

# NEWSLETTER

**Vol. 17, No. 2 - September 2016**

## **NSCP Levy Collection Program**

DFNS continues to cooperate with the Nova Scotia Cattle Producers in providing all dairy producers with a means to register with NSCP and submit their levy once a year. The levy is mandatory, and many dairy farms have voluntarily participated in the annual levy collection program.

Effective January 1, 2017, the NSCP levy increases to \$6 per head. At the same time, DFNS and NSCP have revised the calculation used to determine a dairy farm's levy owing. This formula uses each farm's TPQ and incorporates milking and dry cows, heifers and bull calves, plus industry average culling, death, and production levels. The revised formula will result in slightly less animal units per kg TPQ for levy calculation purposes, and appears in the NSCP regulations.

Those producers interested in participating in the annual levy collection need to complete and return an authorization form to DFNS by December 15, 2016. The levy collection happens in mid-January 2017, and applies for the full calendar year. The authorization stays in place for future years until the producer cancels it.

Those producers currently enrolled in the program will need to re-authorize DFNS to collect for 2017 and beyond due to both the levy rate and formula parameters changing. A letter and authorization form will be sent to farms currently enrolled. The 2017 authorization forms will be available from both the DFNS and the NSCP offices. If you have any questions please feel free to contact the NSCP office by calling 902-893-7455.

### **UPCOMING EVENTS & DEADLINES:**

October 10, 2016.....Thanksgiving Day—Office Closed  
October 13, 2016.....Quota Exchange Deadline  
October 25, 2016.....Quota Lease Deadline  
November 11, 2016.....Remembrance Day—Office Closed

### **DFNB Newsletter**

Visit [www.nbmilk.org/en/](http://www.nbmilk.org/en/) and click on the "Milk Matters" link to read their monthly newsletter.

## **Chair's Message**

*It is nice September day when I am writing this. All of our forages are harvested and stored. Barley harvest is complete, with the exception of gathering up a few bales of straw. We are starting to get into the fall mode of seeding cover crops and fall application of lime, wood ash, and potash. I wish the cows would give a little more butterfat, but that will come.*

*The board is gearing up for a busy fall. Implementation of the ingredient strategy will take considerable time. One of the major steps will be in late September. We are hosting a NS industry-wide information session. DFNS, Council, and processors (large and small) will be at this meeting. There will be a presentation outlining specifics of the ingredient strategy with a Q&A opportunity. The next steps will include creating the regulatory framework to implement the changes of the new marketing direction from the ingredient strategy. All of this is new information requiring an understanding from the board to make decisions on which regulations need to be changed and how. DFNS will require Council to understand the ingredient strategy also, because they are the group that ultimately approve all regulatory changes.*

*The other aspect of these changes is that we have to be in step with the other provinces. All provinces are adopting and implementing the same types of changes in their provinces. But differences in provincial authority levels and who is involved makes it unique for each province. The target is for all provinces to have it fully implemented by February 2017. Given the dedication of our provincial team, we expect the deadline will be met.*

*Remember to vote in the DFNS election!*

*Andrew McCurdy, DFNS Chair*

### **proAction Sessions & Fall Regional Meetings**

<b>proAction Sessions</b>	10:00 am to 1:00 pm
<b>Fall Regional Meetings</b>	1:00 pm to 3:00 pm

Monday, November 7	Skye Glen Community Hall, Mabou
Tuesday, November 8	Claymore Inn, Antigonish
Wednesday, November 9	Best Western Glengarry, Truro
Monday, November 14	St. Bridget's Hall, Shubenacadie
Tuesday, November 15	Kingston Fire Hall, Kingston
Thursday, November 17	Super 8 Hotel, Windsor

**\*\*\*See insert included with this issue for more information**

## Results of the September 2016 Quota Exchange

Iteration (all buyers): 0.89 kgs  
 Prorated for buyers: 7.20%

Kilograms		Producers	
		Buying Quota	72
Purchased ( <i>actual</i> )	125.67	Offering to Buy	72
Offered to Purchase	928.64	Selling Quota	11
Offered to Sell	125.67	Offering to Sell	11

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$24,000	125.67	125.67	-802.97	928.64	928.64

Quota Exchange Deadline	Payment Due Date
September 13, 2016	September 28, 2016
October 13, 2016	October 28, 2016
November 10, 2016	November 28, 2016

