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# BC LIVESTOCK PRODUCERS MARKET REPORT

October 21st, 2020

## OCTOBER 2020 SALES

- VANDERHOOF REGULAR SALE, FRI, OCT 23rd @ **9:00 am**
- KAMLOOPS CALF, YEARLING & REGULAR SALE, TUESDAY, OCTOBER 27th
- WILLIAMS LAKE CALF SALE, WEDNESDAY, OCTOBER 28th
- WILLIAMS LAKE REGULAR SALE, THURSDAY, OCTOBER 29th
- VANDERHOOF PRE-SORT SALE, FRIDAY, OCTOBER 30th

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## NOVEMBER 2020 SALES

- OK FALLS SPECIAL CALF SALE, MONDAY, NOVEMBER 2nd
- KAMLOOPS CALF, YEARLING & REGULAR SALE, TUESDAY, NOV 3rd
- WILLIAMS LAKE BRED COW & HEIFER SALE, WEDNESDAY, NOV 4th
- WILLIAMS LAKE REGULAR SALE, THURSDAY, NOVEMBER 5th
- VANDERHOOF REGULAR SALE, FRIDAY, NOVEMBER 6th @ **9:00 am**
- KAMLOOPS CALF, YEARLING & REGULAR SALE, TUESDAY, NOV 10th
- WILLIAMS LAKE CALF SALE, WEDNESDAY, NOVEMBER 11th
- WILLIAMS LAKE REGULAR SALE, THURSDAY, NOVEMBER 12th
- VANDERHOOF BRED COW & HEIFER SALE, FRIDAY, NOV 13th, 10:00 am

CHECK OUR WEBSITE FOR TEAM ELECTRONIC AUCTION & MORE SALE DETAILS

[www.bclivestock.bc.ca](http://www.bclivestock.bc.ca)

**Auctioneers: Larry Jordan 250-319-0872 & Wayne Jordan 250-319-0873**

### BC Livestock Marketing Team

**Al Smith**  
Province-Wide Marketing Specialist  
Cell: 250-570-2143

**Wilf Smith**  
Williams Lake & Equipment  
Marketing Specialist  
Cell: 250-267-3898

**Ken Allison**  
BC Livestock Marketing Specialist  
Cell: 250-571-9045

### BC Livestock Yard Managers

**KAMLOOPS**  
Darrell Comazetto  
Cell: 250-319-3992

**WILLIAMS LAKE**  
Wade McNolty  
Cell: 250-398-0429

**OK FALLS**  
Shawn Carter  
Cell: 250-490-5809

**VANDERHOOF**  
Decody Corbiere  
Cell: 250-524-0681

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# Excellent Career Opportunity with BC Livestock Producers Co-op Association!



## Employment Opportunity

### BC Livestock Producers Co-operative - General Manager

We are looking for a General Manager to oversee all staff, budgets, and operations of BC Livestock Co-operative. The Co-operative operates 4 cattle sale yards in the province of British Columbia. Working knowledge of the cattle industry is an important aspect of this position.

General Manager responsibilities include working with the board of directors and formulating overall strategy, managing employees, and establishing policies. To be successful in this role, you should be a thoughtful leader and a confident decision-maker, helping our people develop and be productive, while ensuring our member's interests are protected.

Ultimately, you will help the Co-operative grow and thrive.

#### Responsibilities

- Work with Yard Managers to oversee day-to-day operations of all sale yards
- Work with the board of Directors to design strategy and set goals
- Work with the Controller, maintain budgets and monitor expenses, provide information to complete reporting procedures to the Board of Directors
- Ensure employees work productively and develop professionally
- Oversee recruitment and training of new employees
- Work with cattle buyers
- Direct the employee assessment process
- Ensure staff follows health and safety regulations
- Provide solutions to issues as they may develop

#### Requirements

- Proven experience as a General Manager or similar role
- Working knowledge of the cattle industry
- Experience in planning and budgeting
- Knowledge of business process and functions (finance, HR, procurement, operations etc.)
- Strong analytical ability
- Excellent communication and English language skills
- Strong Computer and Tech skill
- Outstanding organizational, leadership and team building skills
- Problem-solving aptitude

Job posting closes on October 31<sup>st</sup>, 2020 with a planned start date to begin early in the new year. BC Livestock offers a competitive salary with benefits and matching RRSP.

