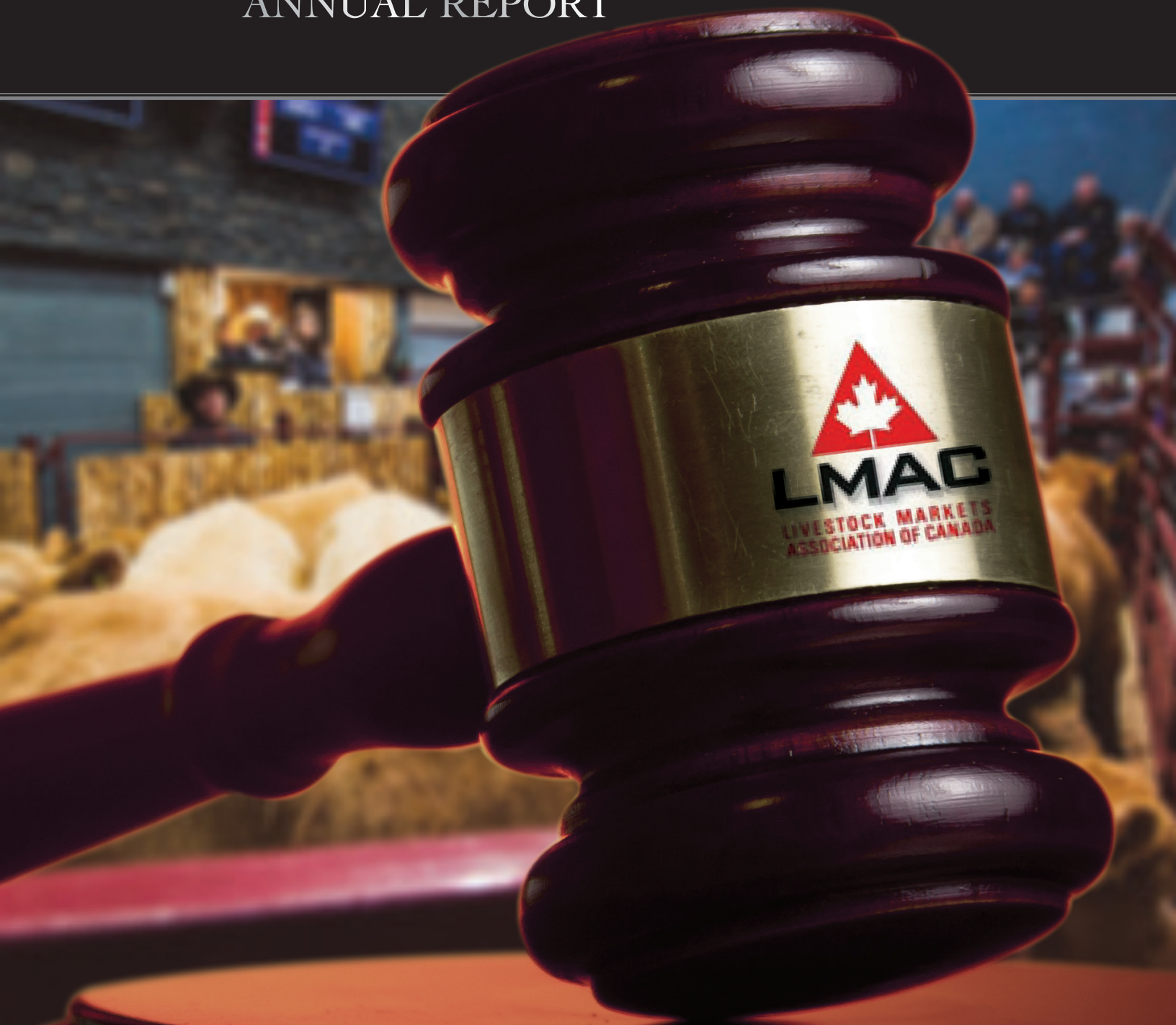




# 2021-2022

## ANNUAL REPORT



## LMAC PRESIDENTS 1979–2023

|                             |                              |
|-----------------------------|------------------------------|
| January 2021-2023 . . . . . | Brock Taylor, Reston, MB     |
| June 2017-2019 . . . . .    | Rob Bergevin, Stavelly, AB   |
| June 2015-2017 . . . . .    | Scott Anderson, Winnipeg, MB |
| June 2013-2014 . . . . .    | Ken Perlich, Lethbridge, AB  |
| June 2010-2013 . . . . .    | Jim Abel, Stettler, AB       |
| June 2008-2010 . . . . .    | Mike Fleury, Saskatoon, SK   |
| June 2006-2008 . . . . .    | Tom Vicars, Kamloops, BC     |
| June 2004-2006 . . . . .    | Larry Witzel, Waterloo, ON   |
| June 2002-2004 . . . . .    | Gene Parks, Brandon, MB      |
| June 2000-2002 . . . . .    | Steve Spratt, Ottawa, ON     |
| June 1998-2000 . . . . .    | Blair Vold, Ponoka, AB       |
| June 1996-1998 . . . . .    | Rick Wright, Virden, MB      |
| June 1995-1996 . . . . .    | Stewart Brown, Melbourne, ON |
| June 1993-1995 . . . . .    | Ron Northcott, Regina, SK    |
| June 1991-1993 . . . . .    | Ron Sim, Red Deer, AB        |
| June 1989-1991 . . . . .    | Jack McKennitt, Morden, MB   |
| June 1987-1989 . . . . .    | Jim Wideman, Waterloo, ON    |
| June 1985-1987 . . . . .    | Bill Jameson, Moose Jaw, SK  |
| June 1983-1985 . . . . .    | Bruce Whyte, Kamloops, BC    |
| June 1981-1983 . . . . .    | Ralph Vold, Ponoka, AB       |
| June 1979-1981 . . . . .    | Emerson Gill, Grand Bend, ON |

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## Head Office

### EXECUTIVE SECRETARY

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### PRESIDENT

Brock Taylor  
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Melita, Manitoba R0M 1L0  
Phone: 204 522 6611  
Email: taylorauctions568@gmail.com



# President's REPORT



As the world has been turning a little differently for the last couple years, LMAC has been working hard to keep as much normalcy in the livestock marketing industry as possible. COVID-19 hit everyone a bit differently, and LMAC worked on setting up COVID-19 protocols

and guidelines for all our markets. LMAC had representation on hundreds of conference calls and virtual meetings with CCA, industry and government dealing with these issues.

Being deemed an essential service kept staff, buyers and producers safe while establishing true price discovery. This was achieved thanks to all of our membership stepping up to do whatever was needed at their place of business to ensure our industry could keep moving forward.

New transportation regulations have been a huge topic, especially for livestock heading west to east.

Feed and water documents for livestock received and leaving Auction Markets/ Assembly yards has been a touchy subject. LMAC is working on CFIA to not leave markets and assembly yard responsible for enforcement. LMAC and CCA have been very active on committees for humane handling and transport. With these representatives involved, our voices are being heard.

New traceability regulations are another topic that comes up frequently. LMAC is working with software developers and has been involved in provincial discussions on cost projections.

We have representation on the National Farmed Animal Care council. LMAC stands strong on this topic, fearing species harmonization. LMAC feels industry should have major input based on practical experience, not just academic experts.

The Canadian Livestock Transportation Certification redevelopment has come up for discussion several times over the past couple of years. If Canadian packers require that anyone hauling or handling livestock be required to take the CLTC course, this could negatively affect the butcher cattle sold at markets and will put additional stress on the transportation system.

Rick Wright, our liaison with CCA, has been part of many committees and meetings over the past years. The LMAC board of directors feels our associate membership with CCA has brought huge benefits to both organizations. We look forward to working together for years to come, giving our industry a stronger voice and the ability to share resources.

In closing, a huge thank you goes out to the LMAC board of directors. This group has an extreme passion for the livestock marketing sector, taking time from their personal lives to represent our membership when needed - no questions asked. I feel very honoured to be part of this organization and to be able to work closely with such a great membership and industry partners.

Sincerely yours,  
Brock Taylor  
President



# Executive Administrator's REPORT



Over the past year, LMAC has been busy representing its members and the marketing sector on a number of files. Although there were no in person meetings after March of 2020, LMAC was busy behind the scenes working for LMAC members.

LMAC helped develop standard COVID-19 protocols for all of the auction markets. The

safety of producers, buyers, employees and service providers became an even bigger priority than ever before. They also distributed timely and accurate information to their members in an effort to make sure that the marketing sector was getting up-to-date real-time information on changes and recommendations. During the peak of the pandemic, LMAC developed weekly newsletters for its members, industry partners and service providers, providing all sectors with accurate information on how COVID was affecting the livestock industry.

LMAC, with the help of our industry partners, convinced the government departments that the auction markets and assembly yards were essential services. If they were forced to close, producers would have no way of determining true price discovery, and many producers would not be able to market their livestock. There were some government officials who were of the opinion that all cattle could be sold via the internet and that live auctions were not essential.

LMAC also informed the government that with the shortage of feed in some regions, the lack of places to market livestock could lead to animal welfare issues. The "essential services designation" for auction markets was a major win for LMAC members and the livestock industry!

LMAC representatives were on over 100 conference calls and virtual meetings with CCA and both the provincial and federal governments, dealing with challenges brought about by COVID-19. LMAC appreciated the opportunity to be part of these discussions.

The "phase-in program" for the new transportation regulations ended in February 2022. The reduction of hours off feed and water to 36 hours (can be extended to 40 hours) is problematic for the movement of livestock, especially from the west to east. The lack of infrastructure, along with the locations of facilities to handle the increased need for feed and water stops has been identified, but at this time, there has been little forward movement to deal with the problem. Existing facilities are at maximum usage during the peak times. The new regulations could require double the amount of feed and water locations in northern Ontario.

The "transfer of responsibility" in the new regulations is very cloudy at this time, and LMAC is working to have clearer definitions given to industry.

The requirements to have feed and water documentation accompany livestock delivered to and loaded out of auctions and assembly yards is a major concern moving forward. LMAC has suggested to CFIA that

this only be required on trips of over six hours duration. LMAC has the support of CCA in asking CFIA for an exemption on livestock that have traveled under six hours. Producers and transporters are, in most cases, unaware of this regulatory change, and LMAC fears that the intermediate sites will be made responsible for enforcing the regulations on deliveries.

The Humane Handling and Transport committee, chaired by CFIA, has had some productive meetings to deal with the transport concerns. The new faces at the table from CFIA are much more approachable and have been more willing to listen to industry to find workable solutions. Both CCA and LMAC representatives are very active on this committee.

