

Welcome to the SEPTEMBER 2001 edition of the *Deer Farmers' Digest*, a monthly electronic newsletter published for those interested in raising deer, elk and reindeer. This *Digest* (ISSN 1499-1357) is distributed via e-mail to over 2,600 readers in 25 countries. A copy of ALL the issues of the *Deer Farmers' Digest* can be found at <http://digest.deerfarmer.com> and in the National Library of Canada at [http://collection.nlc-bnc.ca/100/201/300/deer\\_farmers\\_digest/](http://collection.nlc-bnc.ca/100/201/300/deer_farmers_digest/).

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## 1. WHY DEER DIE

[Prepared from notes taken at presentations by Dr. Jerry Haigh and Dr. Murray Woodbury at the Alberta Whitetail and Mule Deer Association conference in April 2001].

In the fall of 2000, Dr. John Berezowski of the Western College of Veterinary Medicine (Saskatoon, Canada) sent out a survey to identify what diseases affect the deer industry in Canada and the United States. Some 167 deer/elk farmers (32% of the total sample) and 8 veterinary labs returned the surveys. The total numbers of deer/elk upon which the results are based was approximately 5,200.

The study found the following death rates – 22% among fawns, 5% among yearlings and 4% among adults.

Deaths occurred during birthing – 2.9% among adult does, 2.2% among yearlings and 27% in assisted births. Assistance is necessary during problem births, so it should be expected that there will be some mortality.

The study found that fawn survival rates were 89% to one month, 82% to weaning and 78% to one year of age. When fawns die, some 49% do so within the first month. From a production standpoint, care for fawns during their first month is critical to ensure high survival rates.

According to this study, there were two major causes of death in deer and elk – emaciation and trauma.

The major causes for emaciation were:

- improper nutrition
- parasites – brown stomach worm (important to de-worm)
- behavioural causes – the “pecking” order
- problems with teeth
- unspecified disease
- capture myopathy
- MCF – possibly a new strain of virus
- grain overload
- other – usually some infectious diseases.

The study found that deer and elk farmers need to pay more attention to handling of animals. Too many animals are injured or killed during handling. Farmers must have facilities that reduce risk of injury or death to the animals. Training is also important – for both the farmers and the animals. “Trained” animals are easier and safer to handle. (See *Sending Deer to School* in the July 2000 *Digest* located at <http://digest.deerfarmer.com/jul00.htm>)

### **Capture myopathy**

The study found that mortality due to capture myopathy was 6% among fawns, 12.5% among yearlings and 20.6% among adults.

Capture myopathy (or white muscle disease) is a response by the deer to stressors in its environment. The type of response to stress is affected by several factors – species, age, previous experiences, general health, genetics and learned/innate behaviour.

The immediate reaction to stress is the “fight or flight” syndrome. The adrenals secrete adrenaline. Persistent stress raises reaction to a dangerous level.

The mid-term effects of stress are: a) release of ACTH from the pituitary gland, b) the animal is on high alert, c) the animal becomes worn out, and d) the deer becomes susceptible to disease.

Severe stress over days or weeks can cause chronic corticosteroid production and adrenal exhaustion. The secondary effects include metabolic upset, loss of body condition, loss of reproduction, and increased susceptibility to stress and death.

Stress causes anaerobic metabolism, which results in chemically stored energy, lactic acid and cramping and muscle damage. Lactic acid damage contributes to capture myopathy.

Capture myopathy is a syndrome of acute or chronic degradation resulting from stressful activity such as a pursuit of the susceptible animal. It can occur without exercise (animal does not have to

be chased). Capture myopathy can occur both during physical and chemical restraint. It occurs in most animals, but especially in ungulates. It has been reported in birds and even fish.

Fear and anxiety plus excessive body heat plus too much adrenaline will result in capture myopathy.

The clinical signs of capture myopathy include sudden death within 24 hours, depression, rapid shallow breathing, and failure to recover from anesthesia. Death can occur after several hours of symptoms, or from cardiac arrest. The animal may also appear to recover, but has heart damage. It may die at the next stressful event.

