

APRIL 2020 NEWSLETTER



Message from the Chair

We are dealing with challenging times in regards to the COVID-19 pandemic in both our industry as well as the province/country as a whole and can only hope to return to “normal” shortly. I hope this newsletter finds you in good health.

We once again had great turnouts at our Zone Meetings this past January. The Annual Meeting attendance was down a bit from previous years, hopefully we will once again see better numbers in 2021. We wish to thank everyone who came to these meetings and hope you found value in the presentations, taking away important messages.

I would like to congratulate Darryl Austin and Family for being named the 2020 Kings Mutual Producer of the Year. Darryl and his family have been farming in Brook Village for more than forty years, where they are big advocates of industry development.

As an update on the Feeder Cattle Vaccination Screening project, there were 418 samples collected and analyzed throughout Fall 2019 and Winter 2020 feeder sales. Results indicated effectiveness of different vaccination protocols for BVD was evident within a large portion of the vaccinated cattle. Further assessment of this data is planned once meetings are able to resume, however, if you would like your individual results, please contact the office at 902-893-7455.

As a reminder, we now have a certified technician for ultrasound services for carcass quality imaging available to beef producers in the Maritimes. For further information, please visit <http://nscattle.ca/ultrasound/> or phone Ashley at 902-893-7455.

Once again this year, we will provide funding for applicable bull purchases with our fully industry funded, bull bonus program. The Nova Scotia Elite Sire Program provides funding for the purchase of superior bulls, as well as testing bulls, whether on home test or at a testing facility. You will find the application on our website at: <http://nscattle.ca/members/programs/>. The deadline to apply is June 30, 2020.

Last month, the Maritime Beef Council unfortunately was forced to postpone the Maritime Beef Conference in Moncton, NB due to COVID-19 concerns with large crowds. This is tentatively scheduled for October 30-31, 2020. Additional information to follow.

We would like to congratulate both Joe Cooper at Balamore Farm Ltd. and the Maritime Beef Testing Society on successful bull sales this Spring. With the current conditions, both of these sales were held as online auctions, rather than on site.

The past number of weeks have seen a lot of volatility in many commodities, especially the meat sector. During this time, it is very important to be aware of constantly changing market prices as there can be significant fluctuations not only from day to day but sometimes between morning and afternoon. Daily price reporting is available on the Beef Farmers of Ontario <https://www.ontariobeef.com/markets/about-market-info.aspx> as well as the Quebec Beef Federation <http://bovin.qc.ca/en/price-info/cull-cattle-and-bob-calves/daily>. We are also very pleased that Atlantic Stockyards and Atlantic Beef Products continue to operate for marketing of cull, feeder and finished cattle.

We advise all producers to routinely visit the NSCP COVID-19 updates webpage (<https://nscattle.ca/covid-19-updates/>) for all industry related news. Please note that the NSCP office is currently closed, however, all administration staff are working remotely and are therefore still available by phone and email.

In closing, I would like to thank Wayne MacKay and Leon Smith for serving as Nova Scotia Cattle Producers Zone Representatives. We would like to welcome Geoff Larkin, as the newly elected Director-at-Large who will be joining the Board for the upcoming year, as well as Brian Trueman, who has switched roles to become the new Zone 3 Representative.

If you have questions, comments or concerns, please feel free to contact Brad at the office, office@nscattle.ca or 902-893-7455.

Larry Weatherby

Larry Weatherby, Chair

NSCP Board Member Announcement

At the 2020 NSCP Zone Meetings, Brian Trueman was elected in Zone 3. We currently have a vacancy in Zone 6 and will be holding an election shortly. The Executive remains the same, with Larry Weatherby as Chair, Victor Oulton as Vice Chair and Dean Manning as Secretary Treasurer. We would like to thank Leon Smith and Wayne MacKay for serving on the Board as Directors for Zones 3 and 6 over the past three years. A complete list of the 2020-21 Board is as follows:

Zone 1 (2021) – Danford Murphy

Zone 2 (2022) – Derek Gladney

Zone 3 (2023) – Brian Trueman

Zone 4 and Chair (2021) – Larry Weatherby

Zone 5 (2021) and Secretary-Treasurer – Dean Manning

Zone 6 (2023) – Vacant

At Large, Vice Chair and CCA Rep (2022) – Victor Oulton

At Large (2021) – Geoff Larkin

Dealer Director (2021) – Bert Meyer

Past Chair – Vacant

DFNS Rep – David Bekkers

NPMC Rep – Carol Versteeg

Was Your 2020 Grower Card Received?

