

MAY 8 - MAY 11, 2025



44<sup>th</sup> | 26<sup>th</sup> Annual
Annual | Canadian
Livestock
Auctioneer
Convention | Championship





# farmnedia









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# PRESIDENT'S GREETING CRAIG JACKLIN, LMAC PRESIDENT

On behalf of Livestock Markets Association of Canada I take great pride in welcoming everyone to Manitoba and the 44<sup>th</sup> LMAC Convention. We have a great convention planned for this year. I am sure that you will enjoy the Manitoba hospitality. The Manitoba Livestock Marketing Association is one of LMAC's largest and most active constituent members.

Allan Munroe and Rick Wright, the co-chairs of the host committee have put together a great local committee that has gone all out in planning this

year's event. Brennin Jack and his crew at Heartland Livestock in Virden will conduct a very professional sale, showcasing the quality of Manitoba cattle, a legendary buyers row at the market along with true price discovery at the public sale. There are over 36 auctioneers ready to showcase their skills, arriving from all over Canada. A huge thank you our many sponsors, the support for this event is outstanding.

This year has been a challenging one for the cattle industry. The uncertainty of possible American tariffs causing volatility combined with cash cattle continuing to sell at record prices has everyone on edge. The traceability regulations and mandatory movement reporting are only months away. The Canadian cow herd continues to decline leaving some market operators to ponder their future and sustainability. I am pleased to say that LMAC and their members are even more united and stronger today. Our recent membership in the Canadian Cattle Association will give LMAC a voting seat at the table for the first time in history.

With the record cattle prices, the auction system of selling cattle has once again proved that "True Price Discovery" is established at the auction.

Enjoy your time at the convention, Please take this opportunity to visit some old friends and make some new ones.

Craig Jacklin LMAC President



## HEARTLAND WELCOME BRENNIN JACK

Welcome from THF Cattle Market...

Welcome to the 2025 Canadian Livestock Auctioneer Championships! We are proud to host the sale portion of this prestigious contest at Heartland Livestock in Virden.

We look forward to showcasing the excellent cattle that we have the pleasure of marketing on a weekly basis and showing you the power of a legendary front row of Order Buyers. We pride ourselves on the cleanliness of

our facility and its professional and efficient operation every day.

We will have a very nice run of cattle on offer, and plan to run a very efficient sale so that you can enjoy the festivities of the LMAC Convention to the fullest.

This event has been a highlight for me over the past 18 years since I first started competing myself in 2007. Ward Cutler, the 2005 LMAC Champion, has been the house auctioneer for the past 25 years and is simply one of the best.

Together my team at Heartland Virden and I bring a lot of new ideas and methods to the marketing of livestock, but we are also very old school. We pride ourselves on fair, open and honest business for both the buyer and the seller just as previous market managers, Rick Wright, Jim McArthur and Robin Hill did before me.

True Price Discovery at its finest will be on the menu on May 9th.

We hope we can impress you, our peers, on sale day!

Let me be the first to welcome you to Virden, and LET'S HAVE A SALE!

BRENNIN JACK

Marketing Manager - Heartland Livestock, Virden

# LMAC COMMITTEES and REPRESENTATIVES

### **Animal Welfare**

Larry Witzel, Mark Ferraro, Bob Miller

### **Auctioneering Competition**

Rick Wright, Rob Bergevin, Craig Jacklin, Danny Skeels, Brent Brooks, Mark Ferraro

### **Beef Check-Off Agency**

Brent Brooks, Craig Jacklin, Rick Wright

### **Beef Coalition**

Allan Munroe, Rick Wright

### **Best Practices Development**

Rick Wright, Mark Ferraro, Brent Brooks, Craig Jacklin, Allan Munroe

### CCA

Rick Wright, Craig Jacklin

### **CCIA**

Ken Perlich

### **Communications and Promotions**

Rick Wright, Allan Munroe, Rob Bergevin, Ab Carroll

### **Compliance and Enforcement**

Rick Wright, Larry Witzel, Mark Ferraro

### Convention

Rick Wright, Brent Brooks, Larry Witzel, Brock Taylor, Mark Ferraro

### Electronic Sales

Brent Brooks, Tyler Cronkhite

### **E Logs and Hours of Service**

Mark Canart, Rick Wright, Craig Jacklin

### Finance

Craig Jacklin, Mark Ferraro, Bob Miller, Tyler Cronkhite, Allan Munroe

### Hall of Fame - Memorial Honour Roll

Allan Munroe, Larry Witzel, Bob Miller, Tyler Cronkhite, Brent Brooks, Casey Lawes, Rick Wright

### **Livestock Transportation**

Larry Witzel, Mark Canart, Rick Wright, Tyler Cronkite,

### Laboui

Tyler Cronkhite, Brent Brooks, Allan Munroe, Casey

### Membership

Rick Wright, Mark Ferraro, Danny Skeels

### **National Farm Animal Council**

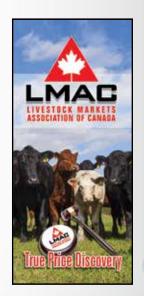
Rob Bergevin, Rick Wright, Mark Ferraro, Casey Lawes

### **Traceability Movement Reporting**

Larry Witzel, Rick Wright, Ken Perlich, Patrick Cassidy, Bob Miller

### **Transfer of Care**

Rick Wright, Brent Brooks, Craig Jacklin, Larry Witzel. Patrick Cassidy







## HISTORY OF HEARTLAND VIRDEN

The original livestock market in Virden still sits north of the current market across number 1 highway. It was spearheaded by Cecil Coleman and a group of investors. The next owners were the Wilkinson brothers Ken and Ron, they were local auctioneers. Under their ownership the market really started to attract more deliveries.

The market was then sold to Manitoba Pool Elevators Livestock Division who also operated a market in Brandon. Ken Wilkinson stayed on as auctioneer. Florian Eilers was named manager of the market. After some time, Eilers had resigned. The receipts at the market declined and Manitoba Pool considered closing the market. At that time the local pool delegates, including Hugh Drake from Elkhorn, encouraged MPE to keep the market open and hire a new manager. Rick Wright, a local ag reporter for CKX TV and Radio was hired as the new manager of the Virden Auction Mart in 1979. With the support of the local MPE livestock committee and legacy employees Ken Day and Jim Blackshaw, Wright was able to turn the market around.

