

## Lamb Marketing Methods Farm Income Stabilization Insurance Program (ASRA)

The table below shows the various marketing methods possible for lambs compensated in lambs or in kilograms of lambs sold. These marketing methods are the same for breeder females born on the farm, which are between 240 and 365 days old, when they are not sold live, but are graded and sold as commercial lambs. Offspring sold for breeding are also compensated in lambs or in kilograms of lamb sold when the sale complies with program terms and the sale is confirmed by the Fédération des producteurs d'agneaux et moutons du Québec (FPAMQ).

1. STAKEHOLDERS RECOGNIZED AS WEIGHT SOURCES		
BUYERS	RESPONSIBILITIES	PROOF OF SALES
<p><b><u>Slaughterhouses</u></b></p> <p>Please note that the hyperlinks below are on the website of La Financière agricole (FADQ) at <a href="http://www.fadq.qc.ca">www.fadq.qc.ca</a>. Click on the <i>Insurance and Income Protection</i> tab, then on <i>Productions covered</i> in the list under <i>Program</i> (left side of the page).</p> <ul style="list-style-type: none"> <li>• <b>Federal slaughterhouses</b> <ul style="list-style-type: none"> <li>○ Click on <a href="#">List of certified establishments</a></li> </ul> </li> <li>• <b>Provincial slaughterhouses and transitory or local slaughterhouses</b> <ul style="list-style-type: none"> <li>○ Click on <a href="#">List of establishments with permits</a> (In French – Liste d'établissements sous permis)</li> </ul> </li> <li>• <b>Slaughterhouses outside Québec</b> <ul style="list-style-type: none"> <li>○ Click on <a href="#">Recognized slaughterhouses and auction barns outside Québec - Lambs - Cow Calves</a></li> </ul> </li> </ul> <p><b><u>ADDITIONAL INFORMATION on slaughterhouses</u></b></p> <p>You can also call your service centre at 1 800 749-3646.</p>	<p><b>PRODUCER</b> (seller of commercial lambs)</p> <ul style="list-style-type: none"> <li>• Report the animal's exit to Agri-Traçabilité Québec inc. (ATQ) to facilitate the processing of your data at the FADQ. In addition, you must <b>indicate the destination site</b>.</li> <li>• Give the buyer your production site number (ATQ) and your contact information (name, address, etc.).</li> <li>• Make sure the buyer gives this information to ATQ when making his or her declaration. If a carrier is used, make sure the carrier will provide your production site number (ATQ) and your contact information (name, address, etc.) to the buyer.</li> <li>• Keep proof of sale documents (invoices) for verification by the FADQ, if need be.</li> <li>• Provide the FPAMQ with forms and information necessary to confirm the sales of heavy lambs.</li> <li>• Have a permit for sales at the farm, which complies with MAPAQ standards, if need be.</li> </ul> <p><b>At all times, the producer-seller is responsible for showing he or she was the owner of the animal when it exited the farm or was sold. The transaction is eligible when program conditions are met.</b></p> <p><b>BUYER (slaughterhouse)</b></p> <ul style="list-style-type: none"> <li>• Report to the ATQ: <ul style="list-style-type: none"> <li>▪ Entry of animal;</li> <li>▪ Its permanent identification number;</li> <li>▪ Slaughter date;</li> <li>▪ Site of origin and contact information of producer-seller (name, address, etc.);</li> <li>▪ <b>Confirmation at yes (Y) in the case of a condemned carcass;</b></li> <li>▪ The <b>carcass weight</b> of the animal at the time of slaughter. When the weight is missing, it will be estimated in the seller's file based on the age of the animal when sold.</li> </ul> </li> </ul> <p>A conversion rate is used to convert the carcass weight into live weight based on the slaughterhouse's weighing methods for milk-fed and light lambs or for heavy lambs.</p>	<p><b>Proof of sale documents must include at least the following information:</b></p> <ul style="list-style-type: none"> <li>▪ Date of transaction;</li> <li>▪ Destination site, name and address of buyer;</li> <li>▪ Permanent identification numbers;</li> <li>▪ The corresponding <b>unit weight</b> of permanent identification numbers, i.e. the weight from the slaughterhouse for the slaughtered animals;</li> <li>▪ The amount (\$) of the transaction and the unit price for animals sold for each of the corresponding permanent identification numbers.</li> </ul> <p><b>The FADQ may ask for any document required to validate the transaction, such as various bank documents.</b></p> <p><u>Note:</u> Only heavy lambs bought or sold through the Agence de vente des agneaux lourds (heavy lamb sales Agency) of the Fédération des producteurs d'agneaux et moutons du Québec (FPAMQ) are insurable based on the marketing information confirmed by it.</p> <p>The Agence de vente des agneaux lourds will confirm to the ATQ any slaughter events that the slaughterhouse forwards to the ATQ and for which the client has provided the required sales forms.</p> <p><b>Animals custom slaughtered in a transitory or local slaughterhouse are not insurable under the program.</b> This condition also applies to the marketing of heavy lambs bought or sold through the Agence de vente des agneaux lourds.</p> <p>Only lambs <b>purchased</b> by the transitory or local slaughterhouse will be eligible for ASRA compensation. <b>Please supply proof of sale documents to your insurance representative.</b></p>

