

# MILK MATTERS



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

### March 15, 2023

**Blend Price:** The average price paid to New Brunswick producers who shipped milk in January 2023 : \$98.19/hl or \$22.51/ kg of BF for milk containing : BF 4.3614 kg/hl, Protein 3.2147 kg/hl and LOS 5.9349 kg/hl

**Quota Exchange Deadline:**

April 3, 2023 4:00 PM

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

**Credit Exchange Deadline**

March 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**

<a href="#">Delaney Lewis</a>	Ext 101
<a href="#">Veronica McEwen</a>	Ext 102
<a href="#">Lindy Brown</a>	Ext 104
<a href="#">Ashley Baskin</a>	Ext 105
<a href="#">Steve Michaud</a>	Ext 106
<a href="#">Luke Chase</a>	Ext 107
<a href="#">Katie Bleakney</a>	Ext 109

### DFNB BOARD OF DIRECTORS

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

### DFNB Spring Producer Meetings—April 12, 2023

Dairy Farmers of New Brunswick will be hosting their hybrid in-person/virtual spring meeting on April 12, 2023. DFNB Representatives will be providing their presentation virtually beginning at 10:00am, many of the local milk committees have booked a venue for producers to get together to listen to the presentation. For more information please contact your local milk committee. A link for the virtual presentation will be circulated to all producers by email later this month.

### DFNB Welcomes Katie Bleakney as Promotion Coordinator



DFNB is pleased to announce that they have created a Promotion Coordinator position and has hired Katie Bleakney to fill that role starting March 1, 2023.

Katie will be working with the NB promotion committee in activating its promotion event plan during 2023. The NB promotion committee has only been active a few years and manages a promotion budget of \$200,000 per year. The Committee is chaired by DFNB’s 2<sup>nd</sup> Vice Becky Perry and is represented by dairy producers from throughout NB. The Committee focuses on local sponsorships and featuring

milk and dairy product at various events throughout the province. The Committee just finalized their 2023 promotion plan and is in the process of handing that off to Katie.

Katie will work closely with the DFC-Maritime marketing team that amplify national marketing campaigns in New Brunswick. Her first project will be to get a better understanding of the challenges associated with increasing awareness/access of milk in schools across NB.

NB’s school milk program was established in 1992 and the main component is to offer milk to the schools at a fair price regulated by the NB Farm Products Commission (NBFPC). We trust that with the assistance of NBFPC and NB processors that she can identify the shortfalls and challenges that the program is facing and find ways to address them.

### DFNB Welcomes Andrea Vanderlaan as Moonica Coordinator

The NB Promotion Committee has also contracted the services of Andrea Vanderlaan who’ll be putting Moonica on display at various events throughout the province during 2023.



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: \$120.54

### Monthly Family : \$322.99

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.

## Do you have an amazing farm dog?

New Brunswickers following DFNB social media accounts love recipes and photos from the farm, but most of all they love farm dog photos. If you have a great photo to share, please text Michelle 902-877-9355 or send her an email: [michelle.kempton@dfc-plc.ca](mailto:michelle.kempton@dfc-plc.ca).

Dog posts are a great way to start positive conversations about farm life and also demonstrate animal care.

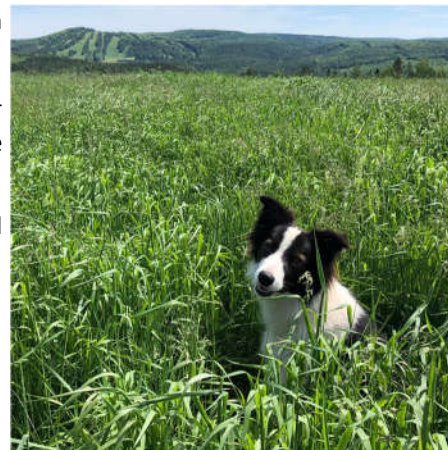
Please follow our accounts, plus COMMENT and SHARE posts.

