

February 12, 2021

Blend Price: The average price paid to New Brunswick producers who shipped milk in **January 2021: \$84.02/hl or \$19.59/kg of BF** for milk containing: **BF 4.2893 kg/hl, Protein 3.2744kg/hl and LOS 5.8528 kg/hl.**

Quota Exchange Deadline:

March 1, 2021 4:00 pm

Please email bids to
quota@nbmilk.org

Credit Exchange Deadline

February 17, 2021 4:00 pm

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

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

432-4330 and will return your calls.

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

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

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

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

DFNB BOARD OF DIRECTORS

Paul Gaunce Chairman	832-4756
Gilbert Matheson Vice-Chairman	434-2357
Denis Cyr North-West	445-3103
Gerald Daley North-East	546-5969
Fons DeJong Woodstock	375-4049
Reint-Jan Dykstra Moncton	372-4685
Wietze Dykstra 2nd Vice-Chairman	375-1090
Becky Perry Sussex	435-0651
John Schuttenbeld Fredericton	461-9254

DFNB Implements P5 SNF Payment Model effective Feb 1, 2021

The P5 provinces agreed to modify the on-farm component payment policy to better reflect market revenue and ensure better equity between producers in an environment of SNF structural surplus. These changes do not affect plant billing, but rather the method of distributing revenue among producers. In other words, the same money will be directed to producers but distributed in such a way that it takes better account of individual contributions to solids non-fat (SNF) surpluses and ensures greater value for components that generate yields during processing, i.e. butterfat and protein.

The main change to the new policy is the inclusion of an additional SNF/BF ratio. At present, producers who have an SNF ratio lower than 2.30 are all paid the same revenue and they are not paid for SNF when the ratio exceeds 2.30 (this revenue is redistributed on the basis of the BF of producers who have an SNF/BF ratio lower than 2.30). With the new policy, two SNF/BF ratios will be used to establish the payment parameters for SNF.

Payments for SNF:

The portion of produced SNF **with an SNF/BF ratio lower than 2.0**

- Protein: paid at a higher within-quota price than current prices
- Lactose and other solids: paid at a set rate of \$0.90/kg
- **Who will receive these payments?** All producers will receive these payments for the portion of their SNF that is lower than 2.0.

The portion of produced SNF **with an SNF/BF ratio between 2.0 and 2.3**

- Protein and lactose and other solids: ingredient class price
- **Who will receive these payments?** Producers who have a ratio higher than 2.0 will receive this price for the portion of their SNF between 2.0 and 2.3.

The portion of produced SNF **with an SNF/BF ratio higher than 2.30**

- Protein and lactose and other solids: No payments will be made for these components. There will be no more BF premium but this portion of the total revenue will be paid to producers with SNF below 2.0.

Payments for Butterfat

- All butterfat produced on a within-quota basis will be paid at a similar rate to the current price.

Producer Information Meeting February 25th

DFNB will be hosting a producer information meeting on February 25th, 2021 beginning at 10:00am and finishing at 12:00pm.

	Agenda	Log in information
9:30am	Meeting room open	https://tryglobal.zoom.us/j/99747714297?pwd=RGJlQytZU1p6ZHFOYURkS-DlRlRHNTUT09 Meeting ID: 997 4771 4297 Passcode: 446338 or Toll free phone: 1-855 703 8985 Meeting ID: 997 4771 4297 Passcode: 446338
10:00am	Meeting Guidelines Simultaneous translation 1. Production and Market Update 2. New P5 SNF Payment model 3. New Producers Statement Format 4. Question period 5. Next Virtual Meeting	

Compensation for CETA and CPTP

Letters for the Dairy Direct Payment Program (DDPP) were mailed to all eligible producers in mid January from the Agriculture and Agri-Food Canada mailroom in Winnipeg. Producers can choose to register either on line or using a paper form. In both cases, producers will need the codes indicated in their letter. They should keep this letter in case they want to contact the CDC concerning their program registration later on.

Registration deadline: The CDC will accept registrations until March 31, 2021, which is the end of the government fiscal year. The registration period is therefore quite short. More information on the Dairy Direct Payment Program can be found on page 1 of the January, 2021 Milk Matters. *If you have not received your registration package or if you have misplaced it, please call the Contact Centre at 1-877-246-4682.*



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

Dairy Farmers of New Brunswick

Quota Exchange for February, 2021

	Price in Dollars	# of Sellers	Kgs Offered By Sellers	Total Cum. kgs	Difference Between Sellers/Buyers	Total Cum. kgs	Kgs Wanted By Buyers	# of Buyers
QESP	\$24,000.00		1.6	1.6	675.4	677.0	677.0	
TOTALS		1	1.6				677.0	26

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

1.6 of 677.0 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

1.6 des 677.0 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

Il y avait un total de 1.6 kgs proposés à la vente

There was a total of 1.6 kgs offered for sale and total bids to purchase of 677.0 kgs.

