

# AUCTION BUYER'S GUIDE





CIRCLE CREEK RANCH, HWY 5A, KAMLOOPS BC

\*BEEF - SHEEP - PHOTOGRAPHY - POULTRY\*





9:30AM PARADE OF CHAMPIONS ~ 10:00AM LIVE AUCTION WWW.PROVINCIALWINTERFAIR.COM



## GREETINGS FROM THE GROUNDS

It is that time of year again - the leaves are changing, the mornings are cooling off, which must mean it is time for the 85th annual Provincial Winter Fair (PWF) in Kamloops.

We are fortunate to host our fair on the traditional lands of the Tk'emlúps te Secwépemc people at the Circle Creek Ranch & Equestrian Center in Kamloops BC.

Our year-end fair is always exciting as it marks the culmination of a year of hard work for all of our 4-H members with support of their families. This year, we will have exhibits displayed from Friday morning to Sunday evening including: beef, sheep, photography, poultry, and horse.

Please join us Sept 22nd—25th to support all of our 4-H & Open members who compete throughout the weekend for ribbons, prize money, banners and the coveted belt buckles.

The locally raised animals and photography projects will be available for purchase on Monday September 25th at 10:00 am. Please join us and bid on some great 4-projects to hang on the wall or fill your freezer. Parade of Champions begins at 9:30am.

This year we are celebrating with the return of our 3rd Annual Grapes & Grill Local Beef, Sheep and Wine Pairing Event held on Saturday, September 23rd from 11:30am—4pm. And the fair is welcoming the renowned and highly entertaining dog agility show "SuperDogs" as seen at the PNE, Calgary Stampede and beyond! There will be 3 shows daily!

I would like to take a moment to recognize our sponsors and volunteers who generously donate funds, equipment, fuel, and time to help make our fair enjoyable and exciting for our members and quests.

The Provincial Winter Fair is part of the Buy BC Fair community, which celebrates nutritious meals grown from our very own backyard, while supporting local farmers and producers, communities and the environment at the same time.

We are excited to have the public back on the fairgrounds learning about the 4-H program, our members and their projects as well as our contributions to local agriculture.

Good Luck to everyone competing and we hope to see a supportive crowd at the 85th Annual Provincial Winter Fair!

**Dána Levere** Chairperson, Provincial Winter Fair Committee

## KAMLOOPS EXHIBITION ASSOCIATION 85th ANNUAL PROVINCIAL WINTER FAIR



Sponsored by:

Ministry of Tourism, Arts, Culture & Sport, Thompson-Nicola Regional District, The City of Kamloops, British Columbia Lottery Corporation (BCLC), BC Association of Agricultural Fairs and Exhibitions, & The Kamloops Exhibition Association

## 2023 PROVINCIAL WINTER FAIR COMMITTEE

Chairperson Dána Levere	
Vice Chairperson	
KXA Board of Director RepDavid Arduini	
4-H Beef RepCarole Gillis	
Open Beef Rep	
4-H Sheep Rep Joanne Beltrametti	
4-H Photography RepsJody Rushka/Brenda Miller	٢
4-H Poultry Rep	
4-H Senior Member RepPortia Comrie	
Open Sheep Rep	
4-H & Open Horse Show Rep Brooke Baxter	
Carcass RepDoug Haughton	
Pioneer Event Rep Tricia Schwarz	
Banquet RepCarmen Loschiavo & Tara Lodzinski	
Grapes & Grill RepEmira Dempsey	
Administration, Public Relations & Advertising	
Barn & Grounds Monty Kinvig, Jim Clark, Doug Haughton, Scott Kellington, Dave Rushka	
Commercial & Food Vendors, Kid Zone RepCara Haughton	
Sponsorships & DonationsAda Mogge	
Sale Hospitality & Promotion, RBC Buyer's LuncheonDána Levere	)
Commercial DisplaysDoug Haughton	า
Other Members: Jamie Levere, Jason Brandon, Michelle Tondevold, Pamela Krause, Sheryl	
Wurtz	

## THANK YOU

Thank you to the BC Lottery Corporation for your Community Gaming Grants Supporting Youth Programs and Events!