When the market in Brandon burned down in 1981, the Virden location changed from 2 days per week to 4 sale days per week. When Wright went to work for Pipestone Livestock, Jim MacArthur was named manager. In a surprise move MPE sold their livestock assets to the Saskatchewan Wheat Pool in 1994. That livestock division was renamed Heartland Livestock Services. The current market was built in 1996. The entire Heartland Livestock company was sold to Nilsson Bros. Inc. in 2001. When Jim MacArther retired, Robin Hill from Lenore Mb, was promoted to manager. He held that position until 2021. When Robin Hill took a position with JGL, Brennin Jack, the current manager, was sent to Virden. The Auction Market at Virden has grown since 1981 and now handles the largest volume of cattle in Manitoba.

## HISTORY OF THE LMAC

On May 18, 1979, in Winnipeg, a group of forward thinking auction market owners decided to form a national organization. Emerson Gill of Grand Bend, Ontario was nominated as the first chair of the organization. The meeting attracted market operators from British Columbia to Prince Edward Island.

In the past, the terminal markets across Canada held a monopoly on the livestock auctions. Terminal markets were in Montreal, Toronto, Winnipeg, Calgary and Edmonton.

The terminal markets had their own organization that did not allow independent operators to join. With more and more rural auction markets opening, the terminal markets were losing their monopoly on the livestock auction business. The terminal markets finally realized that the rural markets were here to stay and agreed to investigate the possibility of forming a new organization that would represent all livestock markets.

The first annual meeting of the Livestock Markets Association of Canada was held in June, 1980 with 43 people in attendance. LMAC continues to grow in members and is the recognized as the national voice of the livestock-marketing sector in Canada. Today the Livestock Markets Association of Canada still represents the majority of the livestock auctions across Canada. Members of provincial livestock marketing associations that are in "good standing" are automatically members of LMAC.

# LMAC Hall of Fame Inductees

The LMAC Hall of Fame was established to recognize those individuals who have devoted time and made extraordinary contributions to LMAC and the livestock marketing industry. These individuals are leaders in the industry and were difference makers on both a national and provincial level.



RALPH VOLD Ponoka, AB



**ROY RUTLEDGE** Assiniboia, SK



**KEN HURLBURT** Lethbridge, AB



JIM WIDEMAN Waterloo, ON



RICK WRIGHT Virden, MB



LARRY WITZEL Waterloo, ON



MIKE FLEURY Aberdeen, SK



**BLAIR VOLD** Ponoka, AB



**GENE PARKS** Whitewood, SK



RON SIM Red Deer, AB



**BILL JAMESON** Moose Jaw, SK



**DANNY ROSEHILL** Olds, AB



JACK McKENNITT Morden, MB





## 2025 AGENDA

# LMAC CONVENTION, ANNUAL MEETING CANADIAN LIVESTOCK AUCTIONEERING CHAMPIONSHIPS

Agenda for LMAC 2025, Brandon Manitoba May 08 to 11

Hotel Headquarters Clarion Hotel Brandon Mb Host Market for Competition - Heartland Livestock Virden. Host - Manitoba Livestock Marketing Association.

## WEDNESDAY MAY 07

**12:30** Shuttle Pickup at Brandon Airport

**7:00 P.M.** Board of Directors & Guests Supper (Spouses welcome) Transportation provided

**8:30 P.M.** work party at convention central

## THURSDAY MAY 08

**8:00 A.M.** Board of Directors Meeting. Clarion Hotel

**12:30 P.M.** Board of Directors Photo Shoot **12:30 P.M.** Shuttle Pickup at Brandon Airport

**1:00 P.M.** Tour Anderson Feedlot for Directors and guests

**2:00 p.m. 8:00 P.M.** Office & registration opens

**2:00 to 8:00 P.M.** Auctioneers, Officials Photo shoot **2:00 to 7:00 P.M.** Auctioneer Video Interviews

**2:00 - 6:00 P.M.** "The Bull Pen" Hospitality Room opens

(LMAC name tag required to attend)

**6:00** Meet and Greet at Houston's Country Roadhouse at the Clarion

**7:00 P.M. to 8:30** Supper served buffet style MNP presentation auctioneers draw

**8:45** Auctioneers Calcutta and auction items

**10:30 P.M.** Meet and Greet concludes

**10:30 to 1:00 A.M.** "The Bull Pen" hospitality room inside the Clarion

(LMAC name tag required)

## FRIDAY MAY 09

**6:30 to 7:30** Breakfast at the Clarion

**7:45 A.M.** Auctioneers, Judges and Officials Bus leaves for Virden

8:15 Spectators Buses leave for Virden

On arrival group picture at the EBY Trailer

**8:45 A.M.** Auctioneers Meeting at Virden Market

9:15 Mic check for Auctioneers

9:00 Judges meeting at Virden — Up Stairs

**9:45** Opening Ceremonies

**10:30** Ladies Program (shuttle service every 30 minutes until 3 P.M

will depart to downtown Virden, drop of and pick up at lights on main street.)

**5:00 P.M** Buses depart for Brandon

**6:30 to 8: 30 P.M.** (supper and live band ) Houston's Road House

8:00 to 10:30 Live Music and Dancing

**10:30 to 1 00 A.M.** "The Bull Pen" Hospitality Room opens (LMAC name tag required)

# SATURDAY MAY 10 - BUSINESS MEETING OPEN TO MEMBERS AND GUESTS

8:00 to 900 A.M Breakfast at Hotel
9:00 to 12:00 P.M. LMAC Annual meeting

Speaker Brenna Grant — CanFax — Canada's Cattle Industry and Market Outlook

Panel Discussion — Thinking Outside the Box Rhett Parks — Why we scan at Whitewood

Ken Perlich — Commission Restructure—Opportunities from Buyers and Sellers

Allan Munro — Show list vs Presort vs Regular Sale

Ashely Scott — CCIA — Preparing for Traceability and Movement Reporting

Tyler Fulton — President of CCA — CCA update on Trade

Elections — there will be a minimum of 3 LMAC Board positions to be filled

**12:00** Buses leave for venue 20-minute commute to the Demo, Transportation provided

Lunch at offsite venue BBQ & bar; Cattle Dog Demonstration — Some of Canada's

best cattle stock dogs will be showcased. Dog Calcutta — Competition

**4:00 P.M.** Buses return to Hotel

**6:30 P.M.** Happy Hour — Main Banquet Room Clarion Hotel

**7:00 P.M.** Red Carpet Awards Banquet at the Clarion (formal/semi formal attire) **9:30 P.M. to 1 A.M.** "The Bull Pen" Hospitality Rooms opens (LMAC name tag required)

