

Farm Income Stabilization Insurance Program (ASRA) Cow-Calf Product Checklist – Marketing Methods

The table below describes the possible marketing methods used for cow calves. These same marketing methods can be used for breeders if they are sold at 30 months of age or under. When events are processed following an animal's exit or sale, La Financière agricole du Québec (FADQ) examines all events occurring within a certain period and considers the most significant event to determine the animal's weight.

1. STAKEHOLDERS RECOGNIZED AS ACTUAL WEIGHT SOURCES¹

BUYERS and their RESPONSIBILITIES²

Slaughterhouses³

- **Federal slaughterhouses**

The list of approved establishments is available at <http://www.inspection.gc.ca/active/scripts/meavia/reglist/reglist.asp?lang=e>

- **Provincial slaughterhouses and local slaughterhouses**

The list of licensed establishments is available at <https://web.mapaq.gouv.qc.ca/bak/ListeEtablissement/index.cfm?CFID=611521&CFTOKEN=37118790&&>

- **Slaughterhouses outside Québec**

The list of establishments is available at <https://www.fadq.qc.ca/fileadmin/en/stabilization-insurance/checklist-slaughterhouses-outside-quebec-2018.pdf>

Auction barns in Québec

- Encan du Bic / COOP des encans d'animaux Bas-Saint-Laurent (3229, Route 132 Ouest, Bic)
- Encan La Guadeloupe / Marché d'animaux vivants Veilleux et frères inc. (287, 14^e Avenue, La Guadeloupe)
- Encan Sawyerville (420, Route 253, Cookshire)
- Les encans St-Chrysostome inc. (378, rue Notre-Dame, Saint-Chrysostome)
- Encans spécialisés coordonnés par Les Producteurs de bovins du Québec (PBQ)
 - Réseau Abitibi
 - Réseau Lac-Saint-Jean
 - Réseau Encans Québec
 - Encan de Danville (1451, Route 116, C.P. 178, Danville)
 - Encan de Saint-Hyacinthe (5110, rue Martineau, Saint-Hyacinthe)
 - Encan de Saint-Isidore (2020, rang de la Rivière, Saint-Isidore)

Auction barns outside Québec

The list is available at <https://www.fadq.qc.ca/fileadmin/en/stabilization-insurance/checklist-slaughterhouses-outside-quebec-2018.pdf>

ADDITIONAL INFORMATION on slaughterhouses or auction barns:

You can also call your service centre at 1 800 749-3646.

BUYERS' responsibilities (slaughterhouses or auction barns)

- Report to Agri-Traçabilité Québec inc. (ATQ):
 - The animal's entry;
 - Its permanent identification number;
 - Sale or slaughter date;
 - Site of origin and producer-seller's contact information (name, address, etc.);
 - Live weight of the animal sold at the auction barn;
 - Animal's **carcass weight** at slaughter or **sale weight to auction barn** if animal was sold to auction barn just before slaughter and slaughterhouse did not send carcass weight. When a sale weight is missing, it will be estimated in the seller's file based on the animal's age when sold¹;
 - Confirmation of **Yes (Y) for a condemned carcass**.

N.B.: A conversion rate is used to convert carcass weight into live weight based on the slaughterhouse's weighing method.

¹ Between March 6, 2010 and December 31, 2011, inclusively, the estimated weight for a cow calf sold cannot exceed 500 lb or 226.8 kg. As of January 1, 2012, the estimated weight cannot exceed 450 lb or 204.1 kg.

² It is the client-seller's responsibility to notify their advisor when identifiers (animals) are to be excluded from their eligible volume due to non-compliance with Program conditions. Otherwise, they could be penalized (animals contributed for but not compensated).

³ No live weights reported to the ATQ by a slaughterhouse are accepted by FADQ.

