

MAY 15, 2023

# MILK MATTERS

Dairy Farmers of New Brunswick  
Producteurs laitiers du Nouveau-Brunswick

*The Official Newsletter for New Brunswick Milk producers.*



## IN THIS ISSUE

### DUCKS UNLIMITED PARTNERSHIP

### MOONICA ON THE MOOVE

### APRIL 2023 PRODUC- TION STATISTICS

AND MORE...

## JUNE AND JULY INCENTIVE DAYS CONVENTIONAL

In order to maintain the current levels of production and achieve the objective of replenishing the butter stocks for 2023, the P5 Boards announce the issuance of one conventional incentive day on a non-cumulative basis for the months of June and July.

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.

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

MAY 15, 2023

### BLEND PRICE APRIL 2023

\$94.83/hl or \$21.96/  
kg of BF  
BF 4.3173 kg/hl,  
Protein 3.3039 kg/hl  
LOS 5.9435 kg/hl

### CREDIT EXCHANGE DEADLINE

May 17, 2023  
4:00 PM  
Please submit credit  
bids/offers on  
DFNB Portal at  
[www.nbmilk.org](http://www.nbmilk.org)

### QUOTA EXCHANGE DEADLINE

June 1, 2023  
4:00 PM  
Please send bids to  
[quota@nbmilk.org](mailto:quota@nbmilk.org)

### DFNB OFFICE 506-432-4330

Delany Lewis *Office Clerk* Ext. 101  
Veronica McEwen *Transportation* Ext. 102  
Philip Parlee *Pro-action* Ext. 103  
Ashley Baskin *Policy Analyst* Ext. 105  
Steve Michaud *General Manager* Ext. 206  
Luke Chase *Producer Services* Ext. 107  
Katie Bleakney *Promotion Coordinator* Ext. 109

## MILK QUALITY SAMPLES

The New Brunswick Farm Products Commission (FPC) is currently obtaining quotes for a courier service to transport raw milk samples from the northwestern part of the province to the Research and Productivity Council (RPC) on a weekly basis for Bacto-scan testing. Utilizing a courier service should provide consistency to the sample delivery and hopefully improve the issue of missing samples. FPC anticipates having a courier service secured in the very near future.

## CONSUMPTION BY PRODUCT

Product	March 2023 vs March 2022	12-m ending March 2023 vs 12-m ending March 2022
Milk	-0.5%	-1.4%
Cream	+5.0%	+2.4%
Yogurt	-4.2%	+1.4%
Ice Cream	+1.7%	-0.9%
Cheese	+7.0%	+1.9%
Butter	-6.6%	-4.1%

### 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  
May 23rd

  
Dairy Farmers of New Brunswick  
Producteurs laitiers du Nouveau-Brunswick

**Celebrating  
50 YEARS**

SAVE THE DATE. ENREGISTREZ LA DATE.  
Join us for our 50th Annual General Meeting. Rejoignez-nous pour notre 50e assemblée générale annuelle.

DECEMBER 5 - 7, 2023  
5 AU 7 DÉCEMBRE 2023

**Celebre  
50 ANS**





## MOONICA ON THE MOOOVE

In April and May Moonica visited four different schools. Over 600 children had the opportunity to milk Moonica and hear about Dairy Farming.

Thanks to Moonica Coordinator, Andrea Vanderlaan, for sharing about our industry to Elementary aged children.

Say hello to Andrea and Moonica if you see them in your community. Andrea will be traveling to local events and fairs later this summer.

## BUY & SELL

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

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

## 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](mailto:nbmilk@nbmilk.org) or by phone 432-4330.

If you have photos that could be featured in future Milk Matters please email [katie.bleakney@nbmilk.org](mailto:katie.bleakney@nbmilk.org)

## PROMOTIONS

Dairy Farmers of New Brunswick, Nova Scotia and PEI celebrated music and dairy together at the East Coast Music Association (ECMA) Fan Fest and Red Carpet Awards

Show! Dairy was well represented to fans and over 3,000 different dairy sample were given away!



## THE SOCIAL MEDIA SCOOP

New Brunswickers love to see photos of big machines on DFNB social media.

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)

Please follow our accounts, plus COMMENT and SHARE posts.

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





## PUT NATURE TO WORK ON YOUR FARM

Dairy Farmers of Canada have teamed up with Ducks Unlimited Canada (DUC) to offer dairy producers conservation solutions to enhance the natural systems on their farms. From financial incentives to land management advice, DUC's farm-gate programs can help Canadian dairy farmers as they work toward the goal of being carbon neutral by 2050.