## **ABOUT THE FAIR**

# 2023: THE KAMLOOPS PROVINCIAL WINTER FAIR CELEBRATES 85 YEARS

**THEN:** The year was 1939 and WWII had just begun when word was received that the Army had taken the Pacific National Exhibition grounds in Vancouver over to serve as a base, thus forcing the cancellation of the British Columbia Winter Fair that had been held there annually for some years. This was a major concern to those who were preparing their cattle, sheep and swine for the show.

While stockmen were left wondering what to do, a group of people saw this as an opportunity to establish Kamloops as the livestock center of the province and steps were immediately taken to create a new show and sale in Kamloops. With the help of the BC Beef Cattle Growers Association (the forerunner of the BC Cattlemen's Association), the BC Sheep Breeders, the Interior Swine Producers, the Dept. of Agriculture, the Chamber of Commerce and the City of Kamloops, the idea started to take shape. Matt Hassen, well known Auctioneer, started out in search of the \$1200 needed for prize money. He went to the Vancouver Exhibition Association and asked for \$100 of the Federal money that had been allotted to the now cancelled BC Winter Fair and was, of course, refused. (This refusal likely had a long lasting helpful effect on the Kamloops endeavor because when the Vancouver Exhibition Association wrote the next year to the Interior asking to have the participants return, most remained loyal to the newly formed venture). Hassen approached the Provincial Government and received \$500. Business people in Vancouver and Kamloops were canvassed but the \$1200 goal was not reached.

The BC Beef Cattle Growers had previously planned renovations to the Bull Sale arena with grant money from the Federal Government and with this money the sales ring was improved, seating enlarged and a furnace installed, as this was taking place in December and the weather could be very cold.

The first "Annual Provincial Christmas Fat Stock Show and Sale" came into being on December 4, 1939 located at the Kamloops Stockyards. The Boys and Girls section, (which evolved by the late seventies into one of the major 4-H competitions in Canada), started with only a modest number of calves in that section. In fact there were fourteen calves in the Boys and Girls Section and Elmore McMorran of Harper Ranch was the winner. The Open cattle competition dominated the show and sale with 314 being sold of which 290 had been entered in the carload of 15 or group of 5 classes, while 24 were entered in the individual halter classes. The Swine show had an exhibition of 100 brood sows and 5 Yorkshire Boars with 176 market hogs being sold. An undisclosed number of sheep were sold with final figures indicating a total of 797 head of cattle, sheep and swine being marketed for a grand total of \$37,732.

The Calf Scramble (the current Pioneer Event, named in honour of a different regional agricultural pioneer each year) had its origin in 1959 with the first one being held in an old airplane hangar across from the BC Beef Cattle Growers Yards. Those who caught a calf kept it for their project the following year with the calves being donated by area ranchers.

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The event has evolved from chasing livestock around an arena into a practical obstacle course of ranching activities.

The Christmas Fat Stock Show & Sale changed its name in 1961, when it became the Provincial Winter Fair. The fair then moved locations in 1970 to the previous KXA Agriplex on Mount Paul Center.

**NOW:** Today, the fair occurs on a smaller scale, but with the same heart, enthusiastic and dedicated volunteers of the past. The fair is still a tradition for multi-generational families, however there are numerous newcomers. The livestock show is still the heart of the fair, but in the past we have expanded to include various other groups including craft and food vendors, as well the first annual Top Hand Ranch Competition in 2008. In 2016, we moved to the gorgeous grounds at Circle Creek Ranch in Kamloops. We are proud to offer highly entertaining family events and activities with musical entertainment.

In honour of our 80th Anniversary we showcased our region's local fare with a delectable wine pairing event—**Grapes & Grill & a Pioneer Tea.** The popular Grapes & Grill returns this year for its 3rd Annual Event on Saturday of the Fair—with local beef & sheep donated by Riverbend Orchard, The Brandon Family, Frolek Cattle Co, produce from Thistle Farms, and new this year—mini apple pies with a dessert wine pairing!

With our 85th Anniversary, we are celebrating with welcoming the highly anticipated "SuperDogs" dog agility event as seen at the PNE and Calgary Stampede!

We hope everyone can come out and experience history taking place by either exhibiting in the fair or just coming down to the fairgrounds! We appreciate the great support we get from our fair sponsors, livestock buyers and 4-H clubs throughout the Cariboo and the Thompson-Okanagan Valleys!!

