

COW-CALF CHECKLIST –MARKETING METHODS

The 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), all declarations of events related to the traceability of an animal must be sent to Attestra by the owner of the animal. To find out about all the declarations you must make to Attestra as well as the required deadlines, you can consult the document [Bovine Producers](#) at attestra.com/tracabilite/animaux-elevage/reglementation.

We recommend that you consult the annual protection summary and the various checklists at fadq.qc.ca/asra-documents.

TYPES OF MARKETING-COW-CALF PRODUCERS' RESPONSIBILITIES

It is the responsibility of the producer/seller to demonstrate ownership of the animal at the time of marketing. Make sure that you have the complete information about the buyer and the transaction with the buyer.

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

Transactions made for the purpose of obtaining, directly or indirectly, compensation when the animal is intended as a replacement for the herd of the participant or of a related operation or enterprise are ineligible.

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

Declarations and interventions

- Declare to Attestra the release of the animal and the destination site number (or the buyer's address).
- In the case of a sale without moving the animal, your buyer must declare to Attestra a change of ownership without moving. The buyer must declare to Attestra that the animal belongs to them, but that it will remain on your site.
- At the time of a sale, inform the buyer that they must declare the animals' entry on their site by indicating to Attestra the origin (your site number or address) and the date of purchase or movement of the animals.
 - If you use the services of a carrier, you must give them your site number so they can provide this information to the buyer (producer, broker, auction, 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 documentation must include the following information and proof of the amounts received must align:

- Date of transaction
- Destination site, buyer's name and address
- Tag numbers of each animal traded
- Amount of the transaction and unit price for each animal sold
- Unit or average weight corresponding to the animals marketed:
 - Carcass weight of slaughtered animals (no live weight declared by a slaughterhouse is accepted)
 - Live weight of animals sold at auction. The unit weight can be the average weighing of a homogeneous batch.

Keep proof of marketing of your animals at all times.

Specificities

Sale of meat at the farm

- The animal must be slaughtered in a permanently inspected slaughterhouse (provincial or federal slaughterhouse).
- You must hold a permit to sell meat at the farm in accordance with the regulations of the *Ministère de l'Agriculture, des Pêcheries et de l'Alimentation au Québec* (MAPAQ).
 - If applicable, present your permit to the FADQ upon request.

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).

- Only contract slaughters performed in a slaughterhouse under constant supervision are accepted.

Producer insured for the Feeder Cattle and Slaughter Cattle product

- For certain types of live animal purchases and sales transactions, you must provide the FADQ with invoices and proof of weighing.
- **The weights at purchase and sale of live animals must always be declared to Attestra** (except for sales at FADQ-accredited auctions in Québec and outside Québec).
- Data on slaughters conducted outside Québec are transmitted to Attestra by *Les Producteurs de bovins du Québec* (PBQ).
- Direct sales to slaughterhouses outside Québec must be sent to the PBQ so that the data can be forwarded to Attestra by them.

Supporting documentation for the following transactions must be sent to the FADQ at all times:

- Purchase of animals outside Québec.
- Sale of animals outside Québec (other than at FADQ-accredited auctions).
- Sale of breeding stock, with the exception of CDPQ-supervised weighings.

Uninsurable animals

- Animals slaughtered under contract in a local slaughterhouse.
- Those marketed on a live basis directly to a consumer or producer who will not continue to raise them.
- Those slaughtered for your personal consumption.
- Those whose entire carcass is condemned.

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 ineligible. Otherwise, administrative fees may apply.

You must also declare to Attestra animals that have been sold live to a consumer or slaughtered for personal consumption by providing the required information.

Types of marketing – responsibilities of purchasers

Each stakeholder is responsible for making the required declarations for traceability in Québec, ensuring marketing compliance or compliance with the conditions of the ASRA program. **For all transactions involving non-recognized stakeholders, you must declare the sales weights to Attestra.**

Stakeholders recognized as a source of actual weight

- Auctions in Québec and accredited auctions outside Québec
- Auctions in Québec: federal, provincial, and local
- Federal slaughterhouses and state slaughterhouses outside Québec
- Weighing agents (supervised weighing service offered by the *Réseau Encans Québec*)
- Weighing agents accredited by the FADQ (members of the Bovi-Expert group or others)
- The *Centre de développement du porc du Québec* (CDPQ) for animals evaluated by the *Programme d'amélioration des troupeaux bovins du Québec* (PATBQ) and sold as breeding stock.

Non-recognized stakeholders -weights declared to Attestra

- Traders or brokers from Québec or outside Québec
- Producers insured for the Cow-Calves product
- Producers insured for the Feeder Cattle and Slaughter Cattle product
- Auctions **not accredited** by the FADQ or feedlots outside Québec

To obtain the actual sales weight, you must **declare the weight** of each calf to **Attestra** (individual weighing or weighing of a homogeneous batch) and provide your detailed invoice and proof of weighing to the FADQ.

In the event that supporting documentation is missing or non-compliant, the calves will be ineligible for the program.

Declarations that the buyer must make to Attestra within seven days of receiving an animal

Auctions or slaughterhouses

- Date of reception of the animal
- Animal's tag number
- Date of slaughter or date of release from the auction
- Live weight (auction) or carcass weight of animals slaughtered
- Mention of condemned carcass, if applicable
- Number or address of the animal's site of origin
- Contact details of the producer-seller (name, address, etc.)
- Destination site or address for an auction sale
- Conversion rate used to transform the carcass weight to live weight is 57.5% for slaughterhouses in Canada and 60.5% for those in the United States.

Producers insured for Feeder Cattle and Slaughter Cattle products

- Entry onto the production site or change of ownership when the animal is not moved at the time of purchase
- Animal's tag number
- Date of transaction
- Site of origin and the producer-seller's contact details (name, address, etc.)
- Individual animal purchase weights

List of auctions and slaughterhouses recognized as a source of actual weight by the FADQ

Québec Auctions ¹

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

Federal, provincial, and local slaughterhouses or auctions outside Québec recognized by the FADQ

By using the online version of this checklist available on the FADQ website at fadq.qc.ca, you can consult the list of these stakeholders:

- Federal slaughterhouses: [List of federally registered meat establishments](#)
- Provincial and local slaughterhouses: [List of licenced establishments](#)
- Auctions outside Québec: [Accredited auctions outside Québec – Lambs – Cow-calves](#)

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¹ To view all the responsibilities of auctions and slaughterhouses in relation to the Regulation respecting the identification and traceability of certain animals, please refer to the documents [Auction Market](#) or [Slaughterhouses](#) at attestra.com/tracabilite/animaux-elevage/reglementation/.