

OCTOBER 15, 2023

# MILK MATTERS

Dairy Farmers of New Brunswick  
Producteurs laitiers du Nouveau-Brunswick

*The Official Newsletter for New Brunswick Milk producers.*



Photo by Cécile Matheson

## IN THIS ISSUE

### DIRECTOR NOMINATIONS

### AWARD WINNERS

### 50TH AGM

### AND MORE...

## DIRECTOR NOMINATIONS

The nominations for the director positions closed on October 4, 2023 at 4:30 pm. DFNB only received one nomination form for each position. Each nominee was notified of their acclamation to their respective position.

At-Large: Paul Gaunce

Moncton: George Wesselius

North-East: Mike Bouma

Their respective three year terms will start on December 7, 2023 after the close of the DFNB Annual Meeting.

DFNB would like to take the opportunity to congratulate George and Mike for taking on this new challenge.

DFNB welcomes back Paul who joined the board in December 2005 and who will be starting his 7th term as director at-large after the close of the DFNB Annual Meeting.

See page 2 for article.

**BLEND PRICE  
September 2023**

\$93.30/hl or \$21.98/  
kg of BF  
BF 4.2432 kg/hl,  
Protein 3.2465 kg/hl  
LOS 5.8864 kg/hl

**CREDIT EXCHANGE  
DEADLINE**

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

**QUOTA EXCHANGE  
DEADLINE**

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

**DIRECTOR NOMINATIONS CONTINUED...**

It is also important to recognize Gerald Daley and Reint-Jan Dykstra as the outgoing directors who will be stepping down after the close of the Annual Meeting on December 7, 2023.

Gerald is completing his 23rd year as director for the North-East. Gerald served as DFNB's Vice in 2015 and in 2019 and represented DFNB on the P5 Transportation Committee and represented DFNB on the P5 Quota Committee. Gerald also served a two year term as the P5 Quota Committee's Chair as well. Gerald also represented the board on various other national, regional and provincial committees.

Reint-Jan Dykstra is completing his 26th year as director for the Moncton Area. Reint-Jan served as DFNB's 2nd Vice in 2000 and 2001, 1st Vice in 2002, 2003 and 2004 and Chair in 2005, 2006 and 2007. Reint-Jan also served as DFNB's member on the board of Dairy Farmers of Canada from 2008 to 2020. Reint-Jan also represented the board on various other national, regional and provincial committees.

DFNB will be taking the opportunity to thank Gerald and Reint-Jan at the Annual Meeting banquet for their contribution to the organization.

**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

**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

**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  
November 1-2



Sharp Brook Flower Farm has a great fall display near their pumpkin patch. If you are in the area be sure to stop by and get a picture with the wrapped hay dairy cow !

Find more about the Sharp Brook Flower Farm here:

[https://  
www.facebook.com/  
theposyshed15](https://www.facebook.com/theposyshed15)



## EXCELLENT MILK QUALITY AWARD WINNERS

Congratulations to the Producer of the Year, Armand and Émmanuel Beaupré and family of **Les Fermes Laitières Poupe Lte** from the Nord-Ouest Area. Their Farm is awarded The Producer of the Year for the farm with the best combined average for somatic cell and bacteria count. Armand and Émmanuel will receive a \$1000 award and recognized at the AGM with their farm's name engraved on the Producer of the Year trophy. The Best Somatic Cell Award goes to **Frank Waterston** from the Sussex Area. Congratulations to Frank for averaging the best somatic cell results for the 2022-23 Dairy Year. Frank will receive a \$500 award and will be recognized at the AGM with their name engraved on the Somatic Cell Trophy.

**Herb Cochran** from the Sussex Area receives the award for the lowest Bacteria average for the 2022-23 Dairy. Herb will receive a \$500 award and will be recognized at the 2023 DFNB AGM.

The top 10 excellent milk quality award winners will receive a certificate and a \$500 award along with a complimentary nights stay at the Delta in Fredericton along with tickets to the 50th DFNB AGM Banquet where they will be recognized for this outstanding achievement.

1. **Les Fermes Laitières Poupe Lte**
2. **Herb Cochran**
3. **Scott Robinson**
4. **Frank Waterston**
5. **Michael & Cordula Inauen**
6. **Pascobac Holsteins**
7. **Donnelly Holsteins Ltd.**
8. **Sam Freeze**
9. **Forksvew Farm Limited**
10. **Andrew & Carolyn McEwen**

The following farms have also met the excellent milk quality criteria and will be recognized by receiving a certificate along with a \$500 cash award.