Please send all resumes to [nico@bclivestock.bc.ca](mailto:nico@bclivestock.bc.ca)

# BC LIVESTOCK PRODUCERS CO-OPERATIVE ASSOCIATION

Kamloops Stockyards: 250-573-3939

OK Falls Stockyards: Shawn Carter 250-490-5809

Williams Lake Stockyards: 250 398-7174

Vanderhoof Stockyards: 250 567-4333

## **MARKET REPORT FOR OCTOBER 21st, 2020**

Total receipts, **11,241 hd for OK Falls, Kamloops, Williams Lake, Vanderhoof, Direct & Video**

| <b>STEERS</b>        | <b>HIGH</b>          | <b>AVG</b> | <b>HEIFERS</b>      | <b>HIGH</b>          | <b>AVG</b> |
|----------------------|----------------------|------------|---------------------|----------------------|------------|
| 0-299                | 307.00               | 278.51     | 0-299               | 245.00               | 212.07     |
| 300-399              | 272.50               | 233.17     | 300-399             | 202.50               | 188.12     |
| 400-499              | 236.00               | 221.68     | 400-499             | 197.00               | 189.21     |
| 500-599              | 228.00               | 207.10     | 500-599             | 181.00               | 173.76     |
| 600-699              | 197.00               | 192.00     | 600-699             | 175.00               | 169.01     |
| 700-799              | 194.00               | 183.76     | 700-799             | 167.50               | 160.91     |
| 800-899              | 173.50               | 170.50     | 800-899             | 161.00               | 157.00     |
| 900+                 | 171.00               | 163.46     | 900 +               | 157.00               | 146.77     |
| <b>Butcher Bulls</b> | <b>82.00 - 91.00</b> |            | <b>D1 / D2 Cows</b> | <b>70.00 - 79.00</b> |            |
|                      |                      |            | <b>D3 / D4 Cows</b> | <b>26.00 - 54.00</b> |            |

### **Current Market**

We are currently seeing a softened cattle market due to grain prices being through the roof, with large exports of grain going to China, also, fat cattle prices were down this week by approximately \$150 CAD per head, when you figure in the currency conversion. The cost of gain per animal has gone from \$1.00 per pound to \$1.20+ per pound. Furthermore, the upcoming American election is causing uncertainty in the markets and we all know the markets don't like uncertainty. However, regardless of the market volatility we are experiencing, the prices that cattle are bringing when going through BC Livestock Co-op are still at a premium compared to all other markets in Canada, especially taking location into consideration.

### **WILLIAMS LAKE CALF & REGULAR SALE**

#### **WEDNESDAY, OCTOBER 14th & THURSDAY, OCTOBER 15th**

Williams Lake set one incredible pace with our In-House Video sales and Special Calf sale. We pushed the head count to 6000 hd. We rolled into action on Wednesday with the **141 Mile Ranch's** Video Sale of quality calves. Their 1st liner load of 90 s/c, called to weigh 675 lb, strong and good, sold to 200.00. Next, 105 hd of their 565 lb Hereford & Blk Baldie s/c raced to 207.50. Another 105 hd of their 550 lb h/c set the price bar at 185.00. Our next video sale was for the **Woodjam Ranch** who showcased their 600 lb, Simm / Angus x s/c, 105 hd, that powered to 203.50. 120 hd of their fancy, 500 lb s/c settled in at 218.75. Their group of 120 hd, Simm / Angus x h/c, 490 lb, for delivery October 30th, hit 202.50. From there the stage was set for **Ken & Ginger Cameron's** video sale. Their 710 lb, Simm / Angus x s/c raced up to 198.00 and their 660 lb h/c notched 178.75. Rolling right into our ring sale, the

