

DECEMBER 15, 2023

# MILK M TTERS

Dairy Farmers of New Brunswick  
Producteurs laitiers du Nouveau-Brunswick

*The Official Newsletter for New Brunswick Milk producers.*



Photo: Julianna Jones

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### AND MORE...

## CHEERS TO 50 YEARS

Last week Dairy Farmers of New Brunswick raised their glasses of milk in celebration of 50 years during their AGM banquet held at the Delta in Fredericton. Half a century ago the organization commenced with farmers coming together to get their milk from their farms to their processor customers more efficiently and to then share the proceeds from the sales of their milk to those processors equitably amongst themselves. Many changes have been seen over this 50-year span, milk no longer travels in cans from farms but is managed by bulk transportation. Today New Brunswick has 165 dairy farms producing 450,000 litres of milk per day, a vast difference from 50 years. Dairy Farmers of New Brunswick, formally named New Brunswick Milk Marketing Board, initially started with 1046 Dairy Farms producing 160,000 litres of milk per day. In, 1971 Supply management began in Canada to ensure that the milk produced is meeting market demand, avoiding excess waste. Throughout the organizations 50 year span it has worked with dairy farmers, provincial and federal governments, processors, and retailers to bring 100% high quality local milk products to New Brunswickers. Fifty years is a milestone worth celebrating and many dairy farmers, industry representative and special guests joined together at this special event. New Brunswick's Minister of Agriculture, Aquaculture, and Fisheries, Honorable Margaret Johnson offered a congratulatory speech to all involved in dairy farming. Following speeches and a special "milk toast" several dairy farmers were recognized with quality awards for exceeding milk quality standards work throughout the past year. Armand Beaupre of Les Fermes Laitières Poupe Ltée located in Northern New Brunswick was named producer of the year, fellow farmers offered a standing ovation as Armand received this coveted award. The celebration concluded as the founding Dairy Farmers of New Brunswick Chair, William Sherwood, shook hands with DFNB's current Chair, Wietze Dykstra. In celebration of 50 years the two cut a celebratory cake. As the past and present stood together, the current and future dairy farmers applauded the milestone. The future of dairy farming looks like this; past, present, and future working together. New Brunswick dairy farmers continue to look for opportunities to innovate on farms and commit to sustainability. Despite the many changes to the dairy industry one thing remains the same, dairy farmers are hardworking, stewards of the land, community minded individuals that work every day to produce high quality milk that nourishes their communities.

**BLEND PRICE  
OCTOBER 2023**

\$102/25hl or \$22.81/  
kg of BF  
BF 4.4822 kg/hl,  
Protein 3.4039 kg/hl  
LOS 5.9075 kg/hl

**CREDIT EXCHANGE  
DEADLINE**

Dec 19, 2023  
4:00 PM  
Please submit credit  
bids/offers on  
DFNB Portal at  
[www.nbmilk.org](http://www.nbmilk.org)

**QUOTA EXCHANGE  
DEADLINE**

January 2, 2024  
4:00 PM  
Please send bids to  
[quota@nbmilk.org](mailto: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

**NEW ENTRANT APPLICATIONS**

Interested individuals must submit their 5 year business plan and their non-refundable \$100 application fee to Dairy Farmers of New Brunswick no later than January 19, 2024. The Business Plan must include the following: Pro-forma income statements, cash flow statements and balance sheets for two years; sufficient detail on the ownership structure and governance of the business; a description of the proposed dairy enterprise; the education achieved by the applicant(s); and the applicant's agricultural experience. Applicants are also required to provide a signed letter from all their lenders indicating they have seen and reviewed the business plan and agree to provide financing that is stipulated in the plan.

**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
Denis Cyr <i>North West</i>	426-0788
George Wesselius <i>Moncton</i>	227-0463
John Schuttenbeld <i>Fredericton</i>	461-9254
John Best <i>Woodstock</i>	425-0765
Mike Bouma <i>North East</i>	547-5843
Paul Gaunce <i>At-Large</i>	650-9595

**PROMOTIONS**

With Christmas right around the corner there have been many local promotional initiatives around the province. Local Milk Committee's have participated in Christmas Parades and events, handing out milk products as they go. Sussex local took home two prizes this year with their dancing cows and milk carton float. DFC promotions have been celebrating the holiday season as they promote delicious dairy products. There have been samplings at local ANBL stores. The team has been offering sampling a delicious cookies and cream style cocktail to promote dairy consumption and include some key messaging about our partner Blue Roof and the great work they do. Aside from the ANBL samplings the DFC team offered samplings at Christmas tree farms and Christmas markets.

