

MAY 23 - MAY 26, 2024

WATERLOO, ONTARIO



43rd | 25th Annual
Annual | Canadian
LMAC | Livestock
Convention | Auctioneer
Championship





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PRESIDENT'S GREETING

CRAIG JACKLIN, LMAC PRESIDENT

On behalf of the Board of Directors and the members of the Livestock Markets Association of Canada, I wish to take this opportunity to welcome you to our 43rd Annual Convention and the 25th Canadian Livestock Auctioneering Championships.

We are especially excited to be in the Waterloo region and working with our hosts Larry and Marianne Witzel from the Ontario Livestock Exchange.

I would personally like to thank our host committee and the members of the Ontario Livestock Auction Markets Association who have helped organize this great event. The sponsorship support that we received from the marketers and service providers in Ontario and across Canada was fantastic. We welcome livestock marketers from B.C. to Quebec. We have 36 auctioneers competing in the Auctioneering Championships with many familiar faces and some new rookie auctioneers getting started in the industry.

We are experiencing record high cattle prices, and despite a smaller national cowherd, industry has witnessed an increase in the number of cattle being marketed by auction. Producers are taking advantage of the "True Price Discovery" method provided by the auction industry.

LMAC represents the marketing sector on a number of national committees. LMAC deals with numerous issues that impact the cattle marketing, transportation, animal welfare, employee safety and traceability sectors. Please join us Saturday afternoon at our business meeting to see what LMAC can do for you.

Enjoy your time at Waterloo and thank you for attending our event.

Craig Jacklin
LMAC President



HOSTS' GREETING

LARRY and MARIANNE WITZEL

Welcome to the 43rd Annual Canadian Livestock Association Convention and the 25th Canadian Auctioneering Championship.

The Ontario Livestock Exchange management and staff would like to welcome each and every one of you to the diversity of Waterloo Region with much to explore and appreciate in the Province of Ontario.

We are thrilled to gather once again, bringing together industry leaders, professionals and enthusiasts alike, all united by our shared passion for the livestock sector. As we convene to exchange insights, innovations and best practices, let us embrace the opportunity to forge new connections, deepen existing relationships and chart the course for a prosperous future in the livestock industry.

Get ready to share the excitement as 35 elite auctioneers from across Canada compete for the prestigious Championship title. With their skill, charisma and passion for the trade, they are set to impress with every bid and call. As these talented auctioneers showcase their expertise, let us applaud their dedication and celebrate the artistry of the auctioneering profession. Good luck to all.

The Ontario Livestock Exchange extends heartfelt thanks to the Livestock Markets Association of Canada (LMAC) and the Ontario Livestock Markets Association (OLMA) for making this event successful and its members for making this event possible. Your dedication to excellence and commitment to advancing our shared goals are truly commendable. Together, we will continue to strengthen the livestock industry, uphold its standard and foster growth and prosperity for all involved.

On behalf of LMAC and the entire organizing committee we would like to extend our heartfelt gratitude to all of our generous sponsors. Your financial commitments to the event not only helped make it possible but also contributed significantly to the success of it. With your sponsorship we are able to provide attendees with valuable experiences and networking opportunities. Thank you!

As hosts of the 2024 LMAC national convention we thank all of you for attending. We hope new acquaintances will be made, and memorable experiences will be attained as you enjoy the St Jacobs Country side.

Larry and Marianne

LMAC COMMITTEES and REPRESENTATIVES

Animal Welfare

Brock Taylor, Larry Witzel, Chance Martin, Mark Ferraro

Auctioneering Competition

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

Beef Coalition

Allan Munroe, Rick Wright

Best Practices Development

Rick Wright, Mark Ferraro, Brent Brooks, Craig Jacklin, Allan Munroe

CCA

Rick Wright, Craig Jacklin

CCIA

Ken Perlich

Communications and Promotions

Rick Wright, Allan Munroe, Rob Bergevin

Compliance and Enforcement

Rick Wright, Larry Witzel, Chance Martin

Convention

Rick Wright, Chance Martin, Larry Witzel, Brock Taylor, Mark Ferraro

Electronic Sales

Vacant

E Logs and Hours of Service

Mark Canart, Rick Wright, Craig Jacklin

Finance

Craig Jacklin, Brock Taylor, Bob Miller, Tyler Cronkhite

Hall of Fame

Allan Munroe, Larry Witzel, Bob Miller, Tyler Cronkhite, Brent Brooks

Livestock Transportation

Larry Witzel, Mark Canart, Rick Wright, Tyler Cronkite, Chance Martin

Labour

Chance Martin, Tyler Cronkhite

Memorial Honour Roll

Bob Miller, Rick Wright, Casey Lawes

Membership

Brock Taylor, Rick Wright, Mark Ferraro

National Farm Animal Council

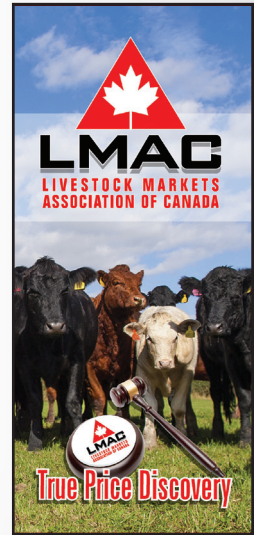
Rob Bergevin, Chance Martin, Rick Wright

Traceability Movement Reporting

Larry Witzel, Rick Wright, Ken Perlich

Transfer of Care

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





HISTORY OF OLEX

The Ontario Livestock Exchange (OLEX) has been an integral part of the livestock industry for well over 70 years. The origins of OLEX can be traced back to the early 1950s consisting of two livestock markets. The larger Kitchener Stockyards and the Waterloo County Stockyards merged becoming the new Kitchener Waterloo Stockyards in 1974. A new facility was then built on the north end of Waterloo as it still stands today. In 1982 more changes were implemented thus forming the Ontario Livestock Exchange.

