

# **MILK MATTERS**

The official newsletter for New Brunswick milk producers.



### IN THIS ISSUE

Holstein Canada

**Incentive Days** 

Animal Welfare Award

And more ...

### **Spring Meetings**

This Spring DFNB will be hosting in person Producer meetings. Each local have the following dates and locations scheduled:

Sussex/Moncton: April 16 at 10am at the Petitcodiac Legion North East: April 17 at 10am DAAF, Bathurst North West: April 18 at DAAF, St-André Woodstock/Fredericton: April 19 at 10am at Nackawic Lions Den

The agenda will include the following topics:

Market and Industry Update

- Statistics and Market National Discussions
- P10 Market and Cost sharing
- Producer/Processor pricing National Initiatives Update
- Market Growth Program *P5 Update*
- P5 Quota Governance Review
- P5 Policy Review

**DFNB** Update

- Statistics
- Board Order Update
- Actions on Resolutions from 2023 AGM

proAction Update
School Milk Program Update

### BLEND PRICE FEBRUARY 2024

\$97.63hl or \$22.12/kg of BF

BF: 4.4132 kg/hl, PRO: 3.3403 kg/hl LOS: 5.8896kg/hl

### CREDIT EXCHANGE DEADLINE

March 19, 2024 4:00 PM

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

### QUOTA EXCHANGE DEADLINE

April 2, 2024 4:00 PM

Please send bids to quota@nbmilk.org

### P5 Message –Incentive Day March and 2024 Fall Incentive Days – Conventional

Due to a continued higher than usual market demand at the beginning of 2024, the P5 Boards announce one incentive day for the month of March, for conventional producers.

In addition, the P5 Boards announce the following conventional incentive days to be issued on a noncumulative basis for the fall of 2024: 1 day in August, 2 days in each of the months of September and October, and 1 day in November.

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.

The following table summarizes the incentive days:

		Conventional
	February 2024	1
f	March 2024	1
	April 2024	
	May 2024	
	June 2024	
(	July 2024	
	August 2024	1
	September 2024	2
	October 2024	2
	November 2024	1
	December 2024	

## AGM Banquet Photos

Photos of the AGM Banquet and award winners are available online. Click the link below, select "view gallery", and enter your email.

https://juliannajones.shootproof.com/gallery/23722535/

### **DFNB OFFICE 506-432-4330**

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

### DFNB BOARD OF DIRECTORS

 Wietze Dykstra Chair
 506-325-8192

 Gilbert Matheson Vice Chair
 506-434-2357

 Becky Perry 2nd Vice Chair
 506-435-0651

 Denis Cyr North West
 506-426-0788

 George Wesselius Moncton
 506-227-0463

 John Schuttenbeld Fredericton
 506-461-9254

 John Best Woodstock
 506-425-0765

 Mike Bouma North East
 506-547-5843

 Paul Gaunce At-Large
 506-650-9595

### **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 March 27 & 28, 2024

### **Holstein Canada**

Greetings from Holstein Canada. My name is Karen Versloot and I am on the Board of Directors for Holstein Canada, representing the 4 Atlantic provinces. I would like to thank Dairy Farmers of New Brunswick for allowing me to put regular updates in your newsletter. I would like to congratulate this year's Master Breeders from the Atlantic. There were 20 farms who won this prestigious award from across the country and 3 are from right here in Atlantic Canada. Matt Clarke and family (Clarkes) from New Brunswick. Johnny Vanderlinden and family (Lindenoord) from Nova Scotia and Sandy Cole & Family (Colstein) also from Nova Scotia. The Master Breeder gala will be held in conjunction with the National Holstein convention in Hamilton, Ontario from April 24-27. The convention will include The Ontario Discovery Sale at the Ancaster fairgrounds, the Ontario

Spring Discovery Show, a corn hole tournament, farm tours, Master Breeder gala and the AGM. It is sure to be a great time. Go to www.holstein.ca for all the details and to sign up for this event.

There is a new field service rep in Atlantic, her name is Claudia Perdomo. If you need help with any of the Holstein Canada services (registrations, genomic testing etc) or would like to become a Holstein Canada member please don't hesitate to reach out

### Claudia Perdomo cperdomo@holstein.ca C: 519-865-8172

The classifier will be in the area the beginning of April. If you would like to start classifying please reach out to Claudia, myself or Holstein Canada costumer service.





