



A P R I L 2 0 1 6 N E W S L E T T E R

Message From The Chair



Although the weather is starting to warm-up we are starting to see cattle prices cool down. Feeder prices are starting to settle back after climbing over the past year. We have also seen fat cattle prices drop-off with futures prices almost flat for the remainder of the spring and summer.

I want to start by thanking Rose MacDonald and Randy Neily for serving as directors of the Nova Scotia Cattle Producers. They have represented their Zones very well over their terms. I would also like to welcome Alicia King and Dean Manning from Zones 2 and 5 respectively as well as Victor Oulton, Director-at-Large who will be joining the Board for the upcoming year.

Secondly, an update on the National Beef Strategy and the check-off increase. At our annual meeting, held in February, members voted to increase the provincial portion of check-off to \$3.50 and the national portion to \$2.50. This means that starting on January 1, 2017 the total check-off will be \$6.00 plus HST each time an animal is marketed. New Brunswick and Prince Edward Island have also voted to for the same increase, meaning that we are one more step closer to harmonizing our regulations. Other provinces are also in varying stages of the approval process and we expect for all check-off increases to be implemented in early 2017.

Last year was the second year for the Safe Handling of Cattle program, which had more funding available to individuals than the first year. We were also very happy to add the Elite Sire Program, which helped level the playing field with our neighboring provinces. We expect that these programs will be available this year, with some slight modifications. Once we have the details finalized, we will be sure to send guidelines and applications to all producers.

In March, George, Brad and myself travelled to Ottawa with representatives from the New Brunswick Cattle Producers and the Canadian Cattlemen's Association to participate in the first ever Atlantic Cattle Lobby Day. Over the day we had a chance to meet with several MPs and senior staff members to discuss the challenges and opportunities of the cattle industry in the Maritimes. From those meetings, we will be working within the Maritime Beef Council in the coming months to update our industry strategy as it relates to production, marketing and research.

In March and April there were two very strong breeding stock sales- the Balamore Thickness Sells and the Test Station's Bull and Heifer Sale. Both of these were a strong indication of the high quality genetics available from breeders in our region.

Brad and Jonathan are currently working with a couple of the Ag Resource Coordinators and Atlantic Beef Products to host workshops producing fat and lean cattle for ABP. These workshops will include presentations by Russ Mallard and Bruce Andrews to highlight some of the production and procurement opportunities with ABP. I would encourage both beef and dairy producers as well as dealers to attend these workshops to be held on May 17th. The next week, we will be taking a bus load of producers to ABP in PEI to tour the facility. More details of both of these events are outlined later in the newsletter.

The inaugural Canadian Beef Industry Conference will be held as part of the Canadian Cattlemen's Association and Canada Beef summer meeting in Calgary between August 9th and 11th. We are hoping to coordinate and assist with partially funder producers to attend the conference. You will find more information later in the newsletter.

From August 25th to 27th we will be hosting the 2nd Annual Nova Scotia Elite Beef Expo as part of the Nova Scotia Provincial Exhibition in Truro. The format of the Expo will be the same as last year, though we are hoping to expand the number of exhibitors and the number of animals who participate. Additional show information will be available in the next newsletter as well as at www.nscattle.ca/expo.

Over the past couple of months Brad has been working with Select Nova Scotia to develop and print a new recipe card. I encourage you to contact Brad if you are looking for printed resources like fact sheets, recipes, cut charts or other marketing materials.

It looks like we will have a much better spring than last year. Here's to hoping that fencing will be done, cattle will soon be on pasture and it won't be long until we are making hay.

Larry Weatherby, Chair of NSCP

Atlantic Beef Products Supplier Workshops- May 17, 2016

We encourage all beef and dairy producers as well as livestock dealers and transporters to attend these workshops. Atlantic Beef Products President, Russ Mallard and Procurement Manager Bruce Andrews will be in Nova Scotia to discuss opportunities for supplying the plant with both finished and lean animals.

Beef on a bun, beverages and dessert will be provided at both workshops. **There is no cost to register but please contact Kara at 902-895-0581 by May 13th if you plan to attend.**

Truro	Berwick
Best Western Glengarry	Berwick Fire Hall
10am to 1pm	6pm to 9pm

Atlantic Beef Products Tour- May 24, 2016

The Nova Scotia Cattle Producers have partnered with Perennia and Atlantic Beef Products to organize a producer tour of the plant in Prince Edward Island. Bus transportation is available from Truro for a maximum of 30 participants on a first-come-first-serve basis.

Registration is \$25 which covers transportation, the tour and lunch. You MUST register by May 18th by calling Kara at 902-895-0581.

Time	Activity
7:45 am	Meet at Staples parking lot in Truro
8:00 am	Bus departs for Atlantic Beef Products
10:30 am	Tour of ABP processing floor
11:30 am	Presentation by Russ Mallard and Bruce Andrews
12:00 pm	Lunch
1:00 pm	ABP Tour continues
2:30 pm	Depart ABP for Truro
5:00 pm	Arrive at Staples parking lot in Truro

NSCP Elects New Executive

On Saturday February 20, 2016 the Nova Scotia Cattle producers held their 11th Annual General Meeting at the Best Western Glengarry in Truro, NS. At the meeting Victor Oulton was elected to the Board as a Director at Large. He join Alicia King (Zone 2) and Dean Manning (Zone 5) as this year's elections to the Board.

