

# APRIL 2018 NEWSLETTER



## Message from the Chair

We are now into the first week of April and have weathered what was a fairly open winter. While it was nice to not have to spend a lot of time plowing and digging out bales, we could face some groundwater challenges as we move into spring and summer. We can hope for a little rain over the next month or so but not enough to keep us from getting on the fields and getting cattle onto pasture.

The political landscape of the past couple of months has been a little turbulent and we have recently seen an uncharacteristic change in markets. This is something we will have to continue to monitor and deal with, as the trade policies with our neighbours to the south continue to change.

I would like to take this chance to thank everyone who attended the Zone and Annual meetings this year. I am pleased to report that attendance at Zone meeting was up about 15% and AGM attendance was up about 10%. We are attributing this to the guest speakers we had for both meetings and will continue to bring in speakers who can provide good information for producers.

I would like to congratulate Keith and Diane Kinsman and Family for being named the 2018 Kings Mutual Producer of the Year. Keith and his family have been farming for 40+ years and are a great example of taking pride in the farm, industry and community.

Last month, the Maritime Beef Council held the third annual Maritime Beef Conference. This was by far the biggest and best conference to date. With keynote speaker, Dr. Temple Grandin, the event drew more than 450 people the first day and more than 220 on the second day. This conference continues to be a great event for producers to gather information, network with peers and participate in conversations about the future of our industry.

The Canadian Beef Industry Conference will be held in London, Ontario from August 14-16 and will feature several speakers related to cattle and beef demand. The keynote speaker will be Rex Murphy. As in past years, the NSCP will pay for conference registrations for three producers who wish to attend. If you are interested, please contact the office for an application form.

Health Canada is implementing changes to the regulations that control access to and the use of antibiotics in livestock. Beginning December 1<sup>st</sup>, 2018, all livestock producers will need a prescription from a licensed veterinarian, before able to buy medically important antibiotics for treating livestock. Over the counter sales of antibiotics will no longer be allowed at places like feed stores. This means that as a producer if you don't already have a Veterinary-Client-Patient Relationship (VCPR) you need to establish one. Jonathan has provided a good overview of this later in the newsletter and we will be working with vets to host workshops to ensure producers are aware of the new requirements. For more information on this, including a fact sheet the Beef Cattle Research Council (BCRC) has created, please go to <https://goo.gl/pGghP4>.

NSCP has partnered with Pork Nova Scotia, the Sheep Producers Association of Nova Scotia and the Canadian Animal Health Coalition to develop a strategy for a major, province wide emergency related to animal health, weather or market interruptions. We have worked together to develop a handbook for producers as well as industry leaders in the unfortunate event of a major emergency. In the fall, we will be holding producer workshops to introduce these plans, which can be found at [www.nscattle.ca/emergency](http://www.nscattle.ca/emergency).

Please note that your NSCP card has been included within the newsletter.

In closing, we would like to thank Curtis Moxsom for serving as a director of the Nova Scotia Cattle Producers. Curtis represented the Board locally and regionally during his term. We would also like to welcome Bert Meyer, as the newly elected Dealer Representative, who will be joining the Board for the upcoming year.

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

*Larry Weatherby*

Larry Weatherby, Chair

## NSCP Board Member Announcement

At the 2018 NSCP Zone Meetings, Danford Murphy was re-elected as the rep for Zone 1 and Larry Weatherby was re-elected as the Zone 4 rep. Bert Meyer was elected as the Dealer Director at the February 2018 Dealer Meeting.

The Board has elected Larry Weatherby as Chair, Victor Oulton as Vice Chair and Dean Manning as Secretary Treasurer.

We would like to thank Curtis Moxsom for serving on the Board as Director at Large and Vice Chair over the past three years.