SELLERS and their RESPONSIBILITIES²

PRODUCERS' responsibilities (cow-calf sellers)

- Report the animal's exit to Agri-Traçabilité Québec inc. (ATQ) in order to facilitate the processing of your data at FADQ. In addition, you must **specify the destination site**.
- Give the buyer your production site number (ATQ) and your contact information (name, address, etc.) and make certain the buyer gives this information to the ATQ when making their declaration. If a carrier is used, make certain the carrier will provide your production site number (ATQ) and your contact information (name, address, etc.) to the buyer.
- Keep proof of sale documents (invoices) for verification by FADQ, if need be.
- For farm-based meat sales of an animal slaughtered in a supervised slaughterhouse (federal slaughterhouse or provincial slaughterhouse), have a farm retail sales permit that complies with the standards of the Ministère de l'Agriculture, des Pêcheries et de l'Alimentation du Québec (MAPAQ) for this type of sale, if need be. The permit must be presented to FADQ upon request.

If consumers recover meat directly from a supervised slaughterhouse (federal slaughterhouse or provincial slaughterhouse), the producer is not obliged to have a retail sales permit according to the Food Products Act. Producers are however responsible for their product's quality and must ensure their product is safe for human consumption.

At all times, producers-sellers are responsible for showing that they were the owner of the animal when it exited the farm or was sold.

The transaction is eligible when Program conditions are fulfilled.

Producers' proof of sales

Proof of sale documents must include at least the following information or the animals will be ineligible:

- Transaction date;
- Destination site, buyer's name and address;
- Permanent identification number(s) (IP);
- The **unit weight of each carcass** weighed at the slaughterhouse for slaughtered animals corresponding to their permanent identification numbers or the **live unit weight** of animals sold at an auction barn and corresponding to their permanent identification numbers, even if the animals are weighed in a lot. The weight of animals merely gathered together at an auction site is not accepted;
- Transaction amount (\$) and **unit price** for the animals sold, for each of the corresponding permanent identification numbers.

FADQ may ask for any document necessary to validate the transaction, including various bank documents.

Animals custom slaughtered in a transitional or local slaughterhouse are not insurable under the Program.

Only cow calves **purchased** by a local slaughterhouse will be eligible for ASRA compensation.

Proof of sale documents must be provided to your insurance advisor.

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² It is the client-seller's responsibility to notify their advisor when identifiers (animals) are to be excluded from their eligible volume due to non-compliance with Program conditions. Otherwise, they could be penalized (animals contributed for but not compensated).

³ No live weights reported to the ATQ by a slaughterhouse are accepted by FADQ.

2. STAKEHOLDERS NOT RECOGNIZED AS ACTUAL WEIGHT SOURCES: Weight will be estimated¹ based on the age on the transaction date

BUYERS and their RESPONSIBILITIES²

Buyer having reported an animal's entry to the ATQ: For animals sold to a retailer that does not make their declarations to the ATQ (neither for entry or destination) and the next buyer reports the animal's entry onto their site within a period accepted by FADQ

- Slaughterhouses or auction barns, in or outside Québec, which are not recognized as actual weight sources.
- Cow-calf producers, whether insured or not, brokers or retailers (whether feeders or not), inside or outside Québec, that are not recognized as actual weight sources.

Buyer having reported an animal's entry to the ATQ: For animals sold without being moved to continue being custom raised on the seller's site (in Québec)

- Cow-calf or cattle producers, whether insured or not under ASRA.

In all cases, in order to be considered a cow-calf producer or cow-calf feeder, the regulations in effect must be respected, in particular those involving marketing, and the animal purchased (whether on feed or not) must not be consumed.

Buyers not having reported an animal's entry to the ATQ within a period accepted by FADQ

Animals marketed, but the ATQ did not receive the entry declaration from the buyer or received it late:

- Stakeholders that are not cow-calf producers (carriers, brokers or retailers).

Any auction barn, slaughterhouse or broker not found on the lists of buyers recognized by FADQ or any other producer not insured for the product Feeder Cattle and Slaughter Cattle (BOU) under ASRA is considered a buyer not recognized for weight by FADQ.

Using a supervised weighing service allows cow-calf producers/sellers to benefit from an actual weight recognized under ASRA providing the actual transaction (sale) fulfils Program conditions and the buyers' and sellers' responsibilities specified in this document.

