

Peace Country Sheep Sale
c/o Nancy Peterson
Box 143
Farmington, BC VOC 1N0
October 24, 1998

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

Gentlemen:

The Fifth Annual Peace Country Sheep Sale held September 19, 1998 turned out to be our largest to date with 5124 head on offer (previous largest sales were approximately 3500 head in 1995 and 1996). In five years it has grown to be the largest sheep sale in the west, this year passing the 50 year old Thompkins, Saskatchewan sale.

Although lamb prices were lower this year than the past few years, it was a reflection of the lamb market in general and not exclusive to our sale. Breeding stock and cull ewe prices held up surprisingly well. We have always known that our sale wouldn't set the price of lamb in Canada, but if we can get market price from the major Canadian buyers on our own doorstep, we have provided a good market alternative for lamb producers of the Peace. We are continuing to do that, and many producers have grown to depend on this sale as their only market. There were 161 consignors this year and gross sales of \$360,205. Two truck loads of sheep came from Prince George and Vanderhoof, and many truck loads from the Peace River area of British Columbia and Alberta. Purebred stock came from as far away as the Vancouver area. Two of the competition pens came from Lloydminster, Saskatchewan.

We had most of the major sheep buyers in western Canada at our sale or represented this year, coming from Brandon, Manitoba, central Alberta, Vancouver Island, and the lower mainland of British Columbia. There were two new buyers who purchased 450 head and 850 head respectively; so we are working hard to keep their business as well as the regular buyers who have supported us each year. Quite a large number of breeding stock changed hands with much of it being purchased by other Peace Country producers and some being purchased by Roy Leitch of Brandon, Manitoba for transport to Quebec.

New to the sale this year were the two competitions--pens of 5 breeding ewes or 5 breeding ewe lambs. The intent was to generate interest in the sale as well as get some very good breeding stock on the market. Pens were judged and cash prizes awarded before the pens were sold. There were 20 pens entered from Saskatchewan, Alberta, and British Columbia; and the winners represented each of the provinces as well. Interest was very keen and prices high for these pens. We felt it was very successful, and we would like to try it again next year.

As always, since we started 5 years ago, the heart of the whole sale is the volunteers who work so very hard to put on a quality sale at a very reasonable rate to producers. All of the organizing, set up, weigh in, sheep handling, and load out was done by volunteer producers who collectively donated hundred of hours of their time. As in the past, buyers and the public were complimentary about the organization and quality of the sale.

We are enclosing a financial statement for your review. With the increased numbers we came up with a profit for the sale this year. This is a very comfortable feeling to be able to go into next year's sale with enough working capital to cover the up-front organizing and advertising costs without wondering if we will be able to cover costs should we have a sale smaller than 2500 head. With the money from PRAD this year, we were able to do a little more advertising, start our competition pen portion of the sale, have some money for hauling our panels to the auction mart, and purchase some supplies for "lamb-proofing" the auction yard pens designed for cattle. We thank you for your support.

If all of this meets with your approval, could you please remit the final 10% holdback of our funds (\$203.90) to the Peace Country Sheep Sale, c/o Nancy Peterson, Box 143, Farmington, BC VOC 1NO.

With thanks,

A handwritten signature in cursive script that reads "Nancy Peterson".

Nancy Peterson, Chairperson
Peace Country Sheep Sale