Welcome to the 2023 Provincial Winter Fair!





## **CHECK OUT OUR AUCTION**

The AUCTION offers 4-H & Open Exhibitor projects raised by local 4-H members with the utmost of care. By purchasing a 4-H & Local Exhibitor's project, you are getting a premium product, promoting your business in the agriculture community, supporting the 4-H program that aims to promote youth leadership and citizenship, and supporting the future of BC Agriculture—Our Youth.

## **AUCTION PROJECTS**

### **MARKET STEERS**

Treat yourself to hand raised high quality beef. Live and carcass beef available. Sold by the



## **PHOTOGRAPHS**

Add to your home and office décor with high quality framed photographs. Sold by the dollar.





## **MARKET LAMBS**

In addition to high quality lamb for your freezer, purchase a female and add to your flock. Live and carcass available. Sold by



## **POULTRY**

Need a turkey or chicken for your next family dinner? Or want to add to your own flock? Great & well fed poultry animals

## **READY TO BUY?**

## ~A STEP BY STEP GUIDE~



#### **DECIDE TO BUY**

to purchase an animal yourself or if you would like a sale coordinator to purchase one on your behalf.

#### ATTEND IN PERSON

#### CIRCLE CREEK RANCH & E

QUESTRIAN CENTRE—2175
Running Horse Ranch Road,

Hwy 5A, Kamloops.
Parade of Champions at
9:30AM & Live Auction begins at
10AM. Buyer's Luncheon
provided—sponsored by RBC
Bank.

#### **SIGNATURE & PAYMENT**

Sign off and make your purchase official. Payment can be made in CASH, CHEQUE, or E-Transfer to kxafinance@gmail.com.

Must be settled in full before animals is permitted to leave the grounds.

# BUDGET & CHOOSE SALE TYPE

Decide on your total budget or budget per animal. Determine whether you would like to keep the meat for yourself or if you like to railgrade the animal. You can donate the proceeds to a charity or returned to the buyer. Please communicate your choice at ringside at the sale or when paying.

#### FILL OUT CUTTING FORM

Bid on your animal, sign the sale purchaser statement at ringside, and proceed into the sale office. If you decide to keep the meat for yourself, outline which facility you would like your animal sent to. Fill out cutting instruction forms in the office or contact the facility to provide preferred cuts.

#### **ENJOY YOUR MEAT**

Pick up your cut and wrapped, freezer ready product from your selected abattoir when they notify you and enjoy!



# WANT TO SUPPORT 4-H BUT DON'T NEED ALL THE MEAT?

Buying at the auction is a great way to support local youth and producers in agriculture and a great promotion for your business. If purchasing a whole animal is more meat than you need, we have some options for you.



#### **SHARE AN ANIMAL**

If a whole beef or lamb is more meat than you are looking for, ask family, friends, and co-workers to share in the purchase. Beef can be split into 1/2 or 1/4 packages, while lamb can be split into 1/2 packages at the butcher.

PWF has a great carcass class with champions on display at the fair, so buyers know exactly what grade and weight of meat they are receiving. Carcass beef are sold by the half carcass and lamb is sold by the whole carcass.

#### **RAILGRADE**

If you do not need a beef or lamb in your freezer, you can take advantage of our railgrade options where market animals are resold at current market prices by the pound (Carcass animals are not eligible). These arrangements are made through the sale office at the fairgrounds. And you or your designated charity will receive payment 6-8 weeks after the sale.

For More Information or assistance in placing an order, contact one of our sale coordinators and bidders:

Dána Levere: 250-318-9998 • Doug Haughton: 250-315-5780 • Carole Gillis: 250-571-1970

## A GUIDE TO PURCHASING



Purchasing an animal may seem to be an intimidating investment but it is an easy and cost effective way of purchasing locally raised, high quality meat. When you buy a 4-H or Open project, you purchase all your cuts of meat—steaks, chops, roasts, ribs, hamburger—for the same price and support youth and local agriculture.

Animals will be sold via live auction through BC Livestock Co-Op and can be watched online via our Facebook live stream on our Fair's Facebook Page. There is no online bidding platform, so we welcome you to attend in person, enjoy the Buyer's Lunch, or connect with our bidders in advance.