### DUC programs tailored to each farm

From delivering on-farm programs to consulting with conservation specialists, DUC works directly with dairy farmers to find the right solution for their operation. Programs vary according to region but include forage conversion, wetland restoration, conservation easements, biodiversity projects, and more.

### Let's talk

DUC programs are available in several regions across Canada. Interested in learning more? Visit [ag.ducks.ca](http://ag.ducks.ca) to see what programs are available in your province or call your local DUC office to start the discussion and see if your farm is eligible.

### Sustainability is good for your business

DUC has been a trusted partner of farmers for 85 years and offers on-farm projects that enhance:

- *forage production*
- *soil health*
- *carbon storage*
- *biodiversity potential*
- *Water infiltration pollination services*
- *water/nutrient filtration*

## 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.](http://laws.gnb.ca/en/ShowTdm/cr/2010-19//Plans%20for%20construction,%20extension,%20alteration,%20installation%20or%20replacement%2050(1)Plans%20for%20the%20construction,%20extension%20or%20alteration%20of%20a%20dairy%20farm,%20including%20a%20dairy%20barn,%20milking%20parlour%20or%20milk%20house,%20shall%20be%20submitted%20to%20the%20Commission%20or%20an%20inspector%20for%20approval%20before%20the%20work%20is%20undertaken.%2050(2)Plans%20for%20the%20installation.)



### Get out your crayons!

We're having a kids colouring contest with 12 amazing prizes!

- 🍹 10 freeze magic squishy cups
- 🍦 1 play & freeze ice cream ball
- 🍿 1 popcorn maker

Print colouring sheet + read contest rules here:

<https://www.nbmilk.org/en/contestrules>

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

**Quota Exchange for May, 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		1.8	1.8	455.6	457.4	457.4	
<b>TOTALS</b>		<b>1</b>	<b>1.8</b>				<b>457.4</b>	<b>39</b>

QESP = Quota Exchange Selling Price

1.8 of 457.4 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 1.8 kgs offered for sale and total bids to purchase of 457.4 kgs.

QESP = Le prix de vente de quota

1.8 des 457.4 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

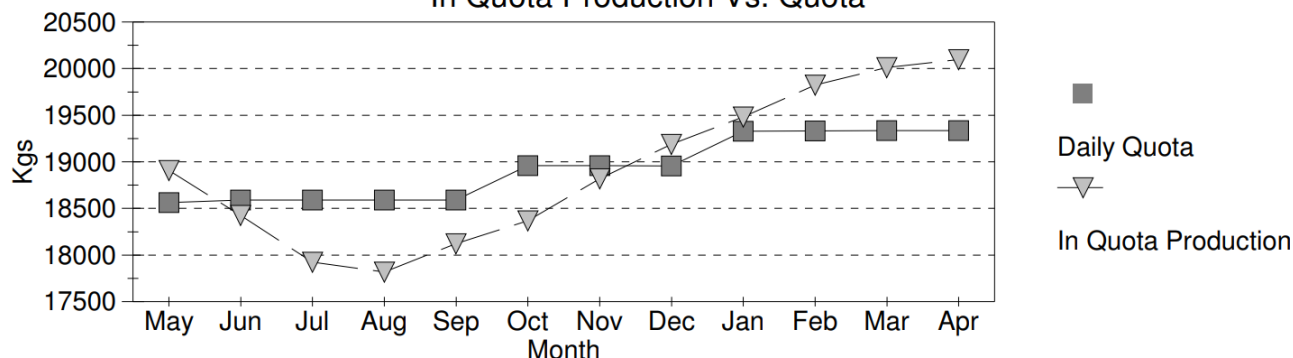
Il y avait un total de 1.8 kgs proposés à la vente et le total des offres pour l'achat de 457.4kg.

**Next Exchange closes at 4:00 p.m., Thursday June 1, 2023**

**Results are available Tuesday June 6, 2023**

Month	May	Apr	Mar	Feb	Jan	Dec	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	1.8	3.0	2.0	2.1	6.6	23.0	6.4
Kgs by Transfer	.0	.0	85.0	.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.

