

OMAF *Virtual Beef*

Volume 2, Issue 1

January, 2003

Thank you for your responses following our first issue of *OMAF Virtual Beef*. The acceptance of this new electronic publication has been great and we look forward to providing you with more informative articles in the months to come. Subscribe online <http://www.gov.on.ca/OMAF/english/subscribe/index.html> to receive an email when each new issue is posted to the web site. If you have any comments or suggestions please feel free to contact the editor (page 2). Watch for the next issue in late April! Ed.

Stock Market Tips for Beef Herds – Part I

“The TSE closed down 50 points today”.

What does this mean to beef farmers?

Most of us are familiar with the concept of buying and selling shares of companies on the Stock Market. Even if we don’t participate ourselves, we know that one of the key characteristics of the “market” is **risk**! And events of the past year and a half have shown just how volatile these kinds of markets can be. “Sure bets”, like some high tech firms, have sunk so fast that only a bubble trail is left. The tragic and devastating terrorist attacks have revealed the vulnerability of economic sectors to unpredictable events. Risk has become hyper-risk.

But did you know that beef farmers are participants in one of the oldest and most risky markets on earth...that’s right, the original “stock market”, the **livestock market**. The rapid price swings for livestock at the “market”, which farmers have experienced since medieval times, are the basis for the naming of the financial Stock Markets of Bay Street and Wall Street!

So livestock farmers producing for unregulated markets, like beef and hogs, are used to risk. In fact, you might say that they invented price risk. But are there methods to reduce risk?

One potential method for reducing price risk in beef production is to use the **Cattle Cycle**. This is the periodic increase and decrease in cattle numbers which occur over time. Since 1870 there have been 10 Cattle Cycles in Canada. They have had an individual length of about 10 years, from peak to peak. These have been very important to producers since market price for animals tends to run counter to the Cycle. It’s a supply and demand thing...when there are lots of cows producing lots of beef calves for sale (high supply), the price for calves is low. Conversely, when there are relatively few cows producing few calves for sale, then there is brisk competition for the calves, and calf price is high.

The length of the Cycle is due to the biological time lag required for herds to respond to these market price signals. During the bottom of the Cycle, cow numbers have decreased in response to several years of very poor calf prices. After a 1 or 2 year time lag, this translates into lower supplies of meat, with an increase in price at the meat counter. This causes an increase in demand for fed cattle, which immediately translates into higher prices for calves. Cow herd managers receive a strong signal to increase production. So they retain more heifer calves the next year, which shortens calf supply even more and increases calf price again. After a 2 to 3 year time lag, these heifers have weaned their first calves and finally contribute to increased supply.

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Fall Graze To Stretch The Grass Season

Farmers with grazing livestock like cows, sheep and goats are learning to get many more days of grazing from their existing pastures. These folks are picking up on using stockpiled pasture to extend the grazing season until well after the snow comes! Can this work for you?

Here's The Basic Idea

Select some land which you currently graze. It will need a natural windbreak area like a bush lot, or some simple board or plastic mesh windbreak fences. As a rough guideline, one acre of stockpiled pasture will provide 10 weeks of grazing for one beef cow in October-November-December.

Animal access to water is a key after freeze up. This can be a water source in a nearby barn, or a frost proof water bowl out on pasture (some types don't require hydro) supplied by a trenched-in pipe. Water courses like creeks or ponds are poor choices from both the livestock and environmental sides of things.

Don't graze this land in spring time. Let the grass grow and harvest the standing forage in mid-July, either with livestock or machinery. On grass stands, spreading some nitrogen fertilizer will promote vigorous regrowth, along with timely rains. Let the forage regrow until the first killing fall frost. Your stockpiled pasture is now ready for grazing. Waiting till after a killing frost ensures that the plants won't try to regrow again after grazing. If they did, root energy reserves would be depleted and this would weaken the stand next spring.

