

NEWSLETTER

Informing Nova Scotia dairy producers on matters affecting their industry.

Vol. 21, No. 8 - April 2021

Regional Meetings

The Regional Meetings were held at the end of March. The format was four separate Zoom style meetings. Meetings for Zones 1 & 2 and Zone 3 were held on March 30 and meetings for Zones 4 and Zones 5 & 6 on March 31. The main topics were: Updates from Chair Gerrit Damsteegt on the impact of the recent trade deals on quota and issues surrounding TRQ (Tariff Rate Quota) (import quota); Interim GM Greg Cox presented an update on the eight Directives from Natural Products Marketing Council and the progress being made to meet them; Director Dustin Swinkels provided a comprehensive update on production & domestic milk markets. In addition, Dustin provided a review of the new SNF pricing system that will come into effect August 1, 2021. Other issues of interest such as Palm fat, GM hiring process and Board changes were discussed. There was only fair attendance of these meetings with about 60 producers in all. Hopefully next spring COVID 19 will be behind us and in person meetings can resume.

General Manager Hiring Update

A new General Manager has been identified and selected from a short list of 5 initial candidates. DFNS hired a Human Resource firm from Halifax to conduct the search, KBRS (Knightsbridge, Roberston, Surrence). Jake Vancuren has been hired as your new GM. Jake has extensive experience working most recently for a large Cooperative dealing with grain handling, feed processing and other farm products in Eastern Ontario. While Jake has no direct experience in the Dairy industry, he has a strong track record of working in the Agricultural industry along with the IT sector. Your Chairman and Jake will provide a more fulsome introduction soon.

TPQ Moratorium

On April 1 the moratorium on TPQ was lifted. Whatever you could do with TPQ prior to the moratorium can now be done. Share transfers within the family can now be carried out and if 100% of the shares are sold, as in a whole farm sale, the transfer can take place. The issuance of corporate shares can also take place within the family corporate unit to aid in succession planning. The moratorium with regard to the share transfers between corporate units is still in place.

RFP update

The DFNS Board has recently received proposals from two major firms who have the ability and manpower to carry out a Strategic planning exercise. The proposals will be evaluated by the Executive Committee and one may be selected. Four companies had initially responded to the RSP but two decided for a variety of reasons that they would not submit a proposal.

Interim GM

It has been my pleasure to be able to serve as your Interim GM. My role going forward will be determined by the Board of Directors and the new GM. I have agreed to help with the on-boarding process. If required I may, in a very limited capacity, help to finish off the quieting of the Directives and the spooling up of the Strategic Planning process.

Regards and best hopes for a good spring season,
Greg Cox

New Handheld System

DFNS has been working towards implementing a new handheld system for the bulk milk graders. This will bring new devices for the drivers, a new interface for staff and new barcodes for producer's samples. Each barcode will consist of a twelve-digit code indicating producer ID, Province code, site/tank #, verification code and a four-digit unique code that will change with each pickup. The last four digits will go in sequential order (0001, 0002, 0003 etc.) This unique four-digit code will help staff to more easily identify a missing pickup and/or sample, increasing accuracy for both. The new barcodes will be arriving to producers in the coming month and will consist of a calendar and roll of barcodes to be placed in the milkhouse. More information will be coming as we get closer to fully implementing the new system.

UPCOMING EVENTS & DEADLINES:

| | |
|--------------|-------------------------------------|
| May 13..... | Quota Exchange Noon Deadline |
| May 24 | Victoria Day, Holiday |
| May 25..... | Quota Lease Deadline |
| June 11..... | Quota Exchange Noon Deadline |
| June 24..... | Quota Lease Deadline |
| July 1..... | Canada Day, Holiday |
| July 13..... | Quota Exchange Noon Deadline |
| July 26..... | Quota Lease Deadline |

**The April 2021 Quota Exchange was cancelled.
There was no quota offered for sale.**

| Quota Exchange Deadline | Payment Due Date |
|-------------------------|------------------|
| May 13, 2021 | May 27, 2021 |
| June 11, 2021 | June 28, 2021 |
| July 13, 2021 | July 28, 2021 |

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

Nancy Douglas
(northern regions 1, 2, & 3)
Email: ndouglas@dfpei.pe.ca
Fax: 902-566-2755
Call: 902-394-1657

Lindy Brown
(southern regions 4, 5, & 6)
Email: proAction@nbmilk.org
Fax: 506-432-4333
Call: 506-432-4330 Ext. 104

**Lab Results
March 2021**

Average IBC: 26,960

Average Somatic Cell Count (SCC): 179,621

Adulteration: (Tankers) 1

Leased Quota

The total amount of quota leased in March 2021 was 505.6 kgs.

