

# 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

## July 15, 2010

**Blend Price:** The average price paid to the 227 New Brunswick producers who shipped milk in June 2010 was **\$72.16/hl** for milk containing BF 3.7816 kg/hl, Protein 3.2437 kg/hl and LOS 5.6956 kg/hl

**Quota Exchange Deadline:**  
**Tuesday, August 3, 2010**  
**4:00 pm**

**Credit Exchange Deadline:**  
**Wednesday, July 21, 2010**  
**4:00 pm**

**DFNB accepted as a member of the P5 Quota Committee**

**Incentives Available This Fall**

**NB over quota in May 2010**

**2010-2011 Budget Approved**

**SNF Policy Changes**

**Producer Email:** Please advise DFNB if you have an email: [nbmilk@nbmilk.org](mailto:nbmilk@nbmilk.org)

### BOARD OF DIRECTORS

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<b>Marcel Daigle</b> North-West	736-9262

## **DFNB Board Meeting Highlights**

Directors met on July 6, 7 and finalized the details of the new SNF Policy coming into effect August 1, 2010; adopted the budget for 2010-11; reviewed the production trend; reviewed the details of the national project on iodine testing; and were advised that the producer boards of Ontario, Quebec and Nova Scotia accepted the P5 Quota Committee's recommendation to accept DFNB into the P5 Quota Committee as of July 1, 2010.

## **P5 Quota Committee welcomes DFNB as of July 1, 2010**

The three producer organizations of Ontario, Quebec and Nova Scotia supported the P5 Quota Committee's recommendation to include DFNB as a member of the P5 Quota Committee and to start sharing producer and provincial over quota effective July 1, 2010. The four producer organizations are expected to sign a joint letter in the next few weeks to that effect.

The expanded P5 Quota Committee has a meeting scheduled for July 15 where they will be reviewing production trends and quota fill rates within the P5 to determine if the current level of issuance to producers is adequate to fill markets now and into the future. The Committee will also be reviewing a request from Dairy Farmers of Prince Edward Island who are requesting to join, with the stipulation that they be allowed to keep their lower limit at -20 days rather than the -30 prescribed within the P5 Quota Policy, as a means to maintain a more seasonably stable production cycle.

## **Incentives available this fall**

NB Producers will have access to 2 non-cumulative credit days per month in August, September, October and November 2010. To qualify to use the 2 days, a producer must ship above his monthly quota.

### **For example:**

Daily Quota: 50 kilos per day  
Maximum credits (+10): 500 kilos  
Minimum credits (-30): -1,500 kilos  
2 days of Incentive (2 x 50): 100 kilos  
Credit position (-5): -250

Monthly production (16 pickups): 1,680 kilos  
Monthly quota (16 pickups): 1,600 kilos  
Difference: 80 kilos

In this case, the 80 kilos of over production would be fully covered off the by the 100 kilos of incentives and the producer's credit position remains at -250. Because the incentives are non-cumulative, the remaining 20 kilos in this case is not carried forward into the next month. If the producer had shipped 160 kilos of over quota then the first 100 kilos would have been covered off by the incentive and the remaining 60 kilos would have been covered off by his available credits, in this case his credit position would have moved up by 60 kilos from -250 to -190.

## **NB officially over quota in May**

The official P5 Quota numbers for May became available to DFNB at the end of June and confirmed that New Brunswick was over quota by 335,000 litres. Valued at 1.5 times May's P5 blend price of \$75/hl, this drew out \$380,000 from DFNB's pool returns that were available to pay producers for June's milk. June's production came in on forecast (0.25% above) but should be below quota which should put New Brunswick just a hair below its 0.5% limit.

