



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



December 15, 2011

Blend Price: The average price paid to New Brunswick producers who shipped milk in **November 2011** was **\$80.98/hl** for milk containing BF 4.0819 kg/hl, Protein 3.3715 kg/hl and LOS 5.6653 kg/hl.

Quota Exchange Deadline:
Tuesday, January 3, 2012
4:00 pm

Credit Exchange Deadline:
Wednesday, December 21, 2011
4:00 pm

(Please call DFNB Office to confirm your bid/offer was received)

Non Cumulative Incentive Days Issued

Two days— December 2011
One day in January 2012



Transportation Refund

The October 2011 Transportation rate should have been \$2.89/hl and the difference was remitted to you in the deduction section on your November 2011 statement as a negative amount—based on October 2011 shipments.

BOARD OF DIRECTORS

Reginald Perry Chairman, Sussex	433-5243
Paul Gaunce Vice-Chair, At-Large	832-4756
Lisa Beaulieu Director-At-Large	445-3032
Richard Vanoord Fredericton	463-2234
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

Resolutions—Dairy Farmers of New Brunswick Annual General Meeting

QUALITY

- That DFNB work to ensure adoption of a uniform testing methodology and quality standard across Canada.
- That DFNB request that the current practice of using one random Somatic Cell as the official result for the month for the producer be replaced with the average of the four Somatic Cell tests.
- That DFNB request that health inspectors notify producers prior to their visit so that producers can be available to the inspector.

FARM PROFITABILITY

- That DFNB lobby the governments to find ways to help producers become more efficient and profitable through research and programs.
- That DFNB work closely with the provincial government to identify, and bring to New Brunswick innovative processing that will expand our milk production requirements while maintaining or increasing the blend price at the farm.
- That DFNB work aggressively to evolve our current system to one national pool with only one administration;
- That DFNB make every effort to ensure that the NB dairy industry is treated fairly in the negotiations of a national pool.
- That DFNB identify the legislative and regulatory changes required to change our dairy administrative system to one central national administration.
- That DFNB stop harmonizing any policies until a P5 coordinator is hired.
- That DFNB request that everything possible be done to obtain the most current cost of production data that is available so that the price paid to farmers for their milk is reflective of the costs they are incurring.
- That DFNB lobby the NB Government to make sure that current and future vacancies within the Department of Agriculture extension services be filled.
- That DFNB impress upon and work with the Agricultural Alliance and Provincial Government to put in place policies to protect land for agricultural purposes.
- That DFNB, the Alliance and private woodlot owners lobby the government together to a) offset a portion of the LSD service fee into the FLIP program or /and b) limit the LSD fees to only the residential property.



QUOTA POLICIES

- That DFNB direct the New Entrant selection committee to choose the two applicants that best fit the criteria instead of selecting them through a random draw.
- That DFNB amend its New Entrant program so that it requires any applicant that was not selected to re-apply in the next year and not provide him/her with any preferential treatment.
- That DFNB establish the necessary terms and conditions that will allow 15 kilos of Daily Quota to be loaned to Partners for Youth's Agriculture Community Learning Centre project.

COMMUNICATION

- That DFNB increase the number of delegates required per local milk committee area for the Annual Meeting.
- That DFNB provide sufficient funds to local milk committees to promote dairy products at local events.
- That DFNB obtain more promotion funds to advertise milk and dairy products on bulk milk trucks in partnership with the trucking companies.

Dairy Farmers of New Brunswick

Quota Exchange for December, 2011

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	13.2	13.2	1.0	1	7
\$23,000.00	1	1	1.0	1.0	11.2	12.2	.0	0	6
\$24,800.00	1	2	2.0	3.0	9.2	12.2	.0	0	6
QESP \$24,900.00	1	3	7.0	10.0	2.2	12.2	.0	0	6
\$25,000.00	0	3	.0	10.0	2.2	12.2	8.0	3	6
\$25,700.00	1	4	1.0	11.0	-6.8	4.2	.0	0	3
\$26,000.00	0	4	.0	11.0	-6.8	4.2	1.0	1	3
\$26,501.00	0	4	.0	11.0	-7.8	3.2	1.2	1	2
\$26,700.00	0	4	.0	11.0	-9.0	2.0	2.0	1	1
TOTALS		4	11				13.2	7	

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

10.0 of 12.2 kgs wanted at or above the QESP were purchased.