To view the Lease-In List click [here](#).

To add your farm to the list email farm name, contact name and phone number to dfns@dfns.ca

DFNB Newsletter

Visit www.nbmilk.org/en/ and click on the "Milk Matters" link to read their monthly newsletter.

Dear fellow producers,

On behalf of the board, I would like to announce that we have hired a new GM, Jake Vancuren. Jake has extensive experience at the executive level in different agriculture businesses. Dairy is going to be new to him, but he has worked in other regulated industries. Jake has already moved to Nova Scotia and is hoping to start the beginning of May. As a board we are looking forward to work with Jake and we also appreciate the willingness of our interim GM Greg Cox to assist with the on boarding process and working through the many files that are being worked on. We are also looking for your support, especially in this time of Covid where personal interaction is a challenge.

On another note, I want to inform you that Andrew McCurdy has sent the board a letter of resignation. I would like to extend our thanks to Andrew McCurdy and his family for his years of service on the board and on behalf of all producers, we wish him the best in all future endeavours. The board has decided to leave the empty position on the board open till the fall elections. For that reason, we had to make some changes in our executive and Greg Archibald has become vice-chair and Byron Lamb third member. Dustin Swinkels has taken on the P-5 quota committee.

From a policy perspective we realize that there are many different perspectives amongst producers on current and possible new policies. During our regional meeting we received some feedback, and the board is considering next practical steps, keeping in mind the cost aspect. I would like to wish all of you a good spring, stay safe and share your thoughts in moving this industry forward with fellow producers and board members.

Gerrit Damsteegt (chair)

proAction 1-2-3

1. **DAIRY TRACE** – Dairy Trace was launched on October 5, 2020 and is the new national data base used for reporting all dairy traceability information. Reporting to Dairy Trace becomes a validation requirement starting September 1, 2021. Mandatory reporting events include tag activation (birth), move-ins and tag retirements (animal carcass is disposed of on your premise).

If you have not yet activated your Dairy Trace account, you should do so soon to give yourself time to become familiar with the system. You would have received your activation information with the welcome package that was sent last fall. If you do not have this information or require further assistance you can contact Dairy Trace customer service. Hours are Monday to Friday 8am-5pm (EST).

Phone: 1-866-55-TRACE (1-866-558-7223)

Email: info@DairyTrace.ca

2. **ENVIRONMENT** - As a reminder, farms must have a valid environmental farm plan (EFP) for any on farm validation after September 1, 2021. You should start thinking about completing this exercise ahead of that date.

Staff (Trevor Davison or Cory Roberts) at the NS Federation of Agriculture can assist you with this process.

Producers can reach out to them by phone (902) 893-2293 or through the website at

<https://nsefp.ca/>

3. **BIOSECURITY** – Biosecurity Risk Assessments are valid for two (2) years and must be completed with your herd veterinarian. This module was implemented two years ago, therefore this requirement may need to be updated. You should verify the date on your risk assessment and contact your vet well in advance of your validation to complete this activity if needed.

Please contact your provincial coordinator directly if you have any questions or concerns regarding proAction@.

Pictou County Resident Named Winner Of Great Canadian Grilled Cheese Challenge

(submitted)

The Canadian Dairy Xpo was held virtually on April 7 and 8 this year. Over 300 suppliers of dairy services, supplies and technology took part as exhibitors. Dr. Tim Henshaw, a member of CDX's steering committee, introduced a Great Canadian Grilled Cheese Challenge. Response was great with entries submitted from across the country.

The exciting news for residents of Nova Scotia - Pictou County in particular - is that a Maritime entry won! Donna Rivers MacDonald was named the overall winner with her Lobster Grilled Cheese sandwich. Donna lives at Centurymac farm with her husband Donald and son Gavin. This trio own and operate Centurymac Farm, one of less than a dozen dairy farms making nutritious, high quality milk in the county. Donna and Donald's son, Gavin is the sixth generation of the MacDonald family to farm this specific farm. Today, Centurymac is a 360 acre farm, dairy-specific in focus and with the land base devoted to growing corn and forage and with some pasture land. The Macdonalds milk 90 cows in a modern facility with two GEA brand robots.


