor 403-528-0797

Nolan Herman 403-502-6417

Regular Sales: Every Wed., 9:30 a.m.

Special Sales:

Aug. 26; Sept. 9 Presort yearling sales

Oct. 17, 19, 21, 24, 26, 28, 31; Nov. 4, 7, 11, 10 a.m. Presort calf sales

Nov. 24, 29; Dec. 11, 15, 11 a.m. Bred cows and heifers

Fri., Dec. 2 Ranchers Choice complete dispersal



OLDS

Olds Auction Mart Ltd.*

4613 – 54 St., Olds, Alta. T4H 1E9
Phone: 403-556-3655 • Fax: 403-556-2688
Website: www.oldsauktion.com

Contact: Dan Rosehill 403-556-4458
Greg Sanderson 403-559-7204
Joel Waddell 403-512-6151
Tyler Rosehill 403-507-1782
Patrick Cassidy 403-559-7202
Kirby Black 403-352-5608

Regular Sales: Every Tues., 9 a.m. All classes

Special Sales:

Every Fri., Sept. to Dec., 10 a.m. Presort calves (load lots)
Every Fri., Dec. to Apr. 2017, 10 a.m. Feeder calves
Every Tues., Oct. to Dec., 1 p.m. Bred heifers and cow dispersals

PICTURE BUTTE

Picture Butte Auction Market 2001 Ltd.*

Box 6, Picture Butte, Alta. T0K 1V0
Phone: 403-732-4400 • Fax: 403-732-4405
Website: www.picturebutteauction.ca • Email: operations@picturebutteauction.ca
Contact: Erik 403-308-6662

Regular Sales:

Tues., 10:30 a.m. Cattle
Sat., 11:30 a.m. All livestock

PONOKA

Vold, Jones and Vold Auction Co. Ltd.*

4410 Hwy. 2A, Ponoka, Alta. T4J 1J8
Phone: 403-783-5561 • Fax: 403-783-4120
Email: office@vjvauction.com • Website: www.vjvauction.com

Contact: Owner, Henry Thalen 403-783-0090
Managers, Nansen Vold 403-783-0349
Craig Jacklin 403-783-1453
Yard Foreman, Mike Dejonge 403-783-0758

Regular Sales:

Every Wed., 8:30 a.m. Butcher cows/bulls (ring 2)
9 a.m. Stockers and feeders (ring 1)
11 a.m. Cdn. Satellite Livestock Auction followed by Cdn. Gold Show Alley
with live online bidding (ring 1); Hay and straw (outside)

12 noon Baby calves and misc. (ring 3)
2 p.m. Bred cows and heifers, cow-calf pairs (ring 2)

Special Sales:

See website for all listings of bred cow, cow-calf pair, bison and purebred bull sales.

Internet Sales: Canadian Satellite Livestock Auction • www.cslauction.com
(see Red Deer)
Canadian Gold Show Alley • www.vjvauction.com

PROVOST

Provost Livestock Exchange*

Box 808, Provost, Alta. T0B 3S0
Phone: 780-753-2369 • Fax: 780-753-2493
Email: plec@plecattle.com • Website: www.plecattle.com

Contact: Jerry Hewson 306-753-7788
Dean Lawes 780-753-0803
Darcy Lakevold 780-753-8669
Casey Lawes 780-753-1466
Wayne Black 403-575-0200

Regular Sales: Every Fri., 9 a.m. Calves, yearlings, butcher cows and bulls

Special Sales:

Mon., Oct. 17 to Nov. 21, 9 a.m. Presort live broadcast all breed calves
Mon., Oct. 24; Nov. 7, 9 a.m. Black and Red Angus, Limousin X calves featured
Wed., Nov. 9 to Dec. 14, 12 noon Bred heifers and stock cows

Internet Sales: DLMS • www.dlms.ca (see Edmonton)

RED DEER

Burnt Lake Livestock Mart

131A-28042, Hwy 11, Red Deer, Alta. T4S 2L4
Phone: 403-347-6100 • Fax: 403-340-3560
Website: www.burntlakelivestock.com • Email: kduncan@burntlakelivestock.com
Contact: Mel Glencross 403-358-9442

Regular Sales:

Every Thurs., 9 a.m. Slaughter
Every Thurs., 10 a.m. Feeder cattle and calves

Special Sales:

Aug. 18, 25; Sept. 1, 8, 16, 10 a.m. Yearlings
Sept. 22, 10 a.m. Calves and yearlings
Sept. 29; Oct. 20; Nov. 3, 10 a.m. Angus influence calves
Oct. 6, 13, 20, 10 a.m. Charolais and Simmental influence calves
Nov. 3, 10 a.m. British influence calves
Nov. 10, 17, 10 a.m. All breed calves
Nov. 10, 10 a.m. Bred cow and heifers

Internet Sales: DLMS • www.dlms.ca (see Edmonton)

Canadian Satellite Livestock Auction

Box 26005, Red Deer, Alta. T4N 6X7
Phone: 403-346-8365 • Fax: 340-2019
Email: csla@cslauction.com • Website: www.cslauction.com

Contact: Manager, Blair Vold 403-783-0660
Owner, Henry Thalen 403-783-0090

Canadian Satellite Livestock Auction now offers a total Internet service,
in association with Online Ringman, the largest Internet auction company.
Live sales are broadcast every Wednesday at 11 a.m. on www.cslauction.com
featuring live video with Internet bidding on the cattle as well as phone-in bidding.
Live Auctioneer, Live Video, Real-Time Bidding.
Call for details on bull sales or farm sales.

RIMBEY

VJV Rimey Auction*

Box 680, Rimbey, Alta. T0C 2J0
Phone: 403-843-2439 • Fax: 403-704-0280
Email: office@vjvauction.com • Website: www.vjvauction.com

Contact: Sales Manager, Dean Edge 403-704-0280
Owner, Henry Thalen 403-783-0090

Regular Sales: Every Tues., 9 a.m.

Special Sales: See website for all listings of bred sales, bull sales and horse sales.

Internet Sales: Canadian Satellite Livestock Auction • www.cslauction.com
(see Red Deer)
Canadian Gold Show Alley • www.vjvauction.com

STAVELY

Foothills Auctioneers Inc.

Box 10, Stavelly, Alta. T0L 1Z0

Toll free: 1-877-549-2121

Phone: 403-549-2120 • Fax: 403-549-2253

Email: office@foothillsauctioneers.com • www.foothillsauctioneers.com

Contact: Rob Bergevin 403-625-7171
Kim Cochlin 403-625-1035
Lorne Depaoli 403-652-0344
Steve Schlaht 403-485-8348
Jordie Waters 403-601-1377
Ken Stadiwiser 403-888-5092

Regular Sales: Every Fri., 9 a.m. Slaughter cattle, feeder cattle to follow

Special Sales: Every Mon., Oct. to Nov. Contact for details.

Internet sales: Canadian Satellite Livestock Auction • www.cslauction.com
(see Red Deer)

STETTLER

Stettler Auction Mart (1990) Ltd.*

Box 1238, Stettler, Alta. T0C 2L0

Phone: 403-742-2368 • Fax: 403-742-8151

Email: sam1990@telusplanet.net • Website: www.stettlerauction.ab.ca

Contact: Jim Abel 403-740-9609
Greg Hayden 403-740-9610
Brad Lohr 780-679-5500
Terry Silbernagel 403-318-5873

Regular Sales:

Every Tues., 9 a.m. Mixed

Fri., 10 a.m. Special calf/bred cows

Special Sales:

Aug. 9, 23; Sept. 6, 20 Yearling feeder sales

Sept. 20, 30; Oct. 7, 14, 21, 28; Nov. 1, 4 Presorted calf sales, single owner lots

Sept. 30 Silver calf sale

Oct. 4, 14; Nov. 4 Angus/British calves

Oct. 22; Nov. 18, 25; Dec. 2, 9, 16 Bred cows and heifers

Nov. 1 Charolais and Simmental calves

Nov. 4 Limousin calves

Dec. 6, 13 Preconditioned calves

Internet Sales: www.stettlerauction.ab.ca (sections of all sales online)

THORSBY

Thorsby Stockyards*

Box 379, Thorsby, Alta. T0C 2P0

Phone: 780-789-3915

Email: thorsbystockyards@telus.net • Website: www.thorsbystockyards.ca

Contact: Jeff Fritz 780-203-4953
Mack Vars 780-940-2899
Chance Martin 403-358-0456
Corey Lawrence 780-940-6301

Regular Sales: Every Mon., 9 a.m.

Special Sales: Contact for details.

VERMILION

North Central Livestock Exchange Inc.

Box 3300, Vermilion, Alta. T9X 2B2

Phone: 780-853-5372 • Fax: 780-853-2521

Email: vermilion@nclverm.com • Website: www.nclverm.com

Contact: Rusty Stalwick 780-853-7669
Jim Pulyk 780-853-0636
Allen Stefiuk 780-632-8701
Les Trach 780-645-0939
Harvey Trach 780-645-5172
Pat Lawrence 780-826-2655
Steiger Stalwick 780-853-7946
Dave Crittal 306-344-2188
Ryan Noble 306-839-7949
Roland Goertz 306-656-0506
Bob Foxwell 780-842-0410

Regular Sales:

Every Wed., 9 a.m. Butcher cows and bulls

Every Wed., 12 noon Feeder sales

Internet Sales: DLMS • www.dlms.ca (see Edmonton)



VETERAN

Dryland Cattle Trading Corp.

Box 615, Veteran, Alta. T0C 2S0

Phone: 403-575-3772 • Fax: 403-575-3935

Email: office@drylandcattle.com • Website: www.drylandcattle.com

Contact: Ian Goodbrand 780-753-1515
Darwin Graham 403-575-7567
Kurt Cole 403-575-5388
Curtis Perry 403-578-8062
Kirk Goldsmith 403-575-5654

Regular Sales: Every Thurs. Slaughter cows, bulls and feeders

Special Sales:

Please check our website for dates for feeder calf, bred cow and bred heifer sales.

VIKING

Viking Auction Market Ltd.

Box 100 Viking, Alta. T0B 4N0

Phone: 780-336-2209 • Fax: 780-336-2278

Email: vikauc@gmail.com • Website: www.vikingauctionmarket.ca

Contact: Cliff Grinde 780-336-6333
Darcy Sheets 780-336-6485
Robert Kunnick 780-336-6301
Ed McCormack 780-787-0083

Regular Sales: Every Tues., 9 a.m. Cattle

WESTLOCK

VJV Westlock Auction*

9004 — 110 A St., Westlock, Alta. T7P 2N4
Phone: 780-349-3153 • Fax: 780-349-5466

Email: gary@vjvauction.com • Website: www.vjvauction.com/westlock

Contact: Manager, Gary Jarvis.....	780-349-9596
Owner, Morris Thalen.....	403-783-1333
Bob Scott.....	780-689-9203
Trent Ewasiw.....	780-349-0239
Hank Stach.....	780-977-3733
Wade Schaupmeyer.....	780-305-4104
Cory Polak.....	780-712-5749
Travis Sekura.....	780-621-6841
Trapper Green.....	780-837-0171

Regular Sales: Every Thurs. 9 a.m.

Every 1st and 3rd Mon., 11 a.m. Sheep and goats

Every 3rd Sat. of each month Horses

Every 3rd Tues. of each month Sheep and goats

Special Sales: Check our website for details.

SASKATCHEWAN

ALAMEDA

Chopper K Auction Services Corp.

Box 370, Alameda, Sask. S0C 0A0
Phone: 306-489-2221 • Fax: 306-489-2238

Contact: Chad Levesque

Regular Sales: Call for sale dates.

ASSINIBOIA

Assiniboia Livestock Auction*

Box 1328, Assiniboia, Sask. S0H 0B0
Phone: 306-642-5358 • Fax: 306-642-4549

Email: ala@assiniboiaauction.com • Website: www.assiniboiaauction.com

Contact: Ryan Rutledge, Rene Boutin

Regular Sales: Every 2nd Wed., 9 a.m. Cull cows and bulls

Special Sales:

Tues., Sept. 13..... Presort yearling sale

Sat., Dec. 3, 10, 17..... Bred cow/heifer sales

Internet sales: 11 a.m. (Pre-approval required for bidding)

Sat., Oct. 15, 29; Nov. 5, 12, 19 Presort Angus and Angus X calf sales

Tues., Oct. 18; Nov. 15..... Presort Char X or Red Angus calf and yearling sales

Sat., Oct. 22; Nov. 26..... Presort Angus/Hereford X calf sales

Tues., Oct. 25; Nov. 8..... Presort Char X / Angus X calf and yearling sales

Tues., Nov. 1, 22..... Presort Char X/ Exotic calf and yearling sales

Tues., Nov. 29; Dec. 6..... Presort all breed calf and yearling sales

Dates subject to change, please check our website.

Internet Sales: DLMS • www.dlms.ca (see Edmonton)

GLENAVON

Candiac Auction Mart

Box 39, Glenavon, Sask. S0G 1Y0 • located on highway 48 at Candiac, Sask.
Website: candiacauctionmart.ca

Phone: 306-424-2967 • Fax: 306-424-2097

Contact: Kevin.....	306-539-4090
Janet.....	306-539-0165
Brad.....	306-551-9411

Regular Sales: Every Fri., 10 a.m.

Special Fall Feeder Sales:

Aug. 5, 19; Sept. 2, 16, 30; Oct. 7, 14, 21, 28;

Nov. 4, 11, 18, 25; Dec. 2, 9

Dec. 16..... Pen or 3 bred heifer show and sale with bred cows to follow

KELVINGTON

Kelvington Stockyards

Box 640, Kelvington, Sask. S0A 1W0
Phone: 306-327-4642 • Fax: 306-327-4311

Contact: Clint Peterson.....	306-327-4642
Brian Murray.....	306-621-1239

Special Sales: Contact for details.

LLOYDMINSTER

Heartland Livestock Services

Box 930, Lloydminster, Sask. S9V 1C4
Phone: 306-825-8831 • Fax: 306-825-7713

Email: lloydminster.lmc@hls.ca or rcopeland@his.ca • Website: www.hls.ca

Contact: Wayne Woodman.....	306-821-6310
Doug Health.....	306-821-6668
Kyle Soderburg.....	306-883-7374
Gerry Kjenner.....	780-614-1040
Brian Romaniwicz.....	780-207-0290

Regular Sales: Every Thurs., 8:30 a.m.

Special Sales:

Sept. 15, 8:30 a.m. Regular sale and off-truck yearling sale

Mon., Sept. 19; Oct. 10; Nov. 21; Dec. 19, 1 p.m. Slaughter cow and bull sales

Thurs., Sept. 22; Oct. 6, 13, 20, 27; Nov. 3, 24; All breeds presort Internet calf sales

Dec. 1, 8, 12:30 p.m. All breeds presort calf sales

Mon., Oct. 17; Nov. 14, 1 p.m. Presort sale featuring Hereford influence calves

Mon., Oct. 24, 1 p.m. Presort sale featuring Charolais and Simmental calves

Mon., Oct. 31, 1 p.m. Presort sale featuring Charolais and Simmental calves

Mon., Nov. 7, 1 p.m. Special Annual Black and Red Angus presort calf sale

Tues., Nov. 29; Dec. 6, 13, 1 p.m. Bred cow sales

Fri., Sept. 23; Oct. 21; Nov. 18; Dec. 16, 5 p.m. Horse sales

Sat., Sept. 17, 9 a.m. Sheep and goat sale

Internet Sales: DLMS • www.dlms.ca (see Edmonton)

MANKOTA

Mankota Stockmen's Weigh Co. Ltd.*

Box 248, Mankota, Sask. S0H 2W0
Phone: 306-478-2229 • Fax: 306-478-2443

Email: mankotastockmens@sasktel.net • Website: www.mankotastockmens.com

Contact: John Williamson.....	306-478-2433
Ev Chanig.....	306-478-2229

Special Sales: Friday

Sept. 2; Oct. 7..... Yearlings

Sept. 9; Oct. 14; Dec. 9..... All classes

Oct. 21..... Canadian Rancher Endorsed Black Angus calf sale

Oct. 28..... Red Angus, Hereford and Charolais calf sale

Nov. 4, 11..... Angus calf sale

Nov. 18..... All breeds calf sale

Dec. 2..... 27th annual select bred heifer sale and all class sale

MAPLE CREEK

Cowtown Livestock Exchange Inc.*

Box 730, Maple Creek, Sask. S0N 1N0
Toll free 1-800-239-5933 • Phone: 306-662-2648 • Fax: 306-662-2615

Email: cowtown.ls@sasktel.net • Website: www.cowtownlivestock.ca

Contact: Tyler Cronkhite.....	306-661-8786
Jim Wilson.....	306-558-4410
Brent Weiss.....	306-558-4401
Gordie Cameron.....	306-741-7077
Rocky Houff.....	403-548-9829
Darvin Mason.....	306-662-8218

Regular Sales: Tues., 10 a.m.

