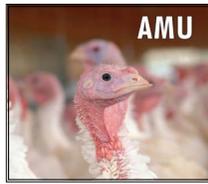


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Navigating Trade Issues

Developments with the North American Free Trade Agreement (NAFTA) and the Comprehensive and Progressive Trans-Pacific Partnership (CPTPP) have rapidly intensified.

At the time of this writing, Canada and the United States had reached an agreement at the 11th hour before the September 30th deadline set by the U.S. Congress. The new trilateral deal, called the United States-Mexico-Canada Agreement (USMCA), was reached after Minister of International Affairs Chrystia Freeland travelled to Washington four weeks in a row and very intensive negotiations by secure video link between the two capitals, Ottawa and Washington, over the weekend of September 29-30th.

Turkey Farmers of Canada (TFC) Chair Darren Ference, Vice Chair Calvin McBain, Trade Representative Mark Davies and TFC staff were in Washington as needed during negotiations. TFC is examining details of the deal and the impact it will have with the concessions to market access already made under the CPTPP.

A primary concern for TFC is that supply management

is being eroded by concessions in CPTPP and USMCA. Farmers, not only in turkey, but in the dairy, chicken and egg sectors as well, are facing increased market disruption from USMCA, so we will work with our partners to obtain a commitment from the government that it will no longer entertain further harm to the security of our domestic food system and the livelihoods of Canadian farm families.

Urgency for actions to lessen the harm of increased foreign access to our markets has been increased with the USMCA, and as legislation to ratify the CPTPP agreement passed 2nd Reading in the House of Commons. The Canadian Government has stated its intention for full passage of the CPTPP legislation before the end of this year.

Turkey Farmers of Canada, along with representatives from Canada's broader poultry sector (Chicken Farmers of Canada; Egg Farmers of Canada; and Canadian Hatching Egg Producers) formally met with Agriculture and Agri-Food Canada officials in August to discuss policies and measures to mitigate the impact, and continue to work for effective and timely remedies.

TFC Meeting Highlights

- TFC's 255th Meeting was held on September 20th at the Holiday Inn Toronto International Airport Hotel and Conference Centre.
- The Hon. Ernie Hardeman, Ontario's Minister of Agriculture, Food and Rural Affairs joined TFC's Board for breakfast and discussion.
- Eastern and Western region meetings took place in conjunction with the 255th Meeting to provide a more detailed overview of the Allocation Policy Committee's review and recommendations for amendments to the TFC Allocation Policy.
- The Executive Committee and the Audit and Finance Committee also met together to look at budget considerations and priority areas for 2019, based on the Directors' Business Plan developed last April.



Darren Ference, TFC Chair (r) and Brian Ricker, TFC Executive Member and Turkey Farmers of Ontario Chair (l) welcomed the Hon. Ernie Hardeman (c).

Guidelines for Antimicrobial Use in the Turkey Industry

Turkey Farmers of Canada has developed *Guidelines for Antimicrobial Use in the Turkey Industry*, a booklet to assist industry stakeholders with the implementation of the Turkey Industry Antimicrobial Use (AMU) Strategy. The industry-led strategy was put in place to respond to the increased global attention to the threat of antimicrobial resistance (AMR). It sets timelines for the elimination of preventive use of antibiotics important in human medicine.

The strategy works to maintain and build consumer confidence in Canadian turkey and meet the needs of processors, restaurants, and retailers, while maintaining effective on-farm treatment options.

The *Guidelines* were developed in consultation with a range of poultry veterinarians and provide background on AMU and AMR, the AMU Strategy, and roles within the Strategy. The *Guidelines* provide clarity to the definitions for disease prevention and treatment, outline common flock health situations on-farm, and management tools to aid with implementation.

The *Guidelines* have been circulated to key industry stakeholders and can be found, along with more resources on AMU, on the members' only TFC On-Farm Programs Portal at www.tfconfarmprograms.ca. If you would like to request a copy, please contact cgonano@tfc-edc.ca.



Move to Prescription Status

As of December 1, 2018, a veterinary prescription will be required by farmers in order to use medically important antibiotics (Category I, II and III antibiotics). This change is a result of regulatory and policy changes by Health Canada to promote the responsible use of antibiotics in animals to address the risk of antibiotic resistance.

Farmers will only be able to purchase medically important antimicrobials, with a prescription, from a veterinarian, a pharmacist or as a medicated feed from a feed mill.

Farmers are encouraged to discuss the impending changes with their veterinarian or feed mill. More information, including a list of affected products, can be found at: www.canada.ca/en/public-health/services/antibiotic-antimicrobial-resistance/animals/actions/responsible-use-antimicrobials.html.

Protecting Your Farm During Fall Migration

The best prevention for avian influenza is a robust biosecurity program.

The TFC On-Farm Food Safety Program© (OFFSP) includes mandatory and highly recommended elements that can help reduce the risk of avian influenza entering your flock, and it encompasses all of the biosecurity elements of the National Avian On-Farm Biosecurity Standard.

It is highly recommended that turkeys be housed indoors, especially during periods of wild waterfowl migration, to reduce the risk of transmission of avian influenza.



