

AUGUST 15, 2023

MILK MATTERS

Dairy Farmers of New Brunswick
Producteurs laitiers du Nouveau-Brunswick

The Official Newsletter for New Brunswick Milk producers.



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INCENTIVE DAY CHANGES

FROMAGERIE DE LA RÉPUBLIQUE: A CHEESE STORY

PROACTION CHANGES

AND MORE...

ATLANTIC PROACTION COORDINATOR NATASHA MCKILLOP

The General Managers of the four Atlantic Provinces are pleased to announce the recent hiring of Natasha McKillop as one of Atlantic Canada's two proAction Coordinators. Natasha began work on July 17 as a DFNS employee and has been familiarizing herself with the proAction program requirements and process. Natasha will be responsible for the implementation and maintenance of the program in the province of New Brunswick as well as zones 4-6 in Nova Scotia.

Please see below a message from Natasha:

I am excited to join the Atlantic team as your proAction Coordinator! In my previous 5 years with Holstein Canada, I have become very familiar with proAction, and I am very happy to become a part of the proAction program. Through that previous experience I have been very fortunate to participate in the Animal Care Module as a Certified Assessor. I also have experience with the Traceability Module and DairyTrace Reporting and Identification. My producer support, extension and outreach experiences will allow me to serve you well in this role. For a bit of my educational background/professional designations, I hold a BSc in Animal Science (NSAC), and MSc in Agriculture (Dal Faculty of Agriculture), I am a Cow Signals Advisor, and I currently hold Professional Agrologist designation with the Nova Scotia Institute of Agrologists. I am also member of the Dairy Cattle Welfare Council. I am an advocate for continual learning and so any chance I have to learn I take it, such as taking the High Performance Herd Certificate course through Dal AC. In an effort to serve you better, I will also be resuming my French as a second language course through L'Université Sainte-Anne.

I am very grateful to have this opportunity to continue to serve the producers of the Atlantic, and I can't wait to get started!

**BLEND PRICE
JULY 2023**

\$94.50/hl or \$23.16/
kg of BF
BF 4.0791 kg/hl,
Protein 3.1608 kg/hl
LOS 5.9204 kg/hl

**CREDIT EXCHANGE
DEADLINE**

August 17, 2023
4:00 PM
Please submit credit
bids/offers on
DFNB Portal at
www.nbmilk.org

**QUOTA EXCHANGE
DEADLINE**

September 1, 2023
4:00 PM
Please send bids to
quota@nbmilk.org

DFNB OFFICE 506-432-4330

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

A 25-YEAR DREAM COMES TRUE FOR A LOCAL DAIRY FARMER IN NEW BRUNSWICK

Mario Lavoie and his family have opened a new business, the Fromagerie de la République, which processes/produces and sells cheese to a few businesses and local consumers. Mario is very pleased to know that he is able to process a local product that can be enjoyed by many in his hometown of Saint-Basile. The company officially opened its doors this spring, on April 13, 2023. However, the story begins a little further back. Mario started working on the family farm in 1985 and became the fourth generation to operate this family farm in 2009. His farm, Ferme République Inc., was awarded the title of Master Breeder by Ayrshire Canada in 2012 and currently milks approximately 54 cows. Since April of this year, some of this milk has been processed into cheese just 500 metres from the farm in a brand new artisanal cheese factory.



(story continues on page 3)

DFNB BOARD OF DIRECTORS

Wietze Dykstra <i>Chair</i>	325-8192
Gilbert Matheson <i>Vice Chair</i>	434-2357
Becky Perry <i>2nd Vice Chair</i>	435-0651
Gerald Daley <i>North East</i>	544-6303
Denis Cyr <i>North West</i>	426-0788
John Schuttenbeld <i>Fredericton</i>	461-9254
John Best <i>Woodstock</i>	425-0765
Paul Gaunce <i>At-Large</i>	650-9595
Reint –Jan Dykstra <i>Moncton</i>	233-4685

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
August 24-25



Mario and Manon Lavoie welcomed the Hon. Marie-Claude Bibeau, Minister of Agriculture at that time, and René Arseneault, MP for Madawaska-Restigouche, to their cheese factory, La Fromagerie de la République on July 18, 2023.

