

We Invite You to...
The 73rd Annual
Provincial Winter Fair
4-H & Open
Beef & Lamb Sale

Monday, September 26, 2011

Time: 9 AM

Buyer's Breakfast: 7:30 AM,

Sponsored by The Royal Bank

73rd Annual Provincial Winter Fair
"New Beginnings"

September 22-26, 2011

Location: North Thompson Fall Fair Grounds
Barriere BC



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What is Provincial Winter Fair?

At the 73rd Annual Provincial Winter Fair, you will find all the exhibits displayed by the Beef, Sheep, Horse, and Rabbit Divisions both interesting and educational, as well as various agricultural displays and the coveted Top Hand Ranch Competition will entertain the masses!

To all past and future buyers, we encourage you to have a good look at the sale animals, come to the Buyers Breakfast at 7:30 a.m. on Monday morning and then be ready at 9:00 a.m. to wave your hand at the 4-H Beef and Lamb Sale.

Our 2011 Fair aims to both educate and entertain the public about the diverse nature of local Agriculture and its importance to the Kamloops and District economy.

President: David Arduini

Vice President: Dana Levere



www.provincialwinterfair.com

What is the 4-H Program all about?

The 4-H program provides young people with an opportunity to learn how to become productive, self-assured adults who can make their community and country a good place in which to live. This is fostered through project and program work, experiences with their 4-H club members and leaders and their participation in district, regional and even provincial programs.

The goal of the 4-H program is youth development. The objectives of 4-H clubs are knowledge, leadership, citizenship and personal development.

4-H is an organization dedicated to young people. The purpose of the 4-H program is to prepare girls and boys for their future as adult citizens. 4-H stands for head, heart, hands and health. The 4-H pledge describes the significance of the four H's:

I pledge:

- **My HEAD to clearer thinking,**
- **My HEART to greater loyalty,**
- **My HANDS to larger service,**
- **My HEALTH to better living,**

For my Club, my Community and My Country.

"LEARN TO DO BY DOING"



www.bc4h.bc.ca

Sale Overview

- The sale begins at 9 AM
- LAMB AND BEEF PROJECTS ARE SOLD ALTERNATELY
- Beef projects are sold by the pound (ie: \$1.45 per pound for a 1295 lb steer= \$ 1877.75)
- Lamb Projects are sold by the dollar (\$ 275 --not dependent on weight)

The Order of Sale to be is as follows:

BEEF SALE

Grand and Reserve Champion Steer, Champion 4-H and Champion Open Single, Reserve Champion 4-H and Reserve Champion Open Single; Grand and Reserve Champion Carcass, Champion 4-H and Champion Open Single Carcass, Reserve Champion 4-H and Open Single Carcass, followed by 4-H Steer Entries, sold in order of class placing, followed by Open Single Steer entries, sold in order of placing. All other carcasses will be sold throughout the sale in blocks by order of placing. Any Female Projects and their progeny registered for sale.

LAMB SALE - ALL LAMBS TO BE SOLD BY THE DOLLAR

Grand and Reserve Champion Lamb, Champion 4-H Lamb, Champion Pre-Club Lamb, Champion Open Single Lamb, Reserve Champion 4-H Lamb, Reserve Champion Pre-Club Lamb, Reserve Champion Open Single Lamb; Grand Champion and Reserve Champion Lamb Carcass, Champion 4-H Lamb Carcass, Champion Open Single Lamb Carcass, Reserve Champion 4-H Lamb Carcass, Reserve Champion Open Single Lamb Carcass followed by 4-H Lambs in order of class placing, Pre-Club Lambs in order of class placing, Open Single Lambs in of class placing, and Groups of Three Lambs in order of class placing. All other carcasses will be sold throughout the sale in blocks. Any Female Projects and their progeny registered for sale.

Buyer's Fact Sheet

When you buy a 4-H Steer or Lamb, you are buying the finest quality meat possible. The utmost care and attention has been given to these 4-H projects by the 4-H members themselves. Anything backed by the 4-H name today can only be described "AS NEAR TO PERFECT" as you, the consumer, can get. The modern 4-H animals are grain fed and meet today's modern demands: the animals should be long, well muscled and trimmed to maximize meat yield with a minimum of waste. The average dressing percent of the animal is 55%. The percentage may vary with each animal. An example would be a steer of 1000 lbs. with a dressed percent of 55% would yield you 550 lbs. of meat.