LMAC is preparing for the new traceability regulations. LMAC's position of reporting group movement and not scanning individual animals has not changed. LMAC is working with a software developer to provide group movement reporting to CCIA. There has also been discussion in the provincial livestock inspection groups by using their services and building on existing infrastructure. Provincial jurisdiction has hindered the talks from moving forward at this time. LMAC is working on updating the projected cost of implementing the traceability regulations to the marketing sector. LMAC still expects the federal government to cover the implementation costs of traceability as well as some of the ongoing costs.

LMAC has representation on the National Farmed Animal Care Council's Transportation Code Update Committee, as well as some of the working groups. This is LMAC's first major involvement with NFACC. LMAC is concerned that "species harmonization" in the transportation code could negatively affect the cattle sector. LMAC feels that the development of the code should have major input from industry sectors that have practical experience in the industry, and not just academic experts. LMAC has been involved with the Code of Practice for Intermediate Sites development team. LMAC's involvement has been critical to make sure that the animal rights and welfare representatives do not skew the code's development.

LMAC is also represented on the working group for the Canadian Livestock Transportation Certification redevelopment. If Canadian packers add this as a requirement for transporters to deliver to their packing plants, direct deliveries from the markets or electronic sales would be affected.

The issue of electronic logs for cattle transporters will be a hot topic during the next year. LMAC will be lobbying for an exemption for livestock, similar to the exemptions in the USA, allowing cattle to be delivered to their destination within a reasonable time without having to sit on the side of the road while the drivers wait to reset their log books.

While there has been no face-to-face meetings for the past two years, LMAC has been actively representing and defending the livestock marketing business on behalf of its members and industry partners.



LMAC

# Committees and Representatives

## **CCIA**

Ken Perlich

## **Traceability Movement Reporting**

Larry Witzel, Rick Wright, Ken Perlich

## **Compliance and Enforcement**

Rick Wright, Ken Perlich, Larry Witzel

## **Hall of Fame**

Scott Anderson, Larry Witzel, Bob Miller,  
Rob Bergevin, Brent Brooks

## **Memorial Honour Roll**

Bob Miller, Rick Wright, Jason Danard

## **Auctioneering Competition**

Rick Wright, Rob Bergevin, Craig Jacklin,  
Chance Martin, Brent Brooks

## **Animal Welfare**

Rob Bergevin, Brock Taylor, Jason Danard,  
Larry Witzel, Chance Martin

## **Electronic Sales**

Jason Danard

## **CCA**

Rick Wright, Jason Danard

## **Labour**

Rob Bergevin, Chance Martin, Tyler Cronkhite

## **Finance**

Jason Danard, Craig Jacklin, Brock Taylor, Bob Miller

## **Communications and Promotions**

Jason Danard, Rick Wright, Brock Taylor

## **Convention**

Rick Wright, Rob Bergevin, Larry Witzel,  
Brock Taylor, Brent Brooks

## **Membership**

Brock Taylor, Rick Wright, Kevin McArter

## **National Farm Animal Council**

Rob Bergevin, Chance Martin, Rick Wright

## **Intermediate Site Code of Practice development**

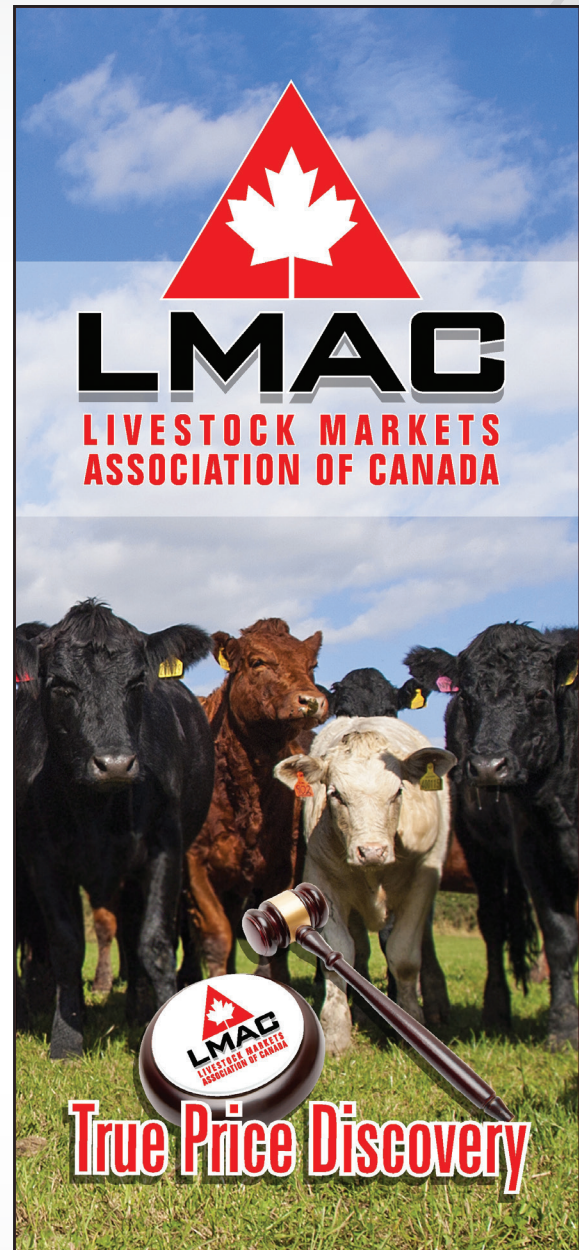
Rick Wright

## **Livestock Transportation**

Larry Witzel, Bob Miller, Rick Wright,  
Tyler Cronkhite, Chance Martin

## **Transfer of Care**

Rick Wright, Brent Brooks, Craig Jacklin,  
Brock Taylor, Larry Witzel



# Transfer of Care Documents

## REGULATORY CHANGES

Since February of 2022, CFIA inspectors have been asking auction markets and assembly yards for Transfer of Care Documents (TOCD). This request is part of the most recent transport regulatory changes. This is a federal requirement and falls under provincial jurisdiction. Because of this, the overall requirements may differ from province to province. There is no standard form. Anything can be used - a text, trucking manifest, an email or simply something written on the back of a cigarette package.

The onus is on the transporter to produce this document when they deliver the livestock to an intermediate site or packing plant. The intermediate sites are defined as an auction market, assembly yard, buying station, feed and water station, or, in this case, a packing plant. Interestingly enough, delivery to a feedlot does require a TOCD. Commercial livestock haulers, anyone hauling for compensation, and producers hauling other producers' cattle, are required to produce a TOCD on delivery to intermediate sites or packers.

On delivery, the transporter will ask the receiver to take the form and sign off that the livestock delivered are in good health and not compromised. If there are any compromised animals, they should be duly noted on the form, and the intermediate site should have a plan in place to deal with compromised animals, which would include segregation. By signing the form, the intermediate site agrees to take responsibility for the animals that have been delivered.

It is very important that the intermediate site accept the TOCD from the trucker, and they are required to store the TOCD for two years and be able to produce it upon request from CFIA. If the transporter does not have a TOCD on delivery, the intermediate site should mark on their receiving slip "NO TOCD". This will give the market an exemption in the event of an investigation.

The TOCD form deals with two major items. First, it records the time in transit and the last time the animal had access to feed, water and rest. The second item deals with compromised animals. Who hauled it, who was responsible for it when it became compromised and how was the animal dealt with during transport or at the unloading site?

LMAC members are concerned about signing off on delivery. Many of the staff do not have a farm background and are not qualified to identify any more than the obvious injured animal on delivery. Many certainly are not qualified to make the "good health" determination when receiving or loading out. The other issue is the inconsistent inspection assessments by CFIA staff. Many of the staff do not have the experience, training or background to make consistent, accurate assessments of animals with older injuries. They are not veterinarians!

LMAC is working with CFIA, CCA and other industry partners to get clear guidance on TOCDs and the handling of compromised animals. The majority of the intermediate sites have written protocols that employees can refer to for guidance on what to do with a compromised animal. How compromised animals are dealt with at intermediate sites will be a "high priority" for CFIA moving forward, so beware.

For cattle leaving the market or intermediate site, the new owner or transporter may request some type of slip indicating when the cattle were last on feed and water. Markets are required to provide that information upon request. Cattle that have been on feed water and rest, and will arrive at a feedlot within less than 40 hours, do not need a TOCD. Cattle stopping at Thunder Bay going east will get a TOCD from the feed and water station. Both JBS and Cargill plants are requiring a TOCD from the transporter bringing livestock to their facilities.

LMAC is working on having a 600-kilometre exemption for cattle coming into intermediate sites.





# A Tribute to Ralph Vold



The livestock industry lost one of its leaders last month. Ralph Vold passed away April 14, 2022.

Vold was an icon in the livestock marketing industry. He was one of the original group of market operators that formed LMAC and he served as LMAC's second President.

After a very successful athletic career that included major junior hockey and a stint in the Boston Bruins system, along with a semi-pro baseball career that took his pitching skills across North America, Vold entered the livestock industry.

Ralph joined his brother Harry in the auction business and partnered with Bill and Shorty Jones to purchase the auction market in Ponoka, Alberta. Vold Jones Vold (VJV) was founded, and the Vold family ran a very successful livestock marketing business for over 50 years.

Ralph Vold was a great supporter of LMAC and influenced its development in the early years. Ralph Vold was recognized across Canada as a visionary, pioneer and industry leader. He earned the respect of the livestock marketing industry and was a natural leader. One of Ralph's greatest contributions to the Canadian livestock marketing industry was winning the "metric war." As the story goes, the Liberal government of the day was changing Canada's measurement system to metric. Those in the cattle industry feared that the change would disrupt the cattle marketing industry, especially at the auction markets. The fear was that the producers would sell their livestock direct in the country by the pound, rather than at the auction by the kilogram. The cattle buyers of the day were not familiar with dealing in kilograms and were also concerned. With so much livestock trade done with the USA, there were major concerns regarding export orders. Livestock producers were also nervous about the change and the majority was not in favour. A meeting with top government officials was

arranged, and Ralph would attend on behalf of the marketing sector. No one really knows what happened behind those closed doors in Ottawa, but shortly after Ralph returned to Alberta, the Liberals announced that livestock were exempt from the metric requirement and would be traded by the pound!

Ralph told a group of LMAC representatives at a meeting many years later, "It's all about being prepared, diplomacy and compromise". I was a conservative when I got on the plane in Calgary, a Liberal when it landed in Ottawa, and a conservative when I landed back home! That's how it has to be when dealing with government!" Ralph's comments on diplomacy, compromise and being prepared still ring true today.

The livestock marketing industry recognizes that Ralph Vold was the man that made the deal to continue selling cattle by the pound. At the time, Ralph's accomplishment was considered a major win for the cattle industry.

Ralph was the first inductee to the LMAC Hall of Fame for his outstanding contributions to the livestock marketing industry. Over the years, Ralph's son Blair and grandson Nanson, both became involved in VJV. Blair would also be inducted to the Hall of Fame.

