

September 13, 2024



# MILK MATTERS

The official newsletter for New Brunswick milk producers.



## IN THIS ISSUE

Farming for the future

Market Update

Summer Promotions

And more ...

## Director Nominations

As per New Brunswick Regulation 2002-86 under the Natural Products Act ([link to act](#)), three members shall be elected for the three-year term to start after the Board's annual meeting. These positions are currently held by Gilbert Matheson (At-Large); John Schuttenbeld (Fredericton) and John Best (Woodstock). Information on Director's Roles and Responsibilities is available on the Dairy Farmers of New Brunswick website: ([link to order](#)) Nomination forms were sent early September.

***Nominations must be returned to the DFNB office on or before October 1, 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.

### ***Agenda will be as follows:***

- |                               |                         |
|-------------------------------|-------------------------|
| i. Market and Industry Update | iv. Quality Milk Awards |
| ii. P5 Quota Policy Review    | v. 2024 AGM             |
| iii. Investment Program       | vi. 2024-25 Budget      |

**BLEND PRICE  
AUGUST 2024**

\$96.52 hl or  
\$22.70/kg of BF

BF: 4.2517 kg/hl,  
PRO: 3.2153 kg/hl  
LOS: 5.8387 kg/hl

**CREDIT EXCHANGE  
DEADLINE**

September 18,  
2024, 4:00 PM

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

**QUOTA EXCHANGE  
DEADLINE**

October 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:

- Revised Total Requirements forecast shows an average growth of between 1.6% and 2.8% for January-December 2024
- In July 2024, there were notable increases in the consumption of milk, cream, ice cream and cheese compared to July 2023.
- Total Quota decreased from June 2024 to July 2024 by 2.4% however Total quota in July 2024 was 3.5% higher than in July 2023.
- P10 production decreased by 1.69% in July compared to June 2024.
- Butter stocks in July were 37,420 tonnes which was an increase of 599 tonnes over the month.

For more Market information 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.

## P5 Message – Quota Increase September

To ensure a continued production level needed to meet the current and anticipated demand, the P5 Boards have agreed to increase the saleable quota allocated to P5 producers by 1%, on September 1, 2024.

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.

## UPCOMING EVENTS

DFNB Board Meeting  
October 29-30, 2024

## P5 Message - Fall Incentive Days - August and November- 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 August and November, 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
August 2024	2
September 2024	3
October 2024	3
November 2024	2
December 2024	



### Buy & Sell

Please send for sale and wanted items to [nbmilk@nbmilk.org](mailto:nbmilk@nbmilk.org)

## Summer Promotions

This summer, was a busy season promoting dairy across New Brunswick! Refreshing smoothies were handed out at Balloon Fest, charcuterie cups were served at a university student welcome BBQ in partnership with the town of Fredericton, and showcased a robotic milking display at NBex. Our beloved mascot, Moonica, made her way to numerous fairs and events, spreading dairy cheer. Currently, we're set up at the Harvest Jazz and Blues Festival, connecting with even more people and celebrating the joy of local dairy products!

## 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!







**WHY STUDY AG?**

I became involved in the dairy industry at a young age through 4-H, where my passion for agriculture and dairy began to grow. The hands-on experiences I gained, both through 4-H and on my own, deepened my connection to the field. However, the real turning point in my decision to pursue agriculture came during my years working at Greystone Farm. I loved every moment on the farm, from completing chores to helping with daily tasks. It was a rewarding experience that allowed me to meet people and build a network in the agricultural community.

**MEMORABLE LEARNING EXPERIENCE**

I was doing chores a few years ago, everything was going sideways and I had a heifer calve in the heifer barn. After getting her and the calf inside and dealt with, I stepped outside to see all the heifers had escaped all over the yard. Thankfully myself and a few others who happened to show up by chance managed to get them all back in. So long story short, I learned to ALWAYS double check the gate and my work.



**FUTURE EMPLOYMENT GOALS**

Animal nutritionist

**HOW DO YOU HOPE TO CONTRIBUTE TO THE AG COMMUNITY?**

As someone who doesn't come from a family farm or agricultural background as a child, I want to be able to help younger people from all backgrounds find ways to become involved in the industry/ community and learn about agriculture as others did for me.