Here's Donna's description of how the winning grilled cheese sandwich came together:

Ingredients include sour dough bread, a light touch of mayonnaise, Saint Paulin Cheese and maritime lobster. The sandwich is grilled and cooked with a liberal amount of butter until crisp on the outside and melted in the middle



Congratulations Donna!


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Let's start the conversation.

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Milk Production and Pricing

Esben Arnfast, Chief Financial Officer

March Nova Scotia raw milk production exceeded last year's production by 3.6% which marks a decline from the over 5% change noticed in recent months. Interestingly, the butterfat composition remained at 4.21 kgs/hl in March rather than declining as it usually does after peaking in January.

Production compared to quota is now swung lower than previous months at 105% which is normal for this time of the year when volumes and butterfat composition remain high. Although the average producer utilized tolerance continued to rise, the pace slowed somewhat and, after March, stood at -1.5 days. With quota increasing 1% effective April 1 (letters will soon be in the mail), it is not clear if the NS utilized tolerance will reach zero days in the coming months prior to reversing and heading in the other direction towards the -30 day limit.

The NS transportation rate for March declined one penny to \$2.77/hl. The rate may increase next month since quite often at this time of the year we see higher costs pooled by Quebec for spring weight restrictions.

The average producer raw milk price for March was \$82.56/hl or \$19.61/kg of butterfat at average provincial composition which is a decrease from \$83.71/hl in February.

The utilization of raw milk for fluid milk products has been on a steady rise in NS since the past summer and has reached 43% in March. This improvement however has been offset by less revenue in class 4. The advance used for March prices, based on February P5 average pool prices, has declined, and could account for the slight dip in the producer in-quota price.

Nova Scotia shipped approximately 4.5 million litres only to Quebec in March in smaller loads during the period of spring weight restrictions.

In the transition to the new SNF pricing model for all provinces, the butterfat premium pooling calculation and resulting payment has been discontinued. Some provinces have already implemented the new policy with NS and Quebec delaying implementation of the new pricing system until August 1, 2021. The planned changes have been discussed during regional meetings.

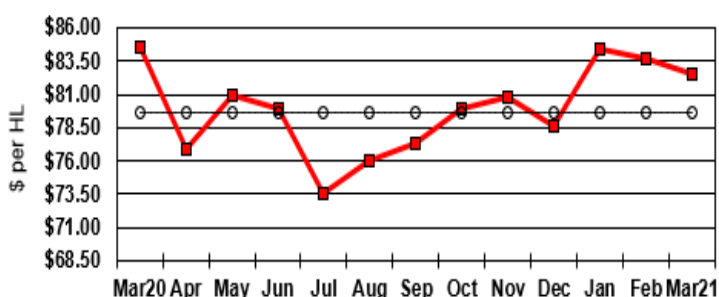
Total Licensed Producers in March: 200

Milk Marketing Report March

| PRODUCTION | 2021 | 2020 |
|----------------------------|---------|---------|
| Average Liters/Day | 576,390 | 562,979 |
| Average kg Butterfat/Day | 24.241 | 23.576 |
| Average Composition, kg/hl | | |
| Butterfat | 4.2056 | 4.1878 |
| Protein | 3.2849 | 3.2842 |
| Other Solids | 5.9346 | 5.9138 |
| Bulk Haulage (\$/hl) | 2.77 | 2.78 |

| PRODUCER PRICES | BF (\$ per kg) | Protein (\$ per kg) | LOS (\$ per kg) | Avg. per HL |
|---------------------------|-------------------|------------------------|--------------------|-------------------|
| Mar In-Quota | 10.6506 | 8.5992 | 1.6051 | 83.57 |
| Mar BF Premium ratio<2.30 | 0.0269 | | | |
| Mar Over-Quota | 0 | 0 | 0 | 0 |
| Apr Over-Quota Penalty | 0 | 0 | 0 | 0 |

NS Average In-Quota Producer Price Per HL basis



Fluid Utilization Percentage

