

THE Connection

Summer 2019 Volume 1, No. 2



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Relationships, industry intel and lessons learned from the *Ontario's Best Veal Sandwich* competition

By Jennifer Haley, Executive Director

With the finale of the search for *Ontario's Best Veal Sandwich* now wrapped up for another year, it is time to debrief on what we learned during the contest process and what we would do differently to make this exciting consumer promotion even better for next year!



“Our industry cannot have cattle bought at a discount, slaughtered as beef, then sold as veal at a premium. That is a losing game for veal farmers, while disrespecting our consumer.”

First off, let me tell you that partnering with John Catucci, *Food Network Canada* host, has been amazing!! John will say this is the most Italian thing he has ever done, but this contest has crossed all cultures—everyone loves a great veal sandwich, and everyone has their favourites! All of our contestants are so excited to see John come to their restaurant and have him taste their food. John and the rest of our marketing team have dedicated countless hours to making this contest the success that it is and for that we thank them!

Congratulations to our winners from Kantene Restaurant in Mississauga—a well-deserved win and proof that the price of success is hard work. Kantene was a semi-finalist last year in our contest and when we went back this year to judge, Chef Harith has developed a whole new veal sandwich—

the *Veal Supreme!* I asked him why he did this and he said ‘because I really wanted to improve a great veal sandwich so I can win this year’—and he did! Thanks also go to our winners from last year, Nostra Cucina, for being judges and supporting VFO's efforts. I highly recommend you try both winning sandwiches—you will not be disappointed!

One of the things that is abundantly clear from this contest is that veal farmers and our contestants have a lot in common and really make for a perfect partnership! Like veal farmers, our restaurant operators are family run businesses—some for many generations. They are also independently owned and have recipes, knowledge and passion that have been passed down through the generations. Some are new businesses being run by entrepreneurs and chefs looking to do their own thing and willing to take a risk.

I heard repeatedly how much this contest has helped their businesses grow or attract new customers because of the promotion they get from the contest—just by being a finalist. They cannot always afford to do their own marketing so partnering with VFO on this contest has really made a difference for them to leverage our social media and promotions. The margins are tight in both of your businesses and there are a lot of long hours! Everyone wants to sell a quality product and be rewarded for their hard work and dedication. And, they truly do want to support local and support Ontario farmers. So, we really do need each other!

Did you know that the veal you send for processing and harvest touches many hands before it even gets into the bellies of our consumers? As part of our verification protocols for the contest, we trace back the origin of the veal starting in the restaurant. Many of the restaurant operators are very familiar

with all their suppliers. Unfortunately, some do not understand where their veal comes from, but they believe it is local if the last person who they bought it from is from Ontario.

Most of the restaurants do not purchase their veal from a processor but instead from a meat distributor or broker. That distributor may have bought it from another distributor or directly from the processor. There are some cases where there are multiple ‘middle-men’ involved in the distribution of veal (and other meats) from the processing plant to the restaurant. This ultimately is adding extra costs to the product and eroding the margins available.

We have spent a lot of time talking to the brokers and distributors about Ontario veal and determining where the source of the product originated. This has provided an opportunity to talk about quality and pricing. Some distributors buy from many different processors and brokers from week to week and it depends all on the price. Others are loyal to one or two suppliers of veal and work within this relationship to focus more on quality or custom options. For example, some restaurant owners want to cut and slice their own veal cutlets while others want to buy them in already pre-sliced. As a result, we also hear from restaurants owners that they are either happy with their veal supply or have concerns about quality and consistency.

One of the biggest concerns is that there is a lot of ungraded beef being sold as veal to unsuspecting consumers. How do we know this? There are a few pieces of evidence. Through the tracing back of how restaurants procure their veal, we can determine that they are not buying veal but ungraded beef—either because they know that is what they are buying intentionally,

or because the supplier is telling them that it is veal (and charging the premium for it) but it is really ungraded beef when you go back to the source. Secondly, and perhaps most importantly, the taste, appearance and eating experience is completely different! Ungraded beef sold as veal is much darker in colour, the texture is tougher, and the taste is a much stronger beef taste. Most times the meat has been mechanically tenderized to break down the fibres to be more tender and more like veal.

It is being served to a consumer looking for a great veal eating experience either intentionally or unintentionally but either way it must stop as it is eroding our market bit by bit. The inconsistency will drive customers away to other products. Some distributors and restaurants were very open and acknowledged they were selling ungraded beef as veal—‘why not everyone does it’ was some of the responses. Others felt that they had to do it to stay at par with their competition but would prefer ‘real veal’.

So why does this matter? It is not veal and it is fraudulent to say that it is. Everyone involved in the veal business suffers in the long run. Years ago, there were issues with restaurants selling pork as milk-fed veal and this was identified as ‘food fraud’. This is the same issue—ungraded beef cannot be sold as grain-fed veal. Our industry cannot have cattle bought at a discount, slaughtered as beef, then sold as veal at a premium. That is a losing game for veal farmers, while disrespecting our consumer. There is certainly a market for ungraded beef, but it must be sold and labeled as beef. If we don't protect our own industry, then who will?

The feedback we received from the restaurants was that they wanted more information about

veal and how to procure Ontario veal from trusted suppliers. They encouraged VFO to go after those businesses who are selling ungraded beef as veal because this will ultimately impact all businesses. The restaurants are also interested in marketing materials from VFO that they can use on the menus, website, social media platforms and in their restaurants to support and sell more Ontario veal.

VFO will be developing new marketing materials to support our restaurant partners. VFO will also be developing an education and awareness program with all our restaurant operators and suppliers about Ontario veal and the importance of sourcing quality Ontario veal for their customers. VFO will also be pursuing enforcement with those businesses who are intentionally selling ungraded beef as veal. The VFO Board of Directors firmly believes it is important to maintain the integrity of our Ontario veal product.

The relationships we have built, the lessons learned and the industry information and feedback we have gained as a result of the search for *Ontario's Best Veal Sandwich* are far more than we anticipated and makes the return on investment into these promotions that much greater for all involved in the Ontario veal sector. We have several veal promotional activities on the go for the remainder of 2019 that includes some work at the retail level as well as continuing our culinary education program. As we look to start building our 2020 campaign and promotional strategies program, we have a solid foundation from which to promote all the great things about Ontario veal! ■

Jen





Mississauga's **Kantene Restaurant**

is now home to *Ontario's Best Veal Sandwich*



In a competition that was fueled by the fervour of veal sandwich lovers from across this great province, the Veal Farmers of Ontario (VFO) has crowned Kantene Restaurant in Mississauga, as home to *Ontario's Best Veal Sandwich* 2019. With 83 veal sandwich makers nominated and three rounds of judging, Kantene's win has been well-earned.

"Thousands of people in Ontario took the time to nominate their favourite veal sandwich maker," said Jennifer Haley, Executive Director of the VFO. "We've found that the passion of veal sandwich fans is nearly equal to that of our members. For our farmers, it's fulfilling to know their hard work is coveted by so many!"

The final event in the sandwich search had the top three makers presenting their best in front of friends and family at The Market Kitchen in Toronto's historic St. Lawrence Market. Judging was overseen by John Catucci, host of *You Gotta Eat Here!* and the new *Big Food Bucket List* on *Food Network Canada*, last year's winners Sian Burns and Dina Marsillo of Kitchener's Nostra Cucina and Tom Kroesbergen, Chair of the VFO. They were joined by Burlington's own Melinda Paletta who won

her spot at the judges' table through a contest hosted by the VFO.

"Judging *Ontario's Best Veal Sandwich* competition is probably the most Italian thing I have done in my life," said Catucci. "It wasn't a hardship by any means, but it was a real challenge to select just one winner. Each maker brings their own inspirations and history to this simple combination of Ontario veal and tomato sauce on a bun." Rounding out the finalists were California Sandwiches, Claremont in Toronto and Tutti Panini from Richmond Hill.

Chef Harith Darshana creates a spectacular veal sandwich that surprises with bright, fresh flavours. Kantene's Panko-breaded Ontario veal is a little thicker than most but remains tender with a light crispy coating. Named Veal Supreme, it's topped with grilled eggplant,

melted bocconcini in a fresh tomato-based basil sauce with melted Provolone and crispy Parmesan on a soft bun. For more about Kantene, visit www.kantene.com.