Other symptoms include stiffness or lameness, swollen muscles and brown urine (due to myoglobin excretion which may lead to damage of the kidneys).

There is no treatment for capture myopathy. Therefore, prevention is critical. This can be done through good planning, good facilities and trained animal handlers.

Minimize the time of restraint. Some vets use anti-psychotic handling drugs. Long lasting tranquilizers are useful for translocation and prolonged handling. Keep the duration of immobilization as short as possible, and reverse it.

Selenium and Vitamin E deficiency can contribute to capture myopathy. Be sure that your animals are getting adequate amounts in their diet.

Don't handle or immobilize animals in the heat of the day. This significantly increases the risks. Also, if you have to redo immobilization, then just quit, the risk is too great.

Good production and management techniques require the minimization of animal mortality. Addressing the issues discussed will assist farmers to increase production and the profitability of their operations.

## **2. DEER FARMING IN NEW ZEALAND**

*[Information provided by Dr. Philip Theunissen, South Africa, Dick Valentine of the New Zealand Fallow Deer Society, and the New Zealand Game Industry Board web site – <http://www.nzgib.org.nz>]*

Deer farming originated in New Zealand, and this country remains the world's largest and most advanced in this specialized agricultural pursuit.

There are more than 4,000 deer farms in New Zealand, ranging in size from small hobby farms to extensive commercial operations. On these farms are approximately 1.8 million deer, or half the world's farmed deer population. This figure includes an estimated 1.2 million female deer (hinds or cows) and 600,000 stags and bulls.

Deer are not native to New Zealand. The first deer were imported from England and Scotland for sport in the mid to late 19th century. The deer were released mainly in the Southern Alps and its

foothills in the South Island. The environment proved to be ideal. By the middle of the 20th century, deer were regarded as pests because of their impact on the environment and native forests.

The export of feral (wild) deer started in the 1960s, turning a pest into an export earner. Industry pioneers saw an opportunity in the early 1970s to build on this base by capturing live deer and farming them. A new industry was born and rapidly spread throughout New Zealand.

According to the New Zealand Game Industry Board statistics, more than 90 percent of the New Zealand deer industry's products are exported. The volume of venison exported increased from 11,639 tonnes in 1996 to 17,332 tonnes (38 million lbs) in 1999. In 1999, New Zealand exported 176,000 kg (388,000 lbs) of velvet antler, 1.2 million kg (2.8 million lbs) of co-products (pizzles, sinews and blood products), 565,000 hides and 105,000 square metres of leather. Total value of these exports in 1999 was just over NZ\$209 million.

Venison sales account for 76% of export revenues followed by velvet antler (12%) and co-products (6%). Live animal exports were negligible.

The major market for New Zealand venison is Western Europe and Scandinavia, accounting for approximately 80 percent of total venison exports. Germany is New Zealand's largest single market, contributing approximately 40 percent of total export earnings. Other European countries (combined) represent about 30 percent of export value. The United States is the second largest single market, at about 14 percent of export earnings.

## **Production**

Reflecting the original imported wild population, the majority of New Zealand's deer herd (about 85 percent) is Red Deer (*Cervus elaphus*). The balance of the national herd is predominantly Elk (also known as Wapiti or Elk-Wapiti), which is descended from elk originally imported from Canada or red/elk hybrids. There are also small numbers of Fallow Deer. Genetic improvements have been made with additional imported bloodlines from Eastern Europe, the UK and North America. The total number of deer produced (i.e., born) in 1999 was 429,000.

The New Zealand Game Industry Board recognizes three basic types of farming operations, namely breeding, venison finishing and velvet production. Farmers may concentrate on one or a combination of these farming operations. Deer breeding involves breeding and selling stock. Rising one-year hinds not selected as replacement breeding stock are finished for venison or sold at live sales.

