



Global Livestock Solutions: Exports & Consulting

By

Rodney Guilford

WHEN COWS FLY!!!



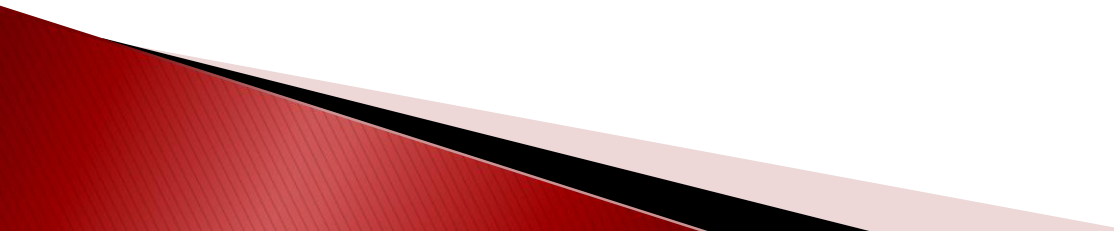
Or ... WHEN COWS FLY!!!!



WHEN COWS FLY

- ▶ The Family Farm
 - ▶ The Evolution
 - ▶ The Transition
 - ▶ Our Company Xports International Inc.
 - Where We Work
 - Our Services
 - ▶ The Process
 - ▶ Conclusion
- 

The Family Farm


- ▶ Raising cattle for over 100 years
 - ▶ 4th Generation Seedstock Producer
 - Purebred Hereford Cattle
 - Purebred Angus Cattle
 - ▶ Calved about 550 cows
 - ▶ Small Backgrounding lot
 - ▶ Bred commercial heifers that we sourced from bull clients
 - ▶ semen and embryos overseas
 - ▶ cattle to the USA
- 

2005

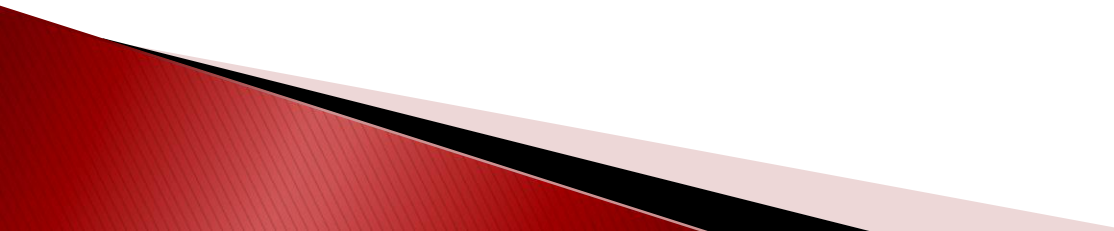
CANADIAN WESTERN **Agribition**



The Evolution

- ▶ Graduated from North Dakota State - BSC Degree
 - ▶ Worked for Purina Mills as Dairy Specialist/Territory Manager
 - ▶ Came home to the Family Farm in 1996
 - ▶ Exporting Genetics (semen and Embryos)
 - ▶ Shipped Live cattle to Russia with other exporters
 - ▶ Consulting
 - ▶ Live Cattle Shipments
- 

The Transition

- ▶ 2009 - first trip to Russia
 - ▶ 2010 - first live cattle to Kazakhstan
 - ▶ 2011 - cow herd custom fed
 - ▶ 2011 - working with the Government in Kazakhstan on beef cattle production and producer programs
 - ▶ 2013 - implanted our 1st embryos on foreign soil
 - ▶ 2015 – first major equipment shipment
 - ▶ 2018 - dealer for Semex in Kazakhstan
- 

