



# NEWSLETTER

## Chair's Message

**Greg Archibald**



I hope everyone had a good Christmas holiday and happy new year. December was very busy and flew by very quickly. My first month as chair has been an interesting one, to say the least. Board and staff set priorities to identify issues of immediate importance and determine next steps forward. A plan of action is beginning to take shape focused on producer communication, milk committee roles and meetings, sampling, IT and of course our policy package and NPMC directives. As tends to happen, additional new priorities emerged as well. As most of you are probably aware, black specs in our raw milk has become a very pressing issue.

**Producer Communication:** I hope producers recognize the changes made to our newsletter and the effort to increase information sharing and to engage with you, the producer. This all comes from the work and effort of Alana Croft. She has done a great deal of work to rejuvenate the newsletter and I think it will continue to be a great communication tool. Thank you, Alana.

**Milk Committees:** New strategic milk committee meetings, roles and functions have been established. We will meet with the milk committee members February 7 to discuss this new format, and together find the best ways of moving forward to build communication from board to milk committee to grass roots.

**Sampling:** The Board is moving forward with identifying potential modifications to our raw milk sampling program. We are investigating MUN testing, sampling every pickup, as well as addressing program inefficiencies and seeking pricing/contract options that will provide good value and consistent results.

**IT:** Staff are moving the IT file forward. We are working with PEI and New Brunswick (who are also implementing the same new IT system) to find opportunities to reduce costs while increasing harmonization and cross functionality.

**Policy Package:** An email version and a hard copy of our proposed policy package has been sent to all NS dairy farms. Directors, myself included, have been very fortunate to hear from producers with questions, clarifications and suggestions. To be clear, the package sent out was the same one presented at our AGM so that all producers, whether they were in attendance or not, have now received the same information. Having said that, we are still listening and finalizing the package details. Several modifications have been commonly suggested, and as we finalize the finer points, we will communicate these to the membership. It's not too late - if you have questions, reach out to staff or board.

**NPMC Directives:** We continue to work on this file, and the completion of our policy package brings us closer to a conclusion. Council has invited DFNS to present the package at a meeting scheduled for early February. Following this meeting, Council will determine next steps, which the Board will be sure to share with the membership. We thank Council for the opportunity to have this discussion to ensure mutual understanding of the policy details and objectives. Their time and energy on these directives will ultimately make our organization stronger, and its obligations, policies and regulations clearer to all.

**Black Specs:** As many of you have heard, black specs in our raw milk have become problematic. This file has become priority number one. These specs result from either bits of rubber or a grease-like substance. It needs to be stated clearly that we cannot send raw milk through a processing plant with these black specs. Where in the past there may have been room for some discretion, processing and retail standards are evolving to a zero tolerance. The specs do not always break down and have shown up in finished product. Processors have clearly stated they cannot accept milk with debris, food grade or not. It is not acceptable to our customers. The sources of these specs have been traced back both to our transporters' trailers and on-farm.

Multiple meetings have been held with our provincial inspector, transporters and processors. Procedures for documenting every load or tank rejected, and how that information is shared amongst all parties, is being updated. Information will be shared from the NS Dept of Agriculture in the near future with a list of preventative on-farm key areas and equipment checks. If producers have any concerns, we also recommend contacting your service equipment provider to access their expertise in reviewing your system. Transporters are doing the same, with trailer and parts inspections and further driver training.