## Dairy Services Lab Results August 2016

Bactoscan Individual Bacteria Count (IBC)		
Count	Samples	Percent
<35,000	202	89.4
35,001-121,000	21	9.3
>121,000	3	1.3
TOTAL	226	100.0

98.7% meet provincial standard

Average IBC – August 2016 27,947

Average Somatic Cell Count (SCC): 225,018

Adulteration (added water and/or antibiotics)

Water (Farm Tanks)	1
Antibiotics (Tankers)	0

### P5 QUOTA EXCHANGE MCP

PEI .....	\$24,000
New Brunswick..	\$20,900
Ontario .....	\$24,000
Quebec.....	\$24,000

## proAction: Upcoming Cattle Assessments by Holstein Canada Begin

September 2016 DFC "Latest News"

As part of the proAction Animal Care module, Dairy Farmers of Canada and Holstein Canada have officialised an agreement to name the latter as the "qualified independent party" to conduct Cattle Assessments on Canadian dairy farms and benchmark herds over a two-year period (October 2016 to September 2018). Holstein Canada will be starting this October in British Columbia, and will then work its way to the other provinces as the normal classification schedule unfolds.

Cattle assessments are not to be confused with the Food Safety program (formerly CQM validations). These are being done in preparation of the former as the new Animal Care requirements will be added in September 2017. This involves having a valid Cattle Assessment on file when the validation is due. In some provinces such as British Columbia and Manitoba, Animal Care requirements have already been incorporated into the validation process. *For more information, please see the insert included with this newsletter, which also contains the schedule for our upcoming proAction sessions and Fall Regional Meetings in November.*

Send your **CQM/proAction** Self Declarations or corrections to:

**Nancy Douglas** (northern regions 1, 2, & 3)

Email: [ndouglas@dfpei.pe.ca](mailto:ndouglas@dfpei.pe.ca)

Fax: 902-566-2755

Call: 902-394-1657

**Ashley Baskin** (southern regions 4, 5, & 6)

Email: [ashley@nbmilk.org](mailto:ashley@nbmilk.org)

Fax: 506-432-4333

Call: 506-435-0077 or 1-866-432-6455



## Year End Round-Up

With the 2015/16 Dairy Year behind us, here's a snapshot of how the year went:

- Total milk produced 184,729,037 litres, 3.4% more than last year
- Average BF test of 4.02 kg/hl, down slightly from 4.04 last year
- Total BF produced increased by more than 210,000 kg over the year
- 12-month rolling SNF:BF ratio increased slightly from 2.2381 to 2.2452
- Individual producer total overquota declined by 37% from last year
- Individual producer unrecoverable doubled when compared to last year
- Average SCC remained at 198,000 for the second year in a row with only two monthly averages exceeding 200,000!
- The Bactoscan results averaged 44,115 IBC
- Provincial annual dipstick-to-meter shrink total dropped by 171,000 L

## 3% Quota Increase November 1st

The P5 Boards have approved a 3% producer saleable quota increase, effective November 1, 2016. This quota increase is in addition to the 1% quota increases previously announced in each of the months of July, August, and September 2016.

This decision aims at increasing P5 milk production to completely fill all current demand and rebuild butter stocks from 21,000 tonnes to the target level of 30,000 tonnes by July 2017. In general, demand for dairy products continues to grow between 3% and 4% annually.

The P5 Quota Committee will continue to monitor market trends and production to determine if any further adjustments are required.



**Bluenose**  
*Financial*

**Ruth Scothorn - Insurance & Financial Advisor**

T: 902-758-1448  
C: 902-324-1969  
F: 902-236-2444  
rscothorn@eastlink.ca

Life, Disability & Critical Illness  
Health Plans - Group & Individual  
Mortgage Loan Insurance  
RRSPs, RESPs, & TSFAs  
RRIFs & Annuities

## Cream Supplemental Imports Approved

A surge in demand for butterfat these past few years and production quota increases taking time to materialize, Canadian supply of butterfat is still on the short side to satisfy Canadian demand.

While supplementary import permits for butter have been issued on a couple of occasions, the importation of butter wasn't sufficient to satisfy some manufacturers who were seeking access to butterfat in the form of cream.

AAFC, Global Affairs Canada, and the CDC, in consultation with DFC and national processors, have agreed to allow the importation of cream under very strict conditions.

On August 30, 2016, the government of Canada announced a new policy that will set guidelines on the importation of cream to maintain the predictability and balance of supply in the market.