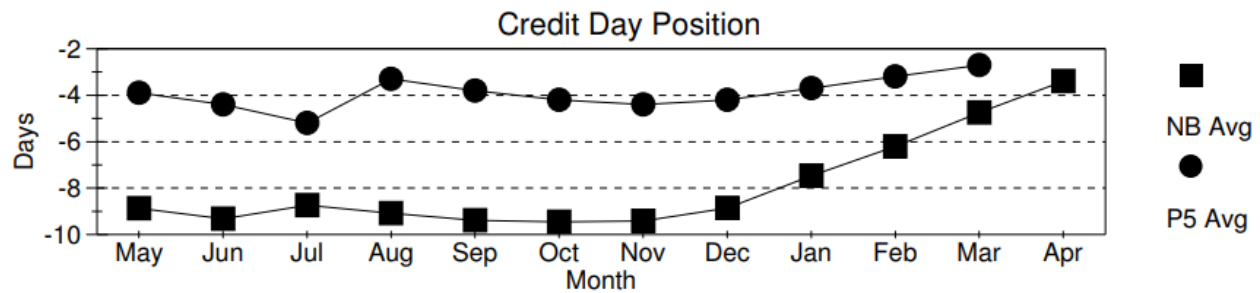
### MINIMUM QUOTA HOLDINGS POLICY

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

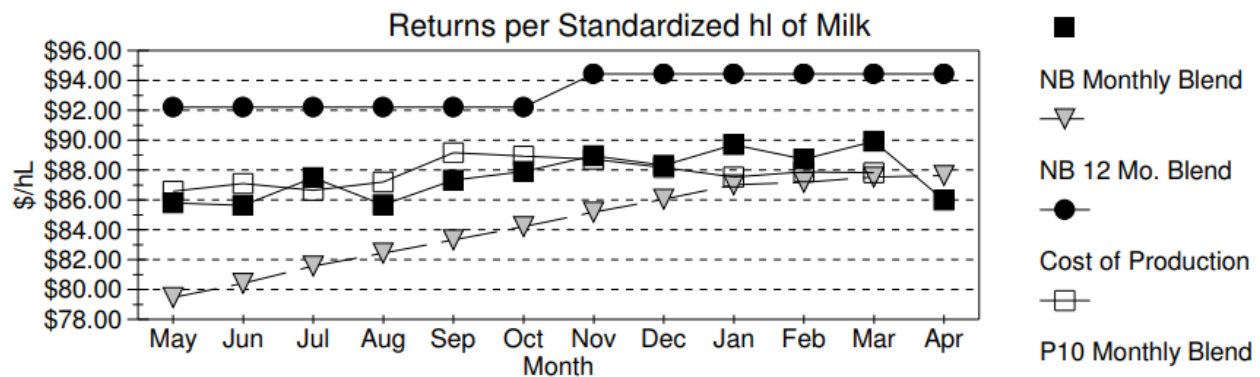
### DAILY QUOTA TRANSFER ORDER

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	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Incentive Days Issued	1.06	1.06	0.07	1.06	3.06	3.19	3.18	2.19	0.18	0.06	0.07	0.01
Incentive Days Used	0.65	0.55	0.05	0.39	0.95	0.95	1.23	1.08	0.18	0.06	0.07	0.01
Days Over Quota	0.02	0.00	0.03	0.05	0.01	0.01	0.00	0.01	0.02	0.01	0.05	0.05
Days Lost	-0.14	-0.10	-1.54	-1.32	-1.36	-1.34	-1.27	-1.13	-1.03	-0.55	-0.41	-0.24
Days Exchanged	0.96	1.15	0.96	0.17	0.21	0.09	0.12	0.23	0.39	0.80	0.87	1.17
Credit Exch Clearing Price	\$3.00	\$3.11	\$2.50	\$0.99	\$0.20	\$0.01	\$0.01	\$0.50	\$0.55	\$2.00	\$3.93	\$4.50



Month	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
SNF Market Ratio \$/kg	\$4.20	\$4.21	\$4.21	\$3.83	\$3.72	\$3.85	\$3.54	\$3.44	\$3.12	\$2.80	\$2.68	\$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.

