

JUNE 15, 2023

MILK MATTERS

Dairy Farmers of New Brunswick
Producteurs laitiers du Nouveau-Brunswick

The Official Newsletter for New Brunswick Milk producers.



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NEW BRUNSWICK SCHOOL MILK

SNF CHANGES

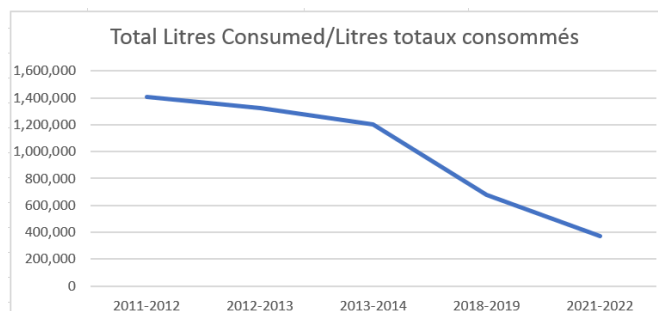
MAY 2023 PRODUCTION STATISTICS

AND MORE...

NEW BRUNSWICK SCHOOL MILK

DFNB and the NB Farm Products Commission (NBFPC) presented a questionnaire to the NB Department of Education and Early Childhood Development (DEECD) for the purpose of finding out what, if any, barriers exist to offer students access to milk and possibly other dairy products in schools across New Brunswick. The DEECD was supportive of the questionnaire and indicated that it would attempt to schedule its distribution in the fall of 2023. The objective of the survey is to attempt to determine the reasons for the significant decline in school purchases of fluid milk under the school milk program shown in the graph below.

Producers and processors financially support the distribution of milk to schools and the NBFPC regulates the price that the processors sell milk to schools and the prices that schools sell the milk to students. The current prices are \$0.45 for a 237 ml carton to the school and \$0.60 for that same serving size to the student which was set in July 2021. The NB Farm Products Commission recently revised those prices which will take effect September 1, 2023 to \$0.50 for a 237 ml carton to the school and \$0.65 to the student for that same serving size.



JUNE 15, 2023

BLEND PRICE APRIL 2023

\$94.68/hl or \$22.08/
kg of BF
BF 4.2876 kg/hl,
Protein 3.2850 kg/hl
LOS 5.9329 kg/hl

CREDIT EXCHANGE DEADLINE

June 19, 2023
4:00 PM
Please submit credit
bids/offers on
DFNB Portal at
www.nbmilk.org

QUOTA EXCHANGE DEADLINE

July 4, 2023
4:00 PM
Please send bids to
quota@nbmilk.org

DFNB OFFICE 506-432-4330

Delaney Lewis *Office Clerk* Ext. 26
Veronica McEwen *Transportation* Ext. 24
Philip Parlee *proAction* Ext. 28
Ashley Baskin *Policy Analyst* Ext. 23
Steve Michaud *General Manager* Ext. 22
Luke Chase *Producer Services* Ext. 25
Katie Bleakney *Promotion Coordinator* Ext. 27

2023 INCENTIVE DAYS CONVENTIONAL

The P5 Boards announce the following conventional incentive day on a non-cumulative basis for the remainder of 2023

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

Incentive Days 2023	Conventional
May 2023	1
June 2023	1
July 2023	1
August 2023	1
September 2023	2
October 2023	2
November 2023	1
December 2023	

DFNB BOARD OF DIRECTORS

Wietze Dykstra *Chair* 325-8192
Gilbert Matheson *Vice Chair* 434-2357
Becky Perry *2nd Vice Chair* 435-0651
Gerald Daley *North East* 544-6303
Denis Cyr *North West* 426-0788
John Schuttenbeld *Fredericton* 461-9254
John Best *Woodstock* 425-0765
Paul Gaunce *At-Large* 650-9595
Reint -Jan Dykstra *Moncton* 233-4685

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
July 4, 5

Free Aluminum Sign

This double sided 18" x 30.25" aluminum sign is available for producers on the Blue Cow Shop. The promotion is ending soon on July 31st!

**One sign per farm.*

Enter promo code:
DFNB-sign

Following link below to order:
<https://dairyfarmersofcanada.ca/en/canadian-goodness/blue-cow-shop/dairy-farmers-canada-aluminium-sign>





COLORING CONTEST

The recent coloring contest was enjoyed by many New Brunswick children. We have received many emails thanking farmers for their hard work. There were 352 hopeful entrants. The grand prize winner was a student from a class. Here's what the teacher had to say;

"What a great way to launch our unit on milk and dairy farming. We're having a virtual field trip with Bonnielm Farms too! We'll finish our week with homemade butter and biscuits."