"Being part of the finale was really exciting and to see firsthand the energy and excitement that this contest brings to the veal market was amazing," said Kroesbergen. "The investment VFO makes into this consumer promotion is worth every penny and partnering with John Catucci has been amazing."

Want to find out where all the great finalists are located and go on a veal sandwich road trip? Check out VFO's interactive map for more information. For more details on the search for *Ontario's Best Veal Sandwich*, please visit www.bestvealsandwich.ca. ■



“ We’ve found that the passion of veal sandwich fans is nearly equal to that of our members. ”

Jennifer Haley, VFO Executive Director



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Province-wide search earns edana and Veal Farmers of Ontario an IABC Ovation Award of Merit

edana integrated marketing and the Veal Farmers of Ontario (VFO) not only found *Ontario's Best Veal Sandwich*, but also earned kudos on the marketing campaign from the Toronto chapter of the International Association of Business Communicators (IABC) this past spring. For building significant word-of-mouth for Ontario veal via social media, traditional media outlets and the foodservice trade the IABC Ovation Awards' judging committee recognized the program with an Award of Merit in Marketing Communications.

"We are very proud to have the search for *Ontario's Best Veal Sandwich* recognized by the IABC," said Jennifer Haley, Executive Director of the VFO. "This program has played a significant role in helping the VFO share positive stories about Ontario-raised veal cattle and provided a catalyst for increased veal sales and menu adoption within the foodservice industry." ■



Cleaning and biosecurity in a *Salmonella* Dublin outbreak

Dr. Cynthia Miltenburg, Ministry of Agriculture, Food and Rural Affairs
Dr. David Renaud, Ontario Veterinary College, University of Guelph

On behalf of the Bovine Ontario Animal Health Network

The introduction of *Salmonella* Dublin (S. Dublin) to a dairy or calf-raising facility with naïve animals can cause an explosive disease outbreak resulting in a high number of calves becoming sick. Typically calves that are ill from S. Dublin develop pneumonia that fails to respond to antibiotic treatment. Other presentations include calves that deteriorate very quickly without other signs and die, or calves that present as septic. S. Dublin can be confirmed by submitting tissue samples for bacterial culture to a veterinary diagnostic laboratory. Once a farm has received a diagnosis of S. Dublin, it can be difficult and intimidating to bring in new calves again. Proper cleaning of the environment is critical to prevent future calves from becoming infected. One common question posed by many producers is, “which disinfectant product should I choose?” The answer to this is that there are many appropriate products that can be chosen, but it is possible to use each one incorrectly so that they are ineffective. A proper cleaning and disinfection protocol includes several steps to ensure the environment is safe for new calves.

S. Dublin is typically introduced to a farm through the purchase of infected cattle. The infected animal sheds the bacteria in manure and other bodily excretions which contaminate the environment and put other calves at risk of infection. *Salmonella* bacteria survive well in the environment for months or even years under the right conditions.

Before beginning disinfection, it is important to note that S. Dublin is a zoonotic agent, meaning it is possible for the bacteria to cause illness in people as well as animals. For this reason, precautions should be taken when cleaning. It is advised to wear personal protective equipment (PPE) including gloves, coveralls, and a mask. These are good practices for handling chemicals as well. As *Salmonella* bacteria can be aerosolized by pressure washing, a typical dust mask is not enough protection and you should contact your family doctor or local Public Health Unit for PPE recommendations if utilizing a pressure washer. Pressure washing is also a risk to infect other animals if the barn is not empty.

There are two areas to address for cleaning

and disinfection: equipment used in the barn and the pen or housing itself. The first step in cleaning is the removal of all visible organic material. This includes removing manure, bedding, and feed, followed by sweeping with a dry broom. The presence of organic material, especially manure, will inactivate most disinfectants so it is critical to be thorough. Removing the material also removes much of the bacteria present so fewer need to be killed by the disinfectant.

The second step is to wash all surfaces with water and a detergent cleaner. Attention should be given to all feeding surfaces such as buckets, bottles, troughs, automatic feeders and waterers, pen dividers, walls, and floors. Corners and floor drains can be reservoirs for bacteria, so should be done last. After washing, the area should be thoroughly rinsed to remove all detergent and then allowed to fully dry. Fans and sunlight are ideal for quick drying.

Once the area has completely dried, the third step is to apply an appropriate, effective disinfectant as soon as possible after the barn is dry. Allowing the barn to dry too slowly or

extending the time to the disinfection step can allow re-growth of bacteria. Appropriate choices for a disinfectant include a phenol, quaternary ammonium compound, or an oxidizing agent. When choosing a product, it is best to contact your veterinarian for advice to ensure the product has a label claim and is effective against the correct *Salmonella* species. Each product will have instructions for diluting the product to the appropriate concentration as well as the contact time required to kill the bacteria. For example, Virkon® requires dilution to a 2% solution and a contact time of 10 minutes to be effective. S. Dublin bacteria may not be destroyed if the product is used in any way other than indicated on the label. After the contact time has been reached, the

disinfectant should be rinsed, and the area dried with fans and sunlight if possible. It is important to note that disinfectants are most effective on non-porous surfaces. Porous surfaces like wood are difficult to fully disinfect and may need to be removed.

Don't forget about tools such as scrapers, brooms, and shovels which can spread manure and disease between groups; these tools will also need to be cleaned and disinfected. It is best to assign tools for each age group that are not shared.

After cleaning, biosecurity measures should be taken to prevent introduction of disease to new, naïve calves. Sourcing calves from known farms and making sure to quarantine newly

arrived animals from others on the premises is an important biosecurity measure. One major consideration to protect new calves is to avoid transferring manure from older animals to younger animal pens. This should include changing or washing boots as well as hands before and after attending to young calves to protect calf health as well as human health. A physical barrier like a bench or signs can help remind all those on the farm to adhere to this practice.

Salmonella Dublin is a disease agent with real human and animal health concerns. The best plan is to work with your veterinarian to develop the biosecurity and disinfection protocols that will work best on your farm. ■

We thank Sam Leadley, Attica Veterinary Associates P.C., for his discussion and contributions to this article.

References available upon request

| Disinfectant | Examples of Common Disinfectants for Farm Use |
|---|--|
| Phenols | One Stroke Environ®, TekTrol®, Thymox AG® |
| Quaternary Ammonium Compounds | Bioxy-Enviro®, BioSentry 904® |
| Oxidizing Agents | hydrogen peroxide, peracetic acid, chlorine dioxide, Hyperox®, Prevail®, Virkon® |
| ALWAYS READ AND FOLLOW LABEL INSTRUCTIONS | |






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By: Kendra Keels

Industry Development
Director

THE TRUE COST OF NOT MANAGING YOUR FEED BUNKS

When finishing veal cattle, analyzing the bunk, the cattle and the pen can be the most inexpensive way to improve your bottom line.

Recently, I read a quote, “The eye of the master fattens his cattle”. This quote is from an old *Feeds and Feeding* book dating back to 1928, and I think that quote holds true today. Reviewing basic principles may go a long way in improving feed conversion, average daily gain (ADG) and ultimately turning a profit in your veal operation.

We hear the term bunk management when feeding cattle, but what is it and is it already being done? Simply put, it is matching the amount of feed delivered to the amount of feed cattle can handle. But how do we know how much feed cattle can handle?

That’s where experience comes into play. As cattle feeders, being observant is part of the job. Observing cattle behaviour and the pen can tell you a lot about the feeding program and the overall health and welfare of the veal cattle.

Questions to consider:

- What are the cattle doing when I enter the barn?
- Are the cattle at the bunk or lying down?
- What percentage of cattle is at the bunk when the feed arrives?
- Are the cattle interested in the bunk?
- What percentage of cattle are getting up, stretching and making their way over to the bunk?
- Is there enough bunk space for all the cattle to feed at once?
- How much feed is left in the bunk?
- Are the cattle chewing their cud?
- What does the manure look like?
- How is the ventilation in the pen?

- How many days on feed are the cattle?
- Is the water bowl clean?
- How often are the bunks cleaned?
- How many fines are in the bunk?