Your 2020 NSCP Grower License card was included in this envelope if your 2020 Grower License Application was received with all required information completed. You are required to submit your Grower License Application annually to remain in good standing with the Nova Scotia Cattle Producers. For any questions on this, please contact the NSCP office or you can find the 2020 Grower License Application on our website at www.nscattle.ca/register

Kings Mutual Producer of the Year Profile



Darryl Austin has been farming his entire life. Along with his four children, he ran an efficient and productive Dairy Farm for over 40 years, breeding many excellent purebred Holstein cows. After retiring from the dairy industry seven years ago, Darryl immediately brought this same attitude to his new adventure, Crossgrove Beef Farm.

Darryl thought he would build a barn to raise a couple of beef animals as a hobby. As the years went by, Darryl and his daughter, Kim, and son-in-law, Shane, decided to buy two small Red Angus herds. One thing led to another and in no time the small hobby farm turned into something bigger.

Over the years, the farm purchased a purebred Simmental bull from Nappan. They have retained their best replacement heifers and are starting to produce high-end animals. They currently calve out 40-50 commercial breed cows. Some of their feeder cattle have topped the sales at the Truro market and they couldn't be happier with how things have grown.

The farm is located in Brook Village, just outside of Mabou, Cape Breton. They produce about 600 round bales that they wrap for haylage. Most of the land they have is theirs but some of it is leased or rented out. The cows are pastured on 100 acres of land, just down the road from the farm. The pasture land is sectioned off and constantly rotated for grazing from field to field.



Darryl is promoting industry development at the grassroots. He lives, eats and breathes farming and has been a consistent supporter and friend of the industry. He participates in meetings, helps his fellow farmers, shares his experiences and explores new ideas.

He is most proud of his family and grandchildren who he involves in his day to day activities on the farm. He is mentoring two generations of future farmers through his son-in-law Shane and six grandchildren Makayla, Hannah, Sawyer, Brier, Brennen and Noah. Darryl says they are unofficial "partners" in the farm with whom he shares his vast knowledge of farming and life in rural Cape Breton. With fewer and fewer young people entering the livestock industry, we can't underestimate the importance of having young children being mentored by the older generation.

Maritime Beef Testing Station Sale Results

The 47th Annual Breeding Stock Sale was held as an online auction on April 4, 2020. In total, there were 52 bulls offered, which averaged \$4,003. Due to the current COVID-19 pandemic, the switch to the online auction was well received over all, however, unfortunately the heifer sale for this year had to be cancelled.

The top selling bull was a Simmental, purchased by Irwin Jewell for \$7,100.00.

For a complete summary, including individual lot sales, a summary of the bulls by breed and historical prices, please visit <http://maritimebeefeststation.ca/mbts-sale/>

Heifer Draw Winners

We would like to wish congratulations to the winners of the Heifer Draw at the 2020 NSCP Annual Meeting:

- Andrew McCurdy – Bidalosy Farms Ltd.
- Geoff Larkin – Geoffrey Larkin Farm
- Kevin Goodwin

Canadian Young Farmers' Forum Sponsorship

I'd like to thank the Nova Scotia Cattle Producers for sponsoring me to go to the Canadian Young Farmers' Forum (CYFF) National Conference in Prince Edward Island in March 2020.

At the conference, I had the opportunity to network with other young farmers from not only Canada, but internationally as well. Along with the networking opportunities, I heard from the esteemed guest speakers from all across Canada, with topics ranging from mental health, succession planning/transition to the economic outlook of the industry, just to name a few. One of the topics I found to be most interesting was the succession planning with Elaine Froese. She touched on a lot of very important subjects that many farmers don't like to think about, let alone talk about, but are necessary for a smooth transition to the next generation. Another interesting speaker was Andrew Campbell, his presentation was in regard to empowerment of the industry. As a whole, the general public are often disconnected from our day to day life and the small things we take for granted, such as a sunset or the smell of a freshly cut field, as these are things they may have never experienced. Educating the public could have a positive ripple effect, which would help increase public trust and decrease the divide between producers and consumers.

A subject that has been spoken a lot about lately is mental health. At the conference, there were a variety of speakers who touched on this topic. My main take away is that there is lots of help available and no matter how hard it is to reach out, to never be ashamed of needing help! You're not the first person, nor will you be the last, experiencing this rough patch in life.

I'm grateful to be apart of an organization that supports young farmers in the industry through continuous education and networking opportunities. I greatly appreciated this sponsorship and all the new experiences that came along with it and will remember it with fond memories.

