

APRIL 14, 2023

MILK M TTERS

Dairy Farmers of New Brunswick
Producteurs laitiers du Nouveau-Brunswick

The Official Newsletter for New Brunswick Milk producers.



IN THIS ISSUE

2023 DFNB SCHOLARSHIPS

IBC NOW THE OFFICIAL BACTERIA TEST FOR NEW BRUNSWICK PRODUCERS

MARCH 2023 PRODUCTION STATISTICS

AND MORE...

Incentive day added for May 2023

To ensure a stronger production to replenish the low butter stocks outlook for 2023, the P5 Boards announce the issuance of one conventional incentive day on a non-cumulative basis for the month of May.

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 table below provides a summary:

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

**BLEND PRICE
MARCH 2023**

\$99.38/hl or \$22.86/
kg of BF
BF 4.3459 kg/hl,
Protein 3.3158 kg/hl
LOS 5.9235 kg/hl

**CREDIT EXCHANGE
DEADLINE**

April 18, 2023
4:00 PM
Please submit credit
bids/offers on
DFNB Portal at
www.nbmilk.org

**QUOTA EXCHANGE
DEADLINE**

May 1, 2023
4:00 PM
Please send bids to
quota@nbmilk.org

DFNB OFFICE 506-432-4330

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

2023 DFNB Scholarships—Due May 19

*More information and the application can be found on the DFNB webpage.
Applications have been emailed to all producers and NB High Schools.*

DFNB Memorial Scholarship

Dairy Farmers of New Brunswick is offering a \$1000 Entrance Scholarship in memory of individuals who have made an outstanding contribution to the dairy industry in New Brunswick. It is hoped that the young men and women who benefit from this scholarship will become tomorrow's contributors to agriculture in this province.

Applicant must be:

- A resident of the province of New Brunswick.
- Enrolled in a university degree program related to agriculture or the dairy industry, including but not necessarily limited to plant and animal science, agricultural engineering, veterinary science, agricultural economists, etc.
- Entering first year of study in an approved university degree program.

DFNB Scholarship

Dairy Farmers of New Brunswick is offering a \$1000 Scholarship in the hope that young men and women who benefit from this scholarship will become tomorrow's contributors to agriculture in this province.

Applicant must be:

- A resident of the province of New Brunswick.
- First-year applicants must be accepted in an approved technician or technology program in order to be considered.
- Entering any year of a Technician or Technology diploma or Certification program relating to Agriculture or Dairy at college, including (but not limited to) plant and animal science, farm management, farm technology, field technology, etc.

George B. Whalen Memorial Scholarship

Dairy Farmers of New Brunswick is offering a \$1000 scholarship in memory of George B. Whalen, who dedicated a great part of his life to the promotion of a more viable dairy industry in New Brunswick. It is hoped that the young men and women who benefit from this scholarship will become tomorrow's contributors to agriculture in this province.

Applicant must be:

- A resident of the province of New Brunswick.
- Entering second, third or fourth year of study in an approved university degree program.
- Enrolled in a university degree program related to agriculture or the dairy industry, including but not necessarily limited to plant and animal science, agricultural engineering, veterinary science, agricultural economists, etc.

DFNB BOARD OF DIRECTORS

Wietze Dykstra <i>Chair</i>	352-8192
Gilbert Matheson <i>Vice Chair</i>	434-2357
Becky Perry <i>2nd Vice Chair</i>	435-0651
Gerald Daley <i>North East</i>	544-6303
Denis Cyr <i>North West</i>	426-0788
John Schuttenbeld <i>Fredericton</i>	461-9254
John Best <i>Woodstock</i>	425-0765
Paul Gaunce <i>At-Large</i>	650-9595
Reint-Jan Dykstra <i>Moncton</i>	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
April 24-25



DFNB Spring Meeting April 12

DFNB held their hybrid virtual/in-person meeting on April 12th. Many of the local milk committees booked meeting venues for their producers to gather and listen to the presentation together. It is estimated that there were over 100 participants. A recording of the presentation is available on the DFNB website for those who were not able to attend the meeting.

<https://www.nbmilk.org/en/producer-info/dfnb-virtual-meetings>

Buy & Sell

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

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 432-4330.

If you have photos that could be featured in future Milk Matters please email katie.bleakney@nbmilk.org

Promotions

Two more videos will be produced. One will be a farm feature and the other will be a how-it's-made video. This video will take consumers through the of process fluid milk production from farm to table. If you are interested in volunteering your farm for a video please email: katie.bleakney@nbmilk.org

#pintsizefarmer



THE SOCIAL MEDIA SCOOP

New Brunswickers love to see photos of farm kids on DFNB social media. #pintsizefarmer

If you have a great photo to share, please text Michelle 902-877-9355 or send her an email: michelle.kempton@dfc-plc.ca

If we use your child's photo, we will not identify child or where they live.