**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  
Jan 9, 2024





## DAIRY LEADERSHIP PROGRAM

Dairy farmers are asked to submit their names if they are interested in participating in DFNB's dairy leadership mentorship program. Those interested are asked to submit their names and a short biography to Dairy Farmers of New Brunswick's office via email ([stevem@nbmilk.org](mailto:stevem@nbmilk.org)) on or before January 31st 2024. The leadership program will be in March of 2024 and run until March of 2025 during that time the selected individuals will be given the opportunity to attend a number of the DFNB board meetings along with several national meeting, including the February 2025 DFC policy conference and the Canadian Milk Supply Management Committee. The selected individuals will have their travel, room and meal expenses covered to attend the meetings.

## BUY & SELL

Please send for sale and wanted items to [nbmilk@nbmilk.org](mailto:nbmilk@nbmilk.org)

### Cooperators Health Care Benefits

Last year we were able to decrease your rates by approximately 10%. In the past year the claims have increased by a fairly high percentage so this requires a slight increase. We are going back to what you were paying in 2022. The rates for 2024 are as follows:

Monthly single coverage \$128.44

Monthly family coverage \$335.74

Also, please note that this plan gives you access to doctors and other health professionals 24/7. Please call Emily for more information.

**Emily Murphy:** [Emily.murphy@gotoinsure.ca](mailto:Emily.murphy@gotoinsure.ca) (cell) 506-850-1643

**David Scott:** [David.Scott@gotoinsure.ca](mailto:David.Scott@gotoinsure.ca) (office) 506-458-1220 or 800-994-5155



## THE SOCIAL MEDIA SCOOP

**Free VIRTUAL Social Media Workshop exclusively for Dairy Farmers**

This is your chance to meet Farmer Tim! He's a proud 4th generation dairy farmer, multi-award winning public speaker and social influencer. Learn to harness the power of social media to share your farm's story and connect with your community. Let's gather, share and grow together!

Join us for an online meeting: Thursday, January 11 @ 12pm for 1 hour of informative content and helpful tips... followed by Q&A.

PLEASE RSVP: send text to 902-877-9355 include your name, farm name and email

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





**GILBERT  
MATHESON**

*DFNB 1st Vice*

***Years served on  
the DFNB board:***

Five

***Milking set up:***

3 row free stall  
with a robot and a  
58 cow tiestall

**What motivates you to hold a position on the DFNB board?**

A strong interest in the betterment of the dairy industry, that focuses on the growth and profitability while working with other industry partners that can help us achieve these objectives.

**Do you have other business ventures?**

I am also an egg farmer, own a feed mill that provides all of our own needs but also mill for several other dairy farms and provide nutrition services to them. I also have a custom harvesting business that provides services to dairy farms.

**What is your expertise or area of passion?**

Starting a business from scratch and finding new ways to grow and succeed in that, when everyone says it can't be done. I really enjoy the challenge of growing a business with the objective of full vertical integration. This really fits in with my desire to leave things better for the next generation than I received them.

**Share the best farming memory you have.**

Working with my grandfather and trailing behind him at the age of 5 or 6 helping him gather eggs and going with him to the field.

## QUALITY MILK

Additional testing is available from RPC. Please contact RPC directly by email [dairy.rpc@rpc.ca](mailto: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.

## 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.





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

**Quota Exchange for December, 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
\$20,000.00		.0	.0	341.0	341.0	40.0	
\$24,000.00		24.5	24.5	276.5	301.0	301.0	
< 2.00							
<b>TOTALS</b>	<b>4</b>	<b>24.5</b>			<b>341.0</b>		<b>25</b>

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

24.5 of 301.0 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 24.5 kgs offered for sale and total bids to purchase of 341.0 kgs.