10.0 des 12.2 kilos demandé au prix de vente ou au dessus ont été acheté.



Kgs Saleable = 8.12, Kgs Non-Saleable = 1.88

Next Exchange closes at 4:00 p.m., Tuesday January 3, 2012

Results are available Friday January 6, 2012

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



Month	Dec	Nov	Oct	Sept	Aug	Jul	6 month avg.
Clearing Price	\$24,900	\$26,000	\$26,650	\$27,000	\$27,700	\$27,700	\$26,658
Kgs on Exchange	10.0	19.1	6.1	16.1	11.0	35.0	16.2
Kgs by Transfer	.0	.0	.0	.0	.0	.0	.0

NB Domestic Milk Pool

Domestic Market	Butterfat Quota	Butterfat Shipped	Fill Rate	Butterfat	Protein	Lactose	HL	Under SNF Incentive
November 2011	436,413	430,559	98.66%	\$10.1184	\$8.8876	\$1.7154	\$80.98	\$15,850.30
Dairy Year	1,772,152	1,716,464	96.86%	\$10.0465	\$8.8357	\$1.6645	\$78.58	\$59,967.74
Marginal Market								
November 2011		118		\$0.0000	\$0.0000	\$0.0000	\$0.00	
Dairy Year		859		\$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						
November 2011	\$2.61	\$0.0999	\$0.0590	\$0.0016	\$4.72	Current Month	2.2138	2.2937
Dairy Year	\$2.76	\$0.0999	\$0.0590	\$0.0016	\$4.84	Past 12 Mo's	2.2664	
Components & Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	Butter Fat	Protein	Lactose & O.S.	Total solids	Rejected Loads
November 2011	223,633	9,393	312	4.0819	3.3715	5.6653	13.1187	0
Dairy Year	244,544	8,377	241	3.9704	3.3120	5.6655	12.9479	1



November 2011 Credit Exchange \$2.50/kg
Please call the DFNB Office to confirm your bid/offer was received



Transportation Refund

The October 2011 Transportation rate should have been \$2.89/hl and is the difference was returned to producers on their November 2011 statements as a negative amount in the deduction sections, based on October 2011 shipments — Transportation Refund.



DFNB 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 if bid is greater than prior month's "Due Producer". Producers will not be allowed to combine their "Due Producer" amount with their confirmation of funds from a financial institution to bid for quota equal to the combined amounts. 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 on the 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.

Minimum Quota Holdings Policy

The Board will cease picking milk up when the farm's saleable quota holdings fall below one (1) kilogram.

The Board will cease picking milk up the month following the farm's total daily quota falls below ten (10) kilograms.



Group Insurance

The Co-operators, Group insurance rates:

Monthly Single Coverage: \$103.

Monthly Family Coverage: \$290.00

Questions regarding claims, rates or enrolment? Please call:

Emily Murphy of Alodium Financial at:: 1-800-994-5155 or 863-0580

Email: emilymurphy@rogers.com

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.



DFNB Elections:

The Board of Directors met the afternoon of December 1, 2011, following the conclusion of the annual meeting to elect its chairman and vice-chairman for a 1 year term ending after the 2012 annual meeting. **Reg Perry** was elected to serve a fifth term as Chairman of DFNB and **Paul Gaunce** was re-elected Vice-Chairman.

Quota Increase

The Daily quota to P5 Producers will increase by 2% on December 1, 2011. Producers will also be provided with 2 incentive days in December and 1 day in January. This increase will be issued as non-saleable and will appear on your December milk statement published January 15, 2012.



SNF Policy:

DFNB has advised the other provincial producer boards in the P5 that it has accepted the principles of the P5 Solids Non-Fat Policy that is proposed to go into effect by August 1, 2014.

In light of this decision, DFNB has decided to gradually adjust its own Solids Non-Fat policy starting August 1, 2012. On that date, any producer that has an SNF Target that is below 2.35 will be given a new SNF Target of 2.35. Those with SNF Targets above that will retain their respective SNF Targets until July 31, 2014. On August 1, 2012, DFNB will also adopt the practice of measuring the producer's SNF Ratio for the month against the producer's SNF Target instead of the current practice of using the 12 month average. All other aspects of DFNB's SNF Policy will be retained until July 31, 2014. This means that the SNF Ratio of 2.2937 will continue to be applied on purchased quota until July 31, 2013; that the SNF Targets of those producers having SNF Targets above 2.35 will be reviewed at July 31, 2012 and July 31, 2013 and reduced by 20% of the difference that they were below their SNF target in the previous 12 months. All revenues associated to SNF produced in excess of a producer's SNF Target will continue to be redistributed to those producers who have a SNF Ratio below 2.20 in that month until July 31, 2014. On August 1, 2014, all producers in New Brunswick, and across the P5 for that matter, will have to comply with a common SNF Target of 2.35 or possibly a different value determined by the P5. On August 1, 2014 any revenues associated to SNF produced in excess of a P5 producer's SNF Target will be redistributed on in-quota butterfat shipped by all producers in the P5 with SNF Ratios below 2.35. The allocation of revenues to butterfat, protein and lactose should continue to be similar to what they are currently in New Brunswick.

