

SEPTEMBER 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

**SCOOP ROYAL
D'EDMUNDSTON**

**DFNB SCHOLARSHIP
WINNERS**

**NOMINATIONS OPEN FOR
3 DIRECTOR POSITIONS**

AND MORE...

OPEN FARM DAY SUNDAY SEPTEMBER 17TH

Open Farm Day is just around the corner. We have five Dairy Farms participating this year:

Waldow Farms Ltd.
Grant's Breeder Farm Ltd.
Rothiemay Farms
Ashworth Farms (virtual tours)
Top of the Morning Farm Ltd.

Find more information about other Farms that are open here:

<https://www.atlanticopenfarmday.ca/farms.php?p=2>

OPEN FARM DAY
JOURNÉE AGRICOLE PORTES OUVERTES

BLEND PRICE August 2023

\$93.00/hl or \$22.45/
kg of BF
BF 4.1416 kg/hl,
Protein 3.2024 kg/hl
LOS 5.8983 kg/hl

CREDIT EXCHANGE DEADLINE

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

QUOTA EXCHANGE DEADLINE

October 2, 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



ICE CREAM: SCOOP ROYAL D'EDMUNDSTON

Some may think ice cream is for summer, but not in Edmundston! Scoop Royal d'Edmundston is so popular it is open year-round. It is no wonder the public loves this ice cream shop. Each year owner, Marcel Daigle, looks to add a new product. Most recently adding rolled ice cream. Customers watch as a cream mixture is poured on a cold flat stainless-steel surface. The mixture is scraped, rolled and turned to ice cream before the customers eyes. This ice cream shop has lots of variety, offering various toppings, dips, and sauces. Multiple freezers full of the best kinds of ice cream give customers plenty of options. There is even a variety of bubble tea. This tea is mixed with a flavor of your choosing, blended smooth, and then flavored bubbles are added. Next time you are in Edmundston be sure to stop by and say hi to business owner and New Brunswick dairy farmer, Marcel. If you stop in be sure to save some room for delicious ice cream treats!

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.

3 DFNB DIRECTOR POSITIONS UP FOR NOMINATIONS

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 2020. These positions are currently held by Reint-Jan Dykstra (Moncton); Gerald Daley (Northeast) and Paul Gaunce (At-Large). Information on Director's Roles and Responsibilities is available on the Dairy Farmers of New Brunswick website: https://www.nbmilk.org/images/BoardOrders/1A_Director_Role_Resp_Annex_2011_07.pdf

**Nomination forms were sent early September.
Nominations must be returned to the DFNB office on or before
October 4, 2023.**

UPCOMING EVENTS

DFNB Board Meeting
September 26-27

Fall Producer Meetings
October 10, 11, 12, 13

NB-EXHIBITION

New Brunswick dairy farmers were at the Fredericton Exhibition this month giving daily robotic milking demonstrations. In addition to this they were handing out milk and informing the crowds on the benefits of milk. Young children participated in a contest to name the baby calves.



BUY & SELL

For Sale:

Milk Cooler
5000 gallon glacier cooler with wash system and four compressors.
Contact: Paul Walker (506) 512-0691
Email: walkervillepaul@gmail.com

Wanted:

Please send wanted items to
nbmilk@nbmilk.org

COW-PRINT CONTEST

Thanks to all who participated in the cow-print contest. Christine Waterston received a DFC cow-print hoodie from the blue cow shop. Her entry is pictured here, that's a great cow-print hat!

Link to DFC cow-print hooded sweater:

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



THE SOCIAL MEDIA SCOOP



Have you watched the MOO Brunswick video series?

New Brunswickers follow Sam & Uncle Frank across the province to learn about biodigesters, how cows are milked, furry friends on the dairy farms and more. Watch the 10 quick videos here (you'll also see a few familiar faces):

<https://www.youtube.com/watch?v=J0IqEFXg30M>



Please follow the DFNB YouTube channel, plus COMMENT and SHARE our videos on your social media too!