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!



IBC now official Bacteria test for New Brunswick Producers

The NB Farm Products Commission (FPC) is pleased to share that RPC has acquired a Bactoscan unit and NB producers will now receive Individual Bacterial Count (IBC) testing for milk quality. As of February 1, 2023, FPC has been using the IBC results to calculate milk quality penalties for producers who exceed the acceptable limits as established in the Milk Quality Premise Penalty Order 2022-06.

The Standard Plate Count (SPC) and Lab Pasteurization Count (LPC) will no longer be used to calculate milk quality penalties in NB. FPC recognizes that due to certain situations, NB bulk milk tank samples may find their way to Quebec's milk testing laboratory. FPC will accept those IBC results in the event that an IBC result is not available from the RPC lab due to sample delivery logistic issues.

Currently, in the event a producer is experiencing unacceptable IBC limits, a Justice and Public Safety (JPS) inspector will contact the producer to make them aware which will allow the producer to take corrective action. Producers now also have the option to take a raw milk sample to RPC for an SPC or LPC test to assist in further identifying a problem and/or take a sample to RPC for testing to ensure the quality issue has been resolved.

In the event that a farm's IBC penalties escalate over multiple months and reach the penalty level where that farm's milk pickups are suspended (shut-off period), the JPS inspector will continue to take a regulatory sample during that shut-off period to verify the milk quality issue has been resolved before the FPC directs DFNB to reinstate that farm's milk pickups following the required shut off period.

For further information or clarification on IBC testing FPC staff can be contacted at FPC.CPF@gnb.ca or by telephone at (506) 470-8845 or (506) 230-2109.

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.

**\$100 BLUE COW
SHOP CREDIT**

— click here to shop —

One credit per producer for the 2023 calendar.
Please see "Blue Cow Shop:How To" under quick links for more details.



Look for the blue cow store link after the producer log-in. You can also find a how to video under quick-links. Be sure to take advantage of this credit, offered by the Promotion Committee, if you have not already.

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

Quota Exchange for April, 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		3.0	3.0	423.8	426.8	426.8	
TOTALS		2	3.0				426.8	33

QESP = Quota Exchange Selling Price

3.0 of 426.8 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 3.0 kgs offered for sale and total bids to purchase of 426.8 kgs.

QESP = Le prix de vente de quota

3.0 des 426.8 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

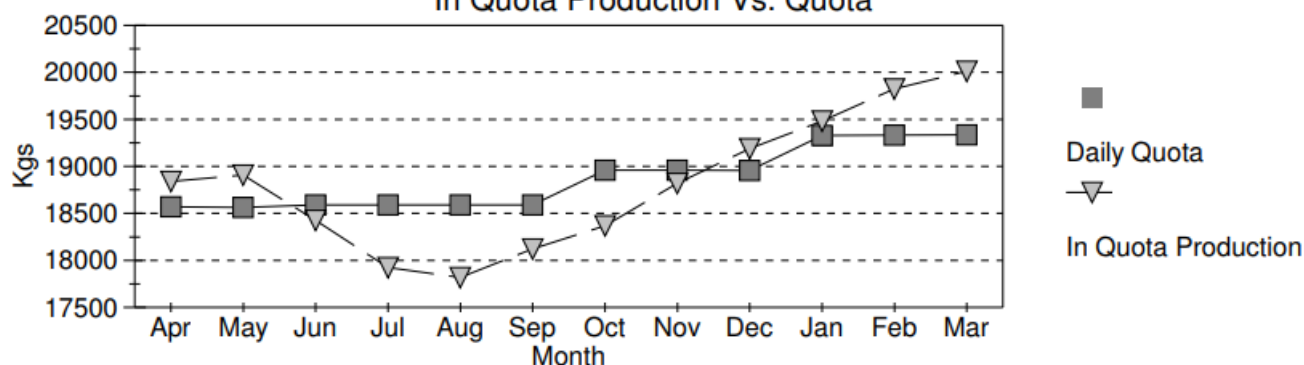
Il y avait un total de 3.0 kgs proposés à la vente et le total des offres pour l'achat de 426.8kg.

Next Exchange closes at 4:00 p.m., Monday May 1, 2023

Results are available Thursday May 4, 2023

Month	Apr	Mar	Feb	Jan	Dec	Nov	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	3.0	2.0	2.1	6.6	23.0	7.8	7.4
Kgs by Transfer	.0	85.0	.0	.0	.0	163.4	41.4

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.

