

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

October 14, 2022

Blend Price: The average price paid to New Brunswick producers who shipped milk in September 2022 : \$93.11/hl or \$22.40/ kg of BF for milk containing : BF 4.1565kg/hl, Protein 3.2203 kg/hl and LOS 5.7671 kg/hl

Quota Exchange Deadline:

November 1, 2022 4:00 PM

Please send bids to quota@nbmilk.org

Credit Exchange Deadline

October 19, 2022 4:00 PM

Please submit credit bids/offers on DFNB Portal at www.nbmilk.org

DFNB Office 506-432-4330

Delaney Lewis	Ext 101
Veronica McEwen	Ext 102
Lindy Brown	Ext 104
Ashley Baskin	Ext 105
Steve Michaud	Ext 206
Luke Chase	Ext 107

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 Gauce At-Large	650-9595
Reint –Jan Dykstra Moncton	233-4685

2% Quota Increase October 1, 2022

Based on the analysis of anticipated market requirements and lower butter stocks outlook for the balance of 2022 and in 2023, the P5 Boards have agreed to increase the saleable quota allocated to P5 producers by 2%, on October 1, 2022.

The P5 provincial boards' primary objective is to continuously monitor the milk market situation and meet demand in the most optimal way. Given these uncertain times we will continue to adapt production signals to address market changes, as required.

Additionally, the P5 Boards would like to recognize the difficult situation due to hurricane Fiona in the Maritime provinces and sympathize with them and their affected dairy producers.

Incentive Days

The following incentive days are available to P5 producers for the Fall of 2022

September, 2022	3 days
October, 2022	3 days
November, 2022	2 days
December, 2022	1 day

Swag Refund

DFNB is granting each farm up to \$100 towards the purchase of Dairy Farmers of Canada promotional items.

Simply visit the Blue Cow Shop at the following link:

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

1. On that site, place and pay for your order.
2. Complete the form emailed to you September 26th and attach your paid receipt and send both to DFNB. (if you need a copy of the form please email nbmilk@nbmilk.org)

Producers who submit completed forms along with paid receipts to DFNB between now and September 30, 2022 will be refunded up to \$100 on the September 2022 milk statement.

Those submitted between October 1 and December 31, 2022 will be refunded up to \$100 on their December 2022 milk statement.



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 Dec 1, 2018

The Co-operators, Group insurance:

Monthly Single Coverage: \$129.53

Monthly Family : \$353.81

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

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.

DFNB Director Election 2022

As per New Brunswick Regulation 2002-86 under the Natural Products Act (<http://laws.gnb.ca/en/ShowTdm/cr/2002-86>), three members shall be elected for the three-year term to start after the Board's annual meeting in December 2022.

The deadline for receiving nominations was October 5, 2022.

Sussex Area: **Becky Perry** was elected by acclamation

North West Area: **Denis Cyr** was elected by acclamation

Congratulation to both Becky and Denis!

Two nominations were received for the Director-At-Large position :

Jason Cleveland & Wietze Dykstra

Ballots will be sent to all eligible voters on or before October 26, 2022. The voter will then forward the ballot indicating the person of his/her choice to the Farm Products Commission, postmarked not later than midnight, November 4, 2022.

Meet Your Candidates



Jason Cleveland

Jason has worked in the Dairy Industry for over 25 years. Him and his partner Janet became new entrants in 2019 and farm in Bear Island, NB.

" I want to foster and sustainable industry that our next generation will want to and have the ability to carry on."



Wietze Dykstra

Wietze is completing his first term as a DFNB Director at Large and has served as DFNB's Chair since the 2021 AGM.

Wietze and his wife Natalie have farmed in Knowlesville since 1991.

Wietze would like to continue his role as a director and hopes that he can count on the his fellow farmers support.

Full Biographies to be included in election kit to be mailed our prior to October 26th, 2022.

Dairy Farmers of New Brunswick
Milk Matters: Production and Payment Summary Report for September 2022

Quota Exchange for October, 2022

	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		5.0	5.0	520.0	525.0	525.0	
TOTALS		3	5.0				525.0	31

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

5.0 of 525.0 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

5.0 des 525.0 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

There was a total of 5.0 kgs offered for sale and total bids to purchase of 525.0 kgs.

Il y avait un total de 5.0 kgs proposés à la vente et le total des offres pour l'achat de 525.0kg.