### APRIL 2023 CREDIT EXCHANGE \$4.50/KG

22,570 of 22,666 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](http://www.nbmlk.org) - click on LOGIN link. \*\***

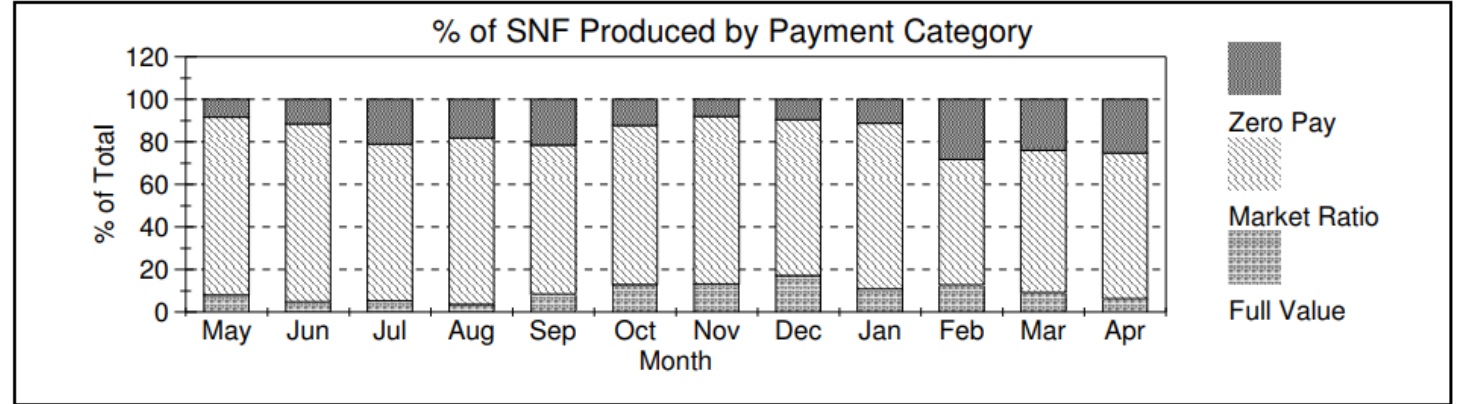
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
April 2023	981	-\$2.7327	(\$2,680)	752	-\$1.9107	(\$1,436)	1,282	-\$0.3917	(\$502)
12 Months	4,772	-\$2.7327	(\$13,041)	3,659	-\$1.9107	(\$6,992)	6,210	-\$0.3917	(\$2,432)
<b>SNF &gt; 2.20</b>									
April 2023				3,605	\$0.0000	\$0	6,666	\$0.0000	\$0
12 Months				21,149	\$0.0000	\$0	39,037	\$0.0000	\$0
<b>SNF 2.00&lt;=2.20</b>									
April 2023				28,107	\$2.5124	\$70,615	51,075	\$2.5124	\$128,321
12 Months				353,632	\$3.5750	\$1,264,247	643,216	\$3.5774	\$2,301,049
<b>Domestic Market</b>									
April 2023	601,971	\$13.0444	\$7,852,347	428,962	\$10.4398	\$4,478,283	771,042	\$9.0000	\$693,938
12 Months	6,896,934	\$13.1778	\$90,886,319	4,924,170	\$10.5755	\$52,075,655	8,817,679	\$9.0000	\$7,935,911

## Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
April 2023	\$94.83	\$7,849,667	\$4,547,462	\$821,757				\$13,218,886
12 Months	\$95.15	\$90,873,278	\$53,332,910	\$10,234,527				\$154,392,251
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
April 2023	\$4.08	\$.1015	\$.0663	\$.0090	\$.0016	\$6.50		\$907,780
12 Months	\$3.54	\$.1055	\$.0632	\$.0093	\$.0016	\$5.92		\$9,644,527
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
April 2023	169,296	0	0	53				0
12 Months	178,766	11,377	237	38				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total solids	SNF Ratio		
April 2023	13,965,968	4.3173	3.3039	5.9435	13.5647	2.1419		
12 Months	162,441,220	4.2487	3.2643	5.8521	13.3651	2.1457		

## SNF Policy

Current SNF Ratio Values	Full Value<= 2.00	Market Ratio2.00<=2.20	Zero Pay> 2.20
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## SNF/BF: Avg Ratios

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



### 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](http://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](http://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](mailto: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.

