

April 15, 2021

Blend Price: The average price paid to New Brunswick producers who shipped milk in March 2021: **\$85.39/hl or \$19.85/kg of BF** for milk containing: BF **4.3016** kg/hl, Protein **3.2835** kg/hl and LOS **5.8382** kg/hl.

Quota Exchange Deadline:

May 3, 2021 4:00 pm
Please email bids to
quota@nbmilk.org

Credit Exchange Deadline

April 19, 2021 4:00 pm

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

The DFNB office is closed. Staff continue to work from home and have access to their voicemail at

432-4330 and will return your calls.

Marilyn Michaud Ext 101
Veronica McEwen Ext 102
Lindy Brown (proAction) Ext 104
Ashley Baskin Ext 105
Steve Michaud Ext 106
Luke Chase Ext 107

A drop box is provided outside the office should you wish to drop off quota forms or other information in person.

Email: Please provide an email to keep up-to-date on your industry.

NB Mental Health Chimo Help Line:
1-800-667-5005

DFNB BOARD OF DIRECTORS

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Gilbert Matheson Vice-Chairman	434-2357
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John Schuttenbeld Fredericton	461-9254

Virtual Spring Producer Meetings April 28, 2021

DFNB will be hosting their spring producer meeting on April 28th, 2021 beginning at 10:00am and finishing at 12:30pm. **Participants will need to register in advance for the meeting, once registered they will receive the link to join the meeting by email.**

	Agenda	Registration link
9:45am	Meeting room open	https://tryglobal.zoom.us/join/register/tJlrc-irqzwwqHdAZ9wjr8Z7euM8dl_fC2h1- To join the meeting by phone 1-855-703-8985 Meeting ID: 966 4135 7074 Passcode: 888594
10:00am	Meeting Guidelines	
	Market and Production update	
	NB Statistics	
	Actions on Resolutions	
	Next Meeting date	
	Questions	

Recordings of all of DFNB's virtual producer meetings can be found on the DFNB website under the producer information tab.

proAction Update & Environment Training:

A proAction update and Environment Training Zoom call was held on March 31st. During the call we reviewed the upcoming Livestock Traceability reporting requirements through DairyTrace, effective September 1st, 2021. We also reviewed the changes to the Animal Care Assessments which will take effect April 2021. The major focus of the meeting was to review the requirements of the Environment Module, which will be added to the validation process September 1st, 2021. If you were unable to attend the meeting, it was recorded and is now posted in the portal for you to watch at any time. If you have any questions regarding anything discussed during the meeting, please contact Lindy Brown.

DairyTrace:

There will be new Livestock Traceability reporting requirements effective September 1st, 2021. Starting on this date, you will be required to report all animal births, move-ins and tag retirements to DairyTrace. If you have not yet activated your DairyTrace account, you should do so soon to give yourself time to become familiar with the system. You would have received your activation information with the welcome package that was sent last fall. If you do not have this information or require further assistance you can contact DairyTrace customer service:

Hours: Monday – Friday 8am-5pm
Phone: 1-866-55-TRACE (1-866-558-7223)
Email: info@DairyTrace.ca

proAction Reminder:

The Biosecurity Risk Assessments needs to be completed every two years with your herd veterinarian. We are coming up on the two-year mark since the Biosecurity Module was added to the validation process; therefore, some risk assessments will be due to be updated. Please contact your vet well in advance of your validation as they take approximately 20 minutes to complete.



Find us on Facebook and Instagram to see how we show our commitment to our consumers!

Dairy Farmers of New Brunswick

Quota Exchange for April, 2021

	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
	\$12,000.00		.5	.5	866.0	866.5	.0	
QESP	\$24,000.00		101.6	102.1	764.4	866.5	866.5	
TOTALS		3	102.1				866.5	40

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

102.1 of 866.5 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

102.1 des 866.5 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

There was a total of 102.1 kgs offered for sale and total bids to purchase of 866.5 kgs.

Il y avait un total de 102.1 kgs proposés à la vente et le total des offres pour l'achat de 866.5kg.