Tracy Lynds, Grade 4,
Rexton Elementary School

To see all coloring submissions check out the DFNB facebook page.

BUY & SELL

For Sale: Jolly Farmer Products is dispersing their herd of Brown Swiss cows (including heifers and dry cows). They are robot milked and are trained to free stalls and head locks at the feed bunk. Brown Swiss cows are a fantastic breed of milk cow with their hardiness, longevity, ease of calving and high component milk quality.

Contact: Joy Weir (506) 243-1489
Josiah Weir (506) 323-0622
Email: joy.weir@jollyfarmer.com

For Sale: Dairy Farm Operation for Sale, 117.10kgs
Contact for more information.
Contact: Matt (506) 624-8849

For Sale: Milk cows and fresh or springing heifers. Robot milked. Freestall and headlock trained.
Contact: David (506) 466-8924

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

PROMOTIONS

Students all over the province are travelling to local dairy farms for Farm Tours. These tours have been great opportunity for our partnering DFC organization, Teach Nutrition, to share resources. It's great to see students learning more about milk and the dairy industry. See Teach Nutrition resources here:

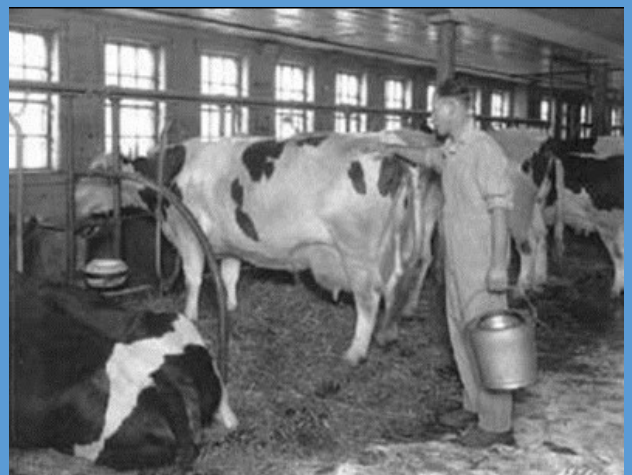
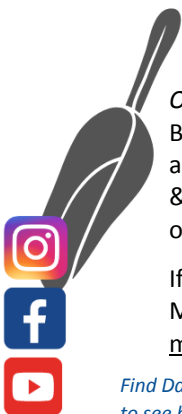
<https://dairyfarmersofcanada.ca/en/teachnutrition/maritimes/free-resources>

THE SOCIAL MEDIA SCOOP

OLD PHOTOS needed (the older the better)! Barns, equipment, fields or family photos. It's for a new series on social media we are calling "Then & Now"! If you send me the old photos, I'll figure out how retake photo for current day.

If you have a great photo to share, please text Michelle 902-877-9355 or send an to 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!



SNF PAYMENT CHANGE – AUGUST 1, 2023

Since 2021 the price paid for SNF with a SNF/BF ratio between the market ratio (2.0) and the maximum ratio (2.2) is currently paid at the monthly class 4a SNF price. Effective, **August 1 2023**, the P5 Board have approved to decrease the price paid for the protein to 70 percent of the 4a price and Other Solids to be paid \$0.63/kg. The change in price is to better reflect the value of the SNF between the two ratios.

The SNF below the 2.00 SNF/BF market ratio will continue to be paid at the within-quota rates.

The P5 will continue to regularly review the SNF payment policy and adjustments, as required.

Background:

On January 1, 2020, the P5 provinces adjusted the maximum no pay SNF/BF ratio to 2.30. In 2021 the P5 provinces established the component payment policy in effect with two price levels, depending on the SNF/BF ratio (a market ratio and a maximum ratio). As a result, currently there is no payment for solids non-fat (SNF) when the ratio exceeds the maximum SNF/BF. On August 1, 2022 the maximum SNF/BF ratio eligible for payment was reduced from 2.30 to 2.25. On February 1, 2023 the maximum SNF/BF ratio eligible for payment was reduced from 2.25 to 2.20 in Ontario, Nova Scotia and New Brunswick.

The changes that have been made to the component payment policy since 2020 aims to better reflect the market requirements and to ensure greater fairness between producers, when considering the structural surplus of SNF in the market.

