

# MILK MATTERS

Dairy Farmers of New Brunswick  
Producteurs laitiers du Nouveau-Brunswick

P.O. Box 5034, Sussex, NB E4E 5L2 Tel: (506) 432-4330 Fax: (506) 432-4333 E-mail: nbmilk@nbmilk.org

A monthly Publication for New Brunswick milk producers

## January 15, 2023

**Blend Price:** The average price paid to New Brunswick producers who shipped milk in December 2022 : \$97.53/hl or \$22.33/ kg of BF for milk containing : BF 4.3659kg/hl, Protein 3.3094 kg/hl and LOS 5.9152 kg/hl

**Quota Exchange Deadline:**

February 1, 2023 4:00 PM

Please send bids to [quota@nbmilk.org](mailto:quota@nbmilk.org)

**Credit Exchange Deadline**

January 17, 2023 4:00 PM

Please submit credit bids/offers on DFNB Portal at [www.nbmilk.org](http://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

## DFNB BOARD OF DIRECTORS

**Wietze Dykstra** 325-8192  
Chair

**Gilbert Matheson** 434-2357  
Vice Chair

**Becky Perry** 435-0651  
2nd Vice Chair

**Gerald Daley** 544-6303  
North East

**Denis Cyr** 426-0788  
North West

**John Schuttenbeld** 461-9254  
Fredericton

**John Best** 425-0765  
Woodstock

**Paul Gauce** 650-9595  
At-Large

**Reint –Jan Dykstra** 233-4685  
Moncton

## New Entrant Applications

Interested individuals must submit their 5 year business plan and their non-refundable \$100 application fee to Dairy Farmers of New Brunswick after January 1 but no later than **January 20, 2023**. The Business Plan must include the following: Pro-forma income statements, cash flow statements and balance sheets for two years; sufficient detail on the ownership structure and governance of the business; a description of the proposed dairy enterprise; the education achieved by the applicant(s); and the applicant's agricultural experience. Applicants are also required to provide a signed letter from all their lenders indicating they have seen and reviewed the business plan and agree to provide financing that is stipulated in the plan.

## Dairy Leadership Program

Dairy farmers are asked to submit their names if they are interested in participating in DFNB's dairy leadership mentorship program. Those interested are asked to submit their names and a short biography to Dairy Farmers of New Brunswick's office via email ([stevem@nbmilk.org](mailto:stevem@nbmilk.org)) on or before **January 31<sup>st</sup> 2023**. The leadership program will begin in March of 2023 and run until March of 2024 during that time the selected individuals will be given the opportunity to attend a number of the DFNB board meetings along with several national meetings, including the February 2024 DFC policy conference and the Canadian Milk Supply Management Committee. The selected individuals will have their travel, room and meal expenses covered to attend the meetings.

## Atlantic Healthy Herds Johnes Update

As AHH enters its final year, we want to start providing some brief updates on the projects as results begin to emerge. Over the next month or so, we will be providing email updates on all three projects (Johnes, BLV & BVD), beginning with this update on the Johnes Project.

### Johnes Project Update

Part of the Atlantic Healthy Herds (AHH) program has been the Johnes's disease surveillance project. It is a voluntary participation project for dairy farms in the region. This project is a continuation of the Atlantic Johnes's Disease Initiative (AJDI) but with some changes that made the program more sustainable financially. Originally there was an intensive Risk Management component involving veterinary assistance to help reduce the risk of Johnes's Disease to individual farms. Over time, AHH has streamlined that to where farmers do a self-assessment of risk. Laboratory support from Maritime Quality Milk provides environmental PCR tests of the farm to monitor Johnes's Disease infection status. This component of AHH is entirely voluntary and has successfully maintained strong participation. In New Brunswick there are 103 herds participating with 21% of the herds currently deemed positive. Nova Scotia has 133 herds (18% positive) and PEI has 95 herds (50% positive).

Since AJDI is a voluntary program, it is impossible to say what the overall prevalence of positive herds is per province. However, numerous herds within each province that tested positive have reduced the number of positive sites per farm, indicating that there is a reduction of infection pressure within farms.



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

### 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 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.*

### 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**. Producers may apply for funding by forwarding paid invoices to DFNB office.