Over the years OLEX has continued to evolve and adapt to the changing and challenging needs of the livestock industry. Today OLEX plays a crucial role in the agricultural community by providing a transparent and competitive price discovery marketplace for producers and packers to buy and sell livestock.

OLEX is one of the largest livestock markets in Ontario, selling cattle, stockers, dairy cows, sheep and goats and horses three days a week. OLEX also hosts a Horse Auction the last Saturday of every month, bringing in sellers and buyers from across Ontario and the United States.

Overall, the Ontario Livestock Exchange has a long-storied history of serving the livestock industry in Ontario, and its continued success is a testament to its importance in the agricultural community.

HISTORY OF THE LMAC

On May 18, 1979, in Winnipeg, a group of forward thinking auction market owners decided to form a national organization. Emerson Gill of Grand Bend, Ontario was nominated as the first chair of the organization. The meeting attracted market operators from British Columbia to Prince Edward Island.

In the past, the terminal markets across Canada held a monopoly on the livestock auctions. Terminal markets were in Montreal, Toronto, Winnipeg, Calgary and Edmonton.

The terminal markets had their own organization that did not allow independent operators to join. With more and more rural auction markets opening, the terminal markets were losing their monopoly on the livestock auction business. The terminal markets finally realized that the rural markets were here to stay and agreed to investigate the possibility of forming a new organization that would represent all livestock markets.

The first annual meeting of the Livestock Markets Association of Canada was held in June, 1980 with 43 people in attendance. LMAC continues to grow in members and is recognized as the national voice of the livestock-marketing sector in Canada. Today the Livestock Markets Association of Canada still represents the majority of the livestock auctions across Canada. Members of provincial livestock marketing associations that are in "good standing" are automatically members of LMAC.

LMAC 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.



2010

RALPH VOLD
Ponoka, AB



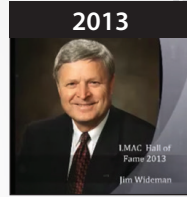
2011

ROY RUTLEDGE
Assiniboia, SK



2012

KEN HURLBURT
Lethbridge, AB



2013

JIM WIDEMAN
Waterloo, ON



2014

RICK WRIGHT
Virden, MB



2015

LARRY WITZEL
Waterloo, ON



2016

MIKE FLEURY
Aberdeen, SK



2017

BLAIR VOLD
Ponoka, AB



2018

GENE PARKS
Whitewood, SK



2019

RON SIM
Red Deer, AB



2022

BILL JAMESON
Moose Jaw, SK



2023

DANNY ROSEHILL
Olds, AB



**LIVESTOCK MARKETS ASSOCIATION OF CANADA
43rd ANNUAL CONVENTION
MAY 23 - 26, WATERLOO, ONTARIO
CONVENTION HEADQUARTERS HUMPHREY INN -
HOMEWOOD INN**

THURSDAY, MAY 23, 2024

9:00 to 3:30 p.m.	Feedlot Tour (optional) must pre-register
9:00 to 3:30 p.m.	Ladies' Tour (optional) must pre-register
2:00 p.m.	Auctioneers' Video Interviews Start – Hampton Inn
2:00 p.m.	Auctioneers' and Judges' Photo Session Starts – Hampton Inn
2:00 p.m.	Registration Desk Open – Homewood Suites (all conventioners please pick up your name tags and LMAC gift at the office)
3:00 p.m.	Hospitality Room – Homewood Suites
6:00 p.m.	Meet and Greet Opens – Berlin Room - Hampton Inn
6:30 to 8:30 p.m.	Supper – Berlin Room - Hampton Inn
8:00 p.m.	Auctioneers' Draw - Apparel Handed Out - Berlin Room - Hampton Inn
9:00 p.m.	Auctioneers Calcutta
10:00 p.m.	Meet and Greet Closes
10:00 p.m.	Hospitality Room Opens – Homewood Inn

FRIDAY, MAY 24, 2024 ~ Competition at OLEX

7:00 to 8:30 a.m.	Breakfast – Berlin Room - Hampton Inn
8:00 to 9:00 a.m.	LMAC office is open
8:00 a.m.	Judges' Meeting Hampton Inn
8:20 a.m.	Auctioneers' Meeting - Berlin Room - Hampton Inn
8:45 a.m.	Auctioneers' Mic Check at OLEX
9:15 a.m.	Judges' Photo in front of the EBY Trailer at OLEX.
9:30 a.m.	Auctioneers' Group Photo in front of Eby Trailer at OLEX
9:45 a.m.	Auctioneers Assemble Grand Opening at the EBY Trailer
10:00 a.m.	Opening Ceremonies and Grand March
10:10 a.m.	LMAC Champion Jesse Lawes sells first draft
6:00 p.m.	Buses depart for Supper (Ontario Night Supper at the Witzel Farm)
7:00 p.m.	Live Entertainment Starts
7:00 to 8:30 p.m.	Supper
11:00 p.m.	1 Bus return to hotels
11:30 p.m.	2 Buses return to hotel