## SUNDAY MAY 11

**7:00 to 10:00 A.M**. Breakfast served in the hotel dining room Breakfast Coupons Provided By LMAC

**11:15** Airport Shuttle to Brandon Airport WestJet flight to Calgary

# LMAC Policy on Traceability

# The Livestock Markets Association of Canada supports traceability in principle, with the following caveats:

- That traceability regulations do not negatively affect the speed of commerce at auction markets, buying stations and assembly yards.
- That the traceability regulations do not alter market neutrality by giving one sector of the industry an advantage or disadvantage over another, thus influencing how or where producers market their livestock.
- 3. That the costs of implementing traceability do not outweigh the benefits.
- 4. That implementation of traceability regulations does not cause more handling of the livestock thus creating weight loss, thus devaluing the livestock.
- 5. LMAC supports the use of "group movement documents and group movement reporting" on all livestock delivered to auction markets, buying stations and assembly yards. LMAC does not support mandatory scanning and reporting of individual animals at these sites.



## **NATIONAL CHAIRMAN** RICK WRIGHT

## NATIONAL COMMITTEE DANNY SKEELS, CRAIG JACKLIN, BRENT **BROOKS, MARK FERRAO, ROB BERGEVIN**

HOST MARKET HEARTLAND LIVESTOCK SERVICES VIRDEN MB. – BRENNIN JACK MANAGER MASTER OF CEREMONIES

DAN SKEELS, LMAC CHAMPION AND WORLD CHAMPION

**VIDEO INTERVIEWS BROCK TAYLOR, TYLER CRONKHITE, KYLE** HOWARTH

VIDEO DLMS - MARK SHOLOGAN AND CREW PHOTOGRAPHY **KELLI-JO MARSH, PIPESTONE MB** 

# BROADCAST OF COMPETITION

DLMS - REGISTER AT WWW.DLMS.CA **FOLLOW US ON FACEBOOK LIVE STREAM AT** LMAC CANADA

### LOCAL COMMITTEE:

ALLAN AND TAMMY MUNROE, RICK AND LAURA WRIGHT, KYLE AND TERESA HOW-ARTH, BROCK AND KELLY TAYLOR, BRAD KEHLER, KIRK KEISMAN, BLAINE HUSTON, KELLY WRIGHT, BRENNIN JACK, PAM GOULD, DONNA SWANSTON, JODE BOAK, ROBIN HILL.

SPONSORSHIP: LMAC DIRECTORS, ROBIN HILL, BRAD **KEHLER, BRENNIN JACK** 



# 2025 CANADIAN LIVESTOCK AUCTIONEER CHAMPIONSHIP ompetitors

**GARY ALBRECHT\***, Milverton, ON Ontario Livestock Exchange, Waterloo, ON

**RUSSEL ALLISON\***, Stettler AB Stettler Auction Mart - Stettler AB

**JOHN BAIER**, Swift Current, SK Heartland Livestock — Swift Current, SK

**ROB BERGEVIN**, Stavely, AB Foothills Auctioneers Inc. - Stavely, AB

RICHARD BRAMLEY\*^, Minnedosa MB Heartland Livestock Virden, MB

JESSE CAMPBELL, Brandon, MB Heartland Livestock Brandon MB

**SCOTT CAMPBELL**, Brandon MB Fraser Auction Services, Brandon MB

**Leo LaBlanc**, Beaumont, AB North Central Livestock, Clyde, AB

**ERIC CLOUÂTRE**, St. Simon, QC Réseau Encans Quebec, St. -Isadore, QC

**TYLER CRONKHITE**, Maple Creek, SK S.A.L.E. Maple Creek, SK

**TY CUTLER\***^, Moosomin, SK Whitewood Livestock, Whitewood, SK

**DALE DMYTRIW**, Vermilion — AB Vermilion Livestock Exchange, Vermilion AB **COREY FRENCH\***, Lethbridge, AB Perlich Bros., Lethbridge AB

KIRK GOLDSMITH, Veteran, AB VJV Marketing Group, Ponoka, AB

WILLIAM HAALSTRA, Dunnville, ON Ontario Livestock Exchange, Waterloo, ON

**CLAYTON HAWRELIUK**, Sheho, SK Heartland Livestock, Yorkton, SK

**ROBIN HILL**^, Lenore, MB Rainy River Cattlemen's Assoc. Stranton, ON

**KYLE HOWARTH**^, Boissevain, MB Killarney Auction Market, Killarney, MB

**BLAINE HUSTON\*** ^, Gladstone MB Gladstone Auction Mart

DAVE JACOB, Mitchell Ont. Brussels Livestock, Brussels, Ont.

**BRETT JENSEN**^, Swift Current, SK Heartland Livestock, Swift Current, SK

**BRAD KEHLER**, Grunthal, MB Grunthal Auction Mart, Grunthal, MB

RYAN KUEPHER\*, Waterloo, ONT Ontario Livestock Exchange, Waterloo, ON

KODY LAKEWOLD\*, Provost, AB Vermilion Livestock Exchange, Vermilion, AB **CASEY LAWESS**, Provost, AB Provost Livestock Exchange

**KEVIN McARTER**, Exeter, Ont. Brussels Livestock, Brussels, Ont.

**PAUL MOORE**, Moosomin, SK Yorkton Auction Center, Yorkton Sk.

**ALLAN MUNROE**^, Killarney, MB Killarney Auction Mart, Killarney, MB

**WALKER MURPHY\***^, Wapella, SK Whitewood Livestock Sales, Whitewood, SK

**RHETT PARKS**, Whitewood, SK Whitewood Livestock, Whitewood, SK

**JOSH POLAND**, Olds, AB Olds Auction Mart, Olds, AB

TYLER ROSEHILL, Olds, AB Olds Auction Mart, Olds, AB

**TYLER SLAWINSKI**, McCreary, MB Gladstone Auction Mart, Gladstone, MB

**JOHNATHON STRATULIAK\***^, Ethelbert, MB Ashern Auction Mart, Ashern,

**AUSTIN TAYLOR\***^, Reston, MB Taylor Auctions - Melita MB

**BROCK TAYLOR**^, Reston, MB Taylor Auctions, Melita, MB

\* Qualifies for Rookie of Year

^ Qualifies for Man/Sask awards

JOSH UNRAU\*^, MacGregor, MB Gladstone Auction Mart, Gladstone MB MARK WALL\*, Prespatou, BC VJV Marketing Group, Dawson Creek, BC **KELLY WRIGHT** ^, Melita, MB Wright's Auction Services, Boissevain MB 2024 Champion - Lars Deleeuw CANADIAN LIVESTOCK AUCTIONER & CHAMPIONSHIP



# **GREETINGS FROM COMPETITION CHAIRMAN**

RICK WRIGHT

Welcome to Manitoba and the 26 th Livestock Auctioneering Championships.