Weights are verified at Circle Creek Ranch and Equestrian Centre immediately prior to the fair at weigh in day.

Our online sale catalogue will be available to view animals in advance and the sale sheet will be posted on the website and on our social media on Sunday evening prior to the sale on Monday morning. Physical sale sheets will be available at ringside as well at the sale.

Slaughter, cutting, and wrapping costs are the responsibility of the buyer and may occur at your choice of processing plant. If you would like your animals processed outside of the Kamloops area (Kam Lake View Meats or Rangeland Meats) - buyers will be responsible to arrange self hauling to another abattoir. If you purchase a carcass animal, it is already hanging at Kam Lake View Meats and will be cut and wrapped based on your instructions.

Lamb is available for pick up from your selected cutting facility 7-14 days after the auction, while live beef is available 4-5 weeks after the processing date. Cutting and wrapping must be paid to your selected facility prior to or when you pick up. Check with your abattoir once your order is ready.

#### BEEF

AVG LIVE PRICE: 1400LBS x \$4.25= \$5950

AVG. Cutting & Wrapping = \$1250

\$7200for 545lbs Freezer Ready Beef

~\$13.21/lb.

#### **LAMB**

AVG LIVE PRICE: 120lbs = \$700 (Sold by the dollar)

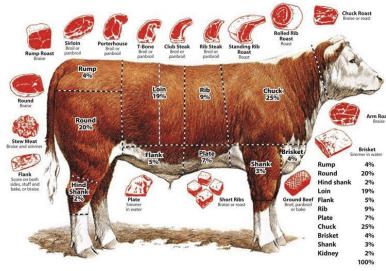
AVG. Cutting & Wrapping = \$135

\$835 for 60lbs Freezer Ready Lamb

~ \$13.91/lb.



## **BUYER'S PROCESSING GUIDE: BEEF CUTS**



Graphic used from the AHA website: http://www.hereford.org/node/781

Beef is never not delicious but certain cuts of beef are even more delicious than other parts of meat. Beef terminology is confusing. You often have your work cut out for you trying to figure out what cut you actually just bought.

Beef is divided into large sections called primal cuts. These beef primal cuts, or - primals, are then broken down further into subprimals, or - foodservice cuts, and then into individual steaks and other retail cuts.

#### **Beef Chuck**

Chuck steak is a cut of beef and is part of the sub primal cut known as the chuck. Chuck steak is a versatile meat, and not just because it's known by several names.

#### Beef Rib

The beef rib primal cut is where we get some of the most tender, flavorful and desirable cuts of beef. Made from the top part of the center section of rib, specifically the 6th through the 12th ribs, the beef rib primal cut is used for the traditional standing rib roast.

#### **Beef Plate**

Also called the short plate it is typically a cheap, tough and fatty meat. The short plate produces types of steak such as the skirt steak and hanger steak, as well as short ribs.

#### **Beef Brisket**

While the borders of this cut can vary depending on who you ask or what part of the world you're in, brisket generally includes some of the outer and inner pectoral muscles. The brisket is basically the chest or pectoral muscle of the animal.

#### **Beef Shank**

The shank comes from the upper leg portion of the cow. Since this is a very well exercised part of the body, the meat is lower in fat and tends to be sinewy and dry.

#### **Beef Short Loin**

The short loin is only about 16 to 18 inches long, so it will yield anywhere from 11 to 14 steaks, depending on thickness. Cuts of steak that come from this region of the cow include porterhouse, strip steak and T-bone.

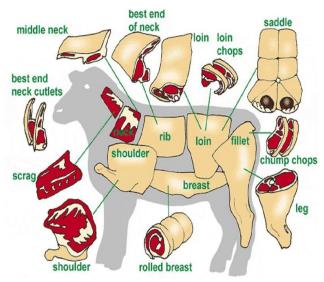
#### Beef Sirloin & Tenderloin

Both the tenderloin filet and top sirloin are highly-prized cuts of steak. Each cut offers its own benefits, however, so consider the steak's strengths when browsing the butcher case. The sirloin is separated into top sirloin and bottom sirloin. Top sirloin gives us steaks that are good for grilling, while the bottom sirloin gives us roasts.

