

April 15, 2024



MILK MATTERS

The official newsletter for New Brunswick milk producers.



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And more ...

2024 DFNB Scholarships

Dairy Farmers of New Brunswick opens their scholarships to Grade Twelve students across the province. Three scholarships are offered for various fields of study. Information, requirements and applications on the DFNB Memorial Scholarship, the DFNB Scholarship, and the George B. Whalen Memorial Scholarship can be found on the DFNB webpage.

<https://www.nbmilk.org/images/about-us/2024-SCHOLARSHIP-APPLICATION-EN.pdf>
Scholarship applications are due May 17th, 2024.

Spring Meetings

This Spring DFNB will be hosting in person Producer meetings. Each local have the following dates and locations scheduled:

Sussex/Moncton: April 16 at 10am at the Petitcodiac Legion (lunch provided)

North East: April 17 at 10am DAAF, Bathurst

North West: April 18 at DAAF, St-André

Woodstock/Fredericton: April 19 at 10am at Nackawic Lions Den (lunch provided)

BLEND PRICE MARCH 2024	CREDIT EXCHANGE DEADLINE	QUOTA EXCHANGE DEADLINE
\$98.16 hl or \$22.27/kg of BF BF: 4.4075 kg/hl, PRO: 3.3358 kg/hl LOS: 5.8890kg/hl	April 17, 2024 4:00 PM Please submit credit bids/offers on DFNB Portal at www.nbmilk.org	May 1, 2024 4:00 PM Please send bids to quota@nbmilk.org

DFNB OFFICE 506-432-4330

- Steve Michaud *General Manager* Ext. 22
- Ashley Baskin *Policy Analyst* Ext. 23
- Veronica McEwen *Transportation* Ext. 24
- Luke Chase *Producer Services* Ext. 25
- Delaney Lewis *Office Clerk* Ext. 26
- Katie Bleakney *Promotion Coordinator* Ext. 27
- Natasha McKillop *proAction* Ext. 28

P5 Message –Incentive Day April - Conventional

Due to a continued higher than usual market demand at the beginning of 2024, the P5 Boards announce one incentive day for the month of April, for conventional producers.

The P5 provincial boards' primary objective is to continuously monitor the milk market situation and meet demand in the most optimal way and will continue to adapt production signals to address market changes, as required.

The following table summarizes the incentive days:

	Conventional
March 2024	1
April 2024	1
May 2024	
June 2024	
July 2024	
August 2024	1
September 2024	2
October 2024	2
November 2024	1
December 2024	

proAction Survey

The maritime provinces are working together to gather feedback on proAction. The proAction program is the Canadian Dairy industries collective commitment to producing high-quality, safe, and sustainable dairy products while prioritizing animal care and environmental stewardship. The program is continuously being evaluated and improved, and every farm's feedback is valued. This seventeen-question survey has been emailed to all Maritime dairy farms. Please offer your feedback via the survey by May 1, 2024.

Heard Health Update

Please see and important heard health update on page 9 from Dr. Murray Gillies of Canadian Animal Health Surveillance System.

DFNB BOARD OF DIRECTORS

- Wietze Dykstra *Chair* 506-325-8192
- Gilbert Matheson *Vice Chair* 506-434-2357
- Becky Perry *2nd Vice Chair* 506-435-0651
- Denis Cyr *North West* 506-426-0788
- George Wesselius *Moncton* 506-227-0463
- John Schuttenbeld *Fredericton* 506-461-9254
- John Best *Woodstock* 506-425-0765
- Mike Bouma *North East* 506-547-5843
- Paul Gaunce *At-Large* 506-650-9595

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.

UPCOMING EVENTS

- DFNB Board Meeting
- April 23, 2024



In-store Promotions

This April we teamed up with Wonderbrands to offer samples of their delicious D'Italiano with Gusto bagels and Canadian Cream cheese to shoppers at six Real Canadian Superstore locations in NB. In addition to this, we'll be replicating this initiative in May at nine Walmart locations as well. As part of the sampling program, brand ambassadors will be telling shoppers to make sure they look for the Blue Cow Quality Milk logo when purchasing cream cheese and other dairy products. We'll also have signage to offer additional messaging.