Breeders can focus on breeding for venison or velvet production. Venison finishing involves purchasing all stock as weaners and selling as finished stock specifically for the chilled venison trade which peaks from October through to January. Velvet production involves purchasing or breeding stock and selecting stags with potential to retain for velvet production. Stags not selected for the velvet herd are finished (having been velveted), but would not meet the timing requirements of the chilled venison trade.

## **Venison**

Farmed venison is a culinary treat. It is a natural, tender and healthy meat with a mild distinctive flavour and smooth texture, which lends itself to many cooking styles and cuisines. With virtually no fat, calories or cholesterol, venison has the advantage of being extremely healthy without

sacrificing eating pleasure. Importantly, New Zealand deer receive no hormones or growth stimulants. No such products are licensed for use on deer in New Zealand.

Venison was once known as the 'meat of kings,' as only royalty and favourite courtiers were permitted to own or hunt deer. Its traditional use as a cold-weather dish, often marinated and cooked over a slow heat for many hours, stems from those olden days. In Europe, those traditions remain and venison is prized as meat for festive occasions. However, it does not bear any resemblance to the strong gamey flavours of wild venison.

Sophisticated New Zealand farming techniques mean that deer are able to roam and graze naturally in the open air, free from stresses which can toughen muscles and develop strong tastes. As a result, New Zealand farmed venison is naturally tender and mild in flavour.

Modern venison suits the lighter culinary repertoire. As a naturally lean meat, venison is ideal for cooking quickly over the high heat of a barbecue or wok, stir-fried or roasted and served with a light sauce and perhaps a salad. Also, modern venison processing techniques mean that the ageing process now takes place in a sterile process, once the venison has been vacuum-packed.

### **Profitability**

The New Zealand deer industry is a relatively young industry and has expanded rapidly over the past decade. The relative profitability of deer farming compared with other land-based enterprises is one of the key drivers behind this expansion. The results from official analysis on various land-based enterprises indicate that historically deer-farming profitability has exceeded that of traditional sheep and beef breeding and finishing. This explains why traditional sheep and beef enterprises have been diversified to include deer farming, and why there have been shifts in land use in favour of deer farming.

Dairy farming remains the leading pastoral farming enterprise in New Zealand, generating a net margin exceeding \$1,200/ha. It is, however, closely followed by deer, while sheep and cattle enterprises fall well behind. The profitability of deer farming is quite significant accordingly, and, coupled with its low labour requirements, will continue to attract new farmers into the industry.

### **The future**

The New Zealand Deer Farmers' Association is of the opinion that the industry has moved on from a period of uncertainty in the early 1990s and is in the midst of a strong expansion phase. Prices in overseas markets are strong and are only threatened by the deer industry's ability to supply them with sufficient volumes.

With the existing strong and well organized marketing structure which underpins the industry, New Zealand can continue to be the world leader in the production of farm raised venison. In the process, it has achieved its objectives of being the driving force behind the marketing agenda, assuring venison is promoted and sold as a profitable, healthy, gourmet food.

### 3. HOW TO GET GRANTS

Much of my time these days seems to be spent helping various livestock and crop associations apply for government grants. This is an extension of my work in assisting them to develop their business plans. I thought it would be useful to share my experiences so that deer/elk associations and farmers too can take advantage of grants.

Here in oil and cash-rich Alberta, there is approximately \$30 to \$40 million dollars available for agricultural projects from various provincial and federal government grants. Our neighboring province of Saskatchewan had some \$95 million available a few years ago in their agri-innovation fund! Many states and provinces have similar grant programs available.

These grant programs are designed to support and advance agriculture within certain regions. Because of the challenges facing farmers, the goals of these programs usually focus on such things as agricultural diversification, improved productivity, rural development, value-added processing, attracting investment into agriculture, market development, commercialization, and development of business/technical expertise among farmers.

Funds may be available to associations, companies, researchers, universities and private individuals, depending on the specific program. Grants are usually NOT available to help you set up a deer or elk farm. However, if you want to set up a research/pilot project on your farm, funding may be available.

Several times in my past careers I was involved in reviewing and recommending approval of grants. So I have experience on both sides of the granting process.