SATURDAY, MAY 25, 2024

- 7:00 to 8:30 a.m.** Breakfast is served Berlin Room Hampton Inn
- 9:00 a.m. to 12:30 p.m.** Free time to attend Waterloo Farmers Market at the stockyards
- 12:00 p.m.** Conventioneers on their own for lunch
- 2:00 to 4:00 p.m.** St. Jacobs Playhouse – Tickets for live theatre production of “Rock of Ages” limited tickets are available, \$50.00 per person book on LMAC Convention page on Eventbrite. Tickets must be pre-booked
- 1:00 p.m.** LMAC Meeting starts. Open to all (auctioneers are required to attend)
- 1:30 p.m.** LMAC Elections – All members please attend
- 2:00 p.m.** Speaker presentation – Ryan Copithorne – Cows in Control – Marketing Strategies and Outlook
- 5:15 p.m.** Buses leave for supper – St George’s Hall (1 bus, 3 trips)
- 6:30 p.m.** LMAC awards banquet
- 8:00 p.m.** Awards Presentation and Broadcast Live on DLMS
- 9:30 p.m.** Buses return to Hotels
- 10:00 p.m.** Hospitality Room Opens Homewood Suites

SUNDAY, MAY 26, 2024

- 7:00 to 9:30 a.m.** Farewell Breakfast at your hotel in Breakfast area.
- 9:30 a.m.** Ontario Livestock Auction Markets Assoc. meeting (tentative) at the Hampton Inn.

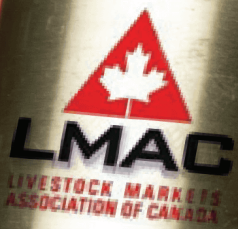
LMAC Policy on Traceability

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 or where 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.

25th Annual Canadian Livestock Auctioneer Championship

Killarney Auction	
# of HEAD	Avg. Weight
13	1031
Type	Total Weight
MIXD STR FE	13400
Head Count	Total Weight
13	13400
Price	Avg. Weight
243.25	1031



ATION MA



NATIONAL
CHAIRMAN
RICK WRIGHT

NATIONAL
COMMITTEE
ROB BERGEVIN, CRAIG JACKLIN, CHANCE
MARTIN, BRENT BROOKS, MARK FERRAO

HOST MARKET
ONTARIO LIVESTOCK EXCHANGE (OLEX),
WATERLOO, ONTARIO

MASTER OF
CEREMONIES
DAN SKEELS, LMCA CHAMPION AND WORLD
CHAMPION

SCORE KEEPERS
TAMMY MUNROE & CRAIG JACKLIN

VIDEO
INTERVIEWS
BROCK TAYLOR , TYLER CRONKHITE,
BOB MILLER

VIDEO
DLMS – MARK SHOLOGAN AND CREW

PHOTOGRAPHY
EMILY GETHKE, MITCHELL ONTARIO
BROADCAST OF
COMPETITION

DLMS - REGISTER AT WWW.DLMS.CA
FOLLOW US ON FACEBOOK LIVE STREAM AT
LMCA CANADA

LOCAL COMMITTEE
LARRY AND MARIANNE WITZEL, MIKE MOSER

SPONSORSHIP
LMCA DIRECTORS, MARIANNE WITZEL,
KEVIN McARTER, CINDY FERRARO



2024 CANADIAN LIVESTOCK AUCTIONEER CHAMPIONSHIP

Competitors

GARY ABLBRECHT*, Milverton, Ont.
OLEX, Waterloo, Ont.

RUSSEL ALLISON*, Stettler AB
Stettler Auction Mart – Stettler AB

JOHN BAIER, Swift Current, SK
Heartland Livestock – Swift Current, SK

ROB BERGEVIN, Stavelly, AB
Foothills Auctioneers Inc. – Stavelly, AB

FREDERICK BODNARUS, Saskatoon, SK
Northern Livestock Sales – Prince Albert, SK

RICHARD BRAMLEY*, Minnedosa MB
Heartland Livestock Virden, MB

SCOTT CAMPBELL, Brandon MB
Fraser Auction Services, Brandon MB

ERIC CLOUÂTRE, St. Simon, QC
Réseau Encans Quebec – St. –Isadore, QC

TYLER CRONKHITE, Maple Creek, SK
Cowtown L/S Exchange – Maple Creek, SK

TY CUTLER*, Moosomin, SK
Whitewood Livestock, Whitewood, SK

LARS DELEEUV*, Burford, Ont.
Ontario Livestock Exchange, Waterloo, Ont.

DALE DMYTRIW, Clyde, AB
Vermillion Livestock Exchange, Vermillion, AB

COREY FRENCH*, Lethbridge, AB
Perlich Bros. Auction Mart Ltd., Lethbridge, AB

WILLIAM HAALSTRA, Dunnville, ON
Ontario Livestock Exchange, Waterloo, ON

KYLE HOWARTH, Boissevain, MB
Killarney Auction Market, Killarney, MB

BLAINE HUSTON*, Gladstone MB
Gladstone Auction Mart

DAVE JACOB, Mitchell Ont.
Ontario Stockyards Inc., Cookstown, Ont.

