



OCTOBER 2017 NEWSLETTER

Message From The Chair

We are now part way through October with the leaves now full of colour and the temperatures beginning to cool off but from the results of the first two feeder sales it looks like calf prices are warmer than expected. This is good news as we saw many of the prices take their traditional dip through the summer months.

The past few months have been very productive for the NS Cattle Producers as we have wrapped up some of our summer projects and start to work on fall and winter projects as well as plan for the winter Zone and Annual meetings.

July and August were very busy for the cattle industry in the region. On July 11th and 12th the Maritime Beef Council hosted the first ever Atlantic Beef Summit with participants from industry, all levels of government as well as local and national researchers and representatives from CCA. The Summit was our opportunity to bring all stakeholders into one room to present the Maritime Cattle Growth and Development Strategy. We came away from that meeting with a strong sense of support for the strategy and within the past few weeks have participated in multiple meetings to discuss the implementation of the strategy. If you haven't had a chance to read the Strategy, please visit www.nsacattle.ca/mbc.

We have already started working on several initiatives outlined in the Strategy including the Beef School and risk management tools. In mid-September the MBC held the first module entitled 'Feedlot School' at the Nappan Pavilion. This module was featured sessions on ration balancing, feed management, carcass grading and marketing and was attended by almost 30 participants from across the region. MBC is also working with a consultant to evaluate the possibilities of a prices insurance program for the region based on the Western Livestock Price Insurance Program, for more information on this program visit www.wlpij.ca.



In August, we also hosted the third annual NS Elite Beef Expo which feature more than 120 animals from 20 exhibitors from across the region. This proves to still be a very popular event and we have committed to making this part of our annual events.

As we made our way into September we once again partnered with the NS Young Farmers Forum to participate in their annual summer tour, social and tour. I was fortunate to be joined by Jonathan Wort for the day and we barbequed burgers for the group which were donated by Oulton's. This year we are continuing our support for youth in agriculture by making a contribution to the Nova Scotia Royal Beef Team which will be participating at the Royal Winter Fair in Toronto early next month. With this newsletter you will find a request for support (*the pink paper*) from the team and we encourage you to help out in any way that you can.

You will see later on in the newsletter that the 2018 Maritime Beef Conference will be held on March 16th and 17th at the Delta Beausejour in Moncton. This will definitely be the biggest and best Conference to date with special keynote speaker Dr. Temple Grandin making an appearance on both Friday evening and Saturday morning. As part of the conference there will also be a workshop focused on farm financial management with a focus on financing from traditional and non-traditional farm lenders. We will have more information on both these events in the December Newsletter.

If you have any 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

2017 NS Elite Beef Expo Results

This year, the NSCP organized the third annual Nova Elite Beef Expo held at the NS Provincial Exhibition. This year's Expo featured 123 animals from 20 different exhibitors with more than \$6,500 awarded in prize money. We would like to thank the many volunteers who helped organize the show as well as those who helped during the show. We would also like to thank our many sponsors who provided prize money for the show, particularly Presenting Sponsor- Atlantic Beef Products from PEI. Congratulations to all of the exhibitors who brought great animals to Truro.



Judge Billy Elmhurst named JEM Ariel 10C, Supreme Female Champion. The two-year-old cow was bred and exhibited by JEM Farms from Vernon, NS.

Nova Scotia Elite Beef Expo



Judge Billy Elmhurst named Black's Huggie Bear 1D Supreme Male Champion. The yearling bull was exhibited by Spud Island Farms from Cornwall, PEI.



2017 Nova Scotia Elite Beef Expo Breed Grand Champions

Breed	Male	Female
Hereford	Tide-View Sampson 6E- Calf Tide-View Farms	Tide-View Amelia 5E- Calf Tide-View Farms
Shorthorn	Green Grove Blue Lobster 101E- Calf Green Grove Shorthorns	Green Grove Platinum Wave 1E Green Grove Shorthorns
Limousin	Balamore Endeavor 701E- Calf Balamore Farm Ltd.	RPY Paynes Blossom 20B- 3 Year Old East Coast Limousin
Angus	Linden Hill Radiance 3D- Yearling Linden Hill Cattle Co.	JEM Ariel 10C- 2 Year Old JEM Farms
Simmental	Black's Huggie Bear 1D- Yearling Spud Island Farms	Brandy Brook Cha-Ching- 2 Year Old JLD Simmentals
Charolais	No Show	Balamore Drama Queen 136D- Yearling Balamore Farm Ltd.

See you at the 2018 NS Elite Beef Expo at the Nova Scotia Provincial Exhibition!

October Feeder Sale Results

Top Single >500lbs Char steer, 510lbs at \$2.28/lb owned by Rod Chisholm, bought by John Houley and Son Inc. –2nd top single, Char steer, 525lbs at \$2.20/lb owned by Wesley Younkens, bought by John Houley and Son Inc.

Top Group >500lbs – 5 Char steers, 508lb ave at \$2.36/lb owned by Ken Langille, bought JT Anderson Holdings –2nd top group, 4 Char steers, 605lb ave at \$2.30 owned by Margaree Harbour Resources Ltd, bought by John Houley and Son Inc.

