

July 15, 2024



MILK MATTERS

The official newsletter for New Brunswick milk producers.



Photo: Ashworth Farms by Grace Ashworth

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Summer Promotions

We are thrilled to announce some exciting new initiatives for our summer promotions! We have expanded our promotions team with the addition of two new summer staff. Their introductions can be found on the next page. We are confident that their skills and enthusiasm will bring excitement and energy to our summer promotions.

Another exciting initiative is the launch of DFNB's own TikTok account. The account NB.milk will engage with our community in a fun and interactive way. We invite you to follow us on TikTok for behind-the-scenes content, farm highlights, and more! Our goal is to showcase dairy farming and fun videos that encourage consumption, and we can't wait to share our journey with you. We are looking for farms willing to volunteer for footage or interviews. If you are interested in featuring your farm in our TikTok videos or other promotional materials, please reach out to us at social@nbmilk.org. Your participation will help us promote the dairy industry.

We look forward to an exciting summer ahead!
Click the like button to find our TikTok page.
Like and follow NB.milk

♥ LIKE

BLEND PRICE MAY 2024	CREDIT EXCHANGE DEADLINE	QUOTA EXCHANGE DEADLINE
\$99.83 hl or \$23.41/kg of BF BF: 4.2633 kg/hl, PRO: 3.2325 kg/hl LOS: 5.8683 kg/hl	July 17, 2024 4:00 PM Please submit credit bids/offers on DFNB Portal at www.nbmilk.org	August 1, 2024 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

Promotions Summer Staff



Hi there, my name is Grace Ashworth, and I work in content creation! I grew up on a dairy farm in Anfield, and I graduated this spring from DalAC with a B.Ag and B.BA in International Food Business. I look forward to combining my love of primary agriculture with my interest in marketing.

The key goal of my job is to create engaging promotional content that fosters consumer connections with dairy products, the industry, and

producers. Under the guidance of the Promotions Coordinator and in collaboration with the Events Coordinator, you might see me anywhere across the province on scheduled farm visits or at tourist locations, promoting tasty dairy products and innovative farm practices. Stay tuned for more content in Milk Matters and on TikTok. I look forward to working with everyone to promote New Brunswick Dairy!

DFNB BOARD OF DIRECTORS

Wietze Dykstra <i>Chair</i>	506-325-8192
Gilbert Matheson <i>Vice Chair</i>	506-434-2357
Becky Perry <i>2nd Vice Chair</i>	506-435-0651
Denis Cyr <i>North West</i>	506-426-0788
George Wesselius <i>Moncton</i>	506-227-0463
John Schuttenbeld <i>Fredericton</i>	506-461-9254
John Best <i>Woodstock</i>	506-425-0765
Mike Bouma <i>North East</i>	506-547-5843
Paul Gaunce <i>At-Large</i>	506-650-9595

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.

Hey, I am Mary Ann Drummond, and I am the events coordinator! I am excited to be part of DFNB and help educate kids, and kids at heart, about the wonderful quality products we have and all the hard work that goes into making them. Growing up on a beef and hog farm was a great way to learn all about agriculture. When I went to NSAC I was introduced to the dairy aspect of farming, and I loved it. Since then I have worked on several dairy farms. My love for teaching everyone about



agriculture led me to this job. I am so excited about the summer! Meet Moonica! Moonica is a mechanical dairy cow that will be traveling with Mary Ann throughout the summer to different fairs and events in NB. Anyone who wants to stop and talk has the opportunity to milk her.

UPCOMING EVENTS

DFNB Board Meeting
 August 27 - 28 , 2024

P5 Message - Fall Incentive Days 2024 - September and October- Conventional

Due to a continued higher than usual market demand in 2024, the P5 Boards announce an additional incentive day in each of the months of September and October, to be issued on a non-cumulative basis.

