



Annual Report 2023



Message from the President Brent Brooks

Another year comes to a close and 2023 has been a successful year, with record prices commencing in January and continuing through fall run. As always, mother nature has dealt the cards with the southern regions being plagued with ongoing drought, and the northern regions with adequate moisture, feed, and late fall grazing!

Throughout the year, the Livestock Marketers of Saskatchewan and its executive have worked in collaboration with the Saskatchewan Ministry of Agriculture, the Saskatchewan Cattleman's Association, the Canadian Food Inspection Agency, and the Livestock Markets Association of Canada. Together, we have addressed an array of challenges including those associated with livestock auction markets, assembly yards, order buyers and dealers, and trucking associations within the province to developing functional and appropriate solutions that arise from traceability, transport regulations, animal welfare, and workplace health and safety.

Since its inception in 1972, Livestock Marketers of Saskatchewan has continued to serve the livestock industry with competitive bidding in the marketing of livestock and the promotion of True Price Discovery by auction. Working closely with industry partners, Livestock Marketers of Saskatchewan ensures the free marketing of livestock operates smoothly and efficiently. In looking forward to 2024, I would like to extend a thank you to all of our directors who volunteer their time on the board to ensure that the industry and its members are represented effectively on all issues that may arise.

With 2023 being my last year as president of Livestock Marketers of Saskatchewan, I would like to express my gratitude to the administration, board of directors, and the membership of Livestock Marketers of Saskatchewan for the opportunity to be involved in such a constructive and dedicated association. I am proud to have served on the board of LMS for many years, and I look forward to observing the successes of Livestock of Marketers of Saskatchewan in the future.

Best of marketing,



Message from the General Manager Adele Buettner



Once again, I wish to acknowledge the Livestock Marketers of Saskatchewan (LMS) board of directors who volunteer their time and expertise to serve on the LMS board as well as several industry committees. Appreciation is extended to each of you for your continued dedication.

The LMS annual general meeting, closed to LMS members, is taking place on January 24, 2024, in conjunction with the Saskatchewan Beef Industry Conference at the Delta Hotel in Regina. Johnny Weigel with the Saskatchewan Workers' Compensation Board (WCB) will attend and provide a presentation following the business portion of the AGM.

The LMS executive and management continue to stress the distinct nature of the cattle industry as live, and often unpredictable, animals create unique challenges. It is our goal to actively contribute to resources, training and policies. And, while safety is always of the utmost importance to our members, of recent, LMS and other livestock organizations have been working more closely with the WCB in efforts to minimize serious injuries and fatalities related to livestock handling. LMS and WCB collaborated to offer a full-day workshop by Reg Steward in May at Saskatoon Livestock Sales. Discussions are underway for next steps, and we will keep our members informed.

Over the years, the Ministry of Agriculture invited the LMS and others to provide feedback on proposed amendments to a variety of regulations including Animal Custom Care Regulations, 2006; Livestock Dealer Regulations, 1995; Livestock Inspection and Transportation Regulations, 1978; Premises Identification Regulations; Meat Inspection (Saskatchewan) Regulations; Brand Regulations and others. LMS, in conjunction with other industry players, has continued to be involved in the implementation of the federal (CFIA) transport regulations.

Further, your LMS president and I have taken part in regular consultations led by the Ministry of Agriculture to discuss current industry issues. While these efforts take considerable time and effort from the board and management, it is important for LMS to stay involved to help guide the future direction of our industry. We continue to keep involved and speak out on behalf of our members.

Over the past three years, LMS has organized and hosted the Livestock Market Dynamics webinars. Jordan Levi of Five Rivers Cattle and Arcadia Asset Management shared his insights and expertise in January of 2021 and Travis Hickey of Cattlenomics offered his thoughtful observations the following year. Last year, John Lawton of Titan Livestock and founder of Linus7 Cattle Financial System presented an astute analysis of the markets. Saskatchewan Cattle Feeders Association, Saskatchewan Angus Association and Verified Beef Production Plus have been ongoing supporters of the cattle marketing webinars, for which we are grateful.

In February 2023, the Canadian Food Inspection Agency contacted LMS and other industry associations to advise of a positive case of bovine tuberculosis. Since then, several meetings have been held whereby CFIA has kept LMS, and others, apprised of the status.

I would like to take this opportunity to thank the LMS membership for your continued support of LMS. Over the years, our industry has faced many ups and downs; however, having a provincial organization work collaboratively for the betterment of the industry remains paramount. And, while we are a small and very focussed organization, we are looked to and called upon as the voice of the auction industry.



Livestock Services of Saskatchewan Report

Rick Oakes



As the LMS representative on the LSS Board, I am happy to provide an update on the operational year. Cattle inspection numbers for 2023 were up marginally over the previous year as we continue to see consistent cattle movement and large numbers of cows moving through the system.

Some additional inspectors were added over the course of the summer. Three new inspectors were added in Yorkton with one additional in both Saskatoon and Mankota. The recruiting process continues to be ongoing as we strive to provide a high level of service to markets and producers.

Operating costs continue to increase mostly due to salaries and travel costs. With higher inspection numbers and additional staffing come additional expenses. The overall deficit for the organization is lower than the previous year but will require a draw from the internal operating contingency fund.

We are also very pleased to report that work is continuing on a digital solution for the traditional paper manifest. A demonstration product has been developed and testing will be ongoing early in 2024.

LSS continues to work closely with Corporal Owen Third who is the RCMP Livestock Investigator for Saskatchewan. Owen has been a great addition from the RCMP F Division and provided very good value to the industry.



Saskatchewan Verified Beef Production Plus

Erika Stewart, Provincial Coordinator

The 2023 year saw great achievements for the Verified Beef Program in Saskatchewan. Saskatchewan surpassed Alberta and currently has the most certified operations in Canada. There are currently 427 certified operations in Saskatchewan, 411 in Alberta and a total of 1332 certified operations in Canada. This is something we are very proud of and we are thankful to the producers who acknowledge the value of the program on their operations and to organizations like the Saskatchewan Ministry of Agriculture, Farm Credit Canada and Cargill for also seeing the value of the program and sustainable beef production and providing programming and financial incentives for producers who are a part of the VBP+ program.

This past year, a lot of time was spent attending different events and trade shows to connect with producers and provide information about the program and its potential benefits. In addition to attending events, there were also multiple in-person training workshops organized around the province to provide the VBP+ training to producers, which is the first step in the program.

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Canadian Cattle Buyers Credit
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The Verified Beef Program has a five-year audit cycle so when producers sign up with the program, they are signing up to be certified for five years. There are numerous producers in year six, requiring another on-farm audit to continue certified status. Saskatchewan Verified Beef has spent time creating documents to ensure producers understand the benefits of certification and to help producers prepare for their re-audit.

Over the past three years, Saskatchewan Verified Beef has also organized feature sales. Locations have included Prince Alberta at Northern Livestock Exchange and Maple Creek at Cowtown Livestock Exchange. The goal of these sales is to make connections with the auction marts to hopefully bring some awareness to the VBP+ program and to bring awareness to Cargill's Qualify Cattle Credit program and the potential money available to cow/calf producers and feedlots producers. If cattle make it through the entire value chain sustainably - meaning calves are born on a VBP+ certified operation, are fed and finished at a certified feedlot and then processed at Cargill High River or Cargill Guelph - each producer along the value chain can receive \$20 per head on the total amount of animals that went through the entire value chain sustainably.

Saskatchewan Verified Beef continues to work hard to provide producers with information about the program and appreciates working with Livestock Marketers of Saskatchewan.