

NOVEMBER 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

DIRECTOR PROFILE

INCENTIVE DAYS

50TH AGM AGENDA

AND MORE...

50TH AGM AGENDA

DEC

05

TUE

10:00 AM REGISTRATION

12:30 PM NB HOLSTEIN ASSOCIATION AGM

1:30 PM DFNB IN CAMERA FOR PRODUCERS

PRESENTATION - COST OF PRODUCTION (CDC)

ROUND TABLE DISCUSSIONS

3:00 PM NUTRITION BREAK

4:30 PM AJOURNEMENT

DEC

06

WED

8:30 AM REVIEW OF DFNB 2022 AGM

8:45 AM 2023 ANNUAL REPORT SUMMARY

9:00 AM DFNB FINANCIAL REPORT

9:30 AM DFNB CHAIR'S ADDRESS

9:45 AM NUTRITION BREAK

10:00 AM DAIRY FARMERS OF CANADA

11:00 AM NB FARM PRODUCTS COMMISSION

12:00 PM LUNCH

1:00 PM LEADER PRESENTATIONS

1:15 PM DAIRY PROCESSOR ASSOCIATION OF CANADA

2:00 PM NUTRITION BREAK

2:30 PM MILK2020 AGM

4:30 PM ADJOURNMENT

6:00 PM CASH BAR

7:00 PM BANQUET

QUALITY AWARDS, PRODUCER OF THE YEAR, RECOGNITION OF RETIRING DIRECTORS

DEC

07

THU

8:30 AM MOTION TO ACCEPT FINANCIAL STATEMENTS

APPOINTMENT OF AUDITOR

SELECTION OF PRODUCER TO NEW ENTRANT COMMITTEE

DFNB PROMOTION COMMITTEE REPORT

DFC MARITIME PROMOTION SUMMARY

LOCAL MILK COMMITTEE RESOLUTIONS

10:00 AM NUTRITION BREAK

10:15 AM LOCAL MILK COMMITTEE RESOLUTIONS

12:00 PM ADJOURNMENT



P5 MESSAGE INCENTIVE DAY NOVEMBER - CONVENTIONAL

Due to production not being as strong as anticipated and stronger than expected market demand, the P5 Boards announce one incentive day for the month of November, for conventional producers.

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
November 2023	1
December 2023	

BUY & SELL

Wanted:

An individual with a degree in agriculture from NBCC Grand-Falls and 10 years of experience on a dairy farm wishes to explore potential farm succession options with an existing dairy farmer.

Contact: Marc Levesque (506) 479-4319

Email: marcleve@gmail.com

Please send for sale and wanted items to
nbmilk@nbmilk.org

PROMOTIONS

DFNB celebrates 50 years this year. This year at the AGM we would like to feature some of the farms that have been operating for 50 years (or longer). If your farm has been shipping milk for 50+ years and you are interested in being featured, please send an email to

katie.bleakney@nbmilk.org

THE SOCIAL MEDIA SCOOP

Free VIRTUAL Social Media Workshop exclusively for Dairy Farmers

This is your chance to meet Farmer Tim! He's a proud 4th generation dairy farmer, multi-award winning public speaker and social influencer. Learn to harness the power of social media to share your farm's story and connect with your community. Let's gather, share and grow together!

Join us for an online meeting: Thursday, January 11 @ 12pm for 1 hour of informative content and helpful tips... followed by Q&A.

PLEASE RSVP: send text to 902-877-9355 include your name, farm name and email

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



BLEND PRICE OCTOBER 2023

\$94.23/hl or \$21.81/
kg of BF
BF 4.3526 kg/hl,
Protein 3.3459 kg/hl
LOS 5.8995 kg/hl

CREDIT EXCHANGE DEADLINE

Nov 17, 2023
4:00 PM
Please submit credit
bids/offers on
DFNB Portal at
www.nbmilk.org

QUOTA EXCHANGE DEADLINE

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

DFNB OFFICE 506-432-4330

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

50TH AGM

Registration for the Dairy Farmers of New Brunswick 50th AGM is available online at www.nbmilk.org
The AGM will take place at the Delta Fredericton from December 5th to 7th, 2023.

