

February 15, 2023

Blend Price: The average price paid to New Brunswick producers who shipped milk in January 2023 : \$97.53/hl or \$22.79/ kg of BF for milk containing : BF 4.3396 kg/hl, Protein 3.3032 kg/hl and LOS 5.9227 kg/hl

Quota Exchange Deadline:

March 1, 2023 4:00 PM

Please send bids to quota@nbmilk.org

Credit Exchange Deadline

February 17, 2023 4:00 PM

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

DFNB Office 506-432-4330

Delaney Lewis	Ext 101
Veronica McEwen	Ext 102
Lindy Brown	Ext 104
Ashley Baskin	Ext 105
Steve Michaud	Ext 206
Luke Chase	Ext 107

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SNF Ratio Adjustment February 2023

Given the decline in the market requirements for SNF and limitations in processing capacity of structural surplus, the Ontario, Nova Scotia and New Brunswick Boards have approved the decrease in the maximum **SNF/BF ratio eligible for payment from 2.25 to 2.20, effective February 1, 2023**. The SNF/BF market ratio will remain unchanged at 2.0.

On-going discussion will continue with all P5 provinces with the objective of having a harmonized payment policy across P5 again in the short term. P5 discussion will also continue to review any additional adjustments that may be required to better meet the original intent and objectives of the policy.

Atlantic Healthy Herds – BLV Update

The project had two aims.

The first aim was to continue the bulk tank milk testing to estimate herd BLV prevalence on farms in Atlantic Canada and to further refine the ELISA assay to measure fluctuations of the production cycle. We were able to improve on the previous algorithms so that we can now give an estimated herd prevalence with a 90% confidence interval. This should give producers a more accurate estimate of their herd's prevalence and whether over time the prevalence is going up or down.

The second aim was to enroll farms willing to perform whole herd testing of breeding age heifers and cows for BLV and to determine the proviral load (PVL) of virus in BLV positive cows. Cows with a high PVL are the most likely to be the source of BLV infections to naïve cows. Thus, cows that have a high PVL can be identified so that these animals can be culled or segregated from the BLV negative animals as interventions that can reduce the rate of new infections in naïve animals. This is a practical way to reduce BLV in herds that have a moderate to high prevalence of infection. We are in our 3rd and final year of sampling and will have 21 farms participating. After getting the BLV and BLV PVL results from us, the producer, in consultation with their veterinarian, decides on a control program that fits their situation. Besides the traditional control measures, they are asked to cull some or all of their BLV cows with a high PVL and/or segregate the high PVL cows from the rest of the herd. Based on the results between the first and second year of testing, farms that have culled all of their high PVL cows have the greatest decrease of prevalence and also have the lowest incidence rate of new infections, followed by farms the cull some high PVL cow and segregate the rest. There are 3 herds that have not done any culling and segregating of their high PVL cows and they had the highest rate of new infections. Thus, there is good evidence the PVL can be a useful and practical tool for reducing BLV in dairy herds.

Animal Emergency Management Plan

DFNB has recently completed the development of their Animal Health Emergency Management Plan. This plan outlines how DFNB will respond in the event of a disease outbreak in our province. In the fall of 2021 you would have received a producer handbook for emergency planning. In the coming months we will begin discussing the importance of having a farm-level plan and how you can prepare for an emergency. Now would be a good time to bring out the handbook and start reading through it to familiarize yourself with the content in preparation for future discussions.



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

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.

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.***

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.

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

The Co-operators, Group insurance:

Monthly Family : \$322.99

Questions regarding claims, rates or enrolment? Please call:

**Emily Murphy of Alodium Financial :
1-800-994-5155 or 506-850-1643**

Email: emilymurphy@rogers.com
or David Scott 506-458-1220

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.

	October, 2022	November, 2022	December, 2022
Fluid Milk	-5.0%	-4.8%	-4.2%
Cream	-3.8%	-3.9%	-3.5%
Butter	-4.6%	-6.1%	-6.8%
Cheese	-5.4%	-5.4%	-5.0%
Ice Cream	-4.7%	-4.3%	-2.9%
Yogurt	0.1%	0.4%	0.9%

Plan A	6
Plan B	922
Imports	22
Exports	0
Total Public Stocks as of 03 February 2023	950
Processor Stocks as of 31 December 2022	19,977.9

Dairy Farmers of New Brunswick will be hosting their hybrid in-person/virtual spring meeting on April 12, 2023. DFNB Representatives will be providing their presentation virtually however each region will be offering an option for producers to gather together to listen to the information. More information will be circulated to producers in the coming weeks.