A complete list of the 2018-19 Board is as follows:

**Zone 1 (2021)** – Danford Murphy

**Zone 2 (2019)** – Alicia King

**Zone 3 (2020)** – Leon Smith

**Zone 4 and Chair (2021)** – Larry Weatherby

**Zone 5 (2019)** – Dean Manning

**Zone 6 (2020)** – Wayne MacKay

**At Large, Vice Chair and CCA Rep (2019)** – Victor Oulton

**At Large (2020)** – Brian Trueman

**Dealer Director (2021)** – Bert Meyer

**Past Chair** – Vacant

**DFNS Rep** – David Bekkers

**NPMC Rep** – Vacant

## Kings Mutual Producer of the Year Profile



K.B. Kinsman & Son Farm Limited is owned and operated by Keith, Michael and Diane Kinsman, who have been producing beef for 40 years. Starting out with only a few head, they continued to grow each year, currently housing about 400 head in their Port Williams, NS feedlot. The Kinsman farm is approximately 400 acres, allowing them to grow their own feed to supply the feedlot.

The cattle are fed a ration of grass silage, corn silage and snaplage through a TMR system. Cull potatoes, carrots and cabbage (which they refer to as “opportunity feeds”) are often added to the ration when available.

Michael Kinsman, who owns K&M Rolloff Container Services Ltd, helps out with the farm, providing a trucking service for many of the opportunity feeds. Additionally, he trucks the finished cattle to Atlantic Beef Products in PEI.

K.B. Kinsman & Son Farm Limited have only one full time employee – Cody Legge. He was hired as a summer employee when he was just 14 years-old, then became full time after graduating high school. Upon graduating from the Nova Scotia Agricultural College in Bible Hill, Cody returned once again to the farm. The Kinsman state he is a hard worker, who is very dedicated to farming and has become like a part of their family.

Keith and Diane’s 15 year-old grandson, Kameron Kinsman, helps out when he is out of school, as well as during the summer break. He says “it’s what I love doing – it runs in the family”. Kameron hopes to attend the Dalhousie Agriculture Campus in Bible Hill upon graduating from high school.

Keith Kinsman, the heart of the operation, is nearing 75 years young and is still out working every day. Keith enjoys farming as much as anyone and doesn’t plan to stop working anytime soon. Being a welder back in the day, he still enjoys creating useful things for the farm in the repair shop on the farm when he has a chance.

Diane Kinsman, Keith’s wife, can often be found in the house looking after the bookkeeping or making lunch for the men at the farm.

The Kinsman say: “it is a love of what you do and the team work that makes it all come together!”



Keith, Diane and Kameron Kinsman

## **Livestock Producers Impacted by Changes to Regulations Related to Access to Antibiotics – December 1, 2018**

Health Canada is implementing changes to the regulations that control access to and the use of antibiotics in livestock. Beginning on December 1st, 2018, all livestock producers will need a prescription from a licenced veterinarian, before being able buy medically important antibiotics for treating livestock. Over the counter sales of antibiotics will no longer be allowed at places like feed stores. This means that as a producer if you don't already have a Veterinary-Client-Patient Relationship (VCPR) you need to establish one.

A VCPR is the relationship that is established between a veterinarian and farmer, where the vet has an understanding of the farm operation, the livestock and its management. If you have a working relationship with your vet, they visit the farm on a timely basis and you work with this vet to ensure the ongoing health of your livestock, then you probably have an established VCPR.

If the vet never comes to your farm and you have been buying antibiotics from a feed store then you need to consider what you are going to do. On December 1st, 2018 you will no longer be able to access antibiotics from that source and you will need a prescription. In order to obtain this, you will need a VCPR with the vet.

If you are in this situation, you need to think about establishing this relationship with a veterinarian or vet clinic now; don't wait to the last minute. A critical part of the acronym VCPR is the R; Relationship. Good relationships develop over time and take effort. If you don't have a "vet", start by talking to other producers and find out who they work with. Based on these conversations, contact the vet who you think is a good fit for you and your flock/herd and talk to them about establishing a valid VCPR with them. Yes, there will be a cost; Vets have bills to pay, just like farmers.

Anything in which you invest money and time that improves your farm, should pay for itself. Rather than relying on vets for emergency calls, consider this an opportunity to establish a flock or herd health program. This could help in being proactive in improving the health of your livestock, increasing the returns for your operation and reducing the number of reactive emergency calls.

There are areas in Canada where access to a large animal vet is a challenge. Nova Scotia is no exception. These challenges can be overcome and VCPR's established. If you are in this situation, talk to fellow producers and identify a vet who is interested in the livestock you have and reach out to them. It may be that the best fit for your needs may not be the closest vet to your farm.

