

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

April 13, 2018

Blend Price: The average price paid to New Brunswick producers who shipped milk in **March 2018: \$74.16/hl or \$17.67/kg of BF** for milk containing: BF **4.1962** kg/hl, Protein **3.3479** kg/hl and LOS **5.7352** kg/hl.

Quota Exchange Deadline:
Tuesday, May 1, 2018
4:00 pm

Please email bids to
quota@nbmilk.org

Credit Exchange Deadline:
Thursday, April 19, 2018
4:00 pm

Please submit credit bids/offers on the DFNB Portal at www.nbmilk.org

Incentive Days 2018

August 2018—2 days
September 2018—3 days
October 2018—3 days
November 2018—2 days

The P5 Boards agreed there will be no further incentive days or quota issuance in the 2017-2018 dairy year. The Boards will be reviewing production in relation to market requirements April 19-20, 2018.

If P5 production does not stabilize, the Boards will consider further production reduction measures to bring production in line with market requirements.

DFNB BOARD OF DIRECTORS

Paul Gaunce Chairman	832-4756
Richard vanOord Vice-Chairman	461-8281
Denis Cyr North-West	445-3103
Fons De Jong Woodstock	375-4049
Nick Duivenvoorden Director-At-Large	237-2087
Reint-Jan Dykstra Moncton	372-4685
Peter Kaye Director-At-Large	546-3914
Gerald Daley North East	546-5969
Robert Woods Sussex	832-5888

2018 Local Milk Committee Spring Meeting Dates:

April 23, 2018	Sussex	Dept of Agriculture—Sussex	10:00 a.m.
April 23, 2018	Moncton	Salisbury Legion	10:30 a.m.
April 24, 2018	Northeast	Dept of Agriculture—Bathurst	10:00 a.m.
April 25, 2018	Northwest	Dept of Agriculture—St. André	10:00 a.m.
April 26, 2018	Woodstock	Mount Pleasant Hall	10:00 a.m.
April 26, 2018	Fredericton	Moco Lodge—Mactaquac	10:45 a.m.

Farm Visit

Ginette Petitpas Taylor, Canada's Minister of Health and MP for Moncton-Riverview-Dieppe, Alaina Lockhart, MP for Fundy Royal and Pierre Lampron, President of DFC visit Little River Holsteins dairy farm on April 3, 2018 to discuss Front-of-Pack labelling concerns and the economic impact of the industry and the nutritional value it provides. If Health Canada intends to move forward with the healthy eating strategy as is, they must be encouraged to grant exemptions for nutritious foods like milk products. https://twitter.com/dfc_plc



Patricia & David Waddy, Pierre Lampron, Min. Ginette Petitpas Taylor, Reint-Jan and Bethany Dykstra, Fred Waddy, Alaina Lockhart, Ruth Waddy and Paul Gaunce

proAction Coordinator / Policy Analyst Positions

Lindy Brown joined the DFNB staff April 9, 2018 to replace Ashley Baskin as proAction Coordinator. Ashley has accepted the position of Policy Analyst for Dairy Farmers of New Brunswick and will continue to work in the DFNB office participating in provincial, regional and national dairy industry policy issues. She will be training Lindy in the upcoming months to ensure a smooth transition for producers in the Atlantic region.

Lindy originally hails from Nova Scotia but has been living in Sussex, NB, for 8 years. After graduating from the Nova Scotia Agricultural College in 2010, Lindy moved to Sussex to attend the University of New Brunswick while living on Floral Hill Farms in Sussex. In 2014, Lindy graduated from UNB with a Bachelor's Degree in Health Science and worked in this field for 4 years. While working full time, Lindy enrolled at Crandall University and just recently graduated with her Master's in Organization Management.

During her academic and professional careers, Lindy and her husband, Scott, bought a farm in Portage Vale, NB. Over the past 6 years they have worked to establish a cow-calf beef herd of purebred Salers. Recently, they were accepted into the New Entrants Program and look forward to starting their Dairy operation in the Fall of 2018.