## Dairy Farmers of New Brunswick

### Quota Exchange for July, 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
\$10.00	1	1	.9	.9	52.5	53.4	.0	0	10
\$25,000.00	0	1	.0	.9	52.5	53.4	9.0	2	10
\$25,998.00	1	2	7.9	8.8	35.6	44.4	.0	0	8
\$26,000.00	1	3	2.0	10.8	33.6	44.4	.0	0	8
\$26,750.00	1	4	1.3	12.1	32.3	44.4	.0	0	8
\$27,000.00	2	6	7.4	19.5	24.9	44.4	36.4	5	8
QESP \$27,500.00	1	7	2.0	21.5	-13.5	8.0	1.0	1	3
\$27,600.00	0	7	.0	21.5	-14.5	7.0	2.0	1	2
\$27,999.00	1	8	1.0	22.5	-17.5	5.0	.0	0	1
\$28,000.00	1	9	24.0	46.5	-41.5	5.0	5.0	1	1
<b>TOTALS</b>		<b>9</b>	<b>46.5</b>				<b>53.4</b>	<b>10</b>	

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

8.0 of 21.5 kgs offered at or below the QESP were sold.

8.0 des 21.5 kilos offert au prix de vente ou au dessous ont été vendu.

Kgs Saleable = 4.80, Kgs Non-Saleable = 3.20

Next Exchange closes at 4:00 p.m., Tuesday August 3, 2010

Results are available Friday August 6, 2010

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

Month	Jul	Jun	May	Apr	Mar	Feb	6 month avg.
Clearing Price	\$27,500	\$27,500	\$27,750	\$27,748	\$27,500	\$26,556	\$27,426
Kgs on Exchange	8.0	4.5	21.9	54.0	23.6	25.1	22.9
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	
June 2010	423,357	421,115	99.47%	\$9.1603	\$8.8989	\$1.5203	\$72.16	
Dairy Year	4,679,385	4,771,641	101.97%	\$9.1451	\$8.9650	\$1.5681	\$74.12	
Marginal Market								
June 2010		760		\$0.0000	\$0.0000	\$0.0000	\$0.00	
Dairy Year		6,855		-\$1.6120	-\$1.5979	-\$0.2816	(\$13.37)	
Deductions & SNF Ratios	Transport	Promotion	Admin	Lab Fee	Total Ded		SNF Ratios	Target Ratio
	Per HL	Per Kg of Total Solids			Per HL			
June 2010	\$2.46	\$1.010	\$0.0604	\$0.0016	\$4.53	Current Month	2.3639	2.2937
Dairy Year	\$2.55	\$1.014	\$0.0604	\$0.0016	\$4.65	Past 12 Mo's	2.3134	
Components & Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	Butter Fat	Protein	Lactose & O.S.	Total solids	Rejected Loads
June 2010	224,322	9,150	219	3.7816	3.2437	5.6956	12.7209	0
Dairy Year	235,542	7,885	224	3.8905	3.3072	5.6721	12.8698	6

**June 2010 Credit Exchange \$14.00/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. (This \$28,000 cap will remain in effect until it is reduced to \$25,000 on August 1, 2012)**

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.

### 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: \$112.32 or \$115.86 (With Dependant Life)  
Monthly Family Coverage July 1/09: \$311.30 **(Rate increased — July 1, 2010)**  
Questions regarding claims, rates or enrolment? Please call: **Emily Murphy of Alodium Financial at:: 1-800-994-5155 or 863-0580**

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### 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.

## 2010-11 Budget

The Board approved to reduce the administration levy charged to producers by the equivalent of \$0.02 per hl in light of the board's strong retained earnings and expectations that expenses will remain stable. The administration levy charged to producers on total solids shipped will reduce from \$0.0604 to \$0.0590 effective August 1, 2010.

The Board also approved implementing a slight reduction to the promotion levy being collected from producers. The reduction is needed to eliminate a small surplus that has been building up because of collecting the levy on more solids than expected and paying it out to DFC on a per hl rate of \$1.30. The total solids rate charged to producers for 2010-11 will be reduced from \$0.101 to \$0.999 per kilo of total solids.

