

NEWSLETTER

Informing Nova Scotia dairy producers on matters affecting their industry.

Vol. 22, No. 1 - August 2021

Dear Members,

This past month has been a challenging one for DFNS on several fronts. We started with our recovery efforts at the start of the month stemming from the Cyber Attack. The impact of which required significant work by all levels of staff.

As we progressed through the main segments of the recovery plan, we have incurred issues in part a timing issue of the industry given scheduled maintenance as well key changes within Nova Scotia. One of our transportation companies has ceased operations at the start of the month and the other two companies have picked up the routes and continued with service. Given the significance of the change they are still working out their own issues as they scale up operations to meet the demand of DFNS.

As the month progressed, we ran into surplus positions in processing creating significant work for our Operations Coordinator, Data Analyst, and Finance team. The staff worked around the clock to struggle to keep milk getting to a processing plant somewhere, somehow. Big thanks to the transporters, and processors that stepped up to work with us during this difficult time. The extra hours worked by staff to coordinate is appreciated by members, the Board, and myself.

We also appreciate all our members patience and understanding. We know having payment cycles to be conducted without delay and to be 100% accurate is the major priority.

Our focus has remained on serving our members at the highest level possible. We don't anticipate any more issues stemming from the cyber attack and are prepared dealing with the challenges ahead.

In conclusion, this month we are losing one of the key members of our team, Tom Oostvogels, who has decided to explore other career options. We thank Tom for his hard work and dedication to serving the members of the province. We wish him the best in his future endeavours. Brett Purdy will be taking the role of Operations Coordinator.

Sincerely,
S. Jake Vancuren, EMBA

Save the Date!

The DFNS Annual General Meeting will take place December 2-3 at the Glengarry, Truro.

This year's meeting will be available for all to attend either in person or online.

We look forward to seeing you!

proAction Update

Dairy Trace reporting will be required of all producers beginning September 1, 2021. Producers may find some useful information in the links below:

Portal quick tips:
<https://dairytrace.ca/wp-content/uploads/2021/08/Portal-Quick-Tips-.pdf>

Mobile App User Guide:
<https://dairytrace.ca/wp-content/uploads/2020/10/App-User-Guide-DairyTrace-ENG.docx.pdf>

DT proAction Report Newsletter:
<https://dairytrace.ca/dairytrace-proaction-report/>

UPCOMING EVENTS & DEADLINES:

September 6.....Labour Day, Holiday
September 13.....Quota Exchange **Noon Deadline**
September 24.....Quota Lease Deadline
October 11.....Thanksgiving
October 13.....Quota Exchange **Noon Deadline**
October 25.....Quota Lease Deadline
November 11.....Remembrance Day
November 12.....Quota Exchange **Noon Deadline**
November 24.....Quota Lease Deadline

The August 2021 Quota Exchange was cancelled as there was no quota for sale.

Quota Exchange Deadline	Payment Due Date
September 13, 2021	September 28, 2021
October 13, 2021	October 27, 2021
November 12, 2021	November 26, 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 July 2021

Average IBC: 33,896

Average Somatic Cell Count (SCC): 196,163

Adulteration: (Tankers) 1

Leased Quota

The total amount of quota leased in July 2021 was 278.43 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.

Board Nominations – Four Positions

DFNS opens nominations for three, three year Board Director positions currently held by Greg Archibald, David Bekkers and Tony Versteeg as well as one, one year position previously held by Andrew McCurdy.

The nomination period will start September 1, 2021. Any producer wishing to stand for election needs to complete the nomination form, agree with and sign the DFNS Code of Conduct and obtain signatures from five other producer members.

A completed nomination form, along with the signed Code of Conduct document, **must be returned to DFNS by 4:30 pm on Tuesday, September 21, 2021.**

Nominees will be posted on our website. Once nominations close, there is a seven-day "cooling off period" when all nominees are notified who the other nominees are, and they can decide to continue or withdraw.