**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 August 2024**

Quota Exchange for September, 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	520.2	520.2	520.2	
<b>TOTALS</b>	<b>0</b>	<b>.0</b>				<b>520.2</b>	<b>32</b>

QESP = Quota Exchange Selling Price

.0 of 520.2 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 520.2 kgs.

QESP = Le prix de vente de quota

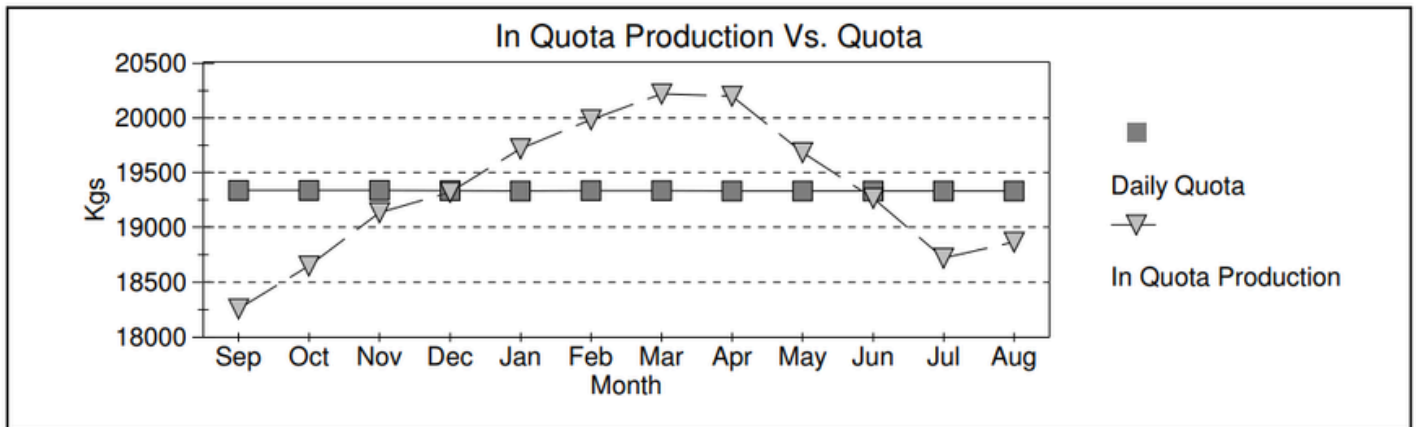
.0 des 520.2 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

Il y avait un total de .0 kgs proposés à la vente et le total des offres pour l'achat de 520.2kg.

**Next Exchange closes at 4:00 p.m., Tuesday October 1, 2024**

**Results are available Friday October 4, 2024**

Month	Sept	Aug	Jul	Jun	May	Apr	6 month avg.
Clearing Price	\$0	\$24,000	\$0	\$0	\$24,000	\$24,000	\$24,000
Kgs on Exchange	.0	2.0	.0	.0	13.0	49.6	21.5
Kgs by Transfer	.0	.0	133.0	.0	69.5	.0	33.7



## 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

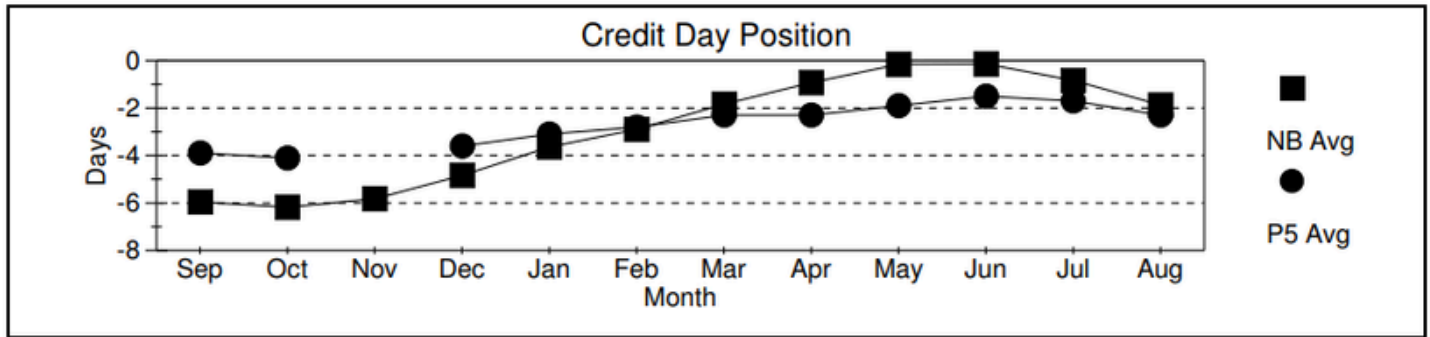
The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