**Douglas Lake Cattle Co., Alkali Lake Division**, showed well over 400 top calves. Their 1st liner load of 115 top Angus x s/c hit 220.00 and their big boys, at 581 lb, all Angus x, powered to 208.50. 115 hd of their incredible, 536 lb Hereford s/c grabbed 206.25. **Soda Creek Indian Band** had a liner load of 541 lb, Blk Angus x s/c reached 213.25 and their 454 lb, Blk s/c hit 260.00 while their 466 lb, Blk h/c hit 197.25. **Robert's Ranching** saw their load of 540 lb Blk Angus s/c bring 217.25 and their 451 lb s/c traded to 262.50. Their 494 lb Blk h/c rolled to 192.25. **Rob Herrick's** 619 lb Char s/c hit 205.50 and his 516 lb s/c saw 223.00. The **153 Mile Ranch** was in today with 250 top, Blk Angus calves. 85 hd of their 544 lb Blk Angus s/c saw 212.25 and the big brothers, at 623 lb, set 202.50. The **Chimney Creek Hereford Ranch** saw their 559 lb, powerful s/c power to 212.25. **Randy Saugstad** brought 604 lb, Angus s/c that topped 203.00. Their 727 lb s/c sold to 281.00 and their 520 lb h/c saw 191.25. The **OK Ranch** showcased 400 top calves. Their 1st liner load of Simm / Red Angus x s/c, 95 hd at 669 lb, topped 198.75. **Bruce Donaldson & Pam Blain** had 42 hd of 487 lb, Blk Angus s/c top 260.00. **Marguerite Ranches** was in with 228 Simm / Angus x s/c. The 703 lb s/c hit 195.00 and 33 hd of their 500 lb s/c saw 241.00. **Miller Ranches** had 505 lb Hereford s/c that reached 215.00. Their 573 lb Hereford s/c sold at 203.50. Their 633 lb s/c traded to 197.00, their 498 lb crossbred s/c rolled to 219.75 and their 395 lb s/c hit 250.00. Their Hereford h/c, 430 lb, sold for 190.00 while their 450 lb crossbred h/c rose to 200.00. **Willie Meldrum** had 572 lb Blk s/c at 205.00. **True-man Ranch's** 596 lb s/c notched 206.75. **Black Creek Ranch** had 378 lb s/c bring 260.00 and their 602 lb s/c sold at 200.00. Thank you to all our contributors, buyers and staff for keeping this incredible sale rolling smooth from start to finish!

### **VANDERHOOF REGULAR SALE, FRIDAY, OCTOBER 16th**

1,908 hd of calves were sold in the Presort sale in Vanderhoof on Friday. 181 hd of cattle were sold in the regular sale that followed. Calves sorted up extremely well, with 6 full tridem loads being offered in individual lots. Red exotic x s/c, at 567 lb, sold at 208.00, s/c at 639 lb fetched 194.75, s/c at 697 lb brought 195.00, and the big boys at 791 lb were 190.00. The red exotic x h/c, at 502 lb, traded at 180.50, 582 lb at 180.00, and 645 lb at 171.75. On the British side, Red and Blk s/c, a full load at 492 lb, commanded 222.00, another load at 568 lb returned 207.00, the 632 lb load reached 195.00, and 707 lb s/c stopped at 195.00. Red and Blk h/c, at 424 lb, sold to 200.00, the load of 488 lb h/c saw 187.25, another load at 557 lb sold to 180.50, and 638 lb h/c reached 174.25. Tan s/c weighing 507 lb rose to 217.00, 568 lb at 213.00, and 634 lb at 199.75, with tan h/c at 553 lb to 185.00. The light receipts of slaughter cows and bulls sold under pressure with the top pair of cows from **Wikkstra Farms**, at 1365 lb, reaching 68.00 and a 1900 lb red bull from **Don McKilligan** bringing 91.50. A big thank you to all the contributors who brought in the quality calves for this sale and the crew that assembled the awe-

some packages that were offered and the buyers who found homes for them. Next week we have over 2000 calves consigned, with a 9 AM start, to our regular sale.

