

October 15, 2024



# MILK MATTERS

*The official newsletter for New Brunswick milk producers.*



Photo submitted by Emma Hayes

## IN THIS ISSUE

Farming for the future

Market Update

Farmgate Milk Price

And more ...

## Director Nominations

Nominations for directors in Woodstock, Fredericton and At-Large for the 3 year term commencing after the 2024 AGM closed at 4pm October 1, 2024.

John Best, the current director for Woodstock was the only nomination submitted for the Woodstock area and as such has been acclaimed to serve a 3 year term commencing after the 2024 AGM.

John Schuttenbeld the current director for Fredericton was the only nomination submitted for the Fredericton area and as such has been acclaimed to serve a 3 year term commencing after the 2024 AGM.

Gilbert Matheson the current At-Large director was the only nomination submitted for the At-Large position and as such has been acclaimed to serve a 3 year term commencing after the 2024 AGM.

## P5 Message - Fall Incentive Days - October and November-Conventional

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 for the fall of 2024:

	Conventional
October 2024	3
November 2024	2
December 2024	

## Fall Producer Meetings

Fall Meetings: Hybrid Fall meeting will be on October 16th, DFNB staff will present virtually, each region will be responsible for booking a venue if they wish to gather in person. Please contact your Local Milk Committee representatives for meeting details or log in virtually via the link that was emailed to producers last week.

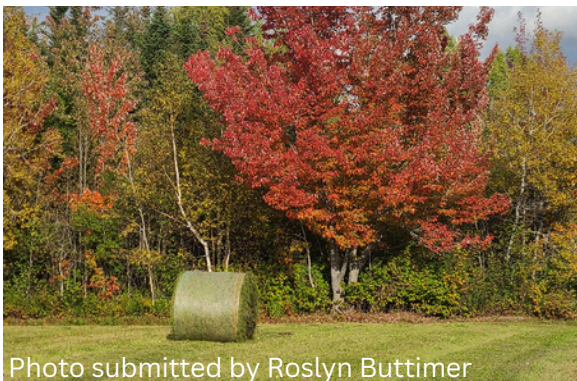


Photo submitted by Roslyn Buttimer




**ATLANTIC FARM MECHANIZATION SHOW**

# FORAGE

## ANALYTICS IN THE MARITIMES

**A NEW PERSPECTIVE**



John Winchell comes to us from Eden, New York, and is a graduate of Ohio State University. John has been a dairy cattle nutritionist for over 25 years focusing on forage quality for 20 years and is nationally recognized for his harvest analytics and forage harvest timing. Very comfortable on the farm, he has a reputation for troubleshooting herd and forage challenges. John speaks at many conferences and is a very popular speaker throughout North America. He also has many articles published in Progressive Dairyman and Progressive Forage. John currently works for Alltech and has both sales and on farm support responsibilities in the Northeastern, USA, as well as being on the Alltech Global technical support and inoculant teams.



**NOVEMBER 28TH**  
THURSDAY



**1:30 -**  
**3:30 PM**



**ROOM OFF OF LEGENDS**  
RESTURANT IN COLISEUM



PRESENTED BY





Photo submitted by Hannah West

## Farmgate Milk Price

The Canadian Dairy Commission(CDC) announced on October 11th 2024 that they did not receive any requests from stakeholders to invoke exceptional circumstances. Therefore, the National Pricing Formula calculation of -0.03% will be used. The CDC will hold consultation between October 17th and 22nd on the support price of butter only. The final pricing adjustment announcement will be released no later than November 1st, 2024. <https://www.cdc-ccl.ca/en/national-pricing-formula-and-february-1st-2025-farmgate-price-milk-adjustments>



## Year 2 of CUSMA Compensation

The Canadian Dairy Commission (CDC) is reaching out to provincial milk boards to send them the producer information the CDC needs to complete the 2nd round of the Canada United States Mexico Agreement (CUSMA) compensation package which will be delivered as follows:

1. \$300 M for fiscal year 2023 -2024 – Completed
2. \$250 M for fiscal year 2024 - 2025 – Current year
3. \$250 M for fiscal year 2025 – 2026
4. \$150 M for fiscal year 2026 – 2027
5. \$150 M fiscal year for 2027 - 2028
6. \$100 M fiscal year for 2028 - 2029

Canadian dairy producers who held daily quota at August 31, 2024 will qualify for their share of the compensation in proportion to their daily quota compared to the national daily quota.

