

MILK MATTERS

Dairy Farmers of New Brunswick
Producteurs laitiers du Nouveau-Brunswick

P.O. Box 5034, Sussex, NB E4E 5L2 Tel: (506) 432-4330 Fax: (506) 432-4333 E-mail: nbmilk@nbmilk.org

A monthly publication for New Brunswick milk producers

January 15, 2010

Blend Price: The average price paid to producers in NB for December 2009 milk was **\$78.77/hl** for milk containing BF 3.9712 kg/hl, Protein 3.3527 kg/hl and LOS 5.6484 kg/hl

Quota Exchange Deadline:
Monday, February 1, 2010
4:00 pm

Quota Price Cap:
Bids or offers above \$28,000
will be rejected.

Credit Exchange Deadline:
Thursday, January 21, 2010
4:00 pm

Minimum Quota Holdings
A Producer must hold ten (10) kilograms of Daily Quota to have his milk picked up by the Board. A minimum of one (1) kilogram must be saleable.

DFNB Is On The Web!
www.nbmilk.org

Producer Email: Please advise DFNB if you have an email at nbmilk@nbmilk.org

BOARD OF DIRECTORS

Reginald Perry Chairman, Sussex	433-5243
Paul Gaunce Vice-Chair, At-Large	832-4756
Lisa Beaulieu Director-At-Large	445-3032
Philip Christie Fredericton	466-4305
Gerald Daley North East	546-5969
Reint-Jan Dykstra Moncton	372-4685
Fons De Jong Woodstock	375-4049
Fred Waddy Director-At-Large	372-8812
Marcel Daigle North-West	736-9262

Production Still Strong Even After 2% Quota Reduction

Production for December continued to increase and came in 1% above what had previously been forecasted in November. If this trend continues, then New Brunswick is expected to exceed its continuous quota allowance of +0.5% by more than 1.3 Million litres during the months of February to May 2010.

New Brunswick will not receive any revenue for this 1.3 Million litres of milk and also be subject to an additional penalty equal to 50% of the blend price. This loss of revenue will have the effect of lowering the blend price paid to New Brunswick producers during the months that the province is over quota by more than \$3.00 per hl.

DFNB's objective of implementing a 2% temporary quota reduction would encourage producers to lower their shipments of milk over the next 6 months to help the province avoid being over quota. DFNB realizes that this 2% reduction may not have the desired impact since producers have accumulated 9.4 days of underproduction credit which is basically equal to the quota reduction.

Board Meeting

Directors met on January 5, 6, 2010 to deal with regular business and review policies and appoint directors to the various committees for 2010. Directors approved two changes to its Board Orders. The first change applies to Section 4(c) and 4(d) of the Daily Quota Transfer Order which are the Catastrophe and the Construction Transfer clauses. The current clause allowing the transfer of daily quota and its respective credits from one farm to the other, will be replaced by a clause that provides the "Host" farm(s) with a non-cumulative monthly incentive block expressed in kilograms of butterfat, that will be based on the amount of daily quota that the farm who suffered the catastrophe is willing to assign to the host farm. The "Host" farm(s) will only use the incentive block once it fills its own monthly production quota. Any production that exceeds the "Host" farm's monthly quota and incentive block will build up that producer's regular credits. Any unused portion of the incentive block will not be carried over to the next month.

The second change applies to the Section 5 of the Daily Quota Order where an additional requirement will be added, stating that a producer must hold a minimum of 1 kilogram of saleable quota to have

(Continued on page 3)

2008/2009 DFNB EXCELLENCE AWARD WINNERS

At the DFNB Annual meeting held in December 2009, the top ten producers were recognized with an award of \$500 each for achieving Excellent Milk Quality.