Turn your livestock in and manage them like you would in the summer. You can rotate or strip graze, or just let them graze a large field. Since the grass isn't regrowing much,

back grazing isn't an issue. But moving an electric poly fence down the field is a simple way of controlling grazing access and reducing wastage. However, after the snow comes, you will get a lot of trampling and wastage of forage if animal access to "new ground" isn't controlled somehow. After new, soft snow is walked on, it freezes into ice clumps and really restricts the access of livestock to the grass beneath it. So by this time, a movable fence in front of the animals, or small paddocks, are highly recommended.

The Snow Factor

Cows and sheep have an amazing ability to root down through snow and find the grass. This is foraging! Trials at the New Liskeard Agricultural Research Station (NLARS) have shown that beef cows can graze effectively through 25 cm of snow. If depths get over 30 cm, forage intake is restricted.

Having some tall standing mature grass like timothy in the mix helps animals locate forage. Stems seem to act like flags and stimulate the grazing instinct, with animals following the stems down under the snow, where most of the high quality vegetative forage is preserved.

The Down Side

Hazards with fall grazing include punching up the sod during wet falls, and a tendency for slightly lower forage production the next summer. It's best not to fall graze the same piece of ground more than 3 years in a row. And from the road it may look like livestock are getting only snowballs to eat, so you may get a call from a curious neighbour.

Research Highlights

Dry, pregnant beef cows at NLARS have consistently grazed into mid-

December with no negative impact on the animals. And lactating cows with July calves fared well until the end of November. All animals were healthy, and stayed cleaner than barn housed contemporaries.

The Bottom Line

Fall grazing lowers the cost of production by reducing the need for stored feed and bedding, and lowering manure handling costs. No real magic, no big dollars for heavy metal. Just a different way to use what you already have.

Tom Hamilton, 705-647-2087,
tom.hamilton@omaf.gov.on.ca



Editor:

Joanne Handley
Ministry of Agriculture and Food
1 Stone Road West
Guelph, Ontario
N1G 4Y2
Phone: 519-826-3323
Fax: 519-826-3254
Email:
joanne.handley@omaf.gov.on.ca

OMAF Virtual Beef is produced quarterly by the OMAF Beef Team as a means to communicate research findings and results, recommended production practices and solutions to industry issues to beef cattle producers, agribusiness suppliers and industry stakeholders.

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OMAF Virtual Beef is published in electronic format and is available online at <http://www.gov.on.ca/OMAF/english/newsletters.html> or by contacting 1-877-424-1300.

Vaccination is All in the Timing!

Conventional thinking is that once you vaccinate the calf crop at weaning they are protected from illness. However, there are big ramifications on the health, and consequently profitability of stocker calves depending on if and when you vaccinate the cow herd.

Dr. Rob Tremblay, Boehringer Ingelheim, presented research results at the Beef Symposia in November, that are pointing to some connections between Bovine Viral Diarrhea (BVD), calves in the sick pen and dead calves. Up to 25% of the calves that died in the studies were actually persistently infected (PI) calves. Persistently infected calves are infected with BVD while they are in utero, early

in gestation, before the cows are protected through their annual vaccination. That means that no amount of care or vaccination would have helped. The only time to prevent calves from being persistently infected with BVD is prior to the cow being bred.

The recommended action would be to move your vaccination of the cow herd to the window between calving and breeding. The cow will then be protected for her entire pregnancy and the resultant calf will not be a PI calf.

When should you get excited about this? Now would be good – the vaccinations you do this spring on the cow herd will protect the calves born in 2004. Feedlot producers

will begin to ask for this information because anything that helps reduce the death loss or the number in the sick pen, is of great interest to them. In fact, a few were asking this fall if and when the cow herd was vaccinated.

So if timing is everything – you need to make those changes **now!** Contact your veterinarian and discuss your vaccination program. Your cow herd vaccination program can become another promotional tool to highlight your calves in the ring come sale time.

Nancy Noecker, 613-258-8476,
nancy.noecker@omaf.gov.on.ca 

PROFITABLE PASTURES

Coming soon to a field near you!

A series of pasture information seminars.

February 25, Elmwood Community Centre, 9:30 am

February 26, Oakwood Community Centre, 9:30 am

February 27, Purvis Hall, Kemptville College, 9:30 am

Guest Speaker: **Fraser Stewart**, Manitoba Pasture Specialist

Learn about: Manure Fertilization of Pastures, Rotational Grazing, and much more!