### Minimum Quota Holdings Policy

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

### Group Insurance Rates Jan 1, 2023

The Co-operators, Group insurance:

### Monthly Single Coverage: \$117.01

### Monthly Family : \$319.55

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](mailto:emilymurphy@rogers.com)

or David Scott 506-458-1220

### 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.

## 2.2% Price increase February 1, 2023

On November 1, 2022 the Canadian Dairy Commission announced a price increase of 2.2% for February 1, 2023 as a result of the National Pricing Formula. This increase will translate to a \$1.74/hl increase on the farmgate milk price. Producer's will see this increase in March 2023 on their February, 2023 milk statements.

### SNF

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.

### Virtual Health Care Benefit

Beginning January 1, 2023 all individuals who are enrolled on the Co-operators benefits plan through DFNB will have access to co-operators virtual health care services. Those enrolled on the plan will see an increase of \$3.44 per plan member for this service. Virtual Health Care (VHC) provides plan members with convenient online access to primary health care, wherever they are in Canada. Medical professionals are available 24/7 to respond to health-care questions, reducing the need for members to schedule in-person appointments or spend time in emergency waiting rooms. All VHC services are confidential. Virtual doctors can request lab work and other diagnostic tests, and provide prescriptions and referrals. Patients who require an in-person assessment will be referred to an appropriate health-care facility.

### Atlantic Healthy Herds (AHH) - Bovine Viral Diarrhea virus (BVD) Update

Bovine Viral Diarrhea virus (BVD) is a known production limiting disease that can impact dairy herds in many ways. The signs of BVD vary, depending on the immune status of the exposed animals, and the strain of the virus. If susceptible (non-vaccinated) animals are infected with a virulent strain of the virus, the disease will likely appear as an acute, severe sickness, with bloody diarrhea, high fever (105–107 degrees), off-feed, mouth ulcers, and often pneumonia. Some infected animals may die, while others will recover, usually within one or two weeks. Occasionally an animal will die very quickly and since BVD is a viral disease, antibiotics are ineffective. If pregnant animals recover, they may abort about 2 to 4 weeks after exposure, especially if they are in the middle of their pregnancy. Those exposed in the first trimester may experience early embryonic death, while open cattle may fail to conceive and return to heat. Some cows, if exposed between approximately 60 and 120 days of pregnancy, may not lose their fetus, but rather may go on to deliver a persistently infected (PI) carrier calf. For the rest of its life this PI carrier calf will shed lots of BVD virus that can then infect other animals. This is the main concern for spreading BVD. When cattle are well vaccinated (as is becoming more common today), the impact is less severe, and often the only visible signs are sporadic abortions and/or repeat breeding. However, vaccinated cows exposed to the virus between approximately 60 and 120 days of pregnancy may still occasionally produce PI carrier calves.

The Atlantic Healthy Herds program included BVD surveillance to assist farmers and their veterinarians to better understand their BVD status. This was done by testing bulk tanks on every herd and those milk samples were tested using an ELISA for presence of BVD antibodies and then by PCR to determine if there was active virus from a PI shedding animal. Vaccinated herds would have a high ELISA value. A non-vaccinated herd with a high ELISA value would indicate that BVD is likely circulating in the herd. In the last round of testing, results generated in January of 2021, only found 4 herds in Atlantic Canada had positive bulk tanks by PCR testing. Most herds were ELISA positive, but that is most likely indicative of herds being well vaccinated.

**Dairy Farmers of New Brunswick**  
**Milk Matters: Production and Payment Summary Report for December 2022**

**Quota Exchange for January, 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
	\$23,000.00		1.0	1.0	474.9	475.9	.0	
QESP	\$24,000.00		5.6	6.6	469.3	475.9	475.9	
<b>TOTALS</b>		<b>3</b>	<b>6.6</b>				<b>475.9</b>	<b>33</b>

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

6.6 of 475.9 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

6.6 des 475.9 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

There was a total of 6.6 kgs offered for sale and total bids to purchase of 475.9 kgs.

Il y avait un total de 6.6 kgs proposés à la vente et le total des offres pour l'achat de 475.9kg.