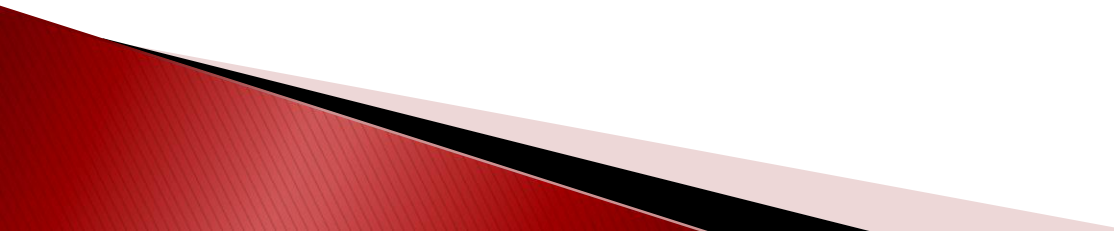
The company – Xports International

- Countries we have worked

- | | |
|--------------|------------|
| • Russia | Sweden |
| • Kazakhstan | Denmark |
| • China | Azerbaijan |
| • Peru | Uzbekistan |
| • Ukraine | Mexico |
| • Turkey | Georgia |
| • Jordan | |



OUR SERVICES

- ▶ Consulting
 - ▶ Livestock Equipment
 - ▶ Semen
 - ▶ Embryos
 - ▶ Live Cattle Shipments
- 

Consulting

- ▶ Producer Seminars
- ▶ Government Consultation
- ▶ Private on Farm Consulting



Livestock Equipment

- ▶ Cattle Handling Systems
- ▶ Drinkers
- ▶ Electric Fencing
- ▶ Scale Systems



Semen

- SEMEX Distributor in KZ
- Bulls selection
- Semen delivery
- Synchronization services
- AI Technician Program



Embryos

Complete Project Management:

- Nutritional requirements
- Synchronization of recipient cows
- Veterinary implantation
- Pregnancy Diagnosis



Live Cattle Exports

- ▶ Cattle Selection
- ▶ Transportation to Quarantine facility, vessel
- ▶ Quarantine of livestock
- ▶ Logistics & load plan
- ▶ Vessel loading & unloading



Delivery Methods

► By Sea

- Ships vary between 600 head and 10,000 head
- Load at Wilmington, DE or Beconcouer, PQ
- Voyage is typically 16–20 days







Delivery Methods (cont'd)

- ▶ By Air – cows fly
 - We can send about 93,000 – 102,000 kg of live animals
 - Generally 200 bred heifers or 365 – 8 month old calves
 - We load here in Winnipeg, Toronto, Ontario or Chicago, Illinois
 - Flight takes about 14 hours with one refueling stop in Iceland

