

NEWSLETTER

Vol. 16, No. 9 - April 2016

Regional Meeting Roundup

More than one hundred farms were represented at our three regional meeting the first week of April, with good discussion, questions, and networking. DFNS presenters Andrew McCurdy, John Vissers, and Brian Cameron updated participants on the TPP and CETA trade deals, national ingredients strategy negotiations, milk testing, and production and markets, leaving ample time for questions.

Atlantic proAction Coordinators Nancy Douglas and Ashley Baskin also delivered progress reports on the six elements of proAction. They stressed that all producers must attend fall/winter workshops for training on the Animal Care and Livestock Traceability requirements that will be mandatory, beginning with validations on and after September 1, 2017.

Still with proAction, the DFNS Board has approved the concept of moving to financial penalties for farms missing follow-up deadlines after self-declarations or validations. All four Atlantic provinces are moving to the same compliance measure. The exact penalties and implementation timeframe will be announced soon.

Milk Committee Member elections were held with the following members being elected: Arnold Verschuren (Region 1); John Oostvogels, Jr. (Region 2); Nick Van Vulpen & Alan Porter (Region 3); Hans Vermeulen (Region 4); David Anderson (Region 5), and Kees Langelaan & James Kinsman (Region 6).

Thank you to outgoing members Jeremy Cock and Mark Sutherland for their time and contribution over the years.

UPCOMING EVENTS & DEADLINES:

May 13, 2016.....Quota Exchange Deadline
May 23, 2016.....Victoria Day—Office Closed
May 25, 2016.....Quota Lease Deadline
July 21-22, 2016.....Policy Session—Hampton Inn

DFNB Newsletter

Visit www.nb milk.org/en/ and click on the “Milk Matters” link to read their monthly newsletter.

Chair’s Message—Focus on What We Have in Common

Supply management has provided a stable operating environment for Nova Scotia dairy farms for a generation. I have witnessed significant changes in the Nova Scotia and Canadian dairy industries in recent years. The most notable is the continued consolidation of the processing sector and resulting reduction in processing plants.

We, producers, have adapted and changed our method of marketing milk in response to the various pressures placed on supply management. Most of the changes are because of international trade rules regulating how we market our milk. We have always been able to preserve our marketing system throughout supply management’s fifty-year history. During this time, dairy producers have developed the system into a more harmonious national marketing plan. However, change has to continue. Canada’s dairy industry must become more nimble, especially concerning the speed at which we make decisions. Change is never easy, but we have to work together for a strong nationally-managed industry.

There are many roadblocks. Our regulated environment places restrictions on who makes decisions and how we go about the process. Our marketing system exists because of provincial and federal legislation. Most decisions are made nationally but implemented provincially, such as the proAction initiative. We need to do better as an industry. Our customers—the processors—have been steadily consolidating their businesses over the past fifty years.

We need to work collectively to improve how provincial marketing boards implement national decisions. I believe this will help producers think more nationally, not just provincially. It will let the industry more easily adapt to emerging problems that have the best solution at the national level and, ultimately, for our farms.

Producers have to develop solutions, not barriers, when talking about the national industry. It is a governance issue. Would the industry governing bodies look the same if we tried to build the system today? Producers continue to work together at the P5 pool level. These discussions are varied and touch on many issues, such as quota policy harmonization, and including Newfoundland in the P5. The P5 and Western Milk pools are the first steps toward a full national system.

Today’s dairy industry is in a great place; there is demand for our milk, to the point of exceeding current processing capacity. Producers and processors are talking about developing new opportunities. We need to understand our provincial differences, yet focus on what we have in common. We must ensure all dairy stakeholders agree on the issues facing our industry and work collectively to develop viable solutions. Dairy has always been a great industry in which to be involved; I am excited to be a part of the opportunities that lie ahead.

