

JANUARY 15, 2024

MILK MATTERS

Dairy Farmers of New Brunswick
Producteurs laitiers du Nouveau-Brunswick

The Official Newsletter for New Brunswick Milk producers.



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AND MORE...

BOARD OF DIRECTORS ACTIVITIES

The Board of directors held a 2 hour virtual meeting on January 9 to update committee representatives for calendar year 2024 which are listed below and reviewed topics that would be up for discussion at the upcoming provincial, regional and national meetings. These committee representatives in collaboration with staff will work with their peers from other provinces or other commodities in designing provincial, regional and national policies and programs that are responsive, transparent, financially and environmentally sustainable for dairy farmers and dairy sector stakeholders. DFNB's directors attending the Dairy Farmers of Canada annual policy conference from February 6 to 8 along with directors from other provincial boards across Canada are planning to meet with their Members of Parliament and Senators to offer them some insight into the sector's successes and challenges with the hope that they will be informed when federal dairy industry policies come before Parliament for consideration.

Committee	Representatives
DFC Board	Gilbert Matheson until close of DFC AGM July 2024 Up for selection by DFNB in June 2024
DFC Delegates	Wietze Dykstra, Gilbert Matheson
CMSMC, P5 SB, P5 Chairs	Wietze, Dykstra Gilbert Matheson Becky Perry
P5 Quota	John Best, Becky Perry
Market Committee	Wietze Dykstra-Atlantic Voting Rep, Doug Thompson- Atlantic Tech Rep
Milk 2020	Wietze Dykstra, Paul Gaunce, George Wesselius(alt)
Promotion	Becky Perry, John Schuttenbeld, John Best, Denis Cyr
New Entrant Selection	John Best, Paul Gaunce, Frances Freeze, Jerry Bos
proAction National Committee	John Schuttenbeld
NB Emergency Measures	John Schuttenbeld
Audit Committee	Denis Cyr, Wietze Dykstra, George Wesselius, Mike Bouma
Scholarships	Paul Gaunce, Denis Cyr
NB Ag Alliance Advisory	Mike Bouma
NB Cattle	John Schuttenbeld
Dairy Industry Council	Wietze Dykstra, Paul Gaunce, George Wesselius, Mile Bouma (alt)

BLEND PRICE DECEMBER 2023

\$98.23hl or \$21.58/
kg of BF
BF 4.4529 kg/hl,
Protein 3.3555 kg/hl
LOS 5.9087 kg/hl

CREDIT EXCHANGE DEADLINE

Jan 17, 2024
4:00 PM
Please submit credit
bids/offers on
DFNB Portal at
www.nbmilk.org

QUOTA EXCHANGE DEADLINE

February 1, 2024
4:00 PM
Please send bids to
quota@nbmilk.org

DFNB OFFICE 506-432-4330

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

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

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 31, 2024



BECKY PERRY

DFNB 2nd Vice

Years served on the DFNB board:

Five

Milking set up:

We milk with 2
Delaval v300
robots.

What is your vision for the future of DFNB?

I see collaboration with the Maritimes, p5 and p10 to continue gradually as a way to become more efficient and save our producers money.

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

I really enjoy the policy and decision-making side of the industry. A few years ago I wanted to see some change so I thought rather than complain I'll go on the board and find a solution. My main goal as a director is to make decisions that benefit all producers in NB to give us a thriving industry and the best revenue for our milk.

Do you have other business ventures? If so, tell us what they are.

I do have some side gigs as I call them! I have a flock of purebred clun forest sheep, which I raise lambs for meat production. Other meat production includes beef boxes and meat king chickens. My husband and oldest son cash crop about 125 acres and will soon offer custom work with our equipment.

What is your expertise or area of passion?

Dwayne and I each have our own areas. I manage the cows and finances he manages crops, equipment and maintenance. Cows are my passion, I love my cows. As an accountant by trade numbers are my thing.

FARM PRODUCT COMMISSION ON MILK SAMPLE LOGISTICS

The New Brunswick Farm Product Commission (Commission) has secured a courier service that has the ability to pick up raw milk samples province wide and deliver them to RPC for regulatory testing weekly. Prior to implementing that service, the Commission is currently seeking out a long term depot in north western New Brunswick for sample drop off and pick up. Once all the logistics have been finalized, the courier service will be implemented. The Commission anticipates having the details finalized by January 31, 2024

BUY & SELL

Please send for sale and wanted items to 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 (cell) 506-850-1643

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

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.

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.

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!



