

May 15, 2024



MILK MATTERS

The official newsletter for New Brunswick milk producers.



Photo: Rothiemay Farm by Peter King

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Holstein Canada

proAction

And more ...

Mental Health Week

Celebrate Mental Health Week (May 13-19) by exploring the **Do More Agriculture Foundation**, which provides valuable resources for all Canadian farmers.

website: www.domore.ag

social: www.facebook.com/thedomoreagriculturefoundation

The Do More Agriculture Foundation is the national voice and champion for mental health in Canadian agriculture and is changing the culture of agriculture to one where all are encouraged, supported, and empowered to take care of their mental wellbeing. Those working in the agriculture industry are among the most vulnerable when it comes to mental health issues. By collaborating with the entire industry and those working to address the state of mental health in Agriculture, we can and will make a substantial impact.

“How can you Do More? Sometimes it's as easy as being able to Talk More, Ask More and Listen More.”

BLEND PRICE MARCH 2024	CREDIT EXCHANGE DEADLINE	QUOTA EXCHANGE DEADLINE
\$99.00 hl or \$22.49/kg of BF BF: 4.4019 kg/hl, PRO: 3.3362 kg/hl LOS: 5.8804kg/hl	May 17, 2024 4:00 PM Please submit credit bids/offers on DFNB Portal at www.nbmilk.org	June 3, 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

Teach Nutrition

Teach Nutrition Maritimes is funded by Maritime Dairy Farmers through DFC’s Regional Service Agreement with DFNB, DFNS, and DFPEI. Teach Nutrition is a group of registered Dietitians that create resources for teachers, early childhood educators and parents. They make food and nutrition education fun and engaging.

Teach Nutrition Maritimes is excited to partner with New Brunswick Department of Education and Early Childhood’s Centre of Excellence for Health to bring nutrition education to schools in New Brunswick. Teach Nutrition sponsored six events at NB schools in March and April. Each event consisted of a virtual book reading with an author, followed by a food-themed game. These 6 events reached 2,600 elementary students and 142 educators in NB! More information and resources are available here: <https://teachnutrition.ca/en/maritimes/who-we-are/>

If you are connected to a school or teacher and would like to share these resources with them please get in touch with:

Renee.savoie@dfc-plc.ca

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
 May 28, 2024



Holstein Canada

Happy Spring everyone!

Holstein Canada recently had their annual convention, AGM and Master Breeder gala with over 650 participants in the week long event held in Hamilton, Ontario. There were approximately 50 Young Leader participants from across the country for the popular Young Leader program. NB was well represented by our delegates Sam Sharp and Austin Versloot. If you are between the ages of 19-30 please consider going next year when it will be held in Halifax, Nova Scotia from April 1-5. I am sure Sam and Austin would be happy to share their experience with you.

Following the meeting, the Board of Directors elected Nancy Beerwort (Cherry Crest) from Martintown, Ontario as president for the 2024 – 2025 year. President Beerwort will be joined by an executive consisting of Vice-President Gilles Côté (Jeanri) from Eastern Quebec and Chair of the Board Doug Peart (Peartome) from Hagersville, Ontario.

I would like to take this time to Congratulate Blair Weeks from Pleasant Valley PEI for being selected to judge the Black and White Holstein Show at the Royal Winter Fair this year.

Bundle and Save: Genomic test and register an animal for \$41.50 with Holstein Canada's Clarified program. That's a savings of \$4 per registration (under 3 months of age) The province of NB will pay \$20 per genomic test. If you are interested in this program talk to David Dykstra

If you need help with any of Holstein Canada's services (registration, classification, genomic testing) please reach out to our Atlantic field rep Claudia Perdomo cperdomo@holstein.ca C: 519-865-8172

Thank you to DFNB for allowing me to put these updates in the Milk Matters every other month. I look forward to seeing you all at the various shows and social events this summer.

Karen Versloot kversloot@holstein.ca



Buy & Sell

LOOKING FOR DAIRY FARMS

We have qualified clients looking to purchase dairy farms in New Brunswick between 100-350kg. Contact us today!

Ted de Winter
(506)434-3963
REALTOR®

Sarah Brennan
(506) 435-1178
REALTOR®

Charles Turnbull
(506)-636-0748
REALTOR®

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

The Social Media Scoop

Upcoming Local Bakery Features

We plan to feature locally owned bakeries on DFNB social media.