.../continued on page 5

## UPCOMING EVENTS & DEADLINES



- Jan 25 - 4:30 pm .....Jan Quota Leases
- Feb 7 - 7:30-8:30 pm.....Milk Committee Meeting (Zoom)
- Feb 13 – 12:00 Noon..... Feb Quota Exchange Offers
- Feb 20** .....**NS Heritage Day**
- Feb 22 – 4:30 pm ..... Feb Quota Leases
- Feb 24 ..... Quota Exchange Payments

# Results of the January 2023 Quota Exchange

## Market Clearing Price: \$24,000

Iteration: 0.38  
Balance Prorated: 2.73%

Kilograms		Producers	
		Buying Quota	87
Purchased (actual)	64.05	Offering to Buy	87
Offered to Purchase	1176.97	Selling Quota	3
Offered to Sell	64.05	Offering to Sell	3

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$24,000 MCP	64.05	64.05	1112.92	1176.97	1176.97

Click to Download  
Offer to Sell Form

Click to Download  
Purchase Bid Form

**Next Quota Exchange Deadline:**  
February 13, 2023  
12:00 Noon

**Payment Due Date:**  
February 24, 2023

### Quota Leasing Update – 2022

Total amounts of quota leased in the most recent 12 months are as follows:

JAN	807.93 kgs
FEB	900.92 kgs
MAR	761.4 kgs
APR	1016.2 kgs
MAY	776.68 kgs
JUN	834.6 kgs
JUL	1009.06 kgs
AUG	923.4 kgs
SEP	718.37 kgs
OCT	761.48 kgs
NOV	654.6 kgs
DEC	949.4 kgs

Click [here](#) to view the current lease-in list.

To be added to the list, please email your farm name, contact name and phone number to:  
dfns@dfns.ca

**Next Quota Lease Deadline:** January 25, 2023  
4:30 pm

Click to Download  
TPQ Lease Agreement

### On-Farm Milk Grading

At each pickup, a bulk milk grader licensed by Natural Products Marketing Council must examine the raw milk before pumping it onto the truck. The milk is checked to ensure it is being kept at the right temperature and is free from abnormal smells, flavours, and physical abnormalities. Based on these observations, the bulk milk grader makes the decision to accept or reject the milk.

One physical abnormality that has been the subject of much recent discussion is “black specs”. Often gasket deterioration is suspected as the cause, and in the case of rejected loads, the source can be either the bulk trailer or the farm bulk tank.

On-farm, gasket deterioration in plate coolers can lead to black particles which then contaminate the bulk tank. The BC Milk Marketing Board reports that most on-farm rejections for ‘black specs’ in that province are believed to be associated with plate coolers. If you note any black specs in your bulk tank, or other irregularities of any kind, contact Scott MacKenzie, NSDA Dairy Program Specialist, at (902) 890-6637 for advice and support.

### Lab Results

	DEC-22	NOV-22	OCT-22	SEP-22
<b>Average IBC</b> Ind. Bacteria Count	38,985	39,501	37,488	45,729
<b>Average SCC</b> Somatic Cell Count	178,517	190,543	194,648	203,265
<b>Adulteration of Tankers</b> Due to H2O or inhibitors	0	0	1	0

# Meet Your 2023 BOARD OF DIRECTORS



**Coming Next Month:  
Meet Your Staff!**



## **Greg Archibald, Chair**

Director since: 2014

### **Committees/Representation:**

DFNS Executive, Advisory Cte for Milk, Advisory Cte for Transportation, Shutoff Review, Governance, DFC, CMSMC, P5 Supervisory Body, P5 Chairs & GMs

Along with his brother and parents, Greg operates the Middle Musquodoboit farm which the Archibald family has owned for over 200 years. He and his wife Jocelyn have four young children. Serving as a DFNS director has provided Greg the opportunity to view the industry from a whole new perspective. Now a few months into his first term as Chair, Greg remains committed to the objectives that first brought him to the Board: ensuring producers receive a fair return for their milk and have the ability to grow to ensure a bright future for the next generation.



## **Tony Versteeg, Vice Chair**

Director since: 2019

### **Committees/Representation:**

DFNS Executive, Adv Cte Milk, Adv Cte Transportation, Shutoff Review, Promotion, P5 Quota Cte, Dairy Focus

### **Region 1 Milk Committee**

Tony operates Black Avon Farms Ltd in Antigonish County. He enjoys farming with his family and neighbours and seeing his herd of cows improve with time. Currently in his 2nd term with DFNS, he is focused on the long-term success of the dairy industry. He is excited by the changes at the DFNS office and is grateful for the opportunities serving on the board has provided to continue learning about the dairy industry.