Brought to you by:

Ontario Cattlemen's Association

Ontario Sheep Marketing Agency

Ontario Ministry of Agriculture and Food

Ontario Forage Council

*For more information, or to register contact: Earl Thomson, Special Projects,
c/o Ontario Cattlemen's Association, (519) 824-0334, ethomson@cattle.guelph.on.ca*

Details on Web Site: www.cattle.guelph.on.ca

Pre-registration of \$25 is required by Tuesday, February 18, 2003.

Registration includes:

Hot Beef and Lamb dinner

Coffee breaks and desserts

Admission

Proceedings and other literature.

Country of Origin Labeling.....(COOL)

Will this affect producers of beef in Ontario? Does it have the potential to affect your price?

You can bet on that, so read on and stay tuned to further developments!

In October 2002, the United States Department of Agriculture (USDA) issued the voluntary Country of Origin Labeling (COOL) guidelines. Commodities covered under the voluntary guidelines are fresh and frozen muscle cuts of **beef**, veal, lamb, pork, fish, fresh and frozen fruits and vegetables and peanuts. Retailers must indicate the country of origin of the covered commodities. The guidelines are voluntary until September 30, 2004, when mandatory regulations are to take effect.

For beef to be labeled by retailers, "United States Country of Origin," the beef must be derived exclusively from animals born, raised, and slaughtered in the United States. To verify that the products are properly labeled retailers and their suppliers will have to maintain a verifiable record keeping audit trail.

Retailers are defined as any person who buys or sells \$230,000 or more of fresh and frozen fruits and vegetables in any calendar year. Therefore, small butcher shops, fish markets, and grocery stores that purchase fruits at lower levels or do not purchase fruits and vegetables at all are excluded. Food service such as restaurants and bars are exempt, and chicken is not covered under the COOL regulations.

If a covered commodity such as beef is an ingredient in a processed food item, it is exempt. Examples would include cooked, cured, smoked, restructured meats or

ground meats with any added ingredients. Ground beef is defined as not containing additives, cereal, soy derivatives, or other extenders, and cannot have salt, sweetening agents, flavourings, spices or other seasonings added. Any added ingredient items or further processed products produced from ground beef are not covered.

Since the United States is the major destination for the majority of Canadian beef, the COOL voluntary guidelines generate a number of questions.

- Will the Canadian identity be an advantage in selling beef in the U.S.?
- Will the U.S. packer/retailer see an opportunity or hindrance to handle Canadian (or foreign) cattle and beef?
- Will the U.S. packer specify certain times/days to process Canadian cattle?
- Will the U.S. packer choose to exclusively slaughter animals that qualify for a specific label?
- Does voluntary labeling create marketing opportunities?
- Does mandatory labeling impose more marketing costs without benefits of quality or safety for the consumer?
- Are the guidelines impediments to free and open trade environments that have been fostered to date?
- Will consumers respond with further demands for information?
- Will other importing countries consider similar measures to discourage the consumption of imports?
- Will this increase domestic (Canada) beef supply causing

lower wholesale and retail prices?

- Will any retailers participate? (Few if any are expected to participate in the voluntary program.)
- Will it be challenged under current trade agreements (i.e., NAFTA, WTO)? If so, when?
- What will be the cost and who will absorb it? Consumer, Retailer, Wholesaler, Packer, Producer?
- Will COOL labels create niche markets for products?
- Will the responses to the voluntary guidelines be considered when forming the final regulations?
- Will there be an U.S. movement to amend the *Act*?

For more information on the potential impact of these regulations on the Ontario and Canadian Beef Industry, visit the OCA web site, www.cattle.guelph.on.ca and look under "What's New?"

Public comment on the utility of the voluntary guidelines must be received by April 9, 2003 and can be emailed to cool@usda.gov or sent to Country of Origin Labeling Program, Agricultural Marketing Service, USDA STOP 0249, 1400 Independence Ave. SW, Washington DC, USA 20250-0249. The voluntary guidelines, questions and answers, and public submissions on COOL can be found at <http://www.ams.usda.gov/cool/>. Work on the mandatory regulations will begin in April 2003.