If there is a great bakery in your town, please send the bakery name to Michelle by text: 902-877-9355 or email: michelle.kempton@dfc-plc.ca



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





MIKE BOUMA

DFNB Director

Time served on the DFNB board:

Four Months

How long have you been a dairy farmer?

Well since farm kids start as soon as they can see over the dashboard of the farm truck and I was a tall kid, I've been farming for 52 years but in reality we've been dairying for 45 years.

What motivates you to hold a position on the board?

I'm very passionate about dairy farming and overall it's been good to my family and I. Over the years I've seen other producers giving so much of their time and energy for the betterment of our industry and now that I'm in a place in my career where I can give back to the profession that chose me. I feel duty bound to try and do my part.

What is your vision for the future of DFNB?

I've always felt that DFNB needs to be the facilitator for the overall health and profitability of our NB dairy producers. If we have profitable farms, we'll have stable, progressive farms that can invest in best practices and be both environmentally and consumer/community friendly.

What is your area of expertise or passion?

I enjoy the process of seeking out and incorporating efficiencies where I can. I love the challenge of continuous improvements, whether it's in our land base productivity, cropping systems, herd management or efficiencies. At the end of the day it's about cows and frankly I love working with good quality, high producing good looking cows. I enjoy working with genetics to achieve cows that I value.

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.



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

Quota Exchange for May, 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		13.0	13.0	455.8	468.8	468.8	
TOTALS	2	13.0				468.8	32

QESP = Quota Exchange Selling Price

13.0 of 468.8 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 13.0 kgs offered for sale and total bids to purchase of 468.8 kgs.

QESP = Le prix de vente de quota

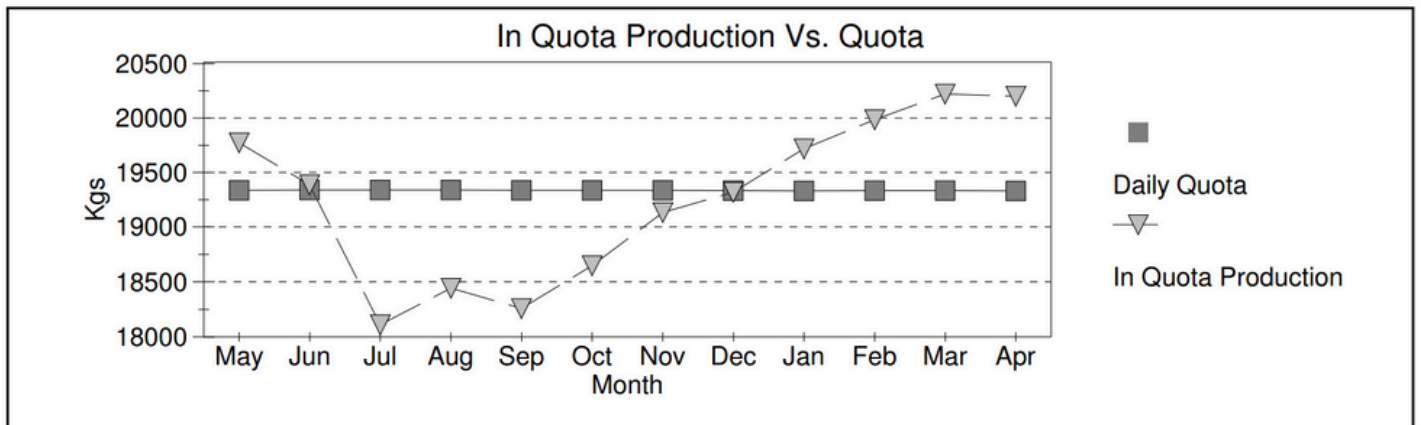
13.0 des 468.8 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

Il y avait un total de 13.0 kgs proposés à la vente et le total des offres pour l'achat de 468.8kg.