The CDC asked provincial boards to submit the producer information by October 16 so that the CDC can validate it, create, print and mail letters to each producer about this round’s application process which will be similar to those of prior years.

Producers will have until March 31, 2025 to submit their application using the information in the letter they receive from the CDC.

### Buy & Sell

#### For Sale

Dairy Farm at 2333 Route 890 in Cornhill NB. Comes with 70.8 Kgs of Quota, 290 acres of Land, Tie Stall Barn, a Free Stall Barn for Heifers, an Equipment Shop. Home has 5 bedrooms. Farm has no cows or Forage Equipment.

Call Ted deWinter at 506-434-3963 or email [ted@teddewinter.ca](mailto:ted@teddewinter.ca)

### SAVE THE DATE ANNUAL DAIRY POLICY CONFERENCE

When: February 3-6, 2025

Where: Fairmont Château Laurier, Ottawa, Ontario

Registration and agenda to come



## The Social Media Scoop

We are looking for social savvy producers interested in helping us make video content for the DFNB social accounts over the winter! If you are interested, please text 902-877-9355 or email [michelle.kempton@dfc-plc.ca](mailto:michelle.kempton@dfc-plc.ca)

<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!





**DJ WOLVERTON**  
 Studying Integrated Environmental Management  
 B.Sc. Agri. at Dalhousie Agricultural Campus.

**WHAT INSPIRED YOU TO STUDY AG?**

My inspiration to pursue agriculture has been growing with me from a young age. I have been a member of my local 4-H club for 10+ years. Through 4-H I have tons of opportunities, all helping further my interests in agriculture. I've grown my passion for agriculture through the people who surround me and the strong presence of agriculture in my community.

**MEMORABLE LEARNING EXPERIENCE**

One of my favorite recent learning experiences was realizing how much even the fundamental courses from university apply to the farm. This past spring and summer, I worked at Hartland Agromart, where I spent a lot of time operating a spreader and soil sampling. A particularly exciting day with the spreader was when we were asked to spread some of the grower's cover crop seed, integrated into the fertilizer. I found this challenge both exciting and a great learning experience. The trial was successful, and I learned a lot in the process. Overall, I was pleasantly surprised by how much I could apply from just my first year of education to my summer job.

**WHAT ARE SOME KEY LEARNINGS FROM SCHOOL THAT YOU WILL BRING TO FUTURE JOBS?**

So far, I have only completed my first year at university, but during that time, I learned a lot of problem-solving skills and how to critically analyze situations to find the best solutions. School has also taught me valuable skills in working both as part of a team and independently.



**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](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.

**Dairy Farmers of New Brunswick**

**Milk Matters: Production and Payment Summary Report for September 2024**

Quota Exchange for October, 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
\$23,000.00		1.0	1.0	424.6	425.6	.0	
\$24,000.00		2.6	3.6	422.0	425.6	425.6	
<b>TOTALS</b>	<b>4</b>	<b>3.6</b>				<b>425.6</b>	<b>30</b>

QESP = Quota Exchange Selling Price

QESP = Le prix de vente de quota

3.6 of 425.6 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

3.6 des 425.6 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

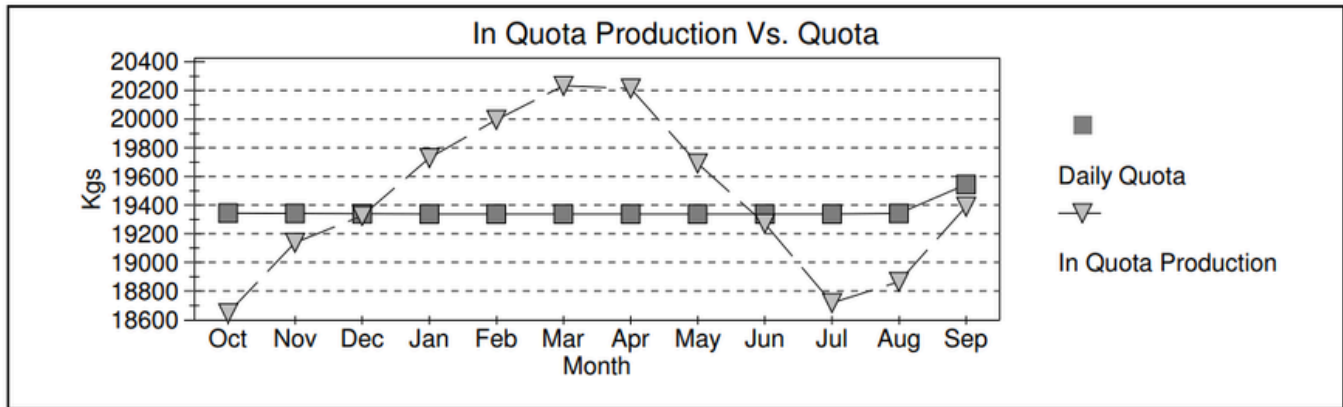
There was a total of 3.6 kgs offered for sale and total bids to purchase of 425.6 kgs.