Next Exchange closes at 4:00 p.m., Monday May 3, 2021

Results are available Thursday May 6, 2021

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

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	102.1	1.7	1.6	3.2	4.6	29.1	23.7
Kgs by Transfer	.0	.0	68.3	.0	.0	.0	11.4

NB Domestic Milk Pool

Domestic Market	Butterfat Quota	Butterfat Shipped	Fill Rate	Butterfat	Protein	Lactose	HL	Under SNF Incentive
March 2021	556,627	586,678	105.40%	\$11.2722	\$9.5074	\$.9750	\$85.39	
Dairy Year	4,318,839	4,420,395	102.35%	\$10.8366	\$8.7557	\$1.4290	\$83.16	\$247,205.60
Marginal Market								
March 2021		1,464		\$.0000	\$.0000	\$.0000	\$0.00	
Dairy Year		4,375		\$.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 2021	\$2.77	\$.1139	\$.0635	\$.0067	\$5.24	Current Month	2.1205	2.2937
Dairy Year	\$2.70	\$.0851	\$.0643	\$.0067	\$4.78	Past 12 Mo's	2.1671	
Components & Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	Butter Fat	Protein	Lactose & O.S.	Total solids	Rejected Loads
March 2021	169,702	8,135	96	4.3016	3.2835	5.8382	13.4234	0
Dairy Year	184,898	7,144	173	4.2403	3.2679	5.8510	13.3592	0

Monthly average \$/HL above is determined by dividing the total component value by in-quota production where as the monthly average displayed on the producer statement is determined by dividing total component value by total production.

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**.

March 2021 Credit Exchange — \$10.00/kg

18,318 of 18, 632 kgs wanted at or above the CESP 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 next Credit 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 by logging into the DFNB website.

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

Please provide DFNB with an email at nbmilk@nbmilk.org to keep up-to-date on important dairy industry news.

Regulation 2010-19 under the Natural Products Act <http://laws.gnb.ca/en/ShowTdm/cr/2010-19/>

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.

50(3)Plans for the installation of automatic milking systems shall be submitted to the Commission or an inspector for approval before the work is undertaken.

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 2nd working day after the 15th of the month**. Results are available on the morning of 21st. Producers exiting industry may purchase/sell credits one month following effective date of sale. *If you do not receive your statement in time, please call the office and we will fax/email it to you.*

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 \$750** effective November 1, 2019. Producers may apply for funding by forwarding paid invoices to DFNB.

Minimum Quota Holdings Policy

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

Group Insurance Rates

The Co-operators, Group insurance:
Monthly Single Coverage: \$113.16
Monthly Family : \$335.84
Questions regarding claims, rates or enrolment? Please call:
Emily Murphy: 506-850-1643;
Emily.Murphy@gotoinsure.ca
David Scott: 506-458-1220
david.scott@gotoinsure.ca or
toll free: 1-800-235-7577

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** and leave a **message with staff.**

DFNB Website: Producers may log in using their username and password. Please contact the office if you are having difficulty signing in.

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.

(1) Dairy Farmers of New Brunswick Scholarship

- Applicant must be a resident of the province of New Brunswick.
- First-year applicants must be accepted in an approved **technician or technology** program in order to be considered.
- Applicant may be entering any year of a **Technician or Technology** diploma or Certification program **relating to Agriculture or Dairy** at college, including (but not limited to) plant and animal science, farm management, farm technology, field technology, etc

(2) G.B. Whalen Memorial Scholarship

- Applicant must be a resident of the province of New Brunswick.
- Applicant must be enrolled in a university degree program **related to agriculture or the dairy industry**, including but not necessarily limited to plant and animal science, agricultural engineering, veterinary science, agricultural economists, etc.
- Applicant must be entering **second, third or fourth year of study in an approved university degree program.**

(3) Dairy Farmers of N.B. Memorial Scholarship

- Applicant must be a resident of the province of New Brunswick.
- Applicant must be enrolled in a university degree program **related to agriculture or the dairy industry**, including but not necessarily limited to plant and animal science, agricultural engineering, veterinary science, agricultural economists, etc.
- Applicant must be entering **first year of study in an approved university degree program.**

Application Forms may be obtained from the DFNB office at 432-4330; or email: nbmilk@nbmilk.org

All documentation **must** be received by **May 21, 2021**.

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 17, 2021.