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
June 2024	
July 2024	
August 2024	1
September 2024	3
October 2024	3
November 2024	1
December 2024	



Buy & Sell

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



Picnic Invite

The New Brunswick Holstein Branch invites you to the 3rd Annual Joint Branch Picnic together with the Nova Scotia Holstein Branch at the farm of Jeff Titus (55 Gorhams Bluff Road, Kingston NB) on **July 27 starting at 10:30am**. Come see Jeff's new barn and stay for the lunch at 12:30. Some other places to visit in the area include The Kingston Farmers Market, Fullerton Farms and Yip Cider which are all within a 10 minute drive. This will be a great opportunity to socialize with fellow Holstein breeders and tour the new facility. Looking forward to seeing you all then.

The Social Media Scoop

We are looking for photos of you or your family grabbing lunch in the field or on the go to share on DFNB social. Please share photos with Michelle by text 902-877-9355 or email: michelle.kempton@dfc-plc.ca - for privacy your farm name and family name will not be used in the post.

<https://www.facebook.com/dairyfarmersofnb>
<https://www.instagram.com/dairyfarmersofnb>

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



Holstein Canada Update:

I hope everyone is having a wonderful summer. The classifier will be in the area in mid August. If you would like to get into classifying (all breeds) please contact Claudia or myself and we will be sure to have the classifier contact you.

I would like to thank Cynthia Campbell from NS who represented Atlantic Canada very well on the Young Leader advisory committee. Her term is up and Leah Newcombe(NS) will be replacing her.

Congratulations to Sage Yuill (NS) who will be attending the European Young Breeder School in late August in Belgium.

A few dates to remember:

July 26 - Sussex Holstein Club golf tournament

July 27 - 3rd Annual Joint Branch Picnic at Jeff Titus farm

August 2 - NB Premier Heifer Show, Woodstock NB

August 24 - Dairy Heifer show at the Kent County Agricultural Fair, Sainte-Marie-de-Kent, NB

September 2: NB Provincial Dairy show, Fredericton exhibition grounds

Looking forward to seeing you at these events!







Karen Versloot 506-461-3209

Claudia Perdomo 519-865-8172

Total Apparent Consumption

When comparing the total apparent consumption (retail, hotels, restaurant & institutions) for the 12 months ending in May of 2024 to the 12 months ending May 2023 we see that all categories of dairy products have increased most notably ice cream, cream and cheese,

Butter stocks reached 36,506 tonnes in May 2024 which was an increase of 1,686 tonnes compared to April 2024.

					
Fluid Milk	Cream	Cheese	Butter	Ice Cream	Yogurt
12 months ending May-24 vs 12 months ending May- 23					
1.6%	3.4%	2.3%	0.2%	3.1%	0.4%

NATURAL PRODUCTS ACT REGULATIONS

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.

<http://laws.gnb.ca/en/ShowTdm/cr/2010-19//>

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.

2024-25 Budget

The Board of Directors of DFNB approved the budget for the fiscal year August 2024-July 2025 at the July 3rd board meeting. The table below outlines the changes to revenue and the supporting levy's that fund the operation.

Summary per hl	2023-24 Forecast	2024-25 Approved Budget	Budget vs Forecast
Milk Sales Revenues net of Market Programs	\$97.28	\$98.62	1.38%
Transport	(\$3.68)	(\$3.68)	0.00%
Promotion	(\$1.37)	(\$1.37)	0.14%
Research	(\$0.02)	(\$0.02)	0.14%
Lab	(\$0.11)	(\$0.11)	0.00%
Admin	(\$1.00)	(\$1.06)	5.79%
Total Marketing Fees	(\$6.19)	(\$6.25)	0.97%
Net Blend	\$91.10	\$92.37	1.40%

Milk Sales Revenues net of National and Regional Market Development Programs were forecasted using the most current revenues inclusive of the May 1, 2024 increase in milk prices of 1.8% from the 2023 Cost of Production (COP) calculation. It does not include any subsequent price adjustments from the 2024 (COP) calculation as they are not currently known. Other factors that will impact revenues include a continued improvement in the Solids Non Fat (SNF) to Butterfat (BF) ratio and expectations that pricing of SNF will remain stable.