VJV developed and operated the Canadian Satellite Auction; selling cattle by video on real time auction with live auctioneers, in person bidding and phone in bids.

Ralph Vold was also a great community supporter and was instrumental in the development and success of the Ponoka rodeo. He owned a string of bucking bulls that was recognized throughout the rodeo community. The Vold name is still associated with some of the best bucking bulls in North America.

He also found time to be in the development of a world-class golf course, Wolf Creek near Morningside, Alberta.

Ralph was a devoted family man, married to Del for 67 years. His family included sons Ryan (Ellie), Blair (Sheryl), daughters Lori, Cathy (Joe), Vicky (Duane), as well as 15 grandchildren and 28 great grandchildren.

LMAC salutes Ralph Vold, one of the many great men who made a positive difference in the growth of the livestock industry and LMAC.

Rest in Peace Ralph.

# ELD Livestock Trucking Regulatory RECOMMENDATIONS

LMAC is discussing the following recommendations on the ELD proposed regulations.

That the ELD Trucking Regulations in Canada provide the following exemptions for cattle over the age of 90 days, while being transported.

1. That hours of service and ELD requirements are not applicable until after a driver travels more than 300-air miles from their source. Drive time for hours of service purposes does not start until after 300-air mile threshold.
2. That the hours of service on-duty time maximum hour requirement be extended from 11 hours to a minimum of 15 hours and a maximum of 18 hours of on-duty time.
3. Loading and unloading times are exempt from the hours of service calculation of driving time, as are time spent waiting at facilities such as packing plants and auction markets.

4. Grants flexibility for drivers to rest at any point during their trip without counting against hours of service time.

5. Allows drivers to complete their trip regardless of hours of service requirements if they come within 150-air miles of their delivery point.

6. After the driver completes the delivery, and the truck is unloaded, the driver will take a break for a period that is five hours less than the maximum on-duty time. Example: (10 hours if a 15 hour drive time).

These suggestions line up with proposals being promoted by the cattle hauling industry in the United States.



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# LIVESTOCK MARKETS ASSOCIATION OF CANADA

## Annual Meeting

**June 1, 2019 | Nisku, Alberta**

LMAC President Rob Bergevin called the meeting to order at 8:30 A.M.

He asked all members to stand, with 67 in attendance; a quorum was established.

Copies of the LMAC 2019 Annual report were distributed to all in attendance.

The report included reports from the President, Administrator, Canadian Cattlemen's Association, Canadian Beef Check Off Agency, Verified Beef, and CCIA. The report also included information on Transportation, Traceability Membership, LMAC meeting minutes and financial statements.

**Moved by Larry Witzel, Seconded: Rhett Parks**

*That the LMAC 2019 Annual report and the information included be approved as presented to the membership.*

*Carried*

This year the annual meeting featured three guest speakers. Dr. Derrel Peel, a respected livestock market analyst from Oklahoma State University, delivered a very interesting presentation on the livestock market outlook for the remainder of the year and the first half of 2020. He stressed that export demand will dictate how good or bad the cattle market will be in the fall of 2019. As for 2020, he predicted that the American cowherd would have reached its expansion peak. Declining numbers going forward should help the cattle market.

The second speaker was David Moss from the Canadian Cattlemen's Association. He gave a very informative presentation about the many issues facing the cattle industry and what policies and strategies CCA has to address them. He mentioned that exports add \$650 in value to each animal in Canada. He noted the importance of LMAC's membership with CCA.

LMAC representative Ken Perlich, and CCIA manager Anne Burgess, did a combined report on CCIA. They also addressed the pending movement reporting regulatory changes and the expected timelines.

They reported that the proposed regulations had been delayed due to the expected federal election and were now expected to be printed in the Canada Gazette in early 2020, followed by a 70-day comment period. They expect the regulations to come into effect in 2021. After the regulations come into effect, industry will have three years to prove to CFIA that group movement reporting will provide CFIA with enough information for trace backs without individual scanning of animals at auctions and assembly yards.

In the response to the Livestock Marketers of Saskatchewan not renewing their membership in LMAC, the membership

was informed that under the LMAC constitution, this would allow individual auction markets, assembly yards and order buyers to join LMAC as independent members with full membership benefits, including voting rights. Currently, nine of the Saskatchewan markets/dealers are members.

Rick Wright brought the membership up-to-date on the new transportation regulations, which will be enforceable in February of 2020. He advised that LMAC is working with the Canadian Cattlemen's Association and other industry groups to have the February deadline extended until more scientifically based information is available.

In other LMAC business, Rick Wright was re-appointed as the LMAC executive administrator.

**Moved by Allan Munroe: Seconded by Jason Danard:**

*That Rick Wright be re-appointed as the Executive Administrator for LMAC for the 2019 – 2020 term. Compensation to be determined the LMAC Board of Directors.*

*Carried*

A recommendation was made from the LMAC Board of Directors to the membership that Rob Bergevin be nominated to run for president of LMAC for one additional year.

The membership was informed of the reasons behind the recommendation. After a brief discussion and no further nominations, the following motion was presented.

**Moved by Rick Wright, Seconded by Larry Witzel:**

*That Rob Bergevin be nominated as President of LMAC for the upcoming year.*

*Carried*

Provincial appointments were Bob Miller, BC; Craig Jacklin, AB; Scott Anderson, MB; Larry Witzel, ON. Livestock Marketers of Saskatchewan did not renew their membership. The Saskatchewan position on the LMAC board was converted to a Director at Large position.

There were three positions for Director at Large with a two-year term on the LMAC Board of Directors.

The following were nominated from the floor: Brennin Jack, Brock Taylor, Ross Annett, Rhett Parks, Brent Brooks and Chance Martin. There were separate votes for each vacancy. The membership elected Brock Taylor, Brent Brooks, and Chance Martin for two-year terms as Directors at Large. President Bergevin thanked retiring director Jim Abel for his dedication and work on the LMAC board of directors.

President Bergevin thanked the many members and auctioneers who attended the meeting, making it a success.

The meeting was adjourned at 11:45 A.M.

## LIVESTOCK MARKETS ASSOCIATION OF CANADA

# Board of Directors Meeting

### June 10, 2021 | ZOOM Meeting

President Rob Bergevin opened the meeting. It was determined that there was a quorum in attendance.

The minutes from the January 2020 semi-annual meeting were reviewed by the board of directors.

#### **Moved by Bob Miller, Seconded by Scott Anderson**

*Moved that the minutes of the January 2020 semi-annual meeting be approved as presented in the meeting book.*

*Carried*

The financial statements to-date were presented to the board to review.

#### **Moved by Jason Danard, Seconded by Craig Jacklin**

*That the LMAC financial statement as of May 31, 2021 be accepted as presented*

*Carried*

Business from the minutes were discussed.

The 2021 convention that was to be held in Brandon/Virden has once again been cancelled due to the COVID-19 pandemic. There was discussion on the 2022 convention. Rick Wright reported that Lloydminster, SK was the tentative location for 2022. He stated that Manitoba would try once again if Lloydminster was not available. A review of the Saskatchewan public gathering regulations was done.

It was reported that the Livestock Marketers of Saskatchewan had accepted LMAC's membership proposal and have agreed to an annual fee of \$8000 per year membership fee. They are now considered members in good standing.

LMAC will contact the independent members from Saskatchewan and advise them they will now be required to be a member of a provincial organization to be a member of LMAC.

#### **Moved By Brent Brooks, seconded by Craig Jacklin**

*That LMAC proceed with plans for a 2022 annual meeting, convention and Canadian Livestock Auctioneering Championship in Lloydminster, providing provincial social gathering regulations allow such events.*

*Carried*

Future conventions were discussed. The board was informed that Olds is interested in hosting the 2023 convention. It will be their 70th year in the auction business in 2023. 2024 would be in the east, potentially Cookstown, OLEX or Quebec. 2025 would be Manitoba.

At the January 2021 meeting, the Executive decided to recommend Brock Taylor as President at the 2021 Annual

meeting. With the in-person annual meeting cancelled, the board of directors, after discussions with Brock Taylor, made the following decision.

#### **Moved by Larry Witzel, seconded by Jason Danard:**

*Be it resolved that Brock Taylor be appointed as the President of the Livestock Markets Association of Canada as of June 10, 2021 and that his 2-year term officially start on this date.*

*Carried*

#### **NFACC reports**

Rick Wright reported that he is involved in the development of a Code of Practice for Intermediate Sites. Intermediate sites are considered auction markets, buying stations and feed and water stations. There is currently no code for intermediate sites. The challenge with this committee is that there are numerous groups represented, but the real intermediate sites only have two representatives, Wright and Quinton Pierce, representing Quintaine and Son, a hog assembly yard. The code will deal with cattle, sheep, hogs, horses and caged animals such as rabbits and poultry. The majority of the committee knows very little about the day-to-day operations of an auction market. The representatives from the BC SPCA and Paws from Ontario, both animal rights/welfare groups, have their own skewed opinions of auction markets and assembly yards. The final wording of the code revolves around two things, requirements and recommendations. The final code could be used as a reference material for provincial and federal government departments when making regulatory changes. The codes are updated every five years. The beef code is up for review in 2023.

#### **Transportation**

The board was informed that the new transportation regulations would be fully enforceable in February of 2022. Some LMAC members have reported CFIA inspectors requesting Transfer of Care documents for cattle arriving at markets and assembly yards. There has been very little public education on the use of the TOCD, and intermediate sites are in the dark as to what their responsibilities are.

The Board was brought up-to-date on COVID-19 activities and LMAC's role in helping members. LMAC worked with industry partners in establishing the auction markets as essential services, allowing markets to continue to hold livestock auctions and have adequate staffing to conduct the sales. LMAC helped develop and distribute guidelines to members on COVID-19 protocols for auction markets. LMAC was on weekly conference calls with the Emergency Response Team



for the Canadian cattle industry. Weekly newsletters were sent to LMAC members and industry partners, updating them with accurate information on what was happening in the packing industry, transportation, border crossings, and worker health and safety during the height of the pandemic.

#### Traceability

The board was informed that it looks like the traceability file has been delayed once again. Between COVID-19 and the federal election, the file has become less of a priority. We now expect the file to be published in late 2022 or early 2023, depending on when government employees are allowed back to work. LMAC still expects the Federal government to pay for the implementation costs and certain ongoing costs. LMAC is still working on cost estimates for implementation.

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The following committees were populated.