Facebook:

<https://www.facebook.com/dairyfarmersofnb>

Instagram:

<https://www.instagram.com/dairyfarmersofnb/>



## NBSCIA On-Farm Climate Action

New Brunswick Soil and Crop Improvement Association is now accepting application for the On-Farm Climate Action Fund for the 2023-2024 crop year. The objective of the On-Farm Climate Action Fund is to support farmers in adopting beneficial management practices that store carbon and reduce greenhouse gases, specifically in the areas of:

1. nitrogen management
2. cover cropping
3. rotational grazing practices

First time applicants can register for the program at <https://www.nbscia.ca/ofcaf-program-registration/> Farmers who have participated previously can request 2023-application documents by emailing [ofcaf.facf@nbscia.ca](mailto:ofcaf.facf@nbscia.ca)

Applications for funding will be considered on a "first-come- first-serve" basis with priority given to first time applicants.

## Sustainable Agriculture Strategy

Consultations on the new [Sustainable Agriculture Strategy](#) (SAS) are happening now, and Agriculture and Agri-Food Canada (AAFC) wants to hear from you!

AAFC is hosting virtual, regional focused roundtables for producers, and you're invited. Mark your calendars:

**Quebec, New Brunswick, Nova Scotia, Prince Edward Island, and Newfoundland and Labrador** - March 20th from 12- 3 PM ET. English with French interpretation. RSVP [here](#) or follow the URL below.

<https://us06web.zoom.us/meeting/register/tZMrfuyrrjovE9YI2gwsh9GnUzzArNd3Aaiz>

**National:** March 24th from 12- 3 PM ET. French with English interpretation. RSVP [here](#). Or follow the URL below.

[https://us06web.zoom.us/meeting/register/tZYud-uhrzkvHtNlt1N\\_AIVWPfp76I3F7QKe](https://us06web.zoom.us/meeting/register/tZYud-uhrzkvHtNlt1N_AIVWPfp76I3F7QKe)

Feedback received through the virtual sessions will inform the development of the SAS and support the work of the SAS-[advisory committee](#), co-chaired by AAFC and the Canadian Federation of Agriculture.

### **Your opinion matters**

Producer Associations and producer groups are also invited to send complete [submissions](#) through our Sustainable Agriculture Strategy email [aafc.sas-sad.aac@agr.gc.ca](mailto:aafc.sas-sad.aac@agr.gc.ca). Public consultations run until March 31, 2023 and regional-producer outreach will continue throughout 2023 and beyond.

**Join us and let's develop together Canada's first Sustainable Agriculture Strategy!**

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

**Quota Exchange for March, 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		2.0	2.0	409.1	411.1	411.1	
<b>TOTALS</b>		<b>1</b>	<b>2.0</b>				<b>411.1</b>	<b>31</b>

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

2.0 of 411.1 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

2.0 des 411.1 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

There was a total of 2.0 kgs offered for sale and total bids to purchase of 411.1 kgs.

Il y avait un total de 2.0 kgs proposés à la vente et le total des offres pour l'achat de 411.1kg.

Next Exchange closes at 4:00 p.m., Monday April 3, 2023

Results are available Thursday April 6, 2023

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	2.0	2.1	6.6	23.0	7.8	5.0	7.8
Kgs by Transfer	.0	.0	.0	.0	163.4	.3	27.3