This event started in Manitoba back in 1998. LMAC was looking for an opportunity increase the attendance at their annual convention. Manitoba had been hosting the Provincial Auctioneering

Championships for a number of years with good success. During one of my many conversations with Brian Good from the Canadian Angus, he asked the guestion "why doesn't Canada have a National Championship?".

Brian and I got the ball rolling, and I am pleased to say the event has grown into a huge success! This is the 4th time the Manitoba Livestock Marketing Association has hosted this prestigious event. This is Virden's first chance to host. Each year this event moves to a different province and a new host market. I am very proud that Manitoba and town of Virden were selected by LMAC. Virden is home to two Canadian Champions, Ward Cutler and Brennin Jack.

I am also pleased to share that I was selected as a judge at the 2024 World Auctioneering Championships in Oklahoma City. To the best of our knowledge the only Canadian to judge the live auctioneering portion of the competition. I have had the privilege of Judging at 2 Canadian Champions, 2 International Competitions and numerous provincial and regional contests. Being selected by LMA to judge at the World's is like being asked to umpire the final game of the world series of baseball. I was truly humbled by the experience. I have been happy to share the knowledge that I have gained through LMAC with this year's committee.

This is the 28th LMAC convention that I have helped organize and I truly thank everyone that is here to support this event. The Virden market is the largest volume market in Manitoba and has tremendous buyer support. The public auction ring is still the place for "True Price Discovery" in the cattle market. This transparent marketing platform is time tested. For over 100 years the cattle auction markets have been the center of many communities.

I would like to thank the local committee for their tireless efforts to bring this event to Virden Manitoba and make the convention and competition a huge success. I also want to recognize the many sponsors locally, provincially and nationally, that supported this event. The members of the Manitoba Livestock Marketing Association make our provincial organization one of the strongest in the country. Also thank you to Brennin Jack and the staff at the Virden market for making this event possible. This is Manitoba's chance to show to the world stage, our cattle genetics, the strength of the Manitoba cattle market and how our industry conducts live auctions. Today I am very proud to say that I am from Virden Manitoba.



# AUCTIONEERING CHAMPIONSHIPS Awards

The 2025 Canadian Livestock Auctioneering Champion will receive \$1200 cash towards expenses to compete in the International Auctioneering Championship at the 2025 Calgary Stampede. Sponsored By:

### LIVESTOCK MARKETS ASSOCIATION OF CANADA

Sponsored By: EBY TRAILER SALES — T-DOWN TRAILER SALES BROOKS AB AND KALDECK TRAILERS, MACGREGOR MB

The use of an EBY Stock Trailer for 1 year.

# Donated by: THE INTERNATIONAL LIVESTOCK AUCTIONEERING COMPETITION

Entry to the International Auctioneering Championship at the Calgary Stampede

# Sponsored by: FOOTHILLS AUCTIONEERS INC., STAVELY, ALBERTA ROB AND SHARON BERGEVIN A custom-made championship ring

Sponsored by: **CANADIAN HEREFORD ASSOCIATION**A Limited edition "Ken Frederickson" bronze

Sponsored by: **CANADIAN LIMOUSIN ASSOCIATION**Grand Champion Buckle

Sponsored by: **CANADIAN SHORTHORN ASSOCIATION** Reserve Champion Buckle

Sponsored by: **CANADIAN CHAROLAIS ASSOCIATION** First Runner-Up Buckle

Sponsored by: **CANADIAN SIMMENTAL ASSOCIATION**Second Runner-Up Buckle

Sponsored by: **CANADIAN ANGUS ASSOCIATION**Third Runner up Buckle

# Sponsored by: MANITOBA LIVESTOCK MARKETING ASSOCIATION

Top Ten Finalists: Custom Made Leather Belts

Sponsored by: BOERHINGER – INGELHEIM LMAC Rookie of the Year: Custom-made Buckle

# Sponsored by: WHITEWOOD LIVESTOCK SALES GENE & RHETT PARKS

People Choice Award – Best Exemplifies Professionalism and Sportsman

# Buckle Sponsored by: JACK AUCTION GROUP - BRENNIN JACK VIRDEN, MB

Most Improved Auctioneer: Custom-made Buckle

# Sponsored by: THORSBY STOCKYARDS INC. CHANCE MARTIN, JEFF FRITZ, COREY LAWRENCE

High Point Interview - Custom-made Buckle

Sponsored By: **BOERHINGER – INGELHEIM** Man/Sask Championships Buckle

Sponsored by **RICK WRIGHT CATTLE CONSULTING**Bob Wright Memorial – MAN/SASK Rookie of the Year buckle

# Donated by: VJV LIVESTOCK MARKETING GROUP PONOKA, ALBERTA – HENRY THALEN

All Auctioneers received Vests

## WRANGLER- OFFICIAL CLOTHING SUPPLIER FOR LMAC

Shirts for all of the Auctioneers, Judges and Officials Supplied by Wrangler

Boot Draw - Courtesy of: Roper Stetson
Top Ten Auctioneers – SPONSORED BY MANITOBA
LIVESTOCK MARKETING ASSOCIATION

will receive a custom handmade leather "Finalist Belt"

All Auctioneers who have entered the 2025 International Auctioneering Championship at the Calgary Stampede will have their names entered in a draw for a free entry registration. (Must be entered in Calgary prior to LMAC in Virden to qualify.) See Danny Skeels for details!









## LMAC PERSONAL INTERVIEW JUDGES



**SCOTT ANDERSON:** Scott is the Manager of Winnipeg Livestock Sales. His market has hosted the LMAC convention and competition twice and has hosted Man/Sask a number of times. Scott has been President of LMAC and MLMA. He is second generation auction market family. He is also heavily involved in the horse industry at Assiniboia Downs in Winnipeg.