THE SALE

The **Royal Bank** is hosting a "**BUYER'S BREAKFAST**" on Monday, September 26, 2011 at 7:30 a.m. The sale of the Market Beef and Lamb are to follow at 9:00 a.m.

STEPS IN BUYING A LAMB OR BEEF ANIMAL

1. Tour through the barns on or before sale day to check out the beef and lamb projects
2. If you have a budget or a limited amount of funds to spend, come to the sale with the maximum dollar price (or price per pound) in mind that you are willing to spend so you know what you can buy
3. On sale day, attain the sale sheet with the sale order and placings (sample shown below) and tour through the barns to see the animals first hand
4. If you don't know how to bid at an auction, the bid spotters in the ring are great resources- just let them know your maximum price and they can bid up for you
5. After the buyer successfully bids on the animal, a 4-H member runner will come find you to sign the auction slip (the buyer keeps the white top copy)
6. The Buyer then goes up to the PWF Sale Office with the white copy and settles the purchase with payment
7. The Buyer then decides which processing plant to ship the animal for slaughter (some processing plants require "reservations" to hold a spot in advance for your animal because some have a maximum capacity- a list of the plants are included in this package)
8. **Note: Leave contact information on the shipping form so the processing plant can contact you**
9. PWF looks after the transportation for your animal(s) or the buyer can self-haul their own projects as well
10. The buyer then waits for their animal to get processed and the slaughter house will contact you when your meat is ready for pick-up

Sample PWF Sale Sheet Order:

<u>LOT #</u>	<u>4-H/ OPEN</u>	<u>CLASS</u>	<u>PLC</u>	<u>WGT</u>	<u>CONTRIBUTOR</u>	<u>CLUB/ADDRESS</u>
<u>GRAND CHAMPION OVERALL & CHAMPION OPEN SINGLE STEER</u>						
1028	Open	11	1	1359		Mission
<u>RESERVE GRAND CHAMPION OVERALL & RESERVE OPEN SINGLE STEER</u>						
1034	Open	11	2	1357		Kamloops
<u>CHAMPION 4-H STEER</u>						
2039	4-H	23	1	1482		Clinton Beef
<u>RESERVE CHAMPION 4-H STEER</u>						
2087	4-H	18	1	1267		Yellowhead
<u>GRAND CHAMPION & CHAMPION OPEN SINGLE LAMB</u>						
419	Open	19	1	120		Knutsford BC
<u>RESERVE CHAMPION & CHAMPION 4-H LAMB</u>						
550	4-H	10	1	120		Yale County
<u>CHAMPION PRE CLUB LAMB</u>						
328	Pre	14	1	110		Knutsford BC
<u>RESERVE CHAMPION 4-H LAMB</u>						
532	4-H	8	1	100		Double 'L'
<u>RESERVE CHAMPION PRE CLUB LAMB</u>						
310	Pre	13	1	86		Kamloops BC
<u>RESERVE CHAMPION OPEN SINGLE LAMB</u>						
411	Open	16	1	98		Kamloops BC
<u>LOT #</u>	<u>4-H/ OPEN</u>	<u>CLASS</u>	<u>PLC</u>	<u>WGT</u>	<u>CONTRIBUTOR</u>	<u>CLUB/ADDRESS</u>
2069	4-H	12	1	1124		South Thompson
2023	4-H	13	1	1138		Clinton Beef
2036	4-H	14	1	1196		Clinton Beef
2011	4-H	15	1	1204		Boundry C
2058	4-H	16	1	1244		Pritchard
529	4-H	6	1	84		Double 'L'
543	4-H	7	1	98		Pritchard
531	4-H	9	1	112		Double 'L'
557	4-H	11	1	130		Yellowhead
566	4-H	12	1	148		Ashcroft

Sample of Purchase Voucher that requires Buyer's signature:

KAMLOOPS EXHIBITION ASSOCIATION				SALES PURCHASE VOUCHER	
OWNER: SMITH, JOHN				BUYER: ½ To:XXX CONSTRUCTION LTD. Kamloops, BC	
CLUB: KAMLOOPS SOUTH				½ To: XXX Ranches, Barriere BC	
	CLASS	PLACINGS	BRAND	SIGNATURE: <i>John Doe</i>	
	11	1	-C-		
No. Of Animals	LOT NO:	WEIGHT	NET	PRICE	TOTAL PRICE
1	2038	1329 lbs.		\$2.35/lb	\$3123.15

GETTING THE MEAT TO YOUR FREEZER

Transportation of your live animal to the plant can be arranged at the PWF office. Various packing houses are available to handle your purchase and prepare it for your freezer. There will be a charge for slaughtering, cutting and wrapping. Price list information may be available at the PWF office. Also, don't forget to indicate to the packing house whether you would like the kidney, heart, liver and oxtail.