BRAD KEHLER, Grunthal, MB
Grunthal Auction Mart, Grunthal, MB

RYAN KUEPFER*, Waterloo Ont.
Ontario Livestock Exchange, Waterloo, Ont.

KODY LAKEWOLD*, Provost, AB
Provost Livestock Exchange, Provost, AB

KEVIN MACARTHUR, Ont
Ontario Stockyards Inc., Cookstown, Ont.

KEVIN MCARTER, Exeter, Ont.
Brussels Livestock, Brussels, Ont.

PAUL MOORE, Yorkton, SK
Yorkton Auction Center, Yorkton Sk.

ALLAN MUNROE, Killarney, MB
Killarney Auction Mart, Killarney, MB

RHETT PARKS, Whitewood, SK
Whitewood Livestock, Whitewood, SK

JUSTIN PERLICH, Lethbridge, AB
Perlich Bros. Auction Mart Ltd., Lethbridge, AB

JOE PERLICH, Lethbridge, AB
Perlich Bros. Auction Mart Ltd., Lethbridge, AB

JOSH POLAND, Olds, AB
Olds Auction Mart, Olds, AB

ANDREW REELEDER, Bentley AB
Innisfail Auction Mart, Innisfail AB

TYLER ROSEHILL, Olds, AB
Olds Auction Mart, Olds, AB

DARCY SHEETS, Rosiland, AB
Viking Auction Mart, Viking, Ab.

TYLER SLAWINSKI, McCreary, MB
Gladstone Auction Mart, Gladstone, MB

JOHNATHON STRATULIAK*, Ethelbert, MB
Ashern Auction Mart, Ashern,

ELMER SWARTZENTRUBER, Wiarton, Ont.
Ontario Stock Yards Inc., Cookstown, Ont.

AUSTIN TAYLOR*, Reston, MB
Taylor Auctions - Melita MB

BROCK TAYLOR, Reston, MB
Taylor Auctions - Melita MB

* Qualifies for Rookie



GREETINGS FROM COMPETITION CHAIRMAN RICK WRIGHT

Welcome to the 25th Anniversary of the Canadian Livestock Auctioneering Championship. This event started in Winnipeg, Manitoba with Danny Skeels crowned as the first Champion. Danny went on to win the International Competition at the Calgary Stampede, and within a few years was the Champion at the World Auctioneering competition in Billings, Montana. The idea of a Canadian Championship started after a conversation with Brian Good from the Canadian Angus Association. I was telling him about the results of our Man/Sask competition, and he asked the question, "Why is there no Canadian Championship?" The rest is history! LMAC has averaged over 30 auctioneers every year with the highest at Thorsby in 2019 with 45 entries. The auctioneering competition has become an important part of the LMAC convention and annual meeting, which now draws over 200 participants to the annual event. The competition is broadcast live on DLMS with between 2000 and 3000 views each year. This is our third trip to OLEX for the competition. I would like to thank Larry and Marianne Witzel for agreeing to host and for the hard work they have put into this event. I also want to recognize the remainder host committee; Mike Mozer, Mark and Cindy Ferraro, Kevin McArter, Ron Stevenson and Ab Carroll for their assistance and support on sponsorship and tour committees.

When we mention sponsors, I would be remiss if I didn't mention the terrific support that LMAC received from our industry partners in both Ontario and across the country. This event has become a major undertaking and would not be sustainable without the support of our many sponsors and supporters.

I would like to take this opportunity to recognize the work that Larry Witzel has put into representing the Livestock Marketing Industry. For over 25 years, Larry has been an Ontario representative on LMAC. He has served on numerous national and provincial committees during that time and has been responsible for many positive solutions within the marketing sector. He has earned the respect of his industry partners, fellow marketers, and government officials and is often referred to as the "voice of reason" at the bargaining table. There is no way to measure the time Larry has committed to the marketing sector and LMAC at expense of his family time and business. LMAC thanks Larry Witzel for his commitment to our industry. Keep up the great work.



AUCTIONEERING CHAMPIONSHIPS Awards

The 2024 Canadian LIVESTOCK Auctioneering Champion will receive \$1000 towards expenses to compete in the International Auctioneering Championship at the 2024 Calgary Stampede.

Donated by:
LIVESTOCK MARKETS ASSOCIATION OF CANADA

Entry to the International Auctioneering Championship at the Calgary Stampede
Donated by: **THE CALGARY STAMPEDE**

A custom-made championship ring
Sponsored by: **FOOTHILLS AUCTIONEERS INC., STAVELY, ALBERTA** Rob and Sharon Bergevin

A Limited edition "Ken Frederickson" bronze
Sponsored by: **CANADIAN ANGUS ASSOCIATION**

Grand Champion Buckle Donated by:
CANADIAN HEREFORD ASSOCIATION

Reserve Champion Buckle Donated by:
CANADIAN LIMOUSIN ASSOCIATION

First Runner-Up Buckle
Donated by: **CANADIAN SHORTHORN ASSOCIATION**

Second Runner-Up Buckle Donated by:
CANADIAN CHAROLAIS ASSOCIATION

Third Runner up Buckle Donated by:
CANADIAN SIMMENTAL ASSOCIATION

Top Ten Finalists: Custom Made Money Clips
Sponsored by: **ONTARIO LIVESTOCK AUCTION MARKETS ASSOCIATION (OLAMA), PRESIDENT – LARRY WITZEL**