24.5 des 301.0 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

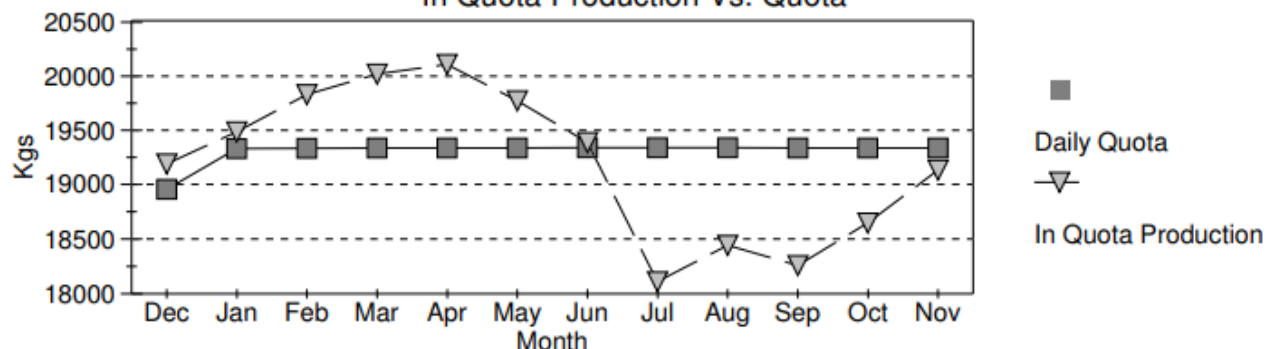
Il y avait un total de 24.5 kgs proposés à la vente et le total des offres pour l'achat de 341.0kg.

**Next Exchange closes at 4:00 p.m., Tuesday January 2, 2024**

**Results are available Friday January 5, 2024**

Month	Dec	Nov	Oct	Sept	Aug	Jul	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	24.5	28.4	2.5	5.0	2.0	15.9	13.1
Kgs by Transfer	.0	.0	.0	.0	53.9	.0	9.0

**In Quota Production Vs. Quota**



## QUOTA CORNER

### QUOTA EXCHANGE PROCEDURES

Bids/Offer 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.