Transportation fees are forecasted at \$3.68, in line with this current year's fees but \$0.08 per hl higher than the 2023/24 budget. Diesel prices are not expected to increase further during 2024-25 however, there will be Consumer Price Index (CPI) increases for the non-fuel components in the Harmonized P5 Transporter Compensation Formula.

The promotion, research and lab levies will remain unchanged from the current year.

The most notable change is in the Admin levy which is up 5.79% (an increase of \$0.0043 per kg of total solids or \$0.06 per hl) from the current year. This will generate an additional \$100,000 in revenue. DFNB is also forecasting revenues of \$197,000 from shared service agreements which will offset staff costs. Effective August 5, 2024, DFNB will be employing the two Atlantic ProAction Coordinators which were previously employed by Dairy Farmers of Nova Scotia (DFNS). The cost of these two coordinators are shared among the 4 Atlantic Provinces and also includes an administration levy for the provincial office that supervises the coordinators. There is also a service agreement under development that once finalized will share the cost of transportation staff to assist in streamlining collaboration of bulk milk direction and scheduling services within the Maritimes.

- Fifty percent (50%) of the Admin levy increase, net of service contract revenues, is for increased costs for staff including the shifting of the promotion coordinator's salary from the promotion budget into the Admin budget and the creation of a new transportation dispatcher position.
- Twenty one (21%) percent of Admin levy increase was needed to cover increased costs to transition to the new Producer Pay system.
- Nineteen percent (19%) reflects increases in director travel to attend regional and national meetings.
- The remainder (10%) includes increases to building depreciation to install a septic system and increases to annual provincial producer license fees.
- Overall, the total levies in the 2024/25 Budget are up 0.97% from the 2023/24 Forecast and the Net Blend is up by 1.4%.

Respectfully submitted,
Sharon Beasley, CFO for Dairy Farmers of New Brunswick

**Dairy Farmers of New Brunswick
Milk Matters: Production and Payment Summary Report for June 2024**

Quota Exchange for July, 2024

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		.0	.0	503.6	503.6	503.6	
TOTALS	0	.0				503.6	36

QESP = Quota Exchange Selling Price

.0 of 503.6 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of .0 kgs offered for sale and total bids to purchase of 503.6 kgs.

QESP = Le prix de vente de quota

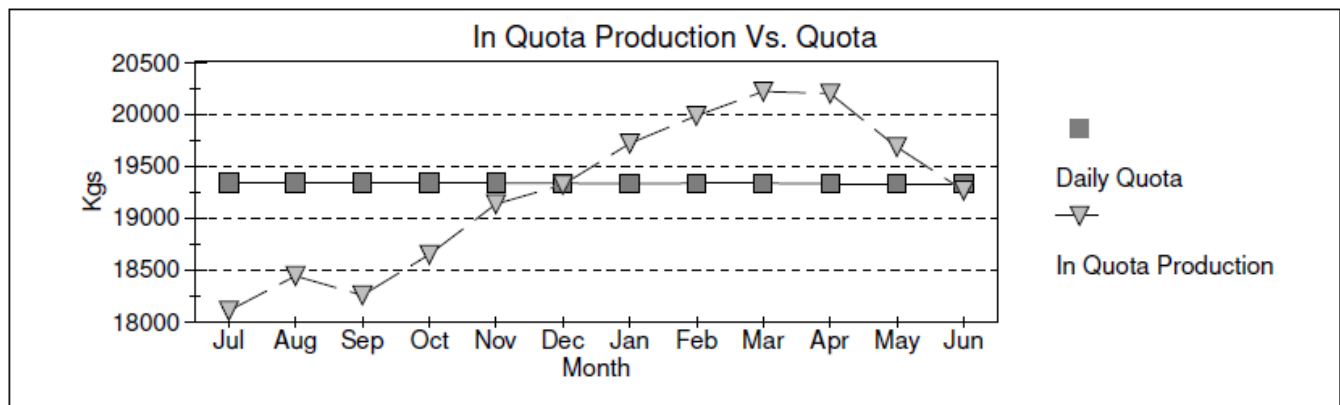
.0 des 503.6 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

Il y avait un total de .0 kgs proposés à la vente et le total des offres pour l'achat de 503.6kg.