SUPPORTING THE SALE EVEN IF YOU DON'T NEED A STEER OR LAMB

Packing plants will process your animals and give you the current carcass price determined by grade. You can arrange through the PWF office to have your purchase RAIL GRADED to a packing unit.

NEVER ATTENDED AN AUCTION?

Have you ever had reservations about sitting at an Auction? Your troubles are over. We have a wide assortment of people who will do the bidding for you. Just specify a maximum price and we will try to purchase a quality animal on your behalf and within your price range.

CAN'T EAT A WHOLE BEEF OR LAMB YOURSELF?

Ask a neighbor to go halves on an animal with you. Employers often give a turkey as a Christmas bonus to employees. Why not consider Beef or Lamb? Package up some steak, a roast, a few pounds of hamburger or lamb chops and give that instead. Some companies have a big barbecue or a "Meat Draw" – just to suggest a few. Grade "A" animals today are leaner than ever to appeal to fitness oriented people.

SETTLEMENT OF PURCHASES

NOTE: In the following clauses, "purchaser" or "buyer" means the person who bids for the animal at auction, unless he or she, while acting as agent, so signifies when signing the sales slip.

All purchases must be settled before animals leave the KXA grounds. If any purchaser fails to settle for their purchase, the Committee reserves full power to resell the animal to their best advantage, either publicly or privately. Any loss arising from such resale, together with keep and other expenses, will be collected from the defaulter.

Immediately after each purchase is declared, **the risk of the animal lies exclusively with the purchaser** and it is declared that until settlement shall be made in the terms of these conditions, the delivery of the animal shall be suspended.

The secretary of the Provincial Winter Fair shall have the power to give receipt in full for all payment of stock and will remit the amount realized, less the proper charges, for each animal, to the seller thereof within 30 days after the date of sale.

No animals may be removed from the premises without an authorized release slip from the office. This release must be presented to the shipping committee.

The committee, acting only as a medium between buyer and seller, will not be responsible for any loss of stock following the sale occurring from any cause whatsoever.**

****Intermediary Holding:** In order to reduce stress on the market animals - livestock may be held at an intermediary holding area (ranch) until the slaughter house can handle the number of animals - therefore the livestock are under the liability of Provincial Winter Fair until they go to slaughter if they are held at a holding location- once they are delivered to the slaughterhouse - the buyers then become liable

Bids will not be accepted from buyers owing a debt to the Provincial Winter Fair.

PROVINCIAL WINTER FAIR COMMITTEE AND THE KXA
WILL NOT BE RESPONSIBLE FOR ANY PRIVATE TRANSACTIONS THAT ARE NOT
PROCESSED THROUGH THE PWF or KXA OFFICE

Rail Grade Procedure

Rail grading is offered by the Provincial Winter Fair for the convenience of those people who wish to support the 4-H sale, but do not want to keep the meat from the animal. Rail Grade animals are paid for by the slaughterhouse on a dressed weight basis, after the animal is slaughtered. The government graders grade the carcass and the carcass is priced accordingly to the grade in relation to the posted price. The posted price is usually adjusted on a weekly basis, depending on the current market for beef.

At the 4-H Sale, the procedure is as follows:

- a) The customer buys the steer or lamb themselves, or the PWF will arrange to have a buyer purchase the animal on your behalf.
- b) The customer notifies the bidders at the sale ring that they wish to rail grade the animal and this is noted on the shipping documents. The customer must sign the shipping instructions verifying their intentions to have the animal rail graded. At this time, the customer must also pay for the animal, in full, to PWF.
- c) The PWF arranges the shipping of the animal to the appropriate slaughterhouse. This is XL Beef in Calgary or a local processing plant (depending on quantities) for the steers and Pitt Meadows for the lambs. The animals are removed from the PWF Grounds shortly after the completion of the sale, and if there are an adequate number of animals to be rail graded, they are trucked directly to Calgary/Kamloops or Pitt Meadows that night. If there is not an economical load, the animals are taken to BC Livestock and put on feed and water for a short time while the trucking company arranges for additional cattle to make up the load.
- d) The animals are delivered to the slaughterhouse along with the shipping documents from PWF. The slaughterhouse identifies the animal from the ear tag prior to slaughter. After slaughter, the carcass is weighed and graded by a government grader. The price paid by the plant is set depending on the grade of the carcass and is paid on the dressed weight, not on the live weight of the animal.
- e) The slaughterhouse pays the funds to the PWF, after deducting a prorated shipping fee for the transportation of the animal from Kamloops. PWF will then issue the cheques to the buyers. These cheques are generally processed within a 2-3 weeks following the sale.
- f) Depending on the amount paid for the animal on a live basis, the amount received from the slaughterhouse may or may not cover the expense of purchasing the live animal. **PWF does not have control over the price paid by the slaughterhouse, nor the grade of the animal at the plant, and does not have responsibility to the customer beyond arranging for the appropriate slaughterhouse to purchase the animal and arranging for the most economical transportation from the PWF Fairgrounds to the slaughterhouse.**