Next Exchange closes at 4:00 p.m., Monday March 1, 2021

Results are available Thursday March 4, 2021

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

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	1.6	3.2	4.6	29.1	2.2	.5	6.9
Kgs by Transfer	.0	.0	.0	.0	.0	.0	.0

NB Domestic Milk Pool

Domestic Market	Butterfat Quota	Butterfat Shipped	Fill Rate	Butterfat	Protein	Lactose	HL	Under SNF Incentive
January 2021	556,627	585,974	105.27%	\$10.7107	\$8.7140	\$1.6176	\$84.02	\$13,882.73
Dairy Year	3,259,453	3,305,979	101.43%	\$10.7575	\$8.5298	\$1.5824	\$82.76	\$247,205.60
Marginal Market								
January 2021		639		\$.0000	\$.0000	\$.0000	\$0.00	
Dairy Year		1,239		\$.0000	\$.0000	\$.0000	\$0.00	
Deductions & SNF Ratios	Transport	Promotion	Admin	Lab Fee	Total Ded Per HL	SNF Ratios	Target Ratio	
	Per HL	Per Kg of Total Solids						
January 2021	\$2.69	\$1.139	\$.0635	\$.0067	\$5.16	Current Month	2.1279	2.2937
Dairy Year	\$2.67	\$.0754	\$.0645	\$.0067	\$4.63	Past 12 Mo's	2.1727	
Components & Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	Butter Fat	Protein	Lactose & O.S.	Total Solids	Rejected Loads
	January 2021	178,456	8,396	88	4.2893	3.2744	5.8528	13.4164
Dairy Year	189,196	6,858	195	4.2224	3.2641	5.8531	13.3396	0

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 2021 Credit Exchange — \$6.04/kg

17,736 of 17,743 kgs offered at or below the CESP were sold.

Producers above -10 days of credits are eligible to buy credits. Producers below -10 days of credits are eligible to sell credits.

Please review your statement to determine kgs eligible to sell / buy on the next Credit Exchange.

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

Forms are also available by logging into the DFNB website.

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

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

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

Plans for construction, extension, alteration, installation or replacement

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

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

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

Quota Exchange Procedures

Bids/Offers must be submitted on forms provided prior to **4:00 p.m. on 1st working day of month. All bids must be accompanied by confirmation of funds from your lending institution if bid is greater than prior month's "Due Producer". Producers will not be allowed to combine their "Due Producer" amount with their confirmation of funds from a financial institution to bid for quota equal to the combined amounts. Bids or offers above \$24,000 will not be accepted.** Producers selling all of their quota on an exchange will be subject to a security deposit of \$1000/kg that will be returned 30 days after effective date of the transfer.

Credit Exchange Procedures

Bids/Offers must be submitted on forms provided prior to **4:00 p.m. on the 2nd working day after the 15th of the month.** Results are available on the morning of 21st. Producers exiting industry may purchase/sell credits one month following effective date of sale. *If you do not receive your statement in time, please call the office and we will fax/email it to you.*

Milk Penalty Funding

Pro-active funding: Producers advised of second or subsequent milk quality infraction, prior to a penalty assessed, is allowed to offset, **once per year**, cost of a visit from milk quality technician to a **maximum of \$750** effective November 1, 2019. Producers may apply for funding by forwarding paid invoices to DFNB.

Minimum Quota Holdings Policy

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

Group Insurance Rates

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

Weekend/After Hour Quality Milk

Problems: Should a producer require alternate transportation due to **quality related concerns**, Agropur will now be the first contact (**432-0476**). *If no answer, please leave a message.* Agropur personnel will advise of DFNB's policy with respect to extra transportation costs.

Weekend/After-Hour Service:

Please call **432-4330** and leave a **message with staff.**

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

Quota Exchange Payment Deadline Change

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

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

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

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

DFNB Scholarships

Dairy Farmers of New Brunswick is offering **three (\$1000) Scholarships** in the hope that the young men and women who benefit from these scholarships will become tomorrow's contributors to agriculture in this province.

(1) Dairy Farmers of New Brunswick Scholarship

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

(2) G.B. Whalen Memorial Scholarship

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

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

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

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

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

NB Dairy Hall of Fame

The New Brunswick Dairy Hall of Fame was established in 1984 as a means of honouring individuals for their outstanding contributions made to the New Brunswick dairy industry. To qualify for induction, those nominating **must provide** a summary of the nominee's significant contributions to the improvement of the New Brunswick dairy industry through local, provincial, national or international efforts in the fields of marketing, organization, production, breeding, research, policy, communication or education.

Please forward nominations for Inductees for the Dairy Hall of Fame to your Local Milk Committee prior to April 17, 2021.