Asking questions like this can draw a picture in our mind of how the animals are performing. We know cattle are creatures of habit and like routine; they are actually boring animals that like same feed to be delivered at the same time every day—they don’t like surprises.

By keeping consistent nutrient and energy intakes, the cattle will maintain stable fermentation in the rumen. Improving feed efficiencies helps to maintain a feeling of satiety (full feeling, satisfied).

Feed quality

Feed should be properly stored to prevent spoiling, mould or unpleasant odours. It is important that the feed is appealing to the cattle to keep them eating. Any feed that is ‘off’ will prevent the cattle from eating and create metabolic issues that are difficult to reverse.

Cleaning the bunk

Old feed should be cleaned out of the bunk once a day or more often if the feed gets wet. It is important that feed is fresh to prevent overeating when fresh feed arrives. Keeping the feed fresh also prevents contaminating the new feed with spoiled feed.

Fines are of particular concern in the bunk. Veal cattle consuming fines could increase the risk of acidosis. It’s best to clean the fines out, and if there are a lot of fines, to check the pellet quality.

Filling the bunk

When entering the barn first thing in the morning there should be some feed remaining in the bunk. Avoiding an empty bunk should

be an integral part of bunk management. There should be feed leftover, but not too much, causing waste.

Veal cattle are the most aggressive at eating in early morning—if the bunk is empty that is lost gain. An empty bunk may also encourage gorging when the feed arrives, causing metabolic issues.

Having some feed in the bunk in the morning will help to gauge how much to increase or decrease the feed for the day by. See Figure 1: Scoring the feed bunk. If there is always feed in the bunk then they are being fed too much, causing waste feed and costing money.

Bunk space

Bunk space is one of the most critical aspects to feeding cattle. All cattle in the pen should be able to eat at the same time. If that is not possible, then the group size should be reduced.

The requirement in the *Code of Practice for the Care and Handling of Veal Cattle* states:

Feed must be provided in ways that prevent competition resulting in injury or limited access to feed by some animals in the group.

Feeding strategies to improve health and welfare:

- Provide feed ad libitum
- Avoid long periods of fasting between feedings
- Offer fibrous feed (straw) to increase chewing
- Keep a consistent feeding schedule
- Clean and sanitize feed and water equipment

Rumen health

To improve digestion and gut health, it is important to keep the fermentation in the gut active and to do that there needs to be a consistent supply of feed, specifically grain. That is the boring part of feeding cattle; the same feed should be delivered at the same time every day. This will improve health and ultimately profitability.

Water

Along with any good bunk management program should be a better water management program. It is a scientifically proven fact that the more fresh, clean water cattle have access to the more grain cattle will consume, resulting in a higher ADG.

A waterer checklist in the barn is a good start to improve the cleanliness of the water bowls, especially if it has been identified as an area to improve.

Record-keeping

The most accurate method to track bunk management is to keep records. Recording things like feed not eaten, fines, overall manure and if the bunk was empty are good areas to begin to get an overall idea of how the bunk is working. This will help in deciding if feed should be increased or decreased. It can also be used to track performance.

Scoring the feed bunk

A simple feed bunk scoring system was developed at South Dakota State University that may help if the cattle are not performing as expected.

| Score | Description | |
|-------|--|---|
| 0 | No feed remaining in the bunk. | If you have a bunk score of 0 three days in a row, then the cattle should be increased by .5 to .75 lbs. of dry matter. |
| .5 | Scattered feed remaining; most of the bottom of the bunk is exposed. | Less than 5% feed remaining. |
| 1 | Thin, uniform layer of feed remaining. About one kernel deep. | If you have a bunk score of 1 or higher, estimate the amount of feed left in the bunk and adjust the feed delivery accordingly. |
| 2 | 25 to 50% feed remaining. | 10% feed remaining. |
| 3 | >50% feed remaining. Crown of feed is thoroughly disturbed. | 25% feed remaining (and less than a 3” depth of feed). |
| 4 | Feed is virtually untouched. Crown of feed is still noticeable. | 50% feed remaining (and more than a 3” depth of feed). |

Conclusion

Managing the feed bunk will lead to improved health and increased ADG, which results in more money on the bottom line. Buyers look for consistent finished veal cattle; this is achieved with a good feeding program that includes a well-managed bunk. As veal cattle like consistency, so do the consumers buying veal—they want the same eating experience every time. Take some time to observe and analyze your veal cattle and choose one area to improve and focus on that, you may be surprised on the return. Good bunk management can be worth an extra \$10 to \$20 at the end. Can you afford not to manage the bunk? ■

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Smart calves are better at handling stressful situations

Looking to improve your calves' solid feed intake, growth, or maybe even social skills and intelligence? Group housing can provide all these benefits, a record number of attendees at the 2018 Healthy Calf Conference heard from Dr. Trevor DeVries from the University of Guelph.

Researchers from the University of British Columbia tested calves in a reversal learning task. Calves were taught that approaching a white screen would give them milk while approaching a red screen would not. After calves learned this, the screen meanings were swapped—now the red screen meant milk and the white did not. Calves housed individually as well as calves housed in pairs from six days of age were taught the task. All calves learned the first part of the task equally well—white screen means milk—but only 20% of calves housed individually were able to learn the reverse—now red means milk. Meanwhile, 76% of early pair housed calves were able to learn the reverse. The earlier the calf was paired, the more successful it was. Calves paired later (43 days) performed intermediately—58% were successful.

While picking a screen to deliver milk isn't a task that comes up on the average farm, this test reveals something interesting. Calves that were unable to learn the reversal part of the task have reduced behavioural flexibility—they aren't as well adapted to respond appropriately to changing environments. As calves will experience

change many times in their lives—new pens, new pen mates, new feeds, new routines, etc., being able to adapt their behaviour to their new situation will help them settle in and experience less stress than those who don't adapt well to change. That means that if single housed calves are grouped at weaning and presented a new feed, those calves will take longer to find and consume their new feed source, contributing to a major growth lag at weaning (note: it is not recommended to wean, change feed type, and regroup calves at the same time!).

Pair housed calves also eat more starter before weaning and experience less weaning distress than individually housed calves. Both these factors can translate to improved average daily gain and reduced growth lag around weaning.

DeVries also emphasized that grouping calves does not necessarily mean more health concerns. With small groups (under 10), good ventilation, and calves with a good immune status (e.g. successful passive transfer), health in groups can be equal to health in individually housed calves.

Suckling is a normal calf behaviour. Calves that

cross-suck would also suck on pen fixtures or calf staff if housed individually. Providing an appropriate outlet for sucking behaviour is important for both group and single housed calves. By providing more milk, slowing down the rate of milk feeding (e.g. replacing nipples that let milk come out too quickly), providing milk through a bottle or floating nipple, or even providing a nipple on the calves can suck on but receive no milk, can prevent problematic sucking behaviour.

DeVries concluded by recommending calves are grouped early into small groups or pairs with 3.3 meters (35 square feet) per calf. He also suggested producers reduce competition by ensuring there is enough nipples/buckets/bottles/trough space for all calves at once, and that calves are similar in age and managed in an all-in-all-out system. Starting with pairs by removing the divider between two pens or pushing two hutches together is a great way to experiment with group housing of pre-weaned calves.

Be sure to follow Calf Care Corner on Facebook and Twitter (@CalfCareCorner) and sign up for monthly e-blasts at calfcare.ca. ■



Dairy Code of Practice Review

The Canadian dairy industry has started a review of the *Code of Practice for the Care and Handling of Dairy Cattle* (the Dairy Code of Practice). As part of the process, the CVA has been invited to be on the Code Review Committee as both a full member and a special advisor on calves, with the goal of ensuring consistency in how dairy calves are managed between the *Code of Practice for the Care and Handling of Veal Cattle* and the Dairy Code of Practice.

The Dairy Code of Practice Development Committee and Scientific Committee are in place and held their first meeting July 3 and 4 in Ottawa. An analysis of the feedback from the top-of-mind survey of dairy cattle welfare concerns (open from March 29 to April 19) was presented. The next meeting will be held in the fall.