## Update on PIDs

NSDA is preparing to launch its publicly available online Premises Identification (PID) application system. All dairy farms have been registered and issued a unique PID for each milking location.

Dairy farm managers are reminded that they are required to update NSDA within thirty days of any changes to premises information, to ensure your farm's information is correct.

Daniel Muir is the new Traceability Coordinator. He can be reached by e-mail at [Daniel.Muir@novascotia.ca](mailto:Daniel.Muir@novascotia.ca) or at 902-890-9840.

## "Milk Producer" Now Online

The monthly DFO publication, "Milk Producer" is now available electronically. Please visit our website to view their September issue.

[www.pwc.com/ca](http://www.pwc.com/ca)

**Business advisors  
to the dairy industry**

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DEADLINE FOR OFFERS IS LAST BUSINESS DAY BEFORE THE 14<sup>th</sup> OF EACH MONTH.

4060 Highway 236  
Lower Truro NS B6L 1J9  
Phone: (902) 893-6455  
Fax: (902) 897-9768  
www.dfns.ca

# Quota Exchange Bid to BUY \_\_\_\_\_ (Exchange Month)

Registered Producer Name: \_\_\_\_\_

DFNS Registration Number: \_\_\_\_\_ Phone: \_\_\_\_\_

**Offers above the MCP Cap of \$24,000 will not be accepted.** Quantities offered may be in hundredths of a kilogram (two decimal places). Prices must be for a whole kilogram. Offers must not exceed 10% of the producer's total quota (exception for assisted new producers). Offers are limited to one buy or sell per producer per exchange.

Offer to Purchase \_\_\_\_\_ kgs of TPQ per day @ \$\_\_\_\_\_ per kg.

Email address: \_\_\_\_\_  
(for confirmation of receipt of offer, if requested)

Payment for quota must be made via the selected method below **on or before the third last business day of the month**. Producers choosing option 2 must have completed a PAD agreement (available on the DFNS website or from the office) and a void cheque.

<p><b>1. Cheque Payment</b> <input type="radio"/></p> <p>Producer will provide a cheque to DFNS by the payment due date. Delivery method may be by mail, XpressPost, courier, or hand delivery. It is the producer's responsibility to ensure payment arrival and accuracy.</p>	<p><b>2. Pre-Authorized Debit</b> <input type="radio"/></p> <p>DFNS will withdraw required funds for quota from producer's bank account on payment due date; service fees will be processed within five business days of the exchange. Authorization provided by producer will be used.</p>
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**\$17.25 Service Fee must accompany offer (\$15 + \$2.25 HST) Reg No. 107788523**

In the event of a cancelled exchange, service fees are returned to the producer (or not collected in the case of PAD). Please note that offer forms cannot be held for future exchanges.

*All offers must be signed by the registered quota holder. In the case of a partnership or corporate quota holder, the offer must be signed by designated signing officer(s). It is the producer's responsibility to confirm receipt of offers by DFNS. If the buyer does not pay by the payment deadline, or the buyer's payment is dishonoured, the quota purchased by the buyer will return to DFNS, the producer is liable for all costs associated with non-payment, the producer is not eligible to purchase on the exchange for a period of 12 months, and the producer may only purchase TPQ on a future exchange using a bank draft, direct deposit, or wire transfer for a period of five years.*

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature(s)

*The information on this form is a summary of the applicable rules, which are contained in the TPQ Regulations. The DFNS Producer Manual on our website contains the current policies and procedures, or you may contact office staff for assistance.*

FOR DFNS OFFICE USE ONLY	
Service Fee: <input type="checkbox"/> cash <input type="checkbox"/> cheque <input type="checkbox"/> PAD	Offer Received/Verified By: _____

08/16





DEADLINE FOR OFFERS IS LAST BUSINESS DAY BEFORE THE 14<sup>th</sup> OF EACH MONTH.

4060 Highway 236  
Lower Truro NS B6L 1J9  
Phone: (902) 893-6455  
Fax: NOT ACCEPTED  
www.dfns.ca

## Quota Exchange Offer to SELL \_\_\_\_\_ (Exchange Month)

Registered Producer Name: \_\_\_\_\_

DFNS Registration Number: \_\_\_\_\_ Phone: \_\_\_\_\_

Offer to Sell \_\_\_\_\_ kgs of TPQ per day @ \$\_\_\_\_\_ per kg.