LMAC Rookie of the Year: Custom-made Buckle sponsored by: **BOERHINGER –ENGELHEIM**

Whitewood Livestock Sales Buckle for Most Congenial Auctioneer Donated by:
RHETT AND GENE PARKS - WHITEWOOD, SASKATCHEWAN

Most Improved Auctioneer: Custom-made Buckle Sponsored by: **JACK AUCTION GROUP –** Brennin Jack, Virden Manitoba

High Point Interview - Custom-made Buckle Sponsored by: **THORSBY STOCKYARDS INC.** Chance Martin, Jeff Fritz, Corey Lawrence

All Auctioneers receive Computer Bags
Donated by: **VJV LIVESTOCK MARKETING GROUP** Ponoka, Alberta – Henry Thalen

Shirts for all of the Auctioneers, Judges and Officials Supplied by: **WRANGLER - OFFICIAL CLOTHING SUPPLIER FOR LMAC**

All Auctioneers who have entered the 2024 International Auctioneering Championship at the Calgary Stampede will have their names entered in a draw for a free entry registration. (Must be entered in Calgary prior to LMAC in Waterloo to qualify.) See Rob Bergevin for details!

Cowboy Boot Draw – Courtesy of:
Roper Stetson



McCALL LIVESTOCK



LMAC PERSONAL INTERVIEW JUDGES



CRYSTAL THOMPSON: Crystal owns and operates the Stettler Auction Mart with her parents Gary and Leigh Rairdan. Crystal was born and raised in Stettler and grew up on the family farm raising livestock. Crystal was re-elected as the Beef Council Chairwoman for the Stettler District 4-H beef council this past fall. Crystal is passionate about the youth in our Ag industry as well as an advocate for new sustainable agriculture practices. She hopes to add a female's perspective to the panel of judges this year.



DAVE DENURE: Dave is part of the ownership group that operates the weekly sales at the Hoards Station Community Livestock Exchange in Ontario. Dave is an auctioneer and is a well-respected livestock marketer. He has served on the LMAC board of directors. Dave's many years of experience in the auction industry make him a great candidate for the 2024 judging team.



KEN MCDONALD: Ken operates Supreme Auctions in Indian Head, Saskatchewan. He is a former Man/Sask Livestock Auctioneering Champion. He has competed at the National Competition a number of times, scoring very well in the interview section of the event. Ken raises hundreds of thousands of dollars each year as the lead auctioneer at many gala fundraising events in Saskatchewan.

LMAC LIVE AUCTION COMPETITION JUDGES



SCOTT ANDERSON: Scott is the man behind the highly successful Anderson Bred Heifer program in Bowden, Alberta. Scott purchases the majority of his heifers from the auction markets in Alberta and operates a number of bred heifer sales in central Alberta. Scott is a true believer in "True Price Discovery" by public auction. He was a judge at the 2023 No Borders Auction Competition in Alberta.



TODD HUDSON: Todd is co-leader of the procurement team for JGL Livestock in Moose Jaw, Saskatchewan. JGL is Canada's largest order buying company, with buyers in the four western provinces. JGL supplies cattle to feeders and ranchers all over Canada and the USA. Todd's vast experience in the cattle rings and his past experience as an auctioneer make him a very qualified judge for this competition.



JESSE LAWES: Todd is co-leader of the procurement team for JGL Livestock in Moose Jaw, Saskatchewan. JGL is Canada's largest order buying company, with buyers in the four western provinces. JGL supplies cattle to feeders and ranchers all over Canada and the USA. Todd's vast experience in the cattle rings and his past experience as an auctioneer make him a very qualified judge for this competition.



DAVE WILLIAMS: Dave has been a cattle buyer for over 50 years. He started his career with Richie Fay and Armstrong at the Toronto Stockyards. In his career he has attended thousands of cattle auctions, purchasing cattle for CDM and Dorr Meat Packers. For the majority of his career, he has been a cattle buyer for St. Helen's Meat Packers in Toronto and Taylor Meat Packers in Pennsylvania. Dave enjoys the cattle business and is considered an expert in the sales ring as a packer buyer.



CALVIN KUEPFER: Calvin is the 2015 Canadian Livestock Auctioneering Champion. Calvin's commanding voice and smooth chant have made him one of the best auctioneers in Canada. He currently sells at OLEX in Waterloo. Calvin is very active in the horse sale business and is very respected by peers in the auctioneering world. This is the first time he has judged at a national event.



CLINT ELLIS: Clint is the owner of Ellis Cattle Co. in B.C. His company purchases the majority of the cattle sold in B.C. at the auctions and supplies many of the large feedlots in Alberta. As well as running the order buying company, Clint and his wife Cordy have a large ranch with over 2000 cows.

MASTER OF CEREMONIES



DAN SKEELS: Danny needs no introduction, as he is a legend in the livestock auctioneering industry. He is the only Canadian to win the Auctioneering Triple Crown - the LMAC, the International in Calgary, and the World Championship in Billings, Montana. He is one of only three people to be awarded the LMAC Industry Champion Award for outstanding achievement and promotion of the auction industry and LMAC.

