



# Purchasing & Procurement Manager (Beef)

**Bruce Andrews**

## PROFILE

**Employer:**  
*Atlantic Beef Products Inc.*

**Location:**  
*Albany, PEI*

**Education/Training:**  
*Bachelor of Science in Animal Science - Nova Scotia Agricultural College  
Canadian Feed Industry Advisor Program - Animal Nutrition Association of Canada*

**Years Working in Agriculture:**  
*14 years professionally, but I have been active in our family farm operation all my life.*

**Salary Range:**  
*\$30,000 - \$50,000*

**Nature of Work:**  
*Full Time  
Indoor and Outdoor*

**Job History:**  
*Feed Production & Retail  
Territory Manger in Sales & Nutrition  
Swine Supervisor for Atlantic Canada  
Beef Purchasing*

**What I like best about the career:**  
*“Trying to have a positive effect on a company and a Maritime industry by creating a local market for producers.”*

## WHAT IS A BEEF PURCHASING AND PROCUREMENT MANAGER?

A beef purchasing and procurement manager is an individual involved with the buying, grading, and settling of cattle as well as the paying of producers.

## WHAT DOES A BEEF PURCHASING AND PROCUREMENT MANAGER DO?

Responsibilities of a beef purchasing and procurement manager include:

- purchasing, scheduling, and paying producers for their finish cattle and cull cows
- communicating with producers about the quality of their animals and how it affects the final product produced by the plant
- purchasing the supplies for the plant such as: boxes, bags, and materials which all have to be compliant with the Canadian Food Inspection Agencies' regulations.

## WHAT SKILLS ARE REQUIRED?

You must have a good understanding of the beef industry and business matters. In addition, strong public relations and a diversified personality are also needed as you will be communicating in many different settings including: farm yard, board room, or making presentations to large groups.

## HOW DO YOU BECOME A BEEF PURCHASING & PROCUREMENT MANAGER?

I became a beef purchasing and procurement manager through a combination of my education/training and the work experience that I acquired.

## SUMMER CAREER OPTIONS FOR STUDENTS

Summer job opportunities for high school students include working as production workers on the beef line.

## THE FUTURE (JOB OUTLOOK)

I see huge opportunities for the beef industry to advance using new technology like traceability software, not just for the consumer, but also for producers to improve their genetics, feeding, and selection to maximum their returns. Another reason is for protection in the marketplace against diseases like BSE. Also, this technology could allow feedlots to accurately verify the age of animals and measure performance so that a decision could be made on what type of animals to buy and from what cow-calf producer.

## RELATED CAREERS

### Business or Education Degree

There is opportunity for individuals with either business or education degrees to work in the office of the beef plant.

### Feed and Fertilizer Managers

These managers buy and sell in the agricultural field where it is vital to know the producers, what they produce on their farms, and who their competitors are. They are trying to run a business so that both the producer and their companies' succeed in the marketplace.



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