*PLEASE NOTE: Offers above the MCP Cap of \$24,000 will not be accepted. Quantities offered for sale may be in hundredths of a kilogram (two decimal places). Prices must be for a whole kilogram. Offers are limited to one buy or sell per producer per exchange. Each participant in an exchange will be notified in writing of whether or not their offer was successful.*

Successful Sellers will be paid for their quota sold on the last business day before the 10<sup>th</sup> day of the month following the exchange. If the sold quota is assigned to a lender, cheques will be jointly payable to the producer and lending institution.

QUOTA CURRENTLY ASSIGNED:

\_\_\_\_\_ kgs      \_\_\_\_\_ Name of Lending Institution(s)

**Seller's Service Fee must accompany offer as per schedule below (HST Reg No. 107788523)**

SELLERS FEE SCHEDULE	
Amount Offered	Fee Per Offer
1 kg or less	\$115 (\$100 + \$15 HST)
1.01 – 10 kg	\$230 (\$200 + \$30 HST)
More than 10 kg	\$345 (\$300 + \$45 HST)

All offers must be signed by the registered quota holder. An offer must be signed by all partners of a partnership, or the designated signing officer(s) of a partnership or corporation. It is the producer's responsibility to confirm receipt of offers by DFNS.

\_\_\_\_\_ Date      \_\_\_\_\_ Signature(s)

*The information on this form is a summary of the applicable rules, which are contained in the TPQ Regulations. The DFNS Producer Manual on our website contains the most up-to-date policies and procedures, or you may contact office staff for assistance.*

### FOR DFNS OFFICE USE ONLY

Service Fee Received:  cash  cheque      Offer Received/Verified By: \_\_\_\_\_

07/12







# TPQ Lease Agreement

100-4060 Highway 236  
Lower Truro, NS B6L 1J9  
Phone: (902) 893-6455  
Fax: (902) 897-9768  
www.dfns.ca

THIS LEASE made \_\_\_\_\_ day of \_\_\_\_\_, A.D., 20\_\_

BETWEEN: \_\_\_\_\_ DFNS Reg. # \_\_\_\_\_ 2  
hereinafter called the "LESSOR" (Lender of the quota)

- and -

\_\_\_\_\_ DFNS Reg. # \_\_\_\_\_ 2  
hereinafter called the "LESSEE" (Borrower of the quota)

## AGREEMENT

The Lessor and the Lessee agree that:

1. The Lessor shall lease to the Lessee \_\_\_\_\_ kilograms of daily Total Production Quota (TPQ)
2. The lease term shall commence on the first day and terminate on the last day of \_\_\_\_\_ (month).
3. The Lessee shall pay to the Lessor \$\_\_\_\_\_ per kilogram per day for milk quota leased, payable as described below:  
  
\_\_\_\_\_  
\_\_\_\_\_
4. This lease is not assignable.
5. This lease shall bind the heirs, executors, administrators and successors of each of the parties.

\_\_\_\_\_  
Signature of LESSOR

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature of LESSEE

\_\_\_\_\_  
Date

AUTHORIZED BY \_\_\_\_\_

on behalf of Dairy Farmers of Nova Scotia this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

## IMPORTANT NOTES

Leases will be for a one-month duration and will expire at the end of the month, so any adjustments to provincial TPQ do not apply to leases.

Quota may be leased in denominations of tenths of a kilogram.

A producer can lease in or out up to a maximum of 25% of the sum of current owned and non-saleable TPQ holdings.

A producer cannot be both a lessor and a lessee during the same month.

Only leases applying to the current month will be accepted.

DFNS is not responsible for receipt of lease forms mailed or faxed to our office. **IT IS THE PRODUCER'S RESPONSIBILITY TO CONFIRM RECEIPT.**

## DEADLINES

Completed lease forms must be delivered to the DFNS office no later than 4:30 p.m. on the fifth (5th) last business day of the month in which the lease will be effective.

<u>Lease Month</u>	<u>Deadline</u>
August	August 25, 2016
September	September 26, 2016
October	October 25, 2016
November	November 24, 2016





2 full days  
Moncton, NB  
November  
1st & 2nd, 2016

# SAVE THE DATE - Canada

## November 1-2, 2016

### Casino New Brunswick

\$129 per night Breaks & Lunch provided both days  
2 day session is free of charge

## Robotic Solutions for Your Future featuring Dr. Trevor DeVries

#ThisIsWhy if you're a current or prospective Robotic dairy operator, plan to attend a fun and informative event. Learn about automating your farm and solutions for success. Or if already automated what's new for 2017!