Northeast

Gerald Daley

gdaley@nbnnet.nb.ca

Moncton

Jens vanderHeide

ivan_der_heide@hotmail.com

Fredericton

Karen Versloot

tkversloot@gmail.com

Sussex

Becky Perry

dwaynebecky@gmail.com

Northwest

Carol Cyr

carol.cyr56@gmail.com

Woodstock

Nick Graham

grahamfarms@aernet.ca

Western Canadian Dairy Seminar

The Western Canadian Dairy Seminar (WCDS; <https://wcds.ualberta.ca/>) is a world class dairy production conference, and for the first time it is being held on-line. They have a diverse program of speakers discussing recent research and new technologies, as well as virtual farm tours, a producer panel, a student research competition and a virtual tradeshow. The 2021 WCDS has something to offer everyone in the dairy industry, from producers, veterinarians, nutritionists, academics, students, farm service providers and all other industry supporters. The Seminar is being held virtually from March 8 to 12 (2 - 3 hour days) and registration is just \$50.

Milk 2020 would like to encourage producers to attend the WCDS and will reimburse the registration cost. Simply forward a copy of your paid registration to Brian MacDonald at brian.macdonald@gnb.ca.

SERVICES

Maritime Quality Milk: www.milkquality.ca

NB Research & Productivity Council (RPC) 452-1212

921 College Hill Rd, Fredericton NB

Composition testing: Jill.Hay@rpc.ca

Microbiology testing: Corrie.Maston@rpc.ca

Quality Milk Management: Don Anderson 432-5598 or udder1@nb.aibn.com

Antibiotic Testing: Agropur Cooperative. 432-1950, Ext 245. Sample bottle to include Name, Producer#, Email, Phone #, Cow#, Drug Used.

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

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

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

Milk2020-Aqua Cow Rise: 432-2001

Dairy Farm Financial Tracker - Producer Developed App:

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

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

NB Environmental Farm Plan

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

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

A "one-stop shop" for prospective farmers

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

Dairy Farmers of Canada News Centre:

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

Dairy Farmers of Canada Swag Store:

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

Hoof Trimming: E. Duivenvoorden 433-1864

Peter Jones 866-0531

Custom Forage Harvesting: kingscountychoopper@gmail.com

Sussex Co-op Auction: 432-1841 Sales every other Wednesday

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

Dairy Farmers of Nova Scotia newsletter:

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

Milk Producer magazine: [http://www.milk.org/Corporate/](http://www.milk.org/Corporate/Content.aspx?id=1941)

[Content.aspx?id=1941](http://www.milk.org/Corporate/Content.aspx?id=1941)

Le producteur de lait québécois magazine

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

Atlantic Dairy Industry Central Events

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

Jeff Gunn at jgunn@valacta.com ;

Brian MacDonald brian.macdonald@gnb.ca

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

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

Or text 45645 4 pm-12 am

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

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

Transportation

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

R.F. Mason Ltd.: 435-0500

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

Additional Pickups: Producers can request (if bulk milk transporters have the equipment / capacity) up to 45 pickups over 24 months at an extra charge of \$2.00 per hl over monthly transportation rate and between 46 and 90 everyday pickups over 24 months at an extra charge of \$4.00 per hl over monthly transportation rate. The \$2.00 and \$4.00 per hl will be the minimum charge. If additional equipment has to be dispatched, the charge will be equivalent to the actual transportation costs.

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

Before replacing your bulk milk tank, note: New tanks of 1000 US gallons (3780 liters) must have a minimum outlet of 3 inches with a butterfly valve; New tanks less than 1000 must have a minimum tank outlet of 2 inches with a butterfly valve; **Used tanks of any size must have a minimum tank outlet of 2 inches with a butterfly valve.**

DFNB Driveway Policy and Portal Maintenance

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

Driveway needs:

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

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

-to have properly plowed and sanded travel areas

Hose portal needs:

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

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

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

Advertising Rates:

Active producers may submit dairy related word ads at no charge. For other parties, the monthly rates will be \$400 (full page), \$225 (½ page), \$120 (¼ page) and \$65 (1/8 page). All ads must be received by 8th of the month.

Wanted

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

For Sale

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

Dry haylage: 4X5 round bales. Open to offers. Contact David Goodine 461-3276.

Dairy farm: (inactive 1 year with no quota) located at 11 Siegas Road, NB. With milking equipment, new & used heavy machinery, building and 575 acres, 60% cleared. House with pool. 445-3032 (French- Lisa or Paul)

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

Upcoming Events

DFNB Board Virtual Meeting: February 23-24, 2021

DFNB Producer Information meeting: February 25, 2021

Western Canadian Dairy Seminar: March 8-12, 2021

Upcoming changes in the P5

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

January 1, 2020	The SNF:BF Ratio was reduced from 2.35 to 2.30
February 1, 2021	Implementation of the new Producer Payment Methodology (see page 1)
August 1, 2022	The lower credit limit will move from -30 days to -15 days making the new range be +10 to -15 days.