FROMAGERIE DE LA RÉPUBLIQUE continued



The milk is transported twice a week via a trailer with a wheeled milk tank specifically designed for this task. This wheeled milk tank has been modernized with additional protection for road travel. Once the milk arrives, it is then made into cheese and not just any cheese, but exceptionally delicious cheese. La Fromagerie de la République sells natural and herb and bbq flavored cheddar cheese in curds and blocks as well as salted cheese. These cheeses and other local products from the community are available directly from the cheese factory. The store proudly displays the family history and displays a variety of milk cans and milking machines that the farm has used over the years. When asked about the best part of launching their cheese factory, Mario says, "Having a family business nearby." He is quick to share about the skills of his wife, son and daughter in the factory and on the farm. It is clear to see that the family has been a motivation through the evolution from milk producer to cheese processor.

Congratulations to the Lavoie family for their new venture! If you're ever in the area, be sure to stop by and try the best cheese curds in the area!

BUY & SELL

For Sale: 140 acres of corn & 45 acres of barley available for purchase off the field.
Contact: Arthur (506) 743-4164

Wanted: Please send wanted items to
nbmilk@nbmilk.org

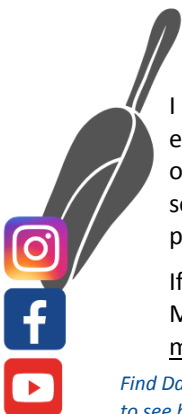
Wanted:
An individual with a degree in agriculture from NBCC Grand-Falls and 10 years of experience on a dairy farm wishes to explore potential farm succession options with an existing dairy farmer.
Contact: Marc Levesque (506) 479-4319
Email: marclev@gmail.com

THE SOCIAL MEDIA SCOOP

I need OLD PHOTOS (the older the better)! Barns, equipment, fields or family photos. It's for a new series on social media we are calling "Then & Now"! If you send me the old photos, I'll figure out how retake photo for current day.

If you have a great photo to share, please text Michelle 902-877-9355 or send an to 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!



PROACTION CHANGES – SEPTEMBER 1, 2023

Attached is a Notice of Change from DFC regarding changes effective September 1, 2023. For full details, you are responsible for reading the complete document. These changes will be part of the validation checklist after the effective date. The reference manual has been updated with the changes. This will be available electronically for this round.

The following is a brief outline of the upcoming changes.

Animal Care Assessments – Zone requirements will continue as is. Dark red zone stay as it is with 12-month assessments. Red and dark red zone results require a written and signed corrective action plan. Farms must make changes to move out of these zones.

Tagging – As of September 1, 2023, calves born on a dairy farm destined for purposes other than dairy, must be identified with approved single white dairy RFID tag. Calves must still be tagged within 7 days or before it leaves the farm, whichever occurs first.

Biosecurity Risk Assessment (RAQ) – The questionnaire has been updated with expanded questions to provide more clarity. The response categories have been expanded and include percentage. Any validation after September 1, 2023, must be completed with the new questionnaire.

Future note – DFC is planning to require this activity to be completed with computer software for September 2025. More details to come.

Shipping Cattle SOP – required elements updated to reflect current tagging requirements. Templates have been updated to reflect these changes. Required to be completed for validations after September 1, 2023. Other minor edits to various records.

**Again, please read the full notice of change for all details.
Contact your provincial Coordinator directly if you have any questions.
Complete document is published in July 2023 Milk Matters.**

P5 MESSAGE – REMOVAL OF AUGUST INCENTIVE DAY AND ONE DAY IN SEPTEMBER - CONVENTIONAL

Given the current strong levels of production and the fact that the market is not as strong as previously anticipated, the P5 Boards announce the removal of the incentive day for the month of August and the removal of one incentive day in September, 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.

