



## QUEBEC SPECIALIZED **FEEDER CALF AUCTIONS CIRCUIT**

### ADVANCE STABILIZATION INSURANCE PAYMENTS **for feeder calves and collection of contributions to joint plan and marketing**

In 2016, the drop in the selling price for feeder calves will trigger the payment of compensation under the ASRA program. A first advance is to be paid in July 2016 by La Financière agricole du Québec. The amount of this advance should be high enough to allow the Quebec Cattle Producers to recover the amounts owed for marketing and joint-plan contributions for 2014 and 2015, as well as the annual contribution per farm for 2015 and 2016. These contributions totalize an estimated \$2,327 for a model-sized business (115 cows), or approximately \$20.23 per cow. Per-head charges for 2016 are estimated at \$4.98 per cow and will be retained at the second compensation advance, in December 2016.

Greetings to all,

I am pleased to enclose the new 2016–2017 pocket calendar. You will also find information regarding new developments pertaining to the Quebec Specialized Feeder Calf Auctions Circuit.

The production and distribution of the pocket calendar were made possible by the generosity of our valued sponsors, who are acknowledged inside the calendar.

On behalf of the Feeder Calf Marketing Committee, I wish you a successful 2016–2017 season with the Specialized Feeder Calf Auctions Circuit.

**Jean-Thomas Maltais**

*Chair*

*Feeder Calf Marketing Committee*

Les Producteurs  
de bovins du  
Québec



### FEEDER CALF SALES AGENCY

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July 11, 2016



## THE CIRCUIT'S 2016-2017 SEASON WILL REFLECT CONTINUITY WITH PREVIOUS YEARS

### with the following ongoing activities:

- The obligation to pre-register feeder calves prior to sale;
- Vaccination of calves in accordance with the vaccination protocol remains a key element of the Circuit;
- Where an actual birthdate has been declared to Agri-Traçabilité Québec by the producer-seller, the calf's age is displayed;

Producers are invited to activate their calves' tags as early as possible to ensure they are acting in accordance with the applicable regulations and providing buyers with quality information.;

- Calves identified according to certain characteristics are indicated on the sign;
- Auctioning of Charolais calves will take place on Thursday, October 6, 2016 in Sawyerville;
- The Quebec Cattle Producers (QCP) operates a toll-free phone line at 1-855-ENCAN-VE (1-855-362-2683) to:
  - Receive comments and complaints from Circuit's sellers and buyers;
  - Obtain market prices on the Monday following an auction week<sup>1</sup>.

<sup>1</sup> Producers are invited to subscribe to Info-Prix alerts by contacting their sales agency. In addition to receiving feeder calf market prices for Quebec and Canada, subscribers gain access to various communications from the QCP and reminders to view Info-Prix directly on the website [bovin.qc.ca](http://bovin.qc.ca).

## MODERNIZATION of the organization

As part of the modernization initiative taking place at your union organization, we're changing our name and logo.

- Our name is now the Quebec Cattle Producers. This name emphasizes what's at the heart of our organization: producers;
- Our updated logo, which features the profile of a cow, elegantly represents our five sectors of production. The letter "Q" is also visible, symbolizing our belonging to Quebec.

This new logo will appear in future communications.

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### ANIMALS WITH SIGNS OF INFECTION

Animals with signs of infection must never be put up for sale in this condition.

**Starting in August 2016, auctions will be sending all animals with signs of infection following castration or dehorning back to their farms of origin.**

Also, castrated animals should be sold no less than 30 days following their castration.

## INCREASE in sales commissions

As per the convention on the marketing of feeder calves, commissions for specialized auctions will be increased to \$20 per calf starting on August 1, 2016.

## ADDITIONAL MARKETING charge set to increase

At the 2016 AGM, a significant majority of producers voted in favour of a \$5 increase to the additional marketing charge, which would bring the charge from \$15 to \$20 per non-conforming calf. Producers adopted this increase in order to ensure specialized auctions continue to be the best place to market quality feeder calves raised according to criteria that all sellers adhere to.

In a negotiation meeting, the chairs of the auction associations and of the Feeder Calf Marketing Committee agreed that the increased charge would be divided as follows:

- The agency is to receive \$14 per non-conforming calf
- Auctions are to receive \$6 per non-conforming calf

An addendum on this topic is pending approval from the Régie des marchés agricoles et alimentaires du Québec (RMAAQ). Once the RMAAQ grants its approval, the additional marketing charge will be increased to \$20 per non-conforming calf in specialized auctions.

In an effort to provide producers with adequate information regarding best practices on dehorning and castrating animals, a brochure and hands-on training session will be made available in Quebec's various regions starting in the fall. Keep an eye out for invitations.