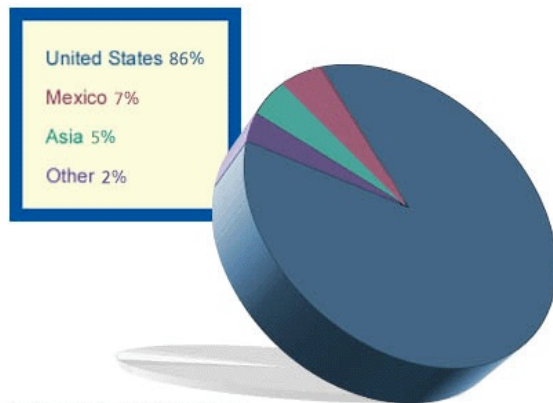
Dennis Martin, 519-482-5976, dennis.martin@omaf.gov.on.ca

Nancy Noecker, 613-258-8476, nancy.noecker@omaf.gov.on.ca



Beef and Cattle Exports

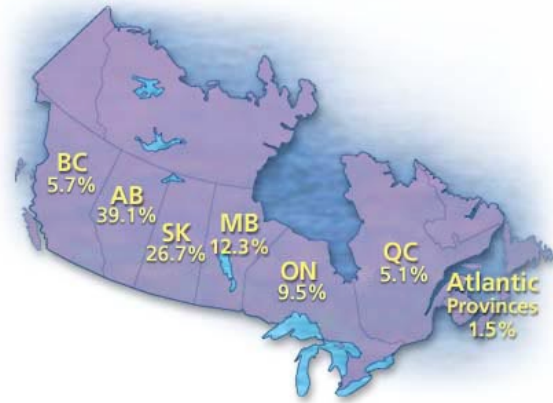
2.1 billion pounds (955 million kg)



Canfax, CFIA and Statistics Canada '01

Canadian Beef Cow Herd

Statistics Canada Jan '02



Source: Beef Information
Centre at
www.beefinfo.org

Management Tips

- Extremely low temperatures and wind can increase energy requirements 20-50%. Increase feed accordingly.
 - Monitor body condition score (BCS). Cows in last trimester of pregnancy should have a body condition score of 3.5-4.0 on a scale from 1 to 5. Body condition is a reflection of cow herd nutritional programs and environment.
 - If forage quality is low, consider having a sample analyzed to determine possible supplement needs. Energy, protein, phosphorous, selenium and vitamin A are nutrients likely to be deficient.
 - Be sure cow herd has an adequate water supply. Depending on body size and stage of production, cattle need 19-42 litres/head/day, even in the coldest weather.
 - Consider weighing replacement heifers to ensure they will reach 70% of their mature weight by breeding season.
 - Gather genetic information for the upcoming breeding season — bull test reports, artificial insemination catalogues — and order required semen well in advance of breeding season.
 - Visit bull test stations; monitor the performance of bulls on test; speak with breeders — it often pays to shop early.
 - Ensure herd bulls are ready for the upcoming breeding season. Proper pre-breeding nutrition is essential to ensure the bull has adequate reserves for a successful breeding season.
 - Consider having a semen evaluation performed on herd bulls to prevent surprises come breeding season.
- ### Spring Calving Herds
- If calf-scour vaccine is going to be used, properly time injections. Consult your veterinarian for whole herd health management.
 - Consult your veterinarian in regard to pre- and postpartum vaccination schedules.
 - Prepare for calving season by assembling supplies (i.e., tags, selenium and Vitamin A, electrolytes, pharmaceuticals for scours and respiratory problems and iodine) and equipment (i.e., calving assistance equipment, oral calf feeder, heat lamps, dehorning and castrating materials) and by preparing calving facilities.
 - Separate lactating and gestating cows.
 - Keep calving facilities and calf pens well bedded and dry. 