DFNB SCHOLARSHIPS

Dairy Farmers of New Brunswick is offering **three (\$1000) Scholarships** in the hope that the young men and women who benefit from these scholarships will become tomorrow's contributors to agriculture in this province. **Application Forms** may be obtained from the DFNB office at 432-4330; on the DFNB website: <https://www.nbmilk.org/en/industry-news/110-2018-dfnb-scholarships> or email: nbmilk@nbmilk.org. (All documentation **must** be received by **May 25, 2018**)

Dairy Farmers of New Brunswick

Quota Exchange for April, 2018

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
\$10,000.00		.0	.0	329.2	329.2	.5	
\$17,100.00		.0	.0	328.7	328.7	1.0	
\$18,000.00		.5	.5	327.2	327.7	3.0	
\$18,100.00		.0	.5	324.2	324.7	1.0	
\$19,000.00		1.0	1.5	322.2	323.7	6.0	
\$19,500.00		1.0	2.5	315.2	317.7	.0	
\$19,900.00		17.0	19.5	298.2	317.7	.0	
\$19,990.00		.5	20.0	297.7	317.7	.0	
\$20,000.00		63.1	83.1	234.6	317.7	15.4	
\$20,500.00		4.0	87.1	215.2	302.3	10.0	
\$21,000.00		2.0	89.1	203.2	292.3	10.0	
\$21,028.00		.0	89.1	193.2	282.3	24.0	
\$21,039.00		.0	89.1	169.2	258.3	23.0	
\$21,101.00		.0	89.1	146.2	235.3	2.0	
\$21,500.00		.0	89.1	144.2	233.3	17.0	
\$22,000.00		93.8	182.9	33.4	216.3	20.5	
QESP \$22,200.00		.0	182.9	12.9	195.8	108.0	
\$23,200.00		.0	182.9	-95.1	87.8	3.0	
\$24,000.00		83.3	266.2	-181.4	84.8	84.8	
TOTALS	27	266.2			329.2	28	

QESP = Quota Exchange Selling Price

182.9 of 195.8 kgs wanted at or above the Quota Exchange Selling Price of \$22,200.00 were purchased.

There was a total of 266.2 kgs offered for sale and total bids to purchase of 329.2 kgs.

QESP = Le prix de vente de quota

182.9 des 195.8 kilos demandé au prix de vente de \$22,200.00 ou au dessus ont été acheté.

Il y avait un total de 266.2 kgs proposés à la vente et le total des offres pour l'achat de 329.2kg.

Next Exchange closes at 4:00 p.m., Tuesday May 1, 2018

Results are available Friday May 4, 2018

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

Month	Apr	Mar	Feb	Jan	Dec	Nov	6 month avg.
Clearing Price	\$22,200	\$20,000	\$20,000	\$19,900	\$17,097	\$0	\$19,839
Kgs on Exchange	182.9	48.4	58.7	8.0	9.5	.0	61.5
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
March 2018	567,139	584,793	103.11%	\$10.6037	\$6.4520	\$1.4104	\$74.16	\$8,170.65
Dairy Year	4,430,981	4,371,964	98.67%	\$10.5453	\$7.0474	\$1.4845	\$75.99	\$88,980.17
Marginal Market								
March 2018		1,179		\$.0000	\$.0000	\$.0000	\$0.00	
Dairy Year		3,745		\$.0000	\$.0000	\$.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						
March 2018	\$2.65	\$.1139	\$.0605	\$.0011	\$4.98	Current Month	2.1646	2.2937
Dairy Year	\$2.60	\$.1139	\$.0605	\$.0011	\$4.92	Past 12 Mo's	2.1794	
Components & Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	Butter Fat	Protein	Lactose & O.S.	Total solids	Rejected Loads
March 2018	181,979	7,698	835	4.1962	3.3479	5.7352	13.2793	0
Dairy Year	192,412	8,432	2,129	4.1713	3.3322	5.7118	13.2154	5

March 2018 Credit Exchange \$5.01/kg

21,300 kgs of the 21,452 kgs wanted at or above the Credit Exchange Selling Price were purchased.

Producers above -10 days of credits are eligible to buy credits. Producers below -10 days of credits are eligible to sell credits.

Please review your statement to determine kgs eligible to sell / buy on the April 2018 Exchange.

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

Forms are also available on the DFNB website: <https://www.nbmilk.org/en/producer-info/forms-to-download>

Email to submit forms for bids/offers on the Quota Exchange: quota@nbmilk.org

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 \$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.