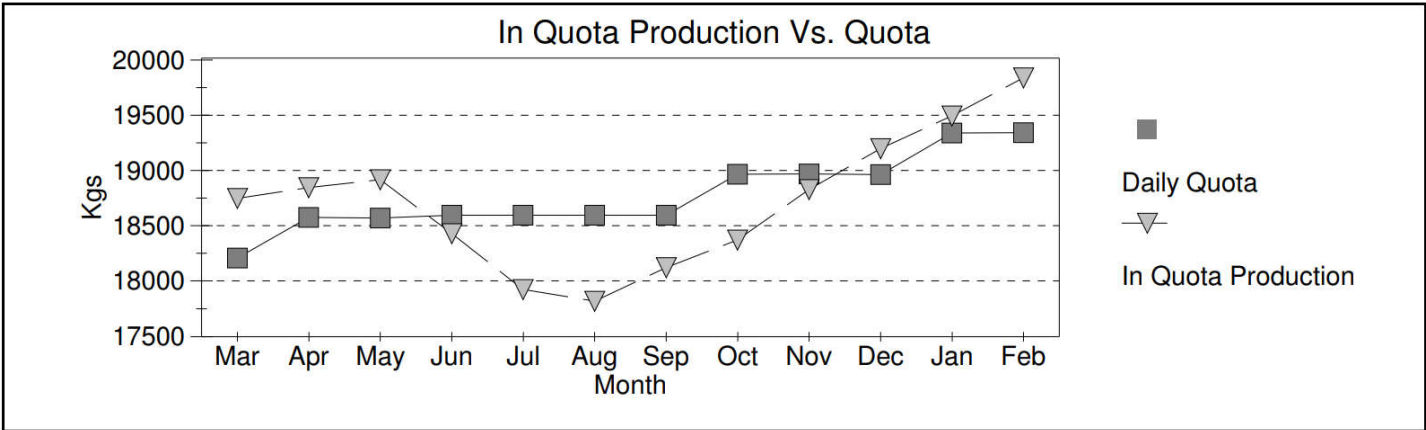
**NB Domestic Milk Pool**

Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
February 2023	115	-\$2.7328	(\$314)	84	-\$1.9107	(\$161)	132	-\$.3918	(\$52)
12 Months	3,298	-\$2.7327	(\$9,013)	2,505	-\$1.9107	(\$4,786)	4,283	-\$.3917	(\$1,677)
<b>SNF &gt; 2.20</b>									
February 2023				2,921	\$0.0000	\$0	5,335	\$0.0000	\$0
12 Months				16,237	\$0.0000	\$0	30,010	\$0.0000	\$0
<b>SNF 2.00&lt;=2.20</b>									
February 2023				23,013	\$2.8003	\$64,444	41,625	\$2.8003	\$116,563
12 Months				358,058	\$3.8169	\$1,366,689	650,833	\$3.8184	\$2,485,170
<b>Domestic Market</b>									
February 2023	554,952	\$13.3801	\$7,425,309	397,105	\$10.7047	\$4,250,890	708,225	\$9.9000	\$637,402
12 Months	6,821,255	\$13.0763	\$89,197,042	4,872,497	\$10.4863	\$51,094,276	8,714,878	\$9.9000	\$7,843,390

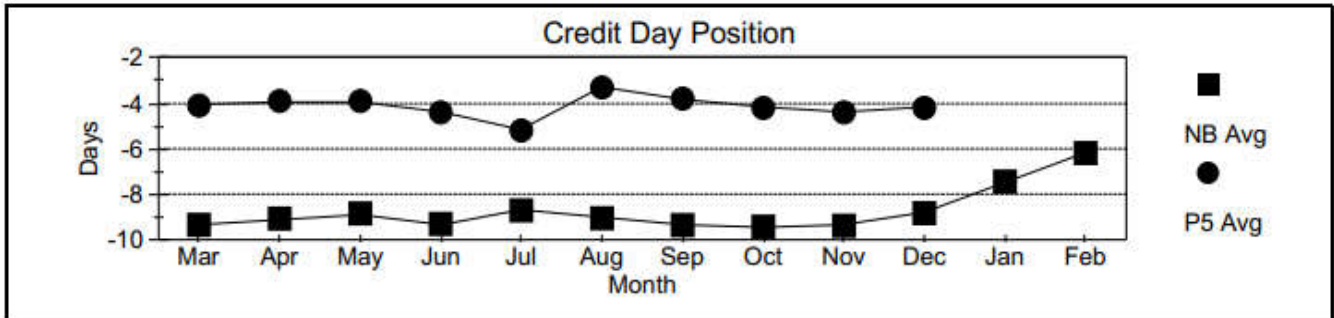
## Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
February 2023	\$98.19	\$7,424,995	\$4,315,174	\$753,914				\$12,494,082
12 Months	\$94.37	\$89,188,029	\$52,456,179	\$10,326,883				\$151,922,627
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
February 2023	\$3.27	\$.1015	\$.0663	\$.0090	\$.0016	\$5.70		\$725,421
12 Months	\$3.43	\$.1077	\$.0616	\$.0095	\$.0016	\$5.81		\$9,398,175
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count					Rejected Loads
February 2023	178,529	0	0					0
12 Months	178,895	11,070	216					0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total solids	SNF Ratio		
February 2023	12,726,714	4.3614	3.3247	5.9349	13.6210	2.1231		
12 Months	161,127,021	4.2355	3.2579	5.8339	13.3273	2.1466		

