LIVESTOCK MARKETERS of Saskatchewan

LMS

2020 Annual Report

ANNUAL GENERAL MEETING
January 21, 2021
via Zoom

livestockmarketers.ca

2021 Message from the President

Alan Jackson, President

Hello LMS members.

I hope this update finds you all well.

As I write this in late December, the fall run has wrapped up and what a fall it was. Just as we were finishing up the transition of yearlings off of the grass, mother nature threw the whole province a curve ball in the form of a huge snowstorm and, just like that, we were into the fall calf run.

All summer, everyone was on pins and needles contemplating what the calf market would be like and I think, as a whole, we were pleasantly surprised. The industry was blessed with ample pen space in feedlots, there were no truck shortages to speak of, the plants were able to stay open at capacity, and there was plenty of competition on the calf market. All of our auction markets were able to run business as usual, while still following provincial health guidelines, and made it possible for producers and buyers to meet in an effective manner. There is no doubt that our auction markets were hit with many challenges and protocols, but they rose to the occasion and provided a competitive market in a safe environment.

Over the last year, COVID 19 was at the top of the Livestock Marketers of Saskatchewan (LMS) agenda. LMS engaged with provincial and federal governments and associations, as well as participating in conference calls with other agricultural industries. It was interesting to see the challenges that other ag-related industries were experiencing and, at times, left me feeling like the cattle industry, for once, didn't draw the short straw.

Cattlemen and women are a resilient bunch, and they certainly demonstrated their strength, flexibility and tenacity through this pandemic.

I would like to take this opportunity to let you know that I will be stepping down as president of LMS as of January 21st, 2021. I have enjoyed my time as president very much; it has given me opportunities to meet some great people and do some things that may have been out of my comfort zone. My most rewarding duty has been doing a lecture at the U of S for Professor Roy's grain and cattle marketing class. I have done it for 4 years and I am now seeing people that I met and spoke with at the university out working in the industry. It also gave me an opportunity to see something I have never seen before, and that was the inside of a university!

Alan Jackson, President

LMS Members 2020

Cowtown Livestock Exchange
Heartland Livestock Services
Holdstock Livestock
JGL Livestock
Johnstone Auction Mart Ltd.
Kelvington Livestock
Mankota Stockmen's Weigh Co. Ltd.
Meadow Lake Stockyards Ltd.
Miller Livestock Order/Buy Co. Ltd.
Northern Livestock Sales - Lloydminster
Northern Livestock Sales - Prince Albert
Prairie Livestock
Saskatoon Livestock Sales
Spiritwood Stockyards (1984) Ltd.
Weyburn Livestock Exchange

LMS Associate Members 2020

Canadian Cattle Buyers Credit
Stochmanski Livestock Hauling
Jameson Gilroy & B & L Livestock Ltd.
Roberge Transport - Moose Jaw
Lazar Equipment

Sponsor

The Hartford

LSS Report

Rick Oakes, Director

I am pleased to represent LMS members on the LSS board. All indications are that inspection numbers are consistent with previous years and even higher in some areas.

There has been some transition with inspections moving from traditional markets to country work and ranch direct cattle.

LSS continues to move forward with the e-manifest and working on cleaning up their database. A delay in regulations has delayed the process somewhat; however, they want to ensure product roll-out is done properly with the correct system in place as they do not want to have to revise and roll out the e-manifest multiple times.

LSS is also working to improve their website. This entails a complete overhaul of all content to enhance searches and improve the user experience.

The RCMP has appointed a new contact who will be working closely with LSS; Constance Roussell has replaced Mel Zurevinsky.