The Board of Directors would like to recognize and congratulate **all** New Brunswick producers who met the **Excellent Milk Quality criteria:**

Standard plate count of less than 5,000 bacteria/ml for 11 of 12 months
Somatic cell count of less than 200,000 cells/ml for 11 or 12 months
Average Farm inspection score of not less than 90% for the dairy year
No inhibitor or added water penalties

Fons de Jong
Kent & Lorraine Allen
Frank A. Waterston
Brandy Brook Farms-Peter Kaye
Ernest Basque
A.D. Neill & Sons
Langelaans Holsteins Ltd.
Scott Robinson
Victor Somerville
Alan & Chris Prescott
Top of the Morning Farm Ltd.
Rhéal Cormier
Ronald Trueman
Floyd Rosborough
Dunphy's Holsteins Ltd.
Gerry van der Sluys
A. & M. van Geest Farms Ltd.
Hillmar Farms Ltd.
Lawrence's Dairy Farm Ltd.
Andrew & Robert M. Buttimer
Elmmur Holsteins Inc.
Steer Creek Holsteins
Lloyd Perley & Son Inc.
William & Nathan McDonald
Everanne Farms Ltd.
Jolly Farmer Products Inc.
Schuttens Holsteins
Jacob van Roeden
Ashworth Farms Ltd.
Clifford Floyd
Diamond Liberty Farms Ltd.
Prime Valley Farm

Dairy Farmers of New Brunswick

Quota Exchange for January, 2010

Price in Dollars	# of Sellers	Total Cum Sellers	Kgs Offered By Sellers	Total Cum. kgs	Difference Between Sellers/Buyers	Total Cum. kgs	Kgs Wanted By Buyers	# of Buyers	Total Cum Buyers
\$20,000.00	0	0	.0	.0	72.1	72.1	5.0	1	20
\$22,000.00	0	0	.0	.0	67.1	67.1	1.0	1	19
\$23,000.00	0	0	.0	.0	66.1	66.1	2.0	1	18
\$24,000.00	1	1	2.0	2.0	62.1	64.1	7.0	3	17
\$24,250.00	0	1	.0	2.0	55.1	57.1	2.0	1	14
\$24,500.00	0	1	.0	2.0	53.1	55.1	4.0	2	13
\$24,501.00	0	1	.0	2.0	49.1	51.1	10.0	1	11
\$24,700.00	0	1	.0	2.0	39.1	41.1	3.0	1	10
\$24,750.00	0	1	.0	2.0	36.1	38.1	2.0	1	9
\$24,900.00	0	1	.0	2.0	34.1	36.1	5.0	1	8
\$24,950.00	0	1	.0	2.0	29.1	31.1	5.0	1	7
\$24,999.00	0	1	.0	2.0	24.1	26.1	2.0	1	6
QESP \$25,000.00	2	3	30.7	32.7	-8.6	24.1	19.1	3	5
\$25,500.00	0	3	.0	32.7	-27.7	5.0	3.0	1	2
\$26,000.00	1	4	5.0	37.7	-35.7	2.0	.0	0	1
\$27,000.00	1	5	10.0	47.7	-45.7	2.0	.0	0	1
\$27,100.00	0	5	.0	47.7	-45.7	2.0	2.0	1	1
TOTALS		5	47.7				72.1	20	

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

24.1 of 32.7 kgs offered at or below the QESP were sold.

24.1 des 32.7 kilos offert au prix de vente ou au dessous ont été vendu.

Kgs Saleable = 19.68, Kgs Non-Saleable = 4.42

Next Exchange closes at 4:00 p.m., Monday February 1, 2010

Results are available Thursday February 4, 2010

Tel. : (506) 432-4330 Fax: (506) 432-4333 Quota: (506) 432-4334

Month	Jan	Dec	Nov	Oct	Sept	Aug	6 month avg.
Clearing Price	\$25,000	\$24,000	\$24,500	\$24,800	\$25,000	\$25,600	\$24,817
Kgs on Exchange	24.1	15.6	9.0	9.0	26.3	7.4	15.2
Kgs by Transfer	.0	.0	.0	.0	.0	20.4	3.4

NB Domestic Milk Pool

Domestic Market	Butterfat Quota	Butterfat Shipped	Fill Rate	Butterfat	Protein	Lactose	HL	
December 2009	430,788	453,078	105.17%	\$9.5222	\$9.3982	\$1.6735	\$78.77	
Dairy Year	2,157,681	2,155,291	99.89%	\$9.0573	\$8.8611	\$1.5683	\$73.86	
Marginal Market								
December 2009		838		\$0.0000	\$0.0000	\$0.0000	\$0.00	
Dairy Year		3,519		\$0.0000	\$0.0000	\$0.0000	\$0.00	
Deductions & SNF Ratios	Transport	Promotion	Admin	Lab Fee	Total Ded Per HL		SNF Ratios	Target Ratio
	Per HL	Per Kg of Total Solids						
December 2009	\$2.50	\$.1010	\$.0604	\$.0016	\$4.61	Current Month	2.2666	2.2937
Dairy Year	\$2.56	\$.1018	\$.0604	\$.0016	\$4.67	Past 12 Mo's	2.3048	
Components & Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	Butter Fat	Protein	Lactose & O.S.	Total solids	Rejected Loads
December 2009	238,099	10,083	131	3.9712	3.3527	5.6484	12.9723	0
Dairy Year	248,858	8,856	299	3.9144	3.3340	5.6513	12.8997	4