DFNB SCHOLARSHIPS AWARDED

The \$1000 DFNB Scholarship was awarded to **Emily Marshall**, of Elgin, NB , who is enrolled in the Veterinary Technician program at Oulton College.

The \$1000 DFNB Memorial Scholarship was awarded to **Abigail Beaupré**, of Saint-Léonard-Parent, NB, who is enrolled in their Pre - Veterinary Diploma at Université Sainte Anne .

The \$1000 G. B. Whalen Memorial Scholarship was awarded to **Lana Boyd** of Norton , NB who is taking a bachelor of science with a major in Biochemistry at Mount Allison University.

Congrats to the 2023 DFNB Scholarship winners!

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
August 2023	0
September 2023	1
October 2023	1
November 2023	0
December 2023	

QUALITY MILK PROBLEMS

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. Producer 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 \$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.

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

Quota Exchange for September, 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		5.0	5.0	360.3	365.3	365.3	
TOTALS	2	5.0				365.3	26

QESP = Quota Exchange Selling Price

5.0 of 365.3 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 5.0 kgs offered for sale and total bids to purchase of 365.3 kgs.

QESP = Le prix de vente de quota

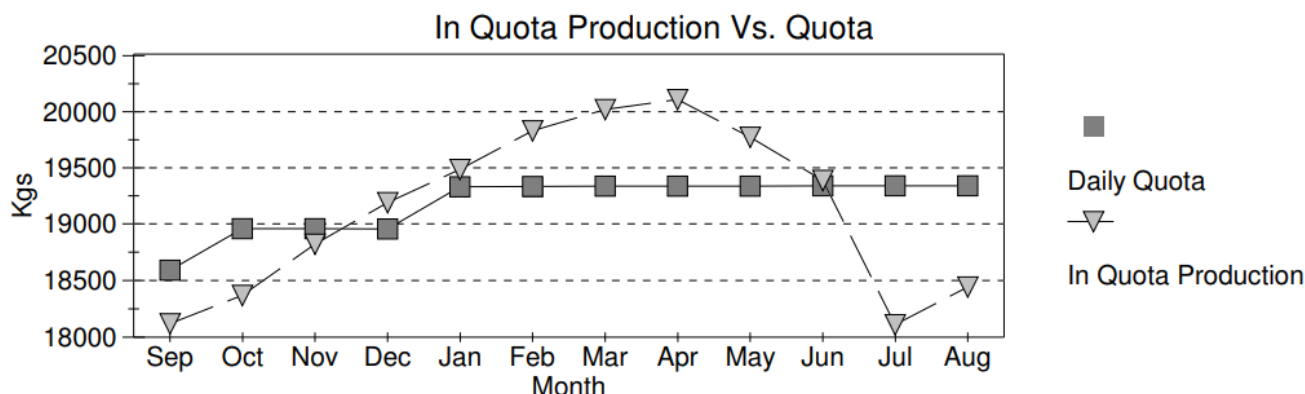
5.0 des 365.3 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

Il y avait un total de 5.0 kgs proposés à la vente et le total des offres pour l'achat de 365.3kg.

Next Exchange closes at 4:00 p.m., Monday October 2, 2023

Results are available Friday October 6, 2023

Month	Sept	Aug	Jul	Jun	May	Apr	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	5.0	2.0	15.9	32.1	1.8	3.0	10.0
Kgs by Transfer	.0	.0	.0	.0	.0	.0	.0



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.