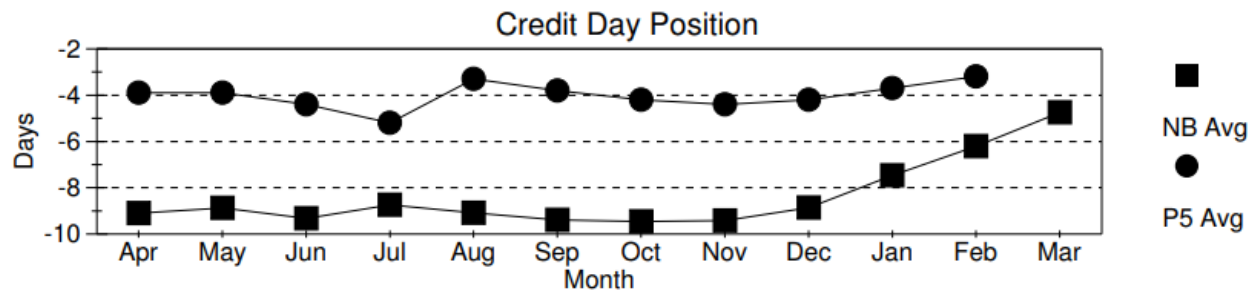
MINIMUM QUOTA HOLDINGS POLICY

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

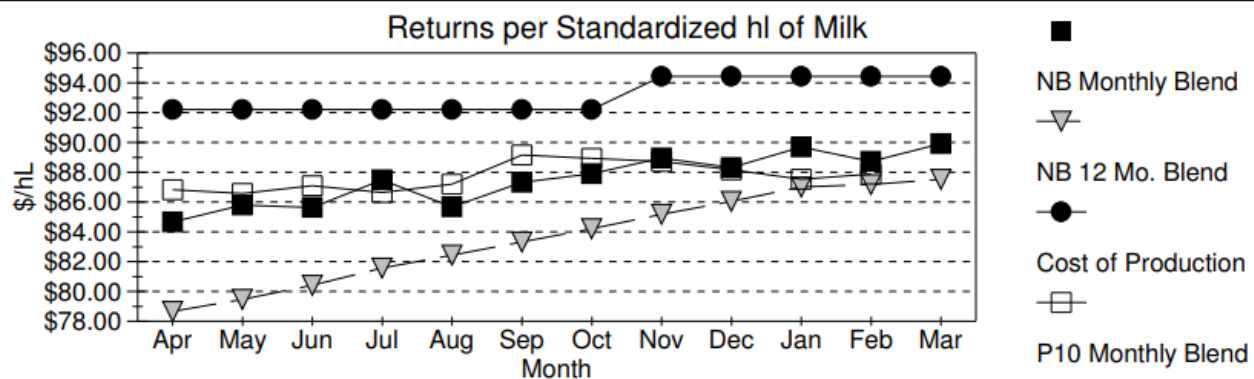
DAILY QUOTA TRANSFER ORDER

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	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Incentive Days Issued	1.06	1.06	1.06	0.07	1.06	3.06	3.19	3.18	2.19	0.18	0.06	0.07
Incentive Days Used	0.64	0.65	0.55	0.05	0.39	0.95	0.95	1.23	1.08	0.18	0.06	0.07
Days Over Quota	0.01	0.02	0.00	0.03	0.05	0.01	0.01	0.00	0.01	0.02	0.01	0.05
Days Lost	-0.10	-0.14	-0.10	-1.54	-1.32	-1.36	-1.34	-1.27	-1.13	-1.03	-0.55	-0.41
Days Exchanged	1.11	0.96	1.15	0.96	0.17	0.21	0.09	0.12	0.23	0.39	0.80	0.87
Credit Exch Clearing Price	\$5.00	\$3.00	\$3.11	\$2.50	\$0.99	\$0.20	\$0.01	\$0.01	\$0.50	\$0.55	\$2.00	\$3.93



Month	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
SNF Market Ratio \$/kg	\$4.18	\$4.20	\$4.21	\$4.21	\$3.83	\$3.72	\$3.85	\$3.54	\$3.44	\$3.12	\$2.80	\$2.68

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.