Special Sales:

Thurs., Aug. 18; Sept. 1..... Yearling presort

Tues., Sept. 20, 27; Nov. 8..... Off-truck yearlings with regular sale

Sat., Oct. 15; Nov. 12..... All breed calf presort

Tues., Oct. 18; Thurs., Oct. 20..... Angus calf presort

Sat., Oct. 22..... Angus and Hereford calf presort

Thurs., Oct. 25..... Charolais, Simmental and Red Angus calf presorted

Thurs., Oct. 27; Tues., Nov. 1..... All breeds presort featuring Angus calves

Sat., Oct. 29; Thurs., Nov. 3..... All breeds presort featuring Angus and Hereford calves

Tues., Nov. 15, 22, 29; Dec. 6, 13..... Regular sale with bred cows and heifers

Thurs., Nov. 17..... All breed calf presort

Thurs., Nov. 24..... Bred cows and heifers

Thurs., Dec. 1..... Money in the Bank bred heifer sale

Sat., Dec. 3..... Preconditioned and freshly weaned calf presort

Thurs., Dec. 8..... Cowtown Cowmaker bred heifer sale

Internet Sales: DLMS • www.dlms.ca (see Edmonton)

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ZOETIS VACCINES, AND HOW YOU CAN COUNT
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MEADOW LAKE

Meadow Lake Livestock Sales Ltd.

Box 130, Meadow Lake, Sask. S9X 1Y1

Phone: 306-236-3411 • Fax: 306-236-3412

Email: mlstockyards@sasktel.net • Website: www.mlstockyards.com

Contact: Brent Brooks 306-240-5340
Blair Brooks 306-240-9883
Boyd Stuart 306-841-7998
Brody Brooks 306-240-6504

Regular Sales:

Mon., 9:30 a.m. Cows and bulls
11 a.m. Yearlings
Internet sales @ 11 a.m. Followed by yearlings
7 p.m. Horse sales

Internet sales: TEAM (The Electronic Auction Market) • www.teamauctionsales.com
(see Calgary)

MOOSE JAW

Heartland Livestock Services

Box 608, Moose Jaw, Sask. S6H 4P4

Phone: 306-692-2385 • Fax: 306-692-7996

Email: mjaw.lmc@hls.ca

Contact: Grant Barnett 306-631-0410
Jerrad Schollar 306-630-4059

Regular Fall Sales: 8:30 a.m. Fall sales starting Thurs., Sept. 15.

Special Sales:

Tues., Aug. 16, 23, 30 Off-truck yearlings
Thurs., Sept. 22 Regular and off truck yearlings
Thurs., Sept. 29 Off-truck yearlings

Presort sales: 9:30 a.m.:

Tues., Sept. 13; Oct. 4 Presorted yearlings and calves
Thurs., Oct. 13, 27 Presorted Charolais and Simmental calves
Tues., Oct. 18 Presorted Red and Black Angus calves
Thurs., Oct. 20 Presorted all breed calves
Tues., Oct. 25 Charolais Extravaganza
Tues., Nov. 1, 22 Red and Black Angus calves
Thurs., Nov. 3, 10, 17 All breed calves
Tues., Nov. 8 Charolais and Simmental calves
Tues., Nov. 15, 29; Dec. 6, 13 All breed calves

Internet sales: DLMS • www.dlms.ca (see Edmonton)

Johnstone Auction Mart Ltd.*

Box 818, Moose Jaw, Sask. S6H 4P5

Phone: 306-693-4715 • Fax: 306-691-6650

Email: info@johnstoneauction.ca • Website: www.johnstoneauction.ca

Contact: Scott Johnstone 306-631-0767
Wayne Johnstone 306-631-7709
Corey Mantell 306-631-1888

Regular Sales: Every Sat. All breeds bred cows/heifers/pairs

PRINCE ALBERT

Heartland Livestock Services

Box 186, Prince Albert, Sask. S6V 5R5

Phone: 306-763-8463 • Fax: 306-763-4620

Email: hls.pa@hls.ca • Website: www.hls.ca

Contact: Glen Smith 306-960-4732
Brennin Jack 306-981-2430

Regular Sales: Every Tues. 9:30 a.m. Check website for details.

Special Sales: Check website for details.

Internet pre-sort sales: 11 a.m. Check website for details.

Internet Sales: DLMS • www.dlms.ca (see Edmonton)

SASKATOON

Saskatoon Livestock Sales Ltd.*

Box 60, Saskatoon, Sask. S7K 3K1

Phone: 306-382-8088 • Fax: 306-382-8319

Email: sls@yourlink.ca • Website: www.saskatoonlivestocksales.com

Contact: Michael Fleury 306-222-9526
Harvey Welter 306-227-8684
Alvin Busby 306-221-0905
Pat Tellier 306-291-2720
Ryan Hurlburt 306-292-9812



Regular Sales: Every Mon. and Tues., 9 a.m. All classes

Special Sales:

Fri., Sept. 30; Oct. 7, 14, 21, 28; Nov. 11, 25, 10 a.m. All breeds presorted calf sales
Mon., Oct. 31, 9 a.m. Charolais featured calf sale
Mon., Nov. 14, 28; Dec. 5, 9 a.m. Angus featured calf sales
Fri., Nov. 4, 18; Dec. 9, 16, 12 noon Bred cow and bred heifer sales
Sat., Sept. 24 Presorted lamb sale, sheep breeding stock
For purebred bull and female sales refer to our website.

Internet Sales: DLMS • www.dlms.ca (see Edmonton)

TEAM (The Electronic Auction Market) • www.teamauctionsales.com
(see Calgary)

SHAUNAVON

Shaunavon Livestock Sales (88) Ltd.

Box 1419, Shaunavon, Sask. S0N 2M0

Phone: 306-297-2457 • Fax: 306-297-2371

Contact: Ralph Oberle 306-297-7979
Kelly Oberle 306-297-9366

Regular Sales: Usually Mon. at least once a month, 12 noon. Contact for details.

Fall Sales: Contact for details.

Special Sales: Fall sorted calf sales and bred sales. Contact for details.

SPIRITWOOD

Spiritwood Stockyards (1984) Ltd.*

Box 160, Spiritwood, Sask. S0J 2M0

Phone: 306-883-2168 • Fax: 306-883-3913

Email: ssy@sasktel.net • Website: www.spiritwoodstockyards.ca

Contact: Brian Jacobson 306-883-7375
Fred Walter 306-883-7368

Regular Sales: Every Wed., 9 a.m. on real-time Internet
(includes individual producer presort show pens)

Special Sales: Fri., 1 p.m., as needed (Bred cows, pairs, herd dispersals, purebreds etc.)

Internet Sales: TEAM (The Electronic Auction Market) • www.teamauctionsales.com
(see Calgary)

SWIFT CURRENT

Heartland Livestock Services

Box 367, Swift Current, Sask. S9H 3V8

Phone: 306-773-3174 • Fax: 306-773-8570

Email: swift.current.lmc@hls.ca • Website: www.hls.ca

Contact: Lee Crowley 306-741-5701

Regular Sales: Every Tues., 9 a.m. All classes of feeder and slaughter cattle

Special Sales:

Tues., Aug. 23, 9 a.m. Off-truck yearlings
Thurs., Sept. 8, 9:30 a.m. Sorted yearlings
Thurs., Sept. 29, 9:30 a.m. Sorted yearlings and calves
Thurs., Oct. 6, 13, 20; Nov. 17, 24, 9:30 a.m. All breed calves
Sat., Oct. 15, 22; Nov. 5, 12, 19, 26, 9:30 a.m. Black and Red Angus calves
Thurs., Oct. 27, 9:30 a.m. All breeds featuring Gelbvieh and Charolais calves
Sat., Oct. 29, 9:30 a.m. Ranch calves
Thurs., Nov. 3, 9:30 a.m. All breeds featuring Simmental calves
Thurs., Nov. 10, 9:30 a.m. All breeds featuring Charolais calves
Tues., Nov. 15, 22, 1 p.m. Bred cow and heifer sale
Thurs., Dec. 1, 8, 15, 1 p.m. Bred cow and heifer sale
Sat., Dec. 3, 9:30 a.m. Last sale of all breed calves
Wed., Dec. 7, 1 p.m. Six Mile consignor heifer sale
Sat., Dec. 10, 1 p.m. Purebred dispersal sale (pending)
Mon., Dec. 12, 1 p.m. Rock Solid heifer sale
Tues., Dec. 20, 1 p.m. Last bred cow and heifer sale

Internet sales: DLMS • www.dlms.ca (see Edmonton)

TISDALE

Edwards Livestock Centre

Box 727, Tisdale, Sask. S0E 1T0

Phone: 306-873-5049 • Fax: 306-873-2328

Contact: Bruce Edwards 306-873-5049
Bruce Edwards (Cell) 306-873-7779

Regular Sales: Assembly for all local auction markets. Contact for details.

Special Sales: Livestock sales facility available for your elite purebred bull, female sales and commercial stock cow sales. Contact for details.

WEYBURN

Weyburn Livestock Exchange*

Box 1504, Weyburn, Sask. S4H 3N8

Phone: 306-842-4574 • Fax: 306-842-3610

Email: wle@weyburnlivestock.com • Website: www.weyburnlivestock.com

Contact: Roy Rutledge

Regular Sales:

Every 2nd Wed., Sept. 7 to Dec. 14, 9 a.m. Cull cows and bulls

Special Sales:

Mon., Aug. 22; Sept. 19, 11 a.m. Presorted yearlings

Internet Sales: (pre-approval required for bidding)

Mon., Oct. 3; Dec. 5, 11 a.m. Presorted all breed calves and yearlings
Mon., Oct. 24; Nov. 7, 21, 11 a.m. Presorted Angus and Angus X calves and yearlings
Mon., Oct. 17; Nov. 14, 11 a.m. Presorted Simmental and all breeds calves and yearlings
Mon., Oct. 31; Nov. 28, 11 a.m. Presorted Charolais and all breeds calves and yearlings
Fri., Nov. 25; Dec. 2, 9, 16, 11 a.m. Bred cows and heifer sales

Internet Sales: DMLS • www.dlms.ca (see Edmonton)

WHITEWOOD

Whitewood Livestock Sales*

Box 68, Whitewood, Sask. S0G 5C0

Phone: 306-735-2822 • Fax: 306-735-4284

Website: www.whitewoodlivestock.com

Contact: Gene Parks 204-729-7118
Rhett Parks 306-735-7813
Glen Vargo 306-736-7710
Chad Kelly 306-735-7810

Regular Sales: Every Tues., 9 a.m. All types of cattle

Special Sales:

Oct. 4 Simmental influence presort sale
Oct. 11, 25; Nov. 8, 22 Angus influence presort sales
Oct. 18 Charolais influence presort
Nov. 1, 15, 29 All breeds presort sales
Nov. 25; Dec. 9, 16 Bred cows

Visit: www.whitewoodlivestock.com for delivery schedules, market reports and contacts.

YORKTON

Heartland Livestock Services

Box 490, 107 York Road E., Yorkton, Sask. S3N 2W4

Phone: 306-783-9437 • Fax: 306-782-4110

Email: yorkton.lmc@hls.ca • Website: www.hls.ca

Contact: Clayton Hawreluk 306-621-3824

Harvey Exner 306-621-5486

Brian Rathgeber 306-621-5421

Regular Sales: Every Wed., April to Sept. 8 a.m. All classes

Special Sales:

Wed., Sept. to Mar. 2017, 10 a.m.

Weekly presorts featuring all major breeds and Rancher's Endorsed Angus Green Tag sales

Fri., 11 a.m. Bred cows and heifers

Fri., monthly, 5 p.m. Sheep, lamb, goats and horses

Internet sales: DLMS • www.dlms.ca (see Edmonton)

MANITOBA

ASHERN

Interlake Cattleman's Co-op Assoc. Ltd.*

Box 599, Ashern, Man. R0C 0E0

Phone: 204-768-2360 • Fax: 204-768-3690

Email: icca@mymts.net • www.ashernauctionmart.com

Contact: Kirk Kiesman 204-768-0019

Lorne (Buddy) Bergner 204-768-2669

Regular Sales: Every Wed., mid-Aug. to June 2017, 9 a.m. All classes of cattle

Special Sales: Sat., 11 a.m. Fall feeders. Contact for details.

BRANDON

Heartland Livestock Services*

329 – 12th Street North, Unit A, Brandon, Man. R7A 7K4

Phone: 204-727-1431 • Fax: 204-727-6520

Email: kcleaver@hls.ca • Website: www.hls.ca

Contact: Keith Cleaver (mgr.) 204-761-0668

Brad Delgaty 204-867-0406

Regular Sales: Every Tues., 9 a.m. and every Thurs., 9 a.m. (Oct. to Apr. 2017)

Special Sales: Internet presort calves, bred cows. Contact for details.

Internet sales: DLMS • www.dlms.ca (see Edmonton)

GLADSTONE

Gladstone Auction Mart Ltd.*

Box 318, Gladstone, Man. R0J 0T0

Phone: 204-385-2537 • Fax: 204-385-2582

Email: auctmart@mts.net • Website: www.gladstoneauctionmart.com

Contact: Tara Fulton 204-870-9524

Regular Sales: Every Tues., 9 a.m.

Special Sales: Contact for details.

GRUNTHAL

Grunthal Livestock Auction Mart*

Box 71, Grunthal, Man. R0A 0R0

Phone: 204-434-6519 • Fax: 204-434-9367

Email: g_jam@hotmail.ca • Website: www.grunthallivestock.com

Contact: Brad Kehler 204-346-2440

Regular Sales: Every Tues., 9 a.m. Cattle

Special Sales: Check website for details.

Internet Sales: TEAM Auction Sales • www.teamauctionsales.com (see Calgary)

KILLARNEY

Killarney Auction Mart Ltd.*

Box 1435, Killarney, Man. R0K 1G0

Phone: 204-523-8477 • Fax: 204-523-8190

www.killarneyauctionmart.com

Contact: Allan Munroe 204-523-6161

Regular Sales: Every Mon., 9 a.m.

Special Sales: Thurs. Feeder and bred cows as advertised. Contact for details.

STE. ROSE DU LAC

Ste. Rose Auction Mart Ltd.*

Box 450, Ste. Rose du Lac, Man. R0L 1S0

Phone: 204-447-2266 • Fax: 204-447-3369

Email: myles@srauction.ca • Website: www.srauction.ca

Contact: Myles Masson 204-447-7054

Regular Sales: Every Thurs., 8 a.m. Feeder calf sales (1,500 – 2,000 head)

Special Sales:

Nov. 3, 8 a.m. Angus influence feeders (1,500 – 2,300 head)

Every Thurs., 10 a.m. Preweighed show listed sales

Bred cow and special purebred sales to be listed this fall starting in November.

Check website for details.