### Dairy Specialist

Contact Brian MacDonald.  
Cell phone:  
**506.433.0509**  
Email:  
[brian.macdonald@gnb.ca](mailto:brian.macdonald@gnb.ca)

### Composition & Microbiology Testing

Composition testing  
contact Jill Hay at:  
[jill.hay@rpc.ca](mailto:jill.hay@rpc.ca)  
Microbiology testing  
contact Corrie Maston at:  
[corrie.maston@rpc.ca](mailto:corrie.maston@rpc.ca)

### Hoof Trimming

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

### AgExpert Analyst Certified Advisor

Contact Kim Waalderbos  
by phone at:  
**506.260.3004**

### Sussex Co-op Livestock Auction

Sales every other  
Wednesday at 11:30am  
For more information call:  
**506.432.1841**

### 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 John Russell  
by phone at:  
**506.452.8101**  
**506.381.2887**  
or by email at:  
[john@fermeNBfarm.ca](mailto:john@fermeNBfarm.ca)

### Livestock Feed Specialist

Contact David Dykstra  
Phone:  
**506.434.5755**  
Email:  
[david.dykstra@gnb.ca](mailto:david.dykstra@gnb.ca)

## 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.

#### 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/>

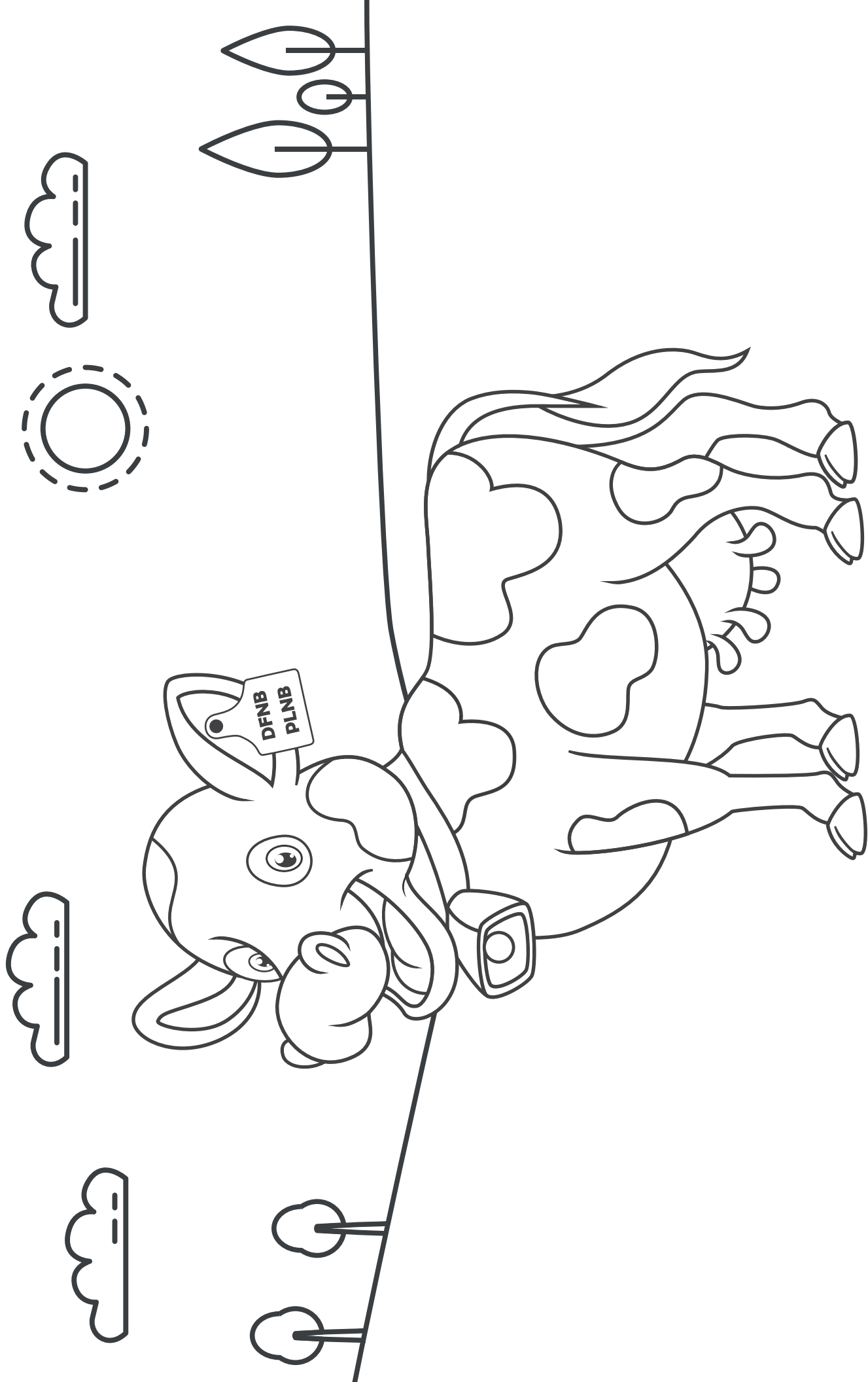
#### Dairy Farmers of Canada News Centre