There is an ongoing legislative review which may result in some changes to the regulations in the near future. Furthermore, there has been a lot of discussion around the new Transportation Regulations.

www.LSSC.ca

Associate Membership

By investing in an annual **$500 Associate Membership** with the Livestock Marketers of Saskatchewan, your organization will receive the following benefits:

- Visual support for the efficient and transparent marketing of livestock in Saskatchewan.
- Input regarding industry issues at the local, provincial and national levels.
- Representation on related industry issues and organizations.
- Networking and connections with others in the livestock industry in Saskatchewan.
- Invitation to the LMS annual meeting.
- Recognition at the LMS Annual Meeting.
- Recognition in the LMS Annual Report.
- Timely information about current and emerging industry issues through our newsletter, our website, emails and conference calls.
- Invitation to LMS events, including: webinars, seminars, workshops, student activities, etc.
- Invitations to professional development and educational opportunities such as workshops and other forums.

"Promoting competitive bidding in the marketing of livestock"

Projects and Activities

Adele Buettner, Executive Director

In 2020, members of the Livestock Marketers of Saskatchewan (LMS) learned how to pivot when faced with the challenges introduced by COVID-19. As businesses came to terms with the implications of the virus, members made significant adjustments to the way in which they conduct their business and are to be commended for being responsive to protocols and proactive in making the livestock markets safe for customers and staff. There's no question that this has been a challenging year; however, it is important to acknowledge that we are rising to whatever comes our way.

Chair Jackson and I regularly participate in ongoing COVID-19 related meetings the Saskatchewan Ministry of Agriculture hosts. These sessions are very worthwhile and also include other provincial industry stakeholders. They are an effective way to keep all sectors up to date on current challenges and identifying possible solutions.

We have also been involved with meetings held by the Agriculture and Agri-Food Canada and the Beef Industry Stakeholders Updates, hosted by the Canadian Cattlemen's Association.

We disseminate pertinent information from these various meetings via email and continue to invite you to bring forward issues requiring clarification from these government and industry representatives.

That said, COVID-19 impacted some of the LMS plans while giving us the breathing room to complete others. We have continued dialogue with Livestock Services of Saskatchewan and the Saskatchewan Ministry of Agriculture requesting they work with us to make changes to the manifest. As our members know, this has been a continual effort for a number of years.

Our board also sent a request to the Western Livestock Price Insurance Program (WLPIP) as we identified some challenges with WLPIP settlements and settlement data collection which, once addressed, will provide producers with more fair and accurate coverage. One area of concern is that WLPIP only draws data for yearlings sold in the middle to end of August each year from a small volume of sales, whereas the majority of yearlings sold during this time frame are either forward sold into the fall (skewing actual sale date) or through private sales. As such, the data is not reported to WLPIP. As a result, this creates a distorted settlement price. A potential solution is to request data from provincial livestock dealers on privately traded cattle. The second concern is that the base weight for the settlement during August/September is too low and no longer accurately reflects cattle sold at that time of year. For the last five years, close to 90% of the cattle traded in August/September are 900 pounds or more, with 1000 pounds being the new norm. We would like to see the base weight for settlements increased to 950 pounds with data collected from 850 – 1,050 pounds, specifically for the months of August and September.

We asked WLPIP to consider these issues in hope our feedback can help improve the WLPIP for both SCIC and the producer. We also sent communication to the Saskatchewan Cattlemen's Association, Saskatchewan Stock Growers Association and the Saskatchewan Cattle Feeders Association asking them to support this effort.

Due to essentially the lock-down of the University of Saskatchewan, we discontinued the student outreach that has always been well-received by the College of Agriculture and Bioresources. However, we are hopeful to be part of this program again in the future.

In 2020, LMS rejoined the Livestock Marketers Association of Canada and we continue to support Farm & Food Care Saskatchewan.

After considerable effort, unfortunately, the current climate has impacted efforts to bring the CattleSafe Saskatchewan to fruition. A great deal of time has been invested in research and development of this project as the LMS Board has put the safety of staff as a priority; however, funding has created a roadblock for us. Several attempts were made to identify funding and funding partners, but to no avail. However, we will keep the research and stay connected with other provinces who have introduced this program, in the event a funding partner is identified in the future.