Consultations on the new [Sustainable Agriculture Strategy](#) (SAS) are happening now, and Agriculture and Agri-Food Canada (AAFC) wants to hear from you! AAFC is hosting virtual, regional focused roundtables for producers, and you're invited. Mark your calendars:

Quebec, New Brunswick, Nova Scotia, Prince Edward Island, and Newfoundland and Labrador - March 20th from 12- 3 PM ET. English with French interpretation. RSVP [here](#) or follow the URL below.

<https://us06web.zoom.us/join/registrantZMrfuyrrjovE9YI2gwsh9GnUzzArNd3AajZ>

National: March 24th from 12- 3 PM ET. French with English interpretation. RSVP [here](#). Or follow the URL below.

https://us06web.zoom.us/meeting/register/tZYud-uhrzkvHtNlt1N_AIVWPfp76l3F7QKe

Feedback received through the virtual sessions will inform the development of the SAS and support the work of the SAS-[advisory committee](#), co-chaired by AAFC and the Canadian Federation of Agriculture.

Producer Associations and producer groups are also invited to send complete [submissions](#) through our Sustainable Agriculture Strategy email aafc.sas-sad.aac@agr.gc.ca. Public consultations run until March 31, 2023 and regional-producer outreach will continue throughout 2023 and beyond.

Join us and let's develop together Canada's first Sustainable Agriculture Strategy!

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

Quota Exchange for February, 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		2.1	2.1	415.6	417.7	417.7	
TOTALS		2	2.1			417.7		29

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

2.1 of 417.7 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

2.1 des 417.7 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

There was a total of 2.1 kgs offered for sale and total bids to purchase of 417.7 kgs.

Il y avait un total de 2.1 kgs proposés à la vente et le total des offres pour l'achat de 417.7kg.

Next Exchange closes at 4:00 p.m., Wednesday March 1, 2023

Results are available Monday March 6, 2023

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	2.1	6.6	23.0	7.8	5.0	28.9	12.2
Kgs by Transfer	.0	.0	.0	163.4	.3	91.6	42.6