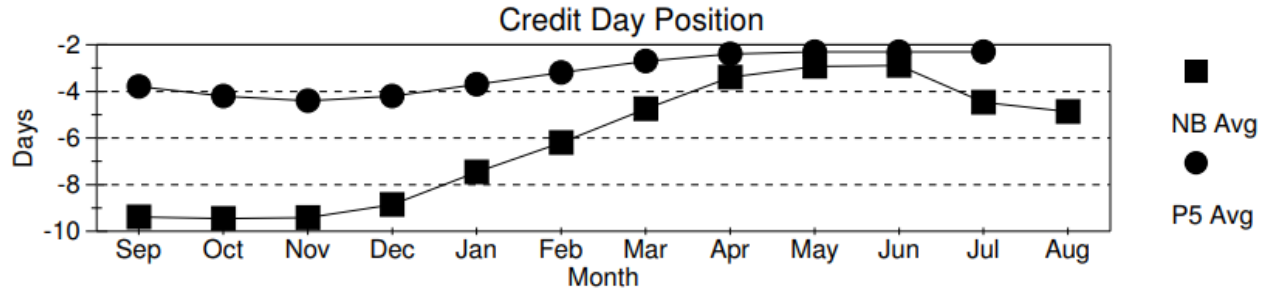
MINIMUM QUOTA HOLDINGS POLICY

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

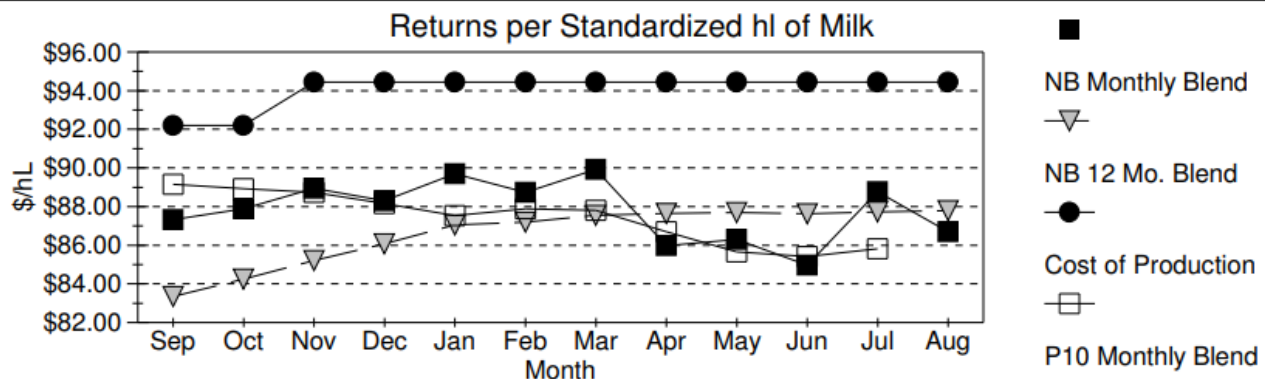
DAILY QUOTA TRANSFER ORDER

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	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Incentive Days Issued	3.06	3.19	3.18	2.19	0.18	0.06	0.07	0.01	1.00	1.00	1.04	0.04
Incentive Days Used	0.95	0.95	1.23	1.08	0.18	0.06	0.07	0.01	0.58	0.55	0.39	0.01
Days Over Quota	0.01	0.01	0.00	0.01	0.02	0.01	0.05	0.05	0.03	0.02	0.00	0.00
Days Lost	-1.36	-1.34	-1.27	-1.13	-1.03	-0.55	-0.41	-0.24	-0.31	-0.23	-0.70	-0.78
Days Exchanged	0.21	0.09	0.12	0.23	0.39	0.80	0.87	1.17	0.90	1.01	0.77	0.72
Credit Exch Clearing Price	\$0.20	\$0.01	\$0.01	\$0.50	\$0.55	\$2.00	\$3.93	\$4.50	\$5.51	\$6.77	\$3.50	\$1.25



Month	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
SNF Market Ratio \$/kg	\$3.72	\$3.85	\$3.54	\$3.44	\$3.12	\$2.80	\$2.68	\$2.51	\$2.51	\$2.50	\$2.44	\$1.72

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.