- g) If you rail grade, you do have the option of donating the proceeds of the rail grade back to a charity, club or association of your choice (i.e. BC Cancer Society in memory of_____.)**
- h) For Example: BEEF –Dressed Carcass Weight: 735.4 lbs—AAA (Marbling) @\$1.35/lb (Market Price per pound)= \$992.79 will be give back to the buyer**
- i) For Example: LAMB – Dressed Carcass Weight: 69.2 lbs @ \$2.35/lb (Market Price Per pound) = \$162.62 will be given back to the buyer**
- j) The market prices fluctuate daily- on sale day the Rail Grade Prices will be announced prior to the sale and in the PWF office as well**

PWF Processing Plants

Rainer Custom Cutting- Butcher Ben Rainer

Provincially Inspected

#2- 7529 Yellowhead S. Hwy 5, Darfield BC, V0E 1R0

Phone #: 250-672-9629 or Fax: 250-672-9517

Services: Slaughter, Cutting, Wrapping, Curing & Sausage,
Jerky, Pepperoni

www.rainercustomcutting.com

Farm Gate Meats- Butcher/Owner: Steve & Sherry Brunner

4100 Dixon Creek Rd., (Turn Right off of Yellowhead HWY 5 onto
Agate Bay Road East then Left onto Dixon Creek Rd), Barriere BC

Phone: 250-672-2022, Cell: 250-318-2540, or

Fax: 250-672-2082

Services: Custom Cutting, Hanging, Wrapping & Sausage

Findlay Meats Ltd. -(Rob & Lia Morrison)

100 Mile House, BC

Phone: 250-395-2578

- Customers must pick up own orders.

Services: Custom Cutting, Hanging, Wrapping, Specialty Sausages

Kam Lake View Meats. - (Ron Keely Jr)

6453 Buckhorn Road, Kamloops BC, V1S 2A1, Phone: 250-828-1015

Services: Custom Cutting, Hanging, Wrapping, Specialty Sausages

RAILGRADE LAMB

Pitt Meadows Meats, 18315 Ford Road, Pitt Meadows, BC V3Y 1Z1, Phone: 1-604-465-4752

What are Carcass Animals??

The Provincial Winter Fair's sale offers beef and lamb projects that have already been slaughtered and graded so the buyer knows what quality and approximately the amount of meat that they will be receiving.

Beef Carcasses weigh approximately 600-750lbs and come in 2 halves. Beef Carcasses are a great way for people to split the meat by halves or quarters.

Beef carcasses are graded or judged on a variety of factors. The grade of the meat is mostly dependant upon the **marbling** of the meat- the amount of fat traces (streaks) found in the rib-eye

Below is the chart of the Canadian Beef Grading Agency's Beef Grades:

CANADIAN BEEF QUALITY GRADES
(Canadian Beef Grading Agency, 2005)

<u>Grade</u>	<u>Maturity (Age)</u>	<u>Muscling</u>	<u>Rib Eye Muscle</u>	<u>Marbling</u>	<u>Fat Colour and Texture</u>	<u>Fat Measure</u>
CANADA PRIME	Youthful	Good to excellent with some deficiencies	Firm, bright red	Slightly abundant	Firm, white or amber	7-8 mm
CANADA A, AA, AAA	Youthful	Good to excellent with some deficiencies	Firm, bright red	A- trace AA - slight AAA - small	Firm, white or amber	7-8 mm
B1	Youthful	Good to excellent with some deficiencies	Firm, bright red	No requirement	Firm, white or amber	Less than 2 mm
B2	Youthful	Deficient to excellent	Bright red	No requirement	Yellow	No requirement
B3	Youthful	Deficient to good	Bright red	No requirement	White or amber	No requirement
B4	Youthful	Deficient to excellent	Dark red	No requirement	No requirement	No requirement

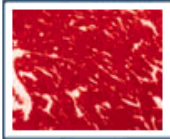
MARBLING

Marbling is the flecks of intramuscular fat distributed in the muscle tissue. The extent or degree of marbling is the primary determinant of the quality grade. To assess marbling, one looks at the rib eye between the 12th & 13th ribs (Utah State University, 2005).