Dairy Farmers of New Brunswick**Milk Matters: Production and Payment Summary Report for December 2023****Quota Exchange for January, 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		2.0	2.0	302.2	304.2	304.2	
TOTALS	1	2.0				304.2	27

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

2.0 of 304.2 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

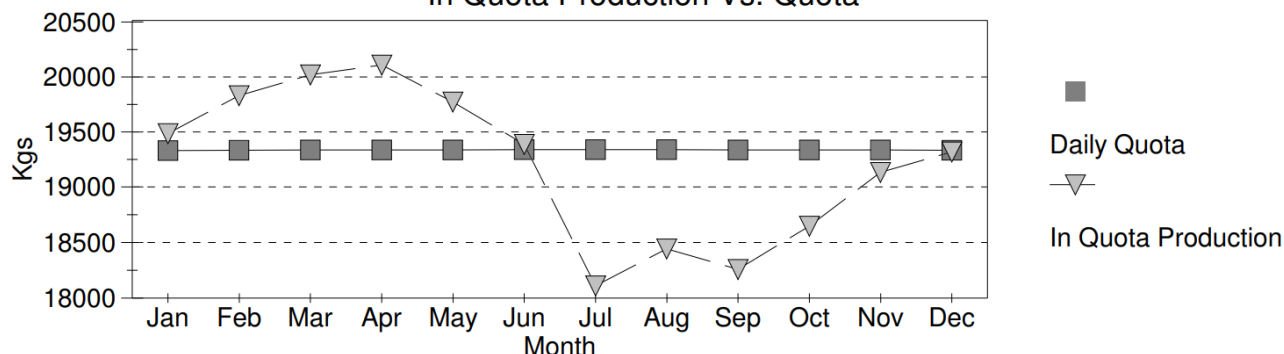
There was a total of 2.0 kgs offered for sale and total bids to purchase of 304.2 kgs.

2.0 des 304.2 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

Il y avait un total de 2.0 kgs proposés à la vente et le total des offres pour l'achat de 304.2kg.

Next Exchange closes at 4:00 p.m., Thursday February 1, 2024**Results are available Tuesday February 6, 2024**

Month	Jan	Dec	Nov	Oct	Sept	Aug	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	2.0	24.5	28.4	2.5	5.0	2.0	10.7
Kgs by Transfer	.0	253.9	.0	.0	.0	53.9	51.3

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.

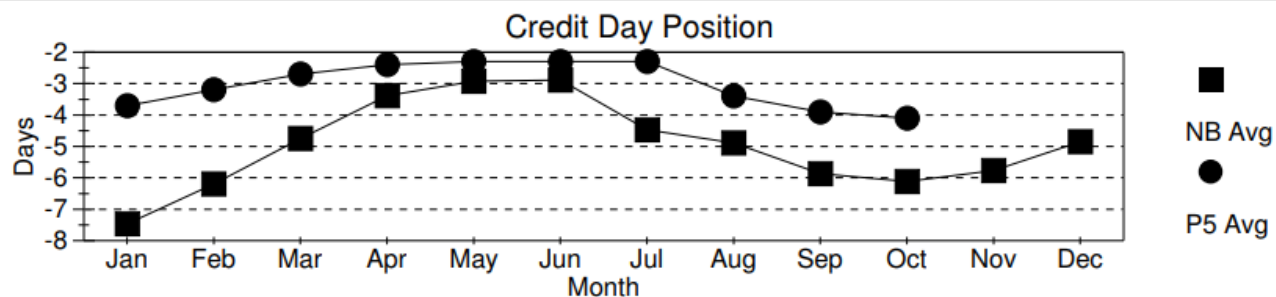
MINIMUM QUOTA HOLDINGS POLICY

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

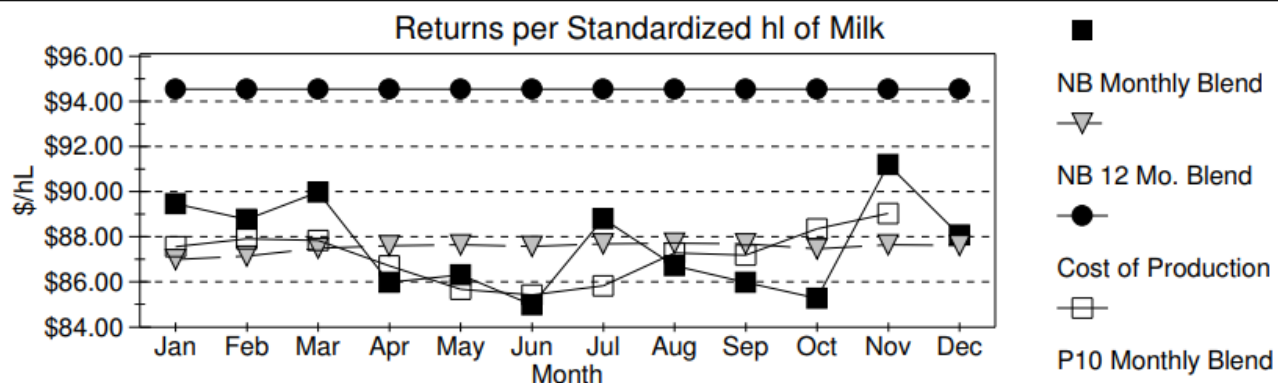
DAILY QUOTA TRANSFER ORDER

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	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Incentive Days Issued	0.18	0.06	0.07	0.01	1.00	1.00	1.04	0.04	1.07	1.07	1.06	0.07
Incentive Days Used	0.18	0.06	0.07	0.01	0.58	0.55	0.39	0.04	0.43	0.52	0.54	0.07
Days Over Quota	0.02	0.01	0.05	0.05	0.03	0.02	0.00	0.00	0.00	0.01	0.00	0.00
Days Lost	-1.03	-0.55	-0.41	-0.24	-0.31	-0.23	-0.70	-0.78	-0.84	-1.28	-0.89	-0.71
Days Exchanged	0.39	0.80	0.87	1.17	0.90	1.01	0.77	0.72	0.92	0.61	0.66	0.92
Credit Exch Clearing Price	\$0.55	\$2.00	\$3.93	\$4.50	\$5.51	\$6.77	\$3.50	\$1.25	\$1.00	\$0.50	\$0.49	\$1.50



Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
SNF Market Ratio \$/kg	\$3.12	\$2.80	\$2.68	\$2.51	\$2.51	\$2.50	\$2.44	\$1.72	\$1.69	\$1.80	\$1.86	\$1.83

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.

DECEMBER 2023 CREDIT EXCHANGE \$1.50/KG

17,858 of 18,296 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. ****

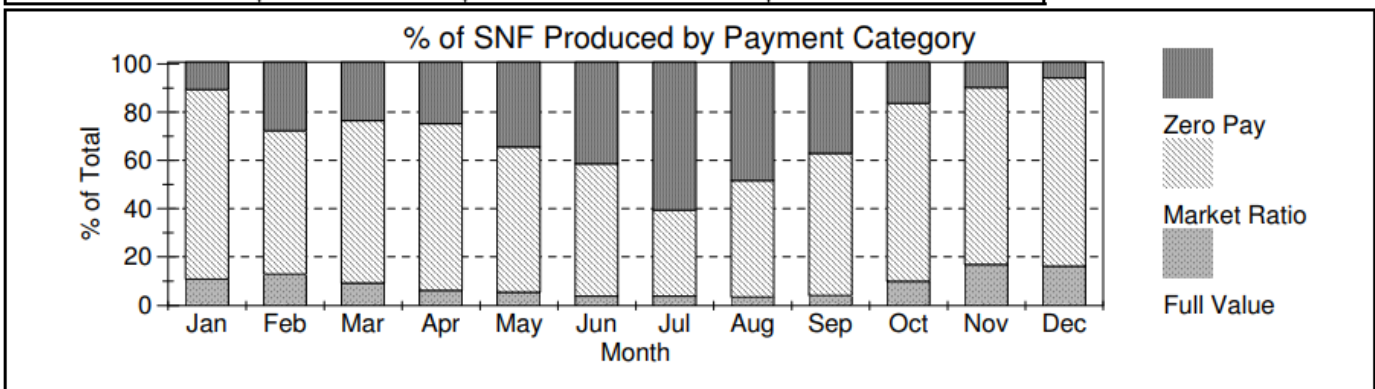
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
December 2023	70	-\$2.7327	(\$190)	50	-\$1.9106	(\$95)	80	-\$0.3917	(\$31)
12 Months	3,706	-\$2.7327	(\$10,127)	2,828	-\$1.9107	(\$5,403)	4,855	-\$0.3917	(\$1,902)
SNF > 2.20									
December 2023				1,060	\$0.0000	\$0	1,961	\$0.0000	\$0
12 Months				48,171	\$0.0000	\$0	89,603	\$0.0000	\$0
SNF 2.00<=2.20									
December 2023				18,479	\$1.8263	\$33,748	33,070	\$0.6300	\$20,834
12 Months				318,016	\$2.3075	\$733,821	579,613	\$1.8792	\$1,089,204
Domestic Market									
December 2023	598,717	\$13.4755	\$8,068,012	431,633	\$10.1985	\$4,402,007	759,440	\$0.9000	\$683,496
12 Months	7,004,748	\$13.3509	\$93,519,957	4,993,032	\$10.6478	\$53,165,032	8,970,565	\$0.9000	\$8,073,508

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
December 2023	\$98.23	\$8,067,822	\$4,435,660	\$704,299				\$13,207,781
12 Months	\$96.12	\$93,509,830	\$53,893,450	\$9,160,810				\$156,519,449
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded		Total
	Per HL	Per Kg of Total Solids				Per HL		Deductions
December 2023	\$3.85	\$0.1015	\$0.0744	\$0.0085	\$0.0016	\$6.40		\$860,805
12 Months	\$3.55	\$0.1015	\$0.0696	\$0.0088	\$0.0016	\$5.98		\$9,781,212
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
December 2023	178,667	0	0	35				0
12 Months	180,647	7,746	175	62				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
December 2023	13,447,183	4.4529	3.3555	5.9087	13.7171	2.0805		
12 Months	162,990,893	4.2999	3.2898	5.9173	13.5070	2.1412		

SNF Policy

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

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

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

BULK MILK TANKS

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

NB Environmental Farm Plan

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

Composition & Microbiology Testing

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

Hoof Trimming

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

Dairy Specialist

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

Crop Specialist

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

NB Research & Productivity Council

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

MILK MATTERS

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

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

GNB Livestock Sector Development

https://www2.gnb.ca/content/gnb/en/contacts/dept_renderer.137.203310.4073.html#

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