VIRDEN

Heartland Livestock Services*

Box 340, Virden Man. R0M 2C0

Phone: 204-748-2809 • Fax: 204-748-3478

Email: virden.lmc@hls.ca • Website: www.hls.ca

Contact: Robin Hill 204-851-5465

Rick Gabrielle 204-851-0613

Drillon Beaton 204-851-7495

Kolton McIntosh 204-280-0359

Regular Sales:

Every Wed., 9 a.m. Feeder cattle sale

Every Mon., Sept. 26 to May 1, 2017, 9 a.m. Butcher cows, bulls and fats

Special Sales:

Wed., Sept. 28; Oct. 19; Nov. 9, 23, 30 All breed presort sales

Wed., Oct. 12; Nov. 2, 16 Angus presort sales

Wed., Oct. 26 Charolais presort sale

Fri., Nov. 18, 25; Dec. 2, 9, 16 Bred cow sales

Jan. 2017 to Apr. 2017 Special presort and bred cow sales

Call for details Sheep and horse sales

Internet Sales: DLMS • www.dlms.ca (see Edmonton)

WINNIPEG

Winnipeg Livestock Sales Ltd.*

Box 13, Group 220, R.R. 2, Winnipeg, Man. R3C 2E6

Phone: 204-694-8328 • Fax: 204-697-4476

Website: www.winnipeglivestocksales.com

Email: info@winnipeglivestocksales.com

Contact: Scott Anderson 204-782-6222

Mike Nernberg 204-807-0747

Jim Christie 204-771-0753

Regular Sales:

Every Fri., 9 a.m. Feeder/slaughter cattle

1st Wed. of the month, 1 p.m. Sheep and goats



NORTHERN CATTLE SALES NETWORK

For sale results of the Northern Cattle Sales Network, check our website at www.northerncattlesales.com for location details and sale results.

HOARD'S STATION

Sponsor: Quinte Cattlemen's Association

Contact: Denton Meiklejohn

2530 Spring Brook Road

Spring Brook, Ont. K0K 3C0

Email: farmerdenton@yahoo.ca

Phone/Fax: 613-395-2008 • Sale week: 705-653-3660

Special Sales: Register with www.cattleinmotion.com for online bidding.

Sept. 16, 11 a.m. 700 yearlings/calves, 90% vaccinated

Oct. 21, 11 a.m. 700 yearlings/calves, 90% vaccinated

Nov. 25, 11 a.m. 700 head calves, 100% vaccinated

Jan. 20, 2017, 11 a.m. 800 head, 100% vaccinated

Mar. 17, 2017, 11 a.m. 700 head, 90% vaccinated

May 5, 2017, 11 a.m. 900 head, 100% vaccinated

Location: Hoard's Station Sale Barn, 15 miles north of Belleville, halfway between Stirling and Campbellford on the county road.



PETERBOROUGH/VICTORIA COUNTIES

Sponsor: Peterborough-Victoria County Cattlemen's Association

Contact: Wayne Telford

2264 Chemory Road

R.R. 1, Peterborough, Ont. K9J 6X2

Phone: 705-292-9531 • Sale week: 705-439-4444

Special Sales:

Sept. 28, 11 a.m. 500 yearlings, 90% vaccinated

Nov. 2, 11 a.m. 1,000 head certified calves, 100% vaccinated

Nov. 16, 11 a.m. 250 yearlings, 500 calves, 90% vaccinated

Jan. 18, 2017, 11 a.m. 90% vaccinated

Mar. 22, 2017, 11 a.m. 700 head, 90% vaccinated

May 3, 2017, 11 a.m. 1,000 head, 90% vaccinated

Location: Kawartha Lakes Co-op (KLC) Sales Barn, County Road #9, Woodville, Ont.

THESSALON

Sponsor: Algoma Co-operative Livestock Sales

Contact: Dennis Kirby

R.R. 2, Iron Bridge, Ont. P0R 1H0

Phone: 705-842-2249

Special Sales:

Sept. 20, 10 a.m. 1,100 yearlings, 85% vaccinated

Oct. 15, 10 a.m. 350 calves

May 6, 2017, 10 a.m. 200 stockers

Location: East of Thessalon, off Highway 17 at Green Lane, at the Stockyards.

WIARTON

Sponsor: Grey-Bruce Livestock Co-operative

Contact: Terry Moser

R.R. 6, Wiarton, Ont. N0H 2T0

Phone: 519-375-7957 • Sale day: 519-375-7957

Special Sales:

Sept. 8, 10 a.m. 500 head stocker sale

Oct. 27, 10 a.m. 500 calves

May 4, 2017, 10 a.m. 600-700 head stockers

Location: At the base of Bruce Peninsula on Hwy # 6, just south of Wiarton.

Free transportation available from the airport at Wiarton.



AYLMER

Aylmer Stockyards Ltd.

8933 Walker Road, Aylmer, Ont. N5H 2R1
Phone: 519-765-2672 • Fax: 519-765-3250

Email: aylmerstockyards@amtelecom.net • Website: www.aylmerstockyards.ca

Contact: Jim Doan 519-777-9389
Mike Van Noord 519-808-0904

Regular Sales: Every Wed., 12 noon

Special Sales: Check website for date of fall stocker sales.

BRUSSELS

Brussels Livestock*

Box 59, 42857 Newry Rd., Brussels, Ont. N0G 1H0

Phone: 519-887-6461 • Fax: 519-887-9449

Email: info@brusselslivestock.ca • Website: www.brusselslivestock.ca

Contact: Mark Ferraro 519-492-0181
Kevin McArter 519-357-0594
Len Gamble 519-231-0761

Regular Sales:

Fri., 10 a.m. Stocker calves and yearlings
Tues., 9 a.m. Fed cattle, bulls and cows
Thurs., 8 a.m. Bob calves, veal, lambs, goats and sheep

Special Sales:

Sat., Oct. 8, 10 a.m. 4-H Show and sale
Mon., Oct. 24, 10 a.m. Bred cow/vaccinated stockers/Hereford influence sale
Mon., Nov. 14, 10 a.m. Bred cow/vaccinated stockers/Angus influence sale

CAMPBELLFORD

Community Livestock Exchange Hoard Station

2508 County Road 8, R.R. 5, Campbellford, Ont. K0L 1L0

Phone: 705-653-3660 • Fax: 705-653-4610

Email: daveyd@explornet.com • Website: www.hoardstnsalebarn.ca

Contact: David DeNure 705-653-3660
Brad DeNure 705-653-8763

Regular Sales: Every Tues., 12 noon Special sales by request

Special Sales: 11 a.m.

Quinte Cattlemen's Stocker sales. Stocker sales will be on live video.

Online bidders please pre-register.

CARGILL

Cargill Auction Market Inc.

Box 64, Cargill, Ont. N0G 1J0

Phone: 519-366-2214 • Fax: 519-366-2444

Contact: Alan Anstett 519-366-2214
Alan Anstett 519-366-2214
Calvin Anstett 519-881-6623
Brian Kirkland 519-797-1668

Regular Sales: Every Wed., 7 p.m. Stockers and feeders

Special Sales:

Fri., Sept. 2, 30; Oct. 7, 7 p.m. Charolais and exotic cross
yearling steers and heifers

Fri., Oct. 28, 7 p.m. Local calf sale

Fri., Nov. 4, 7 p.m. Local calves and yearling sale

COBDEN

Renfrew Pontiac Livestock

18156 Hwy. 17, R.R. 3, Cobden, Ont. K0J 1K0

Phone/Fax: 613-646-7335

Contact: Ben Dick 705-498-8056
Matt Dick 613-633-1598

Regular Sales: Every Tues., 1 p.m. All breeds

COOKSTOWN

Ontario Stockyards Inc.*

Box 1051, Cookstown, Ont. L0L 1L0

Phone: 705-458-4000 • Fax: 705-458-4100

Email: info@ontariostockyards.on.ca • Website: www.ontariostockyards.on.ca

Contact: Wayne Small 705-435-1423
Murray Morrison 416-233-1526
Brian Pascoe 705-878-7026

Regular Sales: Every Thurs., 11 a.m. Stockers and feeders

Special Sales:

Thur., Aug. 25; Sept. 15; Dec. 8 Yearlings in conjunction with regular sale

Tues., Oct. 4, 25 Yearlings

Thurs., Oct. 13 Cdn. Angus Certified calves/Cdn. Hereford Assoc.
calf sale/Leeds — Grenville calf sale

Tues., Nov. 8, 22 Ontario Stockyards all vaccinated sale

Check website for details of bred cow sales.

DENFIELD

Denfield Livestock Exchange

R.R. 2, Denfield, Ont. N0M 1P0

Phone: 519-666-1140 • Fax: 519-666-1143

Contact: Stan Rees 519-871-5968

Regular Sales: Every Tues.

Special Sales:

Sat., Sept. 24; Oct. 8, 22; Nov. 19, 11 a.m. Stockers, bred cows, cow-calf pairs

Sat., Nov. 5, 11 a.m. Local calf sale

Sat., Nov. 19 Speckle Park influence sale

GREELY

Ottawa Livestock Exchange Ltd.*

Box 340, 1643 Sale Barn Road, Greely, Ont. K4P 1N6

Phone: 613-821-2634 • Fax: 613-821-4594

Email: ottawalivestock@bellnet.ca • Website: www.ottawalivestockexchange.ca

Contact: Steven Spratt 613-822-1351
Charles J. Menard 819-983-1056

Regular Sales: Every Thurs. at 11 a.m. with stockers approx. 2 p.m.

Special Sales: For upcoming stocker and bred cows sales visit our website.



HANOVER

Maple Hill Auctions

Box 341, Hanover, Ont. N4N 3T2

Phone: 519-506-1400 • Fax: 519-506-1402

Contact: Andy McCulloch 519-379-1370

Regular Sales: Mon., 7 p.m.

Special Sales:

Every Mon. from Sept. 12 through fall, 7 p.m. Stocker sale

Sat., Sept. 3, 1 p.m. Ontario Autumn Angus Classic

Sat., Sept. 10, 1 p.m. Ontario Autumn Simmental Classic

Sat., Sept. 24, 1 p.m. Patton Charolais Herd Dispersal Sale

Sat., Oct. 15, 1 p.m. Bluewater Angus bred female sale

Sat., Oct. 22, 1 p.m. Up The Ante Charolais sale

Sat., Oct. 29, 1 p.m. Vancise Cattle Co. Red Angus/Hereford sale

Sat., Nov. 12, 1 p.m. Local bred heifer sale

LISTOWEL

David Carson Farms & Auction Services Ltd.*

R.R. 3, Listowel, Ont. N4W 3G8

Phone: 519-291-2049 • Fax: 519-291-5065

Email: info@davidcarson.on.ca • Website: www.davidcarson.on.ca

Contact: David/Brad Carson 519-291-2049

Don Robertson 519-291-8582

Bill Haalstra 905-774-1739

Regular Sales: Sat., 11 a.m. Stockers, cow-calf pairs, cows and bulls

Special Sales:

Mon., Oct. 24, 1 p.m. Carson's special fall stocker sale

Approximately 600 preconditioned, bunk adjusted and age verified steers and heifers of various breeds. Live video of sale on the website. Check website for time.

Listowel Livestock Ltd.*

R.R. 3, Listowel, Ont. N4W 3G8

Phone: 519-291-2200 • Fax: 519-291-1381

Email: listowelllivestock1@bellnet.ca

Contact: Grant Jackson 519-291-4450

Regular Sales: Every Tues., 1 p.m. All breeds

Special Sales:

Fri., Oct. 21, 12 noon Local vaccinated calves

NEW LISKEARD

Temiskaming Livestock Exchange

883006 R.R. 3, New Liskeard, Ont. P0J 1P0

Phone: 705-647-5415 • Fax: 705-647-4411

Contact: Bill Stewart 705-544-3508

Regular Sales: Every Mon., 2 p.m. All classes of livestock

RAINY RIVER

Rainy River — Stratton Sales Barn

Rainy River, Ont. NOM 1P0

Phone: 807-483-5354 • Email: kaat-james2@hotmail.com

Contact: James Gibson 807-271-2005

Live video sales: through DLMS.

Sat., Aug. 27, 8:30 a.m. Yearlings and some calves, cows
Protocol cattle will be on offer.

Sat., Oct. 1, 8:30 a.m. Mostly spring calves and some yearlings, cows etc.
Some protocol cattle on offer.

Sat., Oct. 29, 8:30 a.m. Late-season calves, some yearlings cows and
a bred cow sale. Protocol cattle will be on offer.

Internet Sales: DLMS • www.dlms.ca (see Edmonton)

TARA

Keady Livestock Market

R.R. 4, Tara, Ont. N0H 2N0

Phone: 519-934-2339 • Fax: 519-934-2715

Website: www.keadylivestock.com

Contact: Garry Kuhl 519-934-1626

Scott Kuhl 519-477-2339

Tom McNabb 519-794-3072

Regular Stocker Sales: Every Tues., 9 a.m. All cattle on ONS and catalogued.

Special Fall Sales: 9 a.m.

Fri., Sept. 23, 30; Oct. 7, 14; Sat., Oct. 22 1,000 to 1,500 head of grass
yearling steers and heifers

Sat., Oct. 22 Bruce Peninsula Charolais Calf Club sale, 1,200 to
1,400 age verified, vaccinated and presorted calves

Tues., Oct. 25 Georgian Bay Charolais Calf Club sale, 1,000 to
1,200 age verified, vaccinated and presorted calves

Thurs., Oct. 27 Bluewater Angus Calf Club sale, 1,000 to 1,200,
mainly black age verified, vaccinated and presorted calves

Sat., Oct. 29 Central Calf Assoc. sale, 600 to 800 all breeds,
age verified, vaccinated calves selling in owner lots

Fri., Nov. 4, 18 Local calves, preweaned or right off the cow,
selling in owner lots (800 to 1,000 per sale)

Fri., Nov. 11 1,000 to 1,500 head of grass and yard
yearling steers and heifers

Fri., Nov. 25, 5 p.m. Bred cow and heifers

VANKLEEK HILL

Vankleek Hill Livestock Exchange*

Box 134, 1239 Ridge Road, Vankleek Hill, Ont. K0B 1R0

Phone: 613-678-3008 • Fax: 613-678-6017

Regular Sales: Every Mon., Wed.

Special Sales: (2 p.m.) Stocker sales included in the last Wednesday sale of each
month beginning in August.

Wed. Aug. 31; Sept. 28; Oct. 26; Nov. 30 Stockers

WATERLOO

Ontario Livestock Exchange Inc.*

Box 443, Waterloo, Ont. N2J 4A9

Phone: 519-884-2082 • Fax: 519-884-0509

Website: www.olex.on.ca • Email: dropp@olex.on.ca

Contact: David Ropp..... 519-749-5072
 Brian Yost..... 519-741-6205
 Larry Witzel..... 519-741-6333
 Allen Colwell..... 519-501-0147

Live Sales:

Wed., 1 p.m.Special stocker sale
 Thurs., 11 a.m.Regular stockers, followed by bred cow sales

Special Sales:

Daily Internet presort sales and direct from ranch sales, contributing markets:

Moose Jaw	Swift Current	Provost	Lloydminster
Vermilion	Yorkton	Maple Creek	Meadow Lake
Assiniboia	Weyburn	Mankota	Prince Albert

WOODVILLE

Kawartha Lakes Community Sale Barn Inc.

580 Woodville Road, R.R. 3, Woodville, Ont. K0M 2T0

Phone: 705-439-4444 • Fax: 705-439-3145

Email: klc@xplornet.com • Website: www.klcauction.ca

Contact: Kevin Barker..... 705-878-2947
 Bruce Woodrow..... 705-879-0507
 Sales Barn..... 705-439-4444

Regular Sales:

Every Sat., 10 a.m.Cull cows, bulls, finished cattle, veal calves,
 bob calves, replacement cattle, stocker cattle,
 bred cows and cows with calves

Special Sales:

Wed., Sept 7, Oct. 26; Nov. 9, 30; Dec. 14, 11 a.m.Stocker sale (yearlings, calves)
 Wed. Sept. 28, 11 a.m.Peterborough Cattlemen/Victoria Beef Farmers
 yearling sales (75% yearlings, 25% calves)
 To consign contact: Wayne Telford at 705-292-9531
 Wed., Oct. 12, 11 a.m.Special Angus stocker sale: calves and yearlings
 Also accepting other breeds
 Wed., Nov. 2, 11 a.m.Peterborough/Victoria Country Cattlemen's Certified
 calf sale. To consign: Wayne Telford 705-292-9531
 Sun., Nov. 13, 1 p.m.Purebred Simmental sale
 Contact: Glen Kerry 905-852-6887
 Wed., Nov. 16; Jan. 18, 2017; Mar. 22, May 3, 1 p.m.Peterborough Cattlemen/
 Victoria Beef Farmers calves and yearlings, 90% vaccinated
 Wed., Nov. 23, 7 p.m.Bred cow sale

QUEBEC

The Feeder Calf Sales' Agency

555 blvd. Roland-Therrien, Suite 305, Longueuil, Que. J4H 4G2

Phone: 450-679-0540 ext. 8891

Contact: Eve Martin

Feeder calf development marketing officer • Email: emartin@upa.qc.ca

BIC

Coopérative des encans d'animaux du Bas-St-Laurent

3229, Route 132 Ouest Rimouski, Que. G0L 1B0

Phone: 418-736-5788

Special Sales: 9 a.m.