The assessment of marbling is based on the average amount, size and distribution of fat particles or deposits in the rib eye. Meat marbling affects the eating quality of beef for juiciness, flavour, and tenderness (Canadian Beef Grading Agency, 2005). The quality grades Canada "A" grades differ by amount of marbling in the meat, an assessment done by the Canadian Beef Grading Agency.

Canadian beef carcass quality grading utilizes four levels of marbling: TRACE, SLIGHT, SMALL, and SLIGHTLY ABUNDANT:

Prime - Slightly Abundant
AAA—Small
AA - Slight
A - Trace



MUST HAVE SLIGHTLY ABUNDANT MARBLING OR HIGHER.



MUST HAVE SMALL MARBLING OR HIGHER.



MUST HAVE AT LEAST SLIGHT MARBLING BUT LESS THAN SMALL.



MUST HAVE AT LEAST TRACE MARBLING BUT LESS THAN SLIGHT.

Source: Beef Information Centre, (2006)

<http://www.beefinfo.org/marbling.cfm>

How Do I Know What Cuts I Want?

Below is a Chart of Beef Wholesale Cuts

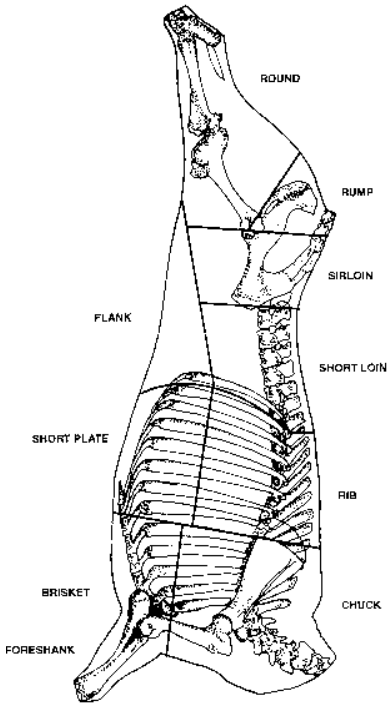
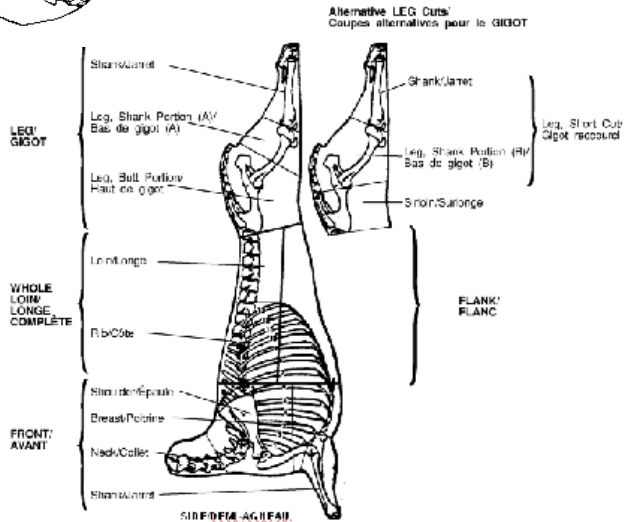


Diagram of Lamb Meat Cuts



Canadian Food
Inspection
Agency- Meat
Cuts Manual
<http://www.inspection.gc.ca/english/fssa/labeti/mcmancy>

We hope that this helps you understand how our sale operates and the different options available to you.

We hope you can make it to the 73rd Annual Provincial Winter Fair—"New Beginnings" at the North Thompson Fall Fair Grounds September 22 - 26, 2011.

The Beef and Lamb sale begins at 9 AM on Monday September 26, 2011, with The Royal Bank's Buyer's Breakfast commencing at 7:30 AM.

If you have any questions, please don't hesitate to contact the Provincial Winter Fair:

PO Box 3282
Kamloops BC, V2C 6B8
Phone #: 250-574-1898
Email: pwfsecretary@gmail.com

www.provincialwinterfair.com