Next Exchange closes at 4:00 p.m., Monday June 3, 2024

Results are available Thursday June 6, 2024

Month	May	Apr	Mar	Feb	Jan	Dec	6 month avg.
Clearing Price	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	13.0	49.6	11.6	4.4	2.0	24.5	17.5
Kgs by Transfer	.0	.0	.0	.0	.0	253.9	42.3



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

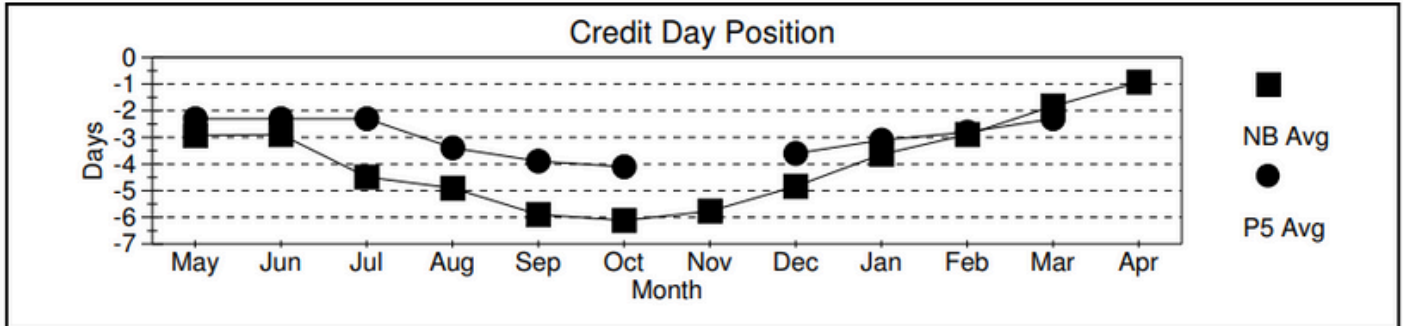
The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

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

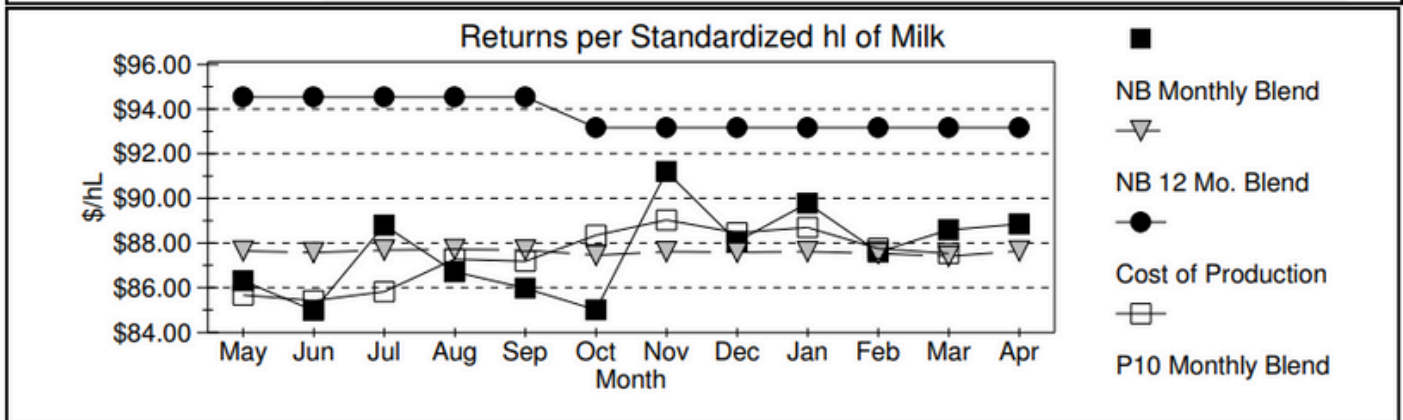
Daily Quota Transfer Order

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	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Incentive Days Issued	1.00	1.00	1.04	0.04	1.07	1.07	1.06	0.07	0.07	1.06	1.07	1.06
Incentive Days Used	0.58	0.55	0.39	0.04	0.43	0.52	0.54	0.07	0.07	0.67	0.71	0.72
Days Over Quota	0.03	0.02	0.00	0.00	0.00	0.01	0.00	0.00	0.02	0.13	0.00	0.19
Days Lost	-0.31	-0.23	-0.70	-0.78	-0.84	-1.28	-0.89	-0.71	-0.57	-0.31	-0.26	-0.28
Days Exchanged	0.90	1.01	0.77	0.72	0.92	0.61	0.66	0.92	1.02	1.17	1.61	1.28
Credit Exch Clearing Price	\$5.51	\$6.77	\$3.50	\$1.25	\$1.00	\$0.50	\$0.49	\$1.50	\$5.00	\$8.01	\$9.14	\$12.00



Month	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
SNF Market Ratio \$/kg	\$2.51	\$2.50	\$2.44	\$1.72	\$1.69	\$1.80	\$1.86	\$1.83	\$1.86	\$1.88	\$1.83	\$1.78

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.