Did You Know?

There is a much higher incidence of wild birds testing positive for avian influenza virus in the fall, presumably from the current year's young birds newly acquiring the virus over the summer. This may lead to a higher risk for commercial farms in the fall.

Anyone working in the barns on your farm could be carrying the avian influenza virus into the barns on clothing or their person. Reduce the risks by following biosecurity guidelines.

Migrating birds are attracted to farm fields to feed on their route south, and may shed avian influenza virus in the fields while visiting. Fall harvest work may mean that either you or your tractor could track the avian influenza virus back to your barns.

Waterfowl are not the only species that carry avian influenza – some shorebirds, raptors and songbirds have previously tested positive for avian influenza virus as well.

During migration, large numbers of migrating birds will aggregate at certain locations. As the sheer volume of wild birds increase in your area, your risk for exposure to avian influenza virus increases.

For more information and updates as warranted, producers are encouraged to visit www.tfconfarmprograms.ca or the Canadian Food Inspection Agency's website at www.inspection.gc.ca.

Consumer Communications



Reaching more consumers...



Turkey Farmers of Canada and Chefs Plate are celebrating Thanksgiving together with the official announcement of an ongoing national partnership that will see the meal kit company exclusively use Canadian turkey year-round.

In addition, Chefs Plate will donate a meal to its charitable partner, Second Harvest, for every order placed at www.chefsplate.com and delivered between September 30th and October 13th. The menu includes spiced turkey and pear chutney; spiced turkey and roasted red pepper fajitas; and turkey penne and rose sauce. Each meal kit including turkey is clearly labeled Canadian Raised Turkey.



The hundreds of thousands of meal kits delivered by Chefs Plate across the country provides significant new awareness and consumption on a mass scale that goes beyond the traditional grocery aisle.



TFC's relationship with Weight Watchers (WW)[®] further promoted Canadian Turkey[™] as creative recipes for leftover turkey were showcased in a dedicated email to WW[®] members and in social media posts prior to Thanksgiving.

Tasty. Nutritious. Versatile.

Recipes can be found at canadianturkey.ca/featured-recipes and provincial extensions.

Recipe videos can be found at canadianturkey.ca/videos.

Nutrition information is available at canadianturkey.ca/nutrition.

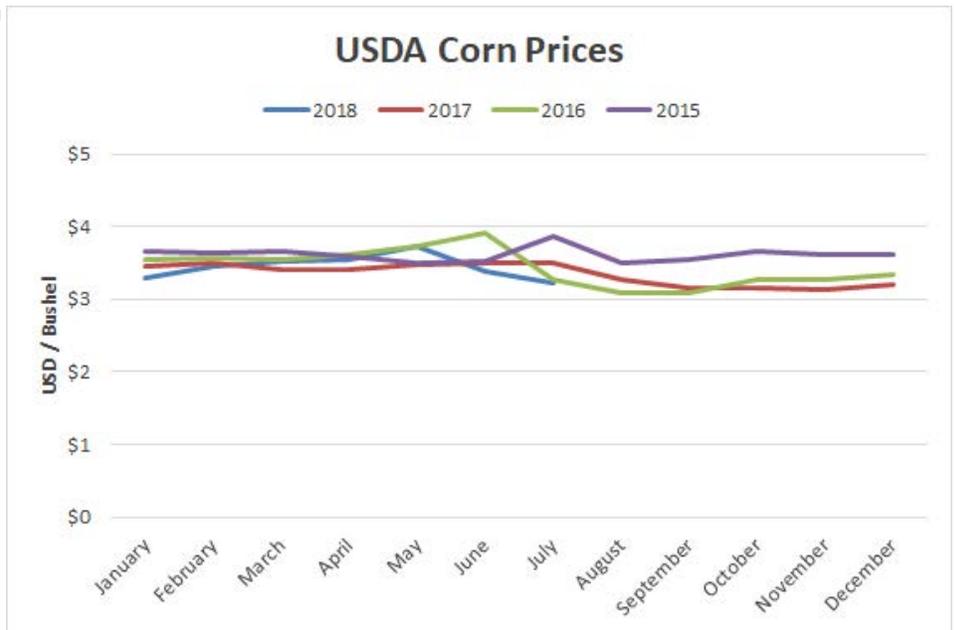
Sign up for Canadian Turkey's Get Cooking with Canadian Turkey[™] monthly e-Newsletter at canadianturkey.ca/e-newsletter.