## **Robert (RJ) Dillman, 3<sup>rd</sup> Exec**

Director since: 2021

### **Committees/Representation:**

DFNS Executive, Shutoff Review, Health Plan, Governance, proAction, Milk Utilization Audit

### **Region 3 Milk Committee**

Originally from Middle Musquodoboit, RJ Dillman grew up in the Nova Scotia dairy industry. Along with his wife Jennifer and their 3 children (Conner, Lainey and Lucas) RJ now farms in Oxford. A strong supporter of 4-H in Cumberland County, RJ has also been active with Jersey Atlantic as past president and is a past director for the Atlantic region on the Jersey Canada board. RJ appreciates that while speaking and advocating is an important part of being a director, so is listening to the membership. He believes that the Nova Scotia dairy industry has exciting opportunities ahead that will ensure the continued success of farms of all sizes.



### **Geoff Bishop**

Director since: 2022

**Committees/Representation:**

Health Plan, Milk Utilization Audit, School Milk Program, Promotion

**Region 6 Milk Committee**

Geoff is a third-generation farmer from Roundhill, Annapolis County. He and his wife Jennifer have 4 kids, ages 21 to 13. Before joining the Board in 2022, Geoff had served as a milk committee member for over 16 years. In addition to DFNS, he is also a director of Kings Mutual and the new Heartland Mutual Insurance Company, as well as the Annapolis County Federation. Geoff’s varied board experience, industry knowledge and strong business background are valuable assets as the Board focuses on moving the Nova Scotia dairy industry forward.



### **Dustin Swinkels**

Director since: 2015

**Committees/Representation:**

Advisory Cte for Milk, Shutoff Review, CMSMC, P5 Supervisory Body, P5 Chairs & GMs, Dairy Focus

**Region 5 Milk Committee**

Dustin operates a progressive dairy farm in Afton, Antigonish County. During his time on the DFNS board he has served on many committees and appreciates opportunities to increase connections within the industry. Dustin approaches issues from the perspective that market stability and growth are essential, and it is paramount that producers take leadership in making progressive changes that ensure the future viability of farms. He believes that cooperation within the P5 is key to ensuring producer voices are heard.



### **Alphonse Vermeulen**

Director since: 2022

**Committees/Representation:**

Health Plan, Valacta Atlantic Advisory Cte, MQM Advisory Cte, NS Cattle Producers

Alphonse and his wife Jolene operate Vermeulen Agricultural Company in Urbania, Hants County. He studied Engineering at the Nova Scotia Agricultural collage and the University of Waterloo. He teaches Financial Management at the Dalhousie Agricultural Campus and has a background as a Portfolio Management and Investment Research Analyst. In his free time Alphonse enjoys basketball, innovation and economics.



### **Robbie MacGregor**

Director since: 2021

**Committees/Representation:**

Advisory Cte for Transportation, P5 Quota Committee, P5 Transportation

**Region 2 Milk Committee**

Robbie, a sixth-generation dairy producer, farms with his wife Mary and their family in Churchville, Pictou County. His previous experience as a member of the Scotsburn Dairy board provided him with valuable insights into the processing end of the industry. Robbie believes all producers share similar goals in wanting to see their industry move forward sustainably and profitably. His motivation for joining the DFNS Board was to help shape a dairy industry, within this province, that the next generation will want to be part of.



### **Stephen Nielsen**

Director since: 2020

**Committees/Representation:**

Atlantic Dairy Research Council, School Milk Program, Promotion

**Region 4 Milk Committee**

Stephen farms near Stewiacke with his family on their multigenerational operation. He fully believes in the strength of supply management, with one of its core tenants being that all producers share equally in the gains and losses, opportunities and challenges. Stephen’s position is that the best policies provide equal opportunity for all producers, from the smallest to the largest, to be able to grow and succeed while remaining a viable option for future generations. He considers serving as a DFNS director as an opportunity to give back to an industry that has given so much to him.