Transportation Code of Practice

The National Farm Animal Care Council (NFACC) is in the process of updating the 2001 *Recommended Code of Practice for the Care and Handling of Farm Animals: Transportation* (Transportation Code). This is a large undertaking that will cover all livestock and poultry. The CVA will represent both male dairy calves and finished veal cattle on the Transportation Code, as part of the Cattle Working Group comprised of the beef, veal and dairy sectors.

European Union market access

While European beef and veal is being imported into Canada without restrictions, there are several issues that are impacting our ability to export Canadian veal to the European Union (EU). The CVA has been working with our colleagues at both the Canadian Meat Council and the Canadian Cattlemen's Association to lobby the EU. The EU currently requires an extensive verification protocol to ensure that only beef and veal raised without the use of implants can have access to the European market. However, the CVA believes that this is a barrier to market access given that Canadian veal is not raised with implants to begin with and should not have to go through the lengthy and expensive process of verification. The CVA continues to lobby for a reciprocal trading agreement with EU as there have been markets identified looking for Canadian veal products. Export opportunities can bring some stability in the Canadian veal market by offering an outlet for additional supply.

Veal Working Group

The CVA has been instrumental in supporting the Veal Working Group—a national committee comprised of government, industry partners and veal producer groups (provincial and national). The Veal Working Group met in Ottawa this past April to review a number of key priority issues for the Canadian veal industry. The opportunity to have various departments of the government around the table with veal producer groups has been very beneficial and productive.

Drug labelling

A lot of work has been completed on the drug labelling issue since 2015 and great gains have been made for the Canadian veal industry. To date, most of the commonly used products in the veal industry have been granted the bovine maximum residue limits (MRL), meaning the same meat withdrawal

The Canadian Veal Association (CVA) has been very busy on several important issues at the national level that will impact both the provincial and national veal sectors.

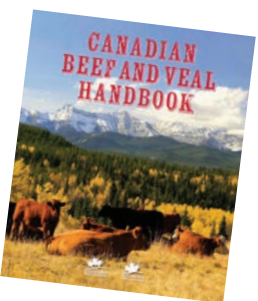
for beef will apply to veal, and the labels have been updated to remove the statement "do not use in veal".

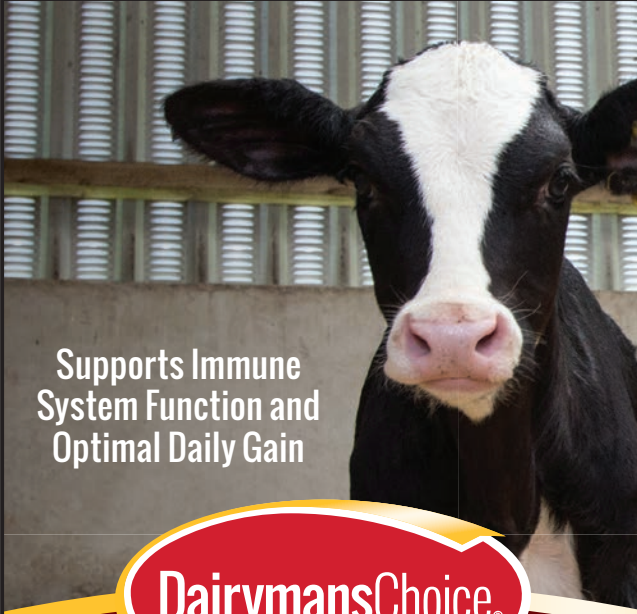
However, while meloxicam, florfenicol and flunixin meglumine were granted the bovine MRL, the label has NOT been updated. Through consultations, florfenicol and flunixin meglumine will remain status quo and the label will not be updated. Consultations on meloxicam will take place once research currently being conducted on male dairy calves raised for grain-fed veal production is completed.

As an additional bonus, a residue depletion study was conducted in pre-ruminating cattle with a combination of florfenicol and flunixin (Resflor) and it was also included in the updates. This study confirmed that the withdrawal time for beef cattle was acceptable for veal cattle.

Collaborations with Canada Beef

The CVA and Veal Farmers of Ontario (VFO) have been working with colleagues at Canada Beef to help support the promotion of Canadian Veal. Recently, CVA/VFO staff have collaborated with Canada Beef on a revision and update of the *Canadian Beef and Veal Handbook* that is used for export and domestic market development. By partnering with Canada Beef, the veal industry has access to several resources and human resource capacity to help build opportunities for the Canadian veal sector. ■





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Transportation in 2020: what does it look like?

The discussion of transportation always results in further discussion; the topic of calf transportation is no exception.

In February 2020 new transportation regulations will come into effect. What veal producers (including dairy farmers, who are also considered veal producers) need to know is that calves less than eight days of age cannot leave the dairy farm if they are going to a sales barn or assembly yard. But what about those calves that are picked up by drovers or veal producers directly off the dairy farm?

Those calves will be permitted to leave the dairy farm and go to another farm provided they are not compromised or unfit. Producers will need to have a thorough working knowledge of these definitions. Areas of particular interest to veal producers are highlighted in the chart.



| Compromised | Unfit |
|--|--|
| A is bloated but has no signs of discomfort or weakness | A is non-ambulatory |
| B has acute frostbite | B has a fracture that impedes its mobility or causes it to exhibit signs of pain or suffering |
| C is blind in both eyes | C is lame in one or more limbs to the extent that it exhibits signs of pain or suffering and halted movements or a reluctance to walk |
| D has not fully healed after a procedure, including dehorning, detusking or castration | D is lame to the extent that it cannot walk on all of its legs |
| E is lame other than in a way that is described in the definition unfit | E is in shock or is dying |
| F has a deformity or a fully healed amputation and does not demonstrate signs of pain as a result of the deformity or amputation | F has a prolapsed uterus or a severe rectal or severe vaginal prolapse |
| G is in a period of peak lactation | G exhibits signs of a generalized nervous system disorder |
| H has an unhealed or acutely injured penis | H is a porcine that is trembling, has difficulty breathing and has discoloured skin |
| I has a minor rectal or minor vaginal prolapse | I has laboured breathing |
| J has its mobility limited by a device applied to its body including hobbles other than hobbles that are applied to aid in treatment | J has a severe open wound or a severe laceration |
| K is a wet bird | K has sustained an injury and is hobbled to aid in treatment |
| L exhibits any other signs of infirmity, illness, injury or of a condition that indicates that it has a reduced capacity to withstand transport | L is extremely thin |

“The calves you ship are a reflection of the management on your farm.”

Kendra Keels, VFO
Industry Development Director

Another area to make note of is travel time. For calves not on a solid feed diet, the total transportation time begins when the animal leaves the home farm and ends at the final destination. To put this in perspective, if a calf leaves a dairy farm at 8:00 a.m., it would need to arrive at the final destination by 8:00 p.m. at the latest.

New to the impending regulations is a provision that everyone involved in the transportation of an animal is responsible for the care of the animal for the duration of transport. This means that everyone must know the time the calf left the dairy farm and a record will need to be sent with each calf so the transporter can provide that information if asked. If there is any hesitation about whether or not an animal should be shipped, it is best to leave it behind until there is no doubt it is ready to be transported.

The updated regulations will be enforced by the Canadian Food Inspection Agency and a link can be found here: [gazette.gc.ca/rp-pr/p2/2019/2019-02-20/html/sor-dors38-eng.html](https://www.gazette.gc.ca/rp-pr/p2/2019/2019-02-20/html/sor-dors38-eng.html). ■

| |
|--|
| M exhibits signs of dehydration |
| N exhibits signs of hypothermia or hyperthermia |
| O exhibits signs of a fever |
| P has a hernia that: (i) impedes its movement, including when a hind limb of the animal touches the hernia as the animal is walking, (ii) causes the animal to exhibit signs of pain or suffering, (iii) touches the ground when the animal is standing in its natural position, or (iv) has an open wound, ulceration or obvious infection |
| Q is in the last 10% of its gestation period or has given birth during the preceding 48 hours |
| R has an unhealed or infected navel |
| S has a gangrenous udder |
| T has severe squamous cell carcinoma of the eye |
| U is bloated to the extent that it exhibits signs of discomfort or weakness |
| V exhibits signs of exhaustion |
| W exhibits any other signs of infirmity, illness, injury or of a condition that indicates that it cannot be transported without suffering |

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Cost of Production: another tool for the toolbox

John Molenhuis, Business Analysis and Cost of Production Specialist
Ontario Ministry of Agriculture, Food and Rural Affairs

Veal farmers, like all farmers, are using tools all the time; wrenches, hammers, duct tape, shovels, electronic readers and the list goes on. Cost of Production (COP) is just another tool that can help in farm-level decision making.