<https://www.dairyfarmers.ca/news-centre/document-library>

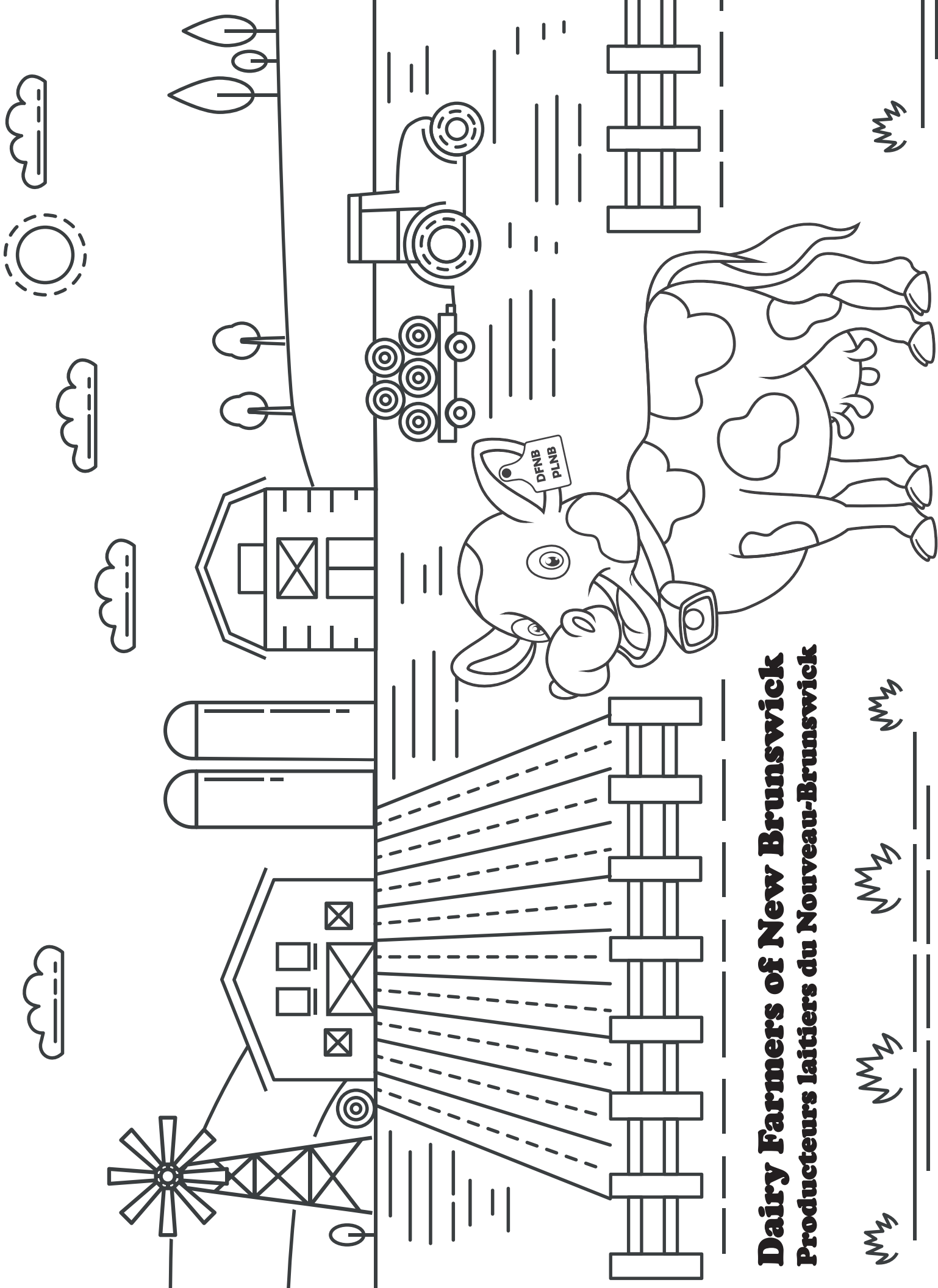
#### AgriStartNB

<https://www2.gnb.ca/content/dam/gnb/Departments/10/pdf/Agriculture/FarmingInNewBrunswick-RoadMapForNewEntrants.pdf>





**Dairy Farmers of New Brunswick**  
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