Sincerely,
Larry Weatherby Jr.

Nova Scotia Elite Sire Program

The Nova Scotia Elite Sire Program is now open for producers and must be submitted by June 30, 2020. This is a one-step process. No applications will be reviewed before the application deadline so there will be no follow-up on missing documents. Applications will only be considered if all necessary information is provided. Please call the office prior to submitting if you have any questions. The application form can be found on our website at: <http://nscattle.ca/members/programs/>



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Advance Payments Program
Cash Flow For Farmers

- Up to \$100,000 interest free
- Up to an additional \$300,000 at prime, minus 1/4%
- Repay as you market product

Available for the following commodities

| | |
|-------------------|---------------|
| • Mink | • Blueberries |
| • Christmas Trees | • Greenhouse |
| • Cattle | • Apples |
| • Hogs | • Sheep |
| • Maple Syrup | • Honey |
| • Grains | • Oil Seeds |

AND OTHERS...

Advances are available in the Atlantic Provinces.

 Agriculture and Agri-Food Canada  Agriculture et Agroalimentaire Canada

COVID-19 Updates

Canadian Cattlemen's Association (CCA) have been routinely releasing industry updates throughout the COVID-19 pandemic, such as the status of the US-Canada border, federal government financial support promises through Farm Credit Canada (FCC), recommendations for delivering cattle, the newest Alberta processing plant information and guidance to beef operations on response to COVID-19 employees. Their resource page can be found at <https://www.cattle.ca/cca-resources/covid-19/>

We recommend beef producers regularly visit the NSCP COVID-19 updates webpage (<https://nscattle.ca/covid-19-updates/>) for all industry related news. This is updated as resources become available.

Atlantic Stockyards Limited Sales

Tuesday, May 5th: 10 am
Tuesday, May 26th: 10 am

Producers are encouraged to pre-book all feeder cattle as early as possible. Pre-registered cattle will be listed on their website. Vaccinated cattle must be accompanied by a vaccination declaration and a receipt for the vaccine used. Vaccinated cattle will be uniquely identified.

Atlantic Stockyards Ltd, will hold a breeding stock sale on Saturday, May 16th, 2020 starting at 12 pm. This will include cows, heifers and bulls. To book animals for this sale, please contact Scott at 506-364-9464.

COVID-19 Atlantic Stockyards Ltd. Restrictions:

1. We are restricting entry onto our property to buyers and sellers only.
2. If you are consigning livestock and have no intention to purchase, we ask you check your livestock in and then leave the premise.
3. When dropping of livestock, please be respectful to our staff and practice physical distancing. (6 feet or 2 metres apart)
4. There will be a limit of one buyer per operation. Please do not bring any extra people, delegate one person.
5. All cheques will be mailed out. There will be no picking up cheques on the day of the sale.
6. The office will be closed at our weekly sales until further notice. Invoices will be generated on Friday and either sent in the mail or faxed to our buyers.
7. Buyers seated in the sale ring please be sure to practice physical distancing. This means please sit 6 feet or 2 metres apart from one another.
8. All livestock will be sold through the main sale ring. No cages of poultry or rabbits will be accepted for sale during the COVID-19 response.
9. There will be no canteen on site until further notice.
10. Practice multiple hand washings. Do not shake hands, touch staff, buyers or others.
11. If you have travelled outside of Canada within the last 14 days please do not enter our facility.
12. If you feel unwell or sick please do not enter our facility.

All of the above regulations regarding COVID-19 apply for feeder sales as well. We must stay committed to our policies and our provincial mandates during the COVID-19 response. Thank you for your cooperation and support through these difficult times.

Atlantic Stockyards Spring Equipment Sale has been postponed to a later date. Date and information regarding the equipment sale will be posted at a later time.

April 14, 2020 Atlantic Stockyards Ltd. Feeder Sale Summary:

319 head 641 lb average 164 cents per lb average Gross Return \$1052/hd
186 steers (\$178 @ 657lbs), 128 heifers (\$147 @ 615lbs), 5 bulls and stags (\$125 @ 724lbs)

36 unvaccinated cattle sold for 153.0 cents per lb at 636 lbs for a gross return of \$973
283 vaccinated cattle sold for 165.0 cents per lb at 642 lbs for a gross return of \$1060 (\$87 premium)

NOVA SCOTIA CATTLE PRODUCERS

www.nscattle.ca

7 Atlantic Central Drive, East Mountain Nova Scotia B6L 2Z2

Phone: (902) 893-7455 email: office@nscattle.ca