JUDGING **Criteria**

CLARITY AND VOICE CONTROL (CLEARNESS OF VOICE, VOICE VOLUME) Are the numbers easy to distinguish? Does the auctioneer have control of his breathing? Is he able to maintain a consistent volume and speed without losing focus? Could he maintain this pace in the real livestock auction environment? Does the auctioneer have control of the microphone and use it to its best advantage?

CHANT Is the rhythm smooth and fluid? Is the chant easy to follow? Is the chant easy to listen to? Could you listen to the chant for a long sale without it becoming tiresome? Are the numbers clear?

PROFESSIONALISM, CONFIDENCE, CALMNESS, MANNERISMS Does the auctioneer move the sale along at an acceptable pace while reaching fair market value for the product sold? Does he present himself in a professional manner in both appearance and attitude? Was the auctioneer proficient at spotting bids? Does he communicate information clearly with the clerk, penning staff and buyers?

ENTHUSIASM Is the auctioneer working hard for the consignor? Did the auctioneer do any promotion of the livestock, product, producer or sponsors? Did the auctioneer interact positively with buyers and the support staff? Show enthusiasm for his job? Professional and sincere opening?

GENERAL IMPRESSION Would you hire this auctioneer to sell your sale and represent your firm? Did the auctioneer promote the auction method of selling livestock? Would this person make a good representative for LMAC and the livestock auction industry?

PERSONAL INTERVIEW The LMAC Auctioneering Champion is a spokesperson for LMAC and does a number of media interviews and personal appearances as current and past champion. It is extremely important that the champion represents LMAC and industry with knowledgeable answers that represent LMAC and industry views on industry topics.

To this end, LMAC has added a personal interview component to the LMAC Auctioneering Championship to ensure that their National Champion is up-to-date on LMAC policies, positions and history. A panel of three judges will interview each auctioneer, and each judge will score their answers and opinions independently. Auctioneers will be asked the same five questions and will be scored on their answers. The score from the interview will be worth 20% of their total score.



PAST CHAMPIONS



2023
JESSE LAWES
 Provost, AB
 Venue: Olds, AB



2022
BRAD MARTENS
 Gibbons, AB
 Venue: Westlock, AB



2019
RYAN KONYNENBELT
 Nobleford, AB
 Venue: Thorsby, AB



2018
ALBERT CARROLL
 Downeyville, ON
 Venue: Lethbridge, AB



2017
DARREN REBALKIN
 Rocky Mountain House, AB
 Venue: Lethbridge, AB



2016
RYAN HURLBURT
 Saskatoon, SK
 Venue: Brussels, ON



2015
CALVIN KUEPFER
 Newton, ON
 Venue: Winnipeg, MB



2014
SHAWN GIST
 Fort Saskatchewan, AB
 Venue: Moosejaw, SK



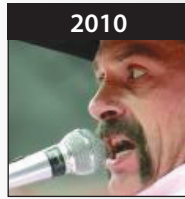
2013
TRAVIS ROGERS
 Clyde, AB
 Venue: Calgary, AB



2012
JUSTIN GATTEY
 Ponoka, AB
 Venue: Staveland, AB



2011
BRENNIN JACK
 Regina, SK
 Venue: Waterloo, ON



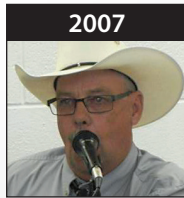
2010
RODNEY BURNETT
 Armstrong, BC
 Venue: Winnipeg, MB



2009
CHANCE MARTIN
 Red Deer, AB
 Venue: Brooks, AB



2008
ANDY CARTER
 Amherst, NS
 Venue: St-Isidore, QC



2007
BRAD STENBERG
 Kronau, SK
 Venue: Saskatoon, SK



2006
DEAN EDGE
 Rimby, AB
 Venue: Kamloops, BC



2005
WARD CUTLER
Virden, MB
Venue: Ponoka, AB



2004
ROSS ANNETT
Brooks, AB
Venue: Waterloo, ON



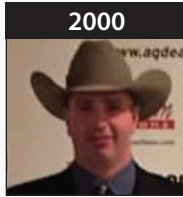
2003
DON OBERG
Lacombe, AB
Venue: Brandon, MB



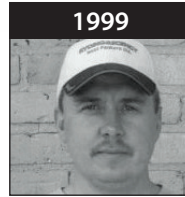
2002
DES PLEWMAN
Weyburn, SK
Venue: Assiniboia, SK



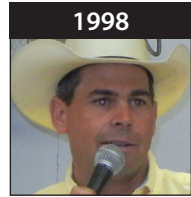
2001
PETER RAFFAN
Armstrong, BC
Venue: Kamloops, BC



2000
CORY LAWRENCE
Warburg, AB
Venue: Ponoka, AB



1999
TONY CHAFFE
Lucknow, ON
Venue: Ottawa, ON



1998
DAN SKEELS
Rimby, AB
Venue: Winnipeg, MB



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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

LMAC Board of Directors

LMAC 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 two directors-at-large (two year term) positions to be filled at the AGM on Saturday afternoon.



CRAIG JACKLIN - LMAC President: Craig has been a Director-at-Large since 2017. Craig has been in the livestock marketing business over 25 years and is currently the Operations Manager for the VJV Livestock Marketing Group. VJV operates five livestock auctions in Alberta and British Columbia. Craig is a past president of the Alberta Auction Markets Association. He also works as the LMAC liaison with some of LMAC's largest corporate sponsors. Craig's interest in LMAC has helped him to be an engaged and effective leader during his first year as President.