	Conventional
July 2023	1
August 2023	0
September 2023	1
October 2023	2
November 2023	1
December 2023	

QUALITY MILK PROBLEMS

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 \$750. Producers may apply for funding by forwarding paid invoices to DFNB office.

NATURAL PRODUCTS ACT REGULATIONS

<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.

COW PRINT (COWMOOFLAGE)

Cow print clothing is becoming very popular. Even the DFC Blue Cow Shop is selling these cow print hoodies. If you have cowmooflage we want to see you in your natural habitat. Send us a pic of you in your cowmooflage with some cows. We will feature the best photo entry here AND send the winner a DFC hoodie!

ENTER TO WIN

by emailing your photos to contests@nbmilk.org

Contest ends September 10th, 2023



NEW BRUNSWICK PROVINCIAL DAIRY SHOW

(Holstein and colored breed show
with calf and cow classes for both)

Monday, September 4 at the Fredericton Exhibition Grounds as part of the NBEX. Show will start at 9 am with junior classes followed by peewee, junior and senior showmanship. Milking classes to follow showmanship. Judge will be Sandy Cole (NS) . Lots of prize money to be won and all animals will receive NBEX assistance money. The NB provincial 4-H show will be the day before so exhibitors are welcome to leave animals there if they are participating in both.

Please have entries sent to Diane Boonstoppel by August 28, drboon75@gmail.com

For more info please contact Matt Edmondson (506) 262-4123

SNF PAYMENT CHANGE – AUGUST 1, 2023

Since 2021 the price paid for SNF with a SNF/BF ratio between the market ratio (2.0) and the maximum ratio (2.2) is currently paid at the monthly class 4a SNF price. Effective, **August 1 2023**, the P5 Board have approved to decrease the price paid for the protein to 70 percent of the 4a price and Other Solids to be paid \$0.63/kg. The change in price is to better reflect the value of the SNF between the two ratios.

The SNF below the 2.00 SNF/BF market ratio will continue to be paid at the within-quota rates. The P5 will continue to regularly review the SNF payment policy and adjustments, as required.

Parameters/ Paramètres	Components/ Composantes	Base	New/ Nouveau	Écart/Difference
Paramètres des prix de niveau 2/ Tier 2 price parameters	Prot	4a price/ Prix 4a	70% of 4a price/ 70% du prix 4a	
	Las	4a price/ Prix 4a	70% of 0,90 \$ = 0,63\$/Kg	
Prix niveau 1/ Tier 1 price	Mg/BF	12,20 \$	12,42 \$	+ 0,22 \$
	Prot	10,44 \$	10,63 \$	+ 0,19 \$
	Las	0,90 \$	0,90 \$	+ 0,00 \$
Prix niveau 2/tier 2 price	Prot	3,60 \$	2,52 \$	- 1,08 \$
	Las	3,60 \$	0,63 \$	- 2,97 \$
Average price tier 2 / Prix moyen niveau 2	SNF/SNG	3,60 \$	1,29 \$	- 2,31 \$

Background:

On January 1, 2020, the P5 provinces adjusted the maximum no pay SNF/BF ratio to 2.30. In 2021 the P5 provinces established the component payment policy in effect with two price levels, depending on the SNF/BF ratio (a market ratio and a maximum ratio). As a result, currently there is no payment for solids non-fat (SNF) when the ratio exceeds the maximum SNF/BF. On August 1, 2022 the maximum SNF/BF ratio eligible for payment was reduced from 2.30 to 2.25. On February 1, 2023 the maximum SNF/BF ratio eligible for payment was reduced from 2.25 to 2.20 in Ontario, Nova Scotia and New Brunswick.

The changes that have been made to the component payment policy since 2020 aims to better reflect the market requirements and to ensure greater fairness between producers, when considering the structural surplus of SNF in the market.

**Dairy Farmers of New Brunswick
Milk Matters: Production and Payment Summary Report for July 2023**

Quota Exchange for August, 2023

	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
QESP	\$24,000.00		2.0	2.0	399.8	401.8	401.8	
TOTALS		1	2.0			401.8		30

QESP = Quota Exchange Selling Price

2.0 of 401.8 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 2.0 kgs offered for sale and total bids to purchase of 401.8 kgs.