Local Promotions

Little Lights Early Learning Centre in Sussex recently celebrated World Down Syndrome Day with a 3.21 km walk. The children read books, went on the walk, and celebrated the day with cake and chocolate milk. The walk raised \$1,550.00 that went towards the Special Olympics. Thanks to local Dairy Farmers supporting their community with milk for these special events!



Buy & Sell

LOOKING FOR DAIRY FARMS

We have qualified clients looking to purchase dairy farms in New Brunswick between 100-350kg. Contact us today!

Ted de Winter
(506)434-3963
REALTOR®

Sarah Brennan
(506) 435-1178
REALTOR®

Charles Turnbull
(506)-636-0748
REALTOR®

Please send for sale and wanted items to nbmilk@nbmilk.org

The Social Media Scoop

Upcoming Local Bakery Features

We plan to feature locally owned bakeries on DFNB social media. If there is a great bakery in your town, please send the bakery name to Michelle by text: 902-877-9355 or email: michelle.kempton@dfc-plc.ca



Find Dairy Farmers of New Brunswick on Facebook and Instagram to see how we show our commitment to our consumers!





PAUL GAUNCE
DFNB Director

Years served on the DFNB board:
Nineteen

What motivates you to hold a position on the board:

The Dairy Industry had been very good to me and I wanted to give something back.

Tell us about your milking set up.
I started my farm in 1980. Now my son Ian and his wife Natalie and my two grandchildren Ava and Laine are running it. At that farm we milk 47 cows in a tie stall with a pipeline. Ian is making improvements every year to increase sustainability. I married Karen Versloot almost 4 years ago so I am at her farm full time.

Tell us about your dairy experience.
My dairy experience has been great. I raised a family, had and still have a great career, and do something I love, work with cows.

Share the best farming memory you have.
One of my best farming memories is the birth of my grandson Laine. I was home on baby watch. Things went quickly, next I heard an ambulance and long story short, Ian delivered Laine at home. All went well.

NATURAL PRODUCTS ACT REGULATIONS

Plans for construction, extension, alteration, installation or replacement

50(1) Plans for the construction, extension or alteration of a dairy farm, including a dairy barn, milking parlour or milk house, shall be submitted to the Commission or an inspector for approval before the work is undertaken.

50(2) Plans for the installation or replacement of a farm bulk tank shall be submitted to the Commission or an inspector for approval before the work is undertaken.

<http://laws.gnb.ca/en/ShowTdm/cr/2010-19/>

QUALITY MILK

Additional testing is available from RPC. Please contact RPC directly by email dairy.rpc@rpc.ca Or 506-452-1212

Bulk milk graders are trained and licensed to grade milk. They only reject milk according to regulations. Once rejected a producer is required to dispose of that milk and correct the problem that contributed to the rejection and clean their tank before adding their next milking.

Producers are welcome to reach out to the public safety inspectors for assistance in determining the causes for the rejections.

MILK PENALTY FUNDING

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 \$1000. Producers may apply for funding by forwarding paid invoices to DFNB office.

DFNB JACKET ORDER
Order by May 3rd

COMMANDE DE MANTEAU PLNB
Commande d'ici le 3 mai

The promotions committee is offering each farm a \$50 discount on a DFNB jacket. There are three jacket styles to choose from, each with the new DFNB logo. To receive your \$50 discount enter your producer number as your discount code when checking out. Follow the link to shop and order a jacket.