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

**Results are available Monday February 6, 2023**

Month	Jan	Dec	Nov	Oct	Sept	Aug	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$0	\$24,000
Kgs on Exchange	6.6	23.0	7.8	5.0	28.9	.0	14.3
Kgs by Transfer	.0	.0	163.4	.3	91.6	149.2	67.4

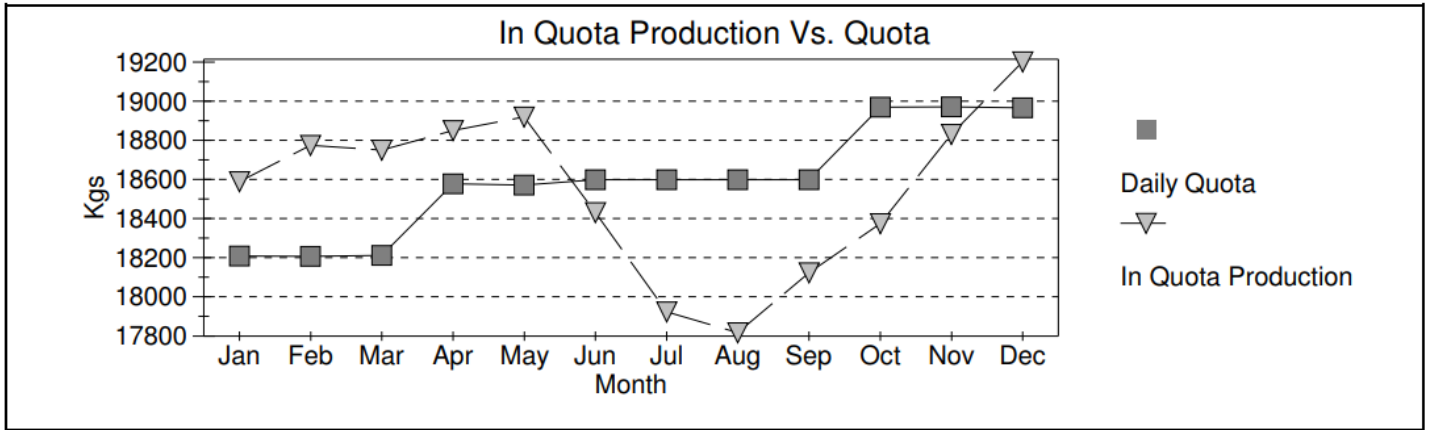
**NB Domestic Milk Pool**

Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
December 2022	125	-\$2.7327	(\$343)	94	-\$1.9107	(\$180)	149	-\$0.3917	(\$58)
12 Months	3,519	-\$2.7327	(\$9,616)	2,663	-\$1.9107	(\$5,088)	4,581	-\$0.3917	(\$1,794)
<b>SNF &gt;2.3</b>									
December 2022				857	\$0.0000	\$0	1,573	\$0.0000	\$0
12 Months				12,601	\$0.0000	\$0	23,350	\$0.0000	\$0
<b>SNF 2.0&lt;-&gt;2.3</b>									
December 2022				25,241	\$3.4400	\$86,830	45,869	\$3.4400	\$157,789
12 Months				359,461	\$3.9317	\$1,413,292	652,557	\$3.9332	\$2,566,610
<b>Domestic Market</b>									
December 2022	594,701	\$13.3417	\$7,934,325	424,693	\$10.4180	\$4,424,446	758,323	\$9.9000	\$682,491
12 Months	6,763,479	\$12.8568	\$86,956,392	4,836,977	\$10.3444	\$50,035,772	8,632,722	\$9.9000	\$7,769,450