Next Exchange closes at 4:00 p.m., Tuesday November 1, 2022

Results are available Friday November 4, 2022

Month	Oct	Sept	Aug	Jul	Jun	May	6 month avg.
Clearing Price	\$24,000	\$24,000	\$0	\$0	\$24,000	\$24,000	\$24,000
Kgs on Exchange	5.0	28.9	.0	.0	5.4	3.0	10.6
Kgs by Transfer	.0	91.6	149.2	96.6	259.0	77.3	112.3

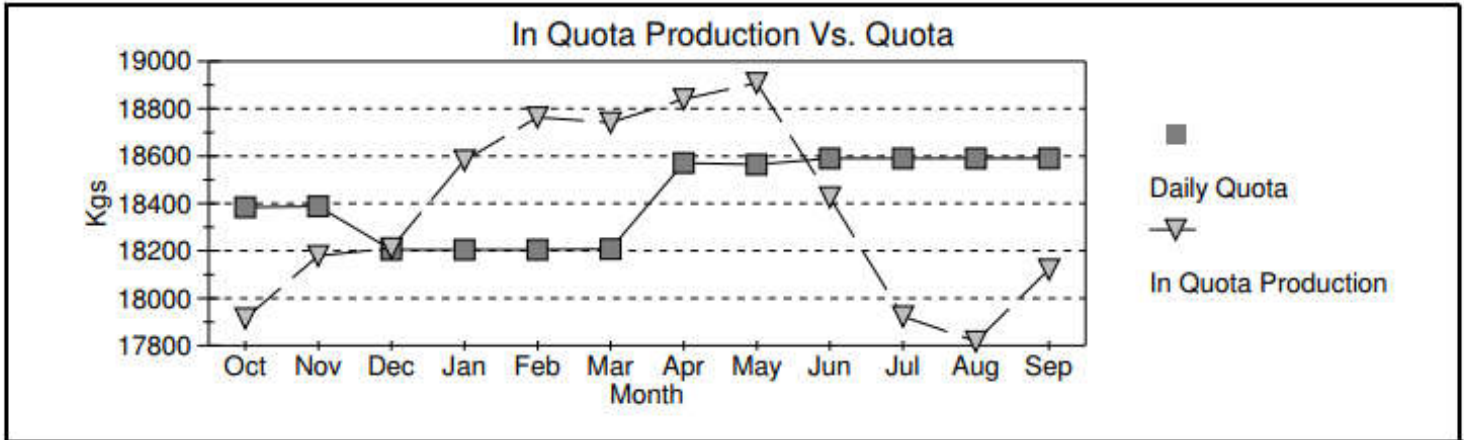
NB Domestic Milk Pool

Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
September 2022	118	-\$2.7327	(\$323)	89	-\$1.9107	(\$171)	151	-\$3.917	(\$59)
12 Months	4,288	-\$2.7325	(\$11,716)	3,275	-\$1.9106	(\$6,258)	5,685	-\$3.917	(\$2,227)
SNF >2.3									
September 2022				2,286	\$0.0000	\$0	4,184	\$0.0000	\$0
12 Months				9,207	\$0.0000	\$0	17,209	\$0.0000	\$0
SNF 2.0<=2.3									
September 2022				30,543	\$3.7174	\$113,539	55,347	\$3.7174	\$205,748
12 Months				360,181	\$3.8322	\$1,380,290	652,364	\$3.8370	\$2,503,121
Domestic Market									
September 2022	543,501	\$13.0462	\$7,090,616	388,258	\$10.6648	\$4,140,694	694,580	\$9.0000	\$625,122
12 Months	6,699,079	\$12.3211	\$82,539,874	4,798,066	\$10.1228	\$48,570,097	8,541,248	\$9.0000	\$7,687,123