Parameters/ Paramètres	Components/ Composantes	Base	New/ Nouveau	Écart/Difference
Paramètres des prix de niveau 2/ Tier 2 price parameters	Prot	4a price/ Prix 4a	70% of 4a price/ 70% du prix 4a	
	Las	4a price/ Prix 4a	70% of 0,90 \$ = 0,63\$/Kg	
Prix niveau 1/ Tier 1 price	Mg/BF	12,20 \$	12,42 \$	+ 0,22 \$
	Prot	10,44 \$	10,63 \$	+ 0,19 \$
	Las	0,90 \$	0,90 \$	+ 0,00 \$
Prix niveau 2/tier 2 price	Prot	3,60 \$	2,52 \$	- 1,08 \$
	Las	3,60 \$	0,63 \$	- 2,97 \$
Average price tier 2 / Prix moyen niveau 2	SNF/SNG	3,60 \$	1,29 \$	- 2,31 \$

NB PROVINCIAL DAIRY SHOW

Monday, September 4

Fredericton Exhibition Grounds

As part of the NBEX, there will be a Holstein show and a colored breed show for heifers and milking cows at each show. The NB provincial 4-H show will be the day before so exhibitors are welcome to leave animals there if they are participating in both.

For more information:

Contact Matt Edmondson 506-262-4123

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.

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.

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.

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

Quota Exchange for June, 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		32.1	32.1	428.6	460.7	460.7	
TOTALS		1	32.1				460.7	35

QESP = Quota Exchange Selling Price

32.1 of 460.7 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 32.1 kgs offered for sale and total bids to purchase of 460.7 kgs.

QESP = Le prix de vente de quota

32.1 des 460.7 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

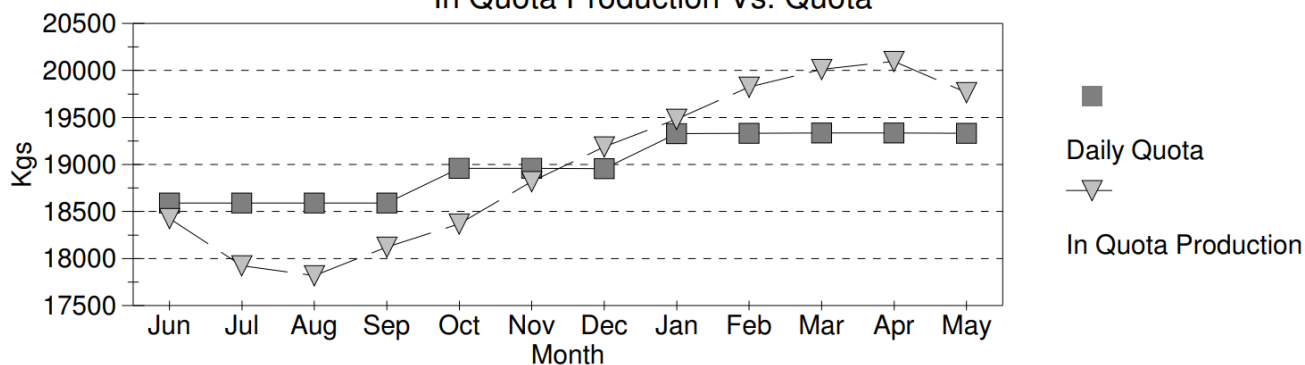
Il y avait un total de 32.1 kgs proposés à la vente et le total des offres pour l'achat de 460.7kg.

Next Exchange closes at 4:00 p.m., Tuesday July 4, 2023

Results are available Friday July 7, 2023

Month	Jun	May	Apr	Mar	Feb	Jan	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	32.1	1.8	3.0	2.0	2.1	6.6	7.9
Kgs by Transfer	.0	.0	.0	85.0	.0	.0	14.2

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.

