

Advantages

- ◆ Producers will know the feeder & market lamb and slaughter sheep weight price prior to shipping animals.
- ◆ SSDB is a bonded licensed dealer.
- ◆ Producers have exposure to many buyers which increases the competitive marketing environment.
- ◆ Producers have regular shipping opportunities.

When shipping to any market:

- ◆ Prevent ewe lambs from being bred, bred ewe lambs are difficult to manage for feedlot operators.
- ◆ Castrate ram lambs unless you are shipping direct to slaughter/niche market. Feeder ram lambs are difficult to manage in feedlot operations.
- ◆ Prevent cull ewes from being bred.
- ◆ Dock tails as you may be discounted and it potentially can lead to animal health issues and plant contamination.
- ◆ The office must be notified of **any** changes to the committed number of sheep/lambs to be delivered to the assembly point.

For more information, please contact the office at:

Saskatchewan

Sheep Development Board

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Saskatchewan Sheep Development Board

Marketing Fact Sheet

The Saskatchewan Sheep Development Board provides a marketing option and helps to establish prices to assist producers achieve their goals.

Marketing Procedure

1. The producer calls the SSDB office and provides the following information:

- ◆ Number and type of animal
- ◆ Approximate weight or weight range of animal(s).
- ◆ Breed of animal
- ◆ If male lambs are castrated.
- ◆ If slaughter sheep are sheared.

2. When the SSDB office has 400 or more sheep a bid sheet is sent to the buyers.

The buyers are generally given 48 hours to respond. The successful buyer is contacted as soon as the bidding closes.

3. Arrangements are made with the buyer for trucking and assembly. A truck is normally sent to the assembly point if there is a minimum number of 100 head.

4. Producers are then contacted and asked to bring their animals to the assembly point within a specific time frame. The animals are weighed and weight is recorded on the manifest.

5. Producers are required to put a

unique identifying mark on their animals for ease of identification.

6. The truck picks up the animals and the load information is sent to the buyer. The buyer then forwards payment to the office and a cheque is issued to the producer. This process usually takes one to two weeks depending on mail services and producer location.

7. The main assembly points are located at Dysart, Maple Creek, Meadow Lake, Saskatoon, Swift Current, Tisdale, Weyburn, and Yorkton.

We are always looking for and using other points for assembly if there is enough demand.

8. The price quoted by the buyer is based on good quality animals, buyer may discount poor quality animals.

9. **Animals must be tagged with approved CSIP tag.**

Recommended DO's

- ◆ **Know the estimated weight** of the animals being delivered.

- ◆ **Sort or mark your lambs** and if possible separate them on the trailer, according to their weight categories. This helps with the movement of your animals once you get to the assembly point.

- ◆ **Castrate and dock your lambs**, uncastrated lambs or lambs not tail docked may be discounted.

- ◆ **Shear slaughter sheep** and old crop lambs. This makes it more comfortable for the animal, looks better to the buyer and we can get more animals on the load.

- ◆ **Ship all OLD CROP lambs** before adult teeth emerge, once the teeth come in these animals are classified as culls and hence will receive cull price.

- ◆ **Send a completed livestock manifest** with the animals. Indicate the number, type and identifying mark.

- ◆ **Feed and water your animals lightly** before leaving home.

- ◆ Unexpected events may change your plans for marketing your animals, please contact the SSDB office ASAP to advise. Our expectation is that producers will maintain their commitment to the SSDB and other producers in the Province.

DON'Ts

- ◆ **Send any animals that are sick, lame or emaciated** or you will be asked to take them home.

- ◆ **Try to sell old crop lambs as new crop**, their teeth are checked at the assembly point.

- ◆ **Bring extra lambs without calling** ahead to the SSDB office. Usually the load is filled to capacity.

- ◆ **Wait until your lambs are ready** to market before you phone. We do not send out bids unless we have enough animals to ship, or the next shipment date may not be convenient for you.

- ◆ **Use products to mark sheep** if the product is not recommended for this purpose.