Here are some of the things that funding agencies are looking for when considering grant applications:

1. *A good idea* – this certainly is not the most important aspect, but the concept must be consistent with the goals of the grant program, and make good sense. Funders prefer projects that are logical, that make sense to them, and that they can understand.
2. *Promises benefits* – the more benefits the proposed project has, the more attractive it is. The benefits must be broad based – for all the producers, the association, the industry and the state or province. Projects that are likely to only benefit a limited number of individuals/companies are given lower priority. It is important to clearly state the benefits in simple language in your application – they may be obvious to you but may not be so obvious to people outside your industry who are reviewing your application.
3. *Detailed planning* – my greatest nightmare has been to write up a grant application, get the funding and then have to deliver on what I promised to do! The problem is that I didn't do enough research on what was required to do a particular component, and when the funding came through, found it could not be done within the time or resources stated in the application. Therefore, it is absolutely critical that you do the proper research and planning to ensure that what you promise is doable.

Proper planning also includes working on and being able to describe the actual details of the project. It is not enough to say that you will do “market research” to measure the demand for

venison. You need to specify what market research, where it will be done, who will do it (do they have proper credentials and expertise) and the detailed budget. Funders have had too many negative experiences with vague proposals to be comfortable in approving them.

4. *Ability to execute* – I don't have any hard facts, but have heard that about 80% of funded projects experience significant problems. These include such things as cash flow problems, being over-budget, not being able to meet timelines, personnel problems, technical problems, etc.

Every project needs to be managed by people who know what they are doing! Successful projects require managing people, tasks and resources. Projects and contractors require constant monitoring and an occasional butt-kicking! If you are applying for a grant, be sure to include funds for project management. Don't assume that one of your board members or a volunteer has the ability to properly manage the project.

In getting projects done, I have had the best success with professional consultants, government and university researchers. These people have the knowledge and experience in doing projects and usually deliver. I have had the poorest results with board members, association staff, volunteers and students. The problems often result from lack of expertise, experience and commitment.

Remember that if you screw up your project, funders will be reluctant to approve any future requests.

5. *Use of results* – these days, granting agencies want some assurance and evidence that the results of your project will be disseminated and used. I was once involved in a grants program that gave out millions of dollars every year. Projects were done, final reports were submitted to us, and neatly filed away. The research being done was not having any impact in the field. Needless to say the program was killed. Remember that the granting agencies are also being held accountable for the results they produce. And these days results mean industry impact and benefits, not the number of grants given or money spent.

Indicate how the project results will be disseminated for the benefit of the industry. Have a communications plan. It may include such things as presentations at conferences, use in workshops, articles in newsletters and the media, publication in professional journals, posting on your web site, and so on.

6. *Accountability* – grants are usually public funds, so are accompanied by significant accountability requirements. Be prepared to account for every cent spent of the grant; and prepare to be audited as well. Computerized accounting systems with project tracking capability are a must. If you are running several projects, don't even think of trying to do it by hand. Having proper accounting systems in place can also keep the project manager and your board up to date regarding expenditures related to the project.

Accountability also means preparing regular status reports and interim and final project reports. These do take considerable time and effort to prepare. Be sure you have the people and resources to comply with these requirements on a timely basis.

Here are some other suggestions.