#### CCIA

Ken Perlich

#### Traceability Movement Reporting

Larry Witzel, Rick Wright, Ken Perlich

#### Compliance and Enforcement

Rick Wright, Ken Perlich, Larry Witzel

#### Hall of Fame

Scott Anderson, Larry Witzel, Bob Miller,  
Rob Bergevin, Brent Brooks

#### Memorial Honour Roll

Bob Miller, Rick Wright, Jason Danard

#### Auctioneering Competition

Rick Wright, Rob Bergevin, Craig Jacklin,  
Chance Martin, Brent Brooks

#### Animal Welfare

Rob Bergevin, Brock Taylor, Jason Danard,  
Larry Witzel, Chance Martin

#### Electronic Sales

Jason Danard

#### CCA

Rick Wright, Jason Danard

#### Fundraising

The board discussed alternative fundraising ideas as revenue stream ideas. One suggestion was a bred heifer lottery. The idea was to sell tickets on 20 bred heifers that would be purchased from a recognized breeder from one of the six breed associations that support LMAC. A deal would be made prior to the draw to have a an option to purchase 20 heifers from the breeders at an agreed price. Once the winner was drawn, the winner would choose what breeder he wanted the heifer from. The idea was to get the breed associations and some of their members involved. It was decided to look into lottery licenses in different provinces and flesh out the logistics of such a lottery.

#### Labour

Rob Bergevin, Chance Martin, Tyler Cronkhite

#### Finance

Jason Danard, Craig Jacklin, Brock Taylor, Bob Miller

#### Communications and Promotions

Jason Danard, Rick Wright, Brock Taylor

#### Convention

Rick Wright, Rob Bergevin, Larry Witzel,  
Brock Taylor, Brent Brooks

#### Membership

Brock Taylor, Rick Wright, Kevin McArter

#### National Farm Animal Council

Rob Bergevin, Chance Martin, Rick Wright

#### Intermediate Site Code of Practice Development

Rick Wright

#### Livestock Transportation

Larry Witzel, Bob Miller, Rick Wright,  
Tyler Cronkhite, Chance Martin

#### Transfer of Care

Rick Wright, Brent Brooks, Craig Jacklin,  
Brock Taylor, Larry Witzel

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The Canadian Angus Association requested that LMAC do a weekly video market report for the CAA website. The report would contain prices from the western markets and the eastern markets and would rotate weekly. Rick Wright agreed to provide the reports on an eight-week trial.

The Board reviewed committee meeting minutes and reports from Canadian Cattlemen's, Canada Beef Check Off Agency, Beef Research Centre, National Cattle Feeders Association. Scott Anderson moved the meeting be adjourned.



## LIVESTOCK MARKETS ASSOCIATION OF CANADA

# Special Board of Directors Meeting

### January 4, 2022 | ZOOM Meeting

Present: Brock Taylor, Scott Anderson, Rick Wright, Larry Witzel, Kevin McArter, Tyler Cronkhite, Bob Miller, Jason Danard, Chance Martin, Rob Bergevin

Regrets: Craig Jacklin, Brent Brooks,

President Brock Taylor called the Meeting to order. It was established that there was a quorum in attendance.

The Board was advised that the terms for all of the directors-at-large had now expired under the LMAC constitution, and the new directors-at-large have to be elected at the Annual meeting, which was cancelled in 2021. The appointed members on the board were asked to vote on extending the terms of the current directors-at-large until the 2022 annual meeting. Those voting Bob Miller, Chance Martin, Tyler Cronkhite, Scott Anderson, Larry Witzel

#### **Moved by Bob Miller, Seconded by Scott Anderson**

*Be it Resolved that the terms of the current directors-at-large are extended until the 2022 Livestock Markets Association of Canada annual meeting.*

*Carried*

There was discussion on hosting the 2022 Convention. Rick Wright reported that he had travelled to Lloydminster in December and had met with the host committee chairman and host liaison, Brent and Michelle Brooks. He advised the board that he had met with venues and had "hold" reservations with the hotel and convention centre. He reported that if the convention was a go for 2022, the host requested that it be held on May 5 to 8. He suggested to the board that because Saskatchewan currently has the least restrictive COVID-19 public gathering restrictions, that the chance of having to cancel the convention would be greatly reduced if hosting it in Saskatchewan.

The board had an in-depth discussion on the pros and cons of trying to have a convention during the COVID-19 pandemic.

#### **Moved by Jason Danard, Seconded by Kevin McArter:**

*That LMAC host the 2022 annual meeting, convention and the Canadian Auctioneering Championships in Lloydminster, SK, from May 5 to May 8, 2022.*

*Carried*

#### **Moved by Scott Anderson, Seconded Bob Miller**

*That the 2022 Host Market for the LMAC convention and auctioneering competition be Northern Livestock Sales in Lloydminster, SK.*

*Carried*

Rick Wright reported to the board that convention central would be the Border Inn and Suites, and both the Friday night and Saturday night events would be held at the Gold Horse Casino Events Centre.

The topic of COVID-19 protocols at the convention was discussed in detail. Both venues reported that LMAC would be responsible for any fines given to the venues during our event. LMAC is totally responsible for all persons attending the LMAC functions at both venues.

#### **Moved by Rick Wright, seconded by Larry Witzel:**

*Be it resolved that in order to comply with Provincial regulations and vendor requirements, as well provide a safe environment for our members and guests, all persons in attendance must provide proof of at least two approved COVID-19 vaccinations upon arrival. For those not vaccinated, a negative rapid test will be required upon arrival; LMAC will provide the rapid test and will hire a technician to administer the test.*

*Carried Unanimously*

There was discussion on the requirements for the convention including Judges, Officials, Speakers etc.

Jason Danard advised that TEAM would like to broadcast the competition this year.

It was agreed that TEAM could join DLMS and Livestock Media Plus as companies allowed to broadcast the event. DV Auctions had expressed some interest in broadcasting the event; the board felt that we would require a sponsorship or a fee from DV Auctions to broadcast the 2022 event.

#### **Moved by Chance Martin, Seconded by Scott Anderson**

*That the Judges, Officials and service providers' list approved for the 2020 convention, which was cancelled, be used for the 2022 convention. LMAC administrator will have the authority to modify the list if needed.*

*Carried*

With regards to registration, Rick Wright reported that for the 2020 convention the board had decided to use Eventbrite and have an online registration. Past convention hosts had indicated that the registration process was the most problematic part of hosting the event. The board suggested that if Lloydminster is willing to handle the registration, that would be acceptable. If not, then Rick Wright is to negotiate a rate with Eventbrite or another service provider. Convention registration fees were discussed.



**Moved by Rick Wright, Seconded by Brock Taylor**

*That LMAC increase their convention fees to \$300.00 per person to cover rising costs.*

*Carried*

Rick Wright advised that after discussion with the host committee, it was determined that there was nothing in the Lloydminster area that is open to the public that would make a suitable tour for the 2022 convention. There was discussion on a panel discussion for the Saturday afternoon. It was suggested that a panel of independent market operators, selected by the LMAC board of directors, be put together to discuss the challenges of operating a market and how they have, or are, dealing with those challenges.

**Moved by Brock Taylor, Seconded by Kevin McArter:**

*That LMAC hold a panel discussion on the Saturday afternoon of the 2022 convention to discuss the challenges of operating a livestock market. Rick Wright is to create a list of ten potential market operators to sit on the panel. LMAC Board will decide on the top four to five candidates. The format of the discussion will be developed by LMAC.*

*Carried*

The Board of Directors reviewed a funding request from the Livestock Markets of Saskatchewan for the development of a National Health Herd and Marketing phone app that would

list auction markets, trucking companies, veterinarians, order buyers, and other industry related companies. The request was for \$5,000 towards the initial development cost.

The board did a round table discussion on the request. The general consensus was that all of the information on the proposed app was already available on the Internet and website. The board felt there was no additional benefit to LMAC members or producers by supporting the app development.

**Moved by Jason Danard, Seconded by Brock Taylor**

*That LMAC does not financially support the LMS request for the National Health Herd and Marketing app development.*

*Carried*

Rick Wright advised the Board of Directors that the position of Vice President is vacant and needs to be filled at the 2022 Annual meeting. It was decided to wait until after the 2022 elections to accommodate any changes on the current board of directors.

The next LMAC board of directors meeting will be in Lloydminster on May 5 at 9:00 am at the Border Inn and Suites Board Room

Kevin McArter moved the meeting be adjourned.





# LMAC Board of Directors

## LMAC MAKES A DIFFERENCE!

### Strong Membership Makes a Difference!

The Livestock Markets Association of Canada's Board of Directors represents the livestock marketing industry on a number of issues that support the sustainability of our industry.

LMAC is made up of five appointed directors, one from each province west of Quebec, and five directors-at-large elected by the membership at the Annual General Meeting. The executive is appointed at the recommendation of the board of directors, with approval from the membership. The LMAC board of directors meets in person twice a year and deals with committee meetings and other issues via conference calls. Some of the board members serve on external committees such as Canadian Cattle Identification Agency, CCA and IGAC. LMAC is always looking for new directors to fill the directors-at-large positions on the board. If you are interested in serving the marketing industry on the LMAC board, please contact Brock Taylor or Rick Wright about letting your name stand. This is an excellent opportunity to work with and become one of the marketing industry's leaders. Be a leader not a follower. This year there are three directors-at-large (two year term) and 2 directors-at-large (1 year term) positions to be filled at the AGM on Saturday morning.



**BROCK TAYLOR – LMAC President** For the last 17 years, Brock has co-owned and operated Taylor Auctions, Assembly and Exports in Melita, Manitoba, a family-run livestock business specializing in the testing of export cattle. He has also taken over the family business (Taylor Auction Service). In 2021 he reopened the auction market in Melita, Manitoba. He has been on the LMAC board for six years.



**ALLAN MUNROE** owns the Killarney Auction Mart in southern Manitoba. He was elected as President of the Manitoba Livestock Marketing Association in the spring of 2022. Allan has been an active member of both MLMA and LMAC. He has competed in many of the LMAC auctioneering competitions. He is the appointed delegate representing Manitoba on the LMAC board of directors.



**LARRY WITZEL** is the owner-operator of the Ontario Livestock Exchange in Waterloo, Ontario. Larry has been on the LMAC board for over 25 years and is the appointed delegate from Ontario on the LMAC Board. He has served as both President of LMAC and OLAMA. He represents LMAC on the IGAC committee, and also serves on the CIP, Movement Reporting, Traceability, and Enforcement and Compliance committees. Larry Witzel was rewarded for his dedication to LMAC by being inducted into the LMAC Hall of Fame.



**RICK WRIGHT** is the longest serving LMAC Board member having served on the LMAC board for over 25 years. He managed livestock markets for 29 years and has been an order buyer for the past 13 years. Rick is currently developing a marketing network for JGL Livestock in Manitoba. In 2014, he took over the Executive Administrator's position at LMAC. He is also the administrator of MLMA. Rick represents LMAC on a number of committees including CCA. Rick is currently a director-at-large and a past president of LMAC.