Northeast	Gerald Daley	gdaley@nbnet.nb.ca
Moncton	Jens vanderHeide	jvan_der_heide@hotmail.com
Fredericton	Karen Versloot	tkversloot@gmail.com
Sussex	Becky Perry	dwaynebecky@gmail.com
Northwest	Carol Cyr	carol.cyr56@gmail.com
Woodstock	Nick Graham	grahamfarms@aernet.ca

Milk Producer launches subscription renewal drive

Milk Producer magazine is launching a subscription renewal drive and will be distributing a renewal postcard with the April issue of the magazine.

If you would like to continue receiving a FREE monthly subscription to the magazine, please fill out the online subscription form at bit.ly/mp-mag or the hard copy subscription form that you will receive in the mail. If you have any questions, please email milkproducer@milk.org or call 905-821-8970.

Milk Producer is proudly owned and published by Canadian dairy farmers for Canadian dairy farmers. Its news and industry perspective are an essential resource for farming smarter and more productively.

Check out the magazine's new website at www.milkproducer.ca.

SERVICES

Maritime Quality Milk: www.milkquality.ca

NB Research & Productivity Council (RPC) 452-1212

921 College Hill Rd, Fredericton NB

Composition testing: Jill.Hay@rpc.ca

Microbiology testing: 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 to include Name, Producer#, Email, Phone #, Cow#, Drug Used.

Livestock Development: 433-0509 brian.macdonald@gnb.ca

Dairy Specialist: 434-5755 david.dykstra@gnb.ca; @NbForage

Livestock Development Officer: 506-426-6376 dorothee.blanchet-brochu@gmail.com

Milk2020: <https://www.milk2020.ca/>

Milk2020-Aqua Cow Rise: 432-2001

Dairy Farm Financial Tracker - Producer Developed App:

The App is available to all producers through Milk2020 tab in the producer login on the DFNB website.

Agricultural Alliance of NB: <https://www.fermenbfarm.ca>

NB Environmental Farm Plan

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

AgriStartNB: <https://www.agristartnb.ca/>

A "one-stop shop" for prospective farmers

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

Dairy Farmers of Canada News Centre:

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

Dairy Farmers of Canada Swag Store:

<https://dairyfarmersofcanada.ca/en/canadian-goodness/blue-cow-shop>

Hoof Trimming: E. Duivenvoorden 433-1864

Peter Jones 866-0531

Custom Forage Harvesting: kingscountychopper@gmail.com

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

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>

Le producteur de lait québécois magazine

<http://lait.org/en/our-organization/the-magazine/>

Atlantic Dairy Industry Central Events

<https://www.valacta.com/en-CA/atlantic-dairy-industry>

Jeff Gunn at jgunn@valacta.com ;

Brian MacDonald brian.macdonald@gnb.ca

NB Mental Health Chimo Help Line:1-800-667-5005;

Crisis Services Canada: 1-833-456-4566 Available 24/7/365

Or text 45645 4 pm-12 am

<https://www.crisisservicescanada.ca/en/thinking-about-suicide/>

<https://www.fcc-fac.ca/en/community/wellness.html>

Transportation

Eagle Transportation: 432-9128 Ext 284; (Cell) 432-0476

R.F. Mason Ltd.: 435-0500

Veronica McEwen: 432-4330 Ext. 102; (Cell) 432-0092

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.

Bulk Milk Tanks: All bulk milk tank calibrations will be coordinated by DFNB staff. Please call 432-4330 to add your farm to the schedule if you are planning on installing a new tank this year.

Before replacing your bulk milk tank, note: 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.**

DFNB Driveway Policy and Portal Maintenance

To provide adequate accommodations for your milk pickup and to ensure no interruptions are experienced; we draw your attention to these items:

Driveway needs:

-to be clear of debris, silage, mud, snow and manure

-to have barricade for hazard areas during spring thaw and provide adequate hard surface travel for the truck at all times

-to have properly plowed and sanded travel areas

Hose portal needs:

-to be clear of debris and all rough edges must be resurfaced as to not damage milk hoses during pickups

-proper shoveling during winter pickups to allow pickup drivers the ability to use the hose portal at all times

Transporters would like to remind producers to provide paper towel and soap in the milk room.

Advertising Rates:

Active producers may submit dairy related word ads at no charge. For other parties, 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 the month.

