

February 15, 2024



MILK MATTERS

The official newsletter for New Brunswick milk producers.



IN THIS ISSUE

Research Resources

Incentive Day

Upcoming Workshops

And more ...

DFNB Logo

DFNB has been exploring how best to amend its current corporate logo. The objective was to create a logo that demonstrated New Brunswick's dairy farmers' solidarity with their peers across Canada in supplying consumers with a nutritionally dense food product locally produced with sustainable practices. DFNB collaborated with Dairy Farmers of Canada's (DFC) to create a logo for DFNB that achieves that objective. The new logo has now been finalized and DFNB will gradually incorporate its new logo on internal and external correspondence over the next few months.



February 15, 2024

BLEND PRICE JANUARY 2024

\$99.67/hl or
\$22.57/kg of BF

BF: 4.4160 kg/hl,
PRO: 3.3406 kg/hl
LOS: 5.8907 kg/hl

CREDIT EXCHANGE DEADLINE

Feb 19, 2024
4:00 PM

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

QUOTA EXCHANGE DEADLINE

March 1, 2024
4:00 PM

Please send bids to
quota@nbmilk.org

P5 Message – Incentive Day February - Conventional

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

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

The following table summarizes the incentive days:

	Conventional
February 2024	1

Promotions

Does your farm give School Farm Tours? Would you be interested in giving School Farm Tours? DFNB Promotions is looking for volunteer farms to host farm tours for schools. If needed, assistance can be offered with scheduling, planning and details. If you would like to know more information or are interested in participating please reach out to Katie at katie.bleakney@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

DFNB BOARD OF DIRECTORS

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

DFNB MISSION

To represent the interests of New Brunswick dairy farmers in their pursuit of operating sustainable dairy farms that produce high quality milk within a supply management system.

UPCOMING EVENTS

DFNB Board Meeting
Feb 27, 2024

February 15, 2024

Lobby Day 2024

DFNB directors convened on Parliament Hill on February 6th, 2024 to engage with several of the New Brunswick Members of Parliament and Senators on critical topics within the dairy industry. Discussion delved into topics including trade, products standards and business risk managements programs.



Farm Talk Care

Farm Talk Care is pleased to invite you to a free online mental health webinar. Register now to join Agriculture NB and trainer Kristen Kelderman of the Canadian Centre for Agricultural Wellbeing (CCAW) on Feb. 21 for In the Know, a farm-focused mental health program for anyone who works in New Brunswick agriculture. For more information or to register click here:

https://www.eventbrite.ca/e/in-the-know-en-toute-connaissance-tickets-824310513937?aff=oddtcreator&mc_eid=b3adb6fab&mc_cid=4840c13795

Thank You

Dairy Farmers of New Brunswick

We are so grateful for your support of our team at the U18 Canadian Curling Nationals, we were proud to wear the blue cow logo!



Sincerely,

Team New Brunswick

Mia West, Mya Pugsley, Hannah Williams, Ashley Siddall, David Pugsley

Buy & Sell

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

The Social Media Scoop

Upcoming Local Bakery Features

We plan to feature locally owned bakeries on DFNB social media.

If there is a great bakery in your town, please send the bakery name to Michelle by text: 902-877-9355 or email: michelle.kempton@dfc-plc.ca



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



Reminder: It is required to submit plans to Farm Products Commission before making changes to your dairy farm or farm bulk tank.

DFC Online Research Resources

Five research topics and their resources are now available on Dairy Farmers of Canada's website. The information is available as podcasts, infographics, and publications. The latest topics covered are:

- *Optimizing Health and Production on Robotic Dairies*
- *Extending Cow Longevity by Improving Calf Management Practices*
- *Unraveling Resistance and Susceptibility to Johne's Disease*
- *Breeding Strategies for Optimum Sustainable Genetic Progress in Canadian Dairy Cattle*
- *Designing a Reference Population to Accelerate Genetic Gains for Novel Traits in Canadian Holstein Herd*

The attachment included below has links directing to each podcast, infographic, webinar, or trade publication. The podcasts are an easy listen if one of the topics are of interest, just click the microphone symbol on the attachment to find the podcast. You can find more information from DFC below or here:

<https://dairyfarmersofcanada.ca/en/dairy-research/research-projects>

Dairy Beef Nursery School

The Maritime Beef Council has three upcoming modules for the Atlantic Beef School this winter, including the Dairy Beef Nursery School, occurring March 21st in Charlottetown, PEI!