Karen Versloot Atlantic Canada

I started at Holstein Canada in 2020 and I am really enjoying my role as the Atlantic board member. It was great to see some of you at the NB Holstein AGM which was in conjunction with the DFNB AGM. If you have any questions or concerns, please contact me at <a href="mailto:kversloot@holstein.ca">kversloot@holstein.ca</a>

### **Buy & Sell**

Please send for sale and wanted items to nbmilk@nbmilk.org Cooperators Health Care Benefits

The medical benefit plan now goes to age 75.

Emily Murphy: Emily.murphy@gotoinsure.ca (cell) 506-850-1643 David Scott: David.Scott@gotoinsure.ca (office) 506-458-1220

or 800-994-5155

## 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!



### Tree Canada

As part of DFC's work towards Net Zero by 2050, DFC has partnered with Tree Canada. Tree Canada is looking for dairy farmers who are interested in working with them to plant trees on their farms as part of a pilot project. This opportunity includes assessing, planting, and long-term monitoring services. See flyer on pg 9 of this month's Milk Matters for more details.

### Youth Employment and Skills Program

The intake for the 2024-2025 Youth Employment and Skills Program (YESP), delivered by Agriculture and Agri-Food Canada, will be opening soon. Applications will be accepted between February 26, 2024 and March 25, 2024.

The Youth Employment and Skills Program helps support employers who hire youth (between the age of 15 and 30 inclusive) for agricultural jobs. For additional information regarding the program, please visit the website.

### Club of Excellence Animal Welfare Award

Agropur is proud to announce the launch of the 5th edition of the Animal Welfare Award from the Club of Excellence. This competition was created to recognize the concrete and exemplary actions in animal welfare implemented by Agropur members. It will also be an opportunity to highlight the initiatives of our dairy producer members in the field of sustainable development.

During this competition, nominations will be evaluated by a jury made up of Agropur employees and experts in animal welfare.

Nominations should demonstrate the implementation of actions by members that:

- 1. Reflect excellent standards of animal welfare
- 2. Can inspire producers to reproduce this model on their farm
- 3. Project a positive image of the dairy industry to consumers

The finalists and the Grand Champion will be recognized by our cooperative for their successes. In addition, they will be invited at Agropur's Annual General Meeting where they will be honoured for the time and effort devoted to animal welfare.

Visit the <u>Sustainable Farms / Club of Excellence section</u> to download the nomination package and to obtain more information or email <u>cooperation@agropur.com</u>. Nominations must be submitted online by 4:00 pm (EDT), Monday April 29, 2024.



### NATURAL PRODUCTS ACT REGULATIONS

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.

http://laws.gnb.ca/en/ShowTdm/cr/2010-19//

### **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.

Producer 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.

#### **Dairy Farmers of New Brunswick**

#### Milk Matters: Production and Payment Summary Report for February 2024

Quota Exchange for March, 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		11.6	11.6	394.9	406.5	406.5				
TOTALS	3	11.6				406.5	32			

QESP = Quota Exchange Selling Price

11.6 of 406.5 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

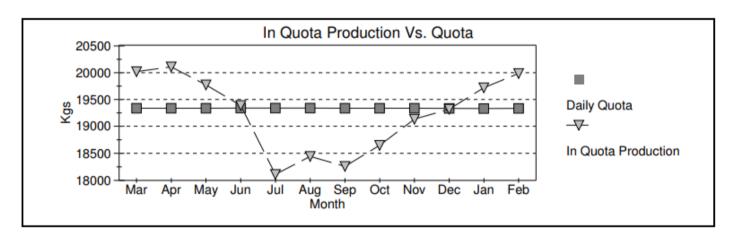
There was a total of 11.6 kgs offered for sale and total bids to purchase of 406.5 kgs.

QESP = Le prix de vente de quota

11.6 des 406.5 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté. Il y avait un total de 11.6 kgs proposés à la vente et le total des offres pour l'achat de 406.5kg.