<https://form.jotform.com/240794720135253>

**Dairy Farmers of New Brunswick
Milk Matters: Production and Payment Summary Report for March 2024**

Quota Exchange for April, 2024

Price in Dollars	# of Sellers	Kgs Offered By Sellers	Total Cum. kgs	Difference Between Sellers/Buyers	Total Cum. kgs	Kgs Wanted By Buyers	# of Buyers
\$24,000.00		49.6	49.6	426.2	475.8	475.8	
TOTALS	2	49.6				475.8	31

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

49.6 of 475.8 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

49.6 des 475.8 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

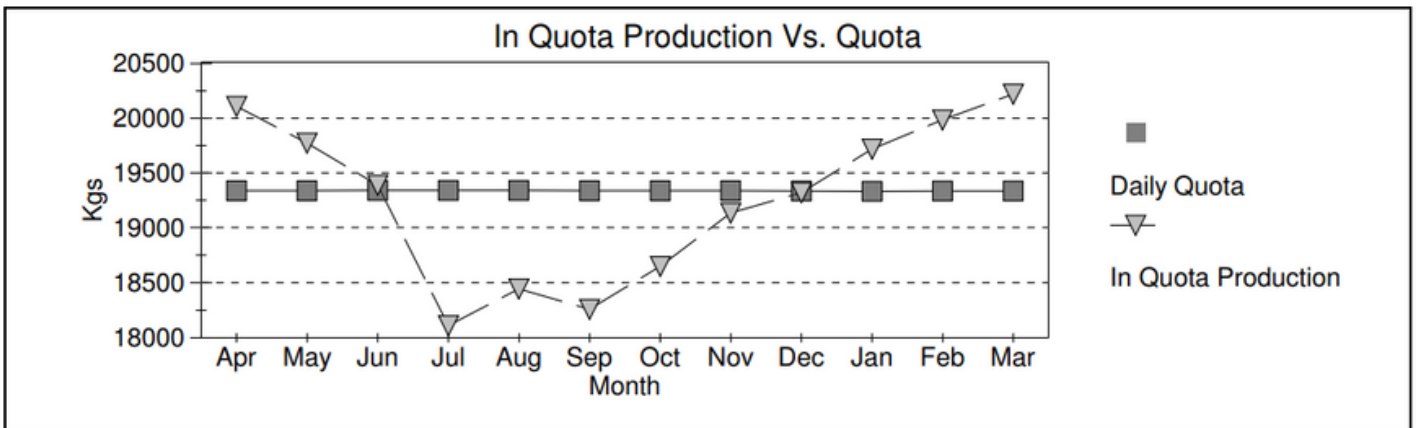
There was a total of 49.6 kgs offered for sale and total bids to purchase of 475.8 kgs.

Il y avait un total de 49.6 kgs proposés à la vente et le total des offres pour l'achat de 475.8kg.

Next Exchange closes at 4:00 p.m., Wednesday May 1, 2024

Results are available Monday May 6, 2024

Month	Apr	Mar	Feb	Jan	Dec	Nov	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	49.6	11.6	4.4	2.0	24.5	28.4	20.1
Kgs by Transfer	.0	.0	.0	.0	253.9	.0	42.3



QUOTA CORNER

Quota Exchange Procedures

Bids/Offeres 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 \$24,000 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.

Minimum Quota Holdings Policy

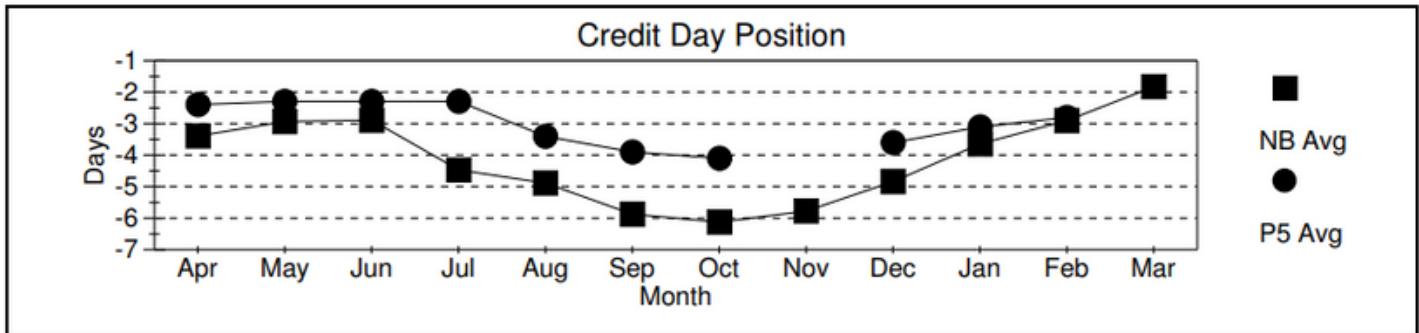
The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