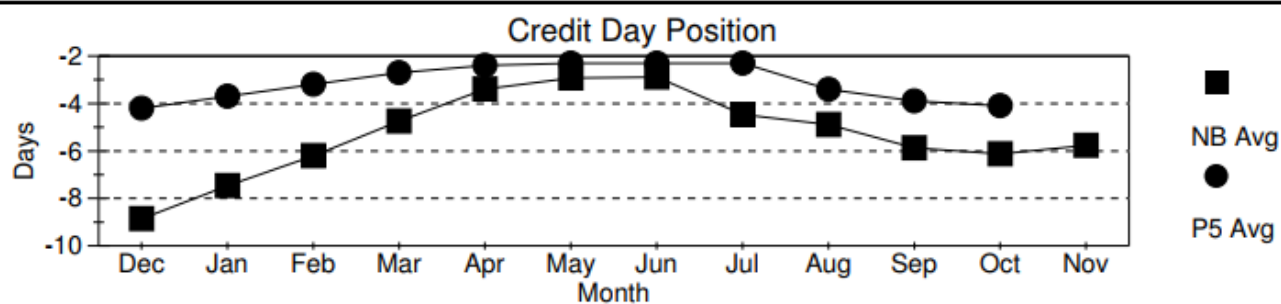
### MINIMUM QUOTA HOLDINGS POLICY

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

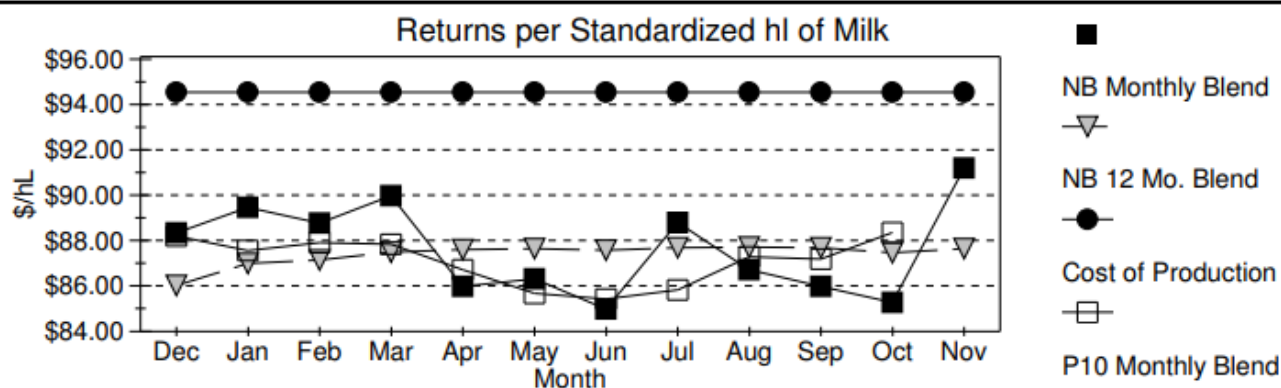
### DAILY QUOTA TRANSFER ORDER

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	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Incentive Days Issued	2.19	0.18	0.06	0.07	0.01	1.00	1.00	1.04	0.04	1.07	1.07	1.06
Incentive Days Used	1.08	0.18	0.06	0.07	0.01	0.58	0.55	0.39	0.04	0.43	0.52	0.54
Days Over Quota	0.01	0.02	0.01	0.05	0.05	0.03	0.02	0.00	0.00	0.00	0.01	0.00
Days Lost	-1.13	-1.03	-0.55	-0.41	-0.24	-0.31	-0.23	-0.70	-0.78	-0.84	-1.28	-0.89
Days Exchanged	0.23	0.39	0.80	0.87	1.17	0.90	1.01	0.77	0.72	0.92	0.61	0.66
Credit Exch Clearing Price	\$0.50	\$0.55	\$2.00	\$3.93	\$4.50	\$5.51	\$6.77	\$3.50	\$1.25	\$1.00	\$0.50	\$0.49



Month	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
SNF Market Ratio \$/kg	\$3.44	\$3.12	\$2.80	\$2.68	\$2.51	\$2.51	\$2.50	\$2.44	\$1.72	\$1.69	\$1.80	\$1.86

## 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.

### NOVEMBER 2023 CREDIT EXCHANGE \$0.49/KG

12, 849 of 16,253 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](http://www.nbmlk.org) - click on LOGIN link. \*\***

## NB Domestic Milk Pool

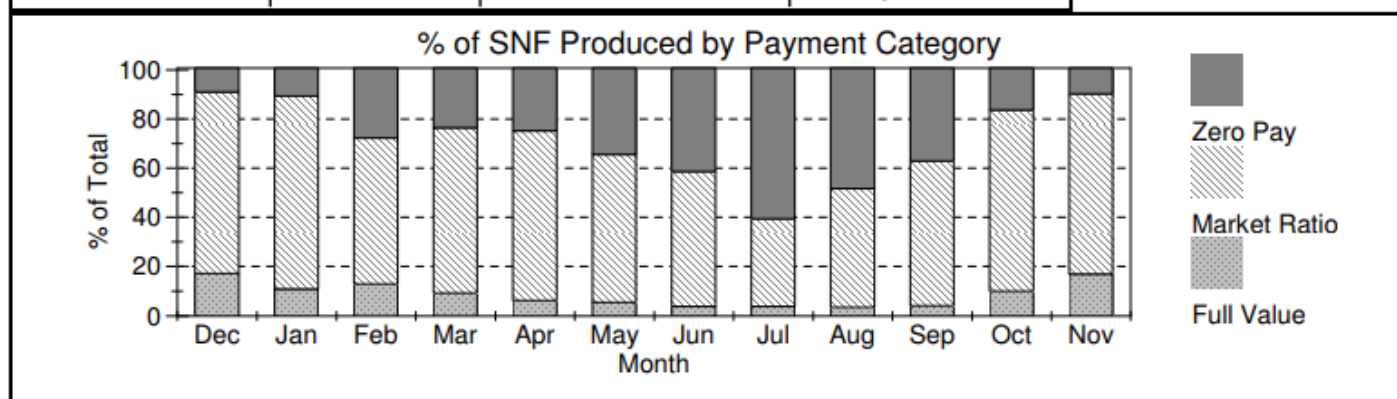
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
November 2023	0	\$0.0000	\$0	0	\$0.0000	\$0	0	\$0.0000	\$0
12 Months	3,762	-\$2.7327	(\$10,280)	2,872	-\$1.9107	(\$5,488)	4,924	-\$0.3917	(\$1,929)
<b>SNF &gt; 2.20</b>									
November 2023				967	\$0.0000	\$0	1,727	\$0.0000	\$0
12 Months				47,968	\$0.0000	\$0	89,215	\$0.0000	\$0
<b>SNF 2.00&lt;=&gt;2.20</b>									
November 2023				18,539	\$1.8639	\$34,555	32,595	\$0.6300	\$20,535
12 Months				324,778	\$2.4229	\$786,903	592,411	\$2.0698	\$1,226,158
<b>Domestic Market</b>									
November 2023	573,966	\$14.0123	\$8,042,584	416,385	\$10.4376	\$4,346,059	722,163	\$9.0000	\$649,947
12 Months	7,000,732	\$13.3395	\$93,386,270	4,986,092	\$10.6672	\$53,187,471	8,969,448	\$9.0000	\$8,072,504