BUYERS' responsibilities

1. If the buyer makes the entry declaration to the ATQ:
 - The sale is confirmed, but does not meet Program eligibility conditions. If the weight is sent, it will not be recognized. However, an estimated weight could be authorized and would be eligible for compensation once certain verifications involving the buyer are made by FADQ.
2. If the buyer does not make any entry declaration to the ATQ:
 - The sale is not confirmed and the animal will be considered as having exited from the producer/seller's operation. However, an estimated weight could be authorized and would be eligible for compensation once certain verifications are made by FADQ.

Actual weight recognized by ASRA

Without a supervised weight

- NO. The sales weight will be an estimated¹ weight according to Program parameters.

With a supervised weight and transaction

- YES. If the weight is not sent, it will be estimated¹ according to Program parameters.

¹ Between March 6, 2010 and December 31, 2011, inclusively, the estimated weight for a cow calf sold cannot exceed 500 lb or 226.8 kg. As of January 1, 2012, the estimated weight cannot exceed 450 lb or 204.1 kg.

² It is the client-seller's responsibility to notify their advisor when identifiers (animals) are to be excluded from their eligible volume due to non-compliance with Program conditions. Otherwise, they could be penalized (animals contributed for but not compensated).

³ No live weights reported to the ATQ by a slaughterhouse are accepted by FADQ.

SELLERS and their RESPONSIBILITIES²

PRODUCERS' responsibilities (cow-calf sellers)

Declarations to be made: See section 1, *Stakeholders recognized as actual weight sources*.

All events must be reported to the ATQ by producers-sellers as well as by buyers. As a result, FADQ will receive the animal's marketing information even if the buyer is not recognized as an actual weight source.

Note: **Any change in animal ownership must be reported to the ATQ.** Insured buyers must also specify their FADQ client number and make certain that the animals bought or sold are entered into their file at the ATQ and at FADQ.

If FADQ does not receive any information from the ATQ regarding an animal's purchase, the producer-seller must provide details to their insurance advisor so that the operation's marketing method can be validated for the exiting animal.

It is sellers' responsibility to ensure they obtain complete information on the stakeholder and on the transaction.

Producers' proof of sales

See "Producers' proof of sales" in section 1, *Stakeholders recognized as actual weight sources*, for the information that must be included in the required proof of sale documents.

Actual weight recognized by ASRA

No weights sent will be accepted for this type of transaction, unless the weight of the animals sold is supervised by an agent at a weighing service recognized for the Cow-Calf product.

¹ Between March 6, 2010 and December 31, 2011, inclusively, the estimated weight for a cow calf sold cannot exceed 500 lb or 226.8 kg. As of January 1, 2012, the estimated weight cannot exceed 450 lb or 204.1 kg.

² It is the client-seller's responsibility to notify their advisor when identifiers (animals) are to be excluded from their eligible volume due to non-compliance with Program conditions. Otherwise, they could be penalized (animals contributed for but not compensated).

³ No live weights reported to the ATQ by a slaughterhouse are accepted by FADQ.

3. SPECIFICS CONCERNING PRODUCERS-SELLERS INSURED FOR COW-CALF AND FEEDER CATTLE AND SLAUGHTER CATTLE PRODUCTS

BUYERS and their RESPONSIBILITIES²

Producers insured for the ASRA product Feeder Cattle and Slaughter Cattle (BOU)

According to section 29 of the ASRA program, cow-calf producers who are also insured for the product BOU must report cattle exits to FADQ, within 45 days of the sale of an animal for purposes other than slaughter (sales to other producers, brokers, auction barns, breeding animals, in Québec or outside Québec), on the live animal transaction form. Moreover, they must provide invoices and weight slips.

For clients insured for both products, exit declarations and sales weights are transferred by FADQ to the ATQ (except for auction barns and slaughterhouses). The transaction weight will be used for cow calves eligible for compensation when Program conditions are fulfilled.

SELLERS and their RESPONSIBILITIES²

Responsibilities of PRODUCERS insured for the product BOU

- **Report to FADQ, on the live animal transaction form:**
 - The animal's entry and entry date;
 - Its permanent identification number;
 - Its site of origin, the FADQ client number (if known);
 - The animal's unit weight.