**KIM JO BLISS:** Kim Jo is the heart and soul of the Rainy River Cattlemen's Association and the auction mart in Stratton Ont. She represents the region on BFO. She is involved in the 4-H program and is one of the main drivers of the agriculture industry in the Rainy River area. She is the sales Barn Clerk and in her spare time operates a purebred Hereford herd and a commercial cow-calf herd near Emo, Ontario.



**KIRK KEISMAN:** Kirk is the manager of the Interlake Cattlemen's Association auction market in Ashern Manitoba. He currently serves on the executive of the Manitoba Livestock Marketing Association. He also operates a cow-operation. Kirk has made some positive changes at the Ashern Auction Mart.

# LMAC LIVE AUCTION COMPETITION JUDGES



**BARRY BIELENY:** Is an order buyer from Killam Alberta, he operates Lazy Anchor U Cattle Co. He attends numerous sales per week and purchases cattle in both Saskatchewan and Alberta. He also grasses a large number of cattle at his ranch. His many years of experience at ringside makes him a very creditable judge for the competition.



**KIRK JACKSON:** Kirk operates a cattle operation in Saint Anicet Quebec. He has a strong background in both dairy and beef production. He is very involved in the cattle politics serving on both Beef Producers of Quebec and is a director on the Canadian Cattle Association. Kirk's keen interest and support of the cattle auction industry made him a great candidate for the LMAC judging team.



MIKE VAN MAANEN: Mike is the President of Livestock Markets Association in the USA. He and his wife Lori own and operate Eastern Missouri Commission Co., in Bowling Green, Missouri. He judged both the LMA regional and world auctioneering championships. He has also judged at the International Competition at the Calgary Stampede. He has been in the auction market business since 1990. Mike is the first American judge to be included in the LMAC judging team.



**WARD CUTLER:** Ward was crowned the LMAC Champion auctioneer in 2005. He is the lead auctioneer at Heartland Virden and Brandon. He also sells at Taylor Auctions in Melita. He has also carved out a very good purebred auction business selling across western Canada. Ward is recognized as one of the best "bid callers" in Canada.



**ROSS ANNETT:** Ross needs no introduction at LMAC. He was crowned LMAC Champion in 2004 at Waterloo. He has been a great supporter of LMAC for over 25 years. He retired from the lead auctioneer position at the Bow Shipping Association at Brooks last year. He has represented BSA at many National, International and World Qualifiers. His smooth chant and impeccable reputation makes him a mentor to many auctioneers.



**LARS DELEEUW:** Lars was the 2024 LMAC Champion at an incredible 19 years of age. The overnight sensation is self-taught and learned the basics by watching auctioneering videos on U-Tube. He contacted some world champions to help fine tune his chant and the rest is history. Lars won the 2024 Championship the first time he entered. He has a great future in the auction industry.





# JUDGING Criteria

CLARITY AND VOICE CONTROL (CLEARNESS OF VOICE, VOICE VOLUME) Are the numbers easy to distinguish? Does the auctioneer have control of his breathing? Is he able to maintain a consistent volume and speed without losing focus? Could he maintain this pace in the real livestock auction environment? Does the auctioneer have control of the microphone and use it to its best advantage?

**CHANT** Is the rhythm smooth and fluid? Is the chant easy to follow? Is the chant easy to listen to? Could you listen to the chant for a long sale without it becoming tiresome? Are the numbers clear?

PROFESSIONALISM, CONFIDENCE, CALMNESS, MANNERISMS Does the auctioneer move the sale along at an acceptable pace while reaching fair market value for the product sold? Does he present himself in a professional manner in both appearance and attitude? Was the auctioneer proficient at spotting bids? Does he communicate information clearly with the clerk, penning staff and buyers?

**ENTHUSIASM** Is the auctioneer working hard for the consignor? Did the auctioneer do any promotion of the livestock, product, producer or sponsors? Did the auctioneer interact positively with buyers and the support staff? Show enthusiasm for his job? Professional and sincere opening?

**GENERAL IMPRESSION** Would you hire this auctioneer to sell your sale and represent your firm? Did the auctioneer promote the auction method of selling livestock? Would this person make a good representative for LMAC and the livestock auction industry?

**PERSONAL INTERVIEW** The LMAC Auctioneering Champion is a spokesperson for LMAC and does a number of media interviews and personal appearances as current and past champion. It is extremely important that the champion represents LMAC and industry with knowledgeable answers that represent LMAC and industry views on industry topics.

To this end, LMAC has added a personal interview component to the LMAC Auctioneering Championship to ensure that their National Champion is up-to-date on LMAC policies, positions and history. A panel of three judges will interview each auctioneer, and each judge will score their answers and opinions independently. Auctioneers will be asked the same five questions and will be scored on their answers. The score from the interview will be worth 20% of their total score.



## PAST CHAMPIONS



**LARS DELEEUW**Burford, ON
Venue: Waterloo, ON



JESSE LAWES Provost, AB Venue: Olds, AB



**BRAD MARTENS**Gibbons, AB
Venue: Lloydminster, SK



RYAN KONYNENBELT Nobleford, AB Venue: Thorsby AB



ALBERT CARROLL
Downeyville. ON
Venue: Lethbridge, AB



**DARREN REBALKIN**Rocky Mountain House, AB
Venue: Lethbridge, AB



**RYAN HURLBURT** Saskatoon, SK Venue: Brussels, ON



CALVIN KUEPFER Newton, ON Venue: Winnipeg, MB



**SHAWN GIST**Fort Saskatchewan, AB
Venue: Moosejaw, SK



**TRAVIS ROGERS** Clyde, AB Venue: Calgary, AB



JUSTIN GATTEY Ponoka, AB Venue: Stavely, AB



**BRENNIN JACK**Regina, SK
Venue: Waterloo, ON



RODNEY BURNETT Armstrong, BC Venue: Winnipeg, MB



CHANCE MARTIN Red Deer, AB Venue: Brooks, AB



ANDY CARTER Amherst, NS Venue: St-Isidore, QC



**BRAD STENBERG** Kronau, SK Venue: Saskatoon, SK



**DEAN EDGE** Rimby, AB Venue: Kamloops, BC



WARD CUTLER Virden, MB Venue: Ponoka, AB



**ROSS ANNETT** Brooks, AB Venue: Waterloo, ON



**DON OBERG** Lacombe, AB Venue: Brandon, MB



**DES PLEWMAN** Weyburn, SK Venue: Assiniboia, SK



PETER RAFFAN Armstrong, BC Venue: Kamloops, BC



**CORY LAWRENCE** Warburg, AB Venue: Ponoka, AB



TONY CHAFFE Lucknow, ON Venue: Ottawa, ON



**DAN SKEELS** Rimby, AB Venue: Winnipeg, MB









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# 2025 Canadian Livestock Auctioneer Championship Trailer

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# T-D<u>own trailers</u>



The 2025 Canadian champion will receive a full one-year use of a 2025 24-foot Gooseneck EBY Maverick all Aluminum Gooseneck Livestock Trailer, retailing at over \$50,000.00. The trailer will come fully equipped for farm and ranch use and logo'd with the Champion's name and status as well as sponsor information.