Farms with multiple enterprises can use COP to assess which enterprises are making money and which are not. You can use it to concentrate on individual or groups of costs that have the biggest impact on it. Pricing targets for inputs, like calf and feed purchases, and outputs can be set at different cost breakeven levels. For veal, knowing your other costs can help show you what you can afford to pay for bob calves.

Veal Farmers of Ontario (VFO) and the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) have been developing a COP tool to help farmers calculate their costs and use them in their planning.

The tool uses the production systems approach to calculate COP. It allows for a production period divided into two stages (weaning and finishing), buying in preconditioned calves, or a combination of both.

The veal production practices are detailed out, and input prices applied, to arrive at a total cost for each cost. Capital investments are costed out based on replacement costs with typical depreciation, interest, repair and insurance rates. From a planning perspective, these are useful because the amounts used and prices paid are detailed out so changes to rations or input prices can be made and the impact on the financials can be quickly determined.

Before diving into the costs, the first section of the budgeting tool allows the user to provide their production profile. This is basically painting the production picture of their farm; how many calves are purchased, purchase and sale weights, average daily gain (ADG), death loss percentages, etc. Production drives cost of production, so having a good handle on your farm's productivity, and how different productivity levels will change your COP, is key.

Farming has many risks; disease, weather, and market volatility can quickly change your

financial forecasts. Some of the key risk factors that impact a veal operation are considered in the budget such as calf purchase and sale prices, death loss and ADG. Identifying the risks and the range of possible outcomes can help in planning for ways to manage or mitigate them. If death loss is twice as high as you expect, how does that affect your bottom line? If you can increase your ADG from 3.0 to 3.5 pounds per day, how much will this lower your feed cost? Understanding and monitoring price seasonality and volatility both on the bob calf and finished side are important considerations in deciding what you can afford to pay for calves based on the potential market price outlooks. Figure 1 shows the seasonality of market price and how bob calf purchase prices from seven months prior relate to the price they received as finished veal.

While the format of COP budgets can vary they typically include the following:

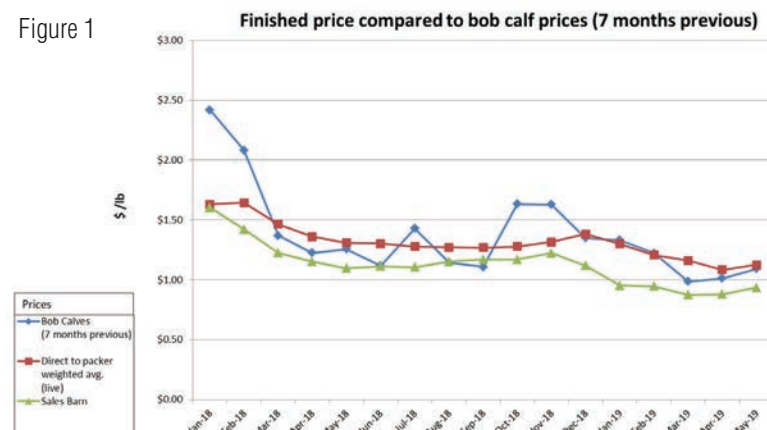
- **Revenue:** the gross revenue from crop and livestock sales before any costs have been deducted.
- **Direct Variable Costs:** input costs to produce a specific commodity, which change depending on the level of production (e.g. calf purchases, feed, veterinary costs, seed, fertilizer and pesticides).
- **Indirect Variable Costs:** costs used in producing all commodities on the farm (e.g. fuel, labour and utilities). These also change depending on the level of

production but not in direct relationship with production.

- **Fixed Costs:** costs that remain the same regardless of the level of production (e.g. property taxes, fire insurance, term interest and depreciation).
- **Net Farm Income (Profit Margin):** revenue minus all variable and fixed costs.

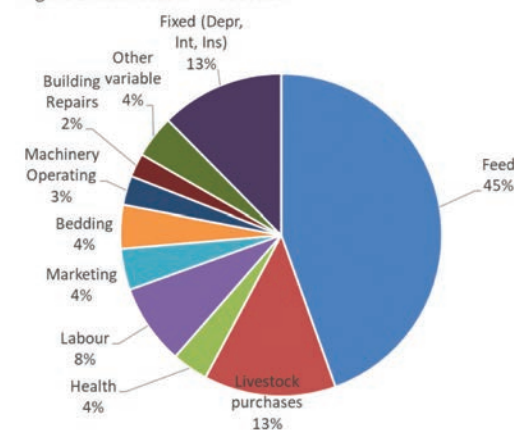
As you move down this list the costs become more individual; everyone is purchasing and feeding calves and has a health program in place, so those tend to be more consistent across farms. But things like your hired labour can depend on how much you do yourself or how many family members are involved; your building and machinery investment are unique to you, and debt commitments will differ farm to farm based on the stage of your farm business and your attitudes towards debt.

Figure 2 presents the breakdown of the costs of a typical veal operation. With the costs broken down you can identify those areas that impact your COP the most. Feed costs represents almost half of the total costs, so it makes sense (and cents) to concentrate planning time on knowing your feed costs. Purchased feeds are straightforward, but how do you account for homegrown feed? Their costs will be spread across all the crop-related costs like seed, fertilizer and fuel. If the farm also sells cash crops this further complicates the homegrown feed cost picture. There are one of two ways to handle homegrown feed costs; they can be valued at cost or at market value. Market value



represents the opportunity cost of feeding the crops to livestock rather than what you would have received selling them. Regardless of the approach you use, having a good handle on feed costs is a good starting point in controlling your COP. You can move through your COP, looking at each cost to determine areas that you are strong in and areas that could be improved.

Figure 2. Veal Cost of Production



The COP tool developed is based on a typical veal operation with underlying assumptions on how the costs were determined. It is important to use these just as a guide in determining your own COP; replacing the sample numbers with your own numbers will be more meaningful and useful in making farm business decisions.

The tool will be available in Excel format on the VFO (ontarioveal.on.ca) and OMAFRA Ontario Enterprise Budgets sites (omafra.gov.on.ca/english/busdev/bear2000/Budgets/oeb.htm).

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INDUSTRY updates



VFO attends FFCO's *Before the Plate* screening in Toronto for food influencers

Screenings of Dylan Sher's film *Before the Plate* have been held across Canada, including an event hosted by Farm & Food Care Ontario (FFCO) in Toronto on April 17. The screening was followed by a reception sponsored by commodity groups under the ON Common Ground banner. Joyce Feenstra, Veal Farmers of Ontario (VFO) Director, attended to interact with food influencers and answer their questions about veal production.

The film follows young farmers and industry experts to show the general population what a Canadian farm operation looks like and answer the most pressing questions consumers have about their food.

with consumers through our social accounts, sharing veal recipes featuring Ontario-grown products and directing them to the Ontario Independent Meat Processor's website at oimp.ca/find-a-butcher to help them source veal locally. Producers were encouraged to get involved on social using the #loveontfood hashtag and sharing their favourite way to choose local.



Proposed traceability regulations delayed

The Canadian Food Inspection Agency's (CFIA) TRACE department informed stakeholders of the Minister's decision to not bring the proposed regulatory amendment to Part XV of the *Health of Animals Regulations* to the attention of cabinet under the current legislation. The new timeline for the draft regulations to be published in Canada Gazette Part I is winter/spring 2020. The VFO will continue to monitor this issue and update our members as new information becomes available.