1. STAKEHOLDERS RECOGNIZED AS WEIGHT SOURCES (continued)		
BUYERS	RESPONSIBILITIES	PROOF OF SALES
<p><b><u>Auction barns</u></b></p> <ul style="list-style-type: none"><li><b>Auction barns in Québec</b><ul style="list-style-type: none"><li>Encan du Bic / COOP des encans d'animaux Bas-St-Laurent 3229, route 132 Ouest, Bic</li><li>Encan La Guadeloupe / Marché d'animaux vivants Veilleux et Frères inc. 1287, 14e Avenue, La Guadeloupe</li><li>Encan Sawyerville 420, route 253, Cookshire</li><li>Les encans St-Chrysostome inc. 378, rue Notre-Dame, Saint-Chrysostome</li><li>Réseau Encans Québec<ul style="list-style-type: none"><li>Encan de Danville 1451, route 116, C.P. 178, Danville</li><li>Encan de Saint-Hyacinthe 5110, rue Martineau Saint-Hyacinthe</li><li>Encan de Saint-Isidore 2020, rang de la Rivière Saint-Isidore</li></ul></li></ul></li><li><b>Auction barns outside Québec</b><ul style="list-style-type: none"><li>Please see the list of auction barns recognized by the FADQ on the FADQ website at <a href="http://www.fadq.qc.ca">www.fadq.qc.ca</a>. Click on the <i>Insurance and Income Protection</i> tab, then on <i>Productions covered</i> under the <i>Program</i> list, then on <a href="#">Recognized slaughterhouses and auction barns outside Québec - Lambs and Cow Calves</a>.</li></ul></li></ul> <p><b><u>ADDITIONAL INFORMATION on auction barns</u></b></p> <p>You can also call your service centre at 1 800 749-3646.</p>	<p><b>PRODUCER</b> (seller of commercial lambs)</p> <ul style="list-style-type: none"><li>Report the animal's exit to Agri-Traçabilité Québec inc. (ATQ) to facilitate the processing of your data at the FADQ. In addition, you must <b>indicate the destination site</b>.</li><li>Give the buyer your production site number (ATQ) and your contact information (name, address, etc.).</li><li>Make sure the buyer gives this information to ATQ when making his or her declaration. If a carrier is used make sure the carrier will provide your production site number (ATQ) and your contact information (name, address, etc.) to the buyer.</li><li>Keep proof of sale documents (invoices) for verification by the FADQ, if need be.</li><li>Provide the FPAMQ with forms and information necessary to confirm the sales of heavy lambs.</li></ul> <p><b>At all times, the producer-seller is responsible for showing that he or she was the owner of the animal when it exited the farm or was sold. The transaction is eligible when program conditions are met.</b></p> <p><b>BUYER (auction barn)</b></p> <ul style="list-style-type: none"><li>Report to ATQ:<ul style="list-style-type: none"><li>Entry of animal and entry date;</li><li>Its permanent identification number;</li><li>The site of origin and the contact information of the producer-seller (name, address, etc.);</li><li>The live weight of the animal sold at the auction barn.</li></ul></li></ul>	<p><b>Proof of sale documents must include at least the following information:</b></p> <ul style="list-style-type: none"><li>Date of transaction;</li><li>Destination site, name and address of buyer;</li><li>Permanent identification number(s);</li><li>The corresponding <b>unit weight</b> of permanent identification numbers, even if these animals are weighed in a lot. The weight of animals only gathered at the site is not accepted.</li><li>The amount (\$) of the transaction and the unit price of animals sold for each of the corresponding permanent identification numbers.</li></ul> <p><b>The FADQ may ask for any document required to validate the transaction, such as various bank documents.</b></p> <p><u>Note:</u> Only heavy lambs bought or sold through the Agence de vente des agneaux lourds (heavy lamb sales agency) of the Fédération des producteurs d'agneaux et moutons du Québec (FPAMQ) are insurable based on the marketing information confirmed by it.</p> <p>The Agence de vente des agneaux lourds will confirm to the ATQ the site transfer to confirm the sale of the animal for which the client has provided the required sales forms.</p>