Bonus for SNF below 2.20

In November 2011, 44 producers shipped SNF above their target valued at \$15,851.90, which was then redistributed to the 51 producers, who had a 12 month rolling SNF ratio below 2.20, as an SNF Bonus at the rate of \$0.1864/kilo on their respective kilos of butterfat shipments within quota.

Sustainability Award

Don't forget, you only have a little more than a month to submit your nomination or to recommend another farmer who produces milk in a sustainable way. The dairy farm sustainability award recognizes Canadian dairy farmers that have adopted on-farm management practices that extend beyond standard industry practice and meet the objectives defined in dairy farmers of Canada's sustainability strategy to:

- Reduce greenhouse gas emissions from dairy farms,
- Promote the efficient and sustainable management of natural resources, and
- Benchmark the socio-economic performance of Canadian dairy farms.

The deadline for submissions is Tuesday, January 31, 2012. You can go to DFC's website to access all the information, including nomination forms for the award. **<http://www.dairyfarmers.ca/what-we-do/programs/environmentand-sustainable-development/dairy-farm-sustainabilityaward-a-call-for-nominations>**



Group Medical Insurance

Please be advised that effective December 1, 2011, the monthly rates will be as follows:

Single—\$103	Family—\$290
Emily Murphy Work: 506-863-0580	Toll Free: 1-800-994-5155
Cell: 506-850-1643	E-mail: emilymurphy@rogers.com

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: 1975 JD 544B loader—1000 hrs on new motor bushings tight 50% rubber. Comes with 2 tire chains, all manuals, bucket and 11 foot snow blade. Price \$25000 neg. Call 506-685-7137.

Wanted: 70 cow dairy farm is looking for a responsible, motivated and hard working herdsman, who will milk, take care of all animals and is familiar with all aspects of dairy farming. Please call 433-5535.

For Sale: 1998 Liquid Manure Spreader with 12,000 litre capacity. Joskin self loading, rear steering, side and rear loading, damper on pump for noise. \$16,500 firm. Please call 506-433-6511.

For Sale: Fresh purebred Holstein heifers. Please call 433-1971.

Room to Board Dairy Heifers: in the Sussex Area. Please call Brian McCullum 433-6395.

Looking To Retire? NB farm family looking to buy small to medium sized dairy farm. Would prefer turn-key operation. Please email: ocianbadmin@bellaliant.net or call 375-7697.

SERVICES

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

AgExpert Analyst Certified Adviser: On-farm accounting file setups & software training — David Christie 466-4305

Hoof Trimming: E. Duivenvoorden 433-1864

Hoof Trimming: Peter Jones 372-5215.

Hoof Trimming: Dwayne Black 328-1866

Relief Milking, Farm Sitting, Barn Pipeline & Milk Room Cleaning, Cattle Clipping: Lynn Beckwith 756-2337

Custom Manure Spreading: 1-800-833-9899 or 433-0867

Custom Manure Spreading: 756-3645 or 756-2957

Custom Forage/Corn Harvesting: Ben Wohlgenuth 391-5713

Maritime Lime & Wood Ash: Orders/spreader rentals: 433-0867

Agricultural Alliance of NB Environmental Farm Plan: Josée Albert or John Russell 452-8101 or visit www.fermenbfarm.ca under environment.

Time Temperature Recorders: Contact DFNB Office 432-4330

Cull Cows: Sussex Co-op taking cull cows 4 days/week. Please call Sarah @ 432-1841 or Dave @ 432-1826 for info and pricing.

Atlantic Dairy & Forage Institute (ADFI) Should you have any research that ADFI could be of assistance, please contact the Research Farm at 368-6241 or email Josh.lamont@adfi.ca

Bilingual Website: www.adfiresearch.org.

