

Satisfactory year 2007 for CIAQ and generous bonuses for producers



Saint-Hyacinthe, 29 April 2008 – Guy Lavoie, a dairy producer in Saint-Bonaventure, just completed his first year as Chairman of the Board of Directors of the *Centre d'insémination artificielle du Québec* (CIAQ) and he declared being "Proud of the work accomplished for the benefit of the breeder-owners". In financial terms, CIAQ is showing sales figures of over 39 million dollars and a net profit of 1 276 000 \$, an increase of 398 000 \$ over last year since the semen sales in Québec have risen by 3,3 % and the operating expenses have been relatively stable.

The CIAQ operating income went up to 2 858 000 \$, an increase of 174 000 \$ with regards to the previous year. In fact, CIAQ's financial results are superior to those of 2006, as much for the semen sales and the operating income as for the share in the net profit of The Semex Alliance. Therefore, CIAQ was able again this year to pay loyalty bonuses of 2 211 000 \$ to its clients while maintaining its support to the various partner organizations.

Producers can thus be very proud of their A.I. centre, CIAQ, when they recognize that these loyalty bonuses, paired with the various incentives related to the testing program and the sums paid to the partner organizations, amount to 8,7 million \$ or 42 ¢ per sales dollar. As for the international sales made by The Semex Alliance, they have contributed for 19 ¢ per sales dollar.

As far as activities are concerned, CIAQ celebrated the 40th anniversary of the young sire testing program (PEP) and, as mentioned by Normand Renaud, General Manager, "The breeders joined the celebrations since we broke some records, both for the number of young sire semen doses used in one year and the number of classified young sire daughters". This program allows for the identification of the top proven sires and in that matter, CIAQ is very satisfied with its offer that has maintained the high standards to which the producers have been accustomed. In order to benefit from their full potential, the organization offered a full range of consulting services in genetics. The latest in line is the Tandem Service which allows the advisor to accompany the breeder and to team up for the genetic development of the herd.

"These services, paired with our tools such as ProGen (sire recommendation program) that we can adjust to the breeding objectives of each producer, or our proof sheets adapted to the various interests of our clientele, are as many assets aimed at making the producers' tasks easier and at helping them reach better profitability with their farms" added Normand Renaud. "In this year 2008 that marks CIAQ's 60th anniversary, we can be proud of our past and face the future with optimism with our new slogan *Évolution. Passion. Vision*, for the benefit of our breeder-owners."



General Manager Normand Renaud presents a gift to Marc-André Chaput of Varennes and Geneviève Gonthier of Saint-Charles-de-Bellechasse, in recognition for their testimonies during the presentation of CIAQ's annual report.



René Saint-Jean, Director of Marketing and Services, serves champagne to the guests to celebrate CIAQ's 60th anniversary.

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