Budgets

These one page budgets focus on the economics of feeding cattle and features such things as calculating the total cost of gain, feed efficiency and net return/animal. The budget programs (which can be downloaded from <http://www.gov.on.ca/OMAFRA/english/busdev/downtown.htm#beefbud>) can evaluate past performance as well as projecting ahead. It allows you to look at "what if" scenarios before you purchase cattle. This issue features two Finishing Scenarios.

\$\$\$ Ontario Feedlot Cost of Production Budget \$\$\$ Finishing Scenario

Calf Information

		\$/Head	\$/lb
Sale Weight (lb.)	1,445	\$ 1,691	
Purchase Weight (lb.)	640	\$ 1,011	
Days on Feed	258	\$ 14	
Death Loss %	1.00	\$ 666	\$ 0.83

Expected Cost of Gain

	\$/Head	\$/lb
Feed (\$/lb of gain)	\$ 0.54	
Health & Vet. Expenses (\$/hd)	\$ 20	\$ 0.02
Marketing/Trucking (\$/hd)	\$ 27	\$ 0.03
Yardage** (\$/hd/day)	\$ 0.25	\$ 0.08
Interest Rate %	5.5	\$ 0.07
Feed	\$ 436	\$ 0.54
Health & Vet. Expenses	\$ 20	\$ 0.02
Marketing/Trucking	\$ 27	\$ 0.03
Yardage	\$ 65	\$ 0.08
Interest	\$ 53	\$ 0.07
Expected Cost of Gain	\$ 600	\$ 0.75
Net Return	\$ 66	\$ 0.08

Expected Market Situation

	\$/Head	\$/lb
Sale Price (\$/lb.)	\$ 1.17	
Purchase Price (\$/lb.)	\$ 1.58	
Total Gain (lbs.)	805	
Breakeven Sale Price	\$ 1,625	\$ 1.12
Breakeven Purchase Price	\$ 1,077	\$ 1.68
A.D.G. (lbs./day)	3.12	

Feed Requirements

	\$/tonne	Kgs. per Head/Day	Percent DM
Hay	\$ 70	2.5	90
Haylage	\$ -	-	45
Corn Silage	\$ 30	6.0	35
Dry Corn	\$ 160	7.3	86
H.M. Corn	\$ -	-	70
Beef Supplement	\$ 400	0.5	90
Salt & Mineral	\$ 480	0.03	100
Other	\$ -	-	
Other	\$ -	-	

Total Feed Cost	\$ 436
Feed Cost per lb. of Gain	\$ 0.54
Feed Conversion (lbs. - as fed basis)	11.33
Feed Conversion (lbs. - dry matter basis)	7.67

** Yardage is hydro, telephone, taxes & insurance, bedding, manure removal, housing, equipment repairs. This budget looks at the actual costs and close-out value of a particular group of fancy black Limousin steers. These steers were purchased last April/May, fed to market weight and sold early January, 2003. The ration listed is the **average** over 258 days. The steers were fed in a stepwise fashion; therefore more roughage was fed in the early stages and mainly corn was fed the last 100 days or so. The **NET RETURN** to the producer was **\$66.00/head**.

\$\$\$ Ontario Feedlot Cost of Production Budget \$\$\$

Finishing Scenario

Calf Information

		\$/Head	\$/lb
Sale Weight (lb.)	1,250	\$ 1,438	
Purchase Weight (lb.)	950	\$ 1,045	
Days on Feed	110	\$ -	
Death Loss %	-	\$ 393	\$ 1.31

Expected Cost of Gain

		\$/Head	\$/lb
Feed (\$/lb. of gain)	\$ 0.69	\$ 207	\$ 0.69
Health & Vet. Expenses (\$/hd)	\$ 15	\$ 15	\$ 0.05
Marketing/Trucking (\$/hd)	\$ 27	\$ 27	\$ 0.09
Yardage** (\$/hd/day)	\$ 0.25	\$ 28	\$ 0.09
Interest Rate %	5.5	\$ 21	\$ 0.07
		Expected Cost of Gain	\$ 297 \$ 0.99
		Net Return	\$ 95 \$ 0.32