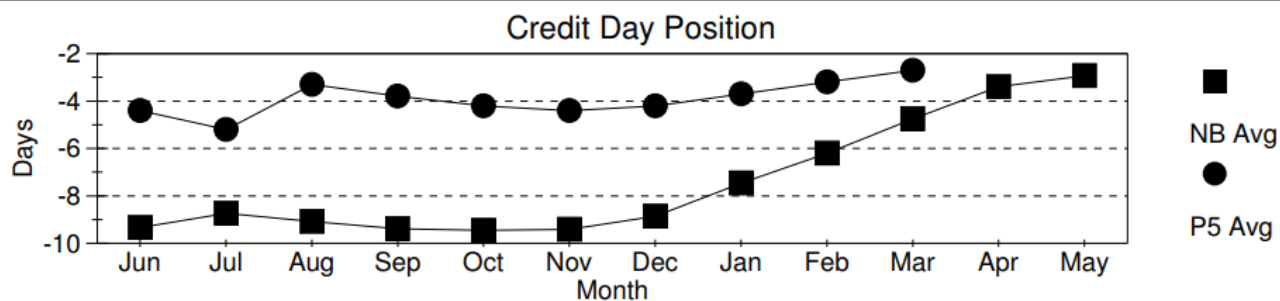
MINIMUM QUOTA HOLDINGS POLICY

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

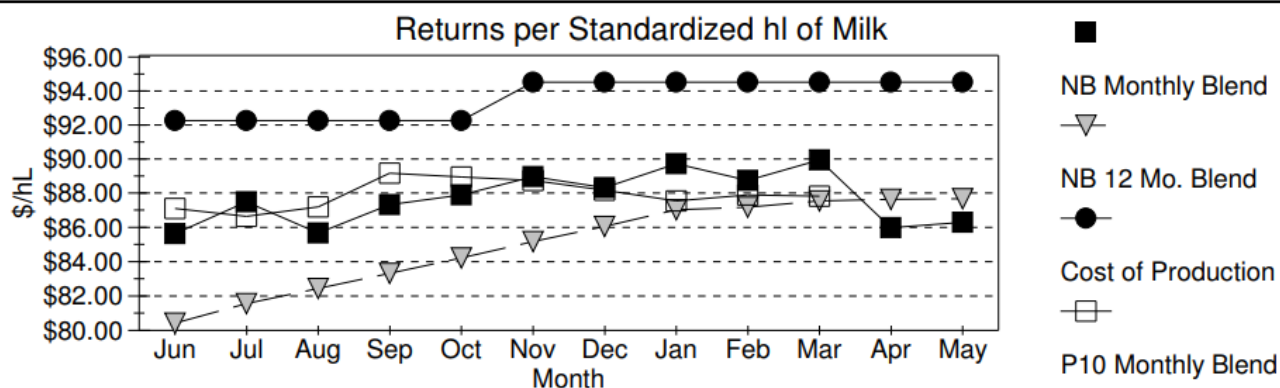
DAILY QUOTA TRANSFER ORDER

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	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Incentive Days Issued	1.06	0.07	1.06	3.06	3.19	3.18	2.19	0.18	0.06	0.07	0.01	1.00
Incentive Days Used	0.55	0.05	0.39	0.95	0.95	1.23	1.08	0.18	0.06	0.07	0.01	0.58
Days Over Quota	0.00	0.03	0.05	0.01	0.01	0.00	0.01	0.02	0.01	0.05	0.05	0.03
Days Lost	-0.10	-1.54	-1.32	-1.36	-1.34	-1.27	-1.13	-1.03	-0.55	-0.41	-0.24	-0.31
Days Exchanged	1.15	0.96	0.17	0.21	0.09	0.12	0.23	0.39	0.80	0.87	1.17	0.90
Credit Exch Clearing Price	\$3.11	\$2.50	\$0.99	\$0.20	\$0.01	\$0.01	\$0.50	\$0.55	\$2.00	\$3.93	\$4.50	\$5.51



Month	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
SNF Market Ratio \$/kg	\$4.21	\$4.21	\$3.83	\$3.72	\$3.85	\$3.54	\$3.44	\$3.12	\$2.80	\$2.68	\$2.51	\$2.51

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

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.

MAY 2023 CREDIT EXCHANGE

\$5.51/KG

17,347 of 17,487 kgs wanted at or below the CESP were purchased.

Producers above 0 days of credits are eligible to buy credits. Producers below 0 days of credits are eligible to sell credits. Please review your statement to determine kgs eligible to sell / buy on the next Credit Exchange.