The communications team invested in the renovation and refreshment of the LMS website. As this annual report is being delivered to you electronically, you have the option of clicking on this link to check out the new look at livestockmarketers.ca. The website is your source for current information and additional resources related to the industry. We also invite you to read through A Decade in Review (published in January 2020) and reflect on all that this organization has accomplished in the last ten years.

On behalf of the board, we thank you for your continued support of the Livestock Marketers of Saskatchewan. As your provincial organization, we continue to be your voice on issues that affect our business both provincially and beyond. Please do not hesitate to reach out to the office or a director if we can be of further service.

Saskatchewan Livestock Manifests and Federal Changes

The federal requirements under the Animal Health Regulations were amended last year and a transition period was extended to February 28, 2021. Effective March 1, 2021 the section 154(1) of the regulations require;

Every commercial carrier or any other person who transports animals in the course of business or for financial benefit shall, for each shipment of animals, make a record at the time of loading the animals that includes the following information:

a) The name and address of the shipper, consignee and person operating the conveyance in which the animals are transported
b) The identifying number or registration number of the conveyance (licence or other identifying number)
c) The number of square metres or square feet of floor area available to the animals in the conveyance
d) The date, time and place where the conveyance was last cleaned and disinfected
e) The date, time and place where the animals were loaded
f) The number, description and estimated weight of the animals
g) The date and time that the animals were last fed, watered and rested prior to loading
h) The date time and place where the animals were fed, watered and rested en route
i) The date, time and place of arrival at destination

These regulations, together with coming traceability regulations, will mean additional paperwork for people involved in the movement of cattle.

In Saskatchewan, we have livestock manifests and permits so, in response, the Ministry has been working on developing a revision to the manifests that will incorporate the federal requirements. I have represented LMS on a small working group reviewing and commenting on the drafts. It will be a very busy document and will require some changes for auction markets and dealers with respect to our processes as shippers.

Animal Health Emergency Measures

The past year saw considerable work on developing and refining the Animal Health Emergency Measures (AHEM) for various livestock sectors, including cattle. Serecon consulting group has been working with producer, industry and governments to produce draft producer handbooks.

The draft handbooks cover preparedness, understanding what is a reportable disease, emergency phases and responsibilities, procedures, containment, etc. in the event of a major animal health outbreak.

On behalf of Livestock Marketers of Saskatchewan, I have attended a couple of disease outbreak simulation exercises to test the tools developed as Serecon moves towards finalizing the documents. Your producers can contact the Saskatchewan Cattlemen's Association for further information.

Watch for them to come out in final draft in the new year.

Submitted by Stewart Stone

LMS Aims & Purpose

- To promote, foster and advance the auction method of competitive marketing in the livestock industry.
- To otherwise promote, foster and advance open and fair competition in the marketing of livestock.
- To secure uniformity in customs and grading practices in the marketing of livestock.
- To safeguard and improve the operations of persons engaged in the marketing of livestock in the best interests of producers, buyers and sellers of livestock.
- To prepare and distribute educational, statistical and economical information pertaining to the livestock industry and livestock marketing.
- To formulate and recommend plans and measures to protect and promote the welfare of the livestock industry.
- To advocate the enactment of appropriate laws, whether statute or regulation, affecting the marketing of livestock and the livestock industry, and to make representation therefore to any federal, provincial, municipal or other regulatory authority.
- To aid in improving measures to assure financial protection for producers, brokers, dealers, buyers and sellers of livestock.
- To develop safe handling practices that ensure both animals and market staff are treated under the best possible safety standards.

Livestock Markets Association of Canada

Rick Wright

During 2020, the Livestock Marketers Association of Canada (LMAC) worked very closely with the Canadian Cattlemen's Association (CCA) on a number of fronts. LMAC represents the marketing sector on the CCA Animal Health and Welfare committee. This committee focusses on traceability, animal movement and transportation, and regulatory enforcement from the Canadian Food Inspection Agency (CFIA) at intermediate sites and auction markets. LMAC has input, and is consulted on, all policy developments that have an impact on auctions and intermediate sites. LMAC is included in many CCA conference calls and meetings and provides input on discussions with CFIA and the Agriculture and Agri-Food Council (AAFC). LMAC's associate membership at CCA has benefited the LMAC membership in many areas, giving LMAC access to confidential information and a place at the table for important industry meetings that was not available in the past.