Next Exchange closes at 4:00 p.m., Thursday August 1, 2024

Results are available Wednesday August 7, 2024

Month	Jul	Jun	May	Apr	Mar	Feb	6 month avg.
Clearing Price	\$0	\$0	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	.0	.0	13.0	49.6	11.6	4.4	19.7
Kgs by Transfer	.0	.0	69.5	.0	.0	.0	11.6



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

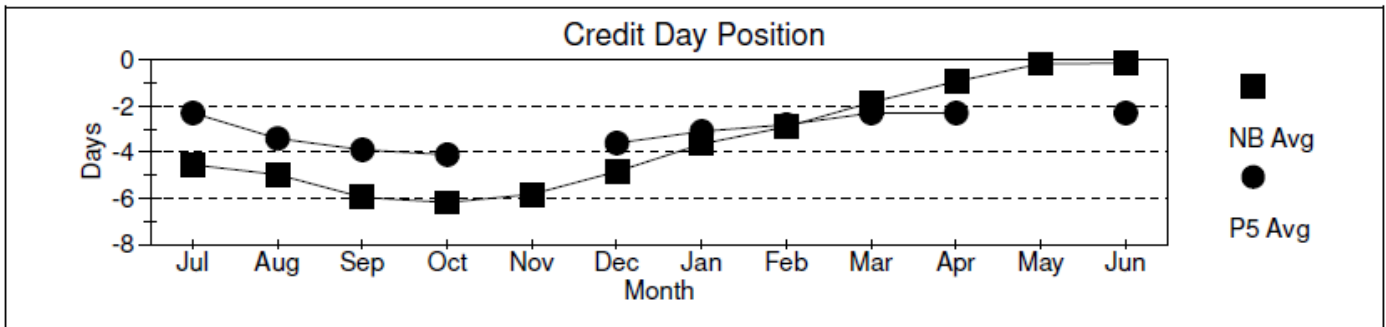
The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

An over quota penalty of \$20/hl is in effect.