December 2009 Credit Exchange \$5.11/kg

DENB Mission

To represent the interests of New Brunswick dairy farmers in their pursuit of operating sustainable dairy farms that produce high quality milk within a supply management system.

Quota Exchange Procedures

Bids/Offers must be submitted on forms provided prior to **4:00 p.m. on 1st working day of month.**

All bids must be accompanied by confirmation of funds from your lending institution. Bids without confirmation of funds will not be accepted.

Bids or offers above \$28,000 will not be accepted.

Producers selling all of their quota on an exchange will be subject to a security deposit of \$1000/kg that will be returned 30 days after effective date of the transfer.

Credit Exchange Procedures

Bids/Offers must be submitted on forms provided prior to **4:00 p.m. on the 4th working day after the 15th of the month.** Results are available morning of 25th. Producers exiting industry may purchase/sell credits one month following effective date of sale. *If you do not receive your statement in time to review your credit position, please call the office and we will fax /email your statement to you.*

Milk Penalty Funding

Re-active funding: Producers subject to milk quality penalty may access **\$100** from Milk Penalty Fund to offset, **once per year**, cost of visit from a milk quality technician.

Pro-active funding: Producers advised of second or subsequent milk quality infraction, prior to a penalty assessed, is allowed to offset, **once per year**, cost of a visit from milk quality technician to a **maximum of \$500.** Producers may apply for funding by forwarding paid invoices to DFNB office.

Revised Minimum Quota Holdings Policy

The Board will cease picking milk up at farms who hold less than ten (10) kilograms of daily quota or less than one (1) kilogram of saleable quota one month after a producer falls below these prescribed limits.

Group Insurance

Monthly Single Coverage July 1/09: \$111.33

Monthly Family Coverage July 1/09: \$309.31

Questions regarding claims or enrolment? Please call: **Emily Murphy of Alodium Financial at: 1-800-994-5155 or 863-0580**

Weekend/After Hour Quality Milk

Problems

Should a producer require alternate transportation due to **quality related concerns**, R&G Transport Ltd. will now be the first contact (**432-9170**). *If no answer, please leave a message.* R&G personnel will advise of DFNB's policy with respect to extra transportation costs.

Weekend/After-Hour Service:

Please call **432-4330**. The Answering Service will contact DFNB staff.

Board Meeting (Continued from page 1)

his milk picked up. Producers will continue to be required to hold the minimum 10 kilograms of daily quota with the knowledge that at least 1 of those 10 kilograms must be saleable.

Representatives from the Atlantic Vet College gave a presentation of a Johnes Control Program project which they hope to launch in the Atlantic provinces this spring. The success of this program will be measured on its ability to test for the prevalence of Johnes in 100% of the herds and the implementation of measures to prevent Johnes from gaining any foothold in those farms that have a low prevalence and reducing the prevalence in those herds identified as having a higher occurrence of Johnes in their herd. A number of provinces are initiating their own programs with similar objectives. The article below speaks on the importance of controlling Johnes in Canada.

Johne's Disease: Effects on Herds and the Canadian Dairy Industry

What is Johne's Disease?

Johne's Disease (JD) is a contagious, progressive bacterial infection that causes abnormal thickening of the lining of the intestine restricting the absorption of nutrients. Clinical signs of animals infected with JD are long-lasting diarrhea and extreme weight loss despite maintaining some appetite. JD is caused by a bacterium (*Mycobacterium avium* subspecies paratuberculosis; MAP), a distant relative to the bacteria that cause tuberculosis. Animals usually become infected with MAP as calves. No signs of disease are seen for years after infection and most infected cows never show signs. Infected animals may appear normal and spread the disease to other animals in the herd before showing signs themselves. During this time, infected animals may be sold, culled or die without owners being aware that these cows are infected.