1. Obtain as much information as you can about the program. Many times the departments will send you a brochure or small pamphlet. Most programs have more detailed documentation. Check their web site.
2. If it is possible and practical, try and arrange a meeting with those responsible for administering and approving the grants. This will enable them to get to know you, and you can find out about their priorities and needs. You can also tell them what you are thinking, and quickly assess whether your idea will be accepted or not.
3. Be professional. Look as professional as possible. Send only typed letters without spelling errors, and be very professional on the telephone.
4. Be prepared. Do your homework before applying. Make a good impression by being thoroughly prepared.
5. Be patient. Government employees are not entrepreneurs. Most will not share in your enthusiasm and excitement. The systems are often complex and there are many channels and regulations. Do not try and rush them, and do not be in a hurry. Being patient is critical. This also requires advanced planning when submitting an application.
6. Deal with head offices as much as possible. Head offices are the ones who make the decisions. You will get your questions answered more quickly and accurately. If you must apply at a local office, get the main details from the head office first.
7. Deal with department heads whenever possible. Use an appropriate directory to find these people. Deal with the person in charge of the program first. They may be hard to get in touch with, but leave a message. Have them refer you to the best person in their unit.
8. Be confident. Confidence is important. Grant givers want assurance that you are confident - in yourself, your concept, your product or service and in your business. Most confidence is gained by doing your homework and being prepared.
9. Be persistent - do not take "no" for an answer. If you receive a "no", find out exactly why, then correct the situation and re-apply. On hundreds of occasions, the government says no the first time, and yes the second.
10. Hire consultants if you need help. If you feel that you do not have the time or expertise to prepare a grant application properly, then hire someone who is experienced and will do a good job. Be sure to agree on a fee and get a letter of agreement.
11. Ensure you have a detailed business plan (if the application is for a business) or a proposal. This will certainly help your case by showing how the grant will help you achieve your clearly defined objectives.
12. Be sure you have qualified people in place to do the work or project after the grant is received. Funding agencies need to feel comfortable that the project they are funding will be done on time, on budget and produce the promised results.



There are several other considerations that you should keep in mind:

1. Grants rarely cover 100% of the project – so you need to be sure that you (your association or organization) have the matching funds available. The granting agency will want to see evidence that you have the money (e.g., bank statements). Many grants will accept in-kind contributions as the matching portion. However, careful record keeping is required, and the time donated to the project by volunteers must be valued at reasonable rates. The percentage of costs that grants cover are sometimes negotiable – so ask.
2. It is easier to get a grant if several partners are involved. Therefore if the deer, elk and reindeer associations along with a university submit a proposal, the odds of funding are better than if an individual or single association applied. However, the downside of this approach is that greater cooperation, coordination and relationship management is required.
3. Consider the “unsolicited proposal” route. Having worked for government, I know that there is ALWAYS money available for projects. Also, as a consultant I have been successful for getting funds for projects without applying through normal programs or channels. If you have a good idea for a project that will significantly benefit the industry and state/province, consider developing a quality proposal and approaching the government directly. This is best done by industry associations, and can be done at the political or senior management level. It also helps if you have the input and support of lower level bureaucrats before you make your pitch.
4. Work with your funding agency. They will assign a project manager as well. Work as a team. If you run into problems, let them know immediately and work to resolve them. Don't hide things or avoid them. Your success makes them look and feel good!
5. In addition to government grants, there are many foundations that provide funds for research projects. So if you want to do a study of the effect of velvet antler on blood clotting, consider agencies such as the American Heart Foundation.

You can search for appropriate grants through the comprehensive listings at <http://www.rgo.ualberta.ca/rgodocs/sources/agency.html> maintained by the University of Alberta Research & Grants Office. The American Association for the Advancement of Science runs GrantsNet (<http://www.grantsnet.org>) which lists over 600 funding agencies.

Grants are a source of funds to do research, market development and other projects that can benefit the deer and elk farming industries. They require work to prepare applications, and if successful to manage the projects and account for the results. However, the extra funds available to our industry could have significant benefits.

#### 4. CERVIDAE MEAT COOPERATIVE SURVEY

Dear Producer:

We are conducting a survey to assemble information on the number of producers that would be interested in membership to a Michigan Cervid New Generation Meat Cooperative and the volume of animals each individual would consider marketing through this organization. The Cooperative would also possibly include bison producers. We require as accurate an assessment of potential use as possible because this will be the most important factor in the overall feasibility analysis of the possible Cooperative.

Your information will help to determine if there will be enough use to start a cooperative up and what the cost of shares will be, etc. Therefore, your input is essential. The entire feasibility study will also include aspects of slaughter facility, product marketing, quality assurance protocol, grading, and legal considerations that will be available to the producer group to evaluate whether to form the cooperative.