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

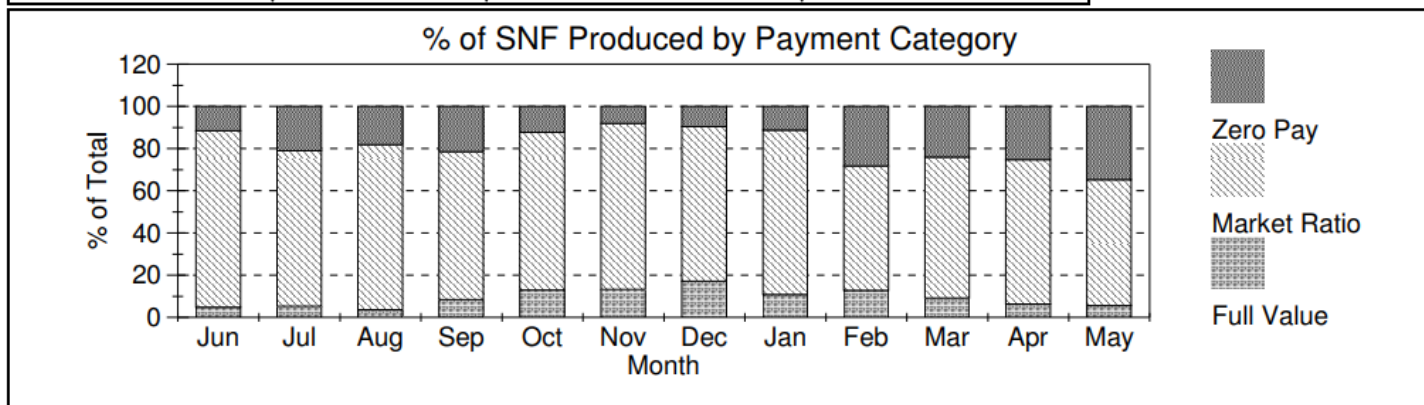
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
May 2023	595	-\$2.7327	(\$1,627)	453	-\$1.9107	(\$865)	793	-\$0.3917	(\$311)
12 Months	4,915	-\$2.7327	(\$13,432)	3,774	-\$1.9107	(\$7,211)	6,404	-\$0.3917	(\$2,509)
SNF > 2.20									
May 2023				4,005	\$0.0000	\$0	7,386	\$0.0000	\$0
12 Months				24,478	\$0.0000	\$0	45,140	\$0.0000	\$0
SNF 2.00<=2.20									
May 2023				29,819	\$2.5076	\$74,774	54,297	\$2.5076	\$136,154
12 Months				349,944	\$3.4239	\$1,198,170	636,753	\$3.4264	\$2,181,790
Domestic Market									
May 2023	612,170	\$13.2233	\$8,094,908	435,196	\$10.3531	\$4,505,630	785,427	\$9.0000	\$706,885
12 Months	6,923,398	\$13.2081	\$91,445,233	4,941,038	\$10.5856	\$52,303,626	8,853,886	\$9.0000	\$7,968,497

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
May 2023	\$94.68	\$8,093,281	\$4,579,538	\$842,728				\$13,515,547
12 Months	\$95.33	\$91,431,802	\$53,494,585	\$10,147,779				\$155,025,702
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
May 2023	\$4.00	\$0.1015	\$0.0663	\$0.0090	\$0.0016	\$6.41		\$915,997
12 Months	\$3.60	\$0.1045	\$0.0640	\$0.0092	\$0.0016	\$5.98		\$9,766,998
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
May 2023	168,433	0	0	36				0
12 Months	179,513	12,036	252	37				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total solids	SNF Ratio		
May 2023	14,291,496	4.2876	3.2850	5.9329	13.5055	2.1499		
12 Months	162,795,664	4.2558	3.2674	5.8614	13.3847	2.1450		

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	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Full Value	1.91	1.93	1.88	1.91	1.92	1.91	1.94	1.93	1.93	1.93	1.90	1.89
Market Ratio	2.17	2.18	2.18	2.15	2.13	2.12	2.13	2.13	2.10	2.11	2.12	2.11
Zero Pay	2.36	2.34	2.34	2.31	2.31	2.33	2.29	2.29	2.25	2.25	2.27	2.25
Provincial	2.18	2.20	2.19	2.16	2.12	2.11	2.11	2.13	2.12	2.13	2.14	2.15

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 2023
Monthly single coverage: \$120.54
Monthly family coverage: \$322.99

Claims, rates, enrolment:
emilymurphy@rogers.com
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

Livestock 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#employees

Bob Calve Prices

<https://app.milk2020.ca/beefreport/default>

Research Council:

Free webinars

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

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 pickups, you can contact:
Agropur Transportation 506.432.9128 ext 284
or 506.432.0476(cell)
R.F. Mason Ltd. 506.435.0500
Veronica McEwen 506.432.4330 ext 102
or 506.432.0092(cell)

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.