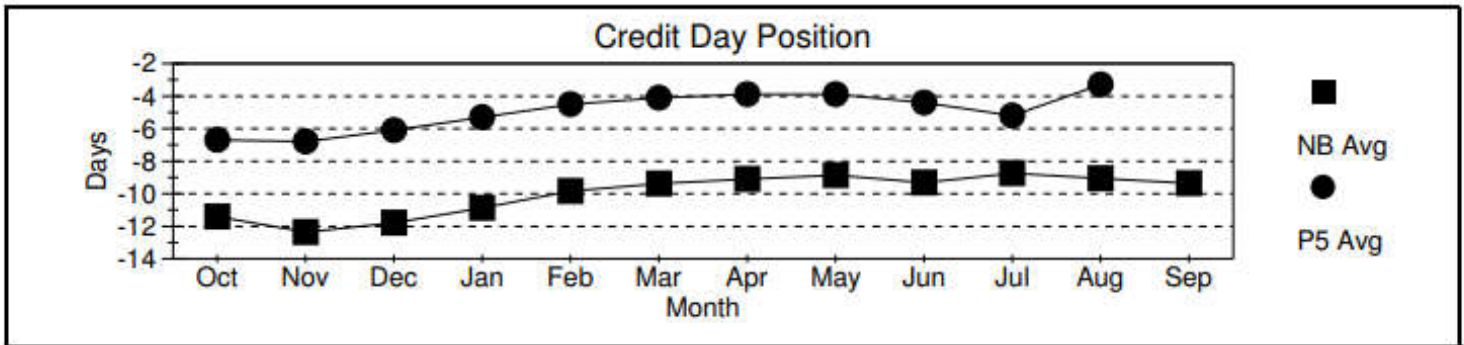
Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
September 2022	\$93.11	\$7,090,293	\$4,254,063	\$830,810				\$12,175,166
12 Months	\$89.95	\$82,528,157	\$49,944,129	\$10,188,018				\$142,660,304
Deductions	Transport Per HL	Promotion Per Kg of Total Solids	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
September 2022	\$3.79	\$.1015	\$.0663	\$.0090	\$.0016	\$6.13		\$802,362
12 Months	\$3.26	\$.1129	\$.0578	\$.0099	\$.0016	\$5.66		\$9,015,887
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count					Rejected Loads
September 2022	198,893	12,431	520					0
12 Months	171,926	8,129	193					0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total solids	SNF Ratio		
September 2022	13,078,692	4.1565	3.2203	5.7671	13.1439	2.1622		
12 Months	158,719,015	4.2234	3.2578	5.8068	13.2880	2.1463		

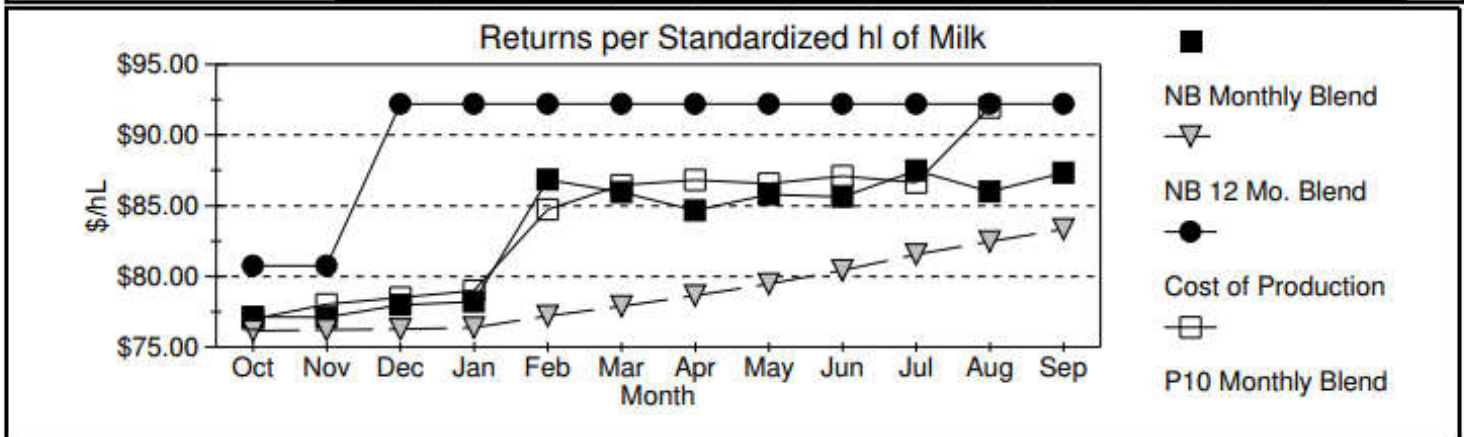
Milk Matters: Production and Payment Summary Report for September 2022