If five or more nominees continue to let their names stand, an election will be held this fall. The top three vote-getters will be elected to three-year terms, and the fourth will serve a one-year term. All four will be joining the Board following our AGM in December 2021. If only four candidates stand for election they will be acclaimed to the positions.

Board members find the experience rewarding but challenging as they address complex issues at the provincial, pool, and national levels, always keeping in mind what is best for the industry as a whole. Directors also need a good support team at home to allow the time required for Board commitments.

Please feel free to talk with a sitting Board member to learn more about their roles and responsibilities.

For a Nomination form click [here](#)

For a copy of the Code of Conduct click [here](#)

Milk Production and Pricing

Esben Arnfast, Chief Financial Officer

Nova Scotia raw milk production has consistently been 5% higher than a year ago for the past several months. This matches the provincial quota issuance, also at 5% higher than July 2020. The milk butterfat composition was slightly higher at 4.02 kg/hl compared to last July at 3.99 kg/hl.

Also, during July, daily production of 23,314 kgs/day nearly matched the quota issuance of 23,448 kgs/day. That did result in downward movement in under-production credits to -1.5 days of quota also affected by the usage of additional production days.

The NS transportation rate for July declined to \$2.63/hl with new rates after changes in the NS milk transporter fleet. A new quarterly rate has been determined for August as well.

The Nova Scotia average producer raw milk price declined slightly from \$80.24/hl in June to \$80.06/hl but actually improved slightly on a butterfat basis to \$19.85/kg using average provincial composition. NS processor utilization dipped slightly during July.

The past couple of months have been quite challenging for DFNS staff resulting in late payment for the final portion of July's milk.

During June, milk reporting and pricing calculations were delayed due to the global ransomware attack on the DFNS service provider's software. The restoration process did not go as quickly as we would have hoped and as a result, June milk payment was not possible as usually scheduled.

Unfortunately, there were also effects on July's reporting as well with some handheld producer pickup data lost that had to be reconstructed. During this time DFNS was also experiencing some staffing changes which caused delays in normal monthly routines. Also there were transportation industry changes resulting in new drivers with little experience in recording milk pickups and drop offs. With many data problems in finalizing producer and processor volumes, payment could not be finalized until August 17. DFNS would like to apologize for the inconvenience to producers.

The challenges were also quite disruptive for the DFNS payment agent, Agropur, and we would like to thank their staff for their cooperation and assistance during this time.

Total Licensed Producers in July: 200

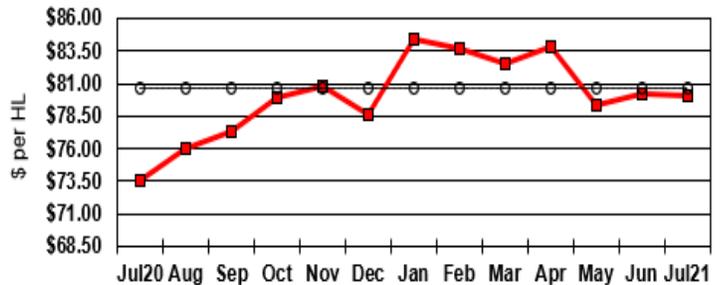


Milk Marketing Report July

PRODUCTION	2021	2020
Average Liters/Day	580,344	552,110
Average kg Butterfat/Day	23,314	22,020
Average Composition, kg/hl		
Butterfat	4.0173	3.9865
Protein	3.1346	3.1564
Other Solids	5.9175	5.9195
Bulk Haulage (\$/hl)	2.63	2.74

PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
Jul In-Quota	10.8256	8.7329	1.5540	80.06
Jul BF Premium ratio<2.30	0.0855			
Jul Over-Quota	0	0	0	0
Aug Over-Quota Penalty	0	0	0	0

**NS Average In-Quota Producer Price
Per HL basis**



Fluid Utilization Percentage