The Spread of Johne's in Dairy Herds

JD is spread through the contamination of udders, feed or water by manure from infected animals. Calves are the most susceptible to new infection, but adults may also be susceptible if there is exposure to high levels of MAP bacteria. While MAP does not multiply in the environment, it can survive in manure, water and pastures for up to one year, depending on conditions. Calves may also be infected through colostrum and milk from infected cows. Occasionally calves can be born already infected. With increasing age, calves become resistant to infection and by about one year of age their resistance equals that of an adult. JD usually enters a herd through the purchase of an infected animal that sheds the bacteria in its manure.

Johne's and the Dairy Industry

JD can have a significant financial impact in a dairy herd through reduced milk production, increased involuntary culling, loss of heifer sales, and reduced beef production. JD may also be associated with an increased incidence of other diseases. There may be an association with milk and meat safety. The presence of JD in dairy herds may increasingly affect Canada's ability to market cattle internationally as countries have begun to demand certification of JD free status before permitting imports. This information was taken from the Brochure for the Canadian Johne's Disease Initiative (CJDI). CJDI was created to reduce the prevalence of Johne's disease in Canadian herds through education and awareness of the disease and its spread, as well as research developments and guidelines to avoiding and eliminating JD in dairy herds. CJDI is a collaborative activity of industry, governments and veterinary schools, led by Dairy Farmers of Canada (DFC), the Canadian Cattlemen's Association (CCA) and the Canadian Animal Health Coalition (CAHC). To download the Brochure, please visit DFC's Website: www.dairyfarmers.ca (DFC Action Fax—January 8, 2010)

NB Dairy Hall of Fame

The New Brunswick Dairy Hall of Fame was established in 1984 as a means of honouring individuals for their outstanding contributions made to the New Brunswick dairy industry. To qualify for induction, those nominating must provide a summary of the nominee's significant contributions to the improvement of the New Brunswick dairy industry through local, provincial, national or international efforts in the fields of marketing, organization, production, breeding, research, policy, communication or education.

Please forward any nominations for inductees to the 2010 Dairy Hall of Fame to your Local Milk Committee.

ADS

Advertising Rates: Active producers will continue to be allowed to put dairy related word ads at no charge. For other parties interested in advertising, the rates will be \$400 (full page), \$225 (½ page), \$120 (¼ page) and \$65 (1/8 page). Please Note: Ads must be received by 8th of month and will be advertised for two months only unless otherwise notified.

For Sale: 3-furrow Kverneland Plow-16" c/w spring trips & depth wheel. Asking \$3,250. Please call: 485-2009

For Sale: Pregnant heifers due to calve in Feb-March. Please call 485-5600 (day) and 485-0095 (evening)

For Sale: Bred heifers due February and March; 5 X 4 round bales of hay and 4 X 4 round bales of silage. Contact Richard Hickman at 485-5637.

For Sale: (1) Bull 1 1/2 years old "Final Cut" from Combination Carlton Mary (Ex). ; (2) Embryos from DEEP PEDICREE cow families. Price Range \$400-\$800/Embryo ; (3) Cows—All ages and stages of lactation including FLUSH cows. Contact: Arthur Versloot 363-8902.

For Sale: Fine chopped straw bedding. Large quantity available—competitive price. Can deliver by walking floor trailer. Please contact Gerben Klompmaker at 235-2316.

For Sale: Sawdust for bedding. Available year round. Please contact Larry Doherty 432-0560

Dairy Specialist: Brian MacDonald 444-4951 Cell:433-0509
IDCA: (Dairy Calibrations) Eric Hope-Rapp 357-8399
Quality Milk Management: Don Anderson 433-3188; 433-4958;
Cell: 432-5598 or email: udder1@nb.sympatico.ca
Hoof Trimming: E. Duivenvoorden 433-1864
Hoof Trimming: Peter Jones 372-5215
Custom Manure Spreading: 1-800-833-9899 or 433-0867
Custom Manure Spreading: 756-3645

Cull Cows: Sussex Co-op taking cull cows 4 days/week, shipping to Yerxa Meats in Keswick Ridge. Trucking arranged anywhere in NB. Please call Sarah @ 432-1841 or Dave @ 432-1826 for information and pricing.