April 2024 Credit Exchange \$12.00/kg

24,825 of 24,845 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.nbmlk.org - click on LOGIN link. **

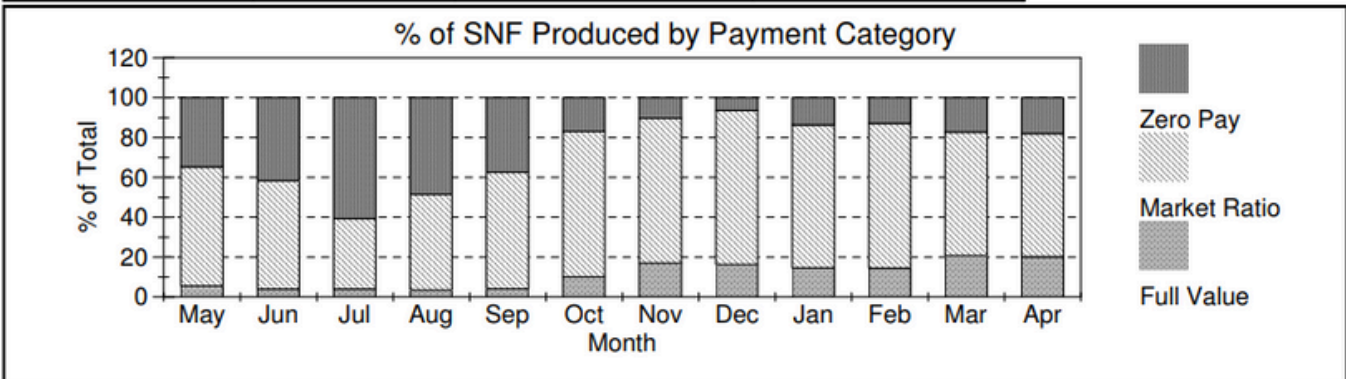
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
April 2024	3,586	-\$2.7327	(\$9,798)	2,605	-\$1.9107	(\$4,977)	4,630	-\$0.3917	(\$1,814)
12 Months	7,735	-\$2.7327	(\$21,137)	5,718	-\$1.9107	(\$10,925)	10,173	-\$0.3917	(\$3,985)
SNF > 2.20									
April 2024				1,989	\$0.0000	\$0	3,690	\$0.0000	\$0
12 Months				45,562	\$0.0000	\$0	84,845	\$0.0000	\$0
SNF 2.00<=2.20									
April 2024				21,277	\$1.7828	\$37,933	38,134	\$0.6300	\$24,024
12 Months				294,907	\$2.0086	\$592,362	536,049	\$1.2143	\$650,910
Domestic Market									
April 2024	602,123	\$13.7456	\$8,276,546	433,190	\$10.4360	\$4,520,767	762,694	\$9.9000	\$686,425
12 Months	7,041,091	\$13.4417	\$94,644,209	5,032,325	\$10.5333	\$53,007,007	8,993,848	\$9.9000	\$8,094,464

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
April 2024	\$99.00	\$8,266,748	\$4,553,722	\$708,636				\$13,529,106
12 Months	\$96.38	\$94,623,072	\$53,588,443	\$8,741,389				\$156,915,426
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
April 2024	\$3.70	\$0.1015	\$0.0744	\$0.0085	\$0.0016	\$6.23		\$857,674
12 Months	\$3.61	\$0.1015	\$0.0723	\$0.0086	\$0.0016	\$6.08		\$9,942,676
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
April 2024	166,714	0	0	48				0
12 Months	178,788	0	0	65				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
April 2024	13,760,146	4.4019	3.3362	5.8804	13.6184	2.0938		
12 Months	163,047,963	4.3232	3.2987	5.9031	13.5250	2.1285		

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	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Full Value	1.89	1.87	1.94	1.90	1.88	1.92	1.92	1.93	1.94	1.93	1.94	1.93
Market Ratio	2.11	2.12	2.13	2.13	2.11	2.12	2.09	2.09	2.09	2.09	2.10	2.10
Zero Pay	2.25	2.28	2.30	2.29	2.26	2.25	2.24	2.28	2.26	2.28	2.25	2.25
Provincial	2.15	2.18	2.23	2.20	2.15	2.12	2.08	2.08	2.09	2.09	2.09	2.09

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://app.milk2020.ca/bceefreport/default>

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 changes were implemented from the last Notice of Change (June 2023)?