### **OK FALLS REGULAR SALE MONDAY, OCTOBER 19th**

OK Falls saw just under 600 hd of cattle today. Calves were the bulk of the receipts but we did end up with almost 100 cows. **Fossen Air Ranch** tested our butcher cow trade with 1293 lb cows hitting 71.00. **Ian & Bev Smith** had 1425 lb butcher cows mark 71.50. **Glen & Pat Johnson** had heavy 1700 lb butcher cows trading to 73.00. **Lincoln Blaine** put the power into the sale with heavy Simm x s/c, 747 lb, topping 187.00. **Mark Pendergraft** had heavy Blk Angus s/c, over 700 lb, top 187.50. **Ken & Darlene Filmore** brought in solid, 705 lb, Blk & BWF s/c that topped 187.25 and their heavy Blk Angus h/c, 669 lb, topped 174.00. **Glen & Pat Johnson** had 652 lb Red & Red Baldie s/c that powered to 193.25. Their 463 lb s/c marked 217.00 and 12 hd of their 586 lb, Angus h/c notched 173.75. **Hazel, Wayne & Steve Pendergraft** set a pace with 81 powerful calves, 635 lb, Blk & Red Angus, that topped 192.50. 19 hd of their 521 lb s/c set the level at 205.75. Their 471 lb s/c hit 220.75 and a load of their fancy 523 lb Angus x h/c hit 180.00. **Don Darel** saw his 531 lb Angus s/c top 206.00 and his 457 lb s/c rolled to 225.00. **Sumac Farms** had 724 lb Red s/c that sold to 186.75. **Wallace Creek Ranch's** 650 lb Angus s/c sold to 191.50. **69 Ranch's** 654 lb s/c brought 188.75 and their 630 lb h/c grabbed 170.50. **Albert & Loreka Rice** had heavy 660 lb s/c that traded to 187.00 and their 541 lb s/c notched 203.00. **Pat Lawrence** had 836 lb Blk Angus strs top our sale at 180.00. The next big sale here in OK Falls is only 2 weeks away. We expect close to 1000 hd of powerful calves on Monday, November 2nd. Huge thanks to all our producers, buyers and staff for keeping our sales strong!

### **KAMLOOPS CALF & REGULAR SALE MONDAY, OCTOBER 20th**

We had another wall of quality calves in Kamloops today as we saw 1600 hd hit the sale ring. The **Seven O Ranch** put the power to this top sale. Next, 28 hd of their 517 lb s/c notched 228.00 and their 460 lb s/c marked 236.00. **Pete & June Puhallo** saw their 641 lb Blk & BWF s/c top 191.00 and their big boys, at 745 lb, traded to 186.50. **Karl & Carson Bischoff** filled the ring with an incredible pen of Gelbvieh / Red Angus x s/c, 709 lb, that settled it at 190.00. Their 600 lb s/c hit 203.50 and a top pen of their 671 lb h/c hit 170.00. **Bruce & Connie Gainor** saw their beautiful 632 lb Angus x h/c bring 171.25. **Allan Glen's** 581 lb Angus s/c sold to 200.00 and his 467 lb Red h/c rolled to 187.50. **Ryan Creek Farm's** 773 lb Blk s/c sold to 194.00 and their 625 lb Blk h/c traded to 167.75. **Silver Spur Ranch's** 681 lb Red x s/c sold to 193.50 and their ringful of 633 lb Red h/c brought 170.00. **Kal Lake Cattle Co.'s** 725 lb, Blk Angus s/c raced to 188.00. **Bar WK Ranch** saw their 559 lb Red x s/c roll to 205.00. **Nick & Lonette Graffunder** saw their 753 lb Simm s/c top 190.00 and their 624 lb s/c sold to 172.50. **Tom & Marion Pitt** had beautiful 649 lb s/c that traded to 195.00. **Dirk & Joyan Vandermeer** saw their 23 hd of 646 lb Blk Angus s/c sell to 191.00 and their pen of 533 lb s/c hit 206.00 while their pen of 365 lb s/c notched