BY AIR









XPORTS
La

COLEMAN
COLEMAN





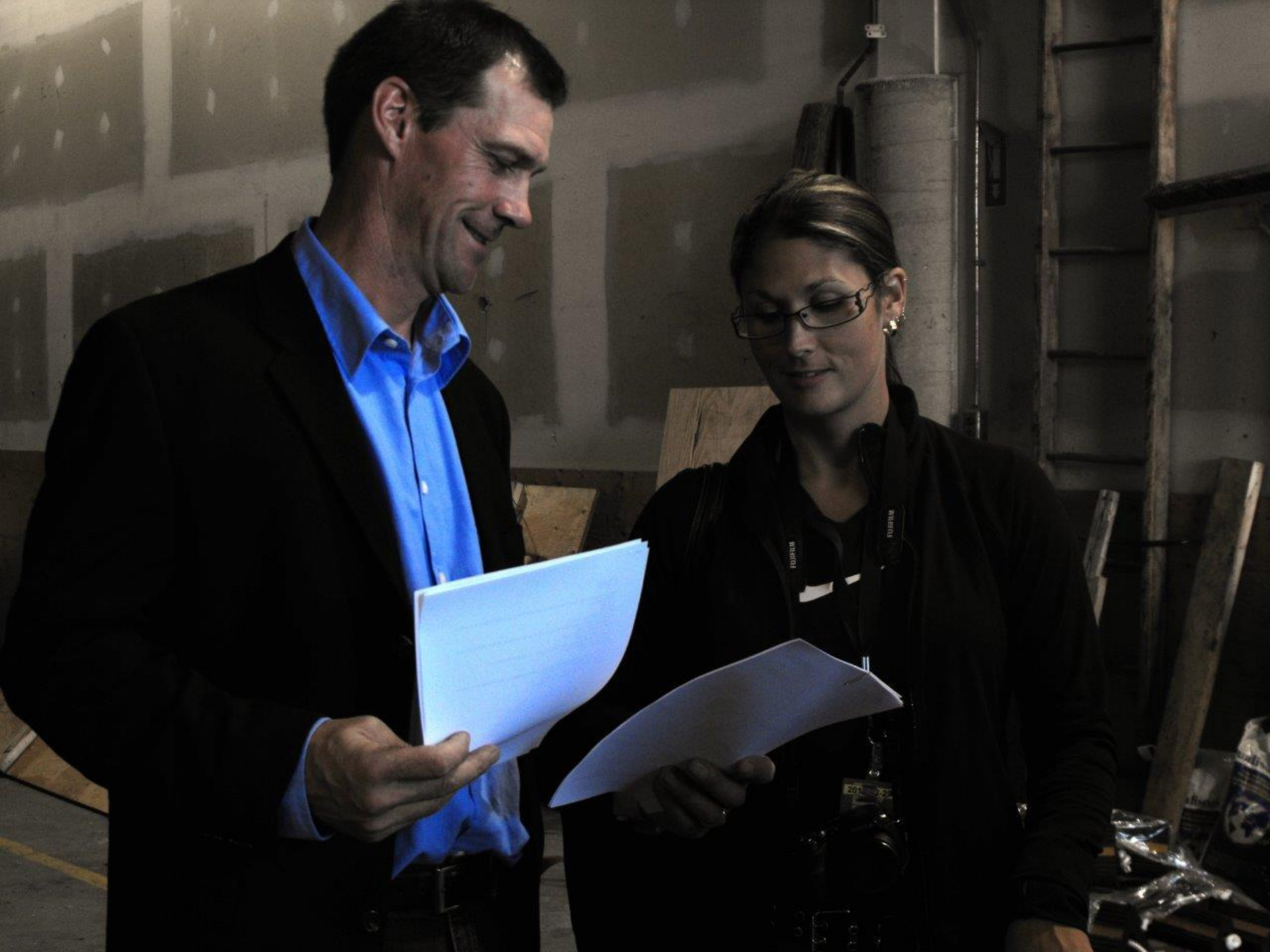


TARE 2045

DRYDEN 6019
AIR SERVICES

TIGER







KOREAN AIR CARGO

CH-0000





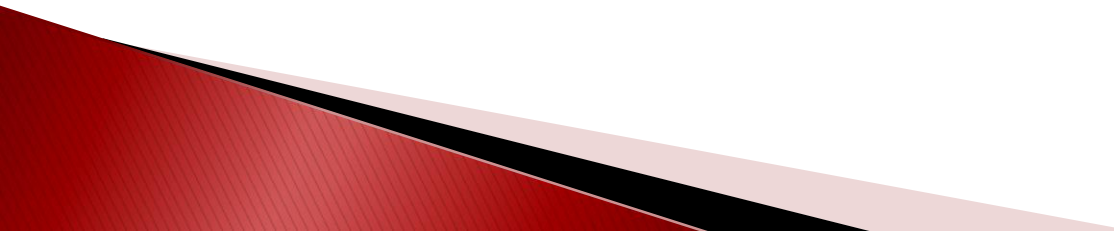




In Conclusion

The last 10 years have been an interesting RIDE! There have been many challenges, many failures, all more than offset by a few successes.

When I was a kid, the cow flying over the moon was a funny limerick we used to recite. Over the past 8 years, we have made thousands of cows fly half way around the world. Today, I challenge you to find your cow and make her fly!





Rodney J. Guilford, President/CEO

Office: 204-873-3844

Mobile: 204-825-7657

Skype: rodney.guilford

Email: rod.g@xportsinternational.ca

www.xportsinternational.ca