



# LIVESTOCK MARKETERS of Saskatchewan



# Annual Report 2022



## Message from the President Brent Brooks



2022 has been another eventful year as the Livestock Marketers of Saskatchewan utilize a collective effort among livestock marketers throughout Saskatchewan addressing challenges associated with livestock auction markets, assembly yards and order buyers within the province to develop practical and effective solutions to industry issues. Moreover, our board works meticulously at the provincial and federal government levels, providing support and resources to all industry partners. This proactive approach taken by LMS ensures that the board is able to assist and work with industry partners dealing with issues in a productive and timely fashion.

2022 also marked the 50th anniversary of the Livestock Marketers of Saskatchewan which was celebrated May 7-10 by co-hosting the Livestock Markets Association of Canada's annual convention and the Canadian Livestock Auctioneering Championship in Lloydminster. I would like to thank and congratulate the LMS volunteer board, the Lloydminster committee and the crew of Northern Livestock Sales for co-hosting this prestigious event.

LMS is looking forward to 2023 and addressing the challenges of an everchanging industry, working with auction markets, order buyers and livestock transporters.



Kyle Soderberg, Man Sask Champion



Top Ten Draw



Tyler Cronkhite, LMS Director



Thanking Stewart Stone for his years of service to the Canadian auction industry.



## Message from the General Manager

Adele Buettner



The 50th anniversary of the Livestock Marketers of Saskatchewan is a remarkable achievement. It impresses me that strong competitors rein in their independent aspirations and collaborate on initiatives that impact the big picture. I commend the many board members who have contributed their time and provided direction for the betterment of the livestock marketing industry over the past five decades and look forward to seeing where the future takes LMS. Members, associate members, sponsors and partners continue to see the value in the work that LMS does and it is gratifying to be a part of it.

While COVID-19 remains a concern, we are certainly seeing a return to the "old normal." The LMS annual general meeting is taking place at the Saskatoon Inn alongside the Saskatchewan Beef Industry Conference and it is great that people are able to meet in person once again.

In early May, LMS and the Livestock Market Association of Canada cohosted the LMAC annual meeting and convention and the Canadian Auctioneering Championship. Northern Livestock Services in Lloydminster did a fantastic job of planning and facilitating the successful event. Brent Brooks and his team invested time and effort to ensure the event was top-notch and their effort did not go unnoticed. Profit sharing of the event between LMS and LMAC resulted in a notable funding injection into our organization.

The auctioneering contest was especially lively. Representing Saskatchewan in the Top 10 were Tyler Cronkhite, Rhett Parks and Kyle Soderberg. Kyle was named the Man Sask Champion, John Baier was awarded the Man Sask Rookie and Brad Martens of Westlock received the LMAC Champion award. Visit the LMAC website for a full update on the convention and championship.

Building on the success of the 2021 LMS Livestock Market Dynamics webinar by Jordan Levi of Five Rivers Cattle and Arcadia Asset Management, we were pleased to have Travis Hickey of Cattlenomics share his thoughts and expertise in January of 2022. The January 17, 2023 webinar will feature John Lawton of Linus7 Cattle Financial System. The interest in, and attendance of, our past webinars has been strong and we appreciate that Saskatchewan Cattle Feeders Association, Saskatchewan Angus Association and Verified Beef Production Plus are partnering with LMS once again to provide this outreach and education event.

LMS and other livestock organizations are in dialogue with the Saskatchewan Workers' Compensation Board on an initiative aimed at reducing serious injuries and fatalities involving livestock. The executive and management have participated in several meetings and stressed that the cattle industry is unique as it is a live industry with practices that are different from other industries. Therefore, regulations that may be appropriate for industries such as oil and gas or paper mills do not accurately reflect the reality of livestock handling and it is critical to seek input from those with experience and expertise in the industry. LMS will keep its members and associate members apprised of developments with the WCB Animal Handling Learning Group. Safety has always been of vital importance to LMS, as evidenced by our development of a Livestock handling manual and DVD a decade ago.

As with many other industries, agriculture has felt the impact of supply chain, labour and transport issues more acutely in recent years. There is no question that there have been challenges and you could say that LMS and its members have experienced more ups and downs than Zeke Thurston. Resiliency and faith in the future are all the more reason to step back and acknowledge the accomplishments of this organization and the people behind it.