BROCK TAYLOR – LMAC Past-President: Brock is co-owner of Taylor Auctions, in Melita, Manitoba. His market holds regular cattle sales and offers export testing. Taylor Auctions also operate live farm equipment and consignment sales with Internet bidding. He has been on the LMAC board for six years and has served on numerous committees.



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. He is now completing his third year on the LMAC board of directors. He sits on the LMAC "Best Practices" development committee.



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. In the past year he was a lead in the revitalization of OLAMA in Ontario. Larry serves on a number of important LMAC committees and is respected by both industry and government. Larry Witzel was rewarded for his dedication to LMAC by being inducted into the LMAC Hall of Fame. He has served as President of both LMAC and OLAMA.



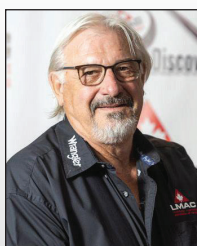
RICK WRIGHT is the longest serving LMAC Board member having served on the LMAC board for over 30 years. He managed livestock markets for 29 years and has been an order buyer for the past 15 years. Rick operates his own cattle consulting business and order buys cattle for JGL Livestock. He has been the Executive Administrator of LMAC since 2014 and is an elected director-at-large. He is a past President of LMAC and a Hall of Fame inductee.



TYLER CRONKHITE is a co-owner and manager of the Cowtown Livestock Exchange in Maple Creek, SK. He was re-appointed as the 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 third year on the LMAC board of directors. Tyler was recently appointed to the LMAC Hall of Fame selection committee.



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 and the appointed representative for 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.



MARK CANART is the appointed delegate representing the Mountain Livestock Markets Association of BC. Mark operates Canart Cattle Company, an order buying and assembly yard in the Kamloops area. He also operates a fleet of livestock trucks and brings valuable insight to the transportation recommendations from LMAC. Mark brings over 45 years experience in the cattle marketing and feeding industry. When Mark is unavailable, Bob Miller serves as the alternate representative. Mark has judged at the LMAC competition twice.

LMAC BOARD OF DIRECTORS (CONT'D)



BRENT BROOKS was elected as director-at-large in 2018. He is the owner of Northern Livestock Sales with successful branches in Lloydminster, Meadow Lake and Prince Albert, Saskatchewan. Brent is currently the Past-President of the Livestock Marketers of Saskatchewan. Brent was 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 including the “Best Practices” development committee.



MARK FERRARO was elected as director-at-large at the 2022 LMAC annual meeting. He now is serving his second term as a director-at-large. Mark owns and operates livestock markets at Brussels and Cookstown Ont. The Brussels Market was the host of the very successful LMAC convention in 2018. Mark is also active in the farm machinery and equipment industry. He was a judge at the Auctioneering Championships in Whitewood, SK in 2021. Mark also sits on the “Best Practices” development committee for LMAC.



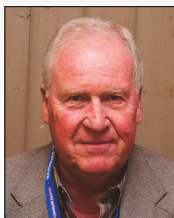
CASEY LAWES was elected as a director at large to the LMAC at the Olds annual meeting in 2023. Casey is a third generation livestock marketer and auctioneer. His family operates successful auction markets in Provost and Vermilion Alberta. He is currently serving his first term as a Director at LMAC. Casey has competed in a number of LMAC auctioneering championships.

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Hall of Fame

NOMINATIONS



EMERSON GILL

Nominated by Ontario Livestock Markets Association and Kevin McArter

Emerson Gill was one of the founding members of the Livestock Markets Association of Canada. In 1979 he was appointed as the first President of LMAC. He has been active in the livestock marketing industry for over 45 years. Emerson was also very active in lobbying the Federal Government to allow livestock to be sold in pounds rather than by kilograms when Canada converted to the metric system.

He is well known across Canada and was a familiar sight at the Ontario auction markets. Emerson was hired by Richard Heleniak in 1982 to be the head buyer for Norwich Packers. Emerson was instrumental in the large growth of the company in the 1980s and 90s leading the procurement department. In this capacity he dealt with livestock markets, dealers and cattle feeders procuring both fed cattle and feeders. Emerson also helped manage Norwich packers feedlot program.

Throughout his career, Emerson has been a great supporter of the auction markets and "True Price Discovery through Public Auction". He has a keen eye for quality cattle. Emerson has a reputation of being a gentleman both at ringside and life in general. He was fair to deal with, and his word is golden. He lives and breathes the cattle industry and always has time for a visit.

Emerson's trademark cowboy hat and boots were a welcome sight at the auctions when producers had cattle to sell.



JACK MCKENNITT

Nominated by the Manitoba Livestock Marketing Association

Jack McKennitt left school when he was 15 to start a 50-year career as a livestock dealer and auction market operator. He ran his business out of Morden, Manitoba, and operated the Pilot Mound Auction Mart. His passion for the livestock marketing business was unmatched; his reputation for honesty and integrity was of the highest standard. Jack's dedication to customer service helped his business grow. He was the president of LMAC

from 1989 to 1991. He was proud of the business and Manitoba, and hosted the LMAC convention in Morden in 1983, the first time the annual meeting had been held outside a large metropolitan centre. Jack knew the business was changing, and with that in mind, at the Morden convention, there was a demonstration on electronic marketing (an early version of TEAM). He invited delegates from Quebec, including a demonstration by a Quebec auctioneer. The entertainment was provided by a soon to become international recording star, his daughter Loreena, performing on the harp. All firsts for LMAC!

