

# MEMO



**TO: Ontario Beef and Dairy Producers**  
**FROM: BFO Board of Directors**  
**DATE: April 9, 2020**  
**RE: Marketing of Cull Cows**

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## **Attention Ontario Beef and Dairy Producers:**

To prevent a further surge in cull cows in the market, the Beef Farmers of Ontario is urging all beef and dairy producers to limit the culling of cows until volumes normalize. Processing backlogs have plagued the eastern Canadian beef sector for many months due to a lack of sufficient processing capacity and plant closures. Recent shut downs at processing plants in the United States due to COVID-19 outbreaks have put further pressure on the processing sector in eastern Canada. Supply surges, like the one we are seeing right now, put pressure on all segments of the industry, and threaten the health and welfare of animals.

## **Recommendations:**

1. Consider delaying the marketing of cull cows until conditions normalize
2. Do not ship cull animals in poor health or condition
3. Consult with your transporter and your auction the day before shipping. Auction and sale protocols are currently in a very fluid state and are subject to change depending on the individual auction market.

## **Market Overview:**

- As of this week, there were 3,213 cull cows sold through auction markets up 932 from last week and 517 more than two weeks ago.
- Of that 3,213 head sold, 2,931 (91%) were dairy breeds.
- Dairy volumes sold this week are up 61.6% from the week before and 33% more than two weeks ago.
- Overall cull cow prices this week are sitting at \$57.02 cwt on average, a decline of 14.6% from last week and 27.7% lower than two weeks ago, which was at \$78.89 cwt.
- This week, beef cow average prices are sitting at \$62.54 cwt down from \$81.82 two weeks ago (down 21.6%), with dairy breeds averaging \$54.46 down from \$78.24 two weeks ago (down 30.1%).

*For more information, please consult BFO's Market Information Reporting Service at <https://www.ontariobeef.com/markets/daily-reports/2020>.*

*You may also contact BFO's Market Information Coordinator, Jamie Gamble, at 519-824-0334 ext. 235 for more information on current market conditions.*