Il y avait un total de 3.6 kgs proposés à la vente et le total des offres pour l'achat de 425.6kg.

**Next Exchange closes at 4:00 p.m., Friday November 1, 2024**

**Results are available Wednesday November 6, 2024**

Month	Oct	Sept	Aug	Jul	Jun	May	6 month avg.
Clearing Price	\$24,000	\$0	\$24,000	\$0	\$0	\$24,000	\$24,000
Kgs on Exchange	3.6	.0	2.0	.0	.0	13.0	6.2
Kgs by Transfer	.0	.0	29.5	133.0	.0	69.5	38.7



**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.

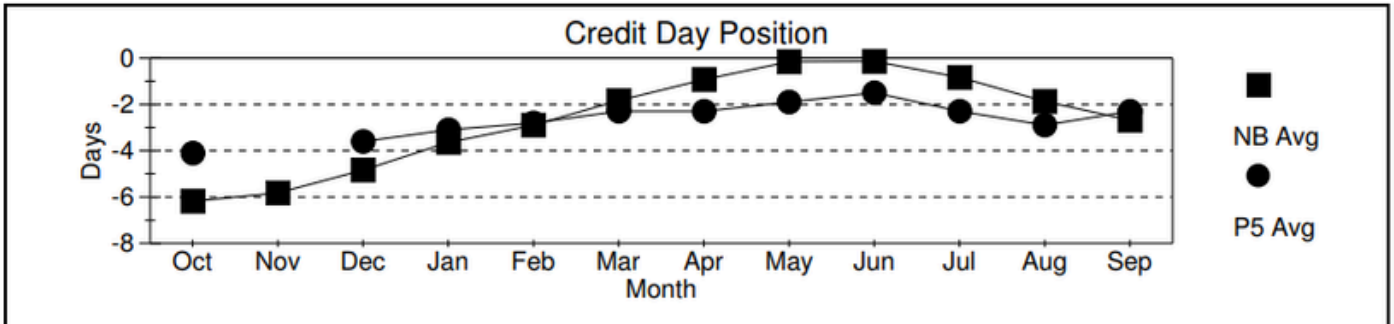
**An over quota penalty of \$20/hl is in effect.**

**Daily Quota Transfer Order**

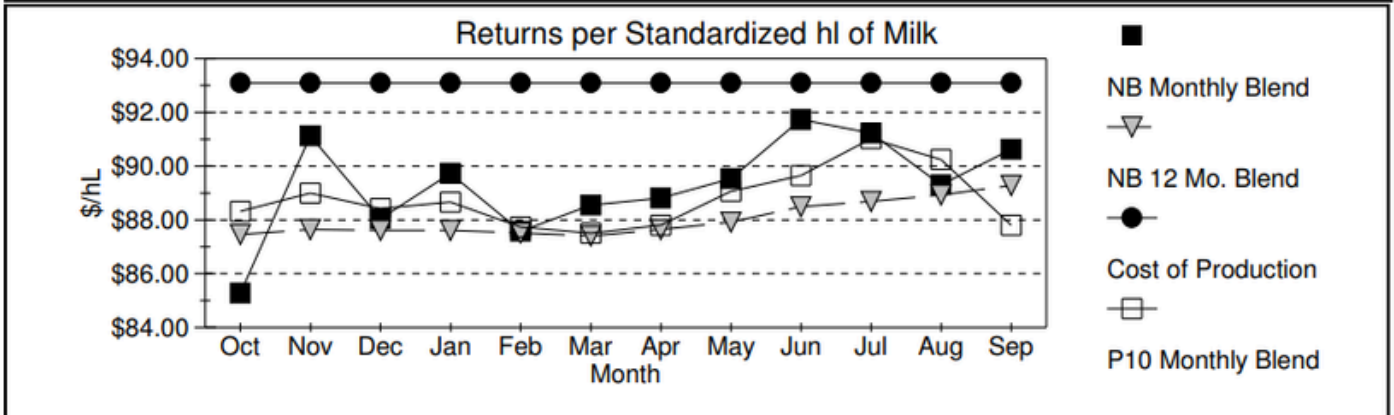
Section 3 b) j); Producers must pay the Board the QESP for the Daily Quota so purchased on or before noon of the 20th day of the month or noon of the first working day thereafter if the 20th falls on a holiday or weekend. Payment received after that is subject to a 2% penalty applied on the value of 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	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Incentive Days Issued	1.07	1.06	0.07	0.07	1.06	1.07	1.06	0.18	0.18	0.11	2.18	3.17
Incentive Days Used	0.52	0.54	0.07	0.07	0.67	0.71	0.72	0.13	0.16	0.11	0.83	1.26
Days Over Quota	0.01	0.00	0.00	0.02	0.13	0.00	0.19	0.12	0.07	0.02	0.01	0.00
Days Lost	-1.28	-0.89	-0.71	-0.57	-0.31	-0.26	-0.28	-0.20	-0.18	-0.23	-0.36	-0.48
Days Exchanged	0.61	0.66	0.92	1.02	1.17	1.61	1.28	1.24	1.15	1.02	0.72	0.64
Credit Exch Clearing Price	\$0.50	\$0.49	\$1.50	\$5.00	\$8.01	\$9.14	\$12.00	\$13.50	\$12.50	\$11.00	\$5.00	\$2.76



Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
SNF Market Ratio \$/kg	\$1.80	\$1.86	\$1.83	\$1.86	\$1.88	\$1.83	\$1.78	\$1.76	\$1.84	\$1.88	\$1.94	\$2.05

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.

### September 2024 Credit Exchange \$2.76/kg

12,573 of 14,033 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.nb milk.org](http://www.nb milk.org) - click on LOGIN link. \*\*

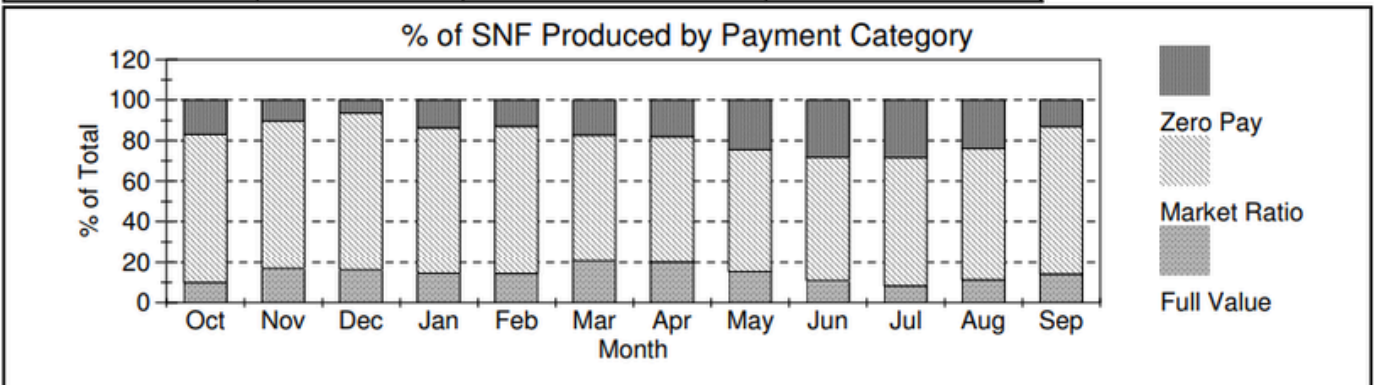
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
September 2024	0	\$0.0000	\$0	0	\$0.0000	\$0	0	\$0.0000	\$0
12 Months	10,945	-\$2.7327	(\$29,909)	8,071	-\$1.9107	(\$15,421)	14,439	-\$0.3917	(\$5,656)
<b>SNF &gt; 2.20</b>									
September 2024				1,830	\$0.0000	\$0	3,345	\$0.0000	\$0
12 Months				27,143	\$0.0000	\$0	50,210	\$0.0000	\$0
<b>SNF 2.00&lt;=&gt;2.20</b>									
September 2024				20,829	\$2.0511	\$42,723	37,517	\$0.6300	\$23,636
12 Months				265,824	\$1.8598	\$494,375	479,849	\$0.6300	\$302,306
<b>Domestic Market</b>									
September 2024	581,413	\$13.7273	\$7,981,224	417,808	\$10.9365	\$4,569,359	740,698	\$0.9000	\$666,628
12 Months	7,096,990	\$13.7343	\$97,472,287	5,087,896	\$10.5845	\$53,852,942	9,037,852	\$0.9000	\$8,134,067

## Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$			Total Paid \$
September 2024	\$99.45	\$7,981,224	\$4,612,083	\$690,264			\$13,283,570
12 Months	\$98.46	\$97,442,378	\$54,331,897	\$8,430,717			\$160,204,991
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL	Total Deductions
	Per HL	Per Kg of Total Solids					
September 2024	\$3.77	\$0.1015	\$0.0786	\$0.0085	\$0.0016	\$6.34	\$846,582
12 Months	\$3.74	\$0.1015	\$0.0751	\$0.0085	\$0.0016	\$6.25	\$10,225,918
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC			Rejected Loads
September 2024	193,097	0	0	34			0
12 Months	178,211	0	0	51			0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio	
September 2024	13,357,230	4.3528	3.2976	5.8512	13.5016	2.1018	
12 Months	163,001,702	4.3607	3.3061	5.8787	13.5454	2.1063	

## SNF Policy

<b>Current SNF Ratio Values</b>	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	1.92	1.93	1.94	1.93	1.94	1.93	1.94	1.95	1.95	1.93	1.93
Market Ratio	2.12	2.09	2.09	2.09	2.09	2.10	2.10	2.10	2.11	2.11	2.11	2.10
Zero Pay	2.25	2.24	2.28	2.26	2.28	2.25	2.25	2.26	2.26	2.27	2.27	2.27
Provincial	2.12	2.08	2.08	2.09	2.09	2.09	2.09	2.12	2.13	2.14	2.13	2.10

**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 2024  
 Monthly single coverage: \$128.44  
 Monthly family coverage: \$335.74

Claims, rates, enrolment:  
 Emily Murphy 506.850.1643  
[emilymurphy@gotoinsure.ca](mailto: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](mailto:efp-pfe@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**

**Crop Specialist**

Contact Jason Wells  
 Phone:  
**506.434.2543**  
 Email:  
[Jason.Wells@gnb.ca](mailto: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](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)

**Dairy Specialist**

Contact  
 David Dykstra  
 Cell phone:  
**506.434.5755**  
 Email:  
[David.Dykstra@gnb.ca](mailto:David.Dykstra@gnb.ca)

**Links**

**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://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



BLEND PRICE AUGUST 2024	CREDIT EXCHANGE DEADLINE	QUOTA EXCHANGE DEADLINE
\$99.45 hl or \$22.84/kg of BF  BF: 4.3528 kg/hl, PRO: 3.2976 kg/hl LOS: 5.8512 kg/hl	October 17, 2024, 4:00 PM  Please submit credit bids/offers on DFNB Portal at www.nbmilk.org	November 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

## Market Update

The CDC publishes a monthly market update on the public facing side of their website.

Overview:

- Total Requirements forecast shows an average growth of between 1.6% and 2.8% for January-December 2024. Total Requirements for the 12 months ending August 2024 were 3.05% higher than those of the previous 12 months.
- Compared to July 2024, apparent consumption decreased for all products, compared to the 12 months ending August 2023 we see increases for cream, yogurt and butter.
- Total Quota increased from July 2024 to August 2024 by 11% and had an increase of 5.6% over August 2023
- P10 production increased by 1.15% in August compared to July 2024.
- Butter stocks decreased in August 2024 to 33,884 tons.

To View the July 2024 Report please click on the link below.  
<https://rise.articulate.com/share/rTOlyx25HKtvJzuPqRxosL8iLTTXUTHY#/>

## 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.

## UPCOMING EVENTS

DFNB Board Meeting  
 October 29-30, 2024

**2024 ATLANTIC FARM WOMEN'S CONFERENCE**

15-16 NOVEMBER HALIFAX, NS

OPEN TO ALL WOMEN WHO ARE PASSIONATE ABOUT AGRICULTURE!

**REGISTER NOW**

✉ ATLANTICFARMWOMEN@GMAIL.COM  
 🌐 [HTTPS://ATLANTICFARMWOMEN.WEEBLY.COM](https://atlanticfarmwomen.weebly.com)