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 total daily quota falls below ten (10) kilograms.

Group Insurance Rates

The Co-operators, Group insurance:
Monthly Single Coverage: \$118.53
Monthly Family : \$329.64

Questions regarding claims, rates or enrolment? Please call:

Emily Murphy of Alodium Financial :
1-800-994-5155 or 506-850-1643
Email: emilymurphy@rogers.com

Weekend/After Hour Quality Milk

Problems: Should a producer require alternate transportation due to **quality related concerns**, Agropur will now be the first contact (**432-0476**). *If no answer, please leave a message.* Agropur 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.

DairyExpress+: DFC's New App For You!

The new DairyExpress+ app will provide the latest DFC news directly in dairy farmers' pockets, quickly and efficiently – because getting updates faster makes a difference. This app will also allow you to share your reaction to articles and updates with DFC! The app contains a comprehensive FAQ of consumer questions on topics ranging from human nutrition and the value of dairy products, to farming practices and the impact of dairy on the environment to better equip dairy farmers when it comes to answering questions. DFC put rigorous vetting process in place to ensure that this app remains only available to farmers. We review all subscriptions requests in collaboration with provincial dairy organizations. DFC is confident this app will bring value to farmers and members, and is eager to continue improving it and adding services.

Links to download the DairyExpress+ app:

App Store (iOS): <https://itunes.apple.com/ca/app/dairy-express/id1339813305?mt=8>

Google Play (Android): <https://play.google.com/store/apps/details?id=ca.dairyfarmers.app&hl=en>

If you have trouble finding the app or registering, please send an email to question@dfc-plc.ca.

DFC Responds to Globe and Mail on Supply Management

March 29th, 2018 by Pierre Lampron

As a Canadian dairy farmer, I find these repeated mischaracterizations by a national newspaper somewhat puzzling. It is completely false to suggest that the retail price of milk is always higher in Canada because of supply management. The retail price for milk in Canada is in line with most other countries – in fact, contrary to what the article claims, the average price of milk is currently higher in both Australia, and New Zealand than it is here!

Most countries without supply management, including the US, heavily subsidize their dairy industries to help cover the costs of doing business. This can sometimes result in slightly lower prices at the retail level – but it also means that anyone who buys milk is paying for it twice: once at the store, and again through their taxes.

Like business owners in any industry, some dairy farmers do quite well. However, since 2006, we have seen a 25% decrease in the number of Canadian dairy farms. Farming is not an easy living, with or without supply management.

Like other farmers across the country, dairy farmers work extremely hard to provide Canadians with a safe, stable, nutritious, and sustainably produced source of food. We do it because we love it. Supply management is simply a market-based tool that helps us continue to do what we love.

My office is my barn. I would be happy to invite members of the Globe and Mail editorial board to my office for a tour so that before they write their next article, they can see for themselves and hear firsthand why supply management is an essential tool for Canadian dairy farmers.

<https://www.dairyfarmers.ca/farmers-voice/farm-policy/dfc-responds-to-globe-and-mail-on-supply-management>

Export Action Global has released a research report titled *Dairy Systems Around The World: Are Canadian Consumers and Farmers Better Off with the Canadian Model?*

The comprehensive report shows that Canadian farmers, governments, consumers and taxpayers are better off with a regulated dairy sector and that dairy product prices are lower in Canada than in the US. These findings come as round eight of NAFTA 2.0 talks will soon be underway in Washington, D.C. [Download Report](#)

Key findings of the report include:

- Canadian dairy prices are currently lower than or the same as those in deregulated dairy systems. Milk prices in Canada are lower on average than in Australia, New Zealand and the U.S. Canadians currently pay less on average than Americans for butter, yogurt and cheese.
- Unlike in Canada, the dairy systems in most other major dairy-producing Western countries (U.S., U.K., New Zealand, Australia and the European Union) are deregulated to some extent. However, many of these swapped regulation for increased subsidies. Bureaucracies in the U.S. and EU manage a myriad of subsidy programs and consumers pay for their products once at the retail level and again through their taxes.
- While deregulated dairy systems have produced some benefits (especially in New Zealand under dairy brand Fonterra's quasi-monopoly), these systems have contributed to overproduction, price volatility for farmers and the wasting of excess milk.
- Overreliance on undocumented workers is a significant advantage for American dairy farmers. In 2015, the National Milk Producers Federation calculated that if all undocumented immigrant labour was lost, retail milk prices would increase by 90 per cent.
- Leading American dairy groups have called for the adoption of Canadian-style dairy policies. This comes as the Trump administration is demanding the dismantling of Canada's supply management system (despite a 5:1 trade surplus in dairy that favours the U.S.). These groups include the Wisconsin Farmers Union, the National Farmers Union, National Family Farm Coalition, the Institute for Agricultural & Trade Policy and the National Council of Farmer Cooperatives.