### **Danielle Dorn-Kouwenberg**

Director since: 2021

**Appointed by the NS Minister of Agriculture**

**Committees/Representation:**

Governance (ex-officio)

Danielle is the Manager of the Natural Products Marketing Council, and has worked with the Council since the Fall of 2016, first in the position of Regulatory Planning Officer. She worked in private law practice for several years prior to joining the Department of Agriculture. Danielle grew up in Wallace and was an avid member of her local 4-H club for many years. She now resides in Wallace Station with her husband, Dwight, two young children, Declan and Alexis, and their goldendoodle, Finnegan.

## Chair's Message

... cont'd from page 1

I kindly ask that we, as producers, respect the driver/graders as they do their job. If you experience an on-farm issue, please remember the graders are doing what is required of them. If you have concerns or require clarifications, please reach out to our staff or Scott MacKenzie.

To all the farmers who have dealt with this situation, I thank you for your patience and cooperation. Your immediate response to identify and remedy the problem and your desire to continue shipping high quality milk is truly appreciated. We will get ahead of this. Collaborative discussions with our inspector and transporters have led to improved communication and idea sharing. I am optimistic we will all come out of this the better for it. 🐄

## Attention Milk Committee Members:



**SAVE THE DATE!**

**FEBRUARY**  
**7**

**Milk Committee Meeting**  
(All regions, by Zoom)  
February 7, 2023  
7:30–8:30 pm

DAIRY FARMERS OF NOVA SCOTIA



### DFNS Social Media INPUT NEEDED

The most popular content on DFNS' social media is direct from farms!

Do you have photos we could share? We are looking for: sunsets, tractors/equipment, dogs, cows in pastures. Family recipes are also extremely popular!

#### Text or email your submissions to:

Michelle Kempton  
Community Manager, Maritime Marketing  
Dairy Farmers of Canada  
902-877-9355 or michelle.kempton@dfc-plc.ca

#### Follow the DFNS social media accounts:

Facebook: <https://www.facebook.com/dairyfarmersofns>  
Instagram: <https://www.instagram.com/dairyfarmersofns>

## Atlantic Healthy Herds Johne's Update

Part of the Atlantic Healthy Herds (AHH) program has been the Johne's disease surveillance project. It is a voluntary participation project for dairy farms in the region. This project is a continuation of the Atlantic Johne's Disease Initiative (AJDI) but with some changes that made the program more sustainable financially. Originally there was an intensive Risk Management component involving veterinary assistance to help reduce the risk of Johne's Disease to individual farms. Over time, AHH has streamlined that to where farmers do a self-assessment of risk.

Laboratory support from Maritime Quality Milk provides environmental PCR tests of the farm to monitor Johne's Disease infection status. This component of AHH is entirely voluntary and has successfully maintained strong participation. In New Brunswick there are 103 herds participating with 21% of the herds currently deemed positive. Nova Scotia has 133 herds (18% positive) and PEI has 95 herds (50% positive).

Since AJDI is a voluntary program, it is impossible to say what the overall prevalence of positive herds is per province. However, numerous herds within each province that tested positive have reduced the number of positive sites per farm, indicating that there is a reduction of infection pressure within farms.



## News Briefs

### TRANSPORTATION GUIDELINES FOR NS FARMERS

Join Farm Safety Nova Scotia in-person or via Zoom on Wednesday, January 31, 10am–12pm when Ken Chisholm, Vehicle Transportation Inspection, will review the transportation guidelines for NS farmers and answer questions. Email [info@farmsafetyns.ca](mailto:info@farmsafetyns.ca) for more information.