A cooperative is a business owned and controlled by the people who use its services. They finance and operate the business or service for their mutual benefit. By working together, members can reach objectives that would be unattainable if acting alone (i.e. marketing, slaughter privileges, product development, quality assurance, etc). The purpose of a cooperative is to provide greater benefits to the members such as increasing individual income or enhancing a member s way of living by providing important and needed services.

Please complete the survey questionnaire located at [http://www.msue.msu.edu/cervidae/Producer\\_Coop\\_Survey.htm](http://www.msue.msu.edu/cervidae/Producer_Coop_Survey.htm) as accurately as possible and return your response by fax or e-mail.

We would appreciate your cooperation on providing input for this survey and study. Please return the completed survey questionnaire by fax, postal service, or e-mail by September 30, 2001. Thank you in advance for your assistance.

Sincerely,

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## 5. EVENTS CALENDAR

Here is a list of upcoming events of interest to deer, elk and reindeer farmers.

NADeFA EAST CENTRAL BRANCH MEETING will be held on Sept. 14 & 15, 2001 in Wooster, Ohio. There will be a tour of the Purina Mills feed mill, sessions on deer feed, DNA and darting, hard antler competition, and an auction. For more information, contact Thelma Morgan at 814-694-2296 ([tjdoe@aol.com](mailto:tjdoe@aol.com)) or Tom Bennett at 717-834-4487.

CHRONIC WASTING DISEASE SYMPOSIUM will be held on Sept. 15-17, 2001 at the Hyatt Regency in Wichita, Kansas, USA. This symposium is being held in conjunction with the International Association of Fish and Wildlife Agencies Annual Meeting. For more information, contact Lloyd Fox, KS Dept. of Wildlife and Parks, at 620-342-0658 x207 or at [lloydfox@wp.state.ks.us](mailto:lloydfox@wp.state.ks.us)

The CANADIAN CERVID COUNCIL will be meeting in Ottawa, Ontario Canada from September 30<sup>th</sup> to October 2<sup>nd</sup>, 2001. The meetings will discuss health, quality control and international trade issues amongst industry members and with government officials. Indeed, the CCC will make presentations to groups of elected officials and will also organize a reception on Parliament Hill (Tuesday, October 2nd). This is an effort by the CCC to inform our Members of Parliament of the importance of our industry. For more information, contact Serge Buy at [buy@glen-net.ca](mailto:buy@glen-net.ca)

REINDEER OWNER'S AND BREEDER'S ASSOCIATION will hold their East Regional meeting on November 10-11, 2001 at Gloversville, NY USA. For more information phone Pat at 518-661-5038 or 515-661-7640 evenings.

WHITETAILED OF WISCONSIN meeting will be held on Jan 5, 2002 at the Holiday Inn, Stevens Point, WI. For more information see <http://www.whitetailsofwisconsin.com> or e-mail [info@whitetailsofwisconsin.com](mailto:info@whitetailsofwisconsin.com)

MINNESOTA ELK BREEDERS ASSOCIATION Annual Conference will be held on Jan. 12, 2002 at the Holiday Inn and Conference Center, Willmar, MN USA. For more information contact Brenda at phone 320-543-3664 or [bhartkopf@cmgate.com](mailto:bhartkopf@cmgate.com)

ALBERTA ELK ASSOCIATION Annual Conference will be held from Jan. 24 to 26, 2002 at the Capri Inn in Red Deer, Alberta Canada. For more information, contact the AEA office at [info@albertaelk.com](mailto:info@albertaelk.com) or phone 1-780-980-7582.