Aug. 25 450 head
 Sept. 29 400 head
 Nov. 10 600 head

2017 Special Sales: 9:30 a.m.

Jan. 18 700 head
 Mar. 9 700 head
 Apr. 21 700 head
 June 1 700 head

LA GUADELOUPE

Marché d'animaux vivants Veilleux & Frères Inc.

1287, 14th Avenue, La Guadeloupe, Que. G0M 1G0

Phone: 418-459-6832

Special Sales: 9 a.m.

Sept. 15 700 head
 Oct. 13 950 head
 Oct. 27 1,300 head
 Nov. 24 1,150 head

2017 Special Sales: 10 a.m.

Jan. 19 900 head
 Feb. 23 450 head
 Mar. 29 500 head
 May 18 450 head

SAWYERVILLE

Encan Sawyerville Inc.

420, Route 253, Cookshire, Que. J0B 1M0

Phone: 819-849-3606 • 819-875-3577

Special Sales: 9 a.m.

Sept. 1 850 head
 Sept. 22 700 head
 Oct. 6 C 900 head
 Oct. 20 1,250 head
 Nov. 3 1,350 head
 Nov. 17 1,150 head
 Dec. 1 700 head
 Dec. 8 800 head
 Dec. 15 1,250 head

C: Charolais special sale

2017 Special Sales: 9 a.m.

Jan. 12 1,500 head
 Feb. 2 1,050 head
 Feb. 9 850 head
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 Mar. 30 1,500 head
 Apr. 20 900 head
 May 4 500 head
 May 25 850 head
 June 22 1,000 head

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 Oct. 14 1,050 head
 Oct. 21 1,300 head
 Oct. 28 1,550 head
 Nov. 4 1,650 head
 Nov. 11 1,800 head
 Nov. 18 1,350 head
 Nov. 25 1,600 head
 Dec. 2 1,600 head
 Dec. 9 1,650 head
 Dec. 16 1,800 head

2017 Special Sales: 9 a.m.

Jan. 13 1,500 head
 Jan. 20 1,750 head
 Feb. 3 1,800 head
 Feb. 10 1,350 head
 Feb. 24 1,750 head
 Mar. 3 1,100 head
 Mar. 10 1,850 head
 Mar. 31 1,850 head
 Apr. 7 1,750 head
 Apr. 15 1,250 head
 Apr. 21 1,200 head
 Apr. 28 1,350 head
 May 5 1,000 head
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 May 26 1,300 head
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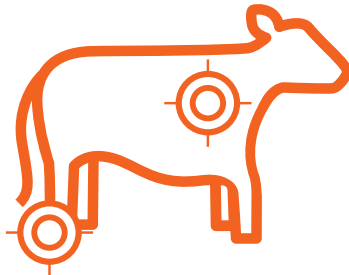
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SHARING THE GRADE

The sharing of grading information is being seen as a necessary step for the future development of Canada's beef business



Charlie Gracey

Beef industry consultant Charlie Gracey weaves his way through several sticking points to conclude feedlots, and ultimately, packers are out of excuses for not sharing carcass information with cow-calf producers.

"Now the industry has the opportunity to move forward. All the necessary pieces are in place. Electronic identification tags make it possible to link carcass data to the individual animal. Computerized camera grading technology is available to assess marbling and lean yield. The beef information exchange system (BIXS) can be used to relay that information right back to the original producer," he told delegates at the Saskatchewan Stock Growers Association convention earlier this summer.

While poor feeding practices can ruin a potentially good carcass, Gracey says it is much more difficult to produce an excellent carcass out of a genetically inferior animal.

The only way to make genetic progress on carcass quality is to get carcass information back to cow-calf producers so that they can produce calves with superior genetics for quality and yield in the same carcass.

Typically, the more fat in a carcass, the lower the lean meat percentage, so shooting for marbling that brings top prices often results in excessive external fat. Gracey and others contend Canadian fed cattle have become too fat resulting in higher feed costs in the feedlot and trim losses for the packer.

The genetics for both marbling and yield from the same animal are available, but it's not the norm, says Gracey. In a Sas-

katchewan plant he found one-third of 665 Canada AAA carcasses had between four and 7.5 mm of backfat, another third were between 7.5 and 10 mm, and the last third 10 mm or more. The carcasses ranged from 2.5 mm backfat all the way up to 20 mm.

"Without carcass information you will do it sometimes by accident. With carcass information you will be able to do it by design," he says.

LEAN YIELD HAS VALUE

Lean yield isn't the same as dressing percentage, which is the carcass weight as a percentage of live animal weight. Lean yield estimates the percentage of saleable red meat on a carcass based on backfat thickness and rib-eye area.

The first grading standards in 1929 promoted quality and eventually resulted in overly fat cattle. Revisions in 1972 led to a focus on lean at the expense of quality. The current version adopted in 1993 was intended to help producers balance quality and lean yield.

While there have been strong market signals to improve marbling, a market signal to improve lean yield hasn't been there, Gracey says. The cattle feeder has no incentive at all to seek out and pay more for cattle with the genetic capability to deliver a carcass that has both high quality and high yield.

As a result Canada AAA and Prime quality grades increased from approximately 20 per cent in 1995 to over 60 per cent last year, while the percentage of Y1 yield carcasses decreased from near 70 per cent in

1996 to little more than 40 per cent last year. According to Canada Beef, lean meat yield in Canada averages 73 per cent with a range from 64 to 78 per cent.

Canada's present yield grade system groups lean yield into three classes. Y1 is 59 per cent and over; Y2 is 54-58 per cent; and Y3 53 per cent and under. In effect, these groupings result in owners who sell higher-yielding cattle subsidizing those who sell lower-yielding cattle, he explains.

The reason for establishing yield classes in the first place was because there wasn't a way to accurately predict lean yield. Now with camera grading, Gracey questions why we even bother with yield classes when we can have actual yield per cent.

He feels industry's push to move to a five-class yield grade system, along the lines of that in the U.S., would at least be a good starting point because it would narrow the range for each class.

His calculations show that packers wouldn't end up paying more in total than if they paid a flat price for lean yield. At a recently quoted price of \$250 per hundredweight (cwt) for a 750-pound carcass in North Dakota, the prices paid for each yield class based on lean yield should have been \$269.70/cwt for Y1; \$255.41 for Y2; \$241.12 for Y3; \$231.83 for Y4; and \$217.19 for Y5. That's with no premium/discount grid involved. It's simply paying for what the carcass yields.

A new five-class yield grade system for

Continued on page 30

Continued from page 29

Canada is outlined as part of the “Beef, Bison and Veal Carcass Grade Requirements” document prepared by the Canadian Beef Grading Agency (CBGA) in consultation with industry. It is expected to be incorporated by reference in the Canadian Food Inspection Agency’s (CFIA) consolidation of food regulations being prepared as part of the agency’s modernization process. The advantage of incorporating a document by reference is that requirements can be updated as needed without having to go through the lengthy process of changing a regulation. Details are posted under the news tab on www.beefgradingagency.ca.

This proposal was submitted some years ago but CBGA manager Cindy Delaloye says there are indications it could be published in *Canada Gazette I* this fall and possibly finalized sometime in 2017.

The new proposed yield grades Canada 1 through 5 will be based on a formula that includes adjusted back-fat, rib-eye area and carcass weight.

CAMERA GRADING

A point to keep in mind about grading is that while it isn’t mandatory, it has become essential for marketing.

Only youthful carcasses that meet marbling and other criteria to qualify for the Canada A, AA, AAA and Prime grades go on to be assessed for yield. The quality grade is based on the degree of marbling present in the rib-eye. The yield grade is currently determined using an equation and ruler developed at Lacombe Research Centre and implemented in 1992.

Gracey says the ruler is notoriously inaccurate and was intended to be a temporary tool until the computer vision system (CVS) became available.

CVS was approved by the CFIA as an aid for grading in 1999, but commercial uptake was low and the technology was sold.

A cold-carcass camera developed by e+v Technology GmbH in Germany was tested in Canada and approved by the CFIA in fall of 2010 as an aid for grading beef carcasses for quality and yield.

The three plants with moving rails — Cargill at High River, Alta., and Guelph,

Ont., and what is now JBS at Brooks, Alta. — which process approximately 90 per cent of fed cattle in Canada, have installed e+v cameras. The Brooks plant was the first to use the technology for grading beginning in fall 2011, although the CBGA graders have the final approval of the camera’s assessment. Cargill plants still only use the cameras as the first step in their internal processing systems.

Given that carcass grading is voluntary, so is the use of computer technology, Delaloye explains.

So far, the e+v camera has performed up to expectations. She says the majority of overrides by CBGA graders are due to yield, either because the fat covering the rib-eye area has been torn during dressing and/or the technology mis-traces the rib-eye area when capturing the image.

The camera measures grade-fat thickness, length and width of the rib-eye, and calculates the estimated lean yield per cent and marbling score to arrive at grades for each carcass, so dressing as well as camera placement are critical to measuring yield accurately, she explains.

The operator has to place the camera flat over the rib-eye because it can only assess

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the rib-eye in two dimensions and can't adjust for any tilt.

CBGA graders are incredibly consistent because they have two eyes and a whole lot of experience, Delaloye adds. The camera only sees the rib-eye, whereas graders see the entire carcass and decide whether the camera image is representative. As of yet, camera technology isn't able to assess other carcass quality factors such as maturity, conformation, as well as meat and fat colour.

The advantage of the camera is that it is even more consistent than the grader because it assesses each rib-eye independently and objectively without memory of the previous carcass. The camera always illuminates the rib-eye in the same way, whereas a grader's height and angle to the carcass can affect how light hits the rib-eye when evaluating marbling. It's quick and the image with the accompanying data can be easily stored and shared.

SHARING IS THE GLITCH

Packers have always had the option of charging half the grading fee back to the producer for cattle sold on the rail; however, Gracey makes no bones about his disappointment

THE VALUE OF CARCASS YIELD DIFFERENCES				
	% yield est.	% of total	Base value	Est. value by yield
Y1	75.5	16.72		\$269.70
Y2	71.5	38.56		\$255.41
Y3	67.5	32.44	\$250.00	\$241.12
Y4	64.9	10.46		\$231.83
Y5	60.8	1.82		\$217.19
Average %	70.0	100		\$250.00

that the CCA, on behalf of beef producers, had to pay packers for the 2011 and 2012 carcass records to get BIXS off the ground.

"The original purpose of grading was to serve as a common language to meet the interests and needs of the entire industry and for the benefit of consumers. The grading system and the individual carcass grades weren't intended to be owned by anyone, but now packers want to make it a profit centre," he says.

He could have never imagined this kind of debate 20 years ago when electronic tag technology and camera grading were still in development and BIXS was only a dream.

Through the years, the common excuse for not sharing carcass information with cow-calf producers was that they wouldn't know what to do with it anyway!

Gracey concludes his message with a stern warning. "If the industry hopes to produce animals that produce carcasses that combine high quality with high yield and animals that convert feed more efficiently, it all has to begin with the person who makes the breeding decisions. An industry that does not recognize this and does not do everything possible to relay information back along the supply chain cannot and will not prosper." 🍁





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CALF PRICE INSURANCE: THE TALE OF TWO YEARS

Premiums were low relative to rising cattle prices last year during the February to May window to buy Western Livestock Price Insurance Program (WLPIP) calf contracts.

When market prices fell last fall, WLPIP paid out significant amounts. It did exactly what it was designed to do — protect producers against an unexpected drop in cattle prices, says Bill Hoar, WLPIP co-ordinator with Agriculture Financial Services Corporation in Alberta.

This year's premium tables had a different look with price coverage for calves hovering \$100 per cwt below last year with much higher premiums. Cow-calf producers wanting to protect a floor price, had to pay more for less coverage than last year.

Many chose to protect the price on only a portion of the expected weight on their fall calves, and not necessarily at the top price.

Overall calf contract numbers were down in Alberta and Saskatchewan, and up in British Columbia and Manitoba in 2016.

"May was the big push," says Hoar. "People were waiting to see the typical May bump in (insurable) prices, but we just didn't see it this year. The highest coverage was actually in February."

May is normally a busy month anyway as premiums get cheaper the closer you get to the sale date for the calves.

Alberta cow-calf producers took out 1,307 contracts insuring 881,000 units for \$168 million in liability. Price insurance is sold in hundredweight units, not by the calf. Last year they bought 1,649 contracts on 1.2 million units worth \$300 million.

"Even though the totals are lower this year, calf price insurance is a product producers are generally interested in purchasing," Hoar says.

Manitoba WLPIP co-ordinator Jason Dobbin agrees. "This spring was interesting because even though coverage was lower and premiums were higher, we had 400 new producers sign up and sold 75 more policies than last year covering about 2,300 more calves," he says.

In all, Manitoba producers took out 326 policies insuring 141,296 units for \$26 million in liability. The 2015 tally was 249 policies on 121,953 units with \$31.6 million liability.

The fact that the Manitoba program started accepting paper applications and payments by cheque in addition to online purchases by credit card may have played a part in the increased uptake. Also, Dobbin suspects, the increased interest could be because word of the program is still spreading.

The Saskatchewan numbers slipped a bit this spring, but it wasn't for lack of trying on producers' parts.

Calf contract numbers were down in Alberta and Saskatchewan and up in British Columbia and Manitoba in 2016

"Interest was great again and producers knew it was important to have price insurance, but it took a lot more discipline for them to participate this year," says WLPIP co-ordinator Jodie Griffin. "Last year most just bought top coverage, but this spring they really started customizing the program to be a risk management tool. They had their cost of production worked out and took time to understand the premium table better and utilized it more widely to make it effective for their operations."

Saskatchewan producers took out 1,008 calf contracts representing 12 per cent of the marketable calf crop, or about 96,000 calves. This compares to 1,018 calf contracts last year, representing 15 per cent of the calf crop, or about 120,000 head.

"The massive market correction last fall, as disruptive as it was, showed how robust and responsive the program is," Griffin adds. WLPIP paid out \$4.4 million to cattle producers in Saskatchewan alone.

British Columbia producers purchased 119 calf policies covering 67,117 units, or about 12,200 calves, and \$12.5 million in liability. The 2015 totals were 112 policies covering 85,323 units, or about 15,215 calves, and \$22.1 million liability.

Calf contracts are only available in spring because most of those calves are sold in fall when there is enough market activity to determine settlement prices. They are based on weekly auction market reports from across the Prairies and reflect the average price of a 600-pound steer.

Settlement tables for the calf program start coming out September 6 and every Monday thereafter until December 19. A claim on all or parts of the insured weight can be triggered anytime during the four weeks leading up to the close of the contract, or the full contract can be left to expire. This way, producers can take advantage of upturns in market prices.

Feeder and fed contracts are available year-round because there is enough weekly market activity to generate settlement prices.

"Feeders have been working with margins for a long time and naturally they want to lock in positive margins. It's hard to do business when we are talking about locking in negative margins. The challenge becomes one of minimizing losses. WLPIP is still a program that can do that without locking in an upside and you know exactly what it will cost. With futures, contracts require margin money plus margin calls if prices do go up," Hoar explains.

The WLPIP is a pilot project set to expire March 31, 2018, unless it is included in the next five-year agriculture policy framework.