# Livestock Services of Saskatchewan Report

Rick Oakes



As the LMS representative on the LSS Board I am pleased to report that it was another strong year for the organization. Cattle inspection numbers were down for the summer months but have been steady throughout the spring and fall months. Overall inspection numbers are expected to be consistent with 2021.

Over the course of the year, we have seen some increase in operating costs due to the cost of travel. These increased costs are putting pressure on the approved budget and have led to some preliminary discussions about potential fee increases.

In October, our long time Chairman of the Board, Harold Martens, resigned from his position due to ongoing health matters. Mark Elford who held the position of Vice Chair has assumed the role of Chairman. Harold led the transition of LSS from the Ministry to the private sector and has graciously provided many years of service to the organization. The LSS Board truly appreciates Harold's contribution to the organization. His dedication, knowledge and leadership will be missed.

The RCMP F Division Livestock Investigator position has been filled and Corporal Owen Third assumed new duties in September.



## 2023 CATTLE MARKET DYNAMICS WEBINAR

featuring John Lawton, President, Linus7 Cattle Financial System



John is a third generation agricultural producer with more than 30 years in the cattle business and extensive knowledge of cattle feeding, procurement and risk management. John attended Olds College, graduating from the Agriculture Production program. He served as a director on the Alberta Cattle Feeders Association board for many years, helping to improve the industry alongside other knowledgeable producers. Over the last 15 years, he has developed the Linus7 Cattle Financial System, an online risk management program for the U.S. and Canadian cattle feeding industry.

Thanks to our partners:



This was our 3rd annual webinar. Previous presenters:



**2021 Webinar**  
**Jordan Levi**  
Arcadia Commodity Opportunity



**2022 Webinar**  
**Travis Hickey**  
Cattlenomics

**BRENT BROOKS**

President  
Northern Livestock Sales

**TYLER CRONKHITE**

Board Member  
Cowtown Livestock Exchange

**WADE KOT**

Board Member  
JGL Livestock

**RICK OAKES**

Vice President  
Canadian Cattle Buyers Credit

**STEWART STONE**

Past President  
Heartland Livestock Services

**PAT TELLIER**

Board Member  
Saskatoon Livestock Sales

**CHRIS WILLIAMSON**

Board Member  
Mankota Stockmen's Weigh Co.

**WAYNE WOODMAN**

Board Member  
Northern Livestock Sales

## 2022 Active Members

Cowtown Livestock Exchange  
Eaton Livestock  
Gibson Livestock  
Heartland Livestock Services  
Holdstock Livestock  
Jameson Gilroy & B & L Livestock  
Johnstone Auction Mart Ltd.  
Kelvington Stockyards  
Mankota Stockmen's Weigh Co. Ltd.

Meadow Lake Stockyards Ltd.  
Miller Livestock Order/Buy Co. Ltd.  
Northern Livestock Sales - Lloydminster  
Northern Livestock Sales - Prince Albert  
Prairie Livestock  
Saskatoon Livestock Sales  
Spiritwood Livestock Sales  
Weyburn Livestock Exchange

## 2022 Associate Members

Calgary Stockyards Ltd. (TEAM)  
Canadian Cattle Buyers Credit  
Corman Park Vet Services  
Farm Credit Canada

Heebner Cattle Co. Ltd.  
JGL Livestock  
Lazar Equipment  
Roberge Transport Inc.

## 2022 Sponsor

The Hartford

The board of directors and members of the Livestock Marketers of Saskatchewan remain committed to our goal of promoting competitive bidding in the market of livestock.

We share the responsibility of ensuring the free marketing of livestock runs smoothly, transparently and efficiently.

This is achieved through collaborative relations with industry partners, educational projects for our members and adherence to sound business practices, as well as responsible animal welfare at members' auction marketers.

LMS is actively involved in addressing issues affecting members of our industry such as traceability, brand inspection, dealer licensing/bonding, labour training, worker safety protocols, animal handling/welfare protocols, Canadian Food Inspection Agency requirements and additional timely initiatives.