**Day 1** – Thinking of automating your farm?  
What are your solutions for success?

**Day 2** – Already automated?  
What's new and different to meet or exceed your goals?

For more information or to register contact:  
Eastern Dairy Services Ltd. (902) 897-5998 or  
Jason Cleveland (902) 626-8630 or [jason.cleveland@delaval.com](mailto:jason.cleveland@delaval.com)



[www.delaval.ca](http://www.delaval.ca)

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Morneau Shepell has partnered with DFNS for over 10 years to provide comprehensive group benefits

Group benefits at preferred rates are available for producers, their employees, and their families. Coverage includes life insurance, health, prescription drugs, disability, dental and more.

For more information, call 1.800.667.6328 and ask for Angèle Aucoin.

Business. Needs. People.

## Challenges in the dairy industry can mean opportunities. We can help you look.

Grant Thornton LLP has been advising farmers and business owners in communities across Nova Scotia for decades. And it's more important than ever for those in the dairy business to make good decisions because the last thing you want is to overpay your taxes.

So if want to buy, sell or plan for the next generation, or need corporate or personal tax advice, contact the Grant Thornton office nearest you.

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## Milk Production and Pricing

Esben Arnfast, Finance and Systems Administrator

Raw milk production increased about one-percent during August to 19,784 kgs of butterfat per day. The level of production is 4.5% greater than August 2015, and matches the quota increases available to producers over that time. The raw milk composition continued to decline, as is the seasonal norm, to 3.87 kgs BF per hl. Similar to July's decrease, the average producer utilized tolerance dropped rapidly to -12 days from -10.4 days during August. This is typical during the summer months when, on average, quota exceeds production.

Also, during this time of the year with lower raw milk butterfat concentration, there are usually higher amounts of SNF production above the threshold ratio of 2.35. Zero pay SNF during August was approximately \$68,000.

This amount is collected, pooled and will determine the butterfat premium to be paid on butterfat to producers that are under the threshold ratio in September. The August butterfat bonus paid was \$0.1083 per kg.

The equalized pool transportation rate for August increased to \$2.55/hl as transportation rates paid to transporters increased resulting from the quarterly review.

The August raw milk average in-quota price dropped 61 cents per HL to \$74.27. As in the previous summer months, almost half of the provincial production of SNF was declared exported with a value of \$9 per HL. The butterfat portion attracted the regulated prices for the class of utilization declared by processors. Similar to July, an advance of close to \$1 million was available to reduce this SNF impact.

Just under 5 million litres of raw milk were delivered to NB and Quebec to fulfill Milk Movement Obligations, with some designated as surplus milk. The approximately \$3 million value of those August shipments is included in the August in-quota price paid to producers and recovered from the pool in October. No skim milk was dumped in August.

## Continuous Quota Positions

As of the end of July 2016, figures are expressed as a percent of each province's annual quota. Only Ontario is above zero and all provinces moved down slightly from June. Butterfat demand continues to outstrip supply, despite three successive 1% quota issuance increases in the P5 and similar production stimulus signals out west. Skim drying capacity is only being exceeded as a provisional measure. The Federal Government has approved a bulk cream import program to supplement the TRQ butter imports to help supply further processors and those butter makers relying on cream, versus raw milk. Dry conditions across the country may impact on crop yield and quality.

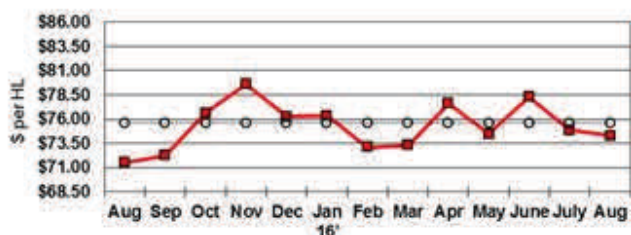
Alta. -0.60%	Sask. -1.26%	Ont. +2.11%	<b>NS -0.10%</b>	PEI -1.67%	<b>P5 +0.76%</b>
BC -0.29%	Man. -5.82%	Que. -0.21%	NB -0.63%	NL -25.69%	<b>WMP -1.47%</b>