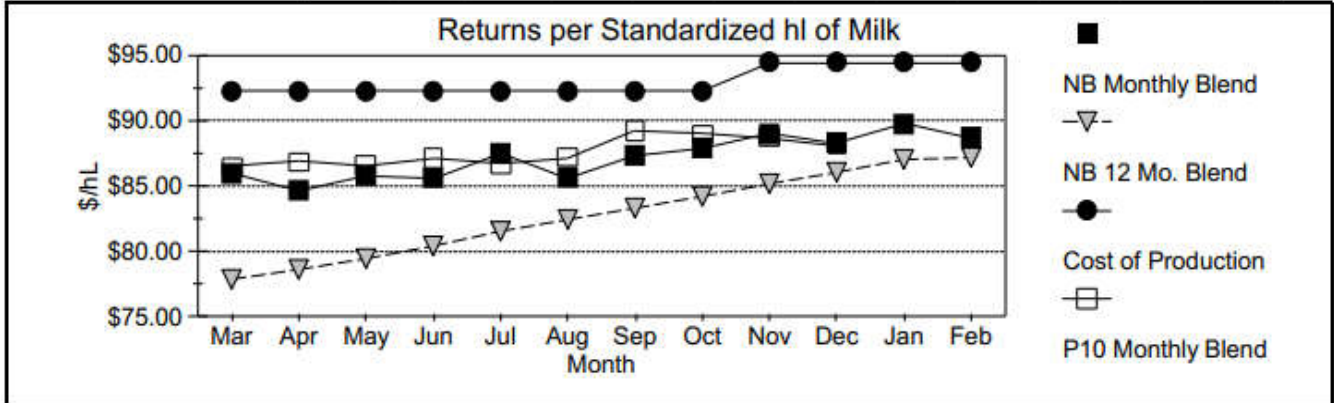
## Milk Matters: Production and Payment Summary Report for February 2023



## Credits



Month	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Incentive Days Issued	1.06	1.06	1.06	1.06	0.07	1.06	3.06	3.19	3.18	2.19	0.18	0.06
Incentive Days Used	0.72	0.64	0.65	0.55	0.05	0.39	0.95	0.95	1.23	1.08	0.18	0.06
Days Over Quota	0.01	0.01	0.02	0.00	0.03	0.05	0.01	0.01	0.00	0.01	0.02	0.01
Days Lost	-0.07	-0.10	-0.14	-0.10	-1.54	-1.32	-1.36	-1.34	-1.27	-1.13	-1.03	-0.55
Days Exchanged	1.25	1.11	0.96	1.15	0.96	0.17	0.21	0.09	0.12	0.23	0.39	0.80
Credit Exch Clearing Price	\$7.78	\$5.00	\$3.00	\$3.11	\$2.50	\$0.99	\$0.20	\$0.01	\$0.01	\$0.50	\$0.55	\$2.00