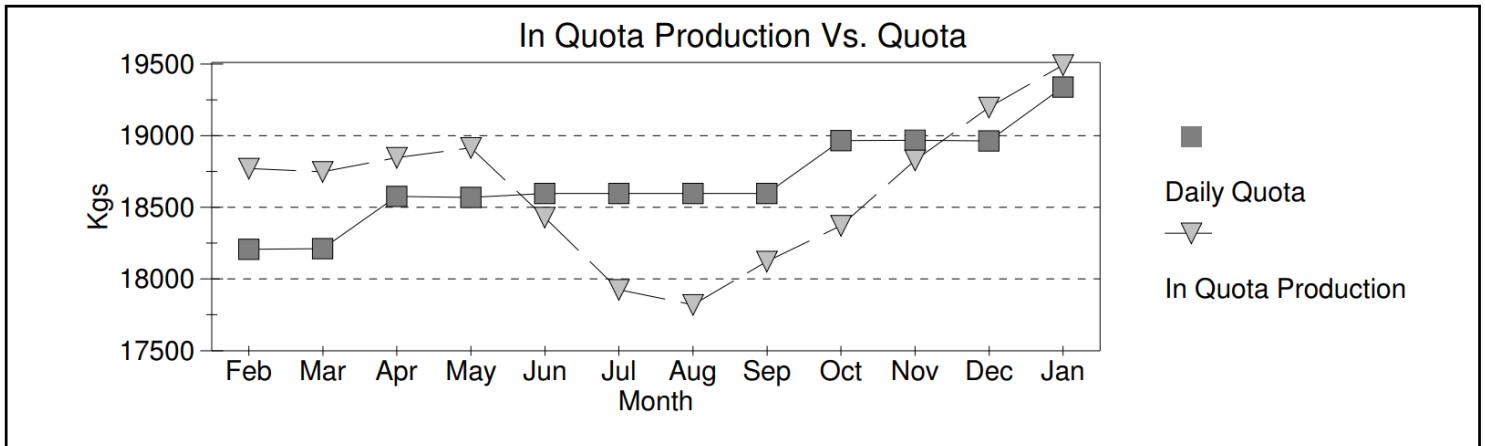
NB Domestic Milk Pool

Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
January 2023	377	-\$2.7327	(\$1,030)	276	-\$1.9107	(\$527)	483	-\$3.917	(\$189)
12 Months	3,859	-\$2.7327	(\$10,545)	2,911	-\$1.9107	(\$5,562)	5,016	-\$3.917	(\$1,965)
SNF > 2.25									
January 2023				967	\$0.0000	\$0	1,797	\$0.0000	\$0
12 Months				13,363	\$0.0000	\$0	24,765	\$0.0000	\$0
SNF 2.00<=2.25									
January 2023				27,760	\$3.1204	\$86,621	50,465	\$3.1204	\$157,473
12 Months				360,198	\$3.8893	\$1,400,929	654,641	\$3.8905	\$2,546,855
Domestic Market									
January 2023	603,539	\$13.6128	\$8,215,861	430,691	\$10.6806	\$4,600,040	771,491	\$9.0000	\$694,342
12 Months	6,791,024	\$13.0707	\$88,763,744	4,851,902	\$10.4200	\$50,556,601	8,674,363	\$9.0000	\$7,806,927

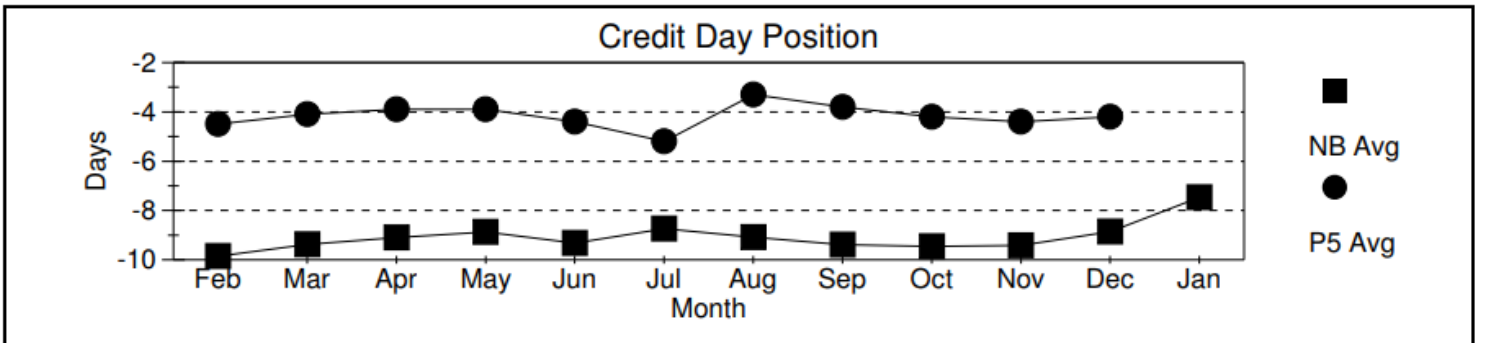
Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
January 2023	\$98.89	\$8,214,831	\$4,686,135	\$851,625				\$13,752,591
12 Months	\$94.10	\$88,753,199	\$51,951,968	\$10,351,817				\$151,008,520
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
January 2023	\$3.15	\$.1015	\$.0663	\$.0090	\$.0016	\$5.57		\$775,161
12 Months	\$3.41	\$.1086	\$.0609	\$.0096	\$.0016	\$5.80		\$9,345,512
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count					Rejected Loads
January 2023	179,628	7,746	175					0
12 Months	177,276	11,057	208					0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total solids	SNF Ratio		
January 2023	13,916,476	4.3396	3.3032	5.9227	13.5655	2.1260		
12 Months	160,634,683	4.2300	3.2548	5.8261	13.3110	2.1468		