An over quota penalty of \$20/hl is in effect.

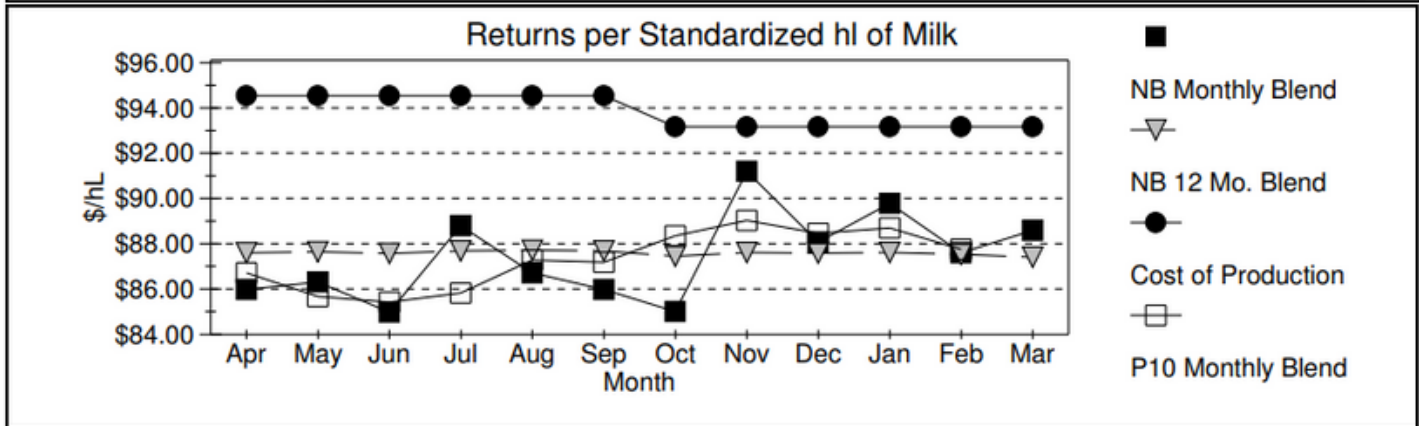
Daily Quota Transfer Order

Section 3 b) j); Producers must pay the Board the QESP for the Daily Quota so purchased on or before noon of the 20th day of the month or noon of the first working day thereafter if the 20th falls on a holiday or weekend. Payment received after that is subject to a 2% penalty applied on the value of the purchased Daily Quota and deducted from the producer's statement. The producer will also be prohibited from purchasing on the following month's exchange. If payment is not received by the last working day of month, that purchased quota will be revoked and be offered for sale on the next month's exchange. Any losses incurred from the resale of the revoked Daily Quota will be charged back to the producer along with an additional 2% penalty.