2. STAKEHOLDERS NOT RECOGNIZED AS WEIGHT SOURCES: Weight will be estimated according to age on transaction date

BUYERS	RESPONSIBILITIES	PROOF OF SALES
<p><b><u>Buyers having reported to ATQ an animal's entry</u></b></p> <p><b>Animals were marketed without the retailer having reported neither the entry nor the destination, but the next buyer reported the animal's entry on his or her site within a time period accepted by FADQ:</b></p> <ul style="list-style-type: none"><li>• Slaughterhouses or auction barns, in or outside Québec, which are not recognized as weight sources.</li><li>• Commercial lamb producers, insured or not, brokers or retailers (feeders or not), inside or outside Québec, which are not recognized as weight sources.</li></ul> <p><b>Animals were marketed without being moved, they were purchased to continue custom feeding at the seller's site in Québec:</b></p> <ul style="list-style-type: none"><li>• Commercial lamb producers, insured or not.</li></ul> <p><b>In all cases, to be considered as a lamb producer, it is necessary to respect regulations in effect, in particular marketing.</b></p> <p><b><u>Buyers not having reported to the ATQ an animal's entry</u></b></p> <p><b>Animals were marketed, but the ATQ did not receive the entry declaration or received it late:</b></p> <ul style="list-style-type: none"><li>• Stakeholders who are not commercial lamb producers (carriers, brokers or retailers).</li></ul>	<p>For this various types of marketing, please see section 1. <i>Stakeholders recognized as weight sources</i> for declarations to make.</p> <p><b>All events must be reported to ATQ by the producer-seller and by the buyer. As a result, the FADQ will receive information on the marketing of the animal even if the buyer is not recognized as a weight source.</b></p> <p>Please note: <b>Any change in animal ownership must be reported to ATQ.</b> The insured buyer must also specify his or her FADQ client number and make sure that the animals bought or sold are entered in his or her ATQ file.</p> <p>When the FADQ does not receive any information from ATQ regarding the purchase of the animal, the producer-seller must provide details to his or her insurance representative to validate the marketing of animals exited from the operation, where necessary.</p> <p>Make sure you get complete information on the stakeholder and transaction made with this person.</p>	<p>Please see section 1. <i>Stakeholders recognized as weight sources</i> for the information that <b>must</b> be included in the proof of sale documents.</p> <p>No weight sent will be accepted for this type of transaction.</p>