Additional information can be found in the attachment below, and also at www.maritimebeef.ca/events.

Register by March 13th, 2024 at

<https://www.eventbrite.ca/e/dairy-beef-nursery-school-tickets-778257307557?aff=oddtcreator>

NATURAL PRODUCTS ACT REGULATIONS

Plans for construction, extension, alteration, installation or replacement

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

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

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

QUALITY MILK

Additional testing is available from RPC.

Please contact RPC directly by email
dairy.rpc@rpc.ca
Or 506-452-1212

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

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

MILK PENALTY FUNDING

Pro-active funding: Producers advised of second or subsequent milk quality infraction, prior to a penalty assessed, is allowed to offset, once per year, cost of a visit from milk quality technician to a maximum of \$1000. Producers may apply for funding by forwarding paid invoices to DFNB office.

Dairy Farmers of New Brunswick

Milk Matters: Production and Payment Summary Report for January 2024

Quota Exchange for February, 2024

Price in Dollars	# of Sellers	Kgs Offered By Sellers	Total Cum. kgs	Difference Between Sellers/Buyers	Total Cum. kgs	Kgs Wanted By Buyers	# of Buyers
\$24,000.00 < 2.00		4.4	4.4	329.8	334.2	334.2	
TOTALS	1	4.4				334.2	33

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

4.4 of 334.2 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 4.4 kgs offered for sale and total bids to purchase of 334.2 kgs.

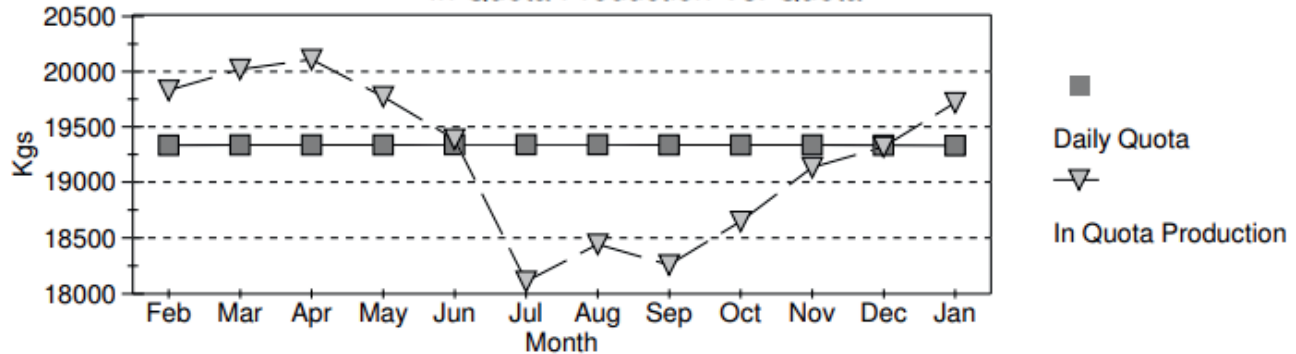
4.4 des 334.2 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté. Il y avait un total de 4.4 kgs proposés à la vente et le total des offres pour l'achat de 334.2kg.

Next Exchange closes at 4:00 p.m., Friday March 1, 2024

Results are available Wednesday March 6, 2024

Month	Feb	Jan	Dec	Nov	Oct	Sept	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	4.4	2.0	24.5	28.4	2.5	5.0	11.1
Kgs by Transfer	.0	.0	253.9	.0	.0	.0	42.3

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.