11. **McCarthy Farms Ltd**
12. **Ronald Trueman**
13. **Gerald R. Benson**
14. **Cedar Springs Farm Inc**
15. **Everett Hayes**
16. **Youngdale Dairy Farm Ltd**
17. **Walkerville Farms Ltd**
18. **Salisdairy Farm Ltd**
19. **Clarence Estabrooks**
20. **Clearland Holsteins Ltd**
21. **Scenichaven Holsteins**
22. **Marco Boonstoppel**
23. **Kaye Farms Ltd**
24. **Milkstream Holsteins Ltd**

## 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](mailto:marcleve@gmail.com)

Please send for sale and wanted items to [nbmilk@nbmilk.org](mailto:nbmilk@nbmilk.org)

## THE SOCIAL MEDIA SCOOP



We need pictures of farmers driving equipment to remind the public that we appreciate them sharing the road.

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 indicate your name, farm name and town with photo submission).

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





## 50TH ANNUAL GENERAL MEETING

**December 5-7, 2023**  
**Fredericton Delta**

Registration will soon be available on the DFNB webpage.

Please submit your list of delegates to DFNB by November 8th.

### December 5th

Delegate registration starts at 10:00am  
Closed Session Meeting starts at 12:30pm  
Meeting adjourns at 4:30pm

### December 6th

Annual General Meeting starts at 8:30am  
Lunch Break at 12:00pm  
Meeting Adjourns at 4:30pm  
Annual General Meeting Banquet at 7:00pm

### December 7th

Annual General Meeting starts at 8:30am  
Meeting Adjourns at 12:00pm

## P5 MESSAGE – REMOVAL OF ONE INCENTIVE DAY IN OCTOBER AND NOVEMBER - CONVENTIONAL

Given the continued strong levels of production and the fact that the market continues to not be as strong as previously anticipated, the P5 Boards announce the removal of one incentive day for the month of October and the removal of the incentive day in 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
October 2023	1
November 2023	0
December 2023	

## QUALITY MILK

**\*NEW**

Additional testing is available from RPC. Please contact RPC directly by email [dairy.rpc@rpc.ca](mailto: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.

**Quota Exchange for October, 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		2.5	2.5	408.3	410.8	410.8	
<b>TOTALS</b>	<b>1</b>	<b>2.5</b>				<b>410.8</b>	<b>27</b>

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

2.5 of 410.8 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

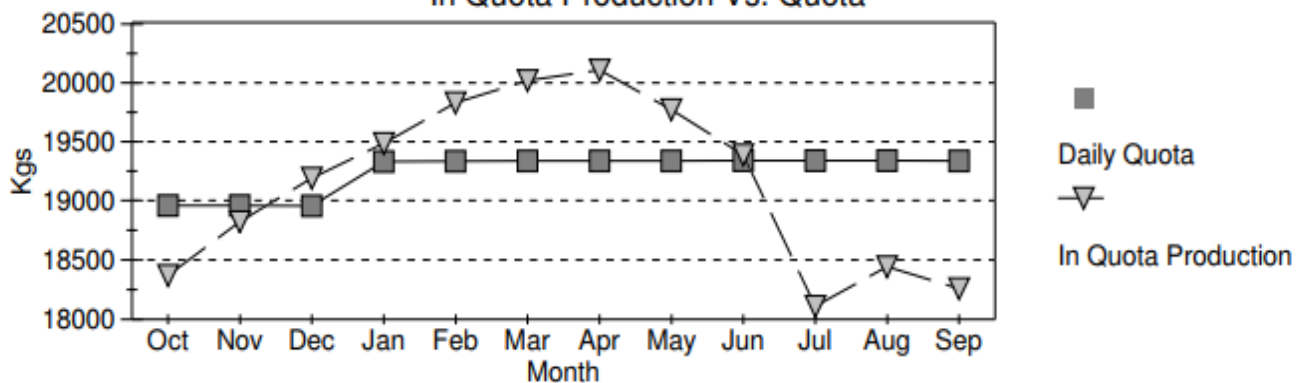
There was a total of 2.5 kgs offered for sale and total bids to purchase of 410.8 kgs.

2.5 des 410.8 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.  
Il y avait un total de 2.5 kgs proposés à la vente et le total des offres pour l'achat de 410.8kg.

Next Exchange closes at 4:00 p.m., Wednesday November 1, 2023

Results are available Monday November 6, 2023

Month	Oct	Sept	Aug	Jul	Jun	May	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	2.5	5.0	2.0	15.9	32.1	1.8	9.9
Kgs by Transfer	.0	.0	53.9	.0	.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.