The trailer must be insured with all perils at new replacement cost coverage in the champion's name, showing T Down Trailers Ltd. as the payee and plated in the Champion's name in their respective province showing T Down Trailers Ltd. as the lessor. The champion will be responsible for these two costs. A written contract will be signed at the convention agreeing to the terms and conditions, and arrangements will be made to deliver the trailer.

At the end of the one-year term, the Champion will agree to return the trailer to a designated EBY dealership in clean condition with the normal wear and tear, or will have the first option to purchase the unit at a reduced rate from T-Down Trailers Ltd. financing; a lease to own arrangement can be negotiated on request from the winner. If the winner wishes to upgrade the trailer to a different unit, with the intention of keeping the unit in the future, he may do so by paying for the upgrades at the beginning of the term and realizing the discount at the end of one year.

Ross W. Annett T Down Trailer Sales

# LMAC Board of Directors

## LMAC MAKES A DIFFERENCE!

The Livestock Markets Association of Canada's Board of Directors represents the livestock marketing industry on a number of issues that support the sustainability of our industry.

LMAC is made up of five appointed directors, one from each province west of Quebec, and five directors-at-large elected by the membership at the Annual General Meeting. The executive is appointed at the recommendation of the board of directors, with approval from the membership. The LMAC board of directors meets twice a year in person and deals with committee meetings and other issues via conference calls. Some of the board members serve on external committees such as Canadian Cattle Identification Agency, CCA and IGAC. LMAC is always looking for new directors to fill the directors-at-large positions on the board. If you are interested in serving the marketing industry on the LMAC board, please contact Craig Jacklin or Rick Wright about letting your name stand. This is an excellent opportunity to work with and become one of the marketing industry's leaders. Be a leader not a follower. This year there are three directors-at-large (two-year term) positions to be filled at the AGM on Saturday morning. Any LMAC member in good standing may be nominated. Any employee of a member in good standing may be nominated provided the member appoints that person as their voting delegate.



**CRAIG JACKLIN - LMAC President:** Craig has been a Director-at-Large since 2017. He is the Operations Manager for the VJV Livestock Marketing Group and is responsible for 5 auction markets in Alberta and British Columbia. Craig has become more involved with CCA and works closely with our major corporate sponsors. He has completed his second year as LMAC President and has been a very effective leader. Craig served as President of the Alberta Auction Markets and on many committees. He has brought over 25 years of experience to the table which has been very beneficial to LMAC.



BROCK TAYLOR — LMAC Past-President: Brock is co-owner of Taylor Auctions, in Melita, Manitoba. He re-opened the livestock auction in Melita. They also provide export testing. The Taylor family is synonymous with the auction business in Manitoba and Saskatchewan. Brock is also past president of the Manitoba Livestock Marketing Association.



**ALLAN MUNROE** — **LMAC Vice-President.** Allan owns the Killarney Auction Mart in southern Manitoba. He is the President of the Manitoba Livestock Marketing Association. He has been on the LMAC Board of Directors since 2022. Allan has been an active member of both MLMA and LMAC. He has competed 4 years as the Manitoba delegate to LMAC. He sits on the LMAC "Best Practices" development committee and the Beef Coalition working group.



**LARRY WITZEL** is the owner-operator of the Ontario Livestock Exchange in Waterloo, Ontario. Larry has been on the LMAC board for over 25 years and is the appointed delegate from Ontario. Larry serves on a number of important LMAC committees and is respected by both industry and government. Larry Witzel was rewarded for his dedication to LMAC by being inducted into the LMAC Hall of Fame. He has served as President of both LMAC and OLAMA. Larry's market was the host of the 2024 Convention.



**RICK WRIGHT** is often referred to as the face of "LMAC. He has served on the LMAC Board for over 30 years. Rick has been in the cattle market industry for 45 years as both a market operator and order buyer. He currently order buys cattle for JGL Livestock and operates his own cattle consulting business. He has been the CEO of LMAC since 2014. He is the liaison with CCA and sits on a number committees on behalf LMAC. HE is a director-at-large, past President of LMAC and a Hall of Fame inductee.



**TYLER CRONKHITE:** He is manager of the SALE Cowtown Livestock Exchange in Maple Creek, SK. He was re-appointed as the delegate representing the Livestock Marketers of Saskatchewan. He is a Man/Sask auctioneering champion and has competed in numerous LMAC competitions. He is just completing his fourth year on the LMAC board of directors. Tyler sits on the LMAC Hall of Fame selection committee.



MARK CANART is the appointed delegate representing the Mountain Livestock Markets Association of BC. Mark operates Canart Cattle Company, an order buying firm in the Kamloops area. He also operates a fleet of livestock trucks and brings valuable insight to the transportation recommendations from LMAC. Mark has over 45 years of experience in the cattle marketing and feeding industry. Mark is valued member of the LMAC Board. unavailable, Bob Miller serves as the alternate representative.



**BRENT BROOKS** was elected as director-at-large in 2018 and has served 2 terms. He is the owner of Northern Livestock Sales with successful branches in Lloydminster, Meadow Lake and Prince Albert, Saskatchewan. He is a very strong supporter of LMAC and serves on many committees both provincially and nationally including the "Best Practices" development committee and Beef Check Off working group. He is past - President of the Livestock Marketers of Saskatchewan and hosted the 2022 LMAC Convention in Lloydminster.