Dairy Farmers of Canada Maritime Promotional Events

Please submit all Maritime Farm Tour and Promotional Event requests to: **Karen Aucoin**, Program Manager, Marketing, Dairy Farmers of Canada, 173 Mailhot Ave, Moncton, NB E1G 5B8, **Tel:506-384-4899** or e-mail: kaucoin.dfc@bellaliant.net

Upcoming Events

DFNB Board Meeting: January 23-24, 2012



Upcoming FCC Workshops:

Optimizing Dairy Revenue — January 16, 2012

Fairway Inn—216 Roachville Road, Exit 193 Hwy 1--Sussex

Time: 10:00 a.m.—12:00 p.m. **Event Language:** English

Presenter: Mario Leclerc **Cost:** Complimentary

Get ready to learn and gain valuable insight during this interactive discussion. Learn how small changes can add up to big profits for your dairy operation.

Benefits of Attending:

- Learn how to identify your strengths and weaknesses
- Improve profits by increasing incomes and decreasing expenses
- Get tips to make the most out of every facet of your operation

High Performance Management Workshop



Location: Crowne Plaza —Lord Beaverbrook Hotel

659 Queen Street, Fredericton, NB **Cost:** Complimentary

Date: January 18, 2012 **Time:** 9:00 a.m.—4:30 p.m.

Event Language: English **Presenter:** Terry Betker

• Maximize your management potential by focusing on the four pillars of management: production, marketing, human resources and finance.

• Learn to develop an effective and balanced approach towards growing or transitioning your business and achieve your ultimate potential.

Benefits of Attending:

- Learn new skills and techniques to integrate and balance production, marketing, human resources and finance for your operation.
- Increase your management skills on par with your growing business.
- Network with visionary producers and entrepreneurs.

Atlantic Agricultural Leadership Program (AALP) – seeking applicants for Class 8

Gearing up for its eighth class, the Atlantic Agriculture Leadership Program is seeking candidates to participate in expanding and enhancing their knowledge and leadership in the agri-food sector. For more information, you may visit the website at www.agleaders.ca or contact AALP's Executive Director Monique McTiernan at: aalp@rogers.com or call 506-204-5976.



Canadian Quality Milk Update —December 15, 2011

Revised validation schedule

With 99% of producers now registered on the CQM program, the Board has recently passed a motion revising the current 4 year validation cycle from its current (Full, Self, Self, Partial) to (Full, Self, Full, Self) in an effort to make it more practical, predictable and more consistent.

Due to an increased number of registrations in 2010, 68 producers will be asked to complete a Self-Declaration during their anniversary month in 2012 and 2013, and then resume with Full, Self, Full, Self validation schedule. All producers will be notified of their validation schedule and type in the coming months.

Explaining the CQM registration withdrawal process and timing of quota suspension

Below is a diagram of the steps we take if a producer is not in compliance with the CQM program in the future. We strongly urge you to keep up with any monthly and annual checks that are required for the CQM Program and which must be validated during your full-validation/self-declaration so that you can avoid losing your registered status.

CQM Date	Full Validation / Self Declaration
January 19	FV/SD anniversary (Due one month +/- registration date, thus is due Feb. 19)
February 19	SD/Corrective Action Requests deadline. SD/CARs not received or not fully completed, correctly completed, or verified. First optional 30 day extension granted.
March 19	SD/CARs deadline. SD/CARs not received or not fully completed, correctly completed, or verified. Second optional 30 day extension granted with WARNING that Withdrawal process will start if SD/CARs not correctly completed & verified in time.
April 19	SD/CARs deadline. SD/CARs not received or not fully completed, correctly completed, or verified. Withdrawal warning notice sent via registered mail requesting SD/CARs be fully & correctly completed & verified within 30 days.
May 19	SD/CARs deadline. SD/CARs not received or not fully completed, correctly completed, or verified. Withdrawal letter sent via registered mail stating registration will be withdrawn if SD/CARs not fully & correctly completed & verified within 14 days
June 2	SD/CARs deadline. SD/CARs not received or not fully completed, correctly completed, or verified. Registration withdrawn & letter sent stating registration is withdrawn. A Producer will also receive a 1% quota suspension for the month of June, and doubling each month there after until they reach 100% or the producer has reregistered with the CQM program.

If you have any questions, please contact Danielle Kennedy at the office at: 506-432-4330 or via email at: danielle@nbmilk.org.