Credits



Month	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Incentive Days Issued	0.01	1.00	1.00	1.04	0.04	1.07	1.07	1.06	0.07	0.07	1.06	1.07
Incentive Days Used	0.01	0.58	0.55	0.39	0.04	0.43	0.52	0.54	0.07	0.07	0.67	0.71
Days Over Quota	0.05	0.03	0.02	0.00	0.00	0.00	0.01	0.00	0.00	0.02	0.13	0.00
Days Lost	-0.24	-0.31	-0.23	-0.70	-0.78	-0.84	-1.28	-0.89	-0.71	-0.57	-0.31	-0.26
Days Exchanged	1.17	0.90	1.01	0.77	0.72	0.92	0.61	0.66	0.92	1.02	1.17	1.61
Credit Exch Clearing Price	\$4.50	\$5.51	\$6.77	\$3.50	\$1.25	\$1.00	\$0.50	\$0.49	\$1.50	\$5.00	\$8.01	\$9.14



Month	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
SNF Market Ratio \$/kg	\$2.51	\$2.51	\$2.50	\$2.44	\$1.72	\$1.69	\$1.80	\$1.86	\$1.83	\$1.86	\$1.88	\$1.83

A standardized hl of milk contains 3.60 kg/hl BF, 3.23 kg/hl PT and 5.69 kg/hl LOS

CREDIT CORNER

Credit Exchange Procedures

Bids/Offers must be submitted on forms provided prior to 4:00 p.m. on the 2nd working day after the 15th of the month. Results are available on the morning of 4th working day after the 15th. 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.

MARCH 2024 Credit Exchange \$9.14/kg

31,175 of 31,449 kgs wanted at or below the CESP were sold. Producers above 0 days of credits are eligible to buy credits. Producers below 0 days of credits are eligible to sell credits. Please review your statement to determine kgs eligible to sell / buy on the next Credit Exchange.

**DFNB encourages all producers to submit credit bids/offers on the Portal at www.nbmlk.org - click on LOGIN link. **

NB Domestic Milk Pool

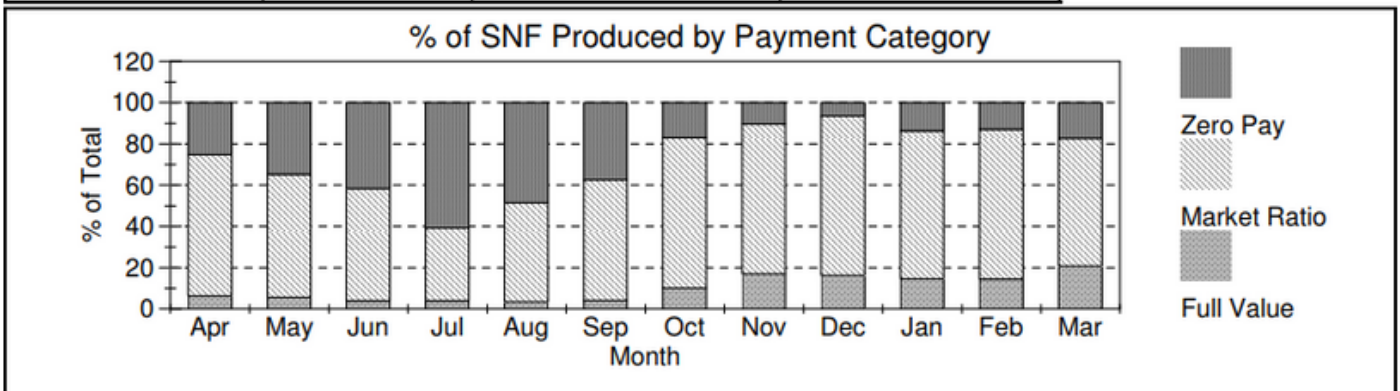
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
March 2024	69	-\$2.7327	(\$187)	52	-\$1.9108	(\$99)	94	-\$0.3917	(\$37)
12 Months	5,130	-\$2.7327	(\$14,019)	3,865	-\$1.9107	(\$7,384)	6,824	-\$0.3917	(\$2,673)
SNF > 2.20									
March 2024				1,926	\$0.0000	\$0	3,552	\$0.0000	\$0
12 Months				47,178	\$0.0000	\$0	87,821	\$0.0000	\$0
SNF 2.00<->2.20									
March 2024				21,623	\$1.8334	\$39,643	38,809	\$0.6300	\$24,449
12 Months				301,736	\$2.0715	\$625,044	548,990	\$1.3756	\$755,207
Domestic Market									
March 2024	626,434	\$13.6838	\$8,572,004	450,570	\$10.2099	\$4,600,278	794,644	\$9.0000	\$715,180
12 Months	7,040,938	\$13.3817	\$94,220,010	5,028,098	\$10.5337	\$52,964,523	9,002,196	\$9.0000	\$8,101,976