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

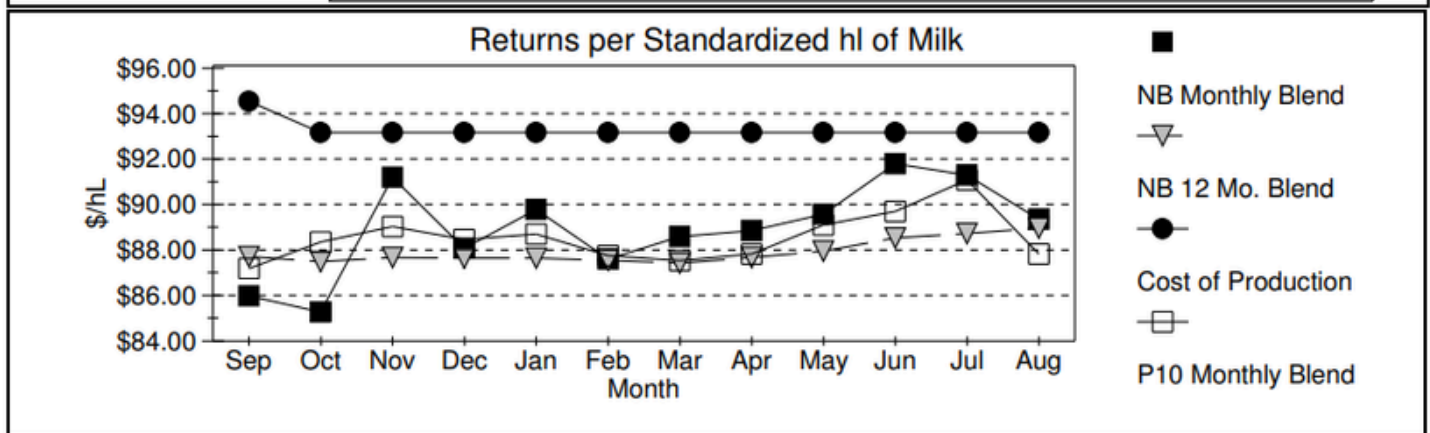
### Daily Quota Transfer Order

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	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Incentive Days Issued	1.07	1.07	1.06	0.07	0.07	1.06	1.07	1.06	0.18	0.18	0.11	2.18
Incentive Days Used	0.43	0.52	0.54	0.07	0.07	0.67	0.71	0.72	0.13	0.16	0.11	0.83
Days Over Quota	0.00	0.01	0.00	0.00	0.02	0.13	0.00	0.19	0.12	0.07	0.02	0.01
Days Lost	-0.84	-1.28	-0.89	-0.71	-0.57	-0.31	-0.26	-0.28	-0.20	-0.18	-0.23	-0.36
Days Exchanged	0.92	0.61	0.66	0.92	1.02	1.17	1.61	1.28	1.24	1.15	1.02	0.72
Credit Exch Clearing Price	\$1.00	\$0.50	\$0.49	\$1.50	\$5.00	\$8.01	\$9.14	\$12.00	\$13.50	\$12.50	\$11.00	\$5.00



Month	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
SNF Market Ratio \$/kg	\$1.69	\$1.80	\$1.86	\$1.83	\$1.86	\$1.88	\$1.83	\$1.78	\$1.76	\$1.84	\$1.88	\$1.94

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.