In the next newsletter, there will be an article explaining reasoning for changes to the antibiotic use policy. For more information, check out the article at: <http://www.beefresearch.ca/blog/prescription-required-for-livestock-cattle-antibiotics-december-2018/>, talk to your Veterinarian, or contact SPANS.

Jonathan Wort; Livestock Specialist Perennia.  
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## **Maritime Beef Testing Station Sale Results**

The 45<sup>th</sup> Annual Breeding Stock Sale was held at the Maritime Beef Test Station on April 7, 2018; the unofficial kick-off to spring! In total, there were 63 bulls and 33 heifers offered, which averaged \$3,641.27 and \$1,991 respectively.

The top selling bull was a Simmental, purchased by Jacob and Lacey Fisher for \$7,500; consigned by Melvern Simmentals. The top selling heifer was a Red Angus, purchased by Reginald St. Onge for \$2,550; consigned by Lindale Farms.

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

## **6<sup>th</sup> Annual Balamore Farm "Thickness Sells" Bull and Replacement Heifer Sale Results**

A capacity crowd saw 21 bulls, 15 purebred heifers and 32 commercial heifers sold to buyers in seven provinces. The Limousin bulls had an overall average of \$6,625 and the Charolais bulls had an average of \$6,133, while the commercial heifers averaged \$2,472. The high selling bull was sold for \$15,000. Congratulations to Balamore Farm Ltd!

Sean Firth, Atlantic Stockyards



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Advances are available in the Atlantic Provinces.

Agriculture and Agri-Food Canada    Agriculture et Agroalimentaire Canada

## 2017-2018 Advanced Payments Program

The Advanced 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 1<sup>st</sup> to September 30<sup>th</sup> of the following year, in advance of the sale. It helps with cash flow and provides the flexibility to better market your product. You can access the first \$100,000 interest free, to a maximum of \$400,000 at the interest rate of prime minus ¼%.

To qualify for this program, you must be enrolled in AgriStability (BRM). This provides security in addition to your beef inventory. To find out more, call Kara at 902-895-0581 or visit <http://agricommodity.ca/app/>. There you will find this year's advance rates, important program information and the forms required to submit your application.

## Canadian Young Farmers' Conference

I would like to thank Nova Scotia Cattle Producers and Nova Scotia Young Farmers' for the sponsorship to attend the Canadian Young Farmer's conference

from February 23<sup>rd</sup> to 26th in Saskatoon, Saskatchewan.

There were a lot of great presentations ranging from stress on the farm to financial management, social media, farm safety and more. A favourite for many were the Virtual Farm Tours presented by fellow young farmers from across the country explaining the ins and outs of their farms and businesses. These included cattle and grain farms, dairy farms, a maple syrup farm, sheep farm, and many more.

This was my second time attending the Canadian Young Farmers' Forum and I look forward to continuing to attend these events. You learn lots about many aspects of farming and get to meet other young farmers that are involved in the agriculture industry. I really encourage other young farmers to join their provincial Young Farmers' group and go to their local events and the national conference.

Thank you,  
Colby Joyce

## 2018 Canadian Beef Industry Conference

The 2018 Canadian Beef Industry Conference is occurring August 14<sup>th</sup>-16<sup>th</sup> at the London Convention Centre, London, Ontario. The keynote speaker will be Rex Murphy, Social Commentator, Editorialist and Distinct Canadian Voice. Early-bird registration is available until June 15<sup>th</sup>.

Visit <http://canadianbeefindustryconference.com> for more details.

## 2018 Atlantic Beef Products Producer of the Year

Russ Mallard presented Larry Weatherby with the 2018 Atlantic Beef Products Producer of the Year Award at the Producer Appreciation Lunch on April 10<sup>th</sup>.

## 2018 Healthy Calf Conference

Veal Farmers of Ontario's biennial conference is November 27<sup>th</sup> in Stratford, Ontario and November 29<sup>th</sup> in Ottawa. There will be industry expert speakers sharing the newest information on care of dairy calves, veal cattle, and calves started for the dairy-beef market, along with a unique calf-focused tradeshow.

For more information, please visit: <https://ontarioveal.on.ca/producer-information/2018-healthy-calf-conference/>



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