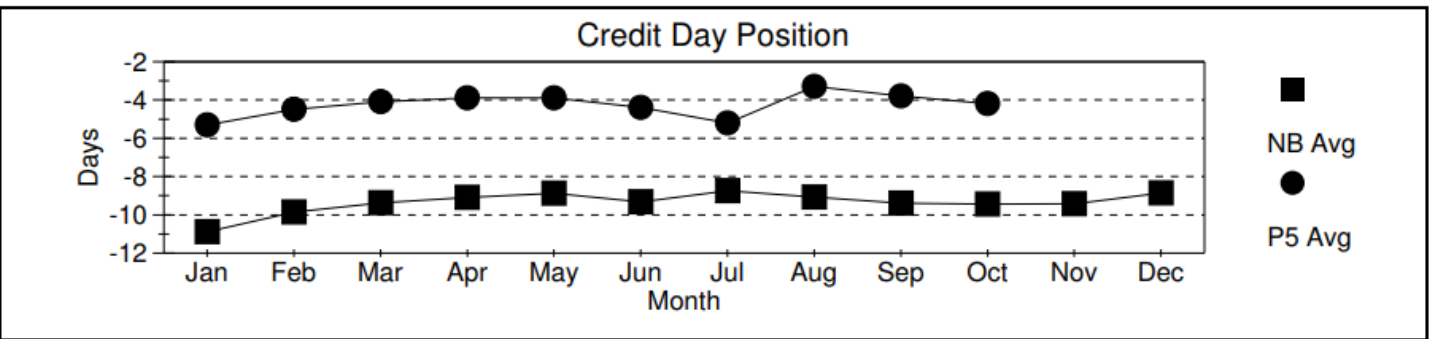
## Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
December 2022	\$97.53	\$7,933,982	\$4,511,096	\$840,222				\$13,285,300
12 Months	\$92.95	\$86,946,777	\$51,443,976	\$10,334,265				\$148,676,555
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
December 2022	\$3.32	\$0.1015	\$0.0663	\$0.0090	\$0.0016	\$5.74		\$782,660
12 Months	\$3.39	\$0.1097	\$0.0601	\$0.0097	\$0.0016	\$5.77		\$9,278,523
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count					Rejected Loads
December 2022	178,893	5,891	184					0
12 Months	175,866	10,817	204					0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total solids	SNF Ratio		
December 2022	13,624,388	4.3659	3.3094	5.9152	13.5905	2.1129		
12 Months	160,101,593	4.2267	3.2552	5.8171	13.2990	2.1464		

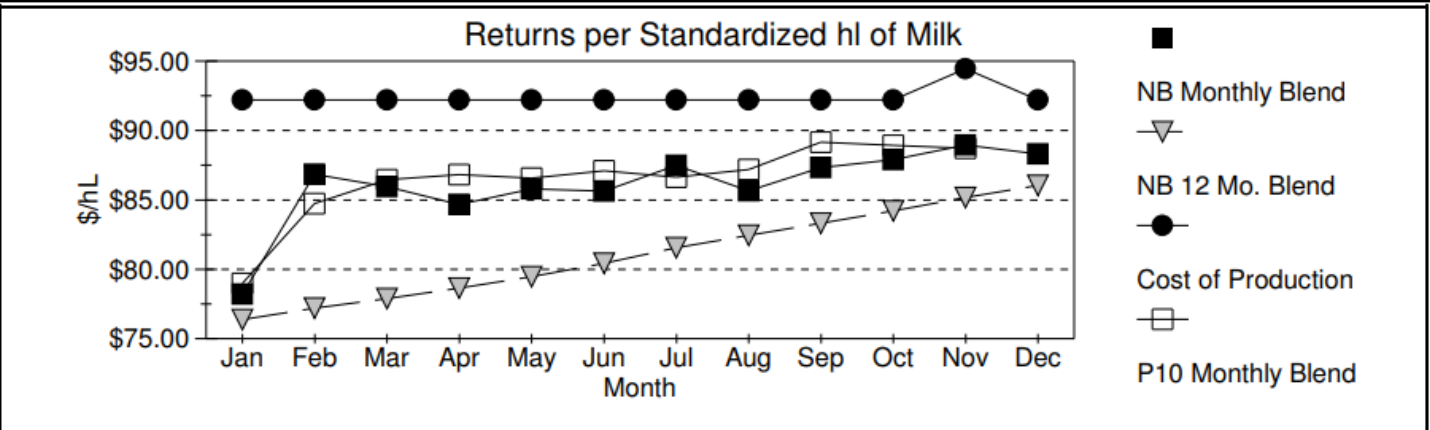
**Milk Matters: Production and Payment Summary Report for December 2022**



**Credits**



Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Incentive Days Issued	0.02	0.06	1.06	1.06	1.06	1.06	0.07	1.06	3.06	3.19	3.18	2.19
Incentive Days Used	0.01	0.05	0.72	0.64	0.65	0.55	0.05	0.39	0.95	0.95	1.23	1.08
Days Over Quota	0.00	0.04	0.01	0.01	0.02	0.00	0.03	0.05	0.01	0.01	0.00	0.01
Days Lost	-0.14	-0.07	-0.07	-0.10	-0.14	-0.10	-1.54	-1.32	-1.36	-1.34	-1.27	-1.13
Days Exchanged	0.93	0.94	1.25	1.11	0.96	1.15	0.96	0.17	0.21	0.09	0.12	0.23
Credit Exch Clearing Price	\$5.43	\$7.78	\$7.78	\$5.00	\$3.00	\$3.11	\$2.50	\$0.99	\$0.20	\$0.01	\$0.01	\$0.50

