

## COW-CALF

### CHECKLIST—MARKETING METHODS

#### Farm Income Stabilization Insurance Program (ASRA)

This document provides the producer-sellers and buyers' main responsibilities under the various marketing methods for cow-calves covered by the ASRA program.

To facilitate the processing of your data by La Financière agricole du Québec (FADQ), the seller and the buyer must send to Agri-Traçabilité Québec inc. (ATQ) all event reports relating to the traceability of an animal. To learn more about all the declarations you must make to ATQ as well as the deadlines, you can view the document : [Bovine Producer](https://www.atq.qc.ca/en/producers-stakeholders/regulation) at the following address <https://www.atq.qc.ca/en/producers-stakeholders/regulation>.

We also recommend that you review the protection summary and the various checklists on the home page of FADQ's website at [www.fadq.qc.ca](http://www.fadq.qc.ca). Select the *Browse* tab and click on *Stabilization Insurance* at the centre of the page under *Insurance and Income Protection*, then on *Documents* on the left side of the page.

#### TYPES OF MARKETING — COW-CALF PRODUCERS' RESPONSIBILITIES

The producer-seller is responsible for demonstrating that he owned the animal at the time of its release or sale. Make sure you have complete information regarding the buyer as well as the transaction.

Transactions are eligible when program conditions are met. The FADQ may require any document necessary for validating a transaction.

You must provide the information and supporting documents to your service centre upon request.

#### Declarations and Interventions

- Declare the release and the number of the destination site (or the buyer's address) to the ATQ.
- For a sale without moving the animal, the buyer must report a change in ownership without moving to ATQ. The latter must declare to ATQ that the animal belongs to him, but that it will remain on your site.
- At the time of a sale, inform the buyer that he must declare to ATQ the animals' entry on his site by indicating the origin (your site number or address) and the date of purchase.
  - If you use the services of a carrier, you must provide them with your site number so they can provide this information to the buyer (producer, broker, auction barn, slaughterhouse, etc.).
- Keep the supporting documents justifying the marketing of your animals (invoices, bank documents, proof of weighing, delivery notes or orders, payment slips, etc.).

#### Supporting Documents

Supporting documents must include the following information and proof of the amounts received must correspond:

- Date of the transaction
- Destination site, buyer's name and address
- Tag numbers for each of the traded animals
- Amount of the transaction and unit price for each of the animals sold
- Unit weight corresponding to the marketed animals:
  - carcass weight of slaughtered animals (live weight declared by a slaughterhouse is not accepted)
  - live weight of animals sold at an auction barn. The unit weight can be the average weighing of a homogeneous batch.

## Details

Farm Sales—Meat	Producers Insured for Feeder Cattle and Slaughter Cattle Products
<ul style="list-style-type: none"> <li>The slaughter of the animal must take place in a slaughterhouse under permanent inspection (provincial or federal slaughterhouse)</li> <li>You must hold a permit to sell meat on the farm that complies with the regulations of the Ministère de l'Agriculture, des Pêcheries et de l'Alimentation au Québec (MAPAQ), if applicable               <ul style="list-style-type: none"> <li>present your permit to the FADQ upon request</li> <li>feeder cattle and slaughter cattle products members must send a copy of the retailer's permit to the PBQ</li> </ul> </li> </ul> <p>This type of permit is not required when the consumer collects the meat directly from a federal or provincial slaughterhouse (supervised slaughterhouses where the animal was slaughtered).</p> <ul style="list-style-type: none"> <li>Only custom slaughters performed in a slaughterhouse under constant supervision are accepted.</li> </ul>	<ul style="list-style-type: none"> <li>Cow-calf producers also insured for feeder cattle and slaughter cattle products can report births, purchases and sales of live animals to the FADQ only since this information will be relayed to ATQ by the FADQ <sup>1</sup>.</li> <li>Declarations of purchase and sale of live animals must be accompanied by invoices and proof of weighing for the transaction.</li> <li>Direct sales to slaughterhouses must be reported to the Producteurs de bovins du Québec (PBQ) and be accompanied by the sales invoice and the slaughter forms duly completed by the slaughterhouse.</li> <li>Data from slaughters conducted outside Quebec are transmitted to ATQ by the PBQ.</li> </ul> <p><sup>1</sup> <i>Since the reporting deadlines required by the FADQ are longer than those required by ATQ, it is in your interest to quickly report births and animal entries.</i></p>

## Uninsurable Animals and Stakeholders Not Recognized as Buyers

Animals slaughtered for contract in a local slaughterhouse, those marketed on a live basis directly to consumers, those slaughtered for your personal consumption and those whose entire carcass is condemned are not insurable. Moreover, live animals sold to a producer who will not continue to breed them are considered as sold to a consumer.

Animals affected by any of the situations described above must be excluded from the insurable volume. It is therefore your responsibility to inform your FADQ service centre of the animals concerned by providing the tag number, the date of sale or slaughter and the reason why the animal must be rendered inadmissible. Otherwise, administrative fees may apply.