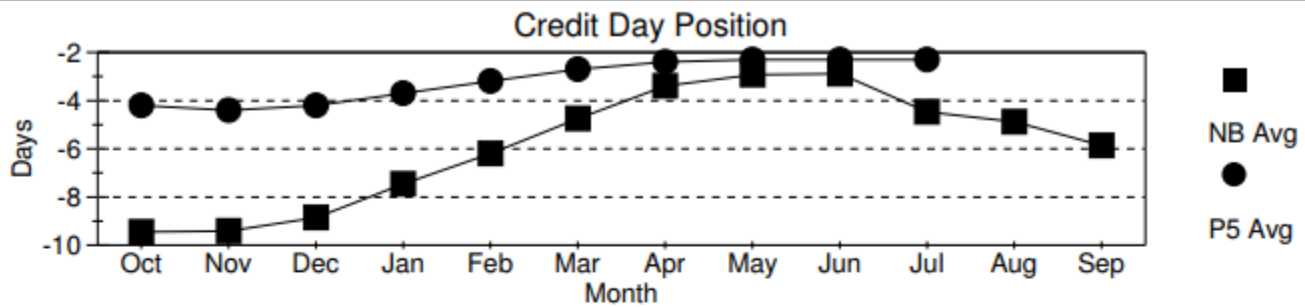
**MINIMUM QUOTA HOLDINGS POLICY**

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

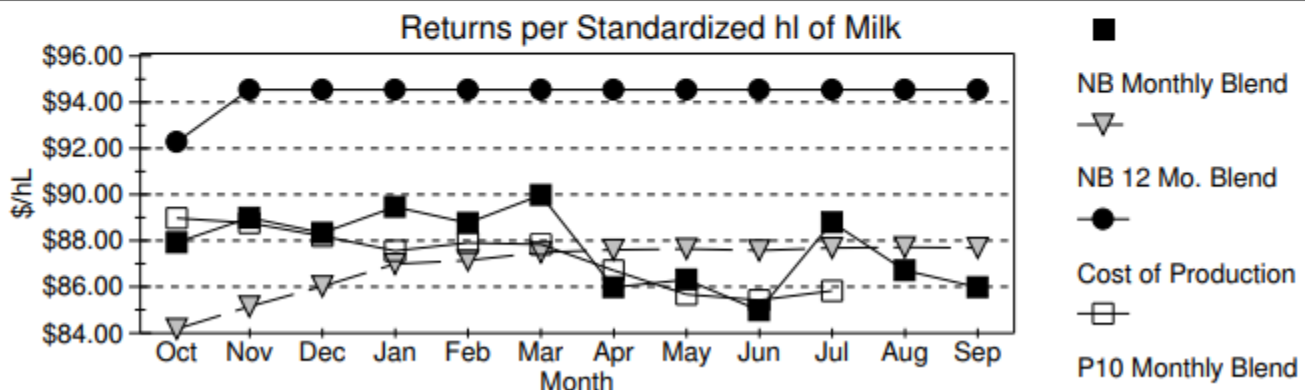
**DAILY QUOTA TRANSFER ORDER**

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	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Incentive Days Issued	3.19	3.18	2.19	0.18	0.06	0.07	0.01	1.00	1.00	1.04	0.04	1.07
Incentive Days Used	0.95	1.23	1.08	0.18	0.06	0.07	0.01	0.58	0.55	0.39	0.04	0.43
Days Over Quota	0.01	0.00	0.01	0.02	0.01	0.05	0.05	0.03	0.02	0.00	0.00	0.00
Days Lost	-1.34	-1.27	-1.13	-1.03	-0.55	-0.41	-0.24	-0.31	-0.23	-0.70	-0.78	-0.84
Days Exchanged	0.09	0.12	0.23	0.39	0.80	0.87	1.17	0.90	1.01	0.77	0.72	0.92
Credit Exch Clearing Price	\$0.01	\$0.01	\$0.50	\$0.55	\$2.00	\$3.93	\$4.50	\$5.51	\$6.77	\$3.50	\$1.25	\$1.00



Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
SNF Market Ratio \$/kg	\$3.85	\$3.54	\$3.44	\$3.12	\$2.80	\$2.68	\$2.51	\$2.51	\$2.50	\$2.44	\$1.72	\$1.69