#### **Beef Round**

The beef round primal cut basically consists of the back leg of the steer. Muscles from the round are fairly lean, but also tough, since the leg and rump get a lot of exercise.

## **BUYER'S PROCESSING GUIDE: LAMB CUTS**



Lamb Cuts Explained - Practical and detailed information. Traditional lamb chops come from the rib, loin, sirloin and shoulder of the animal.

#### Shoulder Chop

This part of the animal works hard, so the meat from a lamb s shoulder is full of flavour. Shoulder chops require a shorter amount of cooking time than other cuts. Recipes using lamb shoulder are fail-safe crowd pleasers.

#### Loin Chop

One of the most readily available cuts in the case at the grocery store and butcher shop. These are mini T-bone steaks cut from the waist of the lamb. Lamb loin chops contain almost one muscle.

#### Rack

Surprisingly easy to prepare at home, the rack offers versatility for entertaining. The rack of lamb is an icon of fine dining menus. A rack of lamb always makes an elegant dinner. It is expensive and a somewhat small cut, though, so it is best served as part of a menu that includes several other dishes, like a soup or fish course, potatoes and string beans, and a salad.



## **BUYER'S GUIDE: LAMB CUTS continued...**

#### Lamb Ribs

One of the most cost-conscious cuts of lamb. Some butchers actually sell the front seven ribs in a slab with the loin muscle removed.

#### Lamb Lea

Cone shaped, lamb hind legs are a twisted mass of muscles, sinew, and fat, but the whole leg can be roasted, with or without smoke. The bone-in-leg is perfect for any holiday celebration or special occasion.

## CANART CATTLE CO. LTD.



Livestock Order Buying and Transport Office 250.573.5605 Kamloops, BC

Mark Canart Cel 250.371.4832 Truck Dispatch
Jason Brandon #102
Cell 250.377.5651

# CHOOSE ONE OF OUR RECOMMENDED PROCESSING PLANTS TO

## PROCESS YOUR PURCHASE:

- Kam Lake View Meats Ron Keely (Cherry Creek) - 250-828-1015
  - Rangeland Meats Devick Family (Vinsulla) 250-571-4551





## **BUYERS 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 1400 lbs. with a dressed percent of 60% would yield you 840lbs. of meat hanging.

#### THE SALE

The sale of the Market Beef and Lamb, Poultry & Photography Projects are at 10:00 AM with the Parade of Champions at 9:30 AM. The RBC Buyer's Luncheon will be hosted during the sale at 11:30 AM at Ring Side.



#### GETTING THE MEAT TO YOUR FREEZER

Transportation of your live animal to the plant can be arranged at the PWF Sale Office, but at the cost of the Buyer. 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 Sale Office & varies per vendor. Also, don't forget to indicate to the packing house whether you would like the kidney, heart, liver and oxtail. Remember to provide your cutting instructions to the slaughter house so your package can be processed ASAP.

#### 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 Sale 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. Contact us at pwfsecretary@gmail.com

#### 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 PWF Fair 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

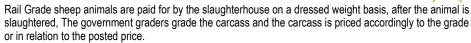


"Let's Stirrup Some Family Fun"

www.provincialwinterfair.com

## **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.



Please contact the PWF Office to Rail Grade beef animals – we can either arrange for a local slaughterhouse to purchase the beef, or the animal can be re-sold at market value, and the buyer would receive the amount (price based on its per pound live weight).

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 in 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 or auction market. Lambs are purchased by Dan Sands and are picked up on Monday Night of the sale.
- 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 and weight 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 pro-rated shipping fee (when applicable) for the transportation of the animal from Kamloops to the slaughterhouse. PWF will then issue the cheques to the buyers. These cheques are generally processed within 3-4 weeks following the sale.

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 fair grounds to the slaughterhouse.

Benny The Butcher: Custom Cutting & Curing
Your Local Butcher Shop Just Outside Kamloops BC
(250) 819-0337
kamloopsfreshjerky@gmail.com

"Let's Stirrup Some Family Fun"

BUTCHER



# How DO WE GET THERE? A MAP TO THE AUCTION

## CIRCLE CREEK RANCH & EQUESTRIAN CENTRE 2175 RUNNING HORSE RANCH ROAD HWY 5A. KAMLOOPS BC