Local food week June 3 to 9

Local food week was held June 3 to 9, as an event designed to celebrate local food and inspire consumers to incorporate more local product in their meals. The VFO engaged

Livestock Medicines Course now available online

For farmers looking for a refresher, or for those that haven't had the chance to take the original Livestock Medicines Course, the Farmed Animal Antimicrobial Stewardship (FAAST) website has launched an online version of the original Ontario Ministry of Agriculture, Food and Rural Affairs course. The interactive learning module is designed for all livestock owners, and allows you to go at your own pace as you learn about:

- Types of antimicrobials, how they work and responsible use
- Reading livestock medicines labels
- Proper handling, storage, and administration of livestock medicines

The learning module can be found at: amstewardship.ca/faast-reviews/livestock-medicines/an-introduction-to-livestock-medicines/

An expert consultation on the marketing of male dairy calves in Canada

Kendra Keels, Industry Development Director at VFO, attended an expert consultation on the marketing of male dairy calves in Canada this past spring in Vancouver, British Columbia.

Meeting participants were recruited through national boards (i.e., Dairy Farmers of Canada, Livestock Markets Association of Canada, Canadian Association of Bovine Veterinarians, National Farm Animal Care Council, etc.) and provincial associations (Veal Farmers of Ontario, Les Producteurs de bovins du Québec). An effort was made to have participants from all regions of the country, and all sectors closely involved in the marketing of male dairy calves, represented.

This project was supported by the National Farmed Animal Health and Welfare Council (NFAHWC). A full report was prepared, including recommendations that were presented at the June NFAHWC meeting.

Implementation date set for transportation regulations

The updated *Health of Animals Regulations: Part XII-Transport of Animals* will come into effect on February 20, 2020. Given the short implementation time and the changes to how livestock will be transported in Canada, VFO, along with Beef Farmers of Ontario, Dairy Farmers of Ontario, Ontario Cattle Feeders'

Association, Ontario Livestock Transporters' Alliance, Ontario Livestock Dealers Association, and the Ontario Livestock Auction Markets Association have sent an Ontario Coalition letter to Minister Bibeau, Agriculture and Agri-Food and Dr. Mithani, CFIA, requesting a delay of two years before the implementation of the new regulations.

Note: The updated transportation regulations are separate from the current update to the *Recommended Code of Practice for the Care and Handling of Farm Animals – Transportation*.

Interim measures for animal care protection

In late June, Ontario's Solicitor General launched a new 24-hour animal-cruelty hotline: **1-833-9ANIMAL**. Concerns about suspected animal cruelty can be reported at this new number. In addition, the Solicitor General also named a new Chief Inspector: Ontario Provincial Police Insp. Paula Milne. The province is revamping the law and is expected to introduce legislation later this fall. VFO, along with fellow commodity organizations, Farm and Food Care Ontario and the Ontario Federation of Ontario, have compiled a document of what livestock agriculture would like to see in the new legislation. The Ontario Society for the Prevention of Cruelty to Animals (OSPCA) abdicated its powers in March.

Calf health management benchmarking project results

The benchmarking project with Acer Consulting is now complete. The study showed that despite changes in calf health management practices over time, many of the same challenges remain:

- Calf health studies were conducted across many different farms over a wide geography and timeframe. This leads to reduced repeatability and ultimately, uncertainty—is calf health getting better, worse, or remaining the same?
- Diarrhea and pneumonia are still significant health issues for calves
- Mortality in female calves may be improving over time; however, mortality in male calves seems to have remained the same over the past 20 years
- Concerns about antimicrobial use in calves has been evident since the 1970's. This remains a pressing issue for veal and dairy producers

Ontario Calf Health Improvement Program

In early spring, VFO began working with Acer Consulting on the Ontario Calf Health Improvement Program. The goal of the project is to create a toolkit to be used by veterinarians

to educate producers on important calf health management practices. This is a funded program and will be wrapped up by February, 2020.

VFO attends Breakfast on the Farm in Elora

Joyce Feenstra, VFO Director, attended Breakfast on the Farm at Cnossen Holsteins on June 22. It was a great opportunity to connect with consumers about food and farming, and hand out veal recipes for summer entertaining. ■



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Meloxicam depletion study on dairy calves for grain-fed veal production project update

With support from the Canadian Agricultural Partnership, Veal Farmers of Ontario (VFO) and the University of Guelph have partnered on the *Meloxicam depletion study on dairy calves for grain-fed veal production*, led by Dr. Ron Johnston and Dr. Dave Renaud.

Meloxicam is a non-steroidal anti-inflammatory drug (NSAID) approved for use as an anti-inflammatory, antipyretic and analgesic in cattle in Canada. Marketed as Metacam™ by Boehringer-Ingelheim, the product label carries a warning “not to use in veal calves” as a withdrawal interval (i.e. the time after last treatment before the animal may be safely processed for food) has not been established in pre-ruminating calves.

The use of meloxicam in veal cattle is considered “extra label” and the meat withdrawal time must be determined by the prescribing veterinarian. The bovine maximum residue limit (MRL) can be applied, however the safe meat withdrawal interval has not been established therefore it is up to the discretion of the prescribing veterinarian.

“Currently, there is no data to support a safe meat withdrawal interval for dairy calves raised for grain-fed veal,” says Kendra Keels, Industry Development Director for VFO. “This project will provide veterinarians with the information they need to be confident in the withdrawal periods they set, and ensure producers are able to use this product responsibly while they care for their animals.”

On-farm trials began late fall 2018, and the project will wrap up by December 2019.

Veterinarians can contact the Canadian Global Food Animal Residue Avoidance Databank (CgFARAD) for guidance on meat withdrawal intervals, as well as the results of this research once the project is completed.

This project complements work the Canadian Veal Association (CVA) is collaborating with Health Canada on, and continues to show the value of the work the VFO accomplishes through joint efforts with our national counterparts.

Two additional products of importance to the veal industry are on a priority list determined by the CVA; both Nufloor™ and Banamine™ carry warnings on their labels “not to use in veal calves” as a withdrawal interval has not been established in pre-ruminating calves.

The CVA has reached out to the pharmaceutical company to discuss what the possible next steps are to have those warnings removed. The CVA hopes the pharmaceutical companies can appreciate the veal industry is small and trying to do the right thing by using approved products in grain-fed veal production and adhering to established meat withdrawal intervals. Meloxicam was established as the first priority product as it aligns with VFO’s commitment of continuously improving animal welfare.

This project was funded in part through the Canadian Agricultural Partnership (the Partnership), a federal-provincial-territorial initiative. The Agricultural Adaptation Council assists in the delivery of the Partnership in Ontario. ■

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Employee training can take many forms, including in-barn video demonstrations.

Training is an essential part of every job, in every industry. You want your employees to do their jobs in a productive, meaningful and proper way. Results from a 2014 USDA study found that the value of training employees was high, however only 60% of dairy farms in the United States offered regular, timely and easy to understand training and materials.

The key to good training is first determining what type of training each position requires. A calf feeder will not need the same type of training as a herdsman.

With our programs, to determine what training each position requires, we start with a Job Hazard Analysis—a process where you write down each step of a task or job, and determine what the hazards of that job are (see chart).

Anything determined to be a high-risk task must have a safe operating procedure (SOP) attached to it. An SOP includes pre-operational inspections, operational hazard checks and post-operational inspections. SOPs also note required Personal Protective Equipment (PPE), potential hazards and the steps on how to complete a job. Keeping with the previous example of a herdsman needling calves, as mentioned before the hazards are; back strain injury, awkward position handling calves and

needle prick injury. The protective PPE is wearing gloves. The basic steps would be:

- 1) Identify which calves require a needle
- 2) Prepare the syringes
- 3) Needling the calves
- 4) Cleaning/discarding syringes
- 5) Documentation

These steps should be written down and given as a training to each employee who will be required to do this job. Additionally, documentation is an essential part of training. When employees take training, have them sign a sheet that details; the date, the trainer, the topic and any important details of the training and keep this record of training in their employee file.

New employees

Employee orientation is an opportunity to set the tone for the course of the employment. New employee orientation should be as much about

training the employee as it is making them comfortable on the farm. After all paperwork has been signed, before training begins, take the new employee for a walk or drive around the farm. Show them where everything is located so they can get their bearings. This will also allow the new employee to get comfortable with their surroundings and gives them an opportunity to ask questions with the person training them.