## Solids Non-Fat

The current Solids Non-Fat policy closes off on July 31, 2010 and the new SNF Policy starts on August 1, 2010.

### Closing off the current SNF Policy

As in previous years, the funds accumulated in the SNF reserve during the dairy year ending July 31 will be redistributed as follows:

**First**, producers who have had SNF funds set aside during the 2009-10 dairy year that have succeeded in reducing their 12 month rolling SNF ratio on July 31 at or below their SNF Target will have those funds returned to them.

**Secondly**, any remaining funds will be used to offset any financial accountability that DFNB may have for exceeding its provincial SNF Target. Should these funds not be required, they will be returned to all producers based on within quota and within SNF Target production.

**Third**, SNF Targets will be adjusted for those producers whose quota on July 1<sup>st</sup> 2010 is higher than their quota on August 1, 2009. The quota increase receives the provincial SNF Target of 2.2937 and results in a new SNF Target that will be used in transitioning to the new SNF Policy of August 1, 2010.

### Starting the new SNF Policy

SNF Policy for August 1, 2010 and beyond

Producers with SNF Targets below 2.2937 will be granted SNF Targets of 2.2937.

Producers with SNF Targets above 2.2937 will retain their current SNF Targets but will face a percentage reduction every July 31 if they do not meet it annually. The applicable reduction will be 20% of the difference that the 12 month rolling SNF Ratio is below the SNF Target with the first revision taking place on July 31, 2011.

SNF Target Ratios will not be reduced below 2.2937.

### Zero Pay SNF

Producers will not be paid for SNF produced in excess of their SNF Target. Excess Protein and LOS production will be determined each time a producer's 12 month rolling SNF Ratio exceeds their SNF Target. Similar to marginal milk, zero pay on SNF will be cleared monthly and producers will not have the opportunity to re-earn this lost revenue.

### SNF Premium (paid on BF)

Each month, the funds associated to the application of the Zero Pay SNF will be distributed to the producers who in that same month have a 12 month rolling SNF Ratio that is below 2.20. The funds will be paid out to those producers as a premium that will be paid out on their total kilos of butterfat shipped within quota in that month. In the event no producers qualify for the available Zero Pay SNF, then those funds will be carried forward to the next month. In the event there are no Zero Pay SNF funds available to be distributed, those producers below 2.20 will not receive any SNF Premium.

## National Iodine Project:

Producers should expect a letter from DFNB outlining the details of the national Iodine project being conducted by Dairy Farmers of Canada.

## 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.

**Wanted:** Combination Holsteins Ltd. is currently looking for a dairy farm manager to fill a permanent position (approx 60/week). Minimum 3 years experience in dairy herd management and agriculture diploma required. Duties include feeding, milking, herd health and hooftrimming. Wage \$14/hour. Send resume to Arthur Versloot akversloot@xplornet.ca or call 363-8902.

**For Sale:** DeLaval Round bale feeder with 100 ft of I beam track. Priced to sell. Please call Jeff @ 432-6663.

**For Sale:** Registered Holstein Milk Cows in various stages of lactation—most to calve in September and October. Please contact Winston Johnson (506) 576-6816

**For Sale:** 4 Surge computer feeders—2 feeds each with approximately 70 tags, herd manager program with new computer last summer, great for extra parts. Please call Richard Boonstopel at 363-2768 or email: scotchlake@gmail.com

**For Sale:** 1979 John Deere Forage Harvester—working condition comes with spare parts. Please call Nick for more details @ (506) 684-0306

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

## SERVICES

**Canadian Quality Milk Program:** For information on implementing the program or questions, please contact: Ashley Baskin, [ashley@nbmilk.org](mailto:ashley@nbmilk.org) 432-4330

**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](mailto: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 or 756-2957

**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 368-6241 or email [margilin@xplornet.com](mailto:margilin@xplornet.com) Bilingual Website: [www.adfiresearch.org](http://www.adfiresearch.org).