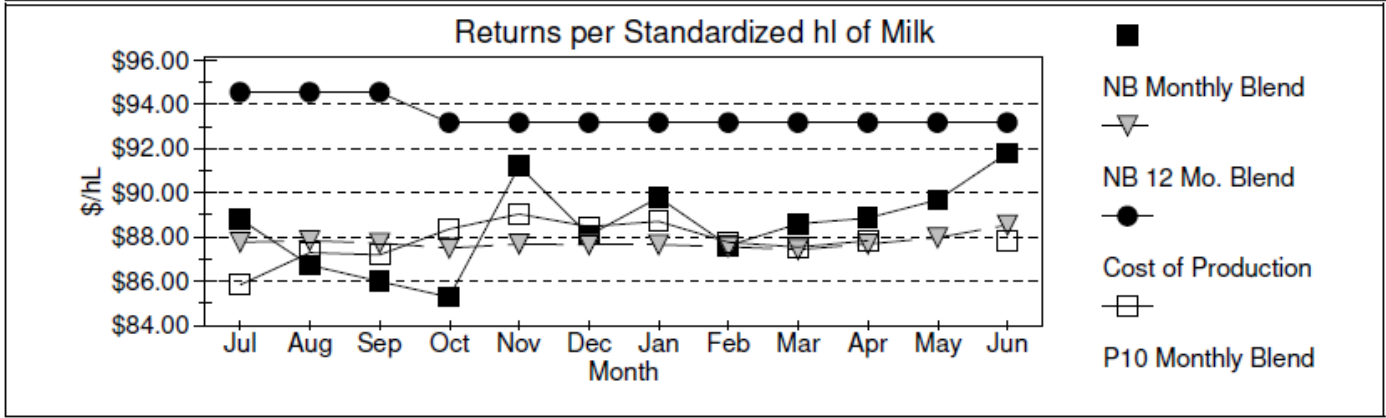
Daily Quota Transfer Order

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	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Incentive Days Issued	1.04	0.04	1.07	1.07	1.06	0.07	0.07	1.06	1.07	1.06	0.18	0.18
Incentive Days Used	0.39	0.04	0.43	0.52	0.54	0.07	0.07	0.67	0.71	0.72	0.13	0.16
Days Over Quota	0.00	0.00	0.00	0.01	0.00	0.00	0.02	0.13	0.00	0.19	0.09	0.07
Days Lost	-0.70	-0.78	-0.84	-1.28	-0.89	-0.71	-0.57	-0.31	-0.26	-0.28	-0.20	-0.18
Days Exchanged	0.77	0.72	0.92	0.61	0.66	0.92	1.02	1.17	1.61	1.28	1.24	1.15
Credit Exch Clearing Price	\$3.50	\$1.25	\$1.00	\$0.50	\$0.49	\$1.50	\$5.00	\$8.01	\$9.14	\$12.00	\$13.50	\$12.50



Month	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
SNF Market Ratio \$/kg	\$2.44	\$1.72	\$1.69	\$1.80	\$1.86	\$1.83	\$1.86	\$1.88	\$1.83	\$1.78	\$1.76	\$1.84

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.

June 2024 Credit Exchange \$12.50/kg

22,158 of 22,345 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.nb milk.org - click on LOGIN link. **

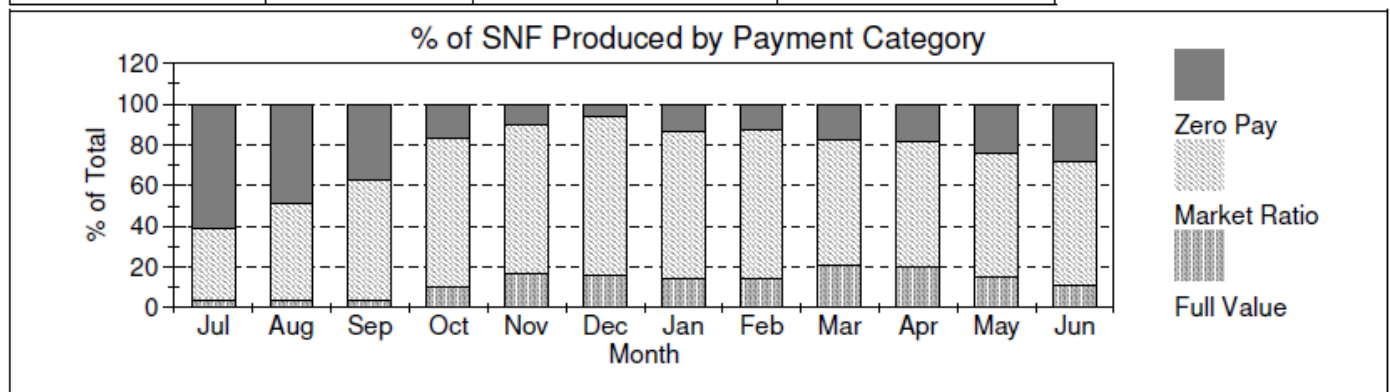
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
June 2024	1,443	-\$2.7327	(\$3,943)	1,072	-\$1.9107	(\$2,048)	1,992	-\$.3917	(\$780)
12 Months	9,998	-\$2.7327	(\$27,322)	7,370	-\$1.9107	(\$14,081)	13,189	-\$.3917	(\$5,166)
SNF > 2.20									
June 2024				3,547	\$0.0000	\$0	6,574	\$0.0000	\$0
12 Months				41,906	\$0.0000	\$0	78,129	\$0.0000	\$0
SNF 2.00<->2.20									
June 2024				24,989	\$1.8445	\$46,092	45,834	\$0.6300	\$28,876
12 Months				285,272	\$1.8716	\$533,927	517,725	\$0.8450	\$437,501
Domestic Market									
June 2024	576,440	\$14.3995	\$8,300,449	408,553	\$10.9027	\$4,454,332	741,033	\$0.9000	\$666,929
12 Months	7,032,420	\$13.6387	\$95,912,785	5,030,030	\$10.5639	\$53,136,509	8,972,039	\$0.9000	\$8,074,835