Sale Summary

862 head 610lb average 180.0 cents per lb average Gross Return \$1098/head
423 steers (\$183.0 @ 646lbs), 348 heifers (\$167.0 @ 590lbs), 80 bulls and stags (\$175.0 @ 561lbs)
250 unvaccinated cattle sold for 179.0 cents per lb at 580lbs for a gross return of \$1038
601 vaccinated cattle sold for 175.0 cents per lb at 630lbs for a gross return of \$1103 (\$65 premium)

Fall Feeder Sale Dates

Saturday November 18 (10 am)

Producers are encouraged to pre-register all feeder cattle as early as possible – ASL will be listing pre-registered cattle on our website

Saturday December 9 (10am)

Vaccinated cattle must be accompanied by a vaccination declaration and a receipt for the vaccine used. Vaccinated cattle will be uniquely identified, all cattle will be sold by order of arrival.

Test Station Now Accepting Bull Applications for 2017-2018

Maritime Beef



Testing Society

as well as information on the upcoming test season and research updates and a presentation on bull selection by Ron Stevenson from Metzger Vets.

The Maritime Beef Testing Society is now accepting applications for the 2017-18 winter test. We are entering the fourth season using the GrowSafe feeding system to evaluate bull performance. Please visit the MBTS website to access the 2017-18 consignment forms at www.maritimebeefteststation.ca/consignment.

We also invite all MBTS members and beef producers to attend the Annual General Meeting on Saturday November 25, 2017 at the Nappan Pavilion. The meeting will start at 10:30 am and will include updates from the Test Station

Cattle Herds Growing as Farm Numbers Fall- Richard Kamchen, FCC



The cattle industry isn't immune to agriculture's production concentration trends.

"Whether you look at the number of hog producers, chicken producers, dairy, grain, we've just got fewer farms and bigger farms, and I don't think cattle is any different," says Brian Perillat, manager and senior analyst with Canfax, the market analysis division of the Canadian Cattlemen's Association.

While Statistics Canada's 2016 Census of Agriculture revealed a 5.9 per cent decrease in all farms across the country versus 2011, Canada's largest cattle producing province, Alberta, experienced a reduction of just over 10 per cent of its cow/calf producers between 2011 and 2016.

That decline means herds are growing, says Herman Simons, Alberta Agriculture livestock farm business specialist. "In the last 15 years, the average herd size has increased by 50 per cent from 63 cows to 95 cows per farm," he says.

Profitability

Margins per animal aren't as big as they once were, and it takes more critical size to create a viable operation, says Perillat, who doesn't see the trend changing.

Simons agrees. "The difficulty with agriculture... is that commodity prices do not seem to be trending the same way as costs, so the only option farmers have is to increase size," Simons says. "As long as nothing structurally is changing in the way we compensate farmers, then size will continue to increase."

2018 MARITIME BEEF CONFERENCE

MARCH 16-17, 2018
DELTA BEAUSÉJOUR
MONCTON, NB



KEYNOTE SPEAKER TEMPLE GRANDIN, PH.D.,

Dr. Grandin is a designer of livestock handling facilities and a Professor of Animal Science at Colorado State University. She has also been featured on the BBC special "The Woman Who Thinks Like a Cow", ABC's "Primetime Live", "The Today Show" and more.

WWW.MARITIMEBEEF.CA

are muddy it is advisable to turn cows onto grazing pastures that will be broken up in the string to prevent damage to pastures that will continue to be grazed. For more tips on winter grazing go to <http://www.beefresearch.ca/blog/3-tips-for-swath-and-bale-grazing>

Things You Should Know...

- Atlantic Stockyards Feeder Sales November 18 and December 9
- NSCP Annual General Meeting March 3, 2018
- Maritime Beef Conference March 16 & 17, 2018

NOVA SCOTIA CATTLE PRODUCERS

www.nscattle.ca

60 Research Drive. Bible Hill, Nova Scotia B6L 2R2

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

Age

Al Mussell, research lead with Agri-Food Economic Systems, suspects age demographics also play an important role in declining producer numbers.

"In some ways, working beef cows and calves is not an easy life, and older producers can tire of it, or encounter physical limitations," he says.

Census data revealed the average age of a farm operator in Canada rose from 54 in 2011 to 55 in 2016, but in Alberta, it increased from 54.5 to 55.7. And if the average is 55.7, there are many much older than that, Mussell says.

Future

Even though cattle margins have been good the last few years, the cattle industry isn't seeing new entrants, Perillat says. Building a herd takes several years, and the entry costs of land, cattle and equipment can be prohibitively large, he indicates. Previous ranchers aren't returning to the sector either.

"Once the cows are gone and they convert to grain. If they're making pretty decent money on the grain farm, they really aren't bringing the cows back," Perillat says.

The risk mitigation of cattle isn't there as grain operations have become so big that even a couple of hundred cows wouldn't bail out a farm during a disaster year, he points out.

Bottom line

Cattle trends indicate continued declining producer numbers and larger operations required for improved viability.

Forage Quality Important to Winter Grazing

With colder weather on its way and many Canadians beef producers are starting to set up for winter grazing. For producers who are planning on swath or bale grazing this winter it is important to ensure that cattle are matched to the forage quality. As the winter progresses and cows advance through the stages of pregnancy they require more energy, feed testing and evaluating the body condition score of cattle can help producers to figure out which pastures to turn cows into at which time.

If mud during extended grazing is a problem in your area it is recommended to leave as much biomass on the field as possible, this will help hold the water in and act like a snowshoe to help prevent cows to walk on top of the mud. When conditions