3. STAKEHOLDERS RECOGNIZED FOR CONFIRMING THE SALE OF OFFSPRING FOR BREEDING (genetic improvement) This marketing must be carried out under the supervision and direction of the Fédération des producteurs d'agneaux et moutons du Québec (FPAMQ)		
BUYERS	RESPONSIBILITIES	PROOF OF SALES
<p><b><u>Lamb producers</u></b></p> <ul style="list-style-type: none"><li>Producers insured for the product Lambs.</li><li>Lamb producers in start-up (future FADQ client whose production is validated by the FPAMQ).</li><li>Lamb producers outside Québec whose destination is validated by the FPAMQ.</li></ul> <p><b>In all cases, to be considered as a lamb producer, it is necessary to respect regulations in effect, in particular marketing.</b></p>	<p><b>PRODUCER of offspring recognized for breeding</b></p> <ul style="list-style-type: none"><li>Please see section 1. <i>Stakeholders recognized as weight sources</i> for the declarations to make. <b>All events must be reported to ATQ by the producer-seller and also by the buyer. As a result, the FADQ will receive the information on the marketing of the animal.</b></li><li>The weights used will be 40 kg (88 lb) or 48.2 kg (106 lb) depending on the age of the animal sold.</li><li>Complete and send to the FPAMQ the <i>Formulaire des sujets reproducteurs</i> (form for breeding subjects) and the <i>Attestation de possession de sujets de race enregistrée et participation au programme GenOvis</i> (Attestation of possession of registered breeding subjects and participation in the GenOvis genetic evaluation program).</li></ul> <p><b>BUYER</b></p> <p>Report to the ATQ:</p> <ul style="list-style-type: none"><li>Entry of animal and entry date;</li><li>Its permanent identification number;</li><li>The site of origin and the contact information of the producer-seller (name, address, etc.).</li></ul>	<ul style="list-style-type: none"><li>The information that proof of sale documents must include is the same as that for the marketing of commercial lambs. However, no weight transmitted will be used for this type of transaction.</li><li>Provide the FPAMQ with the information necessary to identify your farming operation and the operation of the buyer, animals bought or sold and proof of sale documents, if any.</li></ul> <p>The FPAMQ confirms the declaration of exit of the animal from your site to that of the buyer's.</p>
4. UNINSURABLE ANIMALS AND STAKEHOLDERS NOT RECOGNIZED AS BUYERS Uninsurable animals		
BUYERS	RESPONSIBILITIES	
<p><b><u>Consumers</u></b></p> <ul style="list-style-type: none"><li>Consumers (purchase of animals on a live basis).</li><li>Consumers (purchase of custom slaughtered animals in a local slaughterhouse).</li></ul> <p><b>Please note that a producer who purchases animals for personal consumption is also considered as a consumer.</b></p> <p><b>To be considered as a lamb producer, it is necessary to respect regulations in effect, in particular marketing.</b></p>	<p><b>PRODUCER of commercial lambs</b></p> <ul style="list-style-type: none"><li>Report to ATQ: the death of the animal if it is slaughtered at the farm or its exit by specifying that the animal is sold live to a consumer.</li><li>Provide your FADQ representative with the identifier number, exit date and reason for which it doesn't meet program requirements.</li></ul> <p><u>At all times, the client-seller is responsible for reporting, to your FADQ representative, the uninsurable animals so they can be excluded from the eligible volume.</u></p> <p><b>BUYER: <u>Inform ATQ of a purchase as a consumer (purchase of live animals)</u></b></p> <ul style="list-style-type: none"><li>Report to ATQ: the entry and date of entry, identifier number, the site of origin and the contact information of the producer-seller (name, address, etc.).</li></ul>	
<p><b><u>No marketing</u></b></p> <ul style="list-style-type: none"><li>No buyer: personal consumption.</li></ul>		