MARCH 2023 CREDIT EXCHANGE \$3.93/KG

16,791 of 16,847 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. ****

APRIL 14, 2023

NB Domestic Milk Pool

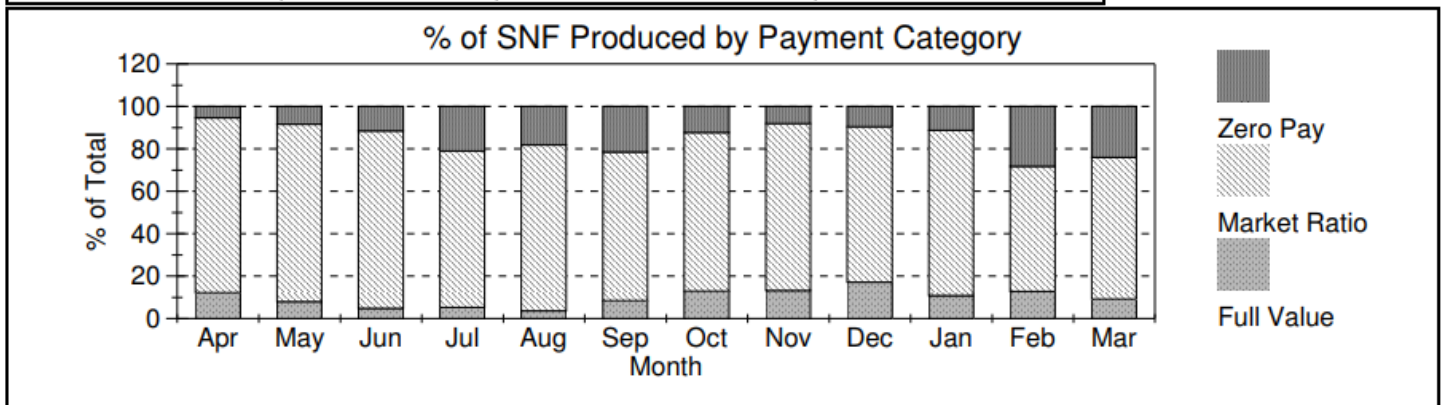
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
March 2023	929	-\$2.7327	(\$2,538)	715	-\$1.9107	(\$1,365)	1,173	-\$0.3917	(\$460)
12 Months	3,996	-\$2.7327	(\$10,920)	3,054	-\$1.9107	(\$5,836)	5,178	-\$0.3917	(\$2,028)
SNF > 2.20									
March 2023				2,666	\$0.0000	\$0	4,916	\$0.0000	\$0
12 Months				18,197	\$0.0000	\$0	33,608	\$0.0000	\$0
SNF 2.00<=2.20									
March 2023				26,617	\$2.6782	\$71,284	48,182	\$2.6782	\$129,041
12 Months				354,934	\$3.7089	\$1,316,420	645,275	\$3.7109	\$2,394,574
Domestic Market									
March 2023	619,445	\$13.6031	\$8,426,368	443,329	\$10.8901	\$4,827,895	791,307	\$9.0000	\$712,176
12 Months	6,859,949	\$13.1294	\$90,066,799	4,899,975	\$10.5654	\$51,770,275	8,766,757	\$9.0000	\$7,890,081

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
March 2023	\$99.38	\$8,423,830	\$4,897,814	\$840,757				\$14,162,401
12 Months	\$94.89	\$90,055,878	\$53,080,859	\$10,282,627				\$153,370,901
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
March 2023	\$3.57	\$0.1015	\$0.0663	\$0.0090	\$0.0016	\$5.99		\$855,583
12 Months	\$3.45	\$0.1066	\$0.0624	\$0.0094	\$0.0016	\$5.84		\$9,475,954
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
March 2023	166,558	0	0	24				0
12 Months	177,064	10,909	227	30				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total solids	SNF Ratio		
March 2023	14,274,961	4.3459	3.3158	5.9235	13.5852	2.1260		
12 Months	161,785,707	4.2426	3.2612	5.8416	13.3454	2.1456		

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

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.

Dairy Specialist

Contact Brian MacDonald.
Cell phone:
506.433.0509
Email:
brian.macdonald@gnb.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

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

Livestock Feed Specialist

Contact David Dykstra
Phone:
506.434.5755
Email:
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>

DFNB is offering each farm a
\$100 CREDIT at the BLUE COW SHOP!
Follow these steps to receive your swag:



Let's all represent
by showing
off our brand!

1

Go online to the blue cow shop

You can find a link to the store on the DFNB website once logged in. Or go to:

<https://dairyfarmersofcanada.ca/en/canadian-goodness/blue-cow-shop>



Select items of interest and add to cart

Shop around for yourself, family members or even gifts.

If you happen to go over the \$100 credit that's ok. You will just pay the extra and still be reimbursed the \$100.

2



3

Continue shopping or check out

Once your item is added to the cart you can choose to add more items by selecting "continue shopping" or if you have everything select "check out."



BONUS STEP: order a free farm sign

This sign is an 18x30 aluminum sign for your farm. Only one sign per farm please. Find the sign in the shop add to cart and add the promotional code DFNB-sign to have the fees removed. (promo available until July 31, 2023)

Shipping, payment and confirmation

Add in your shipping details so your items will arrive right to your door. Payment, yes you will have to pay, however DFNB will reimburse you the \$100. Just don't forget step five.

4

5

Forward confirmation email for reimbursement

After you have completed your purchase you will receive a confirmation email to the address used in the checkout process. Go to your inbox and forward this email to: luke.chase@nbmilk.org

**One credit per producer for the 2023 calendar year.*

Enjoy your swag, look for credit on your statement

Once the confirmation email has been forwarded you will be credited on the following months statement. Enjoy your awesome new DFNB products. Thanks to the DFNB promotions committee!

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