### DFC FUNDED DAIRY RESEARCH WORKSHOP FOR PRODUCERS

An event featuring the work of researchers from universities in Atl. Canada, with a focus on application and what is relevant for producers at the farm level, is taking place on Jan 31, 10am-2pm at the Canvas Moncton by Hilton. [Registration](#) is free.

### IMPORTANT REMINDER: SNF RATIO CHANGE – FEB 1, 2023

Given the market decline for SNF and processing capacity limitations, the NS, NB and ON boards have approved a decrease in the max SNF/BF ratio eligible for payment from 2.25 to 2.20, eff. Feb 1, 2023. The SNF/BF market ratio remains unchanged at 2.0. [Read More](#)

### FIONA AGRICULTURE DISASTER ASSISTANCE

On November 24, 2022, the Nova Scotia Department of Agriculture opened a one-window financial response to help the industry recover from extraordinary costs caused by Hurricane Fiona. Deadline for applications is Feb. 6, 2023. [Read More](#)

### 2023 FALL INCENTIVE DAYS

The following conventional incentive days are issued on a non-cumulative basis for the fall of 2023: 1 day in August, 2 days in each of the months of September and October, and 1 day in November. [Read More](#)

### PICKUP VOLUME CHANGES

Please advise the office if you anticipate significant upcoming changes in your usual pickup volumes. This will allow staff to work with your transporter to realign routes, if necessary. Producers are also reminded that requests for everyday pickup must be submitted to DFNS using the form available by clicking [here](#).

### ICY CONDITIONS

Staff have received several recent reports from transporters encountering icy farmyards. These conditions can develop quickly. On pickup days, please ensure the portion of the driveway and yard that the tanker travels is not only clear of snow, but that slippery surfaces are salted or sanded.

## Helpful Resources

### ITEMS TO CONSIDER WHEN BUILDING OR RENOVATING A DAIRY BARN

Dairy Farmers of Canada developed a document to assist farmers considering building or renovating barns. It is important to note this is based on current proAction® requirements and the current Code of Practice for the Care and Handling of Dairy Cattle. It does not reflect any changes that may be included in the revised Code expected to be released in 2023. [Read More](#)

### ASSESSING LAMENESS FOR TRANSPORT

The Canadian Food Inspection Agency (CFIA) has published an infographic: Assessing lameness for transport. This tool clarifies the decision-making process when assessing lameness before loading animals for transport. [Read More](#)

### FARM SAFETY PLAN DEVELOPMENT GUIDE & TEMPLATES

All farms are subject to the Occupational Health and Safety Act and are required to document their commitment to provide a safe and healthy workplace through a Farm Safety Plan. To help guide producers in this process, DFNS has worked with a consultant to develop a set of templates specifically for the dairy industry. If you are interested in this resource but have not yet received a copy, please contact Alana: [acroft@dfns.ca](mailto:acroft@dfns.ca).

An outline of DFNS' proposed quota and share transfer policy package was recently sent to all Nova Scotia dairy producers by both email and regular mail.



Please take time to review this important document.

If you have questions or comments, please reach out to any DFNS director.

# Milk Production and Pricing

Esben Arnfast, Chief Financial Officer

Milk volumes shipped by producers in the province increased to 574,500 litres per day in December which represents a 2.5% increase compared to December 2021. The butterfat production also increased to 4.35 kgs/hl compared to 4.24 kgs/hl a year ago. The combined effect is an overall butterfat production of 24,896 kgs per day which is up 5% over the past year.

The December daily quota allocation to producers prior to the Jan 1, 2023 quota increase (2%) was 24,149 kgs. With production exceeding quota, as is often the case during the winter months, individual producer under-production credits peaked in November at -8.8 days and moved upward to -8.5 in December.

The NS transportation rate fell ten cents from November to \$3.34/hl.

The Nova Scotia average producer raw milk price reached a record high for the month of December at \$100.41/hl or \$22.51/kgbf for average raw milk composition.