272.50. **Doug & Lois Miller** had a top group of Char / Hereford x calves. Their 636 lb s/c brought 195.25 and their fancy pen of 545 lb s/c topped 215.00. 15 hd of their 625 lb h/c marched to 175.00. **Wayne & Rhonda MacDonald** saw their fancy 635 lb Blk Angus s/c top 190.25 and their top 502 lb s/c sold at 211.00. **Steve MacDougall** presented a showcase group of calves with his 672 lb Red Angus / Gelbvieh x s/c selling for 189.00. His 600 lb s/c notched 197.00. The **Rauch Ranch** had 575 lb s/c that topped 198.25, 651 lb s/c that notched 193.00, and their incredible 485 lb s/c brought 225.00. The **Boss Ranch** had top quality calves today with their heavy, 673 lb s/c hit 186.25 and 32 hd of their 557 lb s/c powered to 198.50. **Bill Armstrong's** 513 lb Angus s/c sold to 205.50. The **Chutter Ranch** was in with a load of 1383 lb butcher cows that traded to 73.75 and their 1169 lb cows hit 77.00. A huge thank you to all the contributors, bidders and

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**\*New\***

**Please click on the "Login" button at the top right of our page to create your BC Livestock Account**

In order to streamline our systems, you will now require a username and password to access the "Livestock Sales" tab as well as to view our Livestream Auction Video Feed.

Please ensure you have a valid email address to sign up.

If you don't have an email address, you can set one up at [www.gmail.com](http://www.gmail.com)

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## BC LIVESTOCK PRODUCERS CO-OP

BC PREMISES ID # (PID)

KAMLOOPS.....BC449KHAQ

OK FALLS.....BC449KE93

WILLIAMS LAKE... BC449KDYT

VANDERHOOF.....BC449KHVJ

<http://www.agf.gov.bc.ca>  
or Call 1-888-221-7141

**For Phone Bidding & All Other Sale Options Contact  
Your BC Livestock Marketing Specialists**

**Kamloops & OK Falls**

*Larry* 250-319-0872 | *Wayne* 250-319-0873 | *Al* 250-570-2143  
*Kenny* 250-571-9045 | *Darrell* 250-319-3992

**Williams Lake**

**Vanderhoof**

*Wade* 250-398-0429 | *Will* 250-267-3898 | *Decody* 250-524-0681

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# Welcome to the 2020 Fall Run!

## \*Notice\*

If your address, phone number or banking information has changed, please contact your local yard to update your information to ensure prompt payment.

# COW HAY FOR SALE

Alfalfa and also Timothy Mix  
Round & Large Square Bales  
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**BC Livestock brings the most competitive prices on all classes of cattle  
as well as guaranteed payment and selling flexibility!**

**Our Sale Ring consistently delivers some of the highest prices in Western Canada,  
Local & Alberta feedlots are demanding calves from our auctions and pay top dollar!  
*We Welcome all Buyers & Sellers, No Membership Required!!***

**We offer several selling options that can be tailored to suit your needs!**

**BC Livestock can Price your Cattle Anytime, Anywhere - Even in the Field!  
*If you want the best price, call us today!***