Several changes were implemented from the Animal Care, Biosecurity, Food Safety, and Traceability modules:

- Animal Care (AC): Cattle assessments (AC14): At this time, the Dark Red zone will remain the same (i.e. it will not be combined with the Red Zone). No additional continuous improvement requirements were added to Red Zone. There is also a new streamlined version of Record 7B (Cattle Assessment Corrective Action Plan).
- Livestock Traceability (LT): Tagging (LT2): As of September 1st, 2023, it became mandatory that calves born on a dairy farm destined for purposes other than dairy must be identified with approved white dairy tags. White tags must also be used for cull cows if the original tag is lost.
- Food Safety (FS) and Animal Care: Shipping Cattle Standard Operating Procedure (FS40 (AC)): The shipping cattle Standard Operating Procedure (SOP) has been updated to reflect the mandatory use of single white button tags, and “Ensure animal birth or tag activation information is reported to the national traceability database before animals leave the farm (particularly for bull calves)”.
- Biosecurity (BIO): BIO Risk Assessment (BIO1): Questions in the questionnaire have been updated and expanded to provide clarity, reflect current on farm practices, and the scoring categories have changed to provide more guidance to producers and their herd veterinarians so that they can answer the risk assessment questions more accurately. As of September 1st, 2023 this new version must be used.

There were also several minor edits and clarifications:

- Traceability records: The records are revised to simply recording. Now only the last 9 digits of an animal’s identification number (not all 15digits) are required to be recorded.
- Record 12: Bulk Tank Temperature Log: “Year” and “Month” have been added to the form for your convenience.
- Record 14: Cleaning and Sanitizing Chart: To provide more context for the wash system “Number of washes done in a 24-hour period” was added to the record.

Please refer to the June 2023 Notice of Change and the revised proAction® Workbook and Reference Manual for further details.

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

Food Safety



Fact Sheet: TTRs that meet the Food Safety program's TTR Specifications

Dairy Farmers of Canada (DFC) is pleased that Time Temperature Recorder (TTR) companies have developed TTRs that meet the Food Safety program's specifications for TTRs with smart alarms for milk and wash water temperatures. TTRs with smart alarms alert farmers to temperature problems and eliminate the need for farmers to keep manual temperature records.

The TTR review process is open to all companies, but DFC only reviews those products that are submitted and it only reviews TTRs with smart alarms. If a company has not requested a review, its product will not be reviewed and therefore, will not appear on the list. As a result, the list below may not be complete. DFC relies on the companies listed below to inform it of any changes they make to their TTRs in order to keep this list current.

TTRs with Smart Alarms that meet the TTR specifications:

1. Dairy Cheq Q3 with Bluetooth option required: www.dairycheq.com
2. Dairy Cheq MilkGuard (2004 and FD): www.dairycheq.com
3. Ecolab: FC- 2 "FARM-CONTROLLER 2": www.ecolab.com
4. LM2S and Endress+Hauser: Dairy Tracker version 1.04.00: www.lm-2s.com and www.endress.com
5. Anderson: Guardian III (Models 5542XXX and 5543XXX): www.anderson-fbtr.com
6. CPA Automatisation: NEP Ferme: www.solutioncpa.com
7. Boumatic TTR–QC: Boumatic: www.boumatic.com
8. SteenCheq PTTR1 for pipelines only: <https://temperonic.com/Products/PTTR1/>
9. Maximus Version 67: www.maximus-solution.com

Please note: the intent of the list above is to help farmers make informed choices; however, it is ultimately farmers' responsibility to ensure that the TTRs they purchase have the capability to perform to their expectations. Furthermore, the TTR review process is limited to a review of a TTR's programming and set-up. It does not include installation or any features outside of the TTR requirements.

Farmers do not have to purchase a TTR from the list above and they do not have to monitor temperatures with a TTR; however, farmers should check with their provincial coordinators, because some provinces require TTRs and have their own specifications. Also, farmers may purchase TTRs without smart alarms; however, then farmers have to keep some form of record to show they check temperatures (e.g. manual log of temperatures or initials on charts after every milking).

DFC is pleased to see the dairy industry respond to farmer needs and demonstrate that the Food Safety program is an important element of the products that they are offering to farmers.

Who can I contact for more information?

1. Your provincial producer association
2. TTR companies
3. Visit: www.dairyfarmers.ca/proAction