QESP = Le prix de vente de quota

2.0 des 401.8 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

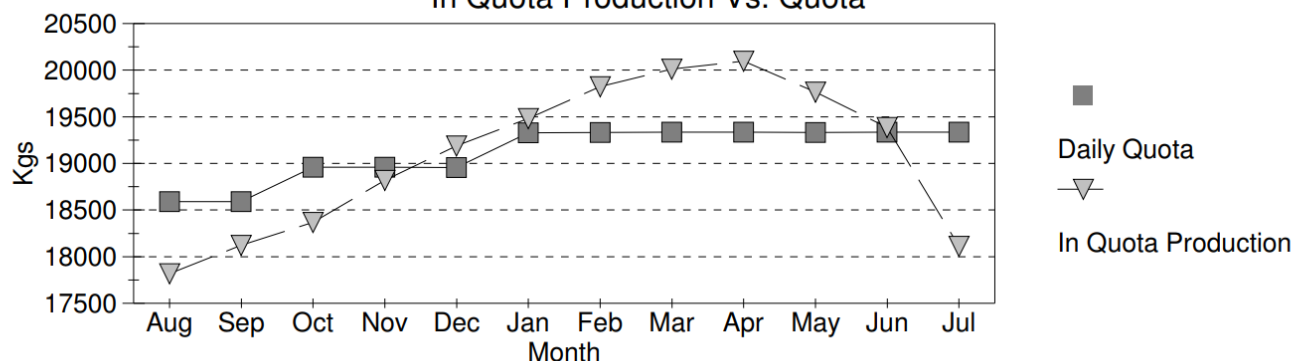
Il y avait un total de 2.0 kgs proposés à la vente et le total des offres pour l'achat de 401.8kg.

Next Exchange closes at 4:00 p.m., Friday September 1, 2023

Results are available Thursday September 7, 2023

Month	Aug	Jul	Jun	May	Apr	Mar	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	2.0	15.9	32.1	1.8	3.0	2.0	9.5
Kgs by Transfer	.0	.0	.0	.0	.0	85.0	14.2

In Quota Production Vs. Quota



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.