The graph on milk price factors shows higher milk utilization value, higher advance and higher pooling adjustment as factors all combining to increase December's price.

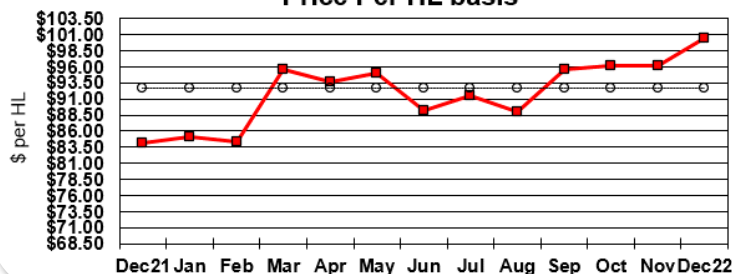
The advance was based on raw milk produced at P5 November average prices and included approximately 270,000L of raw milk dumped during the Christmas weekend due to processing limitations. During that same period, DFO and PLQ both experienced major disruptions to their milk pick up and processing capacities which resulted in having to dispose of significant amounts of raw milk. The P5 pooling has not been finalized for December but could impact January prices across the P5.

For the month of December, a total of \$102,792 was held back for SNF production above the minimum market SNF/BF ratio of 2.0 and redistributed to the payment of all NS in-quota SNF components falling under that ratio. The amount lost in November was \$71,363.

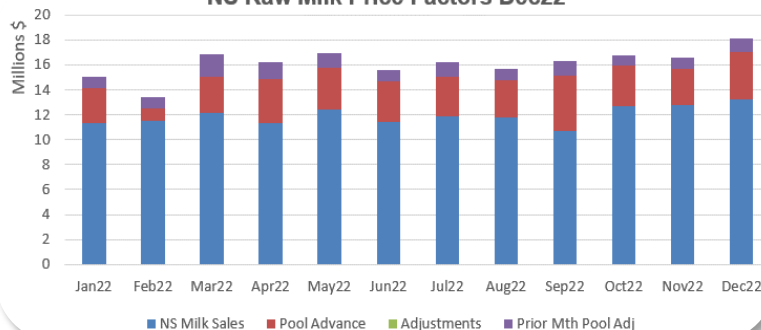
The difference between November and December is interesting. Despite the fact that there were less kilograms of SNF greater than 2.0 SNF/BF ratio, there was a bigger spread in December between the price paid for market SNF compared to SNF production below the market ratio. The market price (4a) varies each month and in November was \$3.5382 per kg versus 3.4400/kg in December.

Milk Marketing Report December 2022				
<b>Production</b>	<b>2022</b>	<b>2021</b>		
Avg. Litres/Day	574,523	560,050		
Avg. Kg Butterfat/Day	24,986	23,761		
Avg. Composition, kg/hl				
Butterfat (BF)	4.3490	4.2426		
Protein (Pro)	3.3165	3.3228		
Other Solids (OS)	5.9176	5.8929		
Bulk Haulage (\$/hl)	3.34	2.83		
<b>Producer Prices</b>				
<b>(\$ per kg)</b>	<b>BF</b>	<b>Pro</b>	<b>LOS</b>	<b>Avg/hL</b>
Dec In-Quota, Below Market	13.6840	10.7228	0.9000	100.41
Dec Market SNF Rate (\$/kg)				
SNF/BF = 2.00-2.30	0.0000	3.4400	3.4400	
Dec Over-Quota (Penalty)	-2.7327	-1.9107	-0.3917	-20.00
Jan Over-Quota (Penalty)	-2.7327	-1.9107	-0.3917	-20.00
<b>Total active producers:</b>	200			