Expected Market Situation

		\$/Head	\$/lb
Sale Price (\$/lb.)	\$ 1.15	\$ 1,342	\$ 1.07
Purchase Price (\$/lb.)	\$ 1.10	\$ 1,140	\$ 1.20
Total Gain (lbs.)	300	A.D.G. (lbs./day)	2.73

Feed Requirements

	\$/tonne	Kgs. per Head/Day	Percent DM
Hay	\$ 70	1.0	\$ 8 90
Haylage	\$ -	-	\$ - 45
Corn Silage	\$ -	-	\$ - 35
Dry Corn	\$ 160	10.0	\$ 176 86
H.M. Corn	\$ -	-	\$ - 70
Beef Supplement	\$ 400	0.5	\$ 22 90
Salt & Mineral	\$ 480	0.03	\$ 2 100
Corn Screenings	\$ -	-	\$ -
Other	\$ -	-	\$ -
Other	\$ -	-	\$ -
Total Feed Cost		\$ 207	
Feed Cost per lb. of Gain		\$ 0.69	
Feed Conversion (lbs. - as fed basis)		9.32	
Feed Conversion (lbs. - dry matter basis)		8.07	

** Yardage is hydro, telephone, taxes & insurance, bedding, manure removal, housing, equipment repairs

This budget was used to determine the feasibility of purchasing crossbred yearling heifers in November, 2002 and selling them in February/March 2003. The bolded numbers are projected costs for an individual producer. This example projects a **Net Return** of **\$95/Head** and **Feed Cost** of **\$0.69/lb of Gain**.

For more information or to determine your Cost of Production (COP) contact:

Dennis Martin
Beef Feedlot Specialist
(519) 482-5976
dennis.martin@omaf.gov.on.ca



Cattlemen Launch On-farm Food Safety Program

Quality Starts Here – Verified Beef Production (VBP) got off the ground in early January with the first producer training workshops in Ontario. By completing a workshop a producer has taken the first step towards certification for this On-farm Food Safety Program.

VBP was developed by the Canadian Cattlemen's Association based on HACCP (Hazard Analysis Critical Control Points) principles and is being piloted in Ontario by the Ontario Cattlemen's Association (OCA). By applying HACCP principles to farm management practices, the potential for biological, chemical and physical hazards are reduced or eliminated. Biological hazards are pathogenic bacteria [verotoxigenic *E. coli* (VTEC), *Salmonella*, *Campylobacter* and *Listeria*),

parasites (*Giardia* and *Cryptosporidia*), drug resistant

bacteria and prions (Bovine Spongiform Encephalopathy (BSE)]. Chemical hazards are hormone, pesticide and antimicrobial residues. Physical hazards are broken needles and buckshot.

After taking the training workshop, the next step for a producer is to document herd production practices based on the VBP safety checklist. Records are then maintained to support these production practices. In other words, producers have records to support the fact that they are following management practices to ensure production of safe beef products. To certify that a producer is complying with VBP and has records to support the facts, a third

party auditor must go to the farm to review the records and operation to verify the practices are being followed. Once this step is completed to the satisfaction of the auditor, the beef operation will then be certified as compliant with VBP.

Why should a producer sign up for VBP? Ensuring a safe beef product involves all stages of production from farm to plate. Canada exports over 50% of its total beef production. To maintain export markets Canada has to be viewed as a preferred supplier of safe, quality beef products. We all play a role in this endeavour.

To sign up for a VBP training course, call 1-866-887-8858 or check out the web site: www.qualitystartshere.on.ca

Don Blakely, 519-846-3396, donald.blakely@omaf.gov.on.ca 

Profitable Pastures Conference

Profitable Pastures, an informative day of pasture information, will be held February 25th at the Elmwood Community Centre, February 26th at the Oakwood Community Centre, and February 27th at Kemptville College.

The day long meetings will feature a number of speakers with informative topics for anyone who is pasturing livestock.