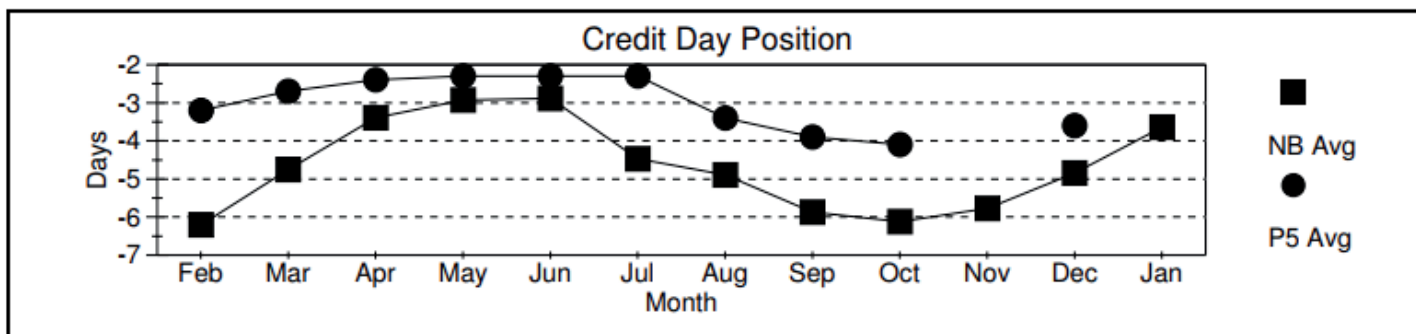
Minimum Quota Holdings Policy

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

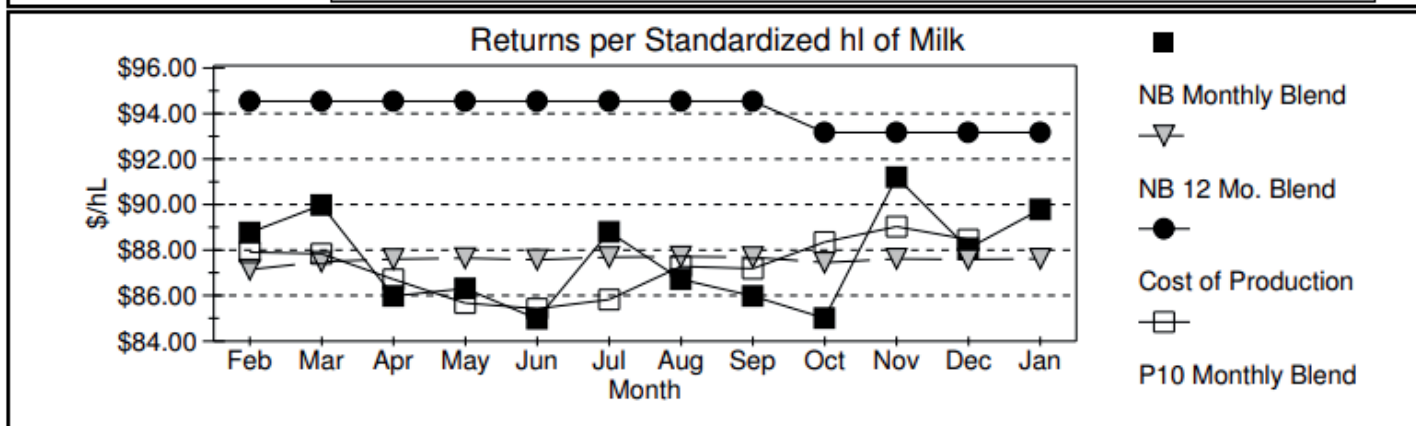
An over quota penalty of \$20/hl is in effect.Daily Quota Transfer Order