Andrew McCurdy, DFNS Chair

Results of the April 2016 Quota Exchange

Iteration (all buyers): 0.02 kgs
Prorated for buyers: 0.06%

Kilograms		Producers	
		Buying Quota	73
Purchased (<i>actual</i>)	2.00	Offering to Buy	73
Offered to Purchase	945.55	Selling Quota	2
Offered to Sell	2.00	Offering to Sell	2

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$24,000	2.00	2.00	-943.55	945.55	945.55

Quota Exchange Deadline	Payment Due Date	<u>P5 QUOTA EXCHANGE MCP</u>	
May 13, 2016	May 27, 2016	PEI	\$24,000
June 13, 2016	June 28, 2016	New Brunswick	\$24,000
July 13, 2016	July 27, 2016	Ontario	\$24,000
		Quebec	\$24,000

Dairy Services Lab Results March 2016

Bactoscan Individual Bacteria Count (IBC)

Count	Samples	Percent
<35,000	180	79.30
35-121,000	37	16.30
>121,000	10	4.41
TOTAL	227	100.01

95.60% meet provincial standard Avg. IBC – 46,300

Somatic Cell Count (SCC)

Average SCC – 187,559

Lab Pasteurized (LP) N/A

Count	Samples	Percent
<750		
>750		

Adulteration (added water and/or antibiotics)

Water (Farm Tanks)	0
Antibiotics (Tankers)	0

CQM/proAction Follow-Up:

Please send your Self Declarations or corrections to:

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

email ndouglas@dfpei.pe.ca
fax to 902-566-2755
call 902-394-1657

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

email ashley@nbmilk.org
fax to 506-432-4333
call 506-435-0077 or 1-866-432-6455

Market Update

The P5 Quota Committee continues to monitor both markets and milk production across the pool. While production is following a seasonal upward climb, the markets continue to be strong. AC Neilson compiles retail sales figures for most foodstuffs, including dairy. Because of seasonal consumption trends, this valuable information is presented as the percent change of the most recent twelve months, compared to the twelve months prior to that. Here is a snapshot of those percent changes for the twelve months ending March 2016 and March 2015:

Dairy Product	March 2015	March 2016
Fluid Milk	-1.2%	-0.9%
Cream	+4.4%	+3.7%
Yogurt	+0.9%	+3.5%
Cheese	+2.2%	+1.7%
Ice Cream	-5.2%	+2.9%
Butter	+3.1%	+2.4%

Some dairy products have fairly consistent trends (fluid milk, cream, and cheese), while others have shown a shift (yogurt, ice cream, and butter). When considering the impact of markets on quota issuance, remember the high BF products (butter, cream, and ice cream) drive quota up. Changes in lower-fat products (yogurt and fluid milk) will have less impact on quota. The remaining factor is the shift to higher fat content yogurt, cheese, and fluid milk, which also support the need for butterfat.

Minister Colwell Seeks Federal Action on Cheese Standards

Provincial Agriculture Minister Keith Colwell has raised concerns over the lack of proper enforcement of Canada's Compositional Standards for Cheese in a letter to Federal Agriculture and Agri-Food Minister Lawrence MacAulay. Minister Colwell notes the need for "a strong audit component to determine if the use of milk and ingredients are being used in accordance with the rules set out in the Cheese Standards." He concludes that "dairy farming is a very important part of the provincial agricultural industry and the rural economy," and that "this issue needs to be addressed quickly." DFNS applauds the Minister's letter and his government's ongoing support for supply management and our industry. Following an early February DFC meeting when Minister MacAulay told dairy producer leaders from across the country these cheese standard "rules need to be enforced," there has been no solution announced. The Canadian Dairy Commission has offered to take over auditing and enforcing the standards, which were introduced in 2007. They define how much milk protein and ingredient protein can be used to make a large number of standardized cheeses.

Milk Quality Changes

At long last, we are moving to twice a month bacteria and freezing point testing for all farms. Starting this month, two samples will be tested for Individual Bacteria Count (IBC) and freezing point from every farm. Like the four SCC results, these two monthly results will be averaged and compared to the standard to determine which milk leads to an infraction. Results will be available soon after testing on the MQM website. IBC and freezing point results are being added to the 1-800 MILKLINE menu and should be live in late May or June. The NSDA lab will continue sending our results by mail up to and including testing done in May. Any farm managers with concerns about their milk quality should contact Scott MacKenzie at 902-890-6637.