The feature speaker will be Fraser Stewart from Manitoba. Fraser has recently retired after 40 years of pasture related work with Manitoba Agriculture. Two recent projects that he has been involved with will form the basis for the topics that he will discuss. The "Use of Manure As A Source of Pasture Fertility" has proven a suitable way to

improve pasture yields and utilize manure from a livestock enterprise. The other project Fraser has just completed is "Yield Response of Pastures To Different Improvement Practices", such as reseeding, improved fertility and rotation management. Significant results have been achieved with the different practices that were incorporated.

With the recent passing of the *Nutrient Management Act*, "Livestock Access To Surface Water" is an issue/concern for producers. Chris Attema, Water Quality Specialist with Ontario Cattlemen's Association, Ontario Sheep Marketing Agency and Ontario Pork will discuss the many challenges and opportunities that are in front of livestock producers.

Jack Kyle, Ontario Ministry of Agriculture and Food (OMAF) Grazier Specialist, will present the ins and outs of "Organizing Grazing Networks and Pasture Walks". Ending the day will be a producer panel outlining how they "Make Pasture Work" on their farm.

To register for the conference, contact: Ontario Cattlemen's Association at 130 Malcolm Road, Guelph, N1K 1B1 or phone 519-824-0334 or email ethomson@cattle.guelph.on.ca

Registration is \$25 payable to the Ontario Cattlemen's Association. The pre-registration deadline is February 18, 2003.

Jack Kyle, 705-324-5855, jack.kyle@omaf.gov.on.ca 

Stock Market Tips for Beef Herds, Part I

Continued from page 1.

Market price then usually remains high for 3 or 4 years. After this, the increase in beef supply overtakes demand, and prices level off. In the next phase, prices drop rapidly as “excess” calves hit the market. Producers start to liquidate cows in response to low prices, and the decline in cow numbers begins again.

If we have some flexibility in adjusting the size of the beef cow herd, and we can predict the approximate timing of the peaks and valleys of the Cycle, we should benefit. We should at least be able to buffer farm income, if not maximize it, over time. And it should be helpful in planning business entry, expansion and exit.

At least that’s what the experts say! Stay tuned for Part II of this story to see if we can use this information to manage risk.

Tom Hamilton, 705-647-2087,
tom.hamilton@omaf.gov.on.ca



Livestock Medicines Courses

Successful completion of a Livestock Medicines Education Program course provides a producer with certification (valid for 5 years) in livestock medicines. Ontario Cattlemen’s Association and

Ontario Cattle Feeders’ Association are two of the partners involved in this farmer-led initiative to promote the responsible use and safe handling of livestock medicines. Check www.ontariolivestockmed.com or

call 1-877-480-9992 for updates or more information.

Craig Richardson, 613-258-8298
craig.richardson@omaf.gov.on.ca



Internet Sites And Online Newsletters Worth Checking Out

We hope to provide a few internet sites and online newsletters each issue that may be of interest and assistance to producers.

Ontario Cattlemen's Association Online Updates: These updates are compiled and emailed on a weekly basis. The information is pertinent to Ontario beef producers and provides insight into the issues facing Ontario producers. To receive the OCA weekly email updates, contact Kelly Daynard, OCA Communications Manager, at 519-824-0334 or email kelly@cattle.guelph.on.ca.

Ontario Cattlemen's Association Web Site: www.cattle.guelph.on.ca A great online resource for the Ontario beef industry. Includes information on issues and programs affecting the Ontario beef industry as well as Ontario market reports, coming events, and industry stats.

Farm Business Communications: www.agcanada.com Canada's Agricultural Information Center – Links to popular Canadian Farm magazines as well as agricultural news, markets and weather.

The following originate in the United States but provide resources that are also pertinent here in Canada giving insight into the issues facing the U.S. beef industry our largest exporter.

Cow-Calf Information: www.beefcowcalf.com Beef Cow-Calf.com is a resource guide from *BEEF* magazine devoted exclusively to beef cow-calf production. This website offers more than 2,000 links to North America's latest and most pertinent fact sheets and university research reports for cow-calf production and management.

Weekly News Online: BEEF Cow-Calf Weekly, is a weekly online newsletter that provides insight and opinion into U.S. beef industry happenings, issues that may also affect the Canadian industry. To sign up, just go to www.beef-mag.com.