Since COVID-19, LMAC has participated in over 100 meetings/discussions dealing with factors disrupting basic commerce. LMAC assisted a number of provinces in obtaining "essential services" designation for auction markets and buying stations. LMAC also contributed, with the Canadian Beef Breeds Council and CCA, in the development of COVID-19 protocols for holding and attending livestock sales. During the spring and early summer, LMAC developed and sent weekly news updates to all members, livestock auctioneers and industry partners. This email list exceeded 400 industry participants. LMAC also published its first quarterly newsletter, which was sent to over 600 people and industry-related associations.

Traceability remains on the LMAC radar. Ken Perlich represents LMAC on the Canadian Cattle Identification Agency Board of Directors. The latest information suggests that due to the Federal government directing most of their resources towards COVID-19, the proposed traceability regulations will not be published in the Canada Gazette until the fourth quarter of 2021. This would mean that there would be little chance that the traceability regulations would come into effect before late 2021. Recently, Canadian packers have been pushing to have industry change from low frequency tags to UHF high frequency tags. This would be a costly transition for industry as current tags and readers would become obsolete.

New Humane Transportation regulations became law in February 2020. LMAC has been active on a number of committees reviewing the "hours off feed and water" sections. Another little known part of the regulations involves transfer of care and responsibility. It will require producers delivering to auctions, buying stations and direct sales to send documentation with the livestock, confirming when they were last fed and watered. The receiving site is required to store the information and make it available to CFIA in the event of an investigation. There is no standard form, and intermediate sites did not agree to collect such information. There is no procedure to deal with livestock that arrive without the documentation. LMAC has suggested that the owner/shipper of the livestock be required to present the information at the request of CFIA rather than having the intermediate sites involved.

LMAC will continue to work for its members on a number of fronts in the next year. LMAC was pleased to have LMS renew their membership and looks forward to LMS appointing its representative to the LMAC board. Brent Brooks is currently a director-at-large on the LMAC board.

About LMS

The Board of Directors and members of the Livestock Marketers of Saskatchewan remain committed to our goal of promoting competitive bidding in the marketing of livestock.

This is achieved through collaborative relations with industry partners; educational projects for our members; and adherence to sound business practices and responsible animal welfare at members' auction markets, among other initiatives.

We share in the responsibility of ensuring the free marketing of livestock runs smoothly, transparently and efficiently.

LMS is actively involved in addressing issues affecting members of our industry, such as Traceability, Brand Inspection, Dealer Licencing/Bonding, Labour Training, Worker Safety Protocol, Animal Handling/Welfare Protocols and CFIA Requirements.

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www.livestockmarketers.ca

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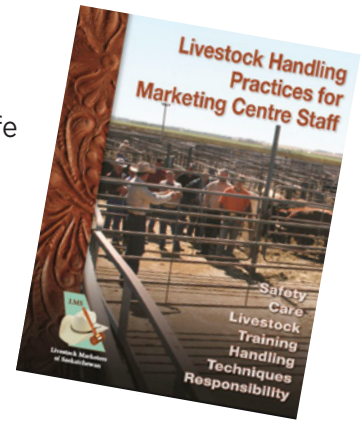
$110.00 plus Shipping & Handling, and GST



To further enhance the quality of livestock marketing operations for the industry at large, the Livestock Marketers of Saskatchewan Inc. compiled this inaugural safe and humane handling manual.

Current, straight-forward and easy to understand, this manual introduces new employees to auction market operations and is a handy reference for all employees. The manual addresses employee safety within the context of humane and responsible animal care and should only be used as a supplement to, but not a replacement for an employee safety manual.

To order your copy, contact the LMS office at 1-306-933-4404 or office@agribiz.ca.

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