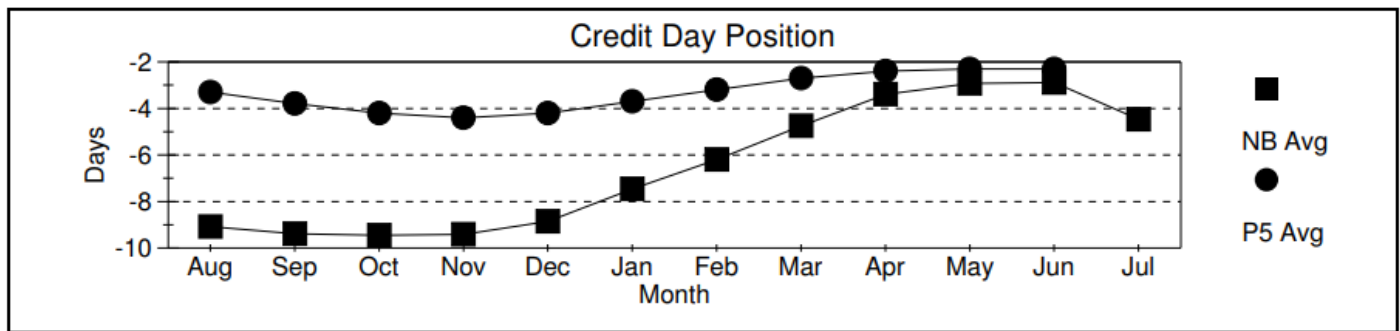
MINIMUM QUOTA HOLDINGS POLICY

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

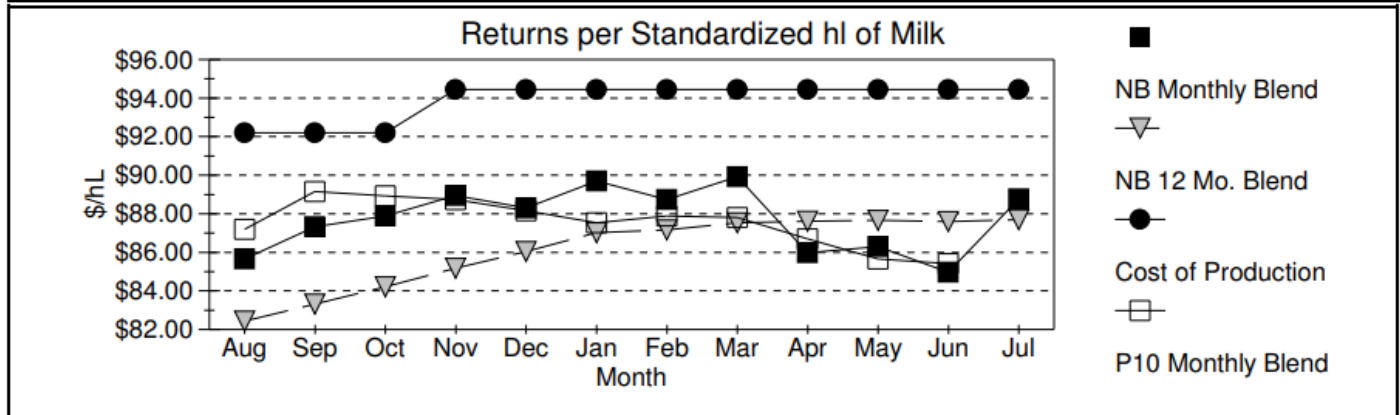
DAILY QUOTA TRANSFER ORDER

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	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Incentive Days Issued	1.06	3.06	3.19	3.18	2.19	0.18	0.06	0.07	0.01	1.00	1.00	1.04
Incentive Days Used	0.39	0.95	0.95	1.23	1.08	0.18	0.06	0.07	0.01	0.58	0.55	0.39
Days Over Quota	0.05	0.01	0.01	0.00	0.01	0.02	0.01	0.05	0.05	0.03	0.02	0.00
Days Lost	-1.32	-1.36	-1.34	-1.27	-1.13	-1.03	-0.55	-0.41	-0.24	-0.31	-0.23	-0.70
Days Exchanged	0.17	0.21	0.09	0.12	0.23	0.39	0.80	0.87	1.17	0.90	1.01	0.77
Credit Exch Clearing Price	\$0.99	\$0.20	\$0.01	\$0.01	\$0.50	\$0.55	\$2.00	\$3.93	\$4.50	\$5.51	\$6.77	\$3.50



Month	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
SNF Market Ratio \$/kg	\$3.83	\$3.72	\$3.85	\$3.54	\$3.44	\$3.12	\$2.80	\$2.68	\$2.51	\$2.51	\$2.50	\$2.44

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.

JULY 2023 CREDIT EXCHANGE \$3.50/KG

17,347 of 17,487 kgs wanted at or below the CESP were purchased.