To date, the Canadian Cattlemen's Association and western producer associations have called for it to become a permanent program.

Individual producers will be asked to weigh in on the WLPIP in a survey this fall as governments begin to review the feasibility of continuing the program. Hoar says the review will also evaluate the cost of delivery and whether the program effectively meets producers' risk-management needs.

For details on the program, go to <https://wlpip.ca>, or call your provincial co-ordinator toll-free at 844-782-5747 for British Columbia and Manitoba, 888-935-0000 in Saskatchewan, and 877-899-2372 in Alberta. 🍁

CAN A PRESIDENT SINK NAFTA?



As Canadians who monitor American politics know, the Republican candidate Donald Trump has presented a confusing and threatening trade posture. He claims to favour free trade yet hates our trade deals and opposes the deal nearly all Canadian and American cattlemen see as critical to their future — the Trans-Pacific Partnership (TPP).

He's also said he would withdraw from NAFTA unless Canada and Mexico agreed to renegotiate the treaty.

American politicians do sometimes exhibit amnesia and ignore their promises or, occasionally, claim to have changed their minds. As a political novice, Trump is more likely than most to adjust his approach on particular issues. But there might be a place for Canadian efforts in shaping Trump's trade policy.

Nevertheless it is worth investigating what power Trump, should he become the president, would have to alter trade agreements that all three North American countries count as economically vital.

While I've heard politicians claim the president can't change or withdraw from trade agreements that Congress has ratified, Warren Maruyama doesn't agree. And he should know. He served on U.S. Trade Representative (USTR) Clayton Yeutter's staff in negotiating the U.S.-Canadian treaty that was a precursor treaty for NAFTA. Under President George W. Bush, he was on the White House policy staff when NAFTA was being negotiated and later was USTR general counsel under Trade Representative Susan Schwab. His current law portfolio involves free trade, WTO, TPP and TTIP for a major Washington, D.C. law firm.

In general, Maruyama says Congress has delegated broad authority to the president to withdraw from trade agreements and to impose higher tariffs for various reasons.

The law that gives the U.S. president the authority to negotiate free trade agreements is the Trade Act of 1974, and Section 125 of that act gives the president what is commonly referred to as "termination and withdrawal authority." Section 125a requires the U.S. to have power to withdraw

from every trade agreement after appropriate notice — usually six months. Section 125b allows the president to revoke previous tariff reductions and Section 125c gives the president authority to proclaim higher tariffs within certain limits.

The bottom line, says Maruyama is if Trump wants to terminate NAFTA, he can.

Section 301 of the 1974 Act gives the U.S. trade representative broad authority to respond to unfair trade practices or agreement violations, or an action that is "unreasonable or discriminatory and burdens or restricts U.S. commerce." The president can direct the response. Which means the president could direct the USTR to impose a 45 per cent tariff on certain Chinese goods, Maruyama said.

Historically, the USTR has interpreted this section as authority to take trade disputes to the WTO. Canadian cattlemen know how agonizingly slow the WTO process is. By the time mCOOL was finally put to death, we all had to explain to younger cattlemen its sordid history. The USTR has been very reluctant to use this power to, for example, impose tariffs on certain goods from a certain country in order to stop bad behaviour.

There are free-trade proponents who, especially in the case of the Chinese, would love to see a president occasionally use this authority to make trade agreements work properly. President Ronald Reagan did.

If I were to speculate, optimistically, I would guess a President Trump might be more likely to use Section 301 authority than just nullify NAFTA. There are other additional authorities for the president, especially as related to national security or threats to the national economy.

Using Section 301 would have to be for extreme cases and with full knowledge of the disruptions any such move would invoke. Maruyama notes that anyone putting a 45 per cent duty on one or more Chinese goods, would have to be ready for retaliation, probably within 24 hours, against American goods like aircraft, soybeans or cars.

Mexico reacted in a measured but unmistakable fashion when the U.S. banned

Mexican freight trucks from U.S. highways, illegal under NAFTA. As I recall, instead of U.S. packers shipping 1,000-lb. combo bins of bulk ground meat to Mexico, suddenly the rule became one-lb. chubs.

But those upset about China and other nations abusing trade rules might advise Trump about judicious use of such power to rebalance some trade relations. It would take a president with considerable determination. It's not hard to imagine Trump using such power to rectify what he sees as countries taking unfair advantage of America.

Canadian cattlemen can rely on free-market agricultural groups, a long list of business groups and many voters to impress upon any president the absolute necessity of trade agreements, past and future. Part of Trump's trade bombast is directed at attracting the votes of union labour members unhappy with the state of American manufacturing. His currency manipulation concerns have already been addressed in a customs enforcement law passed recently.

Because Trump has shown some inclination to modify positions as he learns more, we have a good chance to convince him to use a scalpel rather than a meat axe approach when it comes to trade. And Canadian cattlemen, supporting their organizations' efforts to have the Canadian government maintain pressure on a Trump administration might help improve the future for all of us.

The Democrat candidate Hillary Clinton was a proponent of TPP as a part of the Obama administration when negotiations were wrapping up and Obama was pushing it. After completion, she said she didn't feel it met her standards. So it seems she could go either way. While as president she would have the same powers of withdrawal or tariff changes, she has not expressed the desire to abrogate past treaties as Trump has. 🇺🇸

Steve Dittmer is the CEO of Agribusiness Freedom Foundation, a non-profit group promoting free market principles throughout the food chain. He can be reached at steve@agfreedom.ag.



Dan Darling
is president
of the Canadian
Cattlemen's
Association

REASONS FOR OPTIMISM

If there was ever a time for optimism in the industry, it would have to be now. Positive developments in market access over the summer months are of practical as well as symbolic importance. Fully restored access to Mexico and the resumption of trade to Taiwan are important as every gain in market access supports competition for Canadian beef. These developments also mark the removal of some of the few remaining bovine spongiform encephalopathy (BSE) trade restrictions in the world, and that will help instil confidence in Canadian beef producers to grow their herds. I am confident this optimism will be palpable at the upcoming Canadian Beef Industry Conference in Calgary in August, and at the Canadian Cattlemen's Association (CCA) semi-annual meeting also being held there.

The Mexico announcement is the final step in normalizing the Canada-Mexico beef trade. Canadian officials had approved Mexico to export beef to Canada two years earlier. Prior to the October 1, 2016 implementation, a team of Mexican officials will visit Canadian beef-exporting facilities, likely this summer.

Currently, the most significant remaining BSE-related market restriction that CCA and the Government of Canada are continuing to work on is expansion of access in China to full under-30-month (UTM) from boneless UTM. In 2015, China became Canada's second-largest export market, up from fifth place in 2014. The value of Canadian beef exports to China more than doubled in 2015 and there is further potential once access is expanded.

These are important considerations for Canadian beef producers as they continue to make their individual production decisions. An additional consideration is the Verified Beef Production Plus (VBP+) program. Launched in June, VBP+ includes training and auditing for animal care, biosecurity and environmental stewardship along with on-farm food safety practices within the cow-calf and feedlot sectors. Through validating sustainable practices at the primary production level, VBP+ enables producers to publicly demonstrate their commitment to responsible stewardship of both cattle and resources.

While this program will help industry respond to future situations like we saw earlier this year with Earls, this is no flash-in-the-pan effort. VBP+ is an expansion of the original VBP program, which grew from its roots in the Quality Starts Here program, an educational initiative started by the CCA years ago to help the beef industry move toward the highest beef quality in the world. Work to expand the national program offering and enhance provincial delivery across all provinces was initiated in late 2013 to address growing consumer

demands for transparent, accountable, and sustainable beef production. VBP+ is operated by the Beef Cattle Research Council. Funds to develop and deliver VBP+ are provided through the Canadian Beef Cattle Check-off and the Government of Canada under Growing Forward 2's AgriMarketing Program — Assurance Systems stream.

Programs like VBP+ are about what producers can do to be more responsive to the future direction of the industry. I reiterated this message to participants attending the Beef Farmers of Ontario's Beef Youth Development Program in July. I discussed industry politics and opportunities, and underscored the need to embrace innovation and research for a viable industry going forward.

I was pleased to travel to Edmonton to address delegates at the Alberta Beef Producers semi-annual meeting. I met with Mexican President Enrique Peña Nieto in Ottawa, where he later announced that Mexico will fully reopen to Canadian beef in October. At a luncheon in the Parliament Building in honour of President Peña Nieto hosted by the Ministers of Finance, Foreign Affairs, International Trade, and Small Business and Tourism, I was fortunate to be seated with Minister Chrystia Freeland and several members of the Mexico delegation. Over a lunch of delicious Canadian striploin, the delegation shared its delight with increased access to Canadian beef, which is held in high regard in Mexico, and potential workforce opportunities at Canadian packing plants and on Canadian farms.

Of course, earlier this year I was in Brussels, Belgium with Minister Freeland as she promoted the benefits of the Comprehensive Economic and Trade Agreement (CETA) to the European Union (EU) Parliament's International Trade Committee meeting. In the uncertainty following the Brexit vote, the European Commission presented a formal proposal to the Council of the European Union (EU) to sign and conclude the CETA.

As I write this column, the commission had just pitched the proposal as a "mixed agreement," meaning the deal will need to be approved by each of the EU's 28 member parliaments. The proposal is thought to be the fastest way to get the CETA ratified amid uncertainty over the U.K.'s future in the EU. If, as expected, the council next meets in October, and if a consensus decision is attained from all 28 EU parliaments, it will be possible to provisionally apply CETA.

The Liberal government said it looks forward to signing CETA with its European partners this year and to its ratification in Canada and by the EU Parliament early next year. The CCA will continue its efforts to resolve long-standing technical trade barriers with the EU in the meantime. 🍷



VBP+ LAUNCH: NEW TOOLS FOR A NEW ERA

The key changes beef producers should know about

It's a powerful time in Canada's beef industry. Fuelled by consumer demand and the need to build programs that bridge trust, the industry is working to define a Canadian version of sustainable production.

The world is watching. Canada is a global leader. The Canadian Roundtable for Sustainable Beef (CRSB) has been set up to take the organizational lead. McDonald's picked Canada for its verified sustainable beef pilot project which wrapped up earlier in 2016.

The Verified Beef Production (VBP) program is a core part of this new effort. The program has been relaunched as VBP+, with new modules for biosecurity, animal care and environmental stewardship added to the original food safety mandate.

VBP+ ESSENTIALS

VBP+ is producers. Like the original program, VBP+ is built on being credible and practical, aiming to meet the needs of end-users. The goal is a workable format with the flexibility to meet evolving CRSB needs.

Here are the key things producers should know about VBP+:

New program, same fundamentals. VBP+ is built around respect for producers. Respect for what they are doing well already. Respect for the industry tools and programs that help make them successful. And respect for the fact that new programs have to be workable for producers or they simply won't have industry uptake.



The move to VBP+ offers producers a practical way to address sustainability at the farm and feedlot level.

Built on a solid foundation. VBP+ is built on successful programs that producers have helped design. The Beef Code of Practice in animal care was built by industry stakeholders, Environmental Farm Plans and national standards for biosecurity.

In addition VBP built in an internationally recognized method for certification and auditing systems known as ISO. This version adapted for primary production.

KEY RESOURCES AVAILABLE

While the fundamentals remain the same, this is a much more robust VBP program.

Several new key resources have been developed which will explain details critical to implementation. Online training will be available soon.

New supplemental manual. This core document outlines general information on the new program and shows requirements under each module.

VBP+ producer checklist. This handout is a quick overview of expected outcomes for cattle operations opting for the voluntary on-site audit option.

VBP+ pre-audit producer self-assessment. This handout is designed for producers to do their own self-assessment prior to the auditing process. It outlines key points under the new, expanded program modules. Producers complete and send to the provincial VBP+ co-ordinator.

The basics on VBP+ fact sheet. This is a first step in learning the new process. It covers the basics of the new program and gives contact points for VBP+ across Canada. Those already registered with the VBP on-farm food safety component can complete the new self-assessment and the new modules will be dovetailed into the existing annual assessment.

SAME TEAM

A new website <http://verifiedbeefproductionplus.com/> will be the hub of information. See the contact information for the experienced, qualified, knowledgeable VBP+ co-ordinators across Canada who are ready to help.

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FIGHTING AMR, A TRUE TEST OF HUMAN RESILIENCE

The ongoing explosion of antimicrobial-resistant infections continues to plague global health care. Our inability to mount significant countermeasures to resistance, while at the same time enduring the decline in research and development of new antibiotics creates a “perfect storm” and the fear we may be on final approach to a pre-antibiotic era of serious and uncontrollable infections in animals and man.

Despite rigorous public relations and lobbying by the medical community in North America for over 20 years, enactment of meaningful and robust legislation is just starting to emerge. In the meantime, microbial resistance grows, the antibiotic pipeline continues to diminish, and the majority of the public remains unaware of the crisis. The movement to control antimicrobial resistance is underfunded and resources are often applied in an unco-ordinated, often ineffectual manner. The misguided regulation of antibiotics in agriculture has undergone strict scrutiny and needed reform is just underway. Self-regulated control of antimicrobials in human medicine is also evolving. Prudent-use guidelines sprung from the recognition by veterinarians and physicians that solutions to AMR required more. Missing at the grassroots level is a common understanding of why change is needed in the first place and how individual responsibility will effect change.

Antimicrobial resistance has been under critical scrutiny by the scientific community for over two decades. In 2001, for instance, the Federal Interagency Task Force on Antimicrobial Resistance (U.S.) released the *Action Plan to Combat Antimicrobial Resistance*. The Infectious Diseases Society of America (IDSA) followed in 2004 with its own report, *Bad Bugs, No Drugs: As Antibiotic Discovery Stagnates, A Public Health Crisis Brews*, which proposed incentives to reinvigorate pharmaceutical investment in antibiotic research and development. Promising legislation addressing antimicrobial resistance was introduced in the 109th U.S. Congress (2006) and failed. In 2007 a group of distinguished scientists representing the Infectious Diseases Society of America published a report, *The Epidemic of Antibiotic-Resistant Infections: A Call to Action for the Medical Community*, but little became of it.

With few exceptions, professional organizations, producer groups and governments at all levels in North America and Europe took a cut at antimicrobial resistance/antimicrobial use (AMR/AMU). They respectfully filed their accusations and offered solutions. Most died on the table. Though some still question the significance of the issues involved, the pool of naysayers slowly withers. Unfortunately, today’s solutions become faint-hearted echoes tendered by prognosticators of the past, things like common sense practices that reduce antimicrobial demand, enhancing immunity and decreasing stress. More often than not, the wise and judicious retreat from the pressure to resolve problems and initiate action, glad they have miraculously supplied the grand solution, expecting different results though doing the same things.

Several watermarks of more recent vintage should pull the medical and veterinary medical communities out of the stall they experience in the search for answers, and spur both along with an accompanying host of regulatory agencies to take meaningful

action. For one, the animal food industry must move beyond its fixation that resistance is a function of food residues: no residues, no significant involvement in the antimicrobial issue problem. What often gets missed when promoting food quality is how far the bounds of antimicrobial use and resistance extend beyond basic meat and milk production. Often overlooked is the interaction between minute amounts of antimicrobials in soil, water, air, manure and waste that result in the genetic exchange between microorganisms that ultimately creates resistance. The theatre of plasmid transfer between micro-organisms leading to the emergence of resistance is global in nature.

An alarming new superbug gene that makes bacteria resistant to a last-resort antibiotic has been detected in Canada and the U.S. The gene, called MCR-1, produces an enzyme that makes bacteria invincible to colistin, a highly toxic antibiotic reserved for use when all other drugs have failed. Scientists in China first reported MCR-1 in November (2015) in common *E. coli* from meat, farm animals and a human patient. But the news that really sent a shudder through the scientific community was that MCR-1 is located on a plasmid, a free-floating snippet of DNA that bacteria easily share. The simple transfer spreads resistance to other organisms. The nightmare scenario is that MCR-1 can potentially spread to more virulent bacterial strains that carry resistance genes against other antimicrobials, thus creating a “pan-resistant” superbug capable of defeating every antibiotic in the medicine cabinet.