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$			Total Paid \$
June 2024	\$99.83	\$8,296,506	\$4,498,376	\$695,025			\$13,489,906
12 Months	\$97.37	\$95,885,463	\$53,656,354	\$8,507,169			\$158,048,987
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL	Total Deductions
	Per HL	Per Kg of Total Solids					
June 2024	\$3.91	\$.1015	\$.0744	\$.0085	\$.0016	\$6.40	\$866,923
12 Months	\$3.66	\$.1015	\$.0737	\$.0085	\$.0016	\$6.14	\$10,025,389
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC			Rejected Loads
June 2024	171,270	0	0	50			0
12 Months	178,428	0	0	69			0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio	
June 2024	13,554,681	4.2633	3.2325	5.8683	13.3642	2.1347	
12 Months	162,592,737	4.3313	3.2994	5.8927	13.5234	2.1222	

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	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Full Value	1.94	1.90	1.88	1.92	1.92	1.93	1.94	1.93	1.94	1.93	1.94	1.95
Market Ratio	2.13	2.13	2.11	2.12	2.09	2.09	2.09	2.09	2.10	2.10	2.10	2.11
Zero Pay	2.30	2.29	2.26	2.25	2.24	2.28	2.26	2.28	2.25	2.25	2.26	2.26
Provincial	2.23	2.20	2.15	2.12	2.08	2.08	2.09	2.09	2.09	2.09	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 2024
Monthly single coverage: \$128.44
Monthly family coverage: \$335.74

Claims, rates, enrolment:
Emily Murphy 506.850.1643
emilymurphy@gotoinsure.ca
David Scott 506.458.1220
1.800.994.5155

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 Likhita Potluri
by phone at:
506.452.8101
506.259.0020
or by email at:
efp-pfe@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

Crop Specialist

Contact Jason Wells
Phone:
506.434.2543
Email:
Jason.Wells@gnb.ca

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

Dairy Specialist

Contact
David Dykstra
Cell phone:
506.434.5755
Email:
David.Dykstra@gnb.ca

Links

GNB Livestock Sector Development

https://www2.gnb.ca/content/gnb/en/contacts/dept_renderer.137.203310.4073.html#employees

Bob Calve Prices

<https://www.fpbq.upa.gc.ca/infoprix/BovinReforme/BRInfoPrixHebdo.asp?Langue=A>

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-RoadMapForNewEntrants.pdf>

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.

TRANSPORTATION

If you have concerns about your scheduled pickups, you can contact:

Agropur Transportation:
(506) 432-9128

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

What role does DairyTrace play in managing Highly Pathogenic Avian Influenza (HPAI)?

DairyTrace is an important tool in managing Highly Pathogenic Avian Influenza (HPAI) outbreaks. DairyTrace enables the rapid tracking of animal movements and history. In the context of HPAI, which can spread quickly and have devastating effects, the ability to trace the origins and movements of potentially infected animals is critical. This helps in identifying the source of the infection and preventing further spread.

How can I help to ensure rapid animal tracking?

There are several ways you can help:

1. Keeping an accurate animal inventory- if you have older unused tags in your inventory please contact DairyTrace to help with an inventory clean up
2. Report move-outs
3. Ensure to report move-ins within 7 days
4. Report all on farm deaths/disposals within 7 days

Have more questions about the proAction program? Make sure to reach out to your proAction Coordinator:

Jennifer Dillman
DFPEI, DFNL, DFNS Zones 1,2,& 3
jennifer.dillman@atlanticproaction.org
(902) 957-4494

Natasha McKillop
DFNB, DFNS Zones 4,5,& 6
Natasha@atlanticproaction.org
(902) 890-8348