For sales to slaughterhouses, there are two possible situations:

1. Sale to a slaughterhouse recognized in Québec

The slaughterhouse reports the animal's entry, its permanent identification number, the date, its site of origin and its weight directly to the ATQ.

2. Sale to a slaughterhouse outside Québec

The slaughterhouse reports the slaughter to Les Producteurs de bovins du Québec (PBQ), which in turn reports the slaughter and weight to the ATQ. The PBQ declaration confirms the sale of the animal, and the weight is recognized by FADQ.

Producers' proof of sales

Proof of sale documents must include at least the same information as that for marketing cow calves.

See "Producers' proof of sales" in section 1, *Stakeholders recognized as actual weight sources*, for the information that must be included in the required proof of sale documents.

Actual weight recognized by ASRA

- **YES.** If the weight is not sent, it will be estimated¹ according to Program parameters.

The entry declaration made to the ATQ by the PBQ or by the slaughterhouse automatically generates the animal's exit from its site of origin. The sale is confirmed if it fulfils Program eligibility conditions.

However, no weights sent by a producer involved in the transaction will be accepted for this type of transaction. Only the weight used for an animal eligible under the product Feeder Cattle and Slaughter Cattle will be considered.

¹ Between March 6, 2010 and December 31, 2011, inclusively, the estimated weight for a cow calf sold cannot exceed 500 lb or 226.8 kg. As of January 1, 2012, the estimated weight cannot exceed 450 lb or 204.1 kg.

² It is the client-seller's responsibility to notify their advisor when identifiers (animals) are to be excluded from their eligible volume due to non-compliance with Program conditions. Otherwise, they could be penalized (animals contributed for but not compensated).

³ No live weights reported to the ATQ by a slaughterhouse are accepted by FADQ.

4. UNINSURABLE ANIMALS AND STAKEHOLDERS NOT RECOGNIZED AS BUYERS

BUYERS and their RESPONSIBILITIES²

CONSUMERS

- Purchase of animals on a live basis
- Purchase of custom slaughtered animals in a local slaughterhouse

Note that producers who purchase animals for their personal consumption are also considered consumers.

To be considered a cow-calf producer (or a feeder cattle or slaughter cattle feeder), the regulations in effect must be respected, in particular those involving marketing. Moreover, an animal is considered on feed when the producer who owns it pays the unit contribution to the Joint Plan for the animal in question. Otherwise it will be considered sold directly to a consumer.

NO MARKETING

No buyer: personal consumption by the producer.

BUYERS' responsibilities

Inform the ATQ of a purchase as a consumer (live animal purchase):

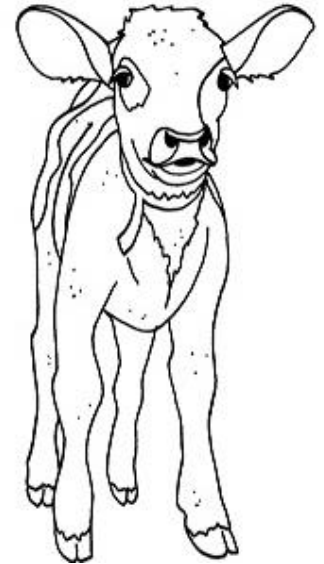
Report to the ATQ: the animal's entry and date of entry, its identifier number, site of origin and the producer-seller's contact information (name, address, etc.).

SELLERS and their RESPONSIBILITIES²

Cow-calf PRODUCERS' responsibilities

- Report to the ATQ: the animal's death if it is slaughtered on the farm or its exit by specifying that the animal is sold live to a consumer.
- Provide your FADQ advisor with the animal's identifier number, exit date and reason why the animal does not meet Program requirements.

At all times, the client-seller is responsible for reporting uninsurable animals to the FADQ advisor so they can be excluded from the eligible volume. Otherwise administrative fees will apply.



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² It is the client-seller's responsibility to notify their advisor when identifiers (animals) are to be excluded from their eligible volume due to non-compliance with Program conditions. Otherwise, they could be penalized (animals contributed for but not compensated).

³ No live weights reported to the ATQ by a slaughterhouse are accepted by FADQ.