According to the Center for Disease Control and Prevention in the U.S., at least two million people are infected with antibiotic-resistant infections each year, 23,000 of whom die as a result.

Seagulls, birds with enormous “migratory reach,” heighten the risk of transferring genes like MCR-1 internationally. The authors of a new study published in the *Journal of Antimicrobial Chemotherapy* found highly drug-resistant *E. coli* in gull droppings.

A linkage between copper supplementation and colistin resistance has also been identified, implying that use of copper in animal husbandry may select for colistin resistance, even in the absence of colistin usage.

In October 2014, the Government of Canada released its report *Antimicrobial Resistance and Use in Canada: A Federal Framework for Action*. The framework outlines a co-ordinated, collaborative federal approach to responding to the threat of antimicrobial resistance. For the most part it mimics what was said in 2001 and now, as then, proactive steps languish in a world of missed target dates, underfunding and political somnolence. The World Economic Forum concluded in 2013 that the greatest risk to human health comes in the form of antibiotic-resistant bacteria. They recognized that humans live in a bacterial world where they will never stay ahead of the mutation curve. A test of human resilience is how far behind the curve we allow ourselves to fall. 🌸

Dr. Ron Clarke prepares this column on behalf of the Western Canadian Association of Bovine Practitioners. Suggestions for future articles can be sent to Canadian Cattlemen (gren@fbcpublishing.com) or WCABP (info@wcabp.com).

MARKETING CHALLENGES CONTINUE



Grilling season sizzle inevitably gives way to the dog days of summer, when Americans stay indoors and eat cold cuts rather than steaks. This means the live cattle and wholesale beef markets usually put in their summer lows in late July. As temperatures moderate, beef sales pick up and allow the cattle and beef markets to start to rally.

Last month looked like following this seasonal pattern (although this was written with two weeks of the month to go). The U.S. beef complex entered the month with the most positive supply-and-demand fundamentals in two years. Cattle feeders continued to sell cattle aggressively despite cash prices dropping to an average US\$116.74 per cwt (basis USDA's five-area steer price) the third week of June.

This initially looked like being the summer low. But the dysfunctional and extremely negative futures market dragged down cash prices the first two weeks of July, with second-week prices averaging US\$117.01. Prices were expected to decline below this, meaning a new summer low and possibly the weekly low for the year.

The latter possibility will depend on cattle feeders continuing to market aggressively. Selling cattle in a down market is

always challenging. It's doubly so in the face of a deeply discounted futures market. But U.S. cattle feeders kept their focus in June and July on staying "current" in their marketings, knowing they will have more cattle to sell the rest of this year than in the first half.

Interestingly however, USDA in July raised its forecast for 2016 beef production but left its forecasts for second-half live cattle prices unchanged from its June forecasts. Its new production forecast of 24.945 billion pounds was up 270M pounds from its June forecast and was up 5.3 per cent on 2015's 23.698 billion pounds. USDA's forecast though is as much as 150 million pounds higher than most analysts' forecasts.

Fed steer prices averaged US\$131.84 per cwt in the first quarter and US\$127.68 in the second, according to USDA. They will average US\$120-\$124 and US\$120-\$128 in the third and fourth quarters, respectively, it says. As for an annual price, USDA left that unchanged at US\$125-\$129. Notably, its second-half price forecasts were more than US\$10 per cwt above where the August, October and December futures settled on July 18. This suggests that USDA believes U.S. beef will continue to sell well at home and abroad and not push live cattle prices lower than it forecast in July.

Wholesale beef prices followed a similar trend in July. Retail beef sales in the week up to and over the July 4 holiday were better than last year. But boxed beef prices, led by the Choice cut-out, seasonally declined as the summer heat hit. USDA's weekly comprehensive cut-out (comprised of cuts, grinds and trim) by mid-July had declined nearly US\$10 per cwt from mid-June.

The silver lining though was that wholesale prices were 13.5 per cent lower than at the same time last year. That's despite beef production year to date being up only 3.8 per cent on the same period last year. The much lower prices have allowed retailers to feature beef more aggressively this year than last year. So the additional beef and cattle are clearing the market without a price collapse.

The lower prices have also allowed retailers to set even more aggressive beef features for August and into September. The U.S. live cattle and wholesale beef markets have had their share of challenges this year. But it's reassuring to see how Americans are responding positively to the lowest beef prices in grocery stores for several years. 🍁

A North American view of the meat industry. Steve Kay is publisher and editor of Cattle Buyers Weekly.

If it weren't for the messages from some of the leaders I connected with, I wouldn't have this clear vision nor the motivation to go after it. I can't thank you enough for that.

— Jen C., Ontario, AWC Delegate

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NewsRoundup

ASSOCIATIONS

Water, predators and treaties top concerns in B.C.

The British Columbia Cattlemen's Association came out in support of the proposed increase in the national checkoff from \$1 to \$2.50 per marketed head, as well as an increase in the provincial checkoff from \$2 to \$2.50 per head during the annual general meeting at Penticton in May, just as our last issue was going to print.

"Directors were able to get the information out to local and regional associations ahead of time, so there were a lot of good questions and discussion. It shows that members think we are doing a good job," says president Brian McKersie of Canal Flats, who took over from Lary Fossum of Dawson Creek.

Members were an agreeable group this year, carrying all but one of the resolutions; however, the province's new Water Sustainability Act cast a dark shadow over the education day part of the convention. BCCA has been lobbying on this issue since the 100-year-old Water Act came up for modernization in 2009 with little to show for it. Under the new act beef producers must complete a detailed online application to obtain a groundwater license for irrigation and livestock watering.

The online bit is an issue for those who don't have a high-speed connection or any Internet service, says McKersie who is one of those who must rely on his cellular service to access the Internet.

This was a hot issue when producers met the minister during Beef in B.C. Day at the legislature before their convention, and will likely remain so during McKersie's term as president.

Predation continues to be a big issue in B.C. and McKersie was pleased to report on the livestock protection program put in place on January 1. It provides wildlife specialists for verification and mitigation services to cattle and sheep producers for injury, harassment or death loss caused by wolves and coyotes. The province's conservation office will continue to handle problems caused by all other predators.

As of June, most of the province's First



British Columbia Cattlemen's Association board of directors. Back row (l. to r.) John Anderson (Merritt), Erin Durrell (Quesnel), Bob Storey (Smithers), Larry Rast (Creston), Grant Huffman (Williams Lake), Doug Fossen (Rock Creek), Leroy Peters (Heffley Creek). Front row (l. to r.): Mike McConnell (Dawson Creek), Duncan Barnett (150 Mile House), Brian McKersie (BCCA president, Canal Flats), Larry Garrett (BCCA vice-president, Vanderhoof), Linda Allison (Princeton), Renee Ardill (Fort St. John).

Nation bands had signed off on an agreement to establish the program because rising predation pressure continues to reduce big game numbers.

A resolution to lobby government to implement the Okanagan-Shuswap District Forage Supply Strategy province-wide received full support and could go a long way to helping big game populations rebound without raiding cattle feed supplies. The strategy involves seeding grass on Crown land for big game. For example, areas sown to orchardgrass in 1985 remain some of the most populated wintering sites for elk.

On the topic of First Nations relations, members voted in support of creating a position for a person to represent the interests of cattlemen and other stakeholders in future treaty negotiations following the process laid out in the Nenqay Deni Accord. This person would be responsible for gathering information independent of government on future treaty negotiations where the rights and interests of producers and other stakeholders are involved.

Members also directed the board to work with industry and the province to develop options for a vendor-security (patrons) fund for discussion at the association's 2017 annual meeting. They also want the board

to lobby for the appointment of two RCMP livestock investigators with knowledge of the beef industry. The lone RCMP livestock investigator in B.C. retired over a year ago.

A resolution to lobby for the right for producers to stay back to defend their own property in the event of wildfires and floods was also carried. Producers have machinery and irrigation equipment and would like to at least have the choice to stay home by signing waivers when an evacuation order is issued.

On top of the busy lobbying year in store, McKersie is hopeful that the association will be able to arrange a series of tech transfer events for producers, along the lines of those introduced last year.

"I am honoured to be asked to take on the role as president because it's nice to be able to contribute back to the industry. I enjoy the meetings and have learned a lot from anything I've attended," says McKersie, who has been a BCCA director on and off for the past 15 years and served as vice-president last year.

The board regularly meets face-to-face three times a year, and he'd like to try for at least one more meeting in addition to

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News Roundup

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conference calls at least once a month and the AGM.

He is grateful for his family and employees who help him run 350 cows in addition to a gravel firm. Son Cody takes care of the gravel business for the most part. His daughter Jesse is a registered nurse, but still finds time to look after the books and anything computer-related. She also helps out during calving beginning in March, branding and riding pastures. His parents, who moved the family from southern Alberta in 1963, are still on the ranch and help as they can, while his fiancée Campion, and family Behn and Julia, have been quick to learn the business. Rounding out the crew is a hired man to look after moving the irrigation wheels twice daily while McKersie takes care of the haying operations at home and about three hours away on land west of Calgary.

ENVIRONMENT Ambassadors for Greater sage-grouse

Miles and Sheri Anderson and family of Fir Mountain, Sask., are the recipients of The Environmental Stewardship Award (TESA) for Saskatchewan presented during the Saskatchewan Stock Growers Association's convention at Regina.

Robin Bloom, a wildlife biologist with Environment Canada who nominated the Andersons, acknowledged the family not only for facilitating one of the last remaining populations of Greater sage-grouse in Canada, but for facilitating research. The family's passion for what they do has led to rangeland people and government departments co-operating for the betterment of the birds and other at-risk species that co-exist on the ranch.

In 2011, funding became available to people who live on the land to find out what they do that attracts certain at-risk and threatened species.

Greater sage-grouse have been returning to the Anderson Ranch spring after spring, generation upon generation to mate, nest and rear their brood in a safe habitat. Nat-



Family members joined Miles and Sheri Anderson in accepting the Environmental Stewardship Award for Saskatchewan (l. to r.): Abel Goodwin, Rick Goodwin, Carlee Goodwin, Tori Knudson, Quinn Folk, Sheri Anderson, Anderson Goodwin and Miles Anderson. Missing are Kacy Lee Anderson, Keith Folk and Dallas Knudson.

urally, the Andersons were interested in co-operating on the project to learn more about this bird that has been as much a part of their native range as the cow herd.

Bloom, whose role has been to help measure the results, says there is a strong relationship between how the Andersons ranch and the appearance of the sage-grouse on their land.

In our March 2016 article "Ranching for beef and species-at-risk" Anderson



Canadian Young Speakers for Agriculture Competition

Join the young Canadians who are speaking up for agriculture.

Are you passionate about agriculture? Do you enjoy sharing your views with others? Join the upcoming Canadian Young Speakers for Agriculture competition.

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The 32nd annual Canadian Young Speakers for Agriculture competition takes place on **Saturday, November 5, 2016 at the Royal Agricultural Winter Fair in Toronto, Ontario.**

For competition rules, a list of speaking topics and accommodation assistance please visit www.cysa-joca.ca.

The application deadline is Sept. 30, 2016.



explained how a slow rotation across the range creates a patchwork of grazed and ungrazed areas. This provides a balance of the two habitats that the birds need in summer: patches of lightly grazed sagebrush that provides cover for nesting with nearby patches of heavier-grazed grass where the young chicks can find the food they need. Ant piles are a treasure trove of protein and moisture. Other insects and forbs complete the diet because Greater sage-grouse don't have gizzards to digest seeds.

"Our goal isn't just to grow lots of grass for cows, but to also have biodiversity, which is part of the reason the Greater sage-grouse are there," Anderson says. "The cows are a tool to create habitat and tweaking management can make it better for something other than cows."

Bloom credits the Andersons for the effort that was required to gain the trust and respect of Parks Canada officials. The family is now providing cows to graze on native grass across the fence in Grasslands National Park to try and create a more biodiverse habitat for Greater sage-grouse and other wildlife.

ASSOCIATIONS

SSGA elects another Jahnke as president

Shane Jahnke was raised by a huge extended family called the Saskatchewan Stock Growers Association (SSGA) and is very proud to carry on his family's tradition of providing a president every decade or so starting with his grandpa's brother-in-law in the '40s, his great-uncle Ben in the '50s, his grandpa in the '60s, his dad in the '80s, and his mom in 2003. Jahnke and his cousin Ben, are the fourth generation to carry on at Jahnke Ranches near Gouldtown, Sask.

Being a membership-based association Jahnke says the SSGA board will continue to build on the groundwork laid by Doug Gillespie to increase the membership and provide additional services to members. One strategy is to offer reduced youth membership fees to young ranchers that provide full voting privileges and mentorship opportunities for those who want to learn more about the beef industry and develop their leadership skills.

Applications for new mentorships are now being accepted.

Other initiatives undertaken during the past year to further strengthen SSGA's leadership included a governance workshop for the board, the hiring of a consultant to renew the governance manual, the creation of a director's code of ethics and the establishment of a process to evaluate the performance of board members and management.

Another priority area for the association is the five-year Species at Risk Partnership on Agricultural Lands announced in January. Environment Canada is providing \$2.58 million to develop and deliver pilot projects for unique habitat conservation strategies in southwest Saskatchewan that meet the needs of both ranchers and species-at-risk. Among the possibilities are results-based conservation agreements, term-limited conservation easements, grass banking, habitat management, restoration agreements, and niche product marketing.

The government/industry-supported South of the Divide Conservation Action Program Inc., will be assisting with this project.

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A few of the other files that SSGA board members will be getting involved with include livestock dealer regulations, the possible establishment of a producer assurance fund, consultations on proposed updates to the Provincial Lands Act, and discussions with Saskatchewan Crop Insurance Corporation (SCIC) about further improvements to forage insurance.

Next up, however, is a review of the provincial fuel tax exemption program. Stock grower members carried a resolution calling for the SSGA to lobby to retain the program on the grounds that the fuel eligible for the exemption is used in primary production not highway driving.

The Quill Lakes watershed in east-central Saskatchewan is another growing concern, literally, with water draining in and no way out. Mile upon mile of once-pro-



Saskatchewan Stock Growers Association board of directors. Back row (l. to r.): Chad MacPherson (general manager), Henry McCarthy, Joe Gilchrist, Jack Ford, Lee Sexton, Norm Nordgulen, Glen Elford, Jeff Yorga, Keith Day, Paula Larson, Calvin Gavelin Laird Senft. Front row (l. to r.): Roy Rutledge, Stephanie Deg, Bill Huber, Shane Jahnke, Doug Gillespie, Kelcy Elford, Robin Wiggins. Missing: Rod Gamble, Brent Griffin, Kimberly Simpson, Kelly Williamson, Gerald Duckworth, Donnie Peacock, Jerry Chanig, Barry Olney.

ductive cropland, pasture and hayland are now lake bottom, yet landowners are still required to pay taxes and lease fees on that land. Members asked the SSGA to lobby for a review of taxation and fee assessment policies on agricultural land taken out of production by large-scale flooding.

On the other end of the spectrum,

members carried a resolution to lobby the province and SCIC to offer fire insurance coverage for grass.

Members also want the organization to press industry leadership regarding the need for research on carbon sequestration opportunities for grasslands and cattle grazing, as well as to hasten the



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This year's conference featured two respected speakers on animal handling: Dr. Karen Schwartzkopf-Genswein from the Lethbridge Research Centre with a presentation on new findings related to the transport of cattle, and Dr. Temple Grandin, who also gave a special public presentation about autism the evening before the conference co-sponsored by the Autism Resource Centre.

Tying the discussions over the two days together, Jahnke said that while animal care and the environment are often hotly debated on social media today, neither are new topics to beef producers. Generations of beef producers have worked hard day in and day out for more than a century caring for their land and their animals because these are the foundation of their livelihoods. Research will continue to reveal new insights with time but animal care and environmental stewardship will always be top priorities for beef producers.

Jahnke said he is fortunate that his parents, uncles, aunts and the generations before them were able to take Jahnke

Ranches to where it is today. His dad always told him that the cows had to work for them, not the other way around, so it's now up to him and his cousin to continue to provide what the cows need to do their best work. They will do that by maintaining productivity of native grass pastures, calving on pasture, and using proven vaccination programs for the cows and calves before selling them directly off the ranch. Jahnke's commitment to health care is further confirmed by his off-farm position as a representative for Vetuquinol Canada.