## LMAC BOARD OF DIRECTORS (CONT'D)



MARK FERRARO was elected as director-at-large at the 2022 and has served two terms. Mark owns and operates livestock markets at Brussels and Cookstown Ontario and recently purchased the market at Hoard's Station from the Denure family. Mark has become a very active and engaged board member. He brings a hands-on approach and passionate support to the marketing industry. Mark sits on the "Best Practices" development committee, convention committee and sponsorship committee for LMAC.



CASEY LAWES was elected as a director at large to the LMAC at the Olds annual meeting in 2023. Casey is a third-generation livestock marketer and auctioneer. The Lawes family operates successful auction markets in Provost and Vermilion Alberta. He has completed his first term as a Director at LMAC. Casey is an accomplished auctioneer and brings a younger market operator's perspective to the LMAC Board of Directors.



**DANNY SKEELS:** Danny was elected to his first term on the LMAC Board of Directors in Waterloo in 2024. He is lead auctioneer for the VJV Marketing Group. He also operates a very successful purebred cattle operation and auction company. He brings a wealth of experience from the auctioneer and producer points of view to the board. Danny sits on the Auction Competition Committee.



**PATRICK CASSIDY:** Patrick is the appointed representative from the Alberta Auction Markets Assoc. He is serving his first term on LMAC. Partick is a partner at the Olds Auction Mart and is an accomplished auctioneer. He was co-chair of the host committee for the 2023 LMAC convention in Olds. Patrick is a welcome addition to the I MAC Board of Directors





# Hall of Fame NOMINATIONS



## JOHN WILLIAMSON - Mankota Stockmen's Weigh Company

Nominated by Livestock Markets of Saskatchewan

John Williamson was born and has lived his entire life in the ranching area of Mankota, in the southwest part of Saskatchewan.

John started his career at the Mankota Stockmen's Weigh Company moving cattle from scale to pen, pen to load out, all the while learning to sort and market cattle. In 1991, John was hired as the General Manager of the Mankota Stockmen's Weigh Company. John wore many hats as manager which also included sorting, penning, marketing, hiring employees, building and yard maintenance, loading trucks and so much more. John was always looking for ways to improve the business. Bringing more bull sales to the market was something he felt was important, so he added breeds like Red Angus, Black Angus and Charolais. He also started the select Bred Heifer sale which is still going strong after 36 years. John retired as manager in 2018 but still lends a hand on sale days working a gate when needed or socializing with producers while enjoying a hamburger and a piece of pie.

John worked with the students at Mankota School to develop a work experience program at the market that gave them credits towards graduation. John is a very involved board member on both the Livestock Marketers of Saskatchewan and the Saskatchewan Stockgrowers Association. John was very instrumental in establishing the Red Coat Cattle Feeders feedlot in Hazenmore, Saskatchewan. John was also a founder and promoter of the Certified Angus Calf Sale that is still an annual event at Mankota. John is a respected rancher and feedlot operator. He has developed a strong reputation in the cattle industry with his consignments of open replacement and bred heifers at the Canadian Western Agribition.



### JIM ABEL - Stetler Auction Mart

Nominated by Alberta Auction Markets Association and Manitoba Livestock Marketing Association

Jim Abel got his start in the livestock marketing industry when he married into the Charlie McKay family in 1977. McKay and his partner had built the Stettler Auction Mart from scratch, and Jim didn't get any special treatment; he started in the back as the yard foreman's assistant. Keen to learn and a hard worker, Jim worked his way up the ladder

learning the trade and the importance of customer service. In 1990, Jim and his brother-in-law Greg Hayden purchased the market. They successfully operated the market until 2016 when they sold the operation to the Rairdan family. During their time at the market, Jim and Greg both served as directors on LMAC. Jim took a strong interest in the "cattle politics" and became very active in the Alberta Auction Markets Association, serving as President. He served as Chairman of the Alberta Livestock Inspection Service and sat on many provincial committees. He was appointed to the LMAC board of directors by the AAA and when his term was completed, he had gained the trust and respect of the LMAC board members and was asked to run for LMAC President. Jim was president of the association from 2010 to 2013

**HEARTLAND LIVESTOCK - VIRDEN** THE Cattle Market



# LMAC Memorial Honour Roll

### INDUCTEES



### LARRY SCHWEITZER - Nominated by MLMA

Larry Schweitzer grew up and spent his whole life in the Hamiota area of Manitoba. Schweitzer was a cow-calf operator and a grain farmer. He started as a cattle buyer for Cattlex in Hamiota and covered many of the Manitoba markets. Schweitzer was one of the original partners who formed Hamiota Feedlot Ltd. and realized his dream of building the feedlot from scratch. Over the years he bought out the other partners and operated the feedlot with his partner Audrey. Schweitzer had a passion for the "cattle politics" which introduced him to many beef organizations and people. He was president of the Manitoba Cattle Producers Association during the BSE crisis and for 13 years was involved with the

National Cattle Feeders Association, where he also served as President. He represented Manitoba on the Canadian Cattle Association, serving on numerous committees. He was a member of both Manitoba Livestock Marketing Association and LMAC. Schweitzer volunteered countless hours in the promotion of the cattle industry. He was respected by his peers and government and was often asked to sit on committees across the country representing the feedlot sector. He passed in December, 2023.



## JIM BLACKSHAW - Heartland Livestock Virden, nominated by Rick Wright

Jim Blackshaw started working at the old Virden Auction Mart before he was old enough to drive, getting to work on his bicycle. This was the start of a career in the auction market business that lasted over 40 years. He started in the back as a yard laborer cleaning pens and feeding cattle. We worked his way through almost every job at the market including yard foreman, to salesman and customer service. Jim had a great eye for cattle and loved working with the cattle and many people in the industry. If you were one of Jim's customers you got looked after very well, setting the bar for customer service for the other employees. His dedication to the auction market was second to none. He took on every job that

he was asked to do with pride. His reputation for honesty and hard work was impeccable. "Blackie" as he was affectionately called by his co-workers was one of a kind, but the right kind!



## WILF SMITH — B.C. Coop, nominated by Mountain Markets Association

Wilf was an auctioneer and fieldman for the B.C. Livestock Coop in Williams Lake for 34 years. He was a dedicated hardworking man, who enjoyed the cattle industry. One of the highlights of his career was being awarded a life time membership in the Williams Lake Rodeo Association.