## Upcoming Events

**DFNB Board Meeting:** August 18-19, 2010

### NB HOLSTEIN BREEDER'S DAY

Saturday Aug 7, 2010 11am Rain or Shine

Hosted by Everanne Farms (Everett and Joanne Frazee & Family), 11 Ravine Road, Norton 506-485-2348 Organized kid's games, BBQ, door prizes and more.. Mark your calendars!

### 32nd Annual Sussex Holstein Club Sale

The 32nd Annual Sussex Holstein Club Sale will be held on Wednesday, September 29th, — Sussex Show Centre 12:30 p.m.

### DownEast Futurity Holstein show:

Come and join us on Weds. August 4<sup>th</sup> at 7 PM at the Petitcodiac Agricultural fairgrounds for a great show followed by a fun auction. Bid on a variety of fabulous donated items from agribusiness and Moncton club members. The midway will be open at the fair.

### HOLSTEIN BREEDERS - NOT TOO LATE FOR AN AD

"Spotlight on NS National Convention Directory" Deadline for all Breeder Ads is **July 31**. Early bird savings ended June 1st but NB BRANCH is still offering 25% Discount plus another 5% Discount if our new logo is included. Please reserve space asap by using the Breeder Form received or contact Lorraine Allen [kitkat@nb.sympatico.ca](mailto:kitkat@nb.sympatico.ca) Not sure what to do for an Ad - contact Angela Masters at [angela@atlanticholsteinnews.ca](mailto:angela@atlanticholsteinnews.ca). Thinking of a scenic farm photo? Perhaps Jon Raymond Dykstra could help you at [jon.dykstra@hotmail.com](mailto:jon.dykstra@hotmail.com)

### Scholarships

The Sussex Holstein Club is now accepting applications for its \$500.00 scholarships. Applicants must be enrolled in a post-secondary institution and be a resident of southern New Brunswick. Applications are available from the Department of Agriculture (Sussex Office) and Brian Earle—email: [lollipop95@xplornet.ca](mailto:lollipop95@xplornet.ca) or 832-9468. Deadline for applications is September 30, 2010.

### New Brunswick Dairy Industry Profile, 2010

In the next couple months staff from the DAA may be contacting producers to assist them in helping to fill out a short questionnaire which will be used to establish an up to date profile of the NB dairy industry. Similar profiles were conducted in 1990, 1997, and 2002. This profile is used to establish trends in the dairy industry and is also used as an aid in assessing future needs of the industry. The profile will summarize the current status of NB dairy farms in terms of size, productivity, physical resources etc. Your cooperation with this project is greatly appreciated.

*Brian Mac Donald, Dairy Specialist*

### SEMEX ALLIANCE AND HOLSTEIN CANADA SPONSOR CANADA-AUSTRALIA YOUNG ADULT EXCHANGE

*Brantford, Ontario* – The Semex Alliance and Holstein Canada are proud to once again sponsor a young adult exchange program along with their Australian counterparts, Semex Pty. Ltd and the Victorian Branch of the Holstein-Friesian Association of Australia. This program offers a young Canadian the opportunity to experience the Australian dairy industry firsthand, and an Australian or New Zealand youth to travel to Canada and gain insight into our Canadian dairy industry.

Applications are available at [www.semex.com](http://www.semex.com) and [www.holstein.ca](http://www.holstein.ca) for a Canadian youth with a firm application deadline of July 15, 2010. For additional information please contact Brenda Lee-Turner ([bturner@semex.com](mailto:bturner@semex.com)) at Semex Alliance or Alain Lajeunesse ([alajeunesse@holstein.ca](mailto:alajeunesse@holstein.ca)) at Holstein Canada.