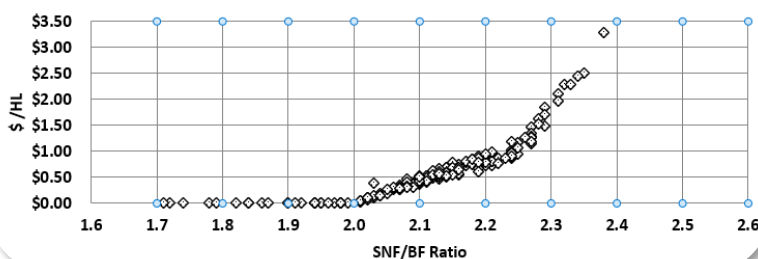
NS Average In-Quota Below Market SNF/BF Producer Price Per HL basis



NS Raw Milk Price Factors Dec22



Dec 22 Market Price & ZeroPay Dollars Lost (\$/HL) at SNF Ratios





# CONTACTS

## DFNS Staff

General Manager	Kimberly Harrison	902-890-4493	kharrison@dfns.ca
Producer Svs & Ass't GM	Alana Croft	902-818-7809	acroft@dfns.ca
Transportation Manager	Brett Purdy	902-324-2472	bpurdy@dfns.ca
Chief Financial Officer	Esben Arnfast	902-986-6103	earnfast@dfns.ca
Finance Officer	Jordan McCue	902-986-5859	jmccue@dfns.ca
Policy Analyst	Emma Eisses	902-305-3662	eeisses@dfns.ca
Operations Coordinator	Stephanie Roe	902-324-0672	sroe@dfns.ca



**Nancy Tedford**  
**Regions 1, 2, & 3**  
nancy@dfpei.pe.ca  
Fax: 902-566-2755  
Call: 902-394-1657

**Lindy Brown**  
**Regions 4, 5, & 6**  
lindy.brown@nbmilk.org  
Fax: 506-432-4333  
Call: 506-435-2117



**Scott MacKenzie**  
**Dairy Program Specialist**  
902-890-6637  
s.mackenzie@novascotia.ca

## DFNS Board

L. Gregory Archibald, Chair	garchibald@dfns.ca
Tony Versteeg, Vice Chair	tversteeg@dfns.ca
RJ Dillman, 3rd Member of Executive	rdillman@dfns.ca
Geoff Bishop	gbishop@dfns.ca
Dustin Swinkels	dswinkels@dfns.ca
Robbie MacGregor	rmacgregor@dfns.ca
Stephen Nielsen	snielsen@dfns.ca
Alphonse Vermeulen	avermeulen@dfns.ca

---  
Danielle Dorn Kouwenberg  
*Appointed by the Minister of Agriculture*  
danielle.dornkouwenberg@novascotia.ca

## DFNS Milk Committees

### REGION 1

**Director Assigned: Tony Versteeg**

Arnold Verschuren  
Troy van den Hoogen  
Robbie Sutherland  
William Cox

### REGION 4

**Director Assigned: Stephen Nielsen**

David Cole  
Jeff Scothorn  
Sandy Cole  
Nick Bokma

### REGION 2

**Director Assigned: Robbie MacGregor**

Jason van der Linden  
John Oostvogels, Jr.  
Allan MacDonald  
William Vosman

### REGION 5

**Director Assigned: Dustin Swinkels**

Darren Davidson  
David Anderson  
Lindsay Greenough  
Phillip Vroegh

### REGION 3

**Director Assigned: Robert J. Dillman**

Lauchie MacEachern  
Nick van Vulpen  
Vincent Kouwenberg  
Vacancy

### REGION 6

**Director Assigned: Geoff Bishop**

Brian Smit  
James Kinsman  
Niels Langelaan  
Vacancy

--><---- handy reference for milkhouse wall ----><--

## Bulk Milk Transport



### DFNS Transportation Manager

**Brett Purdy**  
902-324-2472

### Burghardt Transport Ltd.

**Darren Burghardt**  
902-670-5341

### Fisher Transport Ltd.

**Alison McDonald**  
902-478-5223