## 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.

### SEPTEMBER 2023 CREDIT EXCHANGE \$1.00/KG

17,759 of 19,983 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. \*\***



OCTOBER 15, 2023

### NB Domestic Milk Pool

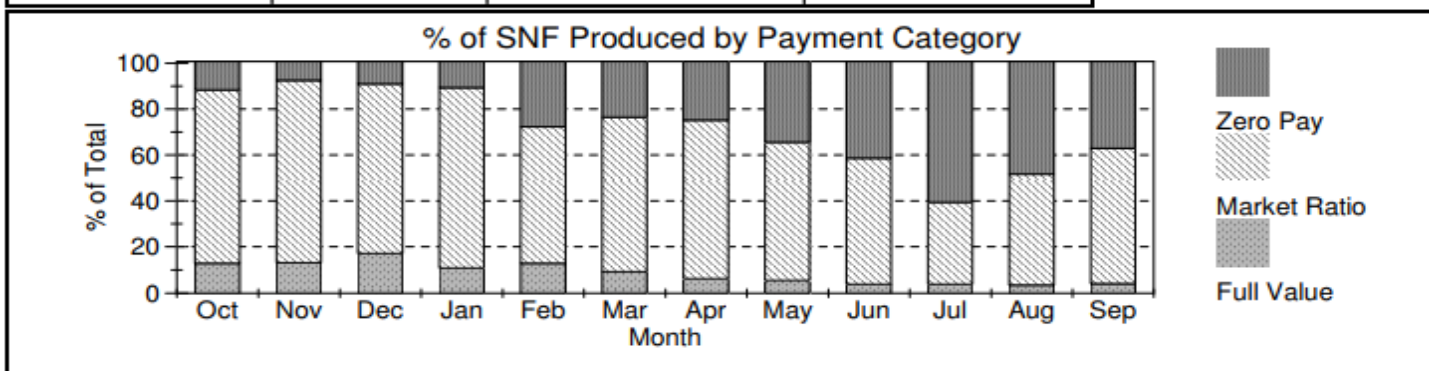
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
September 2023	0	\$0.0000	\$0	0	\$0.0000	\$0	0	\$0.0000	\$0
12 Months	3,667	-\$2.7327	(\$10,020)	2,798	-\$1.9107	(\$5,347)	4,774	-\$0.3917	(\$1,870)
<b>SNF &gt; 2.20</b>									
September 2023				3,991	\$0.0000	\$0	7,289	\$0.0000	\$0
12 Months				48,228	\$0.0000	\$0	89,726	\$0.0000	\$0
<b>SNF 2.00&lt;=2.20</b>									
September 2023				26,440	\$1.6850	\$44,551	48,373	\$0.6300	\$30,475
12 Months				329,458	\$2.6937	\$887,460	600,939	\$2.4945	\$1,499,034
<b>Domestic Market</b>									
September 2023	547,760	\$13.0624	\$7,155,055	388,669	\$10.7568	\$4,180,838	704,232	\$9000	\$633,809
12 Months	6,982,783	\$13.3055	\$92,909,483	4,973,414	\$10.6740	\$53,086,331	8,947,086	\$9000	\$8,052,377

## Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
September 2023	\$93.30	\$7,155,055	\$4,225,389	\$664,284				\$12,044,728
12 Months	\$95.78	\$92,899,463	\$53,968,444	\$9,549,542				\$156,372,807
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
September 2023	\$3.60	\$0.1015	\$0.0744	\$0.0085	\$0.0016	\$6.09		\$785,908
12 Months	\$3.50	\$0.1015	\$0.0676	\$0.0089	\$0.0016	\$5.89		\$9,658,842
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
September 2023	190,432	0	0	189				0
12 Months	181,365	14,245	193	69				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
September 2023	12,909,210	4.2432	3.2465	5.8864	13.3761	2.1524		
12 Months	163,399,557	4.2757	3.2766	5.9012	13.4534	2.1465		

## SNF Policy

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

Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Full Value	1.92	1.91	1.94	1.93	1.93	1.93	1.90	1.89	1.87	1.94	1.90	1.88
Market Ratio	2.13	2.12	2.13	2.13	2.10	2.11	2.12	2.11	2.12	2.13	2.13	2.11
Zero Pay	2.31	2.33	2.29	2.29	2.25	2.25	2.27	2.25	2.28	2.30	2.29	2.26
Provincial	2.12	2.11	2.11	2.13	2.12	2.13	2.14	2.15	2.18	2.23	2.20	2.15

## 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.

## 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)

## 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**

## Dairy Specialist

Contact  
David Dykstra  
Cell phone:  
**506.434.5755**

Email:  
[David.Dykstra@gnb.ca](mailto:David.Dykstra@gnb.ca)

## Livestock Specialist

Contact Jason Wells  
Phone:  
**506.434.2543**

Email:  
[Jason.Wells@gnb.ca](mailto: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](mailto: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](mailto:katie.bleakney@nbmilk.org)

## GNB Livestock Sector Development

[https://www2.gnb.ca/content/gnb/en/contacts/dept\\_renderer.137.203310.4073.html#employees](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>

## 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