SERVICES

Maritime Quality Milk: www.milkquality.ca

NB Research & Productivity Council (RPC) 452-1212

RPC Building, 921 College Hill Rd, Fredericton NB

Composition testing, contact: Jill.Hay@rpc.ca

Microbiology testing, contact Corrie.Maston@rpc.ca

Quality Milk Management: Don Anderson 432-5598 or udder1@nb.aibn.com

Antibiotic Testing: Agropur Cooperative. 432-1950, Ext 245. Sample bottle must include Name, Producer#, Email, Phone #, Cow#, Drug Used.

Dairy Specialist: Brian MacDonald Cell: 433-0509

Email: brian.macdonald@gnb.ca

Livestock Feed Specialist: David Dykstra phone: 434-5755 david.dykstra@gnb.ca; @NbForage

AgExpert Analyst Certified Adviser:

Kim Waalderbos 260-3004

Hoof Trimming:

E. Duivenvoorden 433-1864; Peter Jones 866-0531

NB Environmental Farm Plan

John Russell 452-8101 or 381-2887 john@fermeNBfarm.ca

Sussex Co-op Livestock Auction:

Sales every other Wednesday at 11:30 am Call: 432-1841

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

Wood Ash for Growers: Call Gerben at 506-235-0652

NB Beef Cattle Research Council: Free webinars:

<http://www.beefresearch.ca/resources/webinars.cfm>

Dairy Farmers of Nova Scotia newsletter:

<https://www.dfns.ca/resources-links/newsletters/>

Milk Producer magazine

<http://www.milk.org/Corporate/Content.aspx?id=1941>

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

AgWeather Atlantic:

<http://atl.agrometeo.org/index.php/weather/local>

Dairy Farmers of Canada News Centre:

<https://www.dairyfarmers.ca/news-centre/document-library>

Atlantic Dairy Industry Central Event Calendar

<http://www.valacta.com/EN/Atlantic/Pages/Atlantic-infos.aspx>

If you have events to add, email :

Jeff Gunn at jgunn@valacta.com ;

Fred Vanderkloet fsvanderkloet@gov.pe.ca or

Brian MacDonald brian.macdonald@gnb.ca

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) and International Dairy Calibrations Atlantic Ltd. (Eric Hope-Rapp). 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.**

Additional Pickups: Producers can request (if bulk milk transporters have the equipment/capacity) up to 45 pickups over 24 months at an extra charge of \$2.00 per hl over monthly transportation rate and between 46 and 90 everyday pickups over 24 months at an extra charge of \$4.00 per hl over monthly transportation rate. The \$2.00 and \$4.00 per hl will be the minimum charge. If additional equipment has to be dispatched, the charge will be equivalent to the actual transportation costs.

Effective September 1, 2018 all proAction® Self Declarations will be replaced with Full Validations

September 1, 2017 saw the proAction® Animal Care and Livestock Traceability modules added to your Food Safety Validation (formerly CQM). As previously communicated, **regardless of the date of your next validation, all producers were required to have the new requirements implemented on September 1, 2017.** All records should be up to date and ready for validation on any given day.

Between September 1, 2017 and December 31, 2017 Atlantic Canada completed 125 proAction validations. Validation reports have been coming in with 2-4 pages of corrective actions, indicating that producers have not fully implemented the program.

Looking forward and considering the other program modules that will be added to the validation process, there is a need to continue producer education and implementation assistance while ensuring current requirements are met.

Therefore, effective September 1, 2018, the Atlantic Canadian Boards have approved that all producers will complete annual full on-farm validations, meaning self-declarations will not be used in the foreseeable future.