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

Credits



Month	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Incentive Days Issued	0.06	0.07	0.01	1.00	1.00	1.04	0.04	1.07	1.07	1.06	0.07	0.07
Incentive Days Used	0.06	0.07	0.01	0.58	0.55	0.39	0.04	0.43	0.52	0.54	0.07	0.07
Days Over Quota	0.01	0.05	0.05	0.03	0.02	0.00	0.00	0.00	0.01	0.00	0.00	0.02
Days Lost	-0.55	-0.41	-0.24	-0.31	-0.23	-0.70	-0.78	-0.84	-1.28	-0.89	-0.71	-0.57
Days Exchanged	0.80	0.87	1.17	0.90	1.01	0.77	0.72	0.92	0.61	0.66	0.92	1.02
Credit Exch Clearing Price	\$2.00	\$3.93	\$4.50	\$5.51	\$6.77	\$3.50	\$1.25	\$1.00	\$0.50	\$0.49	\$1.50	\$5.00



Month	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
SNF Market Ratio \$/kg	\$2.80	\$2.68	\$2.51	\$2.51	\$2.50	\$2.44	\$1.72	\$1.69	\$1.80	\$1.86	\$1.83	\$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.

JANUARY 2024 Credit Exchange \$5.00/kg

19,621 of 20,624 kgs wanted at or below the CESP were sold. Producers above 0 days of credits are eligible to buy credits. Producers below 0 days of credits are eligible to sell credits. Please review your statement to determine kgs eligible to sell / buy on the next Credit Exchange.

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

February 15, 2024

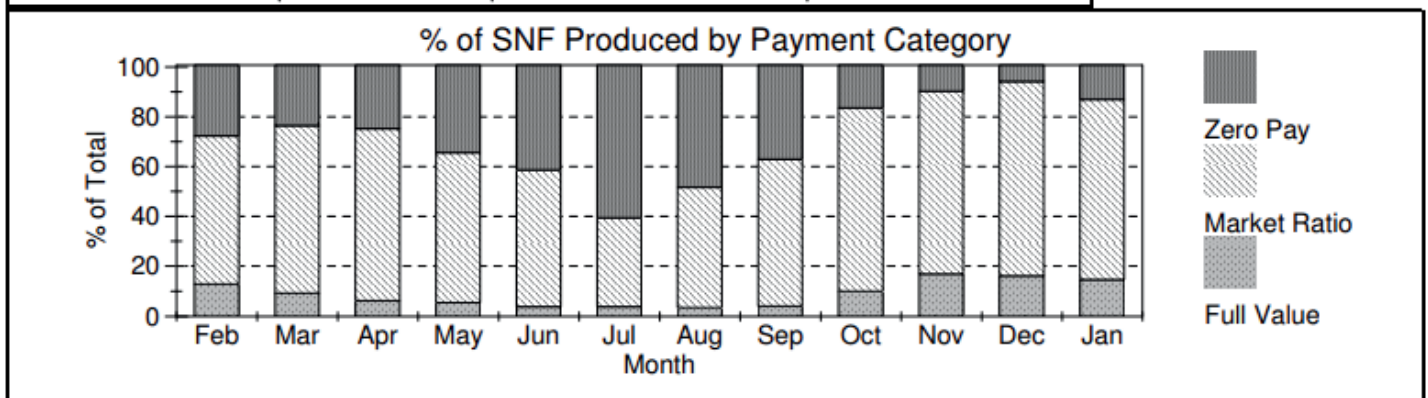
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
January 2024	358	-\$2.7327	(\$979)	271	-\$1.9107	(\$517)	484	-\$0.3917	(\$190)
12 Months	3,687	-\$2.7327	(\$10,076)	2,823	-\$1.9107	(\$5,393)	4,856	-\$0.3917	(\$1,902)
SNF > 2.20									
January 2024				1,611	\$0.0000	\$0	2,976	\$0.0000	\$0
12 Months				48,815	\$0.0000	\$0	90,783	\$0.0000	\$0
SNF 2.00<=2.20									
January 2024				20,515	\$1.8641	\$38,242	36,808	\$0.6300	\$23,189
12 Months				310,771	\$2.2056	\$685,442	565,955	\$1.6873	\$954,920
Domestic Market									
January 2024	610,755	\$13.8319	\$8,447,902	439,897	\$10.4069	\$4,577,959	775,797	\$0.9000	\$698,217
12 Months	7,012,015	\$13.3703	\$93,752,696	5,002,276	\$10.6238	\$53,143,342	8,974,936	\$0.9000	\$8,077,443