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$			Total Paid \$
March 2024	\$98.16	\$8,571,817	\$4,639,821	\$739,592			\$13,951,230
12 Months	\$96.03	\$94,205,991	\$53,582,182	\$8,854,510			\$156,605,206
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL	Total Deductions
	Per HL	Per Kg of Total Solids					
March 2024	\$3.88	\$0.1015	\$0.0744	\$0.0085	\$0.0016	\$6.42	\$911,953
12 Months	\$3.64	\$0.1015	\$0.0716	\$0.0087	\$0.0016	\$6.10	\$9,992,782
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC			Rejected Loads
March 2024	173,345	0	0	50			0
12 Months	179,003	0	0	66			0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio	
March 2024	14,214,634	4.4075	3.3358	5.8890	13.6322	2.0930	
12 Months	163,253,785	4.3160	3.2960	5.9085	13.5205	2.1326	

SNF Policy

Current SNF Ratio Values	Full Value: < 2.00	Market Ratio: 2.00<->2.20	Zero Pay: > 2.20
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SNF/BF: Avg Ratios

Month	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Full Value	1.90	1.89	1.87	1.94	1.90	1.88	1.92	1.92	1.93	1.94	1.93	1.94
Market Ratio	2.12	2.11	2.12	2.13	2.13	2.11	2.12	2.09	2.09	2.09	2.09	2.10
Zero Pay	2.27	2.25	2.28	2.30	2.29	2.26	2.25	2.24	2.28	2.26	2.28	2.25
Provincial	2.14	2.15	2.18	2.23	2.20	2.15	2.12	2.08	2.08	2.09	2.09	2.09

Maritime Quality Milk

Maritime Quality Milk (MQM) is a research and service program at the Atlantic Veterinary College, located at the University of Prince Edward Island in Charlottetown.
www.milkquality.ca

Milk 2020

MILK 2020's mission is to develop and enhance knowledge and innovation, through its leadership and its actions, with a view to encouraging the sustainable growth of New Brunswick's dairy industry.

www.milk2020.ca

Co-operators Group Insurance

Group rates as of Jan 2024
 Monthly single coverage: \$128.44
 Monthly family coverage: \$335.74

Claims, rates, enrolment:
 Emily Murphy 506.850.1643
emilymurphy@gotoinsure.ca
 David Scott 506.458.1220
 1.800.994.5155

NB Research & Productivity Council

RPC is New Brunswick's provincial research organization (PRO), a research and technology organization (RTO) offering contract R&D and technical services at our locations in Fredericton and Moncton, New Brunswick.

506.452.1212

NB Environmental Farm Plan

Contact Likhita Potluri
 by phone at:
506.452.8101
506.259.0020
 or by email at:
efp-pfe@fermeNBfarm.ca

Composition & Microbiology Testing

Composition testing
 contact Jill Hay at:
jill.hay@rpc.ca
 Microbiology testing
 contact Corrie Maston at:
corrie.maston@rpc.ca

Hoof Trimming

Contact E. Duivenvoorden
 Phone:
506.433.1864
 or
 Peter Jones
 Phone:
506.866.0531

Crop Specialist

Contact Jason Wells
 Phone:
506.434.2543
 Email:
Jason.Wells@gnb.ca

Milk Matters

Any producer who wishes to receive a copy of the Milk Matters Newsletter by mail monthly should make their request to the DFNB office by email nbmilk@nbmilk.org or by phone 506 432-4330.