## Milk Marketing Report August 2016

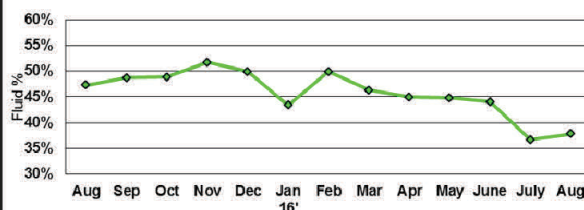
PRODUCTION	2016	2015
Average Liters/Day	511,482	489,293
Average kg Butterfat/Day	19,784	18,931
Average Composition, kg/hl		
Butterfat	3.8680	3.8691
Protein	3.2096	3.1934
Other Solids	5.7160	5.7180
Bulk Haulage (\$/hl)	2.55	2.71

PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
August In-Quota	10.3743	7.9107	1.5317	74.27
August Butterfat Premium (\$/kg) SNF/BF<2.35	0.1083			
August Over-Quota	0.0000	0.0000	0.0000	0.00
Sept Over-Quota Penalty	0.0000	0.0000	0.0000	0.00

NS Average In-Quota Producer Price  
Per HL basis



Fluid Utilization Percentage



**Total Licensed Producers in August: 221**





Posted September 2, 2016

**DFNS 2016 proAction Sessions & Fall Regional Meetings**

**proAction Sessions:** 10:00 am to 1:00 pm

**Fall Regional Meetings:** 1:00 pm to 3:00 pm

\*\*\*\*\*

- |   |   |
|---|---|
| <b>Monday, November 7<sup>th</sup></b>    | Skye Glen Centreville Community Hall, <b><u>Mabou</u></b><br>Civic #1904 on main road (Between Whycocomagh and Mabou) |
| <b>Tuesday, November 8<sup>th</sup></b>   | Claymore Inn, <b><u>Antigonish</u></b>  |
| <b>Wednesday, November 9<sup>th</sup></b> | Best Western Glengarry, <b><u>Truro</u></b>   |
| <b>Monday, November 14<sup>th</sup></b>   | St. Bridget's Hall, <b><u>Shubecanadie</u></b>  |
| <b>Tuesday, November 15<sup>th</sup></b>  | Kingston Fire Hall, 570 Sparky Street, <b><u>Kingston</u></b>   |
| <b>Thursday, November 17<sup>th</sup></b> | Super 8 Hotel, <b><u>Windsor</u></b>  |

A working lunch will be provided at 12:00 for producers attending the proAction sessions in the morning.

**\*\*\*\*Attendance at the proAction sessions is mandatory. Please make every effort to join Ashley and Nancy for these important workshops.**



# Latest News...

Dairy Farmers of Canada

September 2016

## PROACTION: UPCOMING CATTLE ASSESSMENTS BY HOLSTEIN CANADA BEGIN

As part of the proAction® Initiative's Animal Care module, Dairy Farmers of Canada and Holstein Canada have officialised an agreement to name the latter as the "qualified independent party" to conduct Cattle Assessments on Canadian dairy farms and benchmark herds over a two-year period (October 2016 – September 2018). Holstein Canada will be starting this October in British Columbia, and will then work its way to the other provinces as the normal classification schedule unfolds.

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**proAction**®/MD



### More About the New Animal Care Requirements

Similar to the Food Safety program, farmers need to maintain Standard Operating Procedures and records for Animal Care, as well as implement various best management practices. As mentioned above, a key requirement is that farmers must have an independent animal-based assessment conducted every two years.

The Cattle Assessment will be done on a random sample of animals in the herd and includes evaluation of:

- Body condition score;
- Injuries (hock, knee and neck);
- Lameness scoring.

For precise information on scoring, consult the *Animal Care Workbook and Manual*. A copy can be found on [dairyfarmers.ca/proAction](http://dairyfarmers.ca/proAction).

In the meantime, watch your mailbox for more detailed information from both your provincial dairy organization and Holstein Canada.

## A FRIENDLY REMINDER: STAY INFORMED WITH THE DAIRY EXPRESS

Sign up now for the *Dairy Express*, the bi-monthly e-newsletter published by Dairy Farmers of Canada. To do so, simply send an email to **Chantal Marcotte** who will happily add your name to the mailing list.



Dairy Farmers of Canada  
100% Canadian Milk



@dfc\_plc  
100Canadianmilk