DFNB BOARD OF DIRECTORS

Wietze Dykstra <i>Chair</i>	325-8192
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



Save the Date

2024 Annual Dairy
Policy Conference

**Building a Robust
and Modern
Canadian Dairy
Industry for
the Future**

February 5-9, 2024

Fairmont Château Laurier,
Ottawa, ON

More details to come



À votre agenda

Conférence annuelle sur
la politique laitière 2024

**Construire une
industrie laitière
canadienne
durable et moderne
pour l'avenir**

5-9 février 2024

Le Fairmont Château Laurier,
Ottawa, ON

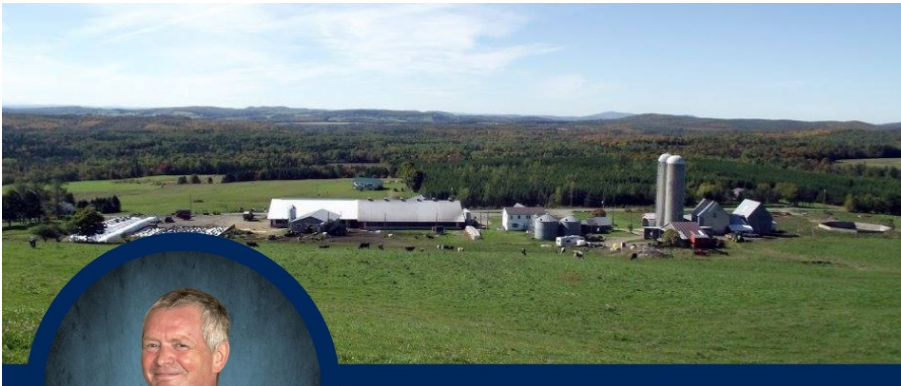
Plus de détails à venir

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 50th AGM
Dec 5-7, 2023



WIETZE DYKSTRA

DFNB Chair

Years served on the DFNB board:

Four

Milking set up:

We milk in a double 10 parallel parlour built in 1997. The parlour only has automatic take offs. Nothing else.

Tell us about your dairy experience.

Dairy has always been a dream of me from a very young age. I never expected to end up where I am now, but here I am. Not many people can say their work is their hobby, but that is the case for me.

What is your vision for the future of DFNB?

My hope is that we can continue to build on the current collaboration with the other Maritime provinces. If the time is right, maybe we could move towards a Western Milk Pool concept. We will always need a provincial board to deal with provincial issues.

Share the best farming memory you have.

Oh my... over 32 years? We have two upright silos, 80 feet high. One evening at dusk, my wife and I decided it would be cool to have a string of Christmas lights going from the first silo to the second one. She climbed up one silo and I did on the second silo with the lights. I threw a rock with a string to try to bridge the gap between the silos and she was suppose to catch it. It took a few tries. All went well, but after reflection, it probably was not our best idea to throw rocks at her at 80 ft high in fading light. The string of lights looked cool though.

PROACTION

The 2024 Lactanet Calenders are now available. Any producer who would like a calendar can reach out to Natasha McKillop at: natasha@atlanticproaction.org or 902-890-8348

If you need a biosecurity sign these can be picked up at the DFNB office. Reach out to Natasha by December 1st and she can bring you a Lactanet Calander and or a biosecurity sign to the AGM in Fredericton.

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.

Producers 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.

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.

Enhance biodiversity on your farm with Tree Canada



As dairy farmers work together towards Net Zero by 2050, one of the best ways to enhance biodiversity is by planting and maintaining trees on your land.