#### Next Exchange closes at 4:00 p.m., Tuesday April 2, 2024 Results are available Friday April 5, 2024

Month	Mar	Feb	Jan	Dec	Nov	Oct	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	11.6	4.4	2.0	24.5	28.4	2.5	12.2
Kgs by Transfer	.0	.0	.0	253.9	.0	.0	42.3



### **QUOTA CORNER**

#### **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.

#### <u>Minimum Quota Holdings Policy</u>

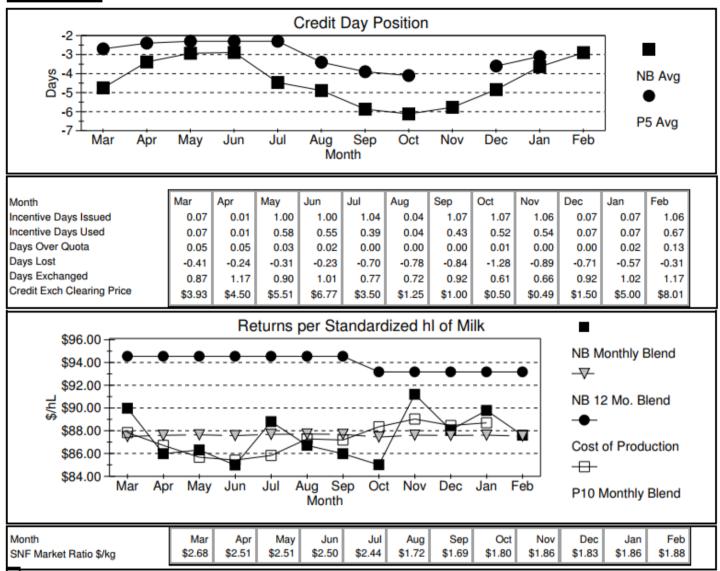
The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

An over quota penalty of \$20/hl is in effect.

#### **Daily Quota Transfer Order**

Section 3 b) j); Producers must pay the Board the OESP 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**



### **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.

### FEBRUARY 2024 Credit Exchange \$8.01/kg

22,705 of 24,011 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. \*\*

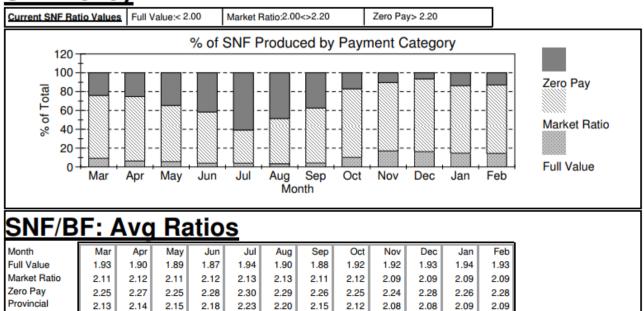
Month	Mar	Feb	Jan	Dec	Nov	Oct	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	11.6	4.4	2.0	24.5	28.4	2.5	12.2
Kgs by Transfer	.0	.0	.0	253.9	.0	.0	42.3

	NB Domestic Milk Pool										
Over Quota	BF Kg	BF \$/kg	BF\$	PT Kg	PT \$/kg	PT\$	OS Kg	OS \$/kg	os \$		
February 2024	2,418	-\$2.7327	(\$6,607)	1,789	-\$1.9107	(\$3,417)	3,180	-\$.3917	(\$1,246)		
12 Months	5,990	-\$2.7327	(\$16,369)	4,527	-\$1.9107	(\$8,650)	7,903	-\$.3917	(\$3,096)		
SNF > 2.20											
February 2024				2,025	\$.0000	\$0	3,738	\$.0000	\$0		
12 Months				47,918	\$.0000	\$0	89,185	\$.0000	\$0		
SNF 2.00<>2.20											
February 2024				18,973	\$1.8810	\$35,687	34,034	\$.6300	\$21,441		
12 Months				306,730	\$2.1409	\$656,685	558,363	\$1.5399	\$859,798		
Domestic Market											
February 2024	576,885	\$13.4290	\$7,746,986	415,686	\$10.3436	\$4,299,688	732,148	\$.9000	\$658,933		
12 Months	7,033,948	\$13.3743	\$94,074,373	5,020,857	\$10.5942	\$53,192,140	8,998,859	\$.9000	\$8,098,973		