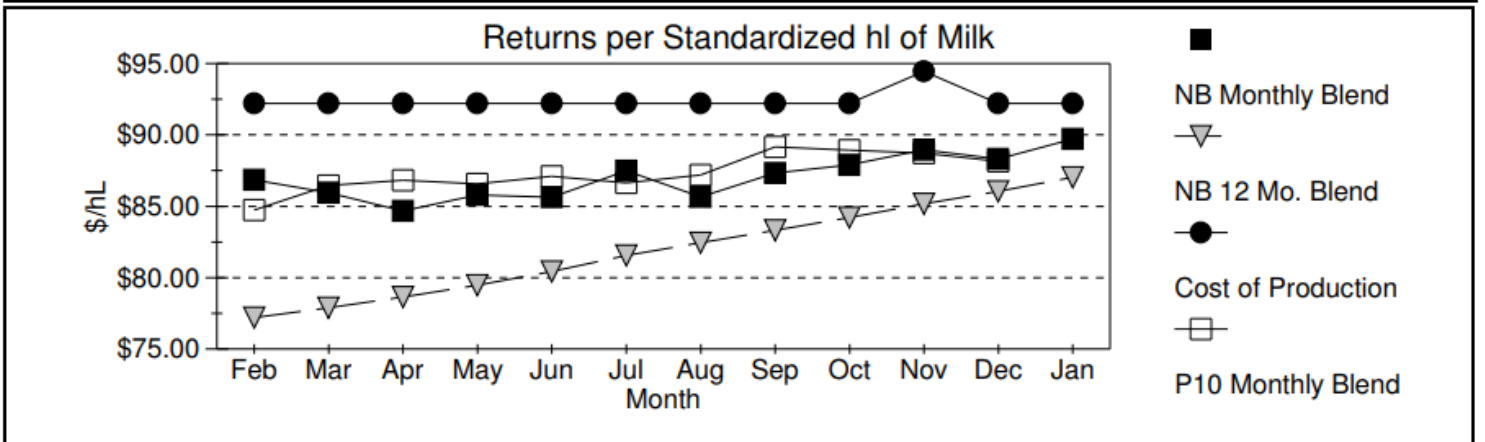
Milk Matters: Production and Payment Summary Report for January 2023



Credits



Month	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Incentive Days Issued	0.06	1.06	1.06	1.06	1.06	0.07	1.06	3.06	3.19	3.18	2.19	0.18
Incentive Days Used	0.05	0.72	0.64	0.65	0.55	0.05	0.39	0.95	0.95	1.23	1.08	0.18
Days Over Quota	0.04	0.01	0.01	0.02	0.00	0.03	0.05	0.01	0.01	0.00	0.01	0.02
Days Lost	-0.07	-0.07	-0.10	-0.14	-0.10	-1.54	-1.32	-1.36	-1.34	-1.27	-1.13	-1.03
Days Exchanged	0.94	1.25	1.11	0.96	1.15	0.96	0.17	0.21	0.09	0.12	0.23	0.39
Credit Exch Clearing Price	\$7.78	\$7.78	\$5.00	\$3.00	\$3.11	\$2.50	\$0.99	\$0.20	\$0.01	\$0.01	\$0.50	\$0.55



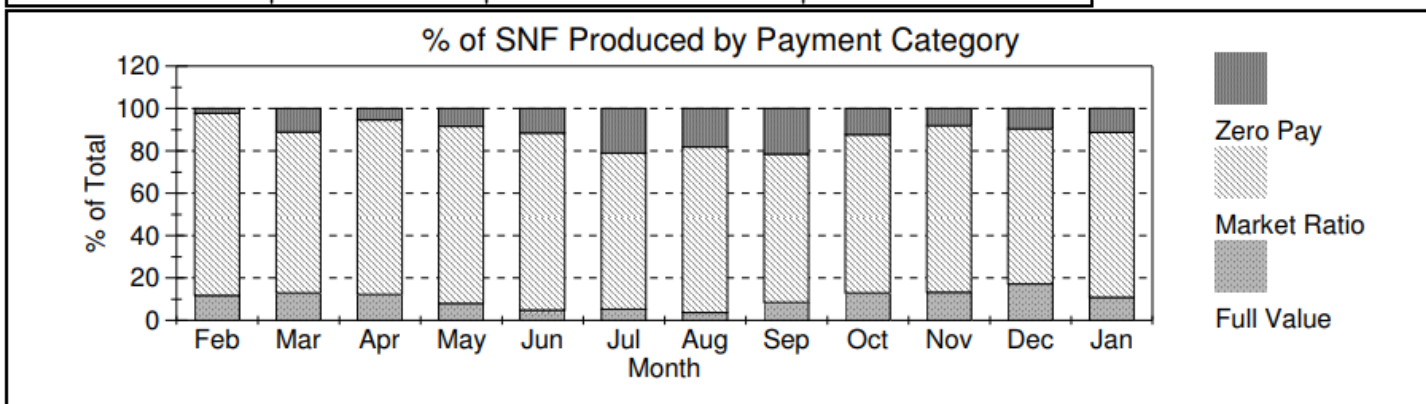
Month	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
SNF Market Ratio \$/kg	\$3.92	\$4.09	\$4.18	\$4.20	\$4.21	\$4.21	\$3.83	\$3.72	\$3.85	\$3.54	\$3.44	\$3.12

A standardized hl of milk contains 3.60 kg/hl BF, 3.23 kg/hl PT and 5.69 kg/hl LOS