**HERE FOR
TOMORROW**



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

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

Quota Exchange for November, 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
\$24,000.00 < 2.00		28.4	28.4	317.7	346.1	346.1	
TOTALS	2	28.4			346.1	25	

QESP = Quota Exchange Selling Price

28.4 of 346.1 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

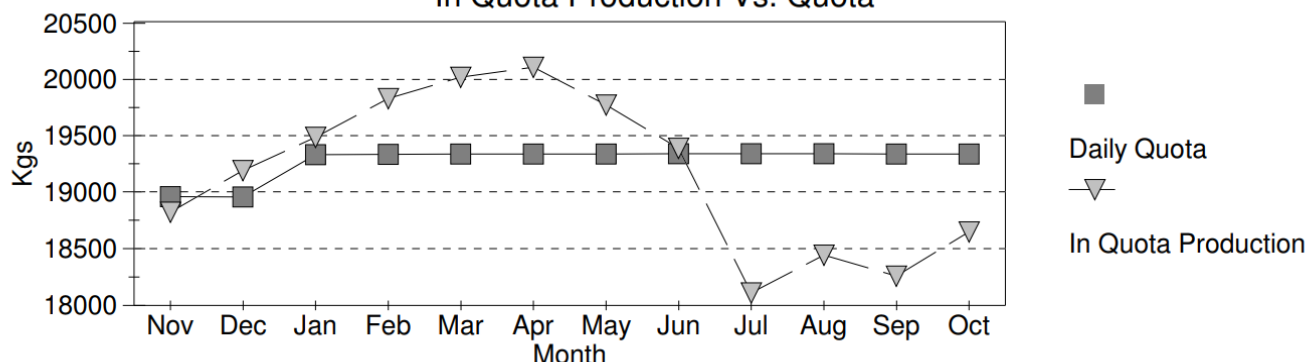
There was a total of 28.4 kgs offered for sale and total bids to purchase of 346.1 kgs.

QESP = Le prix de vente de quota

28.4 des 346.1 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté. Il y avait un total de 28.4 kgs proposés à la vente et le total des offres pour l'achat de 346.1kg.

Next Exchange closes at 4:00 p.m., Friday December 1, 2023**Results are available Wednesday December 6, 2023**

Month	Nov	Oct	Sept	Aug	Jul	Jun	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	28.4	2.5	5.0	2.0	15.9	32.1	14.3
Kgs by Transfer	.0	.0	.0	53.9	.0	.0	9.0

In Quota Production Vs. Quota**QUOTA CORNER****QUOTA EXCHANGE PROCEDURES**

Bids/Offer 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.