**CRAIG JACKLIN** was elected as a director-at-large to the LMAC Board in 2017. He is currently the Past President of the Alberta Auction Markets Association. He works as the operations manager for the VJV Marketing Group in Alberta. VJV has markets in Ponoka, Rimbey, Westlock, Beaver Lodge and Dawson Creek. He is originally from Hanover, Ontario, and moved to Alberta 20 years ago to work with VJV. Craig has served on many committees and is a very active member of LMAC.



**TYLER CRONKHITE** is a co-owner and manager of the Cowtown Livestock Exchange in Maple Creek, SK. He is the appointed delegate representing the Livestock Marketers of Saskatchewan. He is a Man/Sask auctioneering champion and has competed in numerous LMAC competitions. He is just completing his first year term on the LMAC board of directors.



**JASON DANARD** is a partner in the Calgary Stockyards Strathmore Ltd., and is the managing partner in TEAM, The Electronic Auction Market. He has worked in the auction market business for over 20 years. The Calgary Stockyards hosted the 2013 LMAC convention and has been a member of LMAC since 2013. Jason was elected as a director-at-large in 2018 and serves as the chair of the LMAC finance committee and the Electronic Sales committee. He is currently the chairman of the International Auctioneering Competition at the Calgary Stampede.



**KEVIN MCARTER** is a director-at-large re-elected to the LMAC board of directors in 2018. Kevin retired from his position as auctioneer at the Brussels Stockyards in Ontario and will not be seeking re-election. He has expanded his cattle feeding enterprise. Kevin is very active in the community. He was a key member on the host committee at the 2017 LMAC convention at Grand Bend/Brussels. LMAC thanks Kevin for his contributions to the LMAC board of directors.



**CHANCE MARTIN** is a former LMAC Champion Auctioneer and is a co-owner of the Thorsby Stockyards Inc. in Alberta. He was elected as a director-at-large in 2018 and is currently the President of the Alberta Auction Markets Association. Chance and his partners were the hosts of the 2019 convention and auction competition. Chance sits on the LMAC Labour Committee, Auction Competition and Convention Committee. He has both judged and performed master of ceremonies duties at the Canadian Livestock Auctioneering Championships. Chance is currently the appointed delegate representing AAMA on the LMAC board of directors.



**MARK CANART** is the appointed delegate representing the Mountain Livestock Markets Association of BC. Mark operates Canart Cattle Company and Western Livestock Solutions in the Kamloops area. He also operates a fleet of livestock trucks. Mark brings over 45 years experience in the cattle marketing and feeding industry. When Mark is away, Bob Miller serves as the alternate representative. Mark has judged at the LMAC competition twice.



**BRENT BROOKS** was elected as director at large in 2018. He is the owner of Northern Livestock Sales with branches in Lloydminster, Meadow Lake and Prince Albert, Saskatchewan. Brent is currently the President of the Livestock Marketers of Saskatchewan. Brent is the host market for the 2022 LMAC convention. He is a very strong supporter of LMAC and serves on many committees both provincially and nationally.



**ROB BERGEVIN – LMAC Past President** Rob is the co-owner of Foothills Auctioneers Inc. in Stavely, Alberta. He was first elected to the Board of Directors as a director-at-large. In 2014, he was appointed to the Board as the Alberta representative, replacing Bob Perlich. He hosted the 2013 LMAC convention in Stavely/Calgary. Rob has participated in the LMAC auctioneering championship many times. He is the Past President of the Alberta Auction Markets Association. Rob capably served as LMAC President for a three year extended term due to the COVID-19 pandemic. He has been an outstanding LMAC representative on numerous committees and will continue to serve on some of the committees.

## LMAC Policy on Traceability

The Livestock Markets Association of Canada supports traceability in principle, with the following caveats:

1. That traceability regulations do not negatively affect the speed of commerce at auction markets, buying stations and assembly yards.
2. That the traceability regulations do not alter market neutrality by giving one sector of the industry an advantage or disadvantage over another, thus influencing how producers market their livestock.
3. That the costs of implementing traceability do not outweigh the benefits.
4. That implementation of traceability regulations does not cause more handling of the livestock thus creating weight loss, thus devaluing the livestock.
5. LMAC supports the use of “group movement documents and group movement reporting” on all livestock delivered to auction markets, buying stations and assembly yards. LMAC does not support mandatory scanning and reporting of individual animals at these sites.





2018-19 LMAC

# Membership List

## **ALBERTA – Alberta Auction Markets Association**

Bow Slope Shipping Association  
Brooks, AB

Calgary Stockyards Strathmore  
Strathmore, AB

Dryland Cattle Trading Corp.  
Veteran, AB

Foothills Auctioneers Inc.  
Stavelly, AB

Innisfail Auction Market  
Innisfail, AB

Medicine Hat Feeding Co.  
Medicine Hat, AB

Olds Auction Mart Ltd.  
Olds, AB

Perlich Bros. Auction Market Ltd.  
Lethbridge, AB

Picture Butte Auction Market  
Picture Butte, AB

Provost Livestock Exchange  
Provost, AB

S.A.L.E – Fort MacLeod Auction  
Fort MacLeod, AB

Stettler Auction Mart  
Stettler, AB

Thorsby Stockyards Inc.  
Thorsby, AB

VJV Auction Beaverlodge  
Beaverlodge, AB

VJV Auction Ponoka  
Ponoka, AB

VJV Auction Rimbey  
Rimbey, AB

VJV Auction Westlock  
Westlock AB

## **BRITISH COLUMBIA – Mountain Livestock Markets Association**

B.C. Livestock Producers Co-Op  
Kamloops, BC

B.C. Livestock Producers Co-Op  
Williams Lake BC

B.C. Livestock Producers Co-Op  
Okanagan Falls, BC

B.C. Livestock Producers Co-Op  
Vanderhoof, BC

Bill Marshal  
Kelowna, BC

Canart Cattle Co. - Mark Canart  
Monte Creek, BC

Ellis Cattle Co. - Clint Ellis  
Stn. Aldergrove, BC

Miane Creek Livestock  
- Mike Nikolaisen  
Armstrong, BC

VJV Auction Dawson Creek  
Dawson Creek, BC

Western Livestock  
Marketing Solutions  
Monte Creek, BC

## **MANITOBA – Manitoba Livestock Marketing Association**

007 Feeders  
Souris, MB

2B Land and Cattle  
Ashern, MB

3K Holdings  
Roblin, MB

Agri Distributors Inc.  
St Paul, MB

Ben Fox  
Dauphin, MB

Cattlex Ltd.  
Hamiota, MB

Chopper K Auction Mart  
Alameda, SK

Double J Livestock  
Winnipeg, MB

Gladstone Auction Mart Ltd.  
Gladstone, MB

Grunthal Livestock Auction Mart  
Ltd.  
Grunthal, MB

Hamiota Feedlot  
Hamiota, MB

Heartland Livestock Sales Brandon  
Brandon, MB

Heartland Livestock Virden  
Virden, MB

Interlake Cattlemen's Co-operative  
Association Ltd.  
Ashern, MB

Jack Auction Group  
Virden, MB

Killarney Auction Mart  
Killarney, MB

JGL Livestock  
Moosejaw SK

Martin Livestock  
Elkhorn, MB

McDowell Stock Farms  
Deleau, MB

McSherry Livestock Farm  
Teulon, MB

Norman Anderson & Sons  
Souris, MB

P Quintaine & Sons  
Brandon, MB

Penno Livestock  
Rivers, MB

Ransom Cattle Co.  
Boissevain, MB

Rick Wright Cattle Consulting  
Virden, MB

Rockin U Feeders  
McGregor, MB

Scott Bros. Livestock  
Boissevain, MB

South East Livestock  
Winnipeg, MB

Ste. Rose Auction Mart  
Ste. Rose du Lac, MB

Taylor Auctions Exports & Assembly  
Melita, MB

TJ Livestock  
Oakview, MB

WD Livestock  
Roblin, MB

Whitewood Livestock Sales  
Whitewood, SK

Winnipeg Livestock Sales  
Winnipeg, MB

## **ONTARIO – Ontario Livestock Auction Markets Association**

Aylmer Stockyards Inc.  
Aylmer, ON

Brussels Livestock  
Brussels, ON

D.H. Hickson Limited  
Campbellford, ON

Embrum Livestock Exchange Ltd.  
Greenly, ON

Kawartha Lakes Co-operative  
Auction Market Inc.  
Woodville, ON

Maplehill Auctions Ltd.  
Hanover, ON

Ontario Livestock Exchange Inc.  
Waterloo, ON

Ontario Stockyards Inc.  
Cookstown, ON

Ottawa Livestock Exchange  
Greenly, ON

Parks Livestock of Canada L.L.L.P.  
Milverton, ON

Renfrew-Pontiac Livestock Ltd.  
Cobden, ON

Vankleek Hill Livestock Exchange  
Vankleek Hill, ON

## **SASKATCHEWAN – Independent Livestock Market Members**

Calgary Stockyards Ltd.  
Calgary AB

Canadian Cattle Buyers Credit  
Moosejaw SK

Cowtown Livestock Exchange  
Maple Creek, SK S0N 1N0

Gibson Livestock  
Moose Jaw, SK

Heartland Livestock Services  
Regina, SK

Heebner Cattle Co.  
Westlock Ab.

Holdstock Livestock  
Weyburn, SK

JGL Grain  
Moosejaw AB

JGL Livestock  
Moose Jaw, SK

Johnstone Auction Mart Ltd.  
Moose Jaw,

Kelvington Stockyards  
Kelvington, SK

Meadow Lake Stockyards Ltd.  
Meadow Lake, SK

Miller Livestock  
Saskatoon, SK

Northern Livestock Sales  
Lloydminster, SK

Northern Livestock Sales  
Prince Albert  
Prince Albert, SK

Prairie Livestock  
Moosomin, SK

Saskatoon Livestock Sales  
Saskatoon, SK

Spiritwood Livestock Sales  
Spiritwood, SK

Weyburn Livestock Exchange  
Weyburn, SK

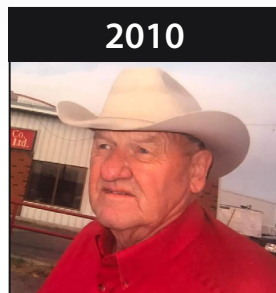
Winnipeg Livestock Exchange  
Winnipeg, MB



## LIVESTOCK MARKETS ASSOCIATION OF CANADA

# Hall of Fame Inductees

The LMAC Hall of Fame was established to recognize those individuals who have devoted time and made extraordinary contributions to LMAC and the livestock marketing industry. These individuals are leaders in the industry and were difference makers on both a national and provincial level.



