

LAMBS

CHECKLIST – MARKETING METHODS

Farm Income Stabilization Insurance Program (ASRA)

This informs you of the main responsibilities of producers-sellers and buyers for the various marketing methods for lambs insured under the ASRA program. Note that the marketing methods are the same for breeder females born on the farm, aged between 240 and 365 days old, when they are not sold live, but graded and sold as commercial lambs.

In order to facilitate the processing of your data by La Financière agricole du Québec (FADQ), all event declarations involving an animal's traceability must be reported to Agri-Traçabilité Québec inc. (ATQ) both by the seller and by the buyer.

We recommend that you look at the program summary and different checklists available from the home page of the FADQ website at www.fadq.gc.ca. Select the heading *Browse* and click on *Stabilization Insurance* in the middle of the page under *Insurance and Income Protection*, then on *Documents* to the left of the page.

TYPES OF MARKETING – LAMB PRODUCERS' RESPONSIBILITIES

Producers-sellers are responsible for demonstrating that they were the owner of the animal at the time of its exit or of its sale. Make certain to have complete information on the buyer and on the transaction made with the buyer.

Transactions are eligible when program conditions are met. FADQ may require any document needed to validate a transaction. In addition, every year, Les Éleveurs d'ovins du Québec (LEOQ) randomly selects 10% of its clientele for verification purposes when it involves marketing under its supervision.

You must provide information and documents of proof to your advisor or to Les Éleveurs d'ovins du Québec, upon request.

Déclarations et interventions

- Report to the ATQ your animal's exit to the buyer's site (destination site) or the animal's change in ownership if it was not moved the same day. Inform the buyer that they must report to the ATQ that the animal now belongs to them, but that it has remained on your site.
- Make certain that the buyer reports to the ATQ the site of origin of the animals bought, i.e.:
 - Your production site number from which the sold animal exited or your contact information (name, address, etc.)
 - If a carrier is used, the carrier must provide this information to the buyer.
- Keep all marketing documents (invoices, banking documents, weighing proof, delivery notes, payment slips, etc.)

Documents of Proof

Documents or proof must contain the following information and the proof of amounts received must correspond:

- Destination site, buyer's name and address
- Each permanent identification (PI) number
- Transaction amount and unit price of animals sold for each corresponding PI number
- Unit weights corresponding to the marketed PI numbers:
 - Carcass weight of animals slaughtered. No live weight reported by a slaughterhouse is accepted
 - Live weights of animals sold at an auction barn. The unit weight can correspond to the average weight of a homogenous lot. When the animals are only grouped together on an auction barn site, the weights are not required since they are not representative

When the transactions involve subjects sold for breeding, FADQ determines the weights based on the animals' age. The weights used are 40 kg (88 lb) or 48.2 kg (106 lb).

Specific Terms

| Commercial Lamb Sellers | Sellers of Subjects for Breeding (Genetic Improvement) |
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| <ul style="list-style-type: none"> • Hold a permit for farm-based meat sales in accordance with the regulation from the Ministère de l'Agriculture, des Pêcheries et de l'Alimentation au Québec (MAPAQ), if need be: <ul style="list-style-type: none"> ○ Present your permit to FADQ upon request <p>This type of permit is not mandatory when the consumer recovers the meat directly at a federal or provincial slaughterhouse (supervised slaughterhouses where the animal was slaughtered).</p> • Only custom slaughters in a slaughterhouse under constant supervision are accepted • Provide Les Éleveurs d'ovins du Québec with the forms and information necessary for confirmation of heavy lamb sales. Only heavy lamb sales reported by the Heavy Lamb Sales Agency of Les Éleveurs d'ovins are insurable based on the marketing data that the Agency confirms <p>The Agency confirms to the ATQ the slaughter event reported by the slaughterhouse or the marketing to an auction barn for animals for which the client provided the requisite sales forms, as the case may be.</p> | <p>Offspring sold for breeding are compensated as lambs and in kilograms of lambs sold when the sale complies with program terms and the sale is confirmed by LEOQ.</p> <p>Provide Les Éleveurs d'ovins du Québec with:</p> <ul style="list-style-type: none"> • The <i>Proof of Ownership of Registered Purebred Stock and Participation in the GenOvis Program</i>. This form also attests to the genetic evaluation of subjects sold. This form must be duly completed and signed <p>The information sent to the Centre d'expertise en production ovine du Québec (CEPOQ) for the evaluation of subjects for breeding must comply with program requirements. Note that proof of evaluation may be required.</p> <ul style="list-style-type: none"> • The information needed to identify your business, the buyer's business and the animals bought or sold. Proof of sales may be required • The <i>Breeding Subject Form</i> and the information needed to confirm the sales of subjects intended for breeding <p>Only the sales of subjects intended for breeding whose marketing is confirmed by LEOQ are insurable. This marketing is intended for insured lamb producers, for producers at start-up that intend to become insured and for operations outside Québec whose destination site is validated by LEOQ.</p> <p>LEOQ confirms the seller's site exit declaration to the buyer's site. When the buyer does not move the animal at the time of the sale, the buyer must inform the ATQ.</p> |