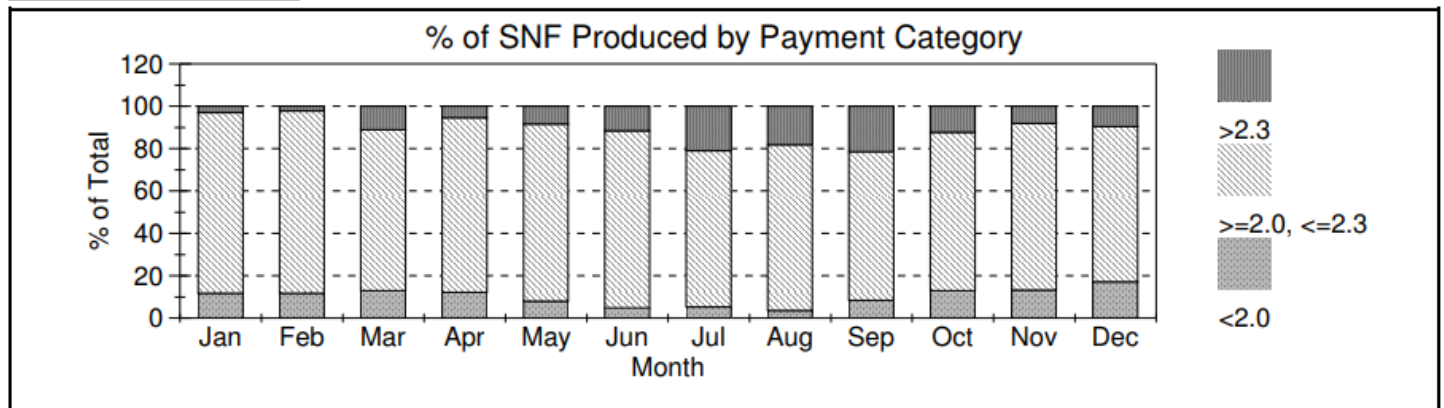


Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
SNF 2.00-2.30 \$/kg	\$3.66	\$3.92	\$4.09	\$4.18	\$4.20	\$4.21	\$4.21	\$3.83	\$3.72	\$3.85	\$3.54	\$3.44

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



# SNF Policy



## SNF/BF: Avg Ratios

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
< 2	1.91	1.92	1.92	1.93	1.92	1.91	1.93	1.88	1.91	1.92	1.91	1.94
2 < > 2.3	2.14	2.15	2.15	2.16	2.16	2.17	2.18	2.18	2.15	2.13	2.12	2.13
> 2.3	2.33	2.31	2.33	2.36	2.34	2.36	2.34	2.34	2.31	2.31	2.33	2.29
Provincial	2.12	2.12	2.14	2.14	2.16	2.18	2.20	2.19	2.16	2.12	2.11	2.11

### 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**.

### December 2022 Credit Exchange — \$0.50/kg

4,273 of 4,816 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](http://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](mailto:quota@nbmilk.org)

Please provide DFNB with an email at [nbmilk@nbmilk.org](mailto: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](http://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](mailto: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](mailto:brian.macdonald@gnb.ca)

**Livestock Feed Specialist:** David Dykstra phone: 434-5755

[david.dykstra@gnb.ca](mailto: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](mailto: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/](https://app.milk2020.ca/beefreport/default)

**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](mailto:jgunn@valacta.com) ;

Fred Vanderkloet [fsvanderkloet@gov.pe.ca](mailto:fsvanderkloet@gov.pe.ca) or

Brian MacDonald [brian.macdonald@gnb.ca](mailto: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](mailto:nbmilk@nbmilk.org) or by phone 432-4330.

**For Sale:** Please send sale items to [nbmilk@nbmilk.org](mailto:nbmilk@nbmilk.org)

**Wanted:** Please send wanted items to [nbmilk@nbmilk.org](mailto:nbmilk@nbmilk.org)

## **Upcoming Events**

**DFNB BOARD MEETING: January 24th, 2023 (virtual)**

## **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.*