Dairy Farmers of Canada

Are you passionate about the dairy industry? Do you participate in various local events or offer farm tours? Do you enjoy teaching people about how milk gets from the farm to the table? If so, Dairy Farmers of Canada (DFC) can help by providing you with various promotional items, resources as well as material (i.e. outdoor tent, table top game, table cover, etc.). Note that all requests will be processed on a first-come, first-served basis and should be put-in **at least 6 weeks** prior to your event. To learn more about what we can offer, contact DFC's Regional Project Manager, Michelle Arseneau Leger, at 1-800-465-2697 (ext. 3) or michelle.arseneauleger@dfc-plc.ca.

Advertising Rates:

Active producers may submit dairy related word ads at no charge. Producer ads will be advertised for two months only, unless otherwise notified. For other parties interested in advertising, the monthly rates will be \$400 (full page), \$225 (½ page), \$120 (¼ page) and \$65 (1/8 page). All ads must be received by 8th of month.

Office Space For Lease: 29 Milk Board Road, Roachville, 1100 sq feet divided in 4 Offices, Boardroom, and Storage Room. Please call: 432-4330 or email: nbmilk@nbmilk.org

For Sale:

- 100 bales of 2nd cut round bale silage.
Call 506-323-1708 or 506-328-7724. Woodstock area.
- 30 Agri-Plastics Calf Hutches \$300 to \$400 (depending on condition).
Email: david@littleriver.ca
- Pure Breed Holstein: Calves and young heifers up to 13 months. Dry cows and milk cows. Contact George Bourque, phone 506-459-7367, e-mail scb@nbnet.nb.ca
- 130 round bales 4'x52", baled with roto chop baler, good quality tested 18%. Sackville area. Phone 536-1298

Wanted:

Full time position available on dairy farm just outside Sussex. Looking for a reliable and motivated individual with own transportation. Duties include milking (possibly) and taking care of dairy cattle, field work, repair and maintenance of equipment. Experience with dairy cattle and farm equipment an asset. Every other weekend off. Starting wage depends on level of experience. Unfortunately no housing available. Please contact Hubert at 432-5455.

Upcoming Events

DFNB BOARD MEETING: May 1-2, 2018

Pesticide Applicator Certification Core Training and Exam

Date: May 2, 2018 **Time:** 8:30am – 5:30pm (including the exam)

For more info, contact: Stephanie.mason@nbcc.ca or 506-658-5485

Your go to for Farm Listings Dairy Farms for Sale in New Brunswick

I'm a dairy farmer who understands the inner workings of what it takes to make a farm purchase or sale successful, and am ready to work for you!

Contact me

JEN VAN OORD

jovo@exitrealtyadvantage.ca

506-461-8282



461 St. Mary's Street, Fredericton, NB E3A 8H4



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 nominations for Inductees for the Dairy Hall of Fame to your Local Milk Committee prior to April 20, 2018.

Northeast—Ellen Gammon

Tel: 546-6036 Email: gammon.ellen@gmail.com

Moncton—Debbie Mullin

Tel: 852-3108 Email: glenvistafarm@gmail.com

Fredericton—Karen Versloot

Tel: 363-8902 Email: tkversloot@gmail.com

Sussex—Charles Anderson

Tel: 433-5410 Email: cranderhill@gmail.com

Northwest—Carol Cyr

Tel: 445-2321 Email: carol.cyr56@gmail.com

Woodstock—John Eric Somerville

Tel: 246-558 Email: johnericsomerville@gmail.com

Milk cheque for life?

< Retiring from the dairy business?

< Seeking a secure income and sound financial planning?



Straight Answers, No obligation. No bull.

Mark Webster, BBA

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APRIL 21, 2018 DAIRY BARN OPEN HOUSE



Dairy Sweet Holstein 40 Bail PR3100 DeLaval rotary
529 Scott road, RiverGlade, N.B. (close to Irving Big Stop in Salisbury)

Featuring **DeLaval** PR3100, DSG 10 sort gate, Usher Crowd gate, **ADF** milkers, **RPS** steel structure free span Scissor truss, **Secco** Ventilation Equipment, Flex Stalls, flex fronts and LED lighting from **Ibarn**, **Jamesway** manure equipment, **PFB** gating and Headlocks, **Rovibec** Ranger feed pusher.

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