Visit www.skstockgrowers.com for more on the conference presentations.

MARKETING

AgriClear adds to its services

AgriClear, the online platform for selling and buying cattle across Canada and the U.S., has upgraded its service.

"The initial registration has been simplified and banking information is no longer required to create or negotiate a listing, explains AgriClear vice-president and founding partner David Moss. "We have also

added the ability for producers to work with a licensed independent seller representative to help price, estimate weight and describe their cattle and we are looking to add more representatives across both countries."

Since it was launched last year AgriClear has formed marketing alliances with several industry partners such as the Canadian Beef Breeds Council and Nebraska Sandhills Cattle Association.

AgriClear is not an online auction. Rather, it is an online platform where buyers and sellers negotiate sales day or night where the payment is assured by a US\$9 million bond taken out by Toronto-based TMX Group. All payments are settled through TMX Group's subsidiary, NGX, a natural gas and electricity clearinghouse based in Calgary and Houston. Sale proceeds are held in trust and payment is released by electronic deposit into the seller's account as soon as the cattle have been delivered and the buyer confirms that they meet contract specs.

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News Roundup

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tronic reports on offers, counter-offers, and the next steps in the process. The identities of both parties and contact information are provided when a deal is created, allowing the parties to negotiate details such as slide, shrink, delivery and weigh conditions.

As far as the technology and clearing-house functions go, everything is working smoothly, according to Moss.

To upgrade the service they've added videos and tip sheets to the platform demonstrating the ins and outs of creating an attractive listing of the cattle using photos and video.

They've also added to their customer support team because many producers wanted some one-on-one help with postings and conducting transactions, particularly with cross-border sales, especially the first time around. They now have just

shy of 20 people sprinkled across both countries.

That was one area that Hugh Skocdopole of Titan Livestock Inc. in Edmonton thought AgriClear could improve on after he purchased a set of feeder cattle through the system last fall. Everything went smoothly until it was realized that no one had arranged for the brand inspection.

"Buyers and sellers are supposed to work out these kinds of details, but it's not a good situation if things get overlooked."

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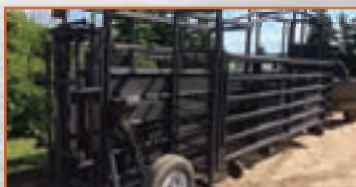
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News Roundup

Continued from page 44

AgriClear could use a system or checklist overseeing logistics to make sure all of the steps have been taken," he suggests.

"AgriClear has its place. It's a nice fit for marketing breeding stock," he says based on his experience purchasing a bull through AgriClear.

"When bidding on feeder cattle, the length of the time lapse when negotiating a contract could cause issues for time-sensitive bids. If it's evening before a seller checks for messages, it will be too late for buyers who base their bids on that day's cattle futures prices. The security and payment end is a strength. Sellers are assured of payment and buyers have assurance knowing their payment won't be released until the cattle have been delivered and okayed for quality," Skocdopole adds.

Stan Cichon and family run a purebred



ANSWER OUR SURVEY — and have a go at winning one of our caps

We have a goal to be the best beef cattle magazine in the business. But we need your help. If you could just fill in this survey and return it to me, you would be helping us set the future editorial direction for CANADIAN CATTLEMEN. All you have to do is tell me what you like about the magazine, and what you don't like. There's also some space for you to tell us what you would like to see in future issues.

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☐ I'm ranching or farming

Enterprise	# of head
Total beef cattle	
Yearlings on feed/pasture	
Registered cows	
Fed cattle (sold yearly)	
Commercial cows	
Horses	
Calves on feed/pasture	
Other livestock	

☐ I no longer take an active part in farming

If not an owner/operator of a farm, are you:

☐ In agribusiness (bank, elevator, ag supplies, etc.)

☐ Other (please specify) _____

My approximate age is:

☐ a) Under 35 ☐ b) 36 to 44 ☐ c) 45 to 54

☐ d) 55 to 64 ☐ e) 65 or over

What do you think of: On a scale of 1 to 5, how do you and your family like these features?

5 — I *always* watch for it; let's see more of it

4 — I *regularly* read it and like it

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Regular Columns	5	4	3	2	1
Free Market Reflections					
Prime Cuts					
CCA Reports					
News Roundup					
Purely Purebred					
The Markets					
Regular Columns	5	4	3	2	1
Market Talk					
Sales and Events					
Special features	5	4	3	2	1
Calving Issue (Jan.)					
Custom Feedlot Guide (Sep.)					
Stock Buyers' Guide (Aug.)					
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Beef Watch (May & Nov.)					

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Simmental operation, Wells' Crossing Cattle Co., near Sundre, Alta., and listed all of their bull offerings on AgriClear this spring.

He was attracted by the fact the payment is assured, as that's been a given with the marketing methods they've used in the past. AgriClear's market reach across Canada and the U.S., low cost, convenience and service — walking him through the process — were other standouts in his mind.

"Pictures and videos of the bulls in their natural environment, pedigrees and anything a buyer would want to know about a purebred bull can be included and it didn't cost anything until an animal was sold. The selling cost to me is reduced, so I can afford to sell to my customers at a lower price. It's a win-win," Cichon says.

The costs of putting on a sale, transporting and looking after animals for a couple of days at the sale venue are eliminated, the cattle aren't stressed, and buyers aren't under the pressure of an auction ring.

"Young folks love it. Older folks find the technology a bit intimidating, but I'm older and I'm learning because I think

using the Internet is really the wave of the future," he says. "The one thing missing is the social dimension, but we will find a way to show our appreciation because it's personally important to us to connect with people."

For more information, visit agriclear.com or call 1-844-AGRICLR (247-4257).

HEALTH

Antibiotic alternative approved for sale

Canadian Food Inspection Agency (CFIA) has approved the sale of a cattle immunotherapeutic — Amplimune made by NovaVive Inc., a Canadian immunobiology company.

Amplimune is claimed to reduce the clinical signs and mortality associated with E. coli K99 diarrhea in neonatal calves. The product is an emulsion of mycobacterium cell wall fractions that enhances immunity to fight bacterial infections without the use of antibiotics. The product can be administered by intravenous, intramuscular or subcutaneous injection.

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■ As the World Angus Forum 2017 rapidly approaches less than a year from now, I had a chance to visit with Angela McGregor at the Canadian Angus Association's annual meeting in Quebec City and find out about their farming operation and what's in store for us at the upcoming forum. McGregor is part of the forum's organizing committee as well as an Angus breeder herself. She and her partner Charles, along with family members William and Amy run Newcairnie Farms, a 200-head purebred Aberdeen Angus herd near Aberdeen in the northeast area of Scotland. This herd is run on 180 acres using rotational grazing. Generally 90 head is grazed on 20- to 25-acre paddocks and moved every two weeks. As well they harvest grass silage at eight to 12 tons/acre off of these same acres, which supports the fertility and abundant rainfall prevalent in the U.K.

What's interesting is that the fat cattle sold, are sold as bulls or bullocks instead of castrated steers, as we do in Canada. All bulls are fed the same ration consisting of potatoes, barley and draff plus protein with the best bulls being selected as breeding stock at about one year of age. Draff would be our equivalent to dried distillers grain (DDG) as it's made from residues of husks used in the fermentation of grain for brewing. All are weighed and scanned through Breedplan with the registered bulls also being DNA tested. Demand has been strong for Angus heifers from the U.K. into Europe including Germany, Estonia, Spain and Lithuania. Europe is looking at building their Angus herds to reduce the import of South American beef, working on becoming self-sufficient. They use moderate framed bulls to produce the cattle that works best for them in their environment and are excited about the genetic potential for newer Canadian genetics in the U.K.

Finding out from McGregor on how well Angus genetics work in Europe and U.K. is one of the reasons World Angus Forum 2017 is being held in the United Kingdom. The theme is "From Consumption to Consumer" and the aim is to bring some of the most progressive minds and leaders in farming and cattle breeding together to challenge and build a sustainable future for generations to come, while looking at the entire supply chain. Besides learning and networking, there will be plenty of tours in Ireland, England and Scotland, as part of Forum 2017.

You'll be able to visit many prominent Angus herds including the Rosemead herd in England, Ballindaloch herd in Scotland and Gigginstown herd in Ireland as well as national cattle shows including the Royal Highland Show and much more. For all the Junior Angus members, there is a youth component with teams of four ranging from ages 18 to 25 competing from around the world in a week-long series of events finishing at Netherton/HW Angus on July 2. The dates are June 16-July 2, 2017.

The committee has been working hard on World Angus Forum 2017 and as Johnny Mackey, head of the Aberdeen Angus Cattle Society says, "The last time we hosted the Forum was 1977 and you don't want to wait another 40 years to have World Angus Forum come home to the birthplace of the Angus breed, Scotland, and not be a part of it." For more information, check out www.worldangusforum2017.com.

■ The Canadian Charolais Association held its 57th Annual General Meeting in Edmonton, at the Hilton Garden Inn West Edmonton on June 18 in conjunction with the Alberta Charolais Association's Breeder Tour. It takes a village to host breeder tours and meetings and the outstanding support from the membership was much appreciated — everyone from babies to grandparents were in attendance from P.E.I. through to British Columbia. Many thanks to the ACA and to Johnson Charolais, Wrangler Charolais, KAY-R Charolais and Circle Cee for graciously receiving us at their operations.

■ The Canadian Charolais Association re-elected Brian Coughlin of Cobden, Ont., as its president and welcomed new board members Mathieu Palerme of Gatineau, Que., and Allan Marshall of Red Deer County, Alta., in place of retiring directors Bernard Begin of Ste-Marie, Que., and Rod McLeod of Rocky View County, Alta. The new board of directors are: Brian Coughlin, Cobden, Ont., president; Andre Stepler, Miami, Man., first vice-president; Darwin Rosso, Moose Jaw, Sask., second vice-president; Brent Saunders, Markdale, Ont., past president; Ricky Milton, Cornwall, P.E.I.; Mathieu Palerme, Gatineau, Que.; Mike Elder, Coronach, Sask.; Kasey Phillips, Washtenau, Alta.; Travis Foot, Esther, Alta.; Allan Marshall, Red Deer County, Alta.



Michaela Chalmers



Ryan Currie



Shawn Birmingham

■ Michaela Chalmers of Oro-Medonte, Ont., has been selected the 2016 Robert C. McHaffie Junior Ambassador for the Canadian Angus Association (CAA). She is currently working toward an honors bachelor of science in animal biology at the University of Guelph, while remaining involved in her family's operation, JPD Angus. She has served as president of the Ontario Junior Angus Association and is currently a director of the Canadian Junior Angus Association.

Other junior award winners announced at the CAA annual meeting in Quebec earlier in the year are Junior Stockman for the year, Maguire Blair of Drake, Sask., and 2016 Outstanding Young Angus Breeders Award winners, Ryan Currie of Bristol, Que. and Shawn Birmingham of Brandon, Man.



Garth Rancier



Chris Sargent



Mandeja Sargent

■ The Alberta Simmental Association (ASA) has named Rancier Farms as its 2016 Alberta Simmental Ambassador herd. Their operation consists of a black-based cow herd consisting of Black and Red purebred and percentage Simmental cows and a grain operation located at Killam in central Alberta.

Rodney and Sandra Sargent along with their son Chris, his wife Mandeja and their kids Telcan, Kylie and Iliza of Sargent Farms, is the ASA commercial breeder of the year. They run 400 Simmental X Charolais cows at Mirror, Alta., and have been using Simmental bulls for the past 20 years.

■ Generous donors bid heartily to raise \$172,075 during the fifth annual Canadian Angus Foundation (CAF) "Building the Legacy" fundraiser auction during the Canadian Angus National Convention in Quebec City. Billy Estrada, president of the Mexican Angus Association, purchased two genetic lots. James Arnott of Coul Angus in Scotland purchased a needlepoint of the bull Canadian Colossal, handcrafted by former CEO Doug Fee's wife Kathy. The highest selling item was the pick of the 2016-born heifer calves from Johnson Livestock of Peebles, Sask., purchased for \$13,000 by Allandale Angus of Vermilion, Alta.



David Sibbald

■ David Sibbald of Calgary became the president of the Canadian Angus Association at the group's annual meeting. Tammi Ribey of Paisley, Ont., moves to past president and Brett Wildman of Sangudo, Alta., was elected president elect. Sibbald, his wife Mary Beth and sons Dylan and Adam operate SSS Red Angus, which was established in 1972. He is a fifth-generation rancher and also first vice-president of the Calgary Stampede.

Wildman is the third member of his family to serve on the Canadian Angus Association executive. His father David was president in 1990 and his brother Kirk held the same position in 2010. Brett owns and operates Wildman Livestock with his wife Traci and their daughter Paige in Sangudo, Alta.



Nathan Marin

■ In other news from the Canadian Angus Association's 110th annual meeting, the breed established a New Generation Breeder Development program run by part-time director, Nathan Marin of Radville, Sask. The program is aimed at Canadian Angus members under 40 years of age or in their first five years of membership in the association.

CEO Rob Smith also launched a new business development team for the breed, which replaces the old field services structure. The business development team consists of Brian Good, senior director of business development B.C. and Alberta;

Continued on page 50

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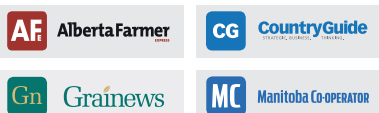
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Continued from page 49

Bob Toner, director of business development Saskatchewan and Manitoba; and Cheryl Hazenberg, director of business development, Eastern Canada. Good and Hazenberg are long-time CAA staff members and Toner is a new employee. As a group they will offer support to members with a focus on member recruitment and retention, and efficient member services, as well as co-operation with partners and industry.

Finally, the CAA announced its long-awaited Commercial Angus Identification and Performance Program. CAIPP is an initiative based on the Angus Tag program to provide pedigree and performance data to commercial producers to aid in making selection decisions and marketing their cattle. It enables producers to record pedigree and performance information on crossbred cattle and record feeder calf performance at the farm, feedlot, and packing plant. Producers will have access to parent verification, animal records, performance endorsements, a sire summary, and in-herd indexes of calves.

Tag users will also be able to record growth rates on the farm and in the feedlot, as well as carcass quality. CAIPP provides a linkage from the purebred breeder to the commercial cattlemen, feedlots and the packing plant.

For more info contact Taylor Isley at tisley@cdnangus.ca or 1-888-571-3580.

■ The Canadian Simmental Association would like to remind breeders that the CSA has re-aligned their EPD's with those of the American Simmental Association through a joint North American evaluation. Simmental EPDs are now directly comparable between countries. Check out www.simmental.com/resource for more information.

■ A delegation from the Canadian Hereford Association attended the 17th World Hereford Conference held in Montevideo, Uruguay, April 18-25, 2016. The group included CHA executive director Stephen Scott, CHA president Daryl Kirton and CJHA president Cassandra Gorrill. Joining them were former CHA GM Gordon Stephenson and several producers from across Canada — Ellen and Ben-



World Hereford delegates.

net Crane from P.E.I., John Vancise from Ontario, Frances and Sherry Leachman from Saskatchewan, Jay Cross and Andy Schuepbach from Alberta, along with British Columbia breeders Trevor and Janice Tapp, Don and Leslie Richardson, and Phil and Catherine Brown.

Despite torrential rainfall (40 inches!) delegates were treated to Uruguayan hospitality and Hereford cattle during pre- and post-conference tours. The conference featured talks on genomics, feed efficiency and marketing.

The World Hereford Conference is held every four years in different host countries belonging to the World Hereford Council. These events are attended by Hereford cattle breeders from across the world, and provide a platform for the promotion of the Hereford breed. 🇺🇷

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TheMarkets

FED CATTLE

Spot-traded cattle are experiencing losses near \$350/head as we enter the season when fed cattle generally post seasonal lows. At press time, fed steers averaged \$144.94/cwt, about \$2/cwt above the low posted just four weeks before, but still \$38.19/cwt better than last year. Larger carcass weights, larger cattle-on-feed numbers and low futures prices weigh heavily on this market. Still, the strong fed basis, -4.89/cwt at this writing, is saying sell.