Milk Matters: Production and Payment Summary Report for January 2023

SNF Policy

Current SNF Ratio Value:	Full Value: < 2.00	Market Ratio: 2.00<=>2.25	Zero Pay: > 2.25
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SNF/BF: Avg Ratios

Month	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Full Value	1.92	1.92	1.93	1.92	1.91	1.93	1.88	1.91	1.92	1.91	1.94	1.93
Market Ratio	2.15	2.15	2.16	2.16	2.17	2.18	2.18	2.15	2.13	2.12	2.13	2.13
Zero Pay	2.31	2.33	2.36	2.34	2.36	2.34	2.34	2.31	2.31	2.33	2.29	2.29
Provincial	2.12	2.14	2.14	2.16	2.18	2.20	2.19	2.16	2.12	2.11	2.11	2.13

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**.

January 2023 Credit Exchange — \$0.55/kg

7,601 of 7,665 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.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.

SERVICES

Maritime Quality Milk: www.milkquality.ca

NB Research & Productivity Council (RPC) 452-1212

RPC Building, 921 College Hill Rd, Fredericton NB

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

Microbiology testing, contact Corrie.Maston@rpc.ca

Quality Milk Management: Don Anderson 432-5598 or

udder1@nb.aibn.com

Antibiotic Testing: Agropur Cooperative. 432-1950, Ext 245.

Sample bottle must include Name, Producer#, Email, Phone #,
Cow#, Drug Used.

Dairy Specialist: Brian MacDonald Cell: 433-0509

Email: brian.macdonald@gnb.ca

Livestock Feed Specialist: David Dykstra phone: 434-5755

david.dykstra@gnb.ca; @NbForage

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

AgExpert Analyst Certified Adviser:

Kim Waalderbos 260-3004

Hoof Trimming:

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

NB Environmental Farm Plan

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

Sussex Co-op Livestock Auction:

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

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

NB Beef Cattle Research Council: Free webinars:

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

Dairy Farmers of Nova Scotia newsletter:

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

Milk Producer magazine

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

Le producteur de lait québécois magazine

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

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

Dairy Farmers of Canada News Centre:

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

Atlantic Dairy Industry Central Event Calendar

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

If you have events to add, email :

Jeff Gunn at jgunn@valacta.com ;

Fred Vanderkloet fsvanderkloet@gov.pe.ca or

Brian MacDonald brian.macdonald@gnb.ca

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

A "one-stop shop" for prospective farmers

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 pickups, you can contact:

Agropur 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.

Driveway Policy: Producers are reminded that the portion of the driveway and yard that the milk truck travels must be cleared of snow, and ice surfaces must be salted and sanded. *(Farm Pick-Up Standard Operating Procedures)*

Milk Matters by Mail

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 432-4330.

For Sale: Please send sale items to nbmilk@nbmilk.org

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

Upcoming Events

DFNB BOARD MEETING: February 27-28, 2023

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.



TRADE SHOW • HOSPITALITY SUITES • SPEAKERS • FARMER GAMES • PRIZES

DELTA BY MARRIOTT BEAUSEJOUR

MARCH 28 TO 30, 2023

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TICKETS \$140 PLUS TAXES & FEES





Virtual Health Care

Start your Virtual Health Care journey

Register for your account

1. [Go to telushealth.com/vcportal](https://telushealth.com/vcportal).
2. Select Create Your Account.
3. Enter the email address you would like to use to set up your account.
4. Enter your province.
5. Select your eligibility by choosing:
"I'm eligible through my group or individual health plan"
6. Select your registration option by choosing:
"I'll enter my group number"
7. Enter the following information:
Group number—9325
Personal Coverage Identifier—Your Co-operators Group number and certificate number separated by a dash (i.e. 1234-0123456).
8. Click Continue to verify.
9. Check your inbox for an activation email.

Activate your account

Follow the link in the email you received to activate your account, set up your profile and add your family members if applicable.

Start your visit

Visit the portal or download the TELUS Health Virtual Care app to start a virtual consult as soon as you need care. You will be immediately connected to a registered nurse. The nurse will ask you questions to understand your concern and history, and will then connect you with a nurse practitioner or physician as needed.

How can we help?

Virtual Health Care coverage can provide advice and treatment for most primary medical concerns, including but not limited to:

- Eye infections
- Primary mental health
- Chronic disease management
- Coordinating and scheduling
- New prescriptions and refills
- Specialist appointments
- Dermatology
- Migraines and sinus infections
- Sexual health