SPECIAL THANKS TO OUR 2011 DFNB AGM SPONSORS & EXHIBITORS

Major Sponsor: Farm Credit Canada

Nutrition Breaks: Northumberland Co-op Ltd.; Saputo Foods Ltd.; Mrs. Dunster's; Shur-Gain Nutreco Canada Inc.; The Co-operators

Hospitality Suites: Dairytown Products Ltd.; Bank of Montreal; RBC Royal Bank; Atlantic Tractors & Equipment Ltd.

Promotion Products and Door Prizes: Dairy Farmers of Canada; Alodium Financial Group Inc.; Covey Basics; Valacta

Exhibitors: International Dairy Calibrations Atlantic; Co-op Atlantic; Eastern Agri Services Ltd.; Atlantic Dairy & Forage Institute; East Gen; Atlantic Johnes Disease Initiative; Shur-Gain Nutreco Canada Inc.; The Co-operators; Farm Credit Canada; Valacta; DFC

Photocopier: Diversified Office Services Ltd.

Please Note: Annual Reports are only being sent to Producers who did not receive a copy at the Annual Meeting. Should any Producer wish another copy, please contact the Board office.



Looking To Retire From Farming?
Concerned About How To Invest Your Capital?
Wondering How To Secure Your Income?

7-10%* No Bull

The insured annuity is an effective strategy that offers a low-risk alternative to common interest-bearing investment vehicles. Enjoy guaranteed lifetime Income with typical pre-tax equivalent yields of 7 to 10%, secure capital and a tax efficiency that can enhance both your base level income during retirement and the amount your beneficiaries ultimately receive.

If you are between the ages of 60 and 85, in reasonable health and have at least \$100,000 of non-registered investment capital, you should consider



Mark Webster, CFP

Tel: 506-432-1982

Toll Free:

1-888-432-1985

mark_g_webster@scotia.mcleod.com

635 Main Street

Sussex, NB E4E

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Dairy Farmers of New Brunswick's 2011 Annual Meeting Milk Quality Award Recipients

Mr. Scott Robinson
Producer of the Year
Lowest Somatic Cell Count – 73,417
Lowest Standard Plate Count - 660

Scott operates a dairy farm in Wards Creek, NB with his wife Sebrina and three girls Emma, Zoë and Miley. Their herd is housed in a free stall barn with a feed alley, beds, a calving pen and computerized feed stations. Milking is done in a para-bone parlor. Cows are fed round bale silage and a multi texture feed and during summer months have access to pasture. The stalls are bedded weekly with sand.



Jimmy Walker for Dairytown Products Ltd, Percy Scott for Northumberland Cooperative Limited, Scott and Sebrina Robinson and their three daughters Emma, Zoë and Miley and Larry MacGillivray for Saputo Ltd. presenting the Producer of the year award and \$1,000; Lowest Somatic Cell Award and \$500; and Lowest Standard Plate Count Award and \$500.

EXCELLENT MILK QUALITY: Twenty six producers were awarded \$500.00 each for having achieved the best milk quality results in the combined results of their Standard Plate and Somatic Cell counts. Twenty four of those award winners were present at the annual meeting and were recognized and presented their \$500 prize during the banquet on November 30, 2011.



In order of quality results: Scott Robinson, Victor Somerville, RoyRidge Holsteins, Frank A. Waterston, Andrew & Robert M. Buttimer, Schuttens Holsteins, Kent & Lorraine Allen, Judy Briggs, Brandy Brook Farms, Brilman Farms Inc., Everanne Farms Ltd., Ronald Trueman, Alan & Chris Prescott, Ernest Basque, Dunphy's Holsteins Ltd., Ledgemont Farms, Top of the Morning Farm Ltd., Rhéal Cormier, Philip F. & Betty J. Christie, Lloyd Perley & Son, Gerry Boonstoppel, Brian McCullum, Maria Hoeve Ltd., Bonnielm Farm Ltd., Hillmar Farms Ltd., Lawrence's Dairy Farm Ltd.

EXCELLENT MILK QUALITY 5 YEARS IN A ROW: Meeting the excellent quality criteria one year is quite an achievement in itself, the following six farms have met the criteria 5 times in the last 5 years and were recognized for their efforts at the annual meeting.

Ernest Basque
Victor Somerville

Dunphy's Holsteins Ltd
Ronald Trueman

Scott Robinson
Frank A. Waterston