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
January 2024	\$99.67	\$8,446,923	\$4,615,684	\$721,217				\$13,783,823
12 Months	\$96.18	\$93,742,620	\$53,823,391	\$9,030,461				\$156,558,995
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded		Total
	Per HL	Per Kg of Total Solids				Per HL		Deductions
January 2024	\$3.64	\$0.1015	\$0.0744	\$0.0085	\$0.0016	\$6.18		\$855,171
12 Months	\$3.59	\$0.1015	\$0.0703	\$0.0088	\$0.0016	\$6.03		\$9,861,426
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
January 2024	170,419	0	0	25				0
12 Months	179,884	0	0	59				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
January 2024	13,838,729	4.4160	3.3406	5.8970	13.6535	2.0919		
12 Months	162,914,273	4.3064	3.2929	5.9151	13.5144	2.1382		

SNF Policy

Current SNF Ratio Values	Full Value< 2.00	Market Ratio:2.00<=2.20	Zero Pay> 2.20
--------------------------	------------------	-------------------------	----------------



SNF/BF: Avg Ratios

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

Maritime Quality Milk

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

Milk 2020

MILK 2020's mission is to develop and enhance knowledge and innovation, through its leadership and its actions, with a view to encouraging the sustainable growth of New Brunswick's dairy industry.
www.milk2020.ca

Co-operators Group Insurance

Group rates as of Jan 2024
Monthly single coverage: \$128.44
Monthly family coverage: \$335.74
Claims, rates, enrolment:
Emily Murphy 506.850.1643
emilymurphy@gotoinsure.ca
David Scott 506.458.1220
1.800.994.5155

NB Research & Productivity Council

RPC is New Brunswick's provincial research organization (PRO), a research and technology organization (RTO) offering contract R&D and technical services at our locations in Fredericton and Moncton, New Brunswick.
506.452.1212

NB Environmental Farm Plan

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

Composition & Microbiology Testing

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

Hoof Trimming

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

Crop Specialist

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

Milk Matters

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

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

Dairy Specialist

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

Links

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

Bob Calve Prices
<https://app.milk2020.ca/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-RoadMapForNewEntrants.pdf>

BULK MILK TANKS

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

TRANSPORTATION

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

Agropur Transportation:

(506) 432-0476

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

Herd Management and Genetic Improvement

Access new podcasts, infographics, videos and publications related to 5 research projects on herd management and genetic improvement!



Breeding Strategies for Optimum Sustainable Genetic Progress in Canadian Dairy Cattle

Lead Researcher
Dr. Christine Baes | University of Guelph



Designing a Reference Population to Accelerate Genetic Gains for Novel Traits in the Canadian Holstein Herd

Lead Researcher
Dr. Flavio Schenkel | University of Guelph



Optimizing Health and Production on Robotic Dairies

Lead Researcher
Dr. Trevor DeVries | University of Guelph



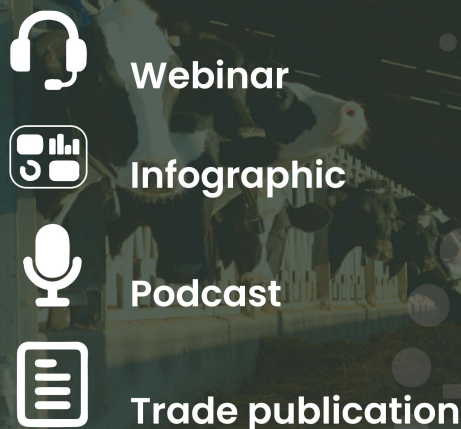
Extending Cow Longevity by Improving Calf Management Practices

Lead Researcher
Dr. Greg Keefe | University of Prince Edward Island



Unraveling Resistance and Susceptibility to Johne's Disease

Lead Researcher
Dr. Nathalie Bissonnette | Agriculture and Agri-Food Canada (Sherbrooke)



Research projects funded under the Canadian Agricultural Partnership:



proAction Decoded: Your Questions Answered!