KAMLOOPS HEAD OFFICE | Phone: 250-573-3939 | Fax: 250-573-3170 | [info@bclivestock.bc.ca](mailto:info@bclivestock.bc.ca)

| KAMLOOPS                           | WILLIAMS LAKE                | OKANAGAN FALLS               | VANDERHOOF                      | PROVINCE WIDE            |
|------------------------------------|------------------------------|------------------------------|---------------------------------|--------------------------|
| Darrell Comazzetto<br>250-319-3992 | Wade McNolty<br>250-398-0429 | Shawn Carter<br>250-490-5809 | DeCody Corbiere<br>250-524-0681 | Al Smith<br>250-570-2143 |

*Get it Sold!!*



# BC LIVESTOCK PRODUCERS CO-OPERATIVE ASSOCIATION

Head office 1-10145 Dallas Drive Kamloops BC V2C 6T4 info@bclivestock.bc.ca - www.bclivestock.bc.ca  
Stockyards in Kamloops - Williams Lake - Okanagan Falls - Vanderhoof  
Phone 250-573-3939 - Fax 250-573-3170

## NOTICE OF ANNUAL GENERAL MEETING

The 2020 Annual General Meeting of BC Livestock Producers' Co-operative Association and Panorama Livestock Management Inc. will take place on:

**Saturday November 7, 2020 at 7:00 p.m. via Zoom Conference.**

**Due to COVID-19 restrictions, the 2020 AGM will be in electronic format. Please participate by zoom from your home computer or cell phone – or you may telephone in. You must register to participate in the meeting.**

### Agenda

1. Minutes of the 2019 Annual General Meeting
2. President's Report
3. General Manager's Report
4. Auditors' Report and Financial Statements for the year ended June 30, 2020
5. Appointment of Auditors
6. Panorama Livestock Management Inc - approval of requested share redemptions
7. Election of Directors – **Notice of Motion**  
Due to COVID-19 and the restrictions on numbers for in person meetings, district in person meetings will not be held, and therefore no elections. **Motion:**  
**The directors recommend to the Annual General Meeting that terms of all the current serving directors be extended for one year.**
8. New Business
9. Adjournment

**Annual meeting booklets of reports will be available for pick up at the yards, and will be shared on the screen during the zoom conference.**

**BC Livestock is inviting you to the Annual General Meeting - Zoom meeting.**

**SATURDAY NOVEMBER 7, 7:00 P.M.**

**TO REGISTER TO ZOOM INTO MEETING GO TO:**

**<https://us02web.zoom.us/j/89473756970?pwd=ZVc4YTRYcHpIT0YyWlhmZjNKcGlaQT09>**  
**Meeting ID: 894 7375 6970 Passcode: 895268**

**TO REGISTER TO PHONE INTO MEETING:**

**Call Erin at BC Livestock 1-250-573-3939**

**After registered to dial in by phone (November 7 at 7 pm):**

**Call: 1-778-907-2071**

**Meeting ID: 894 7375 6970 Passcode: 895268**

**PLEASE REGISTER BEFORE NOVEMBER 6**

## BC Livestock Covid-19 Action Plan

**\*BC Livestock Producer's COVID-19 Update, August 2020\***

**We have posted our Covid –19 Action Plan on our homepage. Please visit and read our regulations we have set for our Auctions and Office during the pandemic. For more information please visit our website at**



## **\*\*Vanderhoof Announcement\*\***

**In order to better serve our producers, buyers and to put less stress on the cattle, we will be moving the start time to 9:00 am for these Vanderhoof Sales Only**

**October 23rd  
November 6th  
December 4th**

**All Other Vanderhoof Sales will remain**

## **NEW: Did You Know???**

**BC Livestock now offers bill payments via online banking!**

**All major banks and credit union customers can pay their invoices through their banking app or site.**

**Please contact us for your account number to take advantage of this easier way to pay!**

**\*NEW\***  
**Check it Out!**  
**BC LIVESTOCK PRODUCERS CO-OP**  
**ONLINE EQUIPMENT AUCTIONS!**

visit our website for our online  
**2020 Spring Equipment Sale Listings**  
**[www.bclivestock.bc.ca](http://www.bclivestock.bc.ca)**

*Get it Sold!*