

Peace Country Sheep Sale
c/o Nancy Peterson
Box 143
Farmington, BC VOC 1NO
November 12, 2001

Peace River Agriculture Development Fund
P.O. Box 6641
Fort St. John, BC V1J 4J1

Gentlemen:

The 8th Annual Peace Country Sheep Sale was held September 18, 2001 with 4469 head on offer including a few guardian and handling dogs and 3 guardian llamas. It was our 2nd largest sale.

Sheep producers had been watching lamb prices in Canada drop dramatically since spring due to a very large backlog of lambs in the US which had cut export, plus a substantial increase in Canadian sheep production compared to a couple of years ago. By sale time, Canadian lamb prices were 30% below those of a year ago. Thankfully, producers were informed and prepared for lower prices, and we still had a good sale. Lambs were good quality, and we presented them to the best of our ability--settled in pens with hay and water. Our prices were 30% below those of last year, but we still averaged a few cents higher than the Edmonton sale two days after ours. This is encouraging because we could expect to get several cents less than Edmonton due to freight; but were still able to draw the buyers. They like this sale.

This was probably the smoothest running sale we've ever had. Our volunteers have worked together long enough that everyone has settled into his job and trains any newcomers into our system. The lamb proofing panels are wonderful, and I don't believe there was one escape this year. There was one new buyer this year that commented that he had never seen such a smooth running sheep sale. Roy Leitch, the largest lamb buyer in Canada from Manitoba, said there was nothing wrong with a sale when he could buy over 2000 head and have all of his lambs on trucks and headed home before dark the same day.

We are still getting attention from the industry. The owner and publisher of Sheep Canada magazine was again at the sale from Olds, Alberta and also two representatives of the Saskatchewan Sheep Development Board who drove here from Saskatoon to see how we run the sale. Canadian Co-Operative Woolgrowers came from Lethbridge with sheep supplies for local producers to buy. Fairview College brought a number of students to observe.

We did have to make a capital investment of 40 large rubber water tubs this year. About half of the pens in the auction mart do not have water in them, and we have started taking some sheep in on Sunday afternoon to make the Monday "take in" day better. We needed more than odds and ends of water buckets to keep sheep watered properly. Dawson Co-Op gave us a good price on rubber tubs which should last well, and we are keeping them in storage between sales.

We appreciate the help you have given us with our sale. The importance of good lamb penning material was proven this year when the Williams Lake sheep sale was canceled because they have not been able to keep sheep contained and controlled in previous years.

A financial statement is enclosed for your review. If all meets with your approval, could you please remit the final 10% holdback (\$497.60) of our allocated funds to the Peace Country Sheep Sale; c/o Nancy Peterson; Box 143; Farmington, BC VOC 1NO.

With thanks,

A handwritten signature in blue ink that reads "Nancy Peterson". The signature is written in a cursive, flowing style.

Nancy Peterson, Chairperson
Peace Country Sheep Sale

Peace Country Sheep Sale - 2001

INCOME

Sales Fees		\$8,335.05	
Competition Pen Entry Fees		425.00	
Grant from PRAD (including holdback)		<u>4,967.60</u>	
			\$13,727.65

EXPENSES

Facility and Set Up:

Rental of Auction Mart for Sale (Auctioneer fees deducted directly from contributors--not run through sheep sale account)	\$2,000.00	
Hay and Straw	\$1,181.00	
Wire & Cable ties for pen set up	<u>\$ 64.93</u>	
		\$ 3,245.93

Advertising and Administration:

Ad in Shepherd's Journal Magazine	\$ 345.61	
Ad in Northern Horizon	\$ 228.71	
Ad in Sheep Canada Magazine	\$ 374.50	
Share booth at Peace Classic Farm Show	\$ 50.00	
Paper supplies & photocopy of letters & posters	\$ 135.01	
Postage	\$ 154.78	
Telephone	\$ 81.65	
Clerical & Pen marking supplies	\$ 93.08	
Purebred sale photocopy, postage, telephone	\$ 168.96	
Vet inspection of purebred animals	\$ 160.50	
Paint brand set	\$ 20.00	
Door Prize	\$ 65.00	
Two Way Radio Rental	\$ 30.00	
Liability & Panel Insurance	\$ 125.62	
Meeting Hall Rentals & refreshments	\$ 144.60	
Gifts & plaques for 2 retiring members	\$ 112.65	
Honorarium to chairperson	<u>\$1,200.00</u>	
		\$3,490.67

Competition Pen Prizes		\$1,239.49
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Panel Construction & Water Tub Purchase

40 rubber water tubs	\$ 903.80	
Wire panels to be fabricated to fit pens	\$3,905.50	
Snaps, chains, building supplies	\$ 384.00	
Paid labor to fabricate panels	\$ 400.00	
OSB board	<u>\$ 10.00</u>	
		\$5,603.30

Total Expenses			<u>\$13,579.39</u>
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Net Profit on Sale			\$ 148.26
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THE ROADS TO MARKET LEAD TO THE

8TH ANNUAL

**PEACE COUNTRY
SHEEP SALE**



SEPTEMBER 18, 2001 (TUESDAY)

10:00 A.M. (B.C. TIME)

**Location: Peace Country Livestock Auction Mart
Dawson Creek, B.C.**

On Offer: 4-H Lambs

Feeder Lambs, Fat Lambs, Ewe Lambs

Commercial Breeding Stock

Registered Breeding Stock

Cull Ewes and Rams

Sheep Guard Dogs and Handling Dogs

Sheep Equipment

Guardian Llamas (If Available)

Again Featuring: Competition Pens of Five Breeding Ewes

Competition Pens of Five Breeding Ewe Lambs

Before sale each category of competition pens will be judged for cash prizes

FOR FURTHER SALE INFORMATION, PLEASE PHONE THE FOLLOWING:

NANCY PETERSON (250) 789-3135 (COMMERCIAL SALE, GENERAL INFORMATION)

RACHEL FELL (250) 787-7708 OR FAX (250) 785-9213 (REGISTERED SALE)

ANNA HOFFMAN (250) 827-3257 (COMPETITION PENS)

Registered stock consignment deadline: September 1, 2001

Commercial stock and competition consignment deadline: September 10, 2001

**Sale jointly sponsored by: Dawson Creek Sheep Breeders Association
& North Peace Sheep Producers**

Assistance from Peace River Agriculture Development Fund

**TERMS OF SALE: ALL SALES FINAL. ALL PURCHASES PAID FOR DAY OF SALE. NO EXCEPTIONS.
CASH, CERTIFIED CHEQUE OR LETTER FROM BANK GUARANTEEING PAYMENT.**

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Guardian Llamas (If Available)

Again featuring: Competition pens of five breeding Ewes
Competition pens of five breeding
Ewe lambs

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For further sale information, please phone the following:
Nancy Peterson (250) 789-3155 (commercial sale, general information)
Rachel Fell (250) 787-7708 or fax (250) 785-9215 (registered sale)
Anna Hoffman (250) 827-3257 (competition pens)

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September 1, 2001

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