AUGUST 2023 CREDIT EXCHANGE \$1.25/KG

13,988 of 14,075 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. ****

NB Domestic Milk Pool

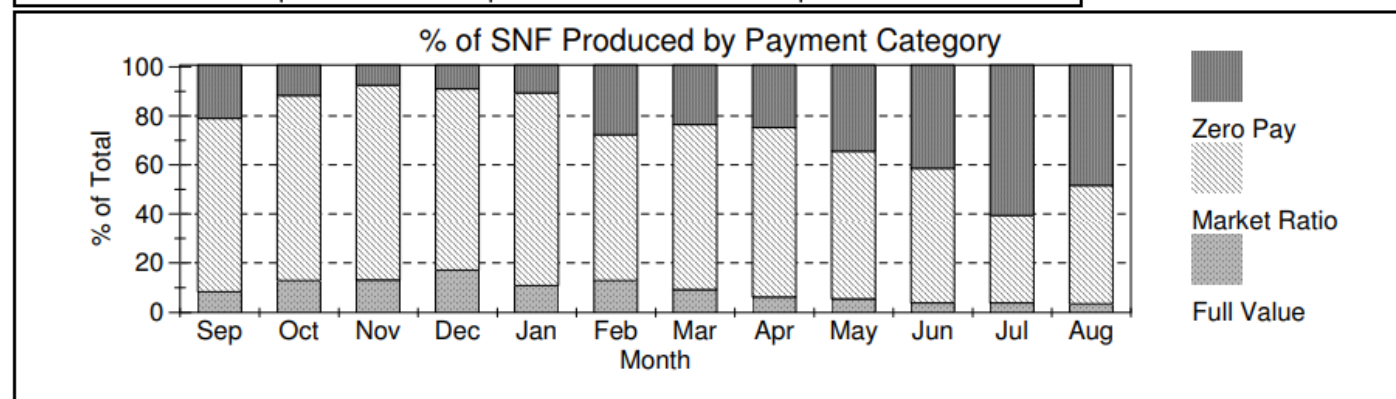
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
August 2023	15	-\$2.7325	(\$42)	12	-\$1.9107	(\$23)	23	-\$0.3916	(\$9)
12 Months	3,785	-\$2.7327	(\$10,343)	2,888	-\$1.9107	(\$5,518)	4,925	-\$0.3917	(\$1,929)
SNF > 2.20									
August 2023				8,381	\$0.0000	\$0	15,734	\$0.0000	\$0
12 Months				46,522	\$0.0000	\$0	86,621	\$0.0000	\$0
SNF 2.00<=2.20									
August 2023				31,777	\$1.7219	\$54,716	58,938	\$0.6300	\$37,131
12 Months				333,561	\$2.8674	\$956,449	607,914	\$2.7542	\$1,674,308
Domestic Market									
August 2023	571,739	\$13.4121	\$7,668,222	401,928	\$10.9793	\$4,412,885	739,570	\$0.9000	\$665,613
12 Months	6,978,524	\$13.3044	\$92,845,044	4,973,003	\$10.6668	\$53,046,187	8,937,433	\$0.9000	\$8,043,690

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
August 2023	\$93.00	\$7,668,180	\$4,467,578	\$702,735				\$12,838,493
12 Months	\$95.77	\$92,834,701	\$53,997,118	\$9,716,068				\$156,547,887
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
August 2023	\$3.34	\$0.1015	\$0.0744	\$0.0085	\$0.0016	\$5.80		\$801,123
12 Months	\$3.51	\$0.1015	\$0.0670	\$0.0090	\$0.0016	\$5.90		\$9,677,702
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
August 2023	195,272	0	0	36				0
12 Months	181,630	13,882	259	52				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
August 2023	13,805,169	4.1416	3.2024	5.8983	13.2423	2.1974		
12 Months	163,569,039	4.2687	3.2744	5.8916	13.4348	2.1473		

SNF Policy

Current SNF Ratio Values Full Value: <2.00 Market Ratio: 2.00<=2.20 Zero Pay: > 2.20



SNF/BF: Avg Ratios

Month	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Full Value	1.91	1.92	1.91	1.94	1.93	1.93	1.93	1.90	1.89	1.87	1.94	1.90
Market Ratio	2.15	2.13	2.12	2.13	2.13	2.10	2.11	2.12	2.11	2.12	2.13	2.13
Zero Pay	2.31	2.31	2.33	2.29	2.29	2.25	2.25	2.27	2.25	2.28	2.30	2.29
Provincial	2.16	2.12	2.11	2.11	2.13	2.12	2.13	2.14	2.15	2.18	2.23	2.20

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

Livestock 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>

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