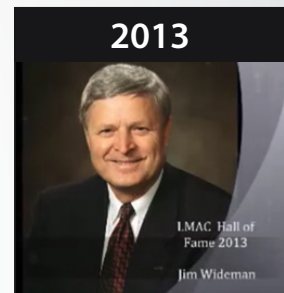
**RALPH VOLD**  
Ponoka, AB



**ROY RUTLEDGE**  
Assiniboia, SK



**KEN HURLBURT**  
Lethbridge, AB



**JIM WIDEMAN**  
Waterloo, ON



**RICK WRIGHT**  
Virden, MB



**LARRY WITZEL**  
Waterloo, ON



**MIKE FLEURY**  
Aberdeen, SK



**BLAIR VOLD**  
Ponoka, AB



**GENE PARKS**  
Whitewood, SK



**RON SIM**  
Red Deer, AB



## 2022 Canadian Livestock Auctioneer Championship Trailer



The 2022 Canadian champion will receive a full one-year use of a 2023 24-foot Gooseneck EBY Maverick all Aluminum Gooseneck Livestock Trailer, retailing at over \$40,000.00. The trailer will come fully equipped for farm and ranch use and logo'd with the Champion's name and status as well as sponsor information.

The trailer must be insured with all perils at new replacement cost coverage in the champion's name, showing T Down Trailers Ltd. as the payee and plated in the Champion's name in their respective province showing T Down Trailers Ltd. as the lessor. The champion will be responsible for these two costs. A written contract will be signed at the convention agreeing to the terms and conditions, and arrangements will be made to deliver the trailer.

At the end of the one-year term, the Champion will agree to return the trailer to a designated EBY dealership in clean condition with the normal wear and tear, or will have the first option



to purchase the unit at a reduced rate from T-Down Trailers Ltd. financing; a lease to own arrangement can be negotiated on request from the winner. If the winner wishes to upgrade the trailer to a different unit, with the intention of keeping the unit in the future, he may do so by paying for the upgrades at the beginning of the term and realizing the discount at the end of one year.

**Ross W. Annett T Down Trailer Sales**



# LIVESTOCK MARKETS ASSOCIATION OF CANADA

## Memorial Honour Roll

The Livestock Markets Association Canada has introduced the "Memorial Honour Roll". The idea is to recognize persons in the livestock marketing industry who were influential in, and have left a positive mark on, the marketing sector. These nominees have passed on, but LMAC feels that it is important to recognize their contributions to the industry they dedicated their lives to. They were leaders in the industry and have been nominated to the Honour Roll by their Provincial Associations or LMAC.



**Leonard Patterson**  
Patterson's Auction Mart  
Dawson Creek, BC



**Terry Schetzle**  
Dryland Cattle Trading Corp.  
Veteran, AB



**Sheldon Nicholson**  
Heartland Livestock Services  
Yorkton, SK



**Pete Gregory**  
Union Stockyards  
Winnipeg, MB



**Bruce McCall**  
Brussels Stockyards  
Brussels, ON



**John Milne**  
LMAC Secretary  
Lethbridge, AB



**Jim Raffan**  
Livestock Dealer  
Kamloops, BC



**Bert Lesage**  
Order Buyer  
Notre Dame de Lourdes, MB



**Stewart "Bud" Brown**  
Melbourne Stockyards  
Melbourne, ON



**Al Campbell**  
Hartford Insurance  
Winnipeg, MB



**Charlie McKay**  
Stettler Auction Mart  
Stettler, AB



**Carl F. Hickson**  
Hoards Station Sale Barn/  
Lindsay Sale Barn  
Lindsay, ON



**Carl "Slim" Dorin**  
Cattle Buyer  
Kamloops, BC

## 2022 INDUCTEES



**Don Masson**  
Ste. Rose Auction Mart, Ste.  
Rose MB



**Jack Daines**  
Innisfail Auction Mart  
Innisfail AB



**Brian Hill**  
Order Buyer  
Kersley, BC



**John Heebner**  
Market Manager/Builder  
Saskatchewan Wheat Pool/  
Heartland Livestock

Canadian THE BEEF MAGAZINE  
**Cattlemen**  
MIKE MILLER – ADVERTISING SALES



**VEETEE**

Order Buying, Cattle Feeders, Purebred Angus  
Lloydminster SK

# Canadian Cattlemen's Association

## REPORT

### CCA President Reg Schellenberg



National Voice Of Cattle Producers

It's an honour to submit my first report as President of the Canadian Cattlemen's Association (CCA). Over the last year, under

the leadership of Bob Lowe, our sector demonstrated its unwavering perseverance as we worked to navigate and overcome more adversity with the devastating impacts of droughts, wildfires, and floods, as well as managing the uncertainty created by the pandemic. We have much work to do, but like Bob, I am optimistic about the future.

We are thankful for the quick rollout of AgriRecovery programs from both the federal and provincial governments, which provide support for winter feeding costs, improving access to water, and impacts from drought and wildfires. As further weather-related issues are identified, CCA will continue to work alongside our provincial partners to communicate these impacts and advocate for potential solutions to governments including longer term infrastructure needs.

Despite the hardships facing our industry in 2021 and the first quarter of 2022, there were also pivotal moments of success and momentum for cattle producers worth noting:

#### Canada attains BSE negligible risk status

May 2021 marked the end of the Bovine Spongiform encephalopathy (BSE) era in Canada with the World Organisation for Animal Health recognizing Canada as negligible risk for BSE. CCA worked closely with the Government of Canada to see the application for negligible risk come to fruition. This change in risk status will help facilitate expanded access to foreign markets for various beef products currently limited by BSE era restrictions. CCA is now focusing on the removal of the remaining BSE era market access restrictions, as well as the alignment of packing house requirements with international recommendations.

#### Trade

For the sixth straight year, export values of Canadian beef hit record highs reaching almost \$5.5 billion in 2021. CCA continues to focus on growing access for Canadian beef in world markets and advocating for the removal of trade limiting restrictions on Canadian beef to help level the playing field for Canadian beef producers.

CCA is also working hard to optimize trade with the EU. Canadian beef producers have not reaped the same success as their EU counterparts due to many technical barriers, ranging from specific production protocols to meeting documentation requirements, impeding Canadian exports into the EU.

In addition, CCA is following developments on trade negotiations of particular interest to our industry, such as Canada-U.K., the Comprehensive Economic Partnership Agreement (CEPA) with Indonesia, and the Canada-Association of Southeast Asian Nations (ASEAN) Free Trade Agreement. We expect the Asian region to hold the largest growth potential in beef demand over the next 25 years and it is our priority to secure more access into these markets.

#### The Next Agriculture Policy Framework

CCA is working hard to bring strong recommendations forward for consideration for the Next Agriculture Policy Framework (NPF). As negotiations proceed, it is our hope that a forward-looking framework is developed with an increased funding envelope and policies designed to foster a competitive business environment as well as tackle the impacts of climate change.

In early November, CCA was invited to participate in the Federal-Provincial-Territorial Agriculture Ministers' meeting outlining the priorities of the NPF that's set to replace the Canadian Agricultural Partnership (CAP) ending in March 2023. A large emphasis was placed on the environment and climate change and CCA contributed to discussions about the role of beef producers in tackling climate change, as well as addressing the important role our sector plays in securing environmental benefits such as carbon sequestration and biodiversity protection.

#### Humane Transport Regulations

The amended regulations for the humane transport of livestock including beef cattle were updated in 2020 and came into force on February 20, 2020. These amended regulations cover the entirety of the transportation process. A two-year transition period was in effect from February 20, 2020 to February 20, 2022 with a focus on compliance promotion through education and awareness. Following the transition period, standard compliance and enforcement actions will occur. At this time, inspector discretion will be used when enforcing the prescriptive feed, water and rest (FWR) time intervals if the incident is due to an unforeseen circumstance. In these cases, livestock transporters should make the best welfare decision for the animals. CCA continues



to recommend that upon completion of livestock transport research, led by Agriculture and Agri-Food Canada research expertise, that the regulations be revisited to align with the best available scientific data on health and wellbeing during transport. In addition, CCA supports the Livestock Markets Association of Canada's request for an exemption for Transfer of Care documentation for hauls under 500 km.

#### **Business Risk Management**

CCA and Provincial Cattle Associations collaborated to improve business risk management programs this year. The removal of the reference margin limit under AgriStability was a welcomed change that will provide greater equity to cow-calf producers under the program. Enhancements were also made to Livestock Price Insurance program, including the extension of calf settlement windows into January and February, extended

calf program availability into June and extended hours to buy a policy and claim a settlement. We continue to advocate for the Livestock Price Insurance Program (LPIP) to be available across Canada so that producers in the Maritimes can also benefit from the program as well as recommending that the premium for Livestock Price Insurance be cost shared with government and producers. This will put cattle producers at a level playing field with grain producers. CCA and the provinces also successfully lobbied for quick rollout of targeted AgriRecovery programs from both the federal and provincial governments, which provided drought and wildfire support.

Sincerely,

Reg Schellenberg

President, Canadian Cattlemen's Association



**SUPPORTING  
PRICE DISCOVERY  
THROUGH  
INNOVATION**

**VIEWTRAK PRO  
AUCTIONMASTER**

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**AUCTION MARKET  
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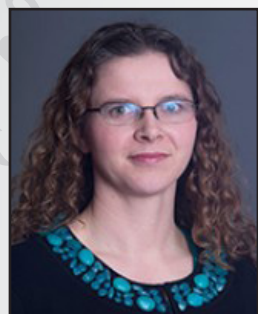




## LIVESTOCK MARKETS ASSOCIATION OF CANADA

# Canfax Report

April 10, 2022



Canadian auction market volumes (including live, satellite and electronic sales for feeders, cows and bulls) in 2021 were

up 10% at 3.07 million head, and up 2% from the five-year average. Increases were seen in British Columbia (+3%), Alberta (+14%), Saskatchewan (+11%), Manitoba (5%), but declined in Ontario (-2%). Electronic and satellite volumes continue to grow, up 17% to 357,787 head, to represent 13% of total western province volumes.

Alberta fed steer prices in 2021 averaged \$156/cwt. Although this was the second highest annual average on record, it didn't feel very exciting as input costs rose faster in the second half of the year. The Ontario fed market averaged \$154/cwt in 2021. Although it was almost \$3/cwt below Alberta for the year, Ontario had a very strong second half with prices a premium to Alberta.