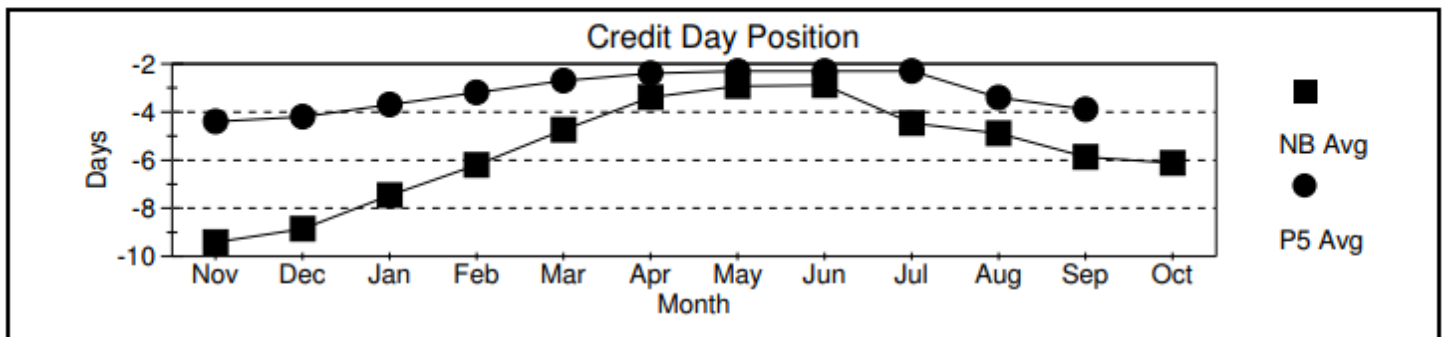
MINIMUM QUOTA HOLDINGS POLICY

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

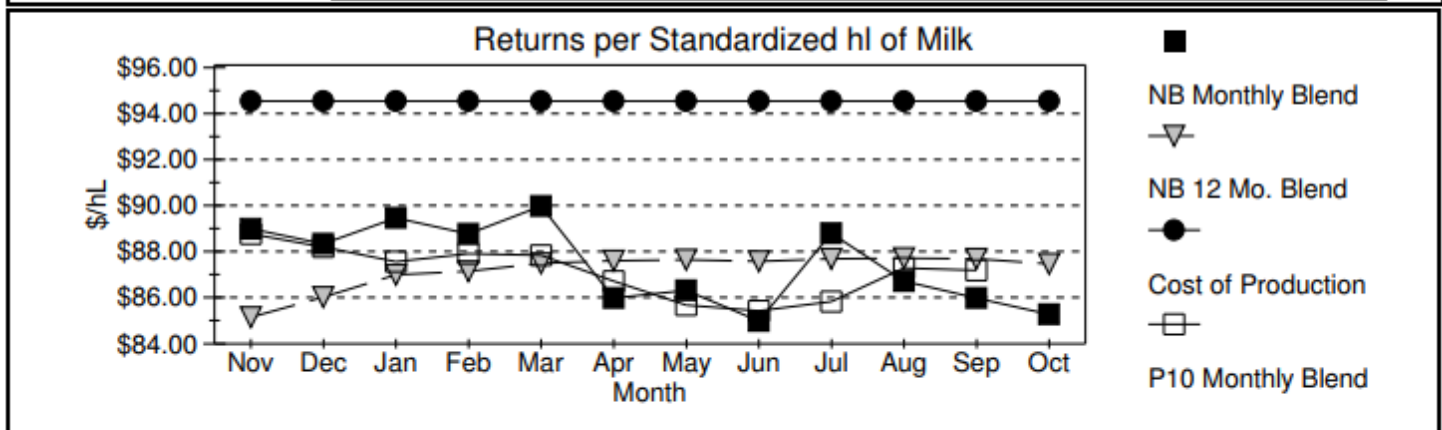
DAILY QUOTA TRANSFER ORDER

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	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Incentive Days Issued	3.18	2.19	0.18	0.06	0.07	0.01	1.00	1.00	1.04	0.04	1.07	1.07
Incentive Days Used	1.23	1.08	0.18	0.06	0.07	0.01	0.58	0.55	0.39	0.04	0.43	0.52
Days Over Quota	0.00	0.01	0.02	0.01	0.05	0.05	0.03	0.02	0.00	0.00	0.00	0.01
Days Lost	-1.27	-1.13	-1.03	-0.55	-0.41	-0.24	-0.31	-0.23	-0.70	-0.78	-0.84	-1.28
Days Exchanged	0.12	0.23	0.39	0.80	0.87	1.17	0.90	1.01	0.77	0.72	0.92	0.61
Credit Exch Clearing Price	\$0.01	\$0.50	\$0.55	\$2.00	\$3.93	\$4.50	\$5.51	\$6.77	\$3.50	\$1.25	\$1.00	\$0.50



Month	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
SNF Market Ratio \$/kg	\$3.54	\$3.44	\$3.12	\$2.80	\$2.68	\$2.51	\$2.51	\$2.50	\$2.44	\$1.72	\$1.69	\$1.80

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.