## Production &amp; Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
November 2023	\$102.25	\$8,042,584	\$4,380,614	\$670,481				\$13,093,679
12 Months	\$96.06	\$93,375,990	\$53,968,886	\$9,296,733				\$156,596,968
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
November 2023	\$3.85	\$0.1015	\$0.0744	\$0.0085	\$0.0016	\$6.42		\$821,549
12 Months	\$3.51	\$0.1015	\$0.0689	\$0.0088	\$0.0016	\$5.93		\$9,703,067
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
November 2023	177,446	0	0	59				0
12 Months	180,717	6,818	179	65				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
November 2023	12,805,446	4.4822	3.4039	5.9075	13.7937	2.0774		
12 Months	163,168,098	4.2928	3.2860	5.9178	13.4966	2.1440		

## SNF Policy

<b>Current SNF Ratio Value:</b>	Full Value: < 2.00	Market Ratio: 2.00<=>2.20	Zero Pay: > 2.20
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## SNF/BF: Avg Ratios

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

## 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](http://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](http://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](mailto:emilymurphy@gotoinsure.ca)  
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](mailto:john@fermeNBfarm.ca)

## Composition & Microbiology Testing

Composition testing  
contact Jill Hay at:  
[jill.hay@rpc.ca](mailto:jill.hay@rpc.ca)  
Microbiology testing  
contact Corrie Maston at:  
[corrie.maston@rpc.ca](mailto: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](mailto:David.Dykstra@gnb.ca)

## Crop Specialist

Contact Jason Wells  
Phone:  
**506.434.2543**

Email:  
[Jason.Wells@gnb.ca](mailto: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](mailto: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](mailto:katie.bleakney@nbmilk.org)

## GNB Livestock Sector Development

[https://www2.gnb.ca/content/gnb/en/contacts/dept\\_renderer.137.203310.4073.html#employees](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>

### 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->

## 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





## 2024 Annual Dairy Policy Conference

### Building a Robust and Modern Canadian Dairy Industry for the Future

The next few years are poised to be pivotal for the dairy sector as it navigates a landscape shaped by new realities. With evolving consumer preferences, environmental impacts and technological advancements, the industry faces both challenges and opportunities. Fortunately, amid these circumstances, the dairy sector has demonstrated remarkable resilience and a capacity for creative adaptation. It has embraced innovations in sustainable farming practices, diversified product offerings and made significant commitments towards Net Zero by 2050. As a result, confidence in the industry remains positive, paving the way for a dynamic future where dairy continues to play a significant role in our changing food ecosystem.

Join producers from across the country and stakeholders in the dairy sector and Canadian agriculture to hear from prominent speakers on the Canadian consumer trends and the economic and public policies trends that are shaping the future of dairy!

#### Dates

##### February 5

DFC Board meeting  
(For members of the Board only)

##### February 6

Lobby Day and Reception

##### February 7-8

Annual Dairy Policy Conference

#### Location

Fairmont Château Laurier  
1 Rideau St. Ottawa, ON

**For more information and to register, click here:**

<https://na.eventscloud.com/website/62274/home/>