A critical step of new employee orientation is to have a list of training that you would like the employee to do before they begin working. Having a list keeps you organized and prevents you from missing a key training. It may be easiest to have a new employee training booklet. In this booklet or binder, is everything the new employee needs to read, understand and sign off on that they took the training. Having a binder helps to keep everyone organized and that way all of the documentation you need is in one place.

| Job/task | Potential hazard | Risk evaluation | | | Controls/training |
|------------------------|----------------------------------|--------------------------|----------|-------------|--------------------------|
| | | Likelihood of occurrence | Severity | Risk rating | |
| Giving calves a needle | Back strain injury | Low | Minor | Low | Back safety training |
| | Awkward position handling calves | Medium | Moderate | Medium | Proper handling training |
| | Needle prick injury | Medium | Moderate | Medium | Wear PPE (gloves) |



“ Delegation is important, but it does not relieve the owner of responsibility if employees are not adequately trained. As part of the Verified Veal Program, the operator needs to ensure that all employees are properly trained in the tasks they are responsible for, such as record-keeping, biosecurity and livestock handling, for example (HR 2.4.1). ”

After training, it is important to have the new employee do the actual task while supervised by the trainer or another senior team member. For example, when needling calves, after the new employee has completed the training, read the SOP and watched someone else do the task, then they can try. This gives the new employee an opportunity to learn on the job, which is the most effective way of learning and ensures that management can have confidence in the new employee that they can do the job properly, safely and effectively.

Existing employees

Investing in your employees through training will help to improve employee retention, safety on the farm and workplace culture.

Even the most seasoned employees can make mistakes or fall into bad habits when they are doing their job. Job task refreshers can help combat this. Schedule annual refresher trainings for all employees. Go over each job they do and get their input if they feel that there is a better or more efficient way to complete each task. When you do your annual performance appraisal,

include a section on ways that they can improve task processes. Involving the employees with this process helps to build individual and team confidence and gives employees the opportunity to take a leadership and responsibility over their job.

Using these strategies can also help you to train your employees as part of your on-farm food safety program. Employees are an essential part of the farm and farm management system. Investing in good training means you are investing in your farm for years to come. ■



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Working towards new animal care legislation in Ontario

Bruce Kelly, Program Manager
Farm & Food Care Ontario

On January 2, 2019, an Ontario Superior Court Judge ruled that it is unconstitutional for the Province of Ontario to enact legislation that permits a private charity to have policing powers without government oversight—and recommended that amendments should be made within the year. Although the government is appealing this ruling, the Ontario Society for the Prevention of Cruelty to Animals (OSPCA) announced that it would no longer enforce animal welfare legislation for farm animals after March 31, and companion animals after June 30, of 2019.

Throughout the winter of 2019, Farm and Food Care Ontario, along with the Ontario Federation of Agriculture, the Christian Farmers Federation of Ontario, Veal Farmers of Ontario, and livestock commodity groups have been meeting regularly, discussing both short and long-term solutions, including what a new animal care act should look like. These ideas were presented to the government in consultations. Livestock agriculture representatives continue to evaluate animal care and enforcement models from other provinces and states. Farms make up less

than 12% of all animal care calls in Ontario, so a new system will need to work for both farm and domestic animal issues. New legislation should include accommodations for respecting biosecurity protocols on farms, improving communications with livestock commodity organizations in farm cases, and to recognize, within the act, the difference between companion animals and those raised as farm animals. Government consultations are underway with a goal of new animal care legislation reaching the legislature this fall.

Local police are now responsible for responding to farm and livestock related calls with the Affairs (OMAFRA) serving in an advisory role. Farm organizations have offered government and police their support in the event of an on-farm concern. It is important that systems be in place to provide general assurance to the public that animal welfare concerns can be addressed by an authority when circumstances arise be they with farm or domestic animals. Keeping close relationships between local police, large animal practitioners and farm commodity groups will ensure that standard farm practices

and regulations are taken into consideration on these calls.

In May, the Solicitor General's office amended section 59/09 under the OSPCA Act to allow the Chief Inspector of the OSPCA to appoint new agents for the performance of the inspection role. However, the OSPCA opted not to participate in this amendment, in part, because the role of Chief Inspector at the OSPCA has been vacant since July. In response, the Solicitor General introduced an amending Bill 117, allowing the Solicitor General to appoint a Chief Inspector until new legislation is passed in the fall. It also gives the appointed Chief Inspector the ability to appoint persons to be inspectors for the interim period. It is unclear at this point if the inspectors would be for domestic animals only or also for farm animals.

Producers are also reminded that animal rights activists have been highly active this spring and should take extra care to thoroughly review their commodity's Code of Practice to ensure that they are following best farm practices on their operations. ■

Risk Management Program update

Minister Hardeman, in the Conservative government's first budget in April 2019, signaled not only a commitment to keep but also to review, Ontario's Risk Management Program (RMP). In the government's "Protecting what Matters Most" budget, there is commitment for "preserving Ontario's RMP by ensuring that it protects farmers in the most effective way possible. As such, the government is exploring options to expand the RMP in the future to better support producers in managing risks that are beyond their control, such as changing costs and market prices. In addition, the government will explore ways to enhance the program in

the future". Over the past few months, VFO board and staff have been engaged with our industry partners and OMAFRA staff to look at how the Livestock RMP is structured, whether it is responsive to the needs of the sector, and how to transition the program to an insurance-based model in order to provide protection when its needed most. VFO believes that the RMP must remain affordable for enrolment, responsive to the needs of the sector, and timely. Work continues on investigating options with changes expected to the 2020 program in the interim and full program changes completed for the 2021 coverage year. ■



The Commodity Loan Program (CLP) was developed in 1992 to assist farmers in financing their crop planting, cultivating, and harvesting expenses in Ontario.

This means improved access to lower cost financing, supplementing cash flow throughout the year, while paying less interest.

The Commodity Loan Program is offered through Agricultural Credit Corporation. ACC specializes in offering low cost operating loans to producers across Canada.

The expertise of ACC is built upon experience gained in offering loans, producer credit review, managing large loan accounts, meeting government loan guarantee parameters and collection of loan repayments.

Agricultural Credit Corporation

201-660 Speedvale Avenue West
Guelph, Ontario N1K 1E5

1-888-278-8807
info@agcreditcorp.ca
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Interest Rate: Bank Prime Rate

Up to 24 months for repayment

Advances based on up to 75% of the value of the agricultural product

Program Details:

HOW MUCH CAN I QUALIFY FOR?

Under the Commodity Loan Program, you can access cash advances of up to 75% of the market price of your crop production each year to cover your crop planting, cultivating, and harvesting expenses.

Advance amounts are based on your anticipated production within the current production period. Advances are available for:

- Grains and oilseeds (i.e. corn, soybeans, wheat)
- Apples
- Processing Vegetables (i.e. tomatoes, cucumbers, sugar beets)
- Tobacco (black, burley, air-cured)
- Check our website for other products

WHEN CAN I ACCESS THE FUNDS?

Generally funding is available beginning in November of each year and dependent on what you are producing in the current year.

WHEN DO I REPAY THE FUNDS?

Repayments are made as the current crop is sold, with a final repayment deadline of September 30 of the following year

WHAT CAN I USE THE FUNDS FOR?

There are no restrictions on how you use the funds under the Commodity Loan program. You use the funds as you feel appropriate for your operation.

WHAT DO I NEED TO QUALIFY?

- Canadian citizens
- Must be age of majority
- Majority owned Canadian Corporations
- Be producing and marketing the agricultural products for which you are applying.

HOW CAN I APPLY?