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. ****

AUGUST 15, 2023

NB Domestic Milk Pool

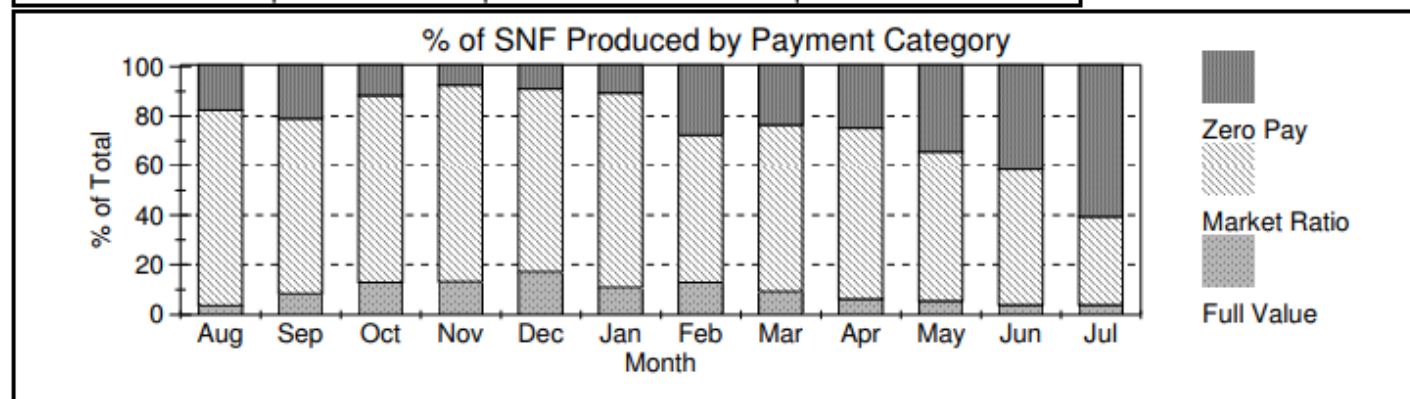
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
July 2023	0	\$0.0000	\$0	0	\$0.0000	\$0	0	\$0.0000	\$0
12 Months	4,712	-\$2.7327	(\$12,876)	3,617	-\$1.9107	(\$6,910)	6,166	-\$0.3917	(\$2,415)
SNF > 2.20									
July 2023				11,685	\$0.0000	\$0	22,231	\$0.0000	\$0
12 Months				39,637	\$0.0000	\$0	73,680	\$0.0000	\$0
SNF 2.00<=2.20									
July 2023				32,725	\$2.4353	\$79,696	61,670	\$2.4353	\$150,186
12 Months				338,700	\$3.0800	\$1,043,183	617,250	\$3.0762	\$1,898,784
Domestic Market									
July 2023	561,451	\$13.9019	\$7,805,236	390,645	\$11.0432	\$4,313,966	730,983	\$9.0000	\$657,885
12 Months	6,958,205	\$13.2576	\$92,248,780	4,960,245	\$10.6473	\$52,813,183	8,908,925	\$9.0000	\$8,018,032

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
July 2023	\$94.50	\$7,805,236	\$4,393,662	\$808,070				\$13,006,968
12 Months	\$95.57	\$92,235,904	\$53,849,456	\$9,914,401				\$155,951,298
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
July 2023	\$3.28	\$1.1015	\$0.0663	\$0.0090	\$0.0016	\$5.63		\$774,609
12 Months	\$3.55	\$1.1025	\$0.0655	\$0.0091	\$0.0016	\$5.93		\$9,716,139
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
July 2023	203,907	0	0	139				0
12 Months	181,779	13,541	245	55				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total solids	SNF Ratio		
July 2023	13,763,949	4.0791	3.1608	5.9204	13.1604	2.2263		
12 Months	163,359,925	4.2623	3.2702	5.8803	13.4128	2.1468		

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	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Full Value	1.88	1.91	1.92	1.91	1.94	1.93	1.93	1.93	1.90	1.89	1.87	1.94
Market Ratio	2.18	2.15	2.13	2.12	2.13	2.13	2.10	2.11	2.12	2.11	2.12	2.13
Zero Pay	2.34	2.31	2.31	2.33	2.29	2.29	2.25	2.25	2.27	2.25	2.28	2.30
Provincial	2.19	2.16	2.12	2.11	2.11	2.13	2.12	2.13	2.14	2.15	2.18	2.23

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 2023
Monthly single coverage: \$120.54
Monthly family coverage: \$322.99
Claims, rates, enrolment:
emilymurphy@rogers.com
David Scott 506.458.1220
1.800.994.5155

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.

NB Environmental Farm Plan

Contact John Russell
by phone at:
506.452.8101
506.381.2887
or by email at:
john@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

Dairy Specialist

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

Livestock Specialist

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

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

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

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/beefreport/default>

Research Council:

Free webinars

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

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->

TRANSPORTATION

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

Agropur Transportation:
Kris Aiton (506) 432-0476

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