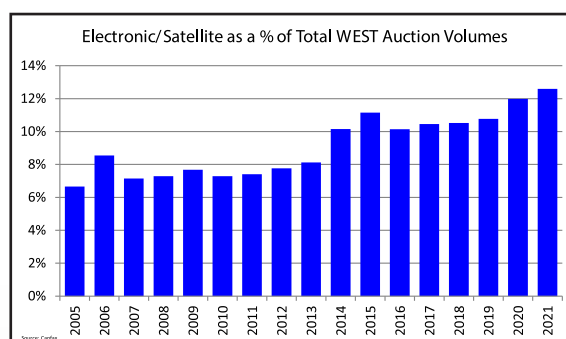
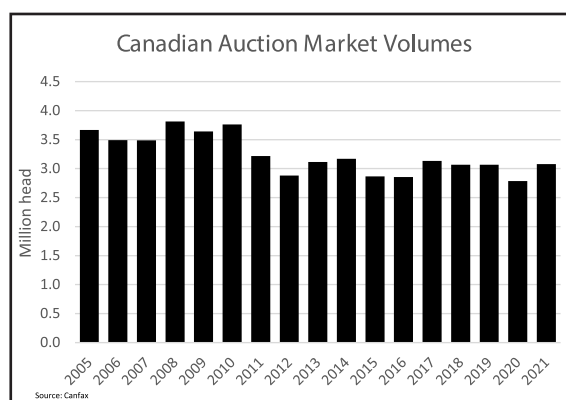
Alberta 850 lb steers were \$6/cwt higher than 2020, but just steady with 2019 averaging \$185/cwt in 2021. Ontario 850 lb steers averaged right in line with Alberta at \$185/cwt, this was only \$2/cwt above 2020 and 2019 levels.

Alberta 550 lb steer prices averaged \$224/cwt in 2021, only \$2/cwt above 2020 and \$4/cwt above 2019. Calf prices started the year slightly stronger than they had been during the first half of the past five years, mostly trading between \$220-235/cwt. At the end of the year, prices were under significant fall run pressure with the drought induced calf sales as well as record high feed grain prices. Fourth quarter prices averaged \$211/cwt, the lowest since 2016. Ontario 550 lb calf prices averaged \$218/cwt for the year, about \$2/cwt below 2020, but \$10 above 2019 prices.

Alberta D2 cow prices averaged \$82.50/cwt in 2021, up 50 cents from 2020. These are the lowest annual averages since 2013. Lack of domestic demand for cull cows combined with the drought saw cow prices drop to a fall low near \$61/cwt, the lowest weekly price since 2011. Alberta D2 cow prices have rebounded strongly in the first quarter of 2022 to \$96/cwt the end of March, but remain below Ontario and the U.S. Ontario cow prices have strengthened over the past couple years to average \$77/cwt in 2021, the highest annual average since 2017.

Top coverage price insurance for calves this September and October is \$226-230/cwt as of late March. This is above last fall's cash prices even after the premium is paid. Expectations are that feed prices will remain elevated keeping pressure on the feeder market. However, strong international and domestic demand is supporting the futures market and there is potential for a stronger fed basis in the second half of the year to support feeder prices.

Provided by CanFax, Canada's source for cattle market information. For more information go to: [www.canfax.ca](http://www.canfax.ca)



# Canadian Cattle Identification Agency

LMAC REPORT

Anne Brunet-Burgess – General Manager



It will come as no surprise that the last couple of years have been challenging. CCIA has met the ever changing COVID protocols by embracing and encouraging the use of our online services and moving forward with new opportunities.

## CCIA Annual General Meeting – April 2022

At the Annual General Meeting in April, CCIA saw the departure of three long standing board members, Doug Sawyer and Pat Hayes, both representatives of the Canadian Cattlemen's Association (CCA) and James MacLean, the Canadian Livestock Dealers Association (CLDA) representative. Doug has been on the Board since 2015 and has been a dedicated member and Chair of the Board Governance and Development Committee. After 11 years on the Board, James is also departing, his industry insight will be missed.

Pat Hayes has been with CCIA since 2009 and will remain involved as Past Chair for the next year. Pat will be remembered for his commonsense approach to traceability and his active role in assuring CCIA was financially sustainable under a fair business model for all species being administered by CCIA. Thank you, Pat for your 12 years at CCIA.

CCIA also welcomed two new representatives from CCA Matt Bowman from Ontario and Brad Osadczuk from Alberta as well as David Saretsky from CLDA. Associate Member Shawn Wilson was welcomed as the Canadian Beef Breeds Council representative. These new representatives bring a wealth of experience to the table.

The remainder of the CCIA Board remained the same with the Executive Committee is as follows:

Chair – Lyle Miller, *Alberta Cattle Feeders' Association*

Vice Chair – Howard Bekkering, *Alberta Beef Producers*

Finance Chair – Dr. Oliver Schunicht, *Canadian Veterinary Medical Association*

Executive Members – Ivan Johnson, *Maritime Beef Producers* and Ken Perlich, *Livestock Markets Association of Canada*

## CCIA has a New Home

CCIA has had a longstanding goal of owning our own building consisting of both office and warehouse. The new building, located in SE Calgary, is bright, comfortable and provides lots of room for the next phase.

By having ample warehouse space in a location that has easy access for a distribution centre we can realize our goal to increase in-house services and become more self-reliant to better serve the industry.

All tags and tag accessories that are available through [tags.canadaid.ca](https://tags.canadaid.ca) (CCIA's Webstore) will soon be distributed exclusively from the Calgary office.

## New and Improved Tags Address Tag Retention Issues

Tag retention is an integral part of the traceability system and CCIA has been working directly with manufacturers to improve issues reported from producers. This has resulted in enhancements and modifications to current tags as well as bringing new and innovative tag design to the CCIA Webstore.

The new Destron DMR RFID tag is an upgraded and improved version of the Destron eTag. Improvements include a fully molded outer tag housing for better durability, water resistance and an improved tag locking mechanism for greater retention. This is available through the CCIA Approved Dealer network and the CCIA Webstore.

Additionally, the first RFID Beef Loop tag became available exclusively through the CCIA Webstore in the Fall of 2021. It is an innovative one-piece wrap-around beef tag, placed in the top of the ear and with no edges to catch on twine or fencing. The HDX microchip technology is over molded in a plastic housing for protection.

## Moving Forward with Ultra-High Frequency (UHF)

Industry has indicated there are benefits to be captured using Ultra-High Frequency (UHF) technology beyond the capabilities of the current Low Frequency technology tags. Even ahead of international standardization of numbering schemes, which is required for national adoption of the technology in Canada, CCIA is exploring ways to rapidly introduce UHF management tags into the existing system in a cost-efficient manner that supplies benefits of the technology to on-farm data collection and supports traceability. Traceability integrity is enhanced, and data capture is simplified by pairing a UHF tag number with a CCIA tag number and storing the cross reference in the CLTS.

## Age Verification Change of Birth Date Notification

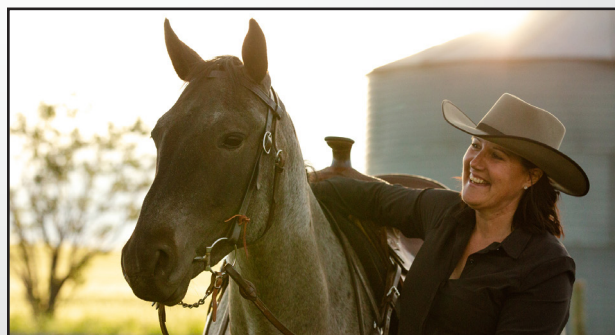
Age Verification and entering birth date of animals into the Canadian Livestock Tracking System (CLTS) remains an option for producers and is internationally recognized as valuable to traceability. As part of CCIA's ongoing responsibility to improving data integrity a "Birth Date Modification Flag" has been added to make aware of changes to the original birth date. If a birth date or a modification is made after the animal is 9 months of age a note will appear on the Tag History and Birth Certificate indicating this change has been made.

## Tag Supply Chain Issues

As with many other industries, CCIA has also been affected by supply chain issues which have impacted the availability of livestock identification devices. CDMV (CCIA's distributor) is receiving weekly shipments, but not at a normal rate to keep up with demand. As a result, some products are on back order. To ensure fair distribution, some products are subject to a weekly purchase allotment until adequate supplies are available.

It is important to place your order at [tags.canadaid.ca](https://tags.canadaid.ca) (CCIA's Webstore) even if your selected products show as "Back Order". By placing your order, you secure your place in the queue, and it will be filled in sequence as soon as there is availability. Alternatively, you may want to look at other approved tags that are currently in stock.

Also, some CCIA Authorized Tag Dealers have inventory in store, so check with your local retailer.



# Transportation Update

## NATIONAL FARM ANIMAL CARE COUNCIL

### Update on the Code of Practice for the Transportation of Livestock and Poultry

With its start in early 2019, the development of a Code of practice for the transportation of livestock and poultry continues to make progress. Prior to the commencement of this development process, the only Codes that had been developed or updated using the National Farm Animal Care Council's (NFACC) Code process had been targeted for on-farm use. The development of the Transportation Code of Practice marks the first time that the process is referenced for a Code that is not intended to be implemented in an animal production environment.

Once complete, this Code will cover the transport of livestock and poultry on public roads and highways within Canada. All farmed animal species that currently have a nationally recognized Code of Practice will be covered by the updated Transport Code (e.g., cattle, pigs, equine, bison, cervids, sheep, goats). The Code will also cover the care of animals while unloaded on a temporary basis at specific types of intermediary sites (i.e., assembly yards; feed/water/rest facilities; sales/auction facilities). In order to address its broad content scope, the Code is expected to be split into two distinct Parts:

- I. Transportation of Livestock & Poultry;
- II. Care of Animals at Intermediary Sites.

The part covering transportation will be split into three species-type modules. The first module will cover livestock that typically walk-on to vehicles. The second and third modules will cover poultry and smaller livestock species that are moved in containers. Ultimately, the goal is to publish a Code that allows users to be able to target and access the specific transportation module(s) from Part 1 as needed, and/or Part 2, which applies to the care of animals at intermediary sites.

A Code Development Committee (CDC) was established early in 2020. Its 23-member roster includes a diverse range of stakeholder participation including transporters, processors, producers, veterinarians, researchers, and animal welfare advocacy organizations along with representation from the Livestock Markets Association of Canada (LMAC). The CDC has been tasked with drafting animal transport content that is common to most if not all species covered in the Code, with an emphasis on species that walk-on vehicles.

In addition to the CDC, eight species-specific Working Groups ((WG): Cattle; Pigs; Equine; Sheep/Goats; Bison/Cervid; Poultry; Hatchery; Mink/Fox/Rabbit), all of which also include diverse stakeholder representation and animal-specific expertise, have also been established. Following the CDC's agreement on common content, walk-on species-specific WGs will add further guidance on a species-by-species basis. To provide context on the size of this project, there are more than 100 individuals

participating on the CDC and the transportation-related WGs.

#### Intermediary Sites Working Group

Consultations with agriculture stakeholders – including LMAC – at the beginning of the development of the Transportation Code determined that intermediary or transitional points (i.e., sites where animals are unloaded from vehicles and held for relatively short periods of time) needed to be included in the Code, as they are not covered in the on-farm Codes and as such represent a gap in the Codes coverage of farm animal welfare. To address this need, the decision was made to cover the care of animals while at intermediary sites as part of the Code of Practice for the Transportation of Livestock and Poultry.