Market Insight

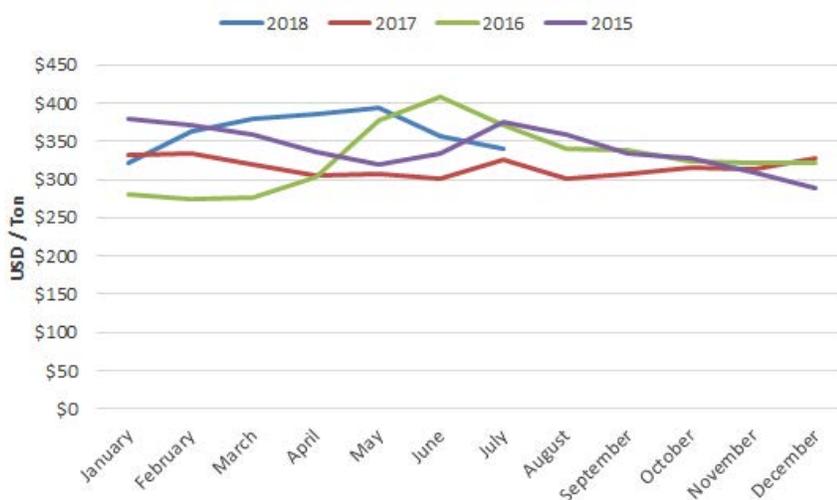
Agriculture and Agri-Food Canada (AAFC) provided updates, in the August edition of *Outlook for Principal Field Crops*, on the outlook for the 2018-19 crop year. Based on preliminary estimates, the area seeded to principal field crops increased marginally compared to last year from 31.1 million hectares to 31.4 million hectares. Dry conditions in Western and Eastern Canada are creating uncertainty for expected yields. Carry-out stocks of grains and oilseeds are expected to decrease significantly from 14.0 million tonnes to 12.4 million tonnes due to lower supply and higher exports.

Area seeded to corn in Canada in 2018 increased from 1.4 million hectares to 1.5 million hectares because of strong prices and good demand. The Chatham price is expected to increase due to projected higher U.S. corn futures and a relatively unchanged Canadian dollar.

The four major world corn market competitors (U.S., Argentina, Brazil and Ukraine) are expected to have higher 2018-19 corn production and, as a result, Canadian exports are expected to decrease by 17% from 1.8 million tonnes to 1.5 million tonnes due to increased international competition.



USDA Soybean Meal Prices



Planted soybean area has fallen by 13% from 2.9 million hectares to 2.6 million hectares due to attractive returns from competing crops; dry weather across Western Canada; and an abundant world soybean supply. Production is forecast to fall by 8% from 7.7 million tonnes to 7.1 million tonnes as the projected decline in harvested area more than offsets the increase in yields based on a five-year average.

Domestic processing of soybeans is expected to rise slightly in 2018-19.

CFA hosts Federal-Provincial-Territorial Roundtable (FPT)

On Wednesday, July 18th CFA hosted its annual FPT Roundtable which took place directly after the July Board Meeting. Ministers from across the country came together with farm leaders to discuss the agriculture sector and how to best harness its potential growth.

During the discussion with Ministers, several key topics were discussed:

- Access to labour was a key priority identified by a number of Ministers and acknowledged by CEO and President of AGT Food and Ingredients Murad Al-Katib as a key topic of discussion by the economic strategy table;
- Interprovincial trade barriers were repeatedly identified as critical obstacles to growth, which needed to be addressed to demonstrate a true commitment to open trade;
- The importance of continuing the BRM review process, noting the need to get programs right, particularly in light of recent trade instability;
- Murad Al-Katib highlighted the economic strategy table's interest in regulatory modernization as a pillar for future growth, both domestically and abroad.

These issues will remain at the forefront of CFA's advocacy efforts in the coming months.

Finance Canada Roundtables on Intergenerational Farm Transfers

In late July, CFA coordinated a series of roundtable discussions in concert with member organizations and Finance Canada. Producers and farm advisors were brought together with senior Finance Canada officials and staff from Minister Morneau's office to engage in a conversation with farmers and experts on how to better recognize legitimate farm transfers while ensuring tax rules cannot be used to convert income into capital gains.

Four roundtables were organized across Canada, with sessions in Regina, Guelph, Montreal, and Truro over the last two weeks in July. Thanks are due to APAS, OFA, UPA, and the NSFA for hosting these sessions, respectively.

While exploratory in nature, a number of key tax issues were discussed, including:

- Possible improvements to Section 84.1 of the Income Tax Act, to help ensure farmers could still access their capital gains exemption while using holding corporations in family farm transfers;
- Barriers to corporate reorganization amongst siblings in joint ownership situations;
- Ensuring access to the Small Business Deduction is available for producers selling to producer-owned/related corporations;
- Broadening the definition of family member in the agriculture rollover provisions.

Upcoming Events

Grocery Innovations Canada 2018
October 23-24, Toronto, ON

Poultry Industry Council (PIC) Annual General Meeting
October 25, Guelph, ON

3rd Annual Canadian Centre for Food Integrity (CCFI) Public
Trust Summit
November 13-14, Gatineau, QC

Atlantic Poultry Conference
November 13-15, Greenwich, NS

TFC 256th General Business Meeting
November 28-29, Toronto, ON



Turkey Farmers of Canada has once again partnered with Food Banks Canada to help Canadians in rural communities enjoy the Thanksgiving tradition.

Additional contributions from Provincial Turkey Boards (BC - \$500; AB - \$3,000; SK - \$1,000; MB - \$500; NB - \$1,000 NB) on top of TFC's \$10,000 donation mean that \$16,000 is providing turkey meals to Canadians living with food insecurity. Please join us by supporting your local food bank.



TURKEY FARMERSTM OF CANADA

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