Jack supported the auction markets across Manitoba and Saskatchewan, often sourcing Angus calves from western Saskatchewan for his local customers and marketing the finished product in the south. When the terminal market in Winnipeg was closing, Jack was one of the original partners to invest in the new auction market northwest of Winnipeg. Jack was president of the Manitoba Auction Markets Association for a number of years, and with his fiery disposition, he protected the auction market business in Manitoba when the provincial government adopted the Beef Commission, which threatened the sustainability of the auction market industry and the free market system in Manitoba. Jack's life long passion was cattle marketing. He passed away on March 18, 1992.

HALL OF FAME NOMINATIONS (CONT'D)



ROSS ANNETT

Nominated by Bow Slope Shipping Association, Brooks, AB

Ross Annett is a past LMAC auctioneering champion and a true professional in the live-stock-marketing sector. He won the Canadian championship in 2004 in Waterloo, Ontario. He also won the Jim Raffan Memorial Buckle in Ottawa in 1999. Ross has been an auctioneer with the Bow Slope Shipping Association since 1974. He continually demonstrates his dedicated commitment to the auction industry and is considered an excellent auctioneer

by his fellow auctioneers, buyers and sellers. Ross also owns and operates Annett Auction, a successful full-service auction centre and trailer sales business in Brooks. Ross was solely responsible for bringing EBY trailers to LMAC as a major sponsor of the auction competition.

In 1972, Ross started working for Fort MacLeod Auction and Hurlburt Auction in Lethbridge, Alberta. In 1974, he began a 50-year career of auctioneering with Bow Slope Shipping Association in Brooks, Alberta. Ross retired from Bow Slope in April 2024 leaving a huge pair of cowboy boots to fill behind the microphone at the Brooks sale barn.

His involvement with Bow Slope gave him the opportunity to become a superb auctioneer as well as gain valuable knowledge of the cattle industry. His father, Ralph and Uncle Harold taught him the value of honesty and importance of a good reputation. Over the years, Ross Annett has earned the trust and respect of the order buyers, his peers in the industry and the countless ranchers and farmers who trusted him to be their auctioneer. He has been a great mentor to many auctioneers and friend to everyone.

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LMAC

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



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



Brian Good
Industry Champion
Red Deer, AB



Bruce Whyte
Mountain Markets Assoc.
Kamloops, BC



Murray Morrison
Ontario Stockyards Inc.
Cookstown, Ont.



Ron Northcott
Order Buyer
Regina, Sask.



James (Jimmy O) Oldershaw
Order Buyer
Winnipeg, MB

2024 INDUCTEES



Doug Jackson
Cattle Buyer
Winnipeg, MB



Fred Jacklin
Maple Hill Auction
Hanover, Ont



Jim Wideman
OLEX/LMAC
Waterloo, Ont



2023 LMAC Champion Auctioneer

JESSE LAWES



It only took Jesse Lawes three tries to win the Canadian Livestock Auctioneering Championship. Since the first time he stepped behind the mic at the 2019 LMAC Championships, his goal was to be the Canadian Champion. The third generation auctioneer from the Provost Livestock Exchange is a true competitor on and off the auction stand.

Lawes started working at the Provost Livestock Exchange when he was 10 years old. His interest in the livestock auction business led him to attend the Western College of Auctioneering in Billings, Montana in 2010 along with his brother Casey. Lawes says, "I always liked the auctioneering and admired it. It's a skill that is pretty tough to get. I just liked the challenge."

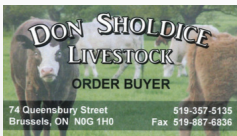
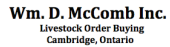
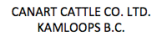
In the early years at the local auction market, Jesse had a number of positive mentors. His grandfather Jack purchased the local market in 1976 and was an auctioneer. His father Dean worked his way up through the ranks to become a partner, and an accomplished auctioneer with a fine reputation in the cattle marketing industry in the Provost area. It was just a natural progression that Jesse Lawes would continue the family tradition behind the mic. Jesse credits the encouragement from the people in the area for supporting his decision to be a livestock marketer.

Although in his early 30's, Jesse has a pretty good handle on the livestock marketing industry. He has the passion for the industry and truly works on behalf of the producers who trust the Lawes family to market their livestock. Although he was able to capture the Canadian crown at such an early age, he is humble and has the right attitude.

"It's been a huge goal of mine to try to be at the top of the auctioneering game," Lawes says. "I think it's just one part of being the best cattle marketer that you can be. And being a third-generation auctioneer, and it's something our family is somewhat known for, it just feels good to be able to reach a high level."

The Lawes family purchased the market at Vermilion and the brothers are very instrumental in bringing that auction market back to its past glory days. After winning the LMAC championships, Lawes represented LMAC at the International Livestock Auctioneering Championship at the Calgary Stampede. He placed fourth in a very strong field of auctioneers from both Canada and the United States.

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VIRDEN MB.

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MONO, ONTARIO



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DAVE CLARK
DUTTON, ONTARIO



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LIVESTOCK DEALER



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