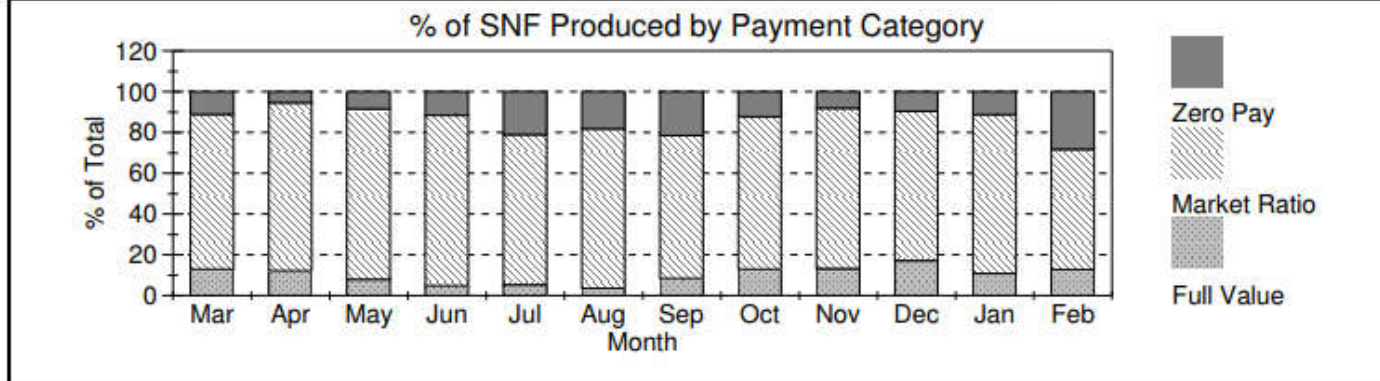


Month	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
SNF Market Ratio \$/kg	\$4.09	\$4.18	\$4.20	\$4.21	\$4.21	\$3.83	\$3.72	\$3.85	\$3.54	\$3.44	\$3.12	\$2.80

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

# SNF Policy

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

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

### 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**.

### February 2023 Credit Exchange — \$2.00/kg

15, 490 of 15, 531 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.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/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:** Dairy Farm. Farm for sale at 201 Rt 880, Apohaqui, close to Sussex. 230 acres clear, 100 acres bush, 31.8 Kgs of quota. \$2,000,000 for cows, quota, equipment, land. Willing to separate. Contact Dennis @ 905 577 3901

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

## **Upcoming Events**

**DFNB BOARD MEETING: April 4, 2023**

**Dairy Focus: March 28-30, 2023**

**Producers Spring Meetings: April 12, 2023**



**TRADE SHOW • HOSPITALITY SUITES • SPEAKERS • FARMER GAMES • PRIZES**

**DELTA BY MARRIOTT BEAUSEJOUR**

**MARCH 28 TO 30, 2023**

**Tickets now available!**

**Scan this code!**

**TO VISIT THE REGISTRATION PAGE  
AT [WWW.DAIRYFOCUS.ORG](http://WWW.DAIRYFOCUS.ORG)**

**TICKETS \$140** PLUS TAXES & FEES





# Virtual Health Care

Start your Virtual Health Care journey

## Register for your account

1. [Go to telushealth.com/vcportal](https://telushealth.com/vcportal).
2. Select **Create Your Account**.
3. Enter the email address you would like to use to set up your account.
4. Enter your province.
5. Select your eligibility by choosing:  
"I'm eligible through my group or individual health plan"
6. Select your registration option by choosing:  
"I'll enter my group number"
7. Enter the following information:  
Group number – 9325  
Personal Coverage Identifier – Your Co-operators Group number and certificate number separated by a dash (i.e. 1234-0123456).
8. Click **Continue** to verify.
9. Check your inbox for an activation email.

## Activate your account

Follow the link in the email you received to activate your account, set up your profile and add your family members if applicable.

## Start your visit

Visit the portal or download the TELUS Health Virtual Care app to start a virtual consult as soon as you need care. You will be immediately connected to a registered nurse. The nurse will ask you questions to understand your concern and history, and will then connect you with a nurse practitioner or physician as needed.

## How can we help?

Virtual Health Care coverage can provide advice and treatment for most primary medical concerns, including but not limited to:

- Eye infections
- Primary mental health
- Chronic disease management
- Coordinating and scheduling
- New prescriptions and refills
- Specialist appointments
- Dermatology
- Migraines and sinus infections
- Sexual health