### DERYL MILLER – Nominated by the Livestock Marketers of Saskatchewan

Deryl's life long career in the livestock business began with watering cattle by hand, as a teenager at the Miller Bros. Feedlot outside of Saskatoon.

In 1978, Deryl took over the management of Miller Livestock from his uncle Bill Miller. The Miller company was a full-service livestock trading operation, dealing cattle and horses as well as trucking in the Saskatoon area

Deryl Miller was a leader in the livestock marketing industry for decades as one of the founding partners of Saskatoon Livestock Sales. With the consolidation of the industry and the closure of several auction

markets, he saw the demand for more marketing options for local cattlemen. Deryl decided to renovate his feedlot to provide larger producers a low-cost low stress marketing option for their calves, while also offering smaller producers the same opportunity to market their cattle directly. Miller's stellar reputation in the industry made this new venture a success and the effect was immediately creating more competition for the cattle in that area. Deryl's passion for the industry involved building relationships and investing in people. His quiet matter and professional approach was admired by all that knew him. At Miller Livestock, he worked alongside his staff out in the yard as well as the office, creating a family atmosphere and always made time to visit with producers. He shared his knowledge and was always there to listen and share his advice.

# **LMAC** Nemorial Honour Roll

The Livestock Markets Association Canada has introduced the "Memorial Honour Roll". The idea is to recognize persons in the livestock marketing industry who were influential in and have left a positive mark on the marketing sector. These nominees have passed on, but LMAC feels that it is important to recognize their contributions to the industry they dedicated their lives to. They were leaders in the industry and have been nominated to the Honour Roll by their Provincial Associations or LMAC.



Brussels Stockyards Brussels, ON



**Leonard Patterson** Dawson Creek, BC



Terry Schetzsle Veteran, AB



**Sheldon Nicholson** Patterson's Auction Mart Dryland Cattle Trading Corp. Heartland Livestock Services Yorkton, SK



**Pete Gregory** Union Stockyards Winnipeg, MB



John Milne LMAC Secretary Lethbridge, AB



Jim Raffan Livestock Dealer Kamloops, BC



Bert Lesage Order Buyer Notre Dame de Lourdes, MB



Stewart "Bud" Brown Melbourne Stockyards Melbourne, ON



Al Campbell Hartford Insurance Winnipeg, MB





Carl F. Hickson Stettler Auction Mart Hoards Station Sale Barn/Lindsay Sale Barn, Lindsay, ON



Carl "Slim" Dorin Cattle Buver Kamloops, BC



Ste. Rose Auction Mart. Ste. Rose, MB



**Jack Daines** Innisfail Auction Mart Innisfail, AB



Order Buyer Kersley, BC



John Heebner Market Manager/Builder Saskatchewan Wheat Pool Heartland Livestock



**Brian Good** Industry Champion Red Deer, AB



Bruce Whyte Mountain Markets Assoc. Kamloops, BC



**Murray Morrison** Ontario Stockyards Inc. Cookstown, Ont.



Ron Northcott Order Buyer Regina, Sask.



James (Jimmy 0) Oldershaw Order Buyer Winnipeg, MB



Cattle Buyer Winnipeg, MB



Maple Hill Auction Hanover, Ont



Jim Wideman OLEX/LMAC Waterloo, Ont

### **2025 INDUCTEES**



Miller Livestock Saskatoon, SK



Auctioneer Williams Lake, BC



Jim Blackshaw Heartland Livestock Virden, MB



Larry Schweitzer Hamiota Feedlot Hamiota, MB

# 2024 LMAC Champion Auctioneer

# LARS DELEEUW





Lars Deleeuw's story is fascinating to say the least! From a young boy growing up in the Netherlands to becoming a Canadian Champion Livestock Auctioneer in a short 19 years seems like an impossible feat!

Lars was born in 2005 in Goree Olverflakke, Netherlands. His family had a small dairy herd, fed some cattle and ran a flock of 400 sheep. In 2011, the DeLeeuw family moved to Canada and settled in Ontario. In Canada, the Deleeuw family milked goats and cows, ran a small beef cow herd and owned some sheep. Lars bought his first purebred Angus heifer in 2017, and at that time he became fascinated with auctioneering.

Lars route to becoming an auctioneer was not conventional. He is self-taught! He watched videos on YouTube where he began studying techniques. He watched former world champions such as Ralph Wade. He also reached out to former world champion Matt Lowery to help fine tune his chant. His passion for the industry and many hours of practice helped build the confidence required to be a great auctioneer. Deleeuw says "I just love the chant, the enthusiasm and the market. It takes a lot of practice, getting the pop of the tongue rolling along with your words and your numbers."

Deleeuw is the whole package; as well as the chant, you must be able to spot bids, you need to know the product and the daily value. A good auctioneer must know when to ask for more or knock them down. Deleeuw can do it all, despite his short time in the business and limited experience on the block. His calm demeanor on the auction block and smooth delivery are that of a veteran auctioneer.

In 2021, Lars started selling at the Ontario Livestock Exchange in Waterloo on a part-time basis while working in the back. Getting to work with Canadian Champion Calvin Keupfer was a real bonus. In 2023 he entered the international competition at the Calgary Stampede and turned a lot of heads, placing in the top ten. At 18 years of age, this relatively unknown rookie from Ontario was the talk of the competition. Deleeuw had these thoughts about the LMAC event. "I did not think I would win the whole thing. I would have been just happy with the rookie (buckle). It was a lot of fun overall, but this is a very special moment for sure."

With the competition held in his home barn, Deleeuw didn't expect the nerves to be a problem, but the interview process was new to him. He noted, "The interview process was challenging because the guestions and answers were tricky."

OLEX has a reputation for keeping their top-quality auctioneers under the radar. William Haalstra from OLEX has been a longtime competitor at LMAC. Tony Chaffe was with OLEX when he won the second Canadian Championship. Calvin Keupfer was a well-kept secret until he came to LMAC in Winnipeg. Now OLEX has its third Canadian Champion in Lars Deleeuw.

Many young boys who go to the cattle auctions with Dad or Grandpa dream of becoming an auctioneer. Few ever think that they will become a champion. For Lars Deleeuw, at 19 years of age, he got to experience what many auctioneers spend a lifetime chasing – a Canadian Championship. For the kid who watched YouTube and became a self-taught livestock auctioneer, the dream came true. Congratulations to Lars Deleeuw, 2024 Canadian Livestock Auctioneering Champion.

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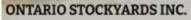




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