Uninsurable Animals and Stakeholders Not Recognized as Buyers

Animals destined for your personal consumption are ineligible. Also ineligible are sales of live animals directly to a consumer or animals that are custom slaughtered in a local slaughterhouse. These conditions also apply to the marketing of heavy lambs. Note that any producer who buys an animal from you for their personal consumption is considered a consumer, whether they consume the animal immediately or continue having it raised for future consumption.

It is your responsibility to inform your FADQ advisor, since these animals must be excluded from your insurable volume. It is important to provide your advisor with the identifier number, the exit date and the reason why the animal is ineligible. If not, administrative fees could apply.

You must report to the ATQ:

- Animals sold on the farm
- The animal's exit from your site specifying that the animal is sold live to a consumer

TYPES OF MARKETING – RESPONSIBILITIES OF BUYERS AND OTHER STAKEHOLDERS

Every stakeholder is responsible for making requisite traceability declarations in Québec or for abiding by the proper marketing methods. Note that FADQ does not retain any weight sent by producers to calculate the insurable volume, whether this weight is reported by the seller or the buyer.

| Buyers or Stakeholders Recognized As Actual Weight Sources | Buyers or Stakeholders Not Recognized As Actual Weight Sources |
|---|---|
| <ul style="list-style-type: none"> • Auction barns • Slaughterhouses • LEOQ for heavy lambs marketed by the Sales Agency | <ul style="list-style-type: none"> • Lamb producers: To be considered lamb producers, producers must abide by the regulations in effect for marketing and for participation in the Joint Plan • Brokers or merchants (feeders or not) in Québec or outside Québec • Auction barns and slaughterhouses, in Québec or outside Québec other than those recognized as weight sources |

Declarations the Buyer Must Make at the ATQ

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| <ul style="list-style-type: none"> • The animal's entry to the auction barn or to the slaughterhouse • Its permanent identification number (PI) • The date of the slaughter or the transaction at the auction barn • The sites of origin and the producer-seller's contact information (name, address, etc.) • Carcass weight of animals slaughtered or live weight if it is a declaration made by an auction barn • Confirmation that the carcass is condemned <p>A conversion rate is used to convert carcass weight into live weight based on each slaughterhouse's weighing method for milk-fed and light lambs and for heavy lambs.</p> | <ul style="list-style-type: none"> • The entry onto its production site or the change in ownership when the animal is not moved at the time of the sale • Its permanent identification number • The transaction date • The site of origin and the producer-seller's contact information (name, address, etc.) <p>Buyers of subjects for breeding must make the same declarations at the ATQ.</p> <p>Other information:</p> <ul style="list-style-type: none"> • Transactions of commercial animals to a producer must be validated by your service centre. Note that this type of sale does not correspond to the marketing of heavy lambs. Refer to the Éleveurs d'ovins du Québec • The weights of commercial lambs will be estimated based on the animals' age according to FADQ's farm model. However, if an actual weight is reported within the time frame set by FADQ, after your animal's exit or sale, that weight will be retained to calculate the insurable volume |
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LIST OF AUCTION BARNs AND SLAUGHTERHOUSES RECOGNIZED AS ACTUAL WEIGHT SOURCES BY FADQ

Auction barns in Québec

- 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^e Avenue, La Guadeloupe
- Sawyerville: 420, route 253, Cookshire
- Saint-Chrysostome inc.: 378, rue Notre-Dame
Saint-Chrysostome
- Réseau Encan Québec
 - Danville: 1451, route 116, c.p. 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 Québec recognized by FADQ

By using this checklist in its electronic form available on the FADQ website at www.fadq.qc.ca, you can consult the lists of these stakeholders:

- Federal slaughterhouses: [List of registered establishments](#)
- Provincial and local slaughterhouses: [List of establishments with a permit](#)
- Auction barns and slaughterhouses outside Québec: [Accredited slaughterhouses and auction barns outside Québec - Lambs – Cow Calves](#)