Just call us and we will do the application over the telephone with you at:

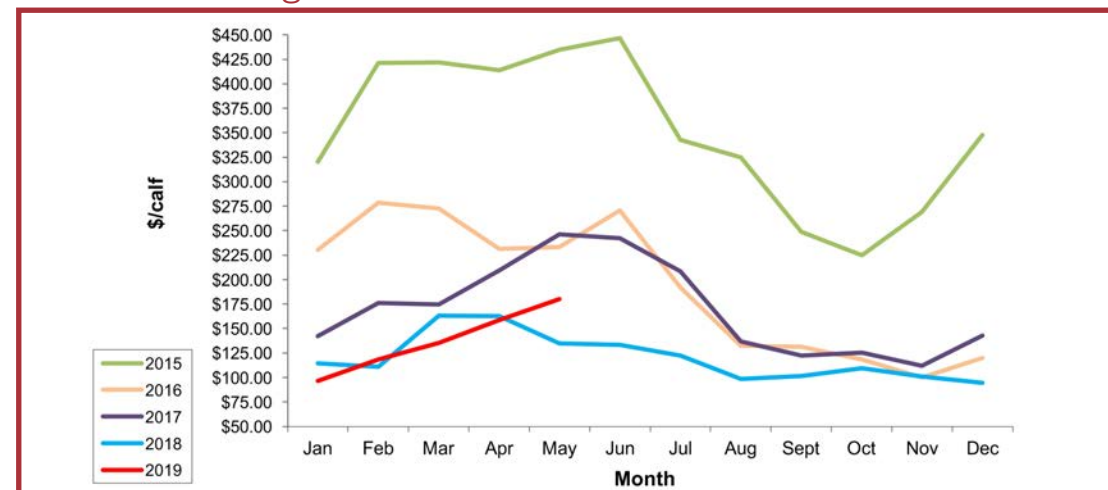
1-888-278-8807



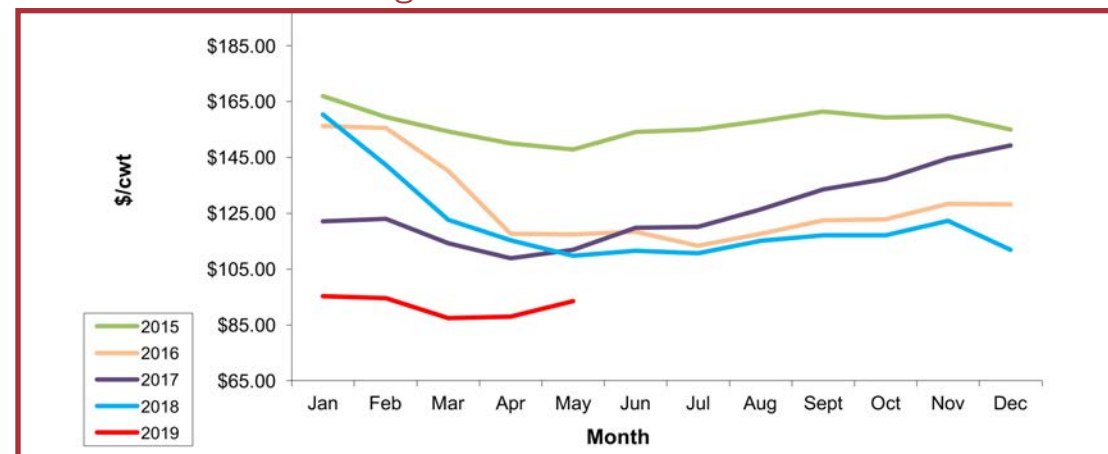
Veal Market Information

Veal market data is collected electronically from Ontario sales barns.

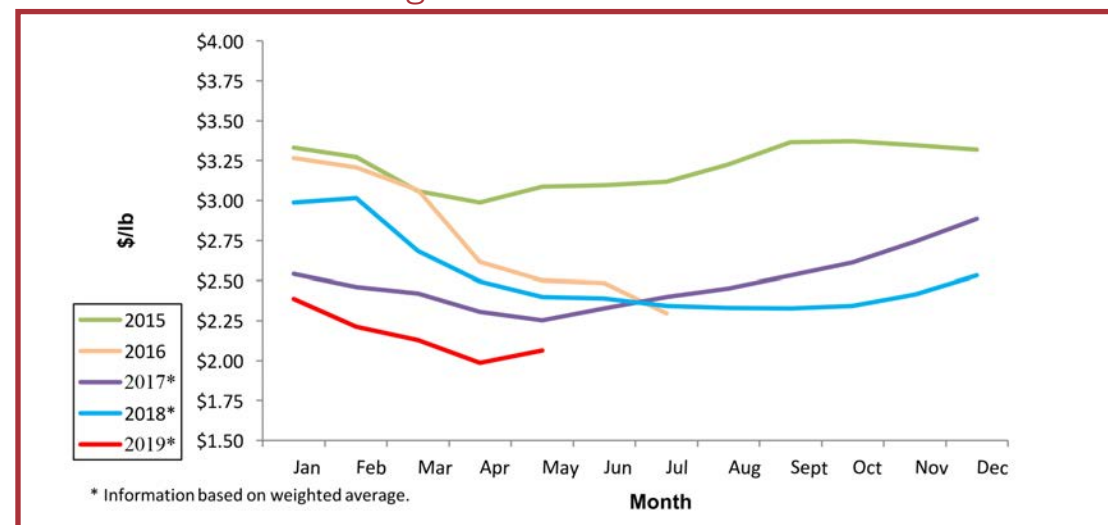
Bob Calf Pricing



Sale Barn Veal Pricing



Rail Grade Veal Pricing



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Licenced dealers

As a veal (bob calves and finished veal cattle) producer, you should be dealing with licenced dealers who are remitting check-off on behalf of the farmers they are collecting from.

If you are selling bob calves from your dairy farm, the \$4.00 check-off is to be collected by the person purchasing those calves. If you sell your calves to a sales barn, the check-off is remitted on your behalf. It is always good to check with the Veal Farmers of Ontario (VFO) office to ensure we have your updated contact information, including your e-mail address, to remain current with timely information.

If you are dealing with an unlicenced dealer you are not protected under the Ontario Beef Cattle Financial Protection Program. You could be in jeopardy of losing the money from the sale, especially if you received a cheque for payment. If it is unclear if the dealer is licenced, ask to see the licence or check the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) website at omafra.gov.on.ca/english/food/inspection/fpu/fpu_lists.htm or call the VFO office.

Licence fee reminders

In order to assist those who have not yet remitted their bob calf purchases from private treaty or dealer sales, the VFO has a **Monthly Licence Fee Remittance Worksheet** available to assist in calculating remittances from January 1, 2019 to December 31, 2019.

Please take the time to fill this worksheet out if you are not currently remitting on a regular basis. As a reminder, *Regulation 58/15 (i)* requires any person who receives veal cattle to deduct from the money payable for the veal cattle any licence fees payable to the local board by the person from whom the veal cattle is received and to forward the licence fees to the local board. ("Bob calves" are considered veal cattle.)

If you have not already sent in your Form 1 identifying yourself as a veal producer, please do so. They can be e-mailed, faxed or sent by regular mail to the office.

If you require additional copies of the **Monthly Licence Fee Remittance Worksheet, Form 1** or **Form 5**, please contact the office.

Ontario Beef Cattle Financial Protection Program

Effective January 1, 2019, Agricornp became the new Delivery Agent of the Ontario Beef Cattle Financial Protection Program and Administrator for the Livestock Financial Protection Board. All communication, including but not limited to: Late Payment Reports, Claims to the Fund and Licencing inquiries, must be directed to Agricornp. Visit agricorp.com or phone 1-888-247-4999 for more information.

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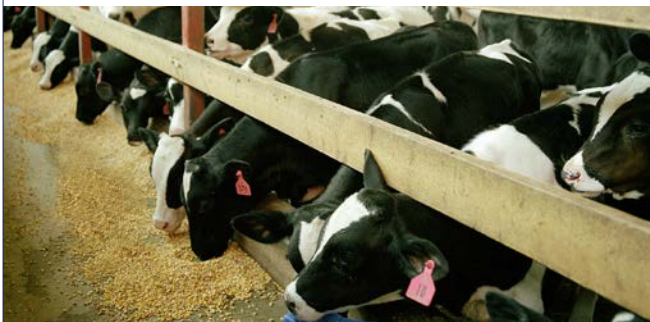
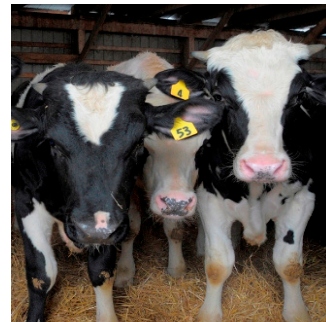
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