Wanted

Looking to move from Netherlands to New Brunswick: "We are Mark and Karen Groot and would like to move from Netherlands to New Brunswick to start a dairy farm. We are currently milking 120 dairy cows on 75 ha of land in the Netherlands. We would like to start with approximately 50-70 dairy cows and expand this further to approximately 120-140 head in the future. I would like to make an appeal to a dairy farmer who can act as guarantor (sponsor) for us to obtain a residence status (work permit) in NB to then apply for permanent residency. Mike and Karen Groot +31-612150155"

For Sale

Springing/bred heifers due in late April to mid June. Call or text 506-476-1125

Big square bales of silage for sale: Alfalfa and Timothy mix. 3x3x6 19% protein \$135/bale. Big square bales of wrapped hay \$135/bale. Round bales of wrapped hay \$125/bale. Can arrange full and part load delivery directly to farms. Jens van der Heide 506-851-1793

Double 8 Boumatic milking parlor with take offs, index, and metering. All dismantled and ready to go. Located in Havelock. Call or Text Trevor Constantine @ 1-506-381-7261 for more information.

Dairy farm: (inactive 2 years with no quota) located at 11 Siegas Road, NB. With milking equipment, new & used heavy machinery, building and 575 acres, 60% cleared. House with pool. 445-3032 (French- Lisa or Paul)

Dairy Farm: Farm for sale in Cornhill, 2333 Rte 890. Total acres 289, 225 cleared, 64 kgs of Quota. Can be purchased with or without quota. Contact Mike at 506-756-8242 or Manuel at 506-588-3450.

Upcoming Events

DFNB Board Virtual Meeting:

April 27, 2021

DFNB Virtual Spring Meeting:

April 28, 2021

Incentive Days 2021

The following incentive days for 2021 were announced by the P5 on January 21, 2021.

August: 1 day—September: 2 days—October: 2 days—November: 1 day.

Upcoming changes in the P5

As a result of the P5 quota policy review that was conducted during 2019, several changes have been approved and will be implemented over the next 32 months. These changes will first affect the producer payment methodology and then the producer production flexibility sleeve. A list of these changes, as well as the implementation dates, appear in table below.

January 1, 2020	The SNF:BF Ratio was reduced from 2.35 to 2.30
February 1, 2021	New Producer Payment Methodology implemented in PEI, NB and Ontario in February. Quebec & NS to implement August 1, 2021.
August 1, 2022	Credit day limits will go from +10 and -30 times DQ to +10 and -15 times Daily Quota

If you have any questions, please contact Ashley Baskin, Policy Analyst—Office: 432-4330 ext 105; Cell: 435-0077 or email: ashley@nbmilk.org

Quota Exchange Payment Deadline Change

At their January 26th board meeting, the directors of DFNB made the decision to amend the Daily Quota Transfer Order section 3 j) to the following:

*“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.**”*

An updated bid/offer form was sent out to all producers on February 4th and can be found on the DFNB website; <https://www.nbmilk.org/images/Producer-Info/DQ-Bid-Form-March-2021.pdf>.

These change are effective for the **March 2021** Quota Exchange.

Bulk Tank MUN Test

Beginning on December 1st, all producers should have started to receive Bulk Tank MUN test results the same time that they receive their component test results. This information will be provided to producers until November 30, 2021 courtesy of Milk 2020.

If you are wondering what these results mean and how you can use this information to improve your operation contact Dave Dykstra 434-5755





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506.432.1982
websterfinancial.ca

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Job Opportunity

Maritime Agricultural Services formerly Known as B&B Waste Management is looking for Manure Equipment Operators as well as Pump Operators for the 2021 Season.

Training provided, must have some acknowledgement pertaining to dairy farming and or experience. Class 1 training options available.

Call 506-433-0867 or 506-512-0667



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506 434 0318
 Shop **506 485 2489**

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GUIDE FOR BUSINESSES: PROVINCIAL & FEDERAL RELIEF MEASURES:

Producers should seek assistance from their accountants or other advisers in determining what programs would be beneficial for their operations and how to apply.

<https://www.canada.ca/en/departement-finance/economic-response-plan.html>

https://www2.gnb.ca/content/gnb/en/gateways/for_business/covid19.html

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 email: michelle.arseneauleger@dfc-plc.ca