If you have photos that could be featured in future Milk Matters please email katie.bleakney@nbmilk.org

Dairy Specialist

Contact
 David Dykstra
 Cell phone:
506.434.5755
 Email:
David.Dykstra@gnb.ca

Links

GNB Livestock Sector Development
https://www2.gnb.ca/content/gnb/en/contacts/dept_renderer.137.203310.4073.html#employees

Bob Calve Prices
<https://app.milk2020.ca/bceefreport/default>

Research Council: Free webinars
<https://www.beefresearch.ca/resources/webinars.cfm>

Canadian Dairy Commission
<https://www.cdc-ccl.gc.ca/>

Dairy Farmers of Canada News Centre
<https://www.dairyfarmers.ca/news-centre/document-library>

AgriStartNB
<https://www2.gnb.ca/content/dam/gnb/Departments/10/pdf/Agriculture/FarmingInNewBrunswick-RoadMapForNewEntrants.pdf>

BULK MILK TANKS

All bulk milk tanks needing calibrated will be coordinated by DFNB staff using the calibration services of both Dairy Farmers of Ontario (DFO) . If you are planning to install a new tank or have installed one recently, please call 432-4330 so your farm can be added to the schedule. Before replacing your bulk milk tank remember: New tanks of 1000 US gallons (3780 liters) must have a minimum outlet of 3 inches with a butterfly valve; New tanks less than 1000 must have a minimum tank outlet of 2 inches with a butterfly valve; Used tanks of any size must have a minimum tank outlet of 2 inches with a butterfly valve.

TRANSPORTATION

If you have concerns about your scheduled pickups, you can contact:

Agropur Transportation:
 (506) 432-9128

Fisher Transportation:
 Troy Mason
 (506) 435-0500

Dairy Farmers of New Brunswick:
 Veronica McEwen
 (506) 432-0092

For any milk transportation questions or issues please call DFNB at (506) 432-4330 ext 24

Influenza A Virus in Cattle update for DFNB

As some of you may be aware, the United States Department of Agriculture (USDA) has confirmed that dairy cattle are becoming infected with a strain of avian influenza (HPAI H5N1). So far, the USDA has confirmed this in 8 states: Texas, Kansas, New Mexico, Ohio, Idaho, Michigan, South Dakota, and North Carolina. To date (as of April 15, 2024) there have been NO reports of H5N1 in dairy cattle in Canada.

Canadian dairy producers are being asked to remain vigilant in our efforts to keep H5N1 out of our dairy cattle. Enhanced biosecurity and early reporting of clinical signs are key. Dairy Farmers of Canada (DFC) have released biosecurity guidelines for dairy producers and dairy service providers which are available from your local milk marketing boards and should be reviewed by producers.

The disease appears to affect second parity and greater cows in mid to late lactation. So far there have been no reports in dry cows, calves, and beef cows. Herds are reporting that about 5-10% of cows may be affected. The signs that producers should be on the lookout for include multiple cows going off feed, poor rumen activity, which is especially noticeable with rumen monitors, a significant (15-20%) drop in total milk production, and a thickened colostrum like appearance to the milk of affected cows. Other less common symptoms include constipation, diarrhea, mastitis, pneumonia, fever, and an increase in herd somatic cell count.

If producers have a strong suspicion that they are seeing those clinical signs they should contact their herd veterinarian immediately. Rest assured that Canada's response to this disease event is thorough and robust with strong collaboration between the Canadian Food Inspection Agency (CFIA), The provincial chief veterinary officers (CVOs), the diagnostic laboratories, Animal Health Canada (AHC), the Canadian Association of Bovine Veterinarians (CABV), and industry. We are also working very closely with our American counterparts. Strong collaboration is essential to learning more about this disease as this event unfolds. Producers can stay up to date through DFC as well as CFIA and USDA reports which are all available online. Producers can also check for updates on the Canadian Animal Health Surveillance System's dairy network website (www.cahss.ca). Producers are welcome to join CAHSS as well for free.

Respectfully submitted
Dr. Murray Gillies
CAHSS Coordinator