Again, using a diverse and multi-stakeholder approach, an Intermediary Sites WG roster was finalized just prior to its first virtual meeting in the fall of 2020. The group was orientated to NFACC as an organization as well as its Code development process, along with the specific process that is being followed to develop the Livestock and Poultry Transportation Code of Practice. Representatives from all three sectors (i.e., assembly yards; feed/water/rest facilities; sales/auction facilities) including LMAC, are participating to offer their insights and expertise as members of the Working Group.

This is the first time a Code section has been developed with the intent of including a stand-alone part that covers multiple species of animals for these three unique sectors. Since its first orientation meeting in late 2020, the Intermediary Sites WG members have been incredibly dedicated, which is evidenced by their participation thus far in 21 virtual meetings that have ranged from two to five hours in length. With the valuable contribution of LMAC, the WG has successfully developed a preliminary section draft and is currently in the process of wrapping up final details before moving into the next phase of Code development.

LMAC is represented on both the Intermediary Sites Working Group and the Code Development Committee.

Once complete, Codes may be used in a variety of different ways, including as extension and educational tools, reference materials for regulations, and the foundation for animal care assessment programs.

This project is funded in part by the Government of Canada under the Canadian Agricultural Partnership's AgriAssurance Program, a federal, provincial, territorial initiative.

For more information on NFACC and the Codes of Practice, please visit <https://www.nfacc.ca/>. General information on Codes of Practice can be found in the on the NFACC website, along with information specific to the Transportation Code of Practice.



CANADIAN

# Beef Check Off Agency LMAC REPORT

CHAD ROSS, CHAIR



## **Your Beef Check-Off: Working for You**

Our national check-off dollars went to work hard last year, supporting flexible marketing

strategies to meet consumers where they were shopping, and investing research dollars into projects that helped producers stretch their feed supplies and increase efficiencies while holding on to cattle in a backlogged market situation. Investments into maintaining and growing public support for beef and beef producers was paramount this year, and our industry continues to focus on the science that shows how beneficial cattle and beef really are to our environments and to our health and wellness.

Last year, \$17.2 million in national check-off was collected in Canada, to help drive value for Canadian beef and veal producers. Add that to the \$1.2 million in import levy collected, and nearly \$19 million was invested into making our industry more efficient and profitable through targeted investments in priority areas.

The Agency has worked to educate producers, stakeholders and those along the value chain about the collection and remittance of national check-off, which has in turn, reduced slippage. It is important that we, as an organization, remain engaged with our provincial partners so we understand the unique needs of producers from coast to coast. We are always looking for ways to change our strategies and remain flexible, making sure to get our message to where producers are.

As markets fluctuate and the way we raise and produce cattle changes, so must our strategy for investing national check-off dollars. Different points in the cattle cycle highlight the need for different investment priorities for our industry, so we have to be ready to watch for those market signals and remain flexible.

Moving into our next fiscal year, the Agency has developed a new series of five-year goals focusing on national unity and communicating the value of the national beef check-off.

Understanding that a large majority of national check-off revenue is driven through auction markets and dealers, the Agency is working to develop a strategy to work with key auction markets to deliver value messaging to producers. We know that strategies like this will take time and financial investments, and we hope that strategies like this will benefit auction markets, dealers, traders and producers, and help key in on areas to improve communication while sharing resources tailored to Canadian beef producers.

In the resource area, the Agency is investing into the development of resources aimed at delivering that value messaging. A return on investment study is nearing completion, which will be released this summer. Past studies have shown the impressive dollar for dollar return that the industry sees on national check-off investments, and we will develop resources to share the updated results with producers from coast to coast.

We have also been developing a stronger inspection and education program, which will allow our inspectors to work directly with auction markets across the country to look deeper into national check-off remittances and rates, and find ways to make the process simpler, clearer and easier. We want to help our auction markets collect and remit national check-off as efficiently as possible to put the collected dollars to work for the Canadian beef industry.

Our Agency Members continue to work together to represent Canadian beef producers from all sectors around the check-off table. It is important to keep our eyes on the future of our industry, and ensure we are continuing to deliver measurable value for our industry.

Chad Ross  
Chair, Canadian Beef Check-Off Agency



## LIVESTOCK MARKETS ASSOCIATION OF CANADA

# Beef Cattle Research Council Report

### Matt Bowman – Chair



The Beef Cattle Research Council (BCRC) is Canada's industry-led funding agency for beef, cattle and forage research and extension.

The BCRC is led by a 14-member Council, comprised of 13 producers and one member at large, and is funded in part through a portion of the Canadian Beef Cattle Check-Off.

#### Generating Value from Every Research Dollar

In 2020/21, the BCRC received on average \$0.67 of every \$2.50 of the Canadian Beef Cattle Check-Off collected by the provinces. This funding was leveraged with Agriculture and Agri-Food Canada (AAFC) Canadian Agricultural Partnership (CAP) Beef Science Cluster funding, where industry contributed 26% or \$1.16 million and government contributed 74% or \$3.27 million. In addition, the BCRC utilized an additional \$3.4 million in government and industry research funding.

#### Tackling Industry Priorities

The BCRC currently funds 90+ research and extension projects led by researchers nationwide, in partnership with more than 40 funding agencies and 40 research facilities. A few of the most recent research project findings include:

Preconditioning helped calves travel better, but rest stops did not provide any clear, across-the-board benefits and might pose extra challenges to non-preconditioned calves.

- Certain vaccination strategies may improve immune protection, animal health and antimicrobial use at less cost than developing new vaccines.
- Rotating classes of antibiotics used in feedlots may help maintain effectiveness rather than relying solely on macrolides.
- Cattle vaccination rates are going up among western Canadian cow-calf producers, and recommended booster vaccinations against respiratory viruses could help reduce the need for antibiotic treatments.

#### Producer Resources and Industry Engagement

The BCRC develops and distributes producer and stakeholder resources including fact sheets, interactive decision-making tools, industry magazine articles, blog posts, infographics, radio clips, videos and webinars. A few recent resources include:

"Practical Tips on Reducing Stress When Handling Cattle" article

- Updated "Transport" webpage on BeefResearch.ca
- "Don't Roll the Dice with Johnes Disease" webinar and risk-reward calculator
- "How to Calculate the Value of a Bull" video and interactive calculator
- "How to Increase Profitability through Calving Distribution" video and calculator
- "To Sell or Background Calves?" article and interactive backgrounding calculator

Subscribe (<https://www.BeefResearch.ca/blog/subscribe/>) to learn more about BCRC initiatives, resources and decision-making tools for beef producers at BeefResearch.ca.



# Verified Beef Production Plus

## LMAC REPORT

**Shannon Argent, VBP+ Business Manager**

**www.verifiedbeef.ca**



Verified Beef Production Plus (VBP+) and VBP+ Delivery Services Inc. (VBP+ Inc.) have continued to show steady growth in the 2021-2022 time period.

VBP+, which delivers training and maintains the VBP+ standard and accreditations which VBP+ holds, is set to launch a new online training and training platform. The platform will provide resources on best management practices as well as information for successful certification, corrective action resolution and scoring. VBP+ has evolved since 2003 from delivering only on-farm food safety training and certification to encompassing all aspects important to Canadian beef producers, including on-farm food safety, biosecurity, environmental stewardship and animal care. The program also includes related modules in emergency preparedness, transportation, vulnerable/distressed and high risk cattle, leadership and community and training and mentorship. While in-person training was suspended for much of the past two years, webinar training and on-line training showed steady growth.

VBP+ maintains an equivalency with the Canadian Roundtable for Sustainable Beef's Certified Sustainable Beef Framework, Technical 1 recognition with the Canadian Food Inspection Agency's Food Safety Recognition program and has been assessed against the National Farmed Animal Care Assessment Framework. VBP+ continues to seek various accreditations and equivalencies with its program to expand initiatives and value for Canadian beef producers through one certification process.

There are currently four packer/processor initiatives that source from VBP+ certified operations, Cargill's Implementation of the Certified Sustainable Beef Framework, BC Beef Producers Inc., Atlantic Beef Products and Harmony Beef. True North Foods in Manitoba also prefers to source from VBP+ certified operations. VBP+ continues to seek various accreditations and equivalencies with its program to expand initiatives and value for Canadian beef producers through one certification process. While auction markets are not required to be certified for cattle sold through them to participate in initiatives, they

are valuable assets to communicate the status of operations when they are offering cattle for sale. VBP+ can also provide training and resources to auction market staff and customers and are very willing to work with markets that wish to host VBP+ sales.

VBP+ Delivery Services Inc. is a stand-alone organization which delivers certifications on behalf of VBP+. VBP+ Inc. maintains auditors in each of the Canadian provinces, who perform on-farm audits in all sectors of the Canadian beef industry. VBP+ Inc. also delivers renewal activities, including record assessments and self-declarations for the complete five-year audit cycle.

*Program growth (March 31, 2021 – March 31, 2022) – Operations and head numbers under the management of VBP+ Certified Operations*

|      | Active Operations | # head – Backgrounding | # head – Cow/Calf | # head – Feedyard | Total # head |
|------|-------------------|------------------------|-------------------|-------------------|--------------|
| 2021 | 1304              | 253,249                | 325,754           | 1,029,072         | 1,608,075    |
| 2022 | 1382              | 261,812                | 363,563           | 1,064,923         | 1,680,298    |

Source: VBP+ internal data, updated at yearly review

VBP+ has also started collecting metrics around the number of acres under the management of VBP+ Certified Operations. This number is still preliminary as operations are asked to report yearly and VBP+ started collecting metrics after March 31, 2021

*Number of acres under the management of VBP+ Certified Operations as of March 31, 2022*

|                                     |                  |
|-------------------------------------|------------------|
| Dryland Acres for Feed Production   | 262,584          |
| Irrigated Acres for Feed Production | 34,389           |
| Native Pasture Acres for Grazing    | 1,840,922        |
| Tame Pasture Acres for Grazing      | 330,233          |
| <b>Total</b>                        | <b>2,468,129</b> |

Source: VBP+ internal data, updated at yearly review



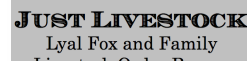




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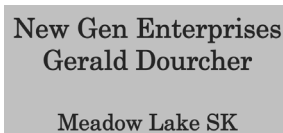




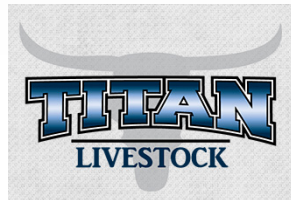
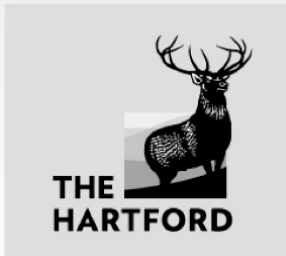
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