I'm using a Time Temperature Recorder (TTR) what do I need to have ready for my validation?

If you are using a TTR you are required to provide the data it collects to the validator at the time of validation. You will also need to log any of your smart alarms on your Record 17. Don't forget to log what you did to fix the alarm!

How do I access those files?

It depends on what brand/model you are using! The files may be accessed via SD card, Infrared, Bluetooth, or hard wired to a hand held or desktop PC. For more guidance please reach out to your proAction coordinator or equipment dealer.



Have more questions about the proAction program? Make sure to reach out to your proAction Coordinator:

Jennifer Dillman

DFPEI, DFNL, DFNS Zones 1,2,& 3

jennifer.dillman@atlanticproaction.org

(902) 957-4494

Natasha McKillop

DFNB, DFNS Zones 4,5,& 6

Natasha@atlanticproaction.org

(902) 890-8348



Atlantic Beef School

Dairy Beef Nursery School

Thursday, March 21, 2024

9:30am-4:00pm

Hampton Inn & Suites, Charlottetown, PEI

In person tuition: \$100 (50% off for producers in good standing using code "BEEF")

GUEST LECTURERS

Dr. Dave Renaud, DVM, PhD is an Assistant Professor at the University of Guelph and consultant at ACER Consulting. His research focus is on identifying factors associated with calf health, specifically in the veal sector, and identifying technology that will lead to improved detection of disease in dairy calves. Dave is a practicing veterinarian working with dairy and veal producers around the Guelph area. He focuses on preventative medicine to improve the health and welfare of dairy cows and calves.



Dr. Steven Roche, MSc, PhD Steven Roche is an animal health researcher and consultant in the fields of epidemiology and agricultural extension, holding an MSc and PhD from the University of Guelph. His work aims to improve the health and welfare of farmed animals by developing tools and programs to help producers, veterinarians, and advisors motivate on-farm change. Steven conducts this work with academic, government, and industry organizations as the Director and Principal Consultant for ACER Consulting; a private research consulting firm, based in Guelph, Ontario, Canada.



For more information, contact Amy Higgins:

(902) 957-2606 | projects@agricommodity.ca



Register at: maritimebeef.ca

Registration closes: March 13, 2024



2024 Learning Programs



The objective is to understand the net-zero greenhouse gas emissions target announced by the Dairy Farmers of Canada.

What to expect: expert presentations on strategies and best practices and producer interviews.



Webinar 1	Herd management, feeding strategies, and sustainability index	March 14, 2024
Webinar 2	Genetic strategy, genetic indexes, and manure management	March 21, 2024
Webinar 3	Feed production and land management	March 28, 2024

3 online webinars (free of charge): each 50-60 minutes (will be recorded for replay), all beginning at **12:30pm in French and 2:00pm in English, EST**. To register, ask your advisor or technician, call 1-800-549-4373 (Ontario and Western provinces) or 1-800-266-5248 (Quebec and Atlantic provinces), or register on MySite.

These webinars are funded by Dairy Farmers of Canada and are organized by Lactanet as part of the DFC National Dairy Knowledge Transfer Project.



The objective is to learn how to optimize the herd milk fat test considering the updated milk payment policy.

Online workshop (\$50): 2 hours, beginning at **10:00am EST** on **February 13, 2024**. Register on MySite.



The objective is to understand the changes announced in the Code of Practice for the Care and Handling of Dairy Cattle, which will come into effect on April 1, 2024.

What to expect: learn about the changes to the code of practice and the benefits for herd management, discuss possible modifications to producers' current situations and economics of different choices.

On-farm workshop in small groups (\$120) or online (\$75): 2 hours. **Dates to be determined**. To register, ask your advisor or technician.