### August 2024 Credit Exchange \$5.00/kg

13,836 of 14,056 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](http://www.nb milk.org) - click on LOGIN link. \*\*



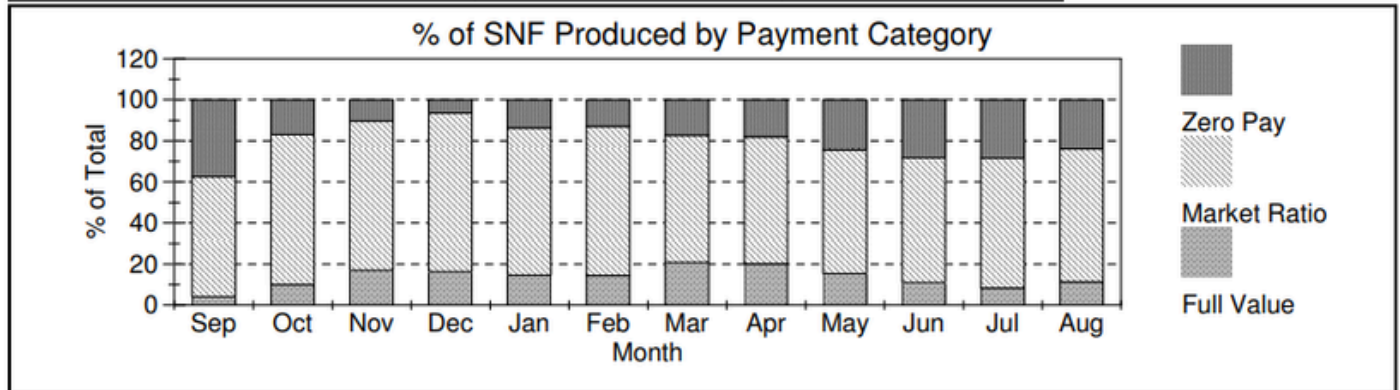
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
August 2024	130	-\$2.7327	(\$354)	91	-\$1.9107	(\$175)	166	-\$0.3917	(\$65)
12 Months	10,945	-\$2.7327	(\$29,909)	8,071	-\$1.9107	(\$15,421)	14,439	-\$0.3917	(\$5,656)
<b>SNF &gt; 2.20</b>									
August 2024				3,637	\$0.0000	\$0	6,748	\$0.0000	\$0
12 Months				29,305	\$0.0000	\$0	54,153	\$0.0000	\$0
<b>SNF 2.00&lt;=&gt;2.20</b>									
August 2024				24,590	\$1.9394	\$47,690	45,139	\$0.6300	\$28,438
12 Months				271,434	\$1.8281	\$496,203	490,706	\$0.6300	\$309,145
<b>Domestic Market</b>									
August 2024	584,671	\$13.7571	\$8,043,377	413,933	\$10.8168	\$4,477,431	751,036	\$0.9000	\$675,932
12 Months	7,063,337	\$13.6828	\$96,646,118	5,058,757	\$10.5687	\$53,464,421	9,001,386	\$0.9000	\$8,101,248

## Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
August 2024	\$96.52	\$8,043,023	\$4,524,946	\$704,305				\$13,272,273
12 Months	\$97.97	\$96,616,209	\$53,945,203	\$8,404,737				\$158,966,149
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
August 2024	\$3.66	\$0.1015	\$0.0786	\$0.0085	\$0.0016	\$6.19		\$851,508
12 Months	\$3.73	\$0.1015	\$0.0747	\$0.0085	\$0.0016	\$6.23		\$10,165,245
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
August 2024	200,458	0	0	41				0
12 Months	177,988	0	0	64				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
August 2024	13,754,502	4.2517	3.2153	5.8387	13.3058	2.1295		
12 Months	162,553,682	4.3520	3.3020	5.8816	13.5355	2.1102		

## 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	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Full Value	1.88	1.92	1.92	1.93	1.94	1.93	1.94	1.93	1.94	1.95	1.95	1.93
Market Ratio	2.11	2.12	2.09	2.09	2.09	2.09	2.10	2.10	2.10	2.11	2.11	2.11
Zero Pay	2.26	2.25	2.24	2.28	2.26	2.28	2.25	2.25	2.26	2.26	2.27	2.27
Provincial	2.15	2.12	2.08	2.08	2.09	2.09	2.09	2.09	2.12	2.13	2.14	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](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