### DFC Promotion Items For Events & Farm Tours:

Please contact Karen Aucoin (506) 384-4899 ([karena@duenorth.com](mailto:karena@duenorth.com)) or contact Nathalie Faucher (Montreal) at [nathalie.faucher@dfc-plc.ca](mailto:nathalie.faucher@dfc-plc.ca)

## What is clinical mastitis?

Clinical mastitis is an udder infection that shows symptoms which are visible. The level of infection, or severity, can help in making decisions for treatment. For example, the treatment protocol will be different if the mastitis score is 3. The level can also be used in the analysis of record books. Actions taken will differ depending on whether we have 10 cases of mild mastitis or 10 cases of severe mastitis.

Visible signs	Clinical mastitis score		
	1 Mild	2 Moderate	3 Severe
Abnormal milk	X	X	X
Abnormal quarter		X	X
Abnormal cow			X

Source: 2010 AMVPQ and Valacta Mastitis Training Session: *La sante du pis: une valeur sure!*

“For more practical information and resources about udder health, visit the Website [www.mastitisnetwork.org](http://www.mastitisnetwork.org) and register right away to receive our *Mastitis-Flash* electronic bulletin.”

## The Certified Crop Advisor (CCA) Program

### Your Farm, Your Advisor...

The Certified Crop Advisor (CCA) Program is part of the American Society of Agronomy and has been available in Atlantic Canada since 1999. We currently have 39 CCA's in this region. To become a CCA, agriculture professionals must have a combination of agriculture experience and educational background. They must pass two rigorous exams with competency in the areas of Nutrient Management, Soil and Water, Integrated Pest Management and Crop Management. The International exam tests knowledge of agronomic practices and principles while the Atlantic Board exam tests regional knowledge of agronomic practices and crops grown in the Atlantic Provinces.

Once Certified, CCA's must obtain 40 hours of continuing education credits in the above competency areas every two years in order to keep their CCA designation. This is done through attending conferences and meetings that are evaluated for points by the local Atlantic CCA board.

Being certified adds credibility and shows that you are serious about what you do. When you become certified, you join more than 13,000 of your peers in the largest, most recognized agriculturally oriented certification program in North America. This program's professional standards are widely respected by industry, academia, and government and are referenced in statutes. To find out more information about becoming a CCA – please consult the CCA website for credentials and exam schedules. <https://www.certifiedcropadvisor.org/become-certified/>

Protect your business with a certified professional -- one of the most powerful risk management tools available. Whether you are hiring a CCA to provide advice or as an employee, you can rest assured that CCAs have met the professional standards set by the American Society of Agronomy. Equally as important, CCAs have the passion and commitment you deserve -- they pledge to uphold the [CCA Code Of Ethics](#). For quality assurance and peace of mind, only a CCA will do.

Please see below for a list of CCA's in Atlantic Canada:

**Cavendish AgriServices:** NB – Kent Curtis ; NS – Shelly McInnis, Terry Prescott; PEI – Doug Dawson, Ryan Schofield ; **PEI Department of Agriculture:** Brian Beaton, Danny Doyle, Chris Jordan, Gwen Vessey, Stephanie MacDonald, Sandra MacKinnon, Susan MacKinnon, Lynda MacSwain, Shauna Mellish, Carl Picketts, Carolyn Wood, Colleen Younie ; **AgraPoint:** Peter Burgess, Rachael Cheverie, Bill Thomas, Jack VanRoestal, Viliam Zvalo ; **NB Dept of Agriculture and Aquaculture:** Walter Brown, Daniel Savoie, Pat Toner ; **McCain Fertilizer:** NB - Bradley Briggs, PEI - Jason Ramsay ; **Atlantic Agricultural Services:** Bob Vair - NS ; **Cavendish Farms:** William Hardy – PEI ; **Island Lime:** Mary Robinson -PEI ; **County Lime:** Marcel Oullette - NB ; **NSCDI :** Doug MacDonald ; **Scotian Gold:** Larry Lutz ; UAP: Dave Essery - PEI  
**Self Employed:** PEI - Harvey Cairns, Robert Coffin, Winston Cousins; NB –Annie Hall; NF – Shelley Clemens

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