You must also declare to ATQ that the animal was sold live to a consumer by providing the required information.

## TYPES OF MARKETING — BUYERS' RESPONSIBILITIES

Each stakeholder is responsible for making the required declarations for traceability in Quebec or for ensuring marketing compliance. Please note that la FADQ does not keep any weight data submitted by producers for the calculation of the insurable volume whether this weight is reported by the seller or by the buyer.

Recognized Buyers or Stakeholders — Actual Weight	Non-Recognized Buyers or Stakeholders — Estimated Weight <sup>2</sup>
<ul style="list-style-type: none"> <li>Quebec auction barns</li> <li>Auction barns outside Quebec certified by FADQ</li> <li>Quebec slaughterhouses</li> <li>La Financière agricole acting as authorized agent for producers insured for Feeder Cattle and Slaughter Cattle products</li> <li>Les Producteurs de bovins du Québec (PBQ) acting as authorized agent for slaughters outside Québec (for producers insured for Feeder Cattle and Slaughter Cattle products)</li> <li>Le Centre de développement du porc (CDPQ) during supervised weighing for the sale of breeding stock (for PATBQ participants)</li> <li>Réseau encan Québec (REQ) during supervised on and off-site weighing</li> </ul>	<ul style="list-style-type: none"> <li>Cow-calf producers (insured or not)</li> <li>Traders or brokers</li> <li>Auction barns outside Quebec not accredited by la FADQ</li> </ul> <p>When an animal is traded with a non-recognized stakeholder, the weight of the animal will be estimated based on its age at the time of the transaction and will be limited to 450 pounds.</p> <p><sup>2</sup> <i>The use of a supervised weighing service allows the producer-seller of cow-calves to use an actual weight recognized by ASRA in a transaction with a non-recognized stakeholder, provided that there is an actual transaction and that the program conditions are met.</i></p>

## Declarations the Buyer Must Make with ATQ within 7 Days of Receiving an Animal

<p>Auction Barns or Slaughterhouses <sup>3</sup></p> <ul style="list-style-type: none"> <li>• Date the animal was received</li> <li>• Animal's tag number</li> <li>• Date of slaughter or date of release from the auction barn</li> <li>• The live weight (auction) or carcass weight of the slaughtered animals</li> <li>• The mention of condemned carcass, if applicable</li> <li>• The number or address of the animal's site of origin</li> <li>• The producer-seller's contact details (name, address, etc.)</li> <li>• The destination site or address for an auction sale</li> </ul> <p>A conversion rate is used to calculate the carcass weight into live weight according to each slaughterhouse's weighing mode.</p>	<p>Producers Insured for Feeder Cattle and Slaughter Cattle Products</p> <ul style="list-style-type: none"> <li>• Entry onto his production site or change of ownership when the animal is not moved at the time of purchase</li> <li>• Animal's tag number</li> <li>• Date of transaction</li> <li>• The site of origin and the producer-seller's contact details (name, address, etc.)</li> <li>• The individual weight of each animal</li> </ul>
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<sup>3</sup> To view all the responsibilities of auction barns and slaughterhouses in relation to the Regulation respecting the identification and traceability of certain animals, refer to the documents: [Livestock auctions](#) or [slaughterhouses](#) at the following address: [www.atq.qc.ca/en/producers-stakeholders/regulation](http://www.atq.qc.ca/en/producers-stakeholders/regulation).

## LIST OF AUCTION BARNs AND SLAUGHTERHOUSES RECOGNIZED BY LA FADQ ACTUAL WEIGHT

### Quebec Auction Barns

- Le Bic / Coop des encans d'animaux du Bas-Saint-Laurent  
3229, route 132 Ouest, Bic
- La Guadeloupe / Marché d'animaux vivants Veilleux et Frères inc. 1287, 14<sup>e</sup> Avenue, La Guadeloupe
- Sawyerville: 420, route 253, Cookshire
- Saint-Chrysostome inc.: 378, rue Notre-Dame  
Saint-Chrysostome
- Specialized auction barns coordinated by Les Producteurs de bovins du Québec (PBQ)
  - Réseau Abitibi
  - Réseau Lac-Saint-Jean
  - Réseau Encan Québec
    - Danville: 1451, route 116, case postale 178, Danville
    - Saint-Hyacinthe: 5110, rue Martineau, Saint-Hyacinthe
    - Saint-Isidore: 2020, rang de la Rivière, Saint-Isidore

### Federal, Provincial and Local Slaughterhouses or Auction barns and slaughterhouses outside Quebec recognized by FADQ

You can access a list of these stakeholders by viewing this checklist in electronic format available on the FADQ website at [www.fadq.qc.ca](http://www.fadq.qc.ca):

- Federal slaughterhouses: [List of Federally Registered Meat Establishments](#)
- Provincial and local slaughterhouses: [List of licensed establishments](#)
- Auction barns and slaughterhouses outside Quebec: [Registered slaughterhouses and auction barns outside Quebec—Lambs — Cow-calves](#)

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