Atlantic Dairy & Forage Institute (ADFI) Should you have any research or task that ADFI could be of assistance, please contact the Research Farm at 1-506-368-6241 or email margilin@xplornet.com Website: www.adfiresearch.org. The website is now bilingual.

Upcoming Events

DFNB Board Meeting: February 25-26, 2010

DFC AGM: February 2-4, 2010 Fairmont Chateau Laurier, Ottawa

Agricultural Alliance AGM: January 21-22, 2010, Crowne Plaza Hotel, Fredericton, NB.

NB Holstein Branch Annual Meeting: January 27th—10:30 am at the All Seasons Hotel, 1015 Main Street, Sussex. Holstein Canada Speaker, Business Meeting and Awards. Lunch \$10. Barn tours immediately following. Look forward to seeing you on the 27th.

NB Soil and Crop Improvement Association and Carleton County Agri-Environmental Club present: Farmer Steve Groff "Real Life Experiences in the Uses of Cover Crops"

Date: Friday, January 29, 2010 10:00 am—1:00 p.m.

Location: Mount Pleasant Community Hall, Mount Pleasant, NB
Fee: includes Road Beef Lunch (only with pre-registration) - \$15/person (NBSCIA members) or \$20/person (non-members)
To register: Contact Jennifer Roper by Jan 25/2010 at (506) 324-8892 or email: jenroper@nb.sympatico.ca

Maritime Dairy Industry Scholarships:

Two \$2000 scholarships are being made available to students who have completed at least 2 years of post-secondary education and currently enrolled in a program that has application to the dairy industry. Applications and selection criteria for the scholarships are available at dairynutrition.ca.

Environmental Farm Plan: The EFP Coordinator will be in the following regions in the month indicated.

Month	Region	
January	Central	5
February	Carleton-Vic	6
March	Northwest	1

John will be helping farmers start out the first two weeks of each month and finish up the last two weeks. Please contact Andi Emrich at the Agricultural Alliance office (506-452-8101) prior to that month to schedule assistance.

The DFNB Board set Committees for 2010 as follows:

Committees for 2010 Calendar Year		
MARKETS		
CMSMC & P5 SB	Chairman-Reg and Vice-Chairman-Paul	
P5 Chairs	Chairman-Reg	
NB Dairy Industry Council	Chairman-Reg, Reint-Jan, Paul	
Milk 2020	Chairman-Reg & Fred	
NB Organic Milk	Philip	
LOBBY		
DFC Board	Reint-Jan	
DFC Delegate to Annual Meeting	Jacques Laforge + Reint-Jan	
DFC Promotion	Gerald	
Montebello	Reg and Reint-Jan	
BalanceCo	Fred	
QUALITY		
Canadian Quality Milk Program	Fons	
Maritime Quality Milk	Philip	
Canadian Bovine Mastitis Network	Marcel	
Johnes Program	Reint-Jan & Fred	
Valacta	Paul	
OPERATIONS		
NB Audit Committee	Fred, Reint-Jan, Paul	
P5 Transportation	Gerald, Marcel	
NB Transportation	Gerald, Marcel	
NB Quota Committee	Fred, Lisa, Marcel, Fons, Paul	
P5 Quota Committee	Fred	
NB New Entrant & Joint Venture	Gilbert Matheson, Philip, Gerald	
Atlantic Emergency Preparedness	Paul, Fons (alternate)	
Scholarship	Lisa, Fons	
GENERAL AG		
Ag Alliance – Commodity Advisory	Reg, Philip (alternate)	
Cattle Agency	Gerald, Marcel (alternate)	
Environment	Reint-Jan	
Profitability	Fred, Reint-Jan, Philip, Fons	

READY TO GO TO PASTURE?

Are you wondering how to move from dairy farmer to retiree?



We provide a solid gameplan for your retirement by addressing your income, farm succession, tax and estate concerns.

Mark Webster, CFP
 Wealth Advisor
 Tel: (506) 432-1982

Toll Free: 1-888-432-1985

www.websterfinancial.com



TM Trademark used under authorization and control of The Bank of Nova Scotia. ScotiaMcLeod is a division of Scotia Capital Inc., Member CIPF.