WORLD DEER CONGRESS III and NADEFA 2002 annual conference will be held on Feb. 20 to 23, 2002 in Austin Texas USA. For more information, call 301-459-7708 or [info@nadefa.org](mailto:info@nadefa.org) or visit their website at <http://www.nadefa.org>

TRANQUILIZATION AND REMOTE ANESTHESIA OF DEER AND ELK workshop will be offered by Dr. Keith Amass and Dr. Mark Drew for Safe-Capture International on Feb. 23-24, 2002 at the Doubletree Hotel, in Austin Texas (a post-conference workshop held in conjunction with the World Deer Congress). For more information and/or to register contact Safe-Capture International at [safecaptur@aol.com](mailto:safecaptur@aol.com) or phone 1-608-767-3071, fax: 1-608-767-3071 or visit their website at <http://www.safecapture.com>

REINDEER OWNER'S AND BREEDER'S ASSOCIATION Annual Meeting and Conference will be held on Feb. 22-24, 2002 at Frankenmuth, MI USA. For more information phone Gordon at 616-772-2584 or [gpoest@novagate.com](mailto:gpoest@novagate.com)

SASKATCHEWAN WHITE TAIL AND MULE DEER PRODUCERS ASSOCIATION will hold their 2002 annual convention on March 15-17, 2002 at the Delta Hotel in Regina. For more information contact Lisa at [info@saskdeer.com](mailto:info@saskdeer.com)

NORTH AMERICAN ELK BREEDERS ASSOCIATION 12<sup>th</sup> Annual Convention will be held on March 21-24, 2002 at the Riviera, Las Vegas, Nevada, USA. For more information contact [info@naelk.org](mailto:info@naelk.org) or phone 816-431-3605.

ALBERTA WHITETAIL AND MULE DEER ASSOCIATION Annual Convention will be held at the Capri (Red Deer, Alberta, Canada) April 5 to 7, 2001. For more information contact AWMDA at [info@albertadeer.com](mailto:info@albertadeer.com) or visit their web site at <http://www.albertadeer.com>

WHITETAILS OF WISCONSIN ANNUAL MEETING will be held on April 6, 2002 at the Stoney Creek Inn, Wausau, WI. For more information see <http://www.whitetailsofwisconsin.com> or e-mail [info@whitetailsofwisconsin.com](mailto:info@whitetailsofwisconsin.com)

Many more events, including deer/elk sales, trade shows and workshops, are listed in the Calendar section of Deerfarmer.com at <http://events.deerfarmer.com>. Take advantage of this free service to list your upcoming events.

## 6. DEERFARMER.COM NEWS

Here is what's happening at Deerfarmer.com:

1. *Global Deer & Elk Farm Directory* – We have now completed reconstruction of the Farm Directory. There are over 1,750 deer, elk and reindeer farms in the database. If you are not in it, you should be!

Check to see if you are listed (by using the Search function). If your farm is in the Directory, call or e-mail the webmaster – [webmaster@deerfarmer.com](mailto:webmaster@deerfarmer.com) to get your password that will allow you to edit and update your own listing. If you are not yet listed, just add yourself in using the live on-line form.

2. *Discussion Forums* – We continue to post news, articles and other announcements on a regular basis in the News and Announcements in the Industry forum located at <http://www.deerforum.com>. So if you want to keep up with the latest developments in the deer and elk industry, check out our forums. If you prefer, you can register and have Deer Forums send you all new postings via e-mail.

## 7. SUBSCRIPTION SERVICES

We respect your right to privacy. If you wish to be removed from our mailing list at any time, simply send an e-mail to [editor@deerfarmer.com](mailto:editor@deerfarmer.com) with REMOVE in the Subject line.

If you want your name ADDED to our mailing list, please sign our Guest Book form at <http://www.deerfarmer.com/forms/guest.htm>

The *Digest* is also available in a print format (ISSN 1499-1349). A \$3 per issue (\$36 per year) fee applies to cover postage, paper and handling costs.

As per our Privacy Policy, your name, e-mail address and any other information you provide us will only be used by Deerfarmer.com. This information will not be shared with any third party unless we get your permission first!

## 8. CONTACT INFORMATION

We are always looking for articles and news about deer and elk farming that we can print in this newsletter. E-mail, fax or mail your ideas and articles to the Editor as per below.

For more general information, comments and suggestions, please contact:

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Webs: <http://www.deerfarmer.com> <http://www.deerfarmer.net>  
<http://www.deerforum.com> and <http://www.globaldeer.com>

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