The NSCP Board consists of 9 elected members as well as one appointed member by the Dairy Farmers of Nova Scotia (DFNS). Each year NSCP members elect two Zone Representatives (alternate by year) as well as one Member At Large at the Annual Meeting. The Natural Products Marketing Council appoints and ex-officio member to the Board. Below is a list of current NSCP Board Members:

Zone 1 (2018)– Danford Murphy
Zone 2 (2019) – Alicia King
Zone 3 (2017) – Ralph Thompson
Zone 4 Chair (2018) – Larry Weatherby
Zone 5 and Treasurer (2019) – Dean Manning
Zone 6 (2017) – Wayne MacKay

At Large (2019) – Victor Oulton
At Large and CCA Rep (2017) – George Smith
At Large (2018) – Curtis Moxsom
Past Chair – Terry Prescott
DFNS Rep – Derick Canning
NPMC Rep – Ian Blenkharn

Canadian Beef Industry Conference



The first beef industry event of its kind in Canada, the CBIC will be held August 9 – 11, 2016 at the Grey Eagle Resort and Casino in Calgary, Alberta. The CBIC is a joint collaboration by the Beef Cattle Research Council (BCRC), Canada Beef, the Canadian Beef Breeds Council (CBBC) and the Canadian Cattlemen's Association (CCA).

For more information, please visit:

www.canadianbeefindustryconference.com/wordpress.

The Nova Scotia Cattle Producers are able to provide moderate funding for individuals who are interested in attending, based on a first-come-first-serve basis. We anticipate that we will be able to assist 3-4 producers who would like to attend.

Please contact Brad at 902-893-7455 by May 27, 2016 if you are interested in attending for more information.

2016 Test Station Sale Results- New Record High Seller

The 43rd annual breeding stock sale was held at the Maritime Beef Test Station on April 2, 2016 was one for the record books with two bulls selling in excess of \$14,000. In total there were 58 bulls and 38 heifers offered which averaged \$4,570 and \$2,350 respectively.

The top selling bull was a Simmental purchased by Mervyn Ferguson for \$16,000; the bull was consigned by Steve and Sue Darragh (Orchard Hill Farm) from Pugwash, NS.

The top selling heifer was a crossbred consigned by Scott and Stanley Dixon of New Brunswick; she was purchased for \$3,600 by George Carter of Amherst, Nova Scotia.

For a complete summary, including individual lot sales, a summary of bulls and heifers by breed as well historical prices, please visit www.maritimebeefteststation.com.



April Feeder Sale Results

Top Single > 500lbs – 1 vaccinated red steer weighing 505lbs @ \$2.36, owned by Alex McLeod, bought by B&M Stockers. Top Group >500lbs – vaccinated 6 red steers ave weight 504lbs @ \$2.36, owned by East St Farm, bought by B&M Stockers. The next feeder sale is May 7, 2016. Check www.atlanticstockyards.com weekly and feeder sale reports as well as information on upcoming sales.



At the Annual General Meeting, Thunderbrook Farms received the 2nd annual Kings Mutual Cattle Producer of the year.

Thunderbrook Farms is a fifth generation farm operated by Brian, Joan, Mark and Beth Trueman. Their century farm is in Truemanville, Cumberland County, and has been in the family since 1817. The Truemans manage more than 1,200 acres of mixed production including beef cattle, forage, grain, lowbush blueberries and honey as well as manage their 800 acre woodlot.

Brian has been a long-time supporter of the Maritime Beef Testing Society. For many years the Truemans have focused on improving their herd and others in the Maritimes by paying close attention to their breeding program for Herefords, Angus and

Simmentals. Their accomplishments are noticeable as "Thunderbrook" has become a common prefix in many Maritime herds and can be found on the list of champions at many regional shows.

The Thunderbrook vision is simple- "Our passion is cattle and our goal is simple, to produce and develop cattle that can surpass the demands of today's customer."

2016-17 Advance Payments Program

The Advance Payments Program (APP) is a Canadian Federal Loan Guarantee Program available through Agriculture and Agri-Food Canada (Agri-Commodity Management Association Administrator).

It offers cattle producers the opportunity to receive 50% of the market value of the cattle inventory to be marketed between April 1st to September 30th of the following year, in advance of sale. It helps you with cash flow and provides you the flexibility to better market your product. You can access the first \$100,000.00 interest free to a maximum of \$400,000.00 at the interest rate of prime minus ¼%.

To qualify for this program, you must be enrolled in AgriStability (BRM); it provides security in addition to your beef inventory. Enrolment of the 2014/2015 production year is now available. To find out more, call 1-902-895-0581 or visit us at www.agricommodity.ca/app. There you will find this year's advance rates and other important program information, as well as the forms in order to submit your application.

Things You Should Know...

- Atlantic Beef Products Workshops- May17, 2016 (10am in Truro and 6:30pm in Aylesford)
- Tour of Atlantic Beef Products- May 24, 2016
- Canada Beef Industry Conference Deadline- May 27, 2016
- Feeder Sale at Atlantic Stockyards: May 7 and May 19, 2016
- Nova Scotia Elite Beef Expo August 25 to 27, 2016
- Next NSCP Newsletter will be when Safe Handling and Elite Sire Program applications are available

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