OCTOBER 2023 CREDIT EXCHANGE \$0.50/KG

11,808 of 15,291 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. ****

NB Domestic Milk Pool

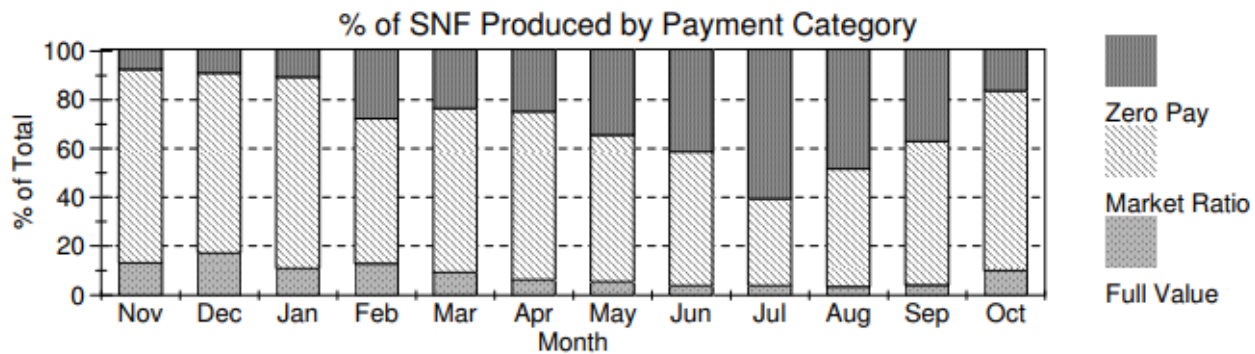
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
October 2023	270	-\$2.7327	(\$737)	210	-\$1.9107	(\$402)	377	-\$0.3917	(\$148)
12 Months	3,762	-\$2.7327	(\$10,280)	2,872	-\$1.9107	(\$5,488)	4,924	-\$0.3917	(\$1,929)
SNF > 2.20									
October 2023				1,630	\$0.0000	\$0	2,901	\$0.0000	\$0
12 Months				48,343	\$0.0000	\$0	89,936	\$0.0000	\$0
SNF 2.00<=2.20									
October 2023				25,751	\$1.8015	\$46,390	45,842	\$0.6300	\$28,880
12 Months				329,198	\$2.5322	\$833,583	600,697	\$2.2478	\$1,350,267
Domestic Market									
October 2023	577,853	\$12.7342	\$7,358,498	416,817	\$10.5930	\$4,415,337	734,457	\$0.9000	\$661,011
12 Months	6,991,384	\$13.2836	\$92,870,770	4,977,937	\$10.6730	\$53,129,665	8,961,600	\$0.9000	\$8,065,440

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
October 2023	\$94.23	\$7,357,761	\$4,461,325	\$689,744				\$12,508,829
12 Months	\$95.68	\$92,860,490	\$53,957,761	\$9,413,778				\$156,187,388
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
October 2023	\$3.20	\$0.1015	\$0.0744	\$0.0085	\$0.0016	\$5.73		\$760,965
12 Months	\$3.48	\$0.1015	\$0.0683	\$0.0089	\$0.0016	\$5.88		\$9,645,229
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
October 2023	182,977	0	0	34				0
12 Months	181,322	9,517	181	65				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
October 2023	13,282,167	4.3526	3.3459	5.8995	13.5980	2.1241		
12 Months	163,387,386	4.2813	3.2795	5.9106	13.4715	2.1466		

SNF Policy

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

Month	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Full Value	1.91	1.94	1.93	1.93	1.93	1.90	1.89	1.87	1.94	1.90	1.88	1.92
Market Ratio	2.12	2.13	2.13	2.10	2.11	2.12	2.11	2.12	2.13	2.13	2.11	2.12
Zero Pay	2.33	2.29	2.29	2.25	2.25	2.27	2.25	2.28	2.30	2.29	2.26	2.25
Provincial	2.11	2.11	2.13	2.12	2.13	2.14	2.15	2.18	2.23	2.20	2.15	2.12

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

Crop 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>

Canadian 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 scheduled pickups, you can contact:

Agropur Transportation:
Kris Aiton (506) 432-0476

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