### **Production & Payment**

Revenue	\$/HL	BF\$	PT\$	os \$			Total Paid \$
February 2024	\$97.63	\$7,740,379	\$4,331,958	\$679,128			\$12,751,465
12 Months	\$96.14	\$94,058,004	\$53,840,175	\$8,955,675			\$156,816,377
Deductions	Transport	Promotion	Admin	Lab Fee	Research	Total Ded	Total
	Per HL	Per Kg of Total	Solids		Levy	Per HL	Deductions
February 2024	\$3.56	\$.1015	\$.0744	\$.0085	\$.0016	\$6.10	\$800,408
12 Months	\$3.61	\$.1015	\$.0709	\$.0087	\$.0016	\$6.06	\$9,936,412
Quality	Somatic Cell Count	Standard	Lab Past.	IBC			Rejected
	Count	Plate Count	Count				Loads
February 2024	163,829	0	Count 0	92			Loads 0
February 2024 12 Months	-	0	0	92 63			
-	163,829	0	0		Total Solids	SNF Ratio	0 0
12 Months Production &	163,829 178,437 Production	0 0 Butter Fat	0	63 Lactose & O.S.		<b>SNF Ratio</b> 2.0914	0 0

### **SNF Policy**



### 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

### 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

### NB Environmental Farm Plan

Contact Likhita Potluri by phone at: 506.452.8101 506.259.0020

or by email at:

efp-pfe@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

### **Crop Specialist**

Contact Jason Wells Phone:

506.434.2543

Email:

Jason.Wells@gnb.ca

Links

### 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 <a href="mailto:katie.bleakney@nbmilk.org">katie.bleakney@nbmilk.org</a>

### **Dairy Specialist**

Contact David Dykstra Cell phone:

506.434.5755

Email:

David.Dykstra@gnb.ca

### GNB Livestock Sector

**Development** https://www2.gnb.ca/cont ent/gnb/en/contacts/dept

ent/gnb/en/contacts/dept \_renderer.137.203310.407 3.html#employees

**Bob Calve Prices** 

https://app.milk2020.ca/b eefreport/default

### Research Council: Free webinars

https://www.beefresearch .ca/resources/webinars.cf m

#### Canadian Dairy Commission

https://www.cdcccl.gc.ca/

#### Dairy Farmers of Canada News Centre

https://www.dairyfarmers.ca/newscentre/document-library

#### **AgriStartNB**

https://www2.gnb.ca/cont ent/dam/gnb/Department s/10/pdf/Agriculture/Far minglnNewBrunswick-RoadMapForNewEntrants .pdf

### **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 scheduled pickups, you can contact:

Agropur Transportation:

(506) 432-9128

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



## FIND OUT HOW YOU COULD RECEIVE FREE TREE PLANTING SERVICES

Dairy Farmers of Canada (DFC) has partnered with Tree Canada, a non-profit organization dedicated to planting and nurturing trees in rural and urban environments, to help farmers along their sustainability journey.

Planting new trees or conserving existing trees and shrubs will naturally protect soil, improve air and water quality, enhance wildlife habitat, and beautify the landscape. As a natural barrier to wind flow, they can have positive effects on crop production by moderating plant water use, reducing physical damage, changing air and soil temperature, as well as impacting CO2 levels and relative humidity.

Through this partnership, DFC and Tree Canada are on the way to plant 25,000 trees across the country - and your farm could be one of them! This opportunity includes assessing, planting, and long-term monitoring services, all at no cost to you.

Interested? To find out how you could qualify for a planting project\*, contact Tree Canada today:

CLittle@treecanada.ca

\*Planting projects range in size from 0.25 to 5 hectares and are offered on a first-come, first-served basis.

To ensure project success, Tree Canada proponents sign a minimum 25-year agreement to protect the planted trees.

### **BENEFITS**

- CARBON SEQUESTRATION
- INCREASED RESILIENCY TO THE EFFECTS OF CLIMATE CHANGE
- IMPROVED SOIL HEALTH
- ENHANCED BIODIVERSITY