Alberta and Saskatchewan July 1 cattle-on-feed numbers were up a bit at 752,484 head, but the spread over last year's numbers has now shrunk to just 2,300 head.

Fed slaughter was still running above a year ago in mid-July, with steers up five per cent at 720,340 head, and heifers down four per cent at 411,247 head. Heifer placements have been rising in recent months so their share of the kill is expected to increase toward the end of the year. Carcass weights continue to climb to an average 896 lbs. in mid-July. Steers are up 28 lbs. on average. Fed exports are also up, by 44 per cent, to 159,239 head.

FEEDER CATTLE

Despite the very small volumes this summer, feeder prices continue to slide. Alberta 550-lb. steers averaged \$207.33/cwt in mid-July, down \$114 from last year. Low feeder cattle futures and losses in the finishing sector have lessened buyer interest leading to lower 850-lb. steer prices through the past few weeks. Currently 850-lb. feeder steers are \$174.38/cwt, down \$82/cwt from 2015.

The feeder basis is narrow, at just -\$1.56/cwt, compared to -16.94/cwt last year. Even with the

Canadian dollar averaging five cents weaker, feeder cattle exports are down. The basis and demand from local feedlots has kept more feeder cattle north of the border with just 138,898 head heading to the U.S. at last count, a reduction of 38 per cent from last year.

NON-FED CATTLE

At the start of July, cow prices sank to \$90.49/cwt, the annual low to date and lowest price since February 2014. By mid-month they clawed back to \$98.69/cwt, which was still \$38.48/cwt under a year ago. Larger cow slaughter is one factor; the kill is up nine per cent at 207,332 head. But positive packer margins and increased fed slaughter seems to have dulled local packer demand for non-fed cattle.

Historically, Canadian cows trade under the U.S. slaughter cow market. However, in 2015 and most of 2016, Canadian cows traded at a premium to the U.S., up until the last few weeks when the Canadian market flipped back into a discount position to the U.S. Even though Canadian D1,2 cow prices have averaged higher than the U.S. for much of 2016, our exports of cows are still up seven per cent to date at 106,375 head.

Bull prices have also been under pressure throughout the summer but have rebounded by more than \$5/cwt in the past few weeks. The current butcher bull price is \$122.55/cwt. Bull exports to date are down 28 per cent to 26,824 head, while bull slaughter in Canada is up 36 per cent at 6,392 head.

Debbie McMillin is a market analyst who ranches at Hanna, Alta.

▶ DEB'S OUTLOOK

FED CATTLE

North American market fundamentals heading toward fall are positive. Cattle have been moving and feedlots are current. Market-ready supplies are large but manageable and demand has been solid. Locally, an increased number of heifers placed against the fall should lighten carcass weights, and demand generally picks up heading into the later part of the year. The challenge for fed prices continues to be live cattle futures. Until the futures can find a bottom the fed price will continue to be volatile. The third quarter may be a struggle but demand and usage should improve in the fourth quarter leading to a seasonal upswing.

FEEDER CATTLE

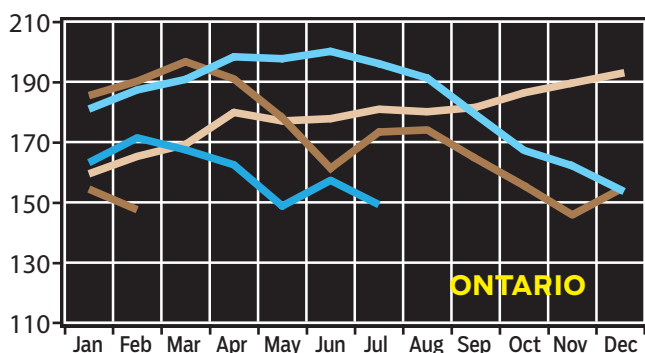
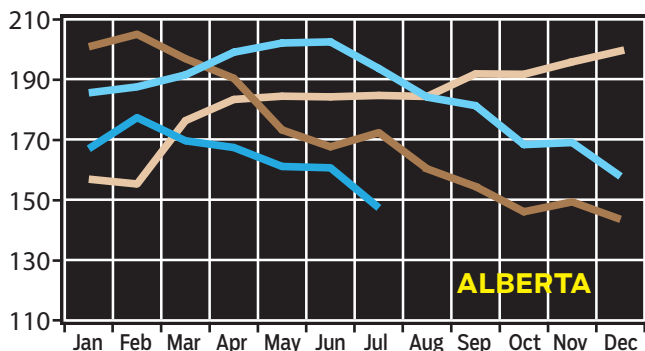
Currently crops in many areas are good hinting at lower costs of gain, which favours fall calf prices. With recent rains in the Prairies extended grazing may delay the fall run of calves. Typically, this is a time of strength for the yearlings; however, current low cattle futures don't offer much room for hedging the risk, putting pressure on the seasonal norm. Feeder prices are expected to remain under pressure as we head into the fall run as battered feedlots will be cautious about filling pens until the market offers some risk management opportunities.

NON-FED CATTLE

Cows held through July due to lower prices should start coming to market in August pushing volumes up, although some culling decisions may be put off thanks to fall rains in many areas. Beef demand usually improves in the fall as families get back to their regular routines, while exports will put a floor under the non-fed market moving forward. In short, cow prices will face seasonal pressure through the fall run but generally rally into the fourth quarter.

More markets ▶

Break-even Prices on A-Grade Steers



Canfax weighted average price on A-Grade steers

2016 ■
2015 ■

Break-even price for steers on date sold

2016-17 ■
2015 ■

July 2016 prices*

Alberta

Yearling steers (850 lb.)	\$172.13/cwt
Barley	4.49/bu.
Barley silage	56.13/ton
Cost of gain (feed)	69.11/cwt
Cost of gain (all costs)	99.21/cwt
Fed steers	147.29/cwt
Break-even (December 2016)	143.48/cwt

Ontario

Yearling steers (850 lb.)	\$169.67/cwt
Corn silage	43.20/ton
Grain corn	5.15/bu.
Cost of gain (feed)	80.89/cwt
Cost of gain (all costs)	114.41/cwt
Fed steers	149.23/cwt
Break-even (January 2017)	147.56/cwt

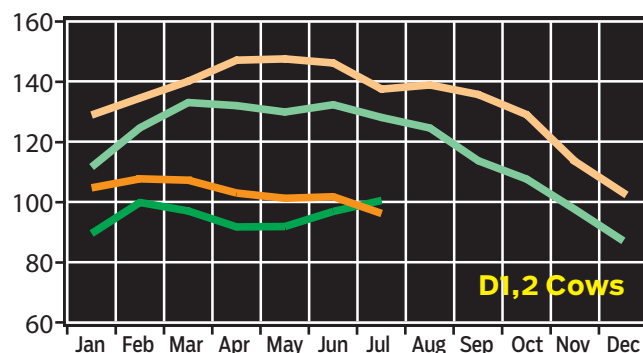
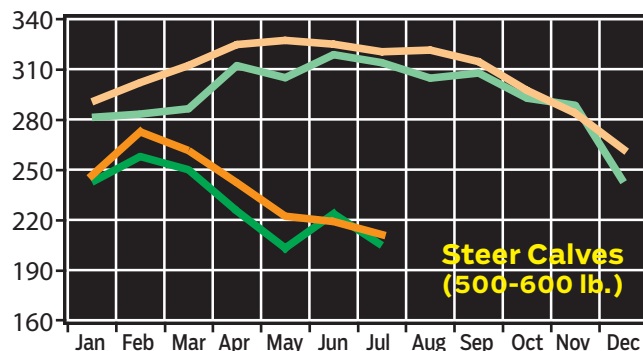
*Mid-month to mid-month prices

Breakevens

East: end wt 1,450, 183 days

West end wt 1,325 lb., 125 days

Market Prices



Ontario

2016 ■
2015 ■

Ontario prices based on a 50/50 east/west mix

Alberta

2016 ■
2015 ■

Market Summary (to July 2, 2016)

	2016	2015
Total Canadian federally inspected slaughter	1,242,781	1,213,952
Average steer carcass weight	917 lb.	869 lb.
Total U.S. slaughter	15,245,000	14,821,000

TRADE SUMMARY

	2016	2015
EXPORTS		
Fed cattle to U.S. (to June 25)	150,004	104,049
Feeder cattle and calves to U.S. (to June 25)	137,437	219,384
Dressed beef to U.S. (to May)	233.60 mil.lbs	212.42 mil.lbs
Total dressed beef (to May)	304.45 mil.lbs	280.69 mil.lbs
IMPORTS		
Slaughter cattle from U.S. (to May)	0	0
*Dressed beef from U.S. (to May)	98.34 mil.lbs	104.53 mil.lbs
*Dressed beef from Australia (to May)	39.52 mil.lbs	37.10 mil.lbs
*Dressed beef from New Zealand (to May)	20.67 mil.lbs	22.82 mil.lbs
*Dressed beef from Uruguay (to May)	22.37 mil.lbs	24.35 mil.lbs

Canadian Grades (to July 23, 2016)

% of A grades	+59%	54-58%	-53%	Yield
AAA	19.0	23.2	20.6	62.8
AA	19.4	8.8	3.5	31.7
A	1.3	0.2	0.0	1.5
Prime	0.3	0.7	1.7	2.7
Total	40.0	32.9	25.8	
				Total A grade 98.7%
				% carcass basis
				81.4%
				89.7%

Only federally inspected plants



UNDERSTANDING MARKETS

Whenever I provide a market outlook for a producer group or convention related to beef production, I always start off by asking how many producers subscribe to market information. Inevitably, maybe three or four hands go up. The market outlook is always the last topic of discussion at the convention and needless to say, given a back seat to other areas of new information regarding production practices or policy implications.

We've seen historically large changes in the markets over the past couple of years which have caused significant changes in the balance sheet of most cattle producers; however, this hasn't changed the attitude towards market analysis. Instead of trying to understand the fundamentals of the market, most people involved look for some factor to blame for the downward price action. Instead of taking responsibility for their lack of knowledge on the market, absurd factors are brought into the forefront. For example, I read an article about speculative-type trading on the cattle futures. Interesting to note that no one complained about speculative activity when the market was rallying to all-time highs.

Last fall when feeder cattle prices in Western Canada were trading near record highs, I received many inquiries from backgrounding operators and finishing feedlots about the market structure. For example, one producer using the price insurance program stated it would cost \$80 per head to lock in a \$200-per-head loss. What should I do? The answer is quite logical. Despite my comments about stagnating demand and growing beef supplies, not one producer took my advice to hold off from making purchases. I came up with the three most common responses from producers.

1. My cattle buyer says I have to start buying now. (This should be a red flag in itself!)
2. Everyone else is buying so I also have to buy feeder cattle now. (If everyone jumps off a cliff, are you following?)
3. I've been buying calves in the fall for 20 years and I'm not changing my program. (Are you a robot?)

My ending comment was, "why are you calling me if you don't want to follow the advice." This may sound a bit harsh but I'm not a counselling comfort call centre.

The cattle cycle moves through expansion and contraction phases. These decisions by cow-calf producers to expand or liquidate the cow herd are a delayed response to changes in beef demand. Beef demand is directly related to the economic situation in North America due to consumer spending. Beef is not like chicken or pork because a large portion of the carcass is consumed by people making average to above-average incomes.

For example, in January of 2010, I was asked to speak at a producer meeting where all types of ideas were being discussed to increase calf prices, including supply management. You can imagine the desperation. I couldn't attend the meeting, but I wrote the group a paper stating that the economy was turning around and by January of 2011, the group will forget it ever had this meeting. Unemployment rates had peaked and were starting to improve while consumer confidence was coming off the lows. The beef herd would probably continue to contract. Growing economy and contracting beef herd, perfect conditions for a rising market.

In June of 2015, I spoke at the Canadian Livestock Auctioneers Association Annual Convention in Winnipeg. At that time I showed data that stated prices have peaked or are near the highs. The timing was impeccable because that was the exact high for fed cattle prices. Unemployment rates were under the long-term average; consumer confidence was at a high and beef production was starting to increase over year-ago levels. Short-term beef demand is rather inelastic, a small change in supply can create a large change in price.

In Canada we have supply management for poultry but in the U.S., poultry is quickest to respond to changes in the market. Pork is second while beef is last. It takes a long time for beef production to expand or contract. For example, during expansion, we first see the cow slaughter drop. We then see heifer retention followed by increased calf numbers. It takes five to 12 months for the calves to come onto the market and then a certain amount of time for feeding.

When the beef complex is expanding and supplies are growing, the futures market anticipates the increased beef supplies. The deferred futures trade at discount to the nearby months. This makes it almost impossible to hedge feeder or fat cattle at profitable levels. The opposite occurs when beef supplies are contracting. The futures market often incorporates a risk premium due to the uncertainty in beef production.

In conclusion, market forecasts may not always be correct but at least producers are aware of the risks. Producers should know that markets work, moving up and down according to supply-and-demand factors. 🌟

Jerry Klassen manages the Canadian office of Swiss-based grain trader GAP SA Grains and Produits Ltd., and is president and founder of Resilient Capital specializing in proprietary commodity futures trading and market analysis. He owns farmland in Manitoba and Saskatchewan but grew up on a mixed farm feedlot operation in southern Alberta. He can be reached at 204-504-8339.

Sales & Events

EVENTS

AUGUST

- 14-16 AJAA Junior Show, Bashaw, Alta.
- 18 Middlesex Cattlemen's Association annual barbeque, Poplar Hill, Ont.
- 20 4-H Saskatchewan Centennial Rallies, North Battleford, Prince Albert, Swift Current, Weyburn
- 21-28 International Limousin Congress, Ireland
- 22-27 World Simmental-Fleckvieh Congress, Poland
- 23 Carcass 101, University of Guelph, Guelph, Ont.
- 24 Carcass 201, University of Guelph, Guelph, Ont.
- 30-Oct. 2 Olds Fall Classic, Olds, Alta.

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SEPTEMBER

- 2 Expo de Brome Show, Brome, Que.
- 7-8 Ontario's 9th Annual Cow-Calf Roadshow
- 13-15 Canada's Outdoor Farm Show, Woodstock, Ont.
- 20-24 International Plowing Match and Rural Expo, Harriston, Ont.
- 23-25 Maritime YCSA Classic, Windsor, N.S.
- 24 Pacific Invitational All Breeds Female Sale, Williams Lake, B.C.

OCTOBER

- 3-4 Advancing Women Conference, Fairmont Royal York Hotel, Toronto, Ont.
- 7-9 Expo — Beef, Victoriaville, Que.
- 10-15 II Congreso Simmental Simbrah de Las Américas 2016, Guadalajara, Mexico
- 13 ALMA's final FutureFare, Delta Edmonton South Hotel and Conference Centre, Edmonton, Alta.
- 14 Lone Pine Cattle — Hereford Harvest Sale, Vibank, Sask.
- 15-22 NILE, Billings, Montana
- 27-29 Manitoba Ag Ex Livestock Show, Brandon, Man.
- 29 Edam Fall Fair Commercial Cattle Show, Edam, Sask.

NOVEMBER

- 1-18 NA International Livestock Show, Louisville, Kentucky
- 2-3 Traceability Symposium 2016, Coast Plaza Hotel and Conference Centre, Calgary, Alta.
- 2-5 Lloydminster Stockade Roundup, Lloydminster, Sask.
- 4-13 Royal Agricultural Winter Fair, Toronto, Ont.
- 5 32nd Annual Canadian Young Speakers for Agriculture Competition, Royal Agricultural Winter Fair, Toronto, Ont.
- 9-13 Farmfair International, Edmonton Expo Centre, Edmonton, Alta.
- 15-17 Canadian Forage & Grassland Conference, Winnipeg, Man.
- 21-26 Canadian Western Agribition, Regina, Sask.

FEBRUARY 2017

- 22-23 Beef Farmers of Ontario annual meeting, International Plaza Hotel, Toronto, Ont. 🍁

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