Credits



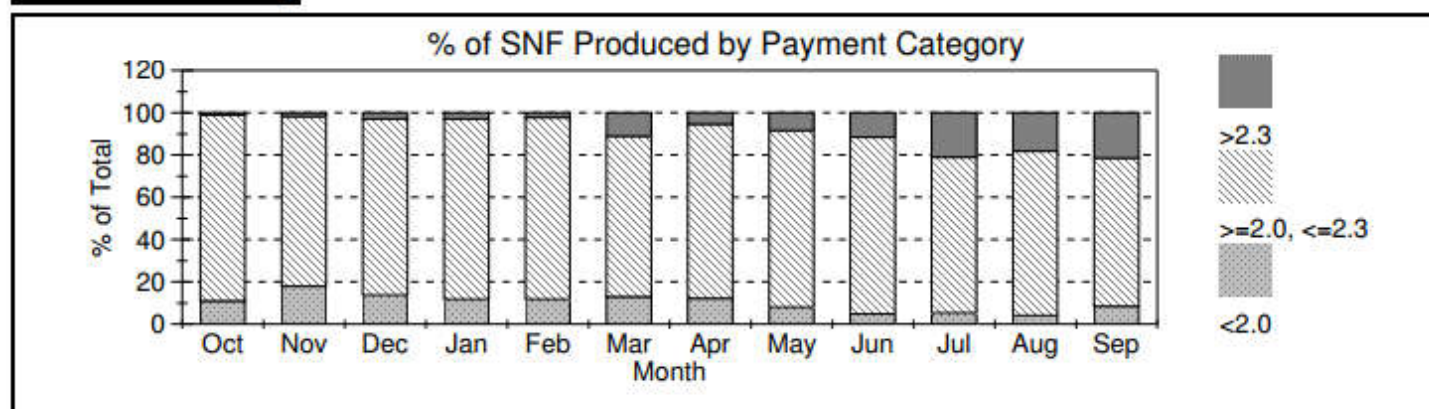
Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Incentive Days Issued	1.00	2.00	0.00	0.02	0.06	1.06	1.06	1.06	1.06	0.07	1.06	3.06
Incentive Days Used	0.44	0.93	0.00	0.01	0.05	0.72	0.64	0.65	0.55	0.05	0.39	0.96
Days Over Quota	0.05	0.01	0.00	0.00	0.04	0.01	0.01	0.02	0.00	0.03	0.05	0.01
Days Lost	-0.36	-0.39	-0.44	-0.14	-0.07	-0.07	-0.10	-0.14	-0.10	-1.54	-1.33	-1.37
Days Exchanged	0.90	1.14	0.77	0.93	0.94	1.25	1.11	0.96	1.15	0.96	0.17	0.21
Credit Exch Clearing Price	\$3.99	\$4.00	\$3.75	\$5.43	\$7.78	\$7.78	\$5.00	\$3.00	\$3.11	\$2.50	\$0.99	\$0.20



Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
SNF 2.00-2.30 \$/kg	\$2.81	\$3.17	\$3.44	\$3.66	\$3.92	\$4.09	\$4.18	\$4.20	\$4.21	\$4.21	\$3.83	\$3.72

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

SNF Policy



SNF/BF: Avg Ratios

Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
< 2	1.91	1.92	1.91	1.91	1.92	1.92	1.93	1.92	1.91	1.93	1.89	1.91
2 < > 2.3	2.14	2.14	2.14	2.14	2.15	2.15	2.16	2.16	2.17	2.18	2.18	2.15
> 2.3	2.34	2.31	2.33	2.33	2.31	2.33	2.36	2.34	2.36	2.34	2.34	2.31
Provincial	2.12	2.10	2.12	2.12	2.12	2.14	2.14	2.16	2.18	2.20	2.19	2.16

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

September 2022 Credit Exchange — \$0.20/kg

3,956 of 4,256 kgs offered 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. ****

Forms are also available by logging into the DFNB website.

Email to submit forms for bids/offers on the Quota Exchange: quota@nbmilk.org

Please provide DFNB with an email at 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

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

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

Livestock Feed Specialist: David Dykstra phone: 434-5755

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

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 ;

Fred Vanderkloet fsvanderkloet@gov.pe.ca or

Brian MacDonald 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) and International Dairy Calibrations Atlantic Ltd. (Eric Hope-Rapp). 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:

Eagle 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*)

For Sale: Please send sale items to

nbmilk@nbmilk.org

Wanted: Please send wanted items to

nbmilk@nbmilk.org

Upcoming Events

DFNB BOARD MEETING: October 25-26, 2022

DFNB AGM: November 29– December 1, 2022. Delta Fredericton

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.