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

Automatic shut off following LPC tests above 5,000 u/ml

The New Brunswick Farm Products Commission, with the support of NB processors and DFNB, have implemented a policy that will automatically suspend a producer's milk pick up when that farm has a Lab Pasturization test result in excess of 5,000u/ml. The following is the procedure that will be followed for all test results above 5,000u/ml:

- A. JPS inspectors shall send documentation to the Commission and request that the Commission suspend the producer's licence;
- B. The Commission shall notify the Board which shall then immediately suspend milk pick-up from that producer;
- C. The Commission shall immediately notify the producer that its licence has been suspended and that milk will not be picked up until the producer's LPC is 1000/ml or less;
- D. At the request of the producer to JPS, samples will be picked up by a bulk tank milk grader, or an inspector between Monday and Friday to test for LPC;
- E. On weekends or holidays, the producer may choose to have milk sampled and tested at RPC, but in this case, the producer must plan with a bulk tank milk grader and RPC to collect and test the milk sample. The producer is responsible for transporting the milk sample to RPC and all costs associated with weekend sampling and testing will be incurred by the producer. RPC shall advise JPS of the results of such tests;
- F. After the milk has an acceptable LPC of 1000/ml or less, JPS will immediately notify the Commission;
- G. The Commission shall then notify the producer and shall immediately reinstate the producer's licence and notify the Board of the reinstatement;
- H. Upon reinstatement, the producer may resume shipping milk, but with no more than two (2) days production of milk in the tank for the first pickup following reinstatement.



Environment

Environment Module reference manuals have been mailed out. If you have not received one please let us know at proaction@nbmilk.org.

You can also find it online at <https://www.dairyfarmers.ca/proaction/resources/environment>

Virtual training will be held in March. Please keep an eye out for next months newsletter on specific date/time/platform. Other accommodations will be looked at for producers wishing to do it in person or over the phone.

At this time please ensure your farm Environmental Farm Plan is up to date!

Dairy Trace

Many producers have been logging on and setting up with the Dairy Trace and have had many positive reviews, please consider doing yours in these coming months to be prepared for when it becomes mandatory in September 2021.

Lactanet Calendars

2021 Lactanet calendars are available at the DFNB office if you would like one please email at proaction@nbmilk.org or call at 506-432-4330 ext 104.

Upcoming Validations

Please get in touch with the proAction coordinator or visit <http://www.dairyfarmers.ca/proaction/resources/overview> to best prepare for your upcoming validation.

Having SOPs 1-15 all in place and records 1-18 ready for the validator ensures a straightforward and thorough validation in a timely manner. Please review all SOPs and records to ensure they have all required elements and are up to date. If there are any questions please consult with your proAction coordinator.



Milk
cheque
for life?

Retiring from the dairy business?

Seeking a secure income and
sound total wealth planning?

Straight answers.

No obligation.

No bull.

Mark Webster, BBA
Senior Wealth Advisor
markg.webster@scotiawealth.com

Carter Belyea, BBA, PFPc
Wealth Advisor
carter.belyea@scotiawealth.com

506.432.1982
websterfinancial.ca

ScotiaMcLeod® is a division
of Scotia Capital Inc.

Scotia Wealth Management.

® Registered trademark of The Bank of Nova Scotia, used under licence. Scotia Capital Inc. is a member of the Canadian Investor Protection Fund and the Investment Industry Regulatory Organization of Canada. For more information visit scotiawealthmanagement.com.

Bulk Tank MUN Test

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

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

david.dykstra@gnb.ca

Producers who wish to continue receiving the Bulk Tank MUN results after November 30, 2021 can subscribe to this service by contacting Luke Chase at DFNB email Luke.Chase@nbmilk.org

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.**

Facebook—Dairy Farmers of New Brunswick / Instagram—@DairyFarmersofNB

Posts confirm how our NB dairy producers are “committed to producing safe, healthy local products every single day” We encourage you to check out these pages and current posts.

GUIDE FOR BUSINESSES: PROVINCIAL & FEDERAL RELIEF MEASURES:

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

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

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

Dairy Farmers of Canada

Are you passionate about the dairy industry? Do you participate in various local events or offer farm tours? Do you enjoy teaching people about how milk gets from the farm to the table? If so, Dairy Farmers of Canada (DFC) can help by providing you with various promotional items, resources as well as material (i.e. outdoor tent, table top game, table cover, etc.). Note that all requests will be processed on a first-come, first-served basis and should be put-in **at least 6 weeks** prior to your event. **To learn more about what we can offer, contact DFC's Regional Project Manager, Michelle Arseneau Leger, at 1-800-465-2697 (ext. 3) or email: michelle.arseneauleger@dfc-plc.ca**