Collection a Success!

Farmers in Nova Scotia returned 9,789 kilograms of obsolete and unwanted pesticides, and 305 kilograms of livestock and equine medications through CleanFARMS' obsolete collection campaign in 2015. CleanFARMS partnered with the Canadian Animal Health Institute to add the collection of livestock and equine medications to CleanFARMS' existing obsolete pesticide collection program. Nova Scotia farmers have a long history of good stewardship practices.

Since 1998, our farmers have returned more than 54,000 kilograms of obsolete pesticides. The program will return to Nova Scotia in the fall 2018. In between collections, farmers are encouraged to safely store their unwanted pesticides and livestock medications until they can properly dispose of them through the program.

Dairy Focus 2016

By all accounts, Dairy Focus 2016, hosted for the second time in Halifax, was a success. Just over 300 people participated in the two-day conference and trade show. Along with the 187 registrants, there were ten speakers, 108 vendors and twenty Dalhousie Agricultural College students participating. All four Atlantic provinces had farm managers and staff attend. The event has been organized by Perennia for a number of years. With their announcement they will no longer provide that service, DFNS thanks them for all their assistance in setting relevant and interesting programs, and managing the hundreds of details to guarantee the success of such an event. DFNS has held discussions with New Brunswick's MILK 2020 representatives about co-sponsoring a similar event in the future. Stay tuned!

Regulations Under Construction

DFNS is updating several regulations to reflect changing policies and practices. Recently, the **Total Production Quota** regulations were amended to convert non-saleable to saleable quota and reduce the exchange price cap to \$24,000, effective February 1, 2016. Flowing from that change, several other areas were changed to allow for an exchange to be cancelled if 2 kg or less is offered for sale. That quota would be purchased by DFNS and resold on a future exchange. Service fees are now refundable in certain circumstances. Also, a producer selling out no longer needs to wait twenty-four months before being eligible as a new producer.

Feedback from transportation companies have led to several changes being made to the **Bulk Haulage** regulations. These include a revised policy around farms requesting every-day pick-up, when and how long the 150% premium applies, and costs for disposing of antibiotic-contaminated milk. The hauling rates are updated quarterly based on a cost model for each transporter. DFNS is also moving to hand held electronic data collection for bulk milk pick-up, that will roll out across the province in May.

Another regulation undergoing revision is the **Milk Producer Licensing** regulation. The work is to include the P5-common penalty program for bacteria and SCC, along with stricter consequences in the case of inhibitor-contaminated milk.

In response to member input at our AGM, DFNS will implement financial penalties at one-half the P5 rate, starting August 2017, before moving to the full inhibitor penalty rates in November 2019. Making proAction a requirement of being licensed, and any associated consequences, will also be added to this regulation.

A full set of the regulations under the **Dairy Industry Act** can be found under "Links" on our website.



DEADLINE FOR OFFERS IS LAST BUSINESS DAY BEFORE THE 14th OF EACH MONTH.

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

Quota Exchange Offer to PURCHASE _____ (Exchange Month)

Registered Producer Name: _____

DFNS Registration Number: _____ Phone: _____

PLEASE NOTE: Effective February 1, 2016, the MCP Cap is \$24,000.
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>1. Cheque Payment <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>2. Pre-Authorized Debit <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>
---	---

\$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: cash cheque PAD Offer Received/Verified By: _____
01/16





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>
April	April 25, 2016
May	May 25, 2016
June	June 24, 2016
July	July 25, 2016





As a member of the DFNS group insurance program, you are eligible to apply for **optional life insurance** for yourself and/or your spouse:

- Provides coverage in units of \$10,000 to a maximum of \$250,000
- To be considered eligible you must be:
 - Eligible for group life insurance coverage with the DFNS plan
 - Under age 65
- Optional Life Insurance is subject to approval by Medavie Blue Cross based on evidence of good health as provided by you.

Things to Think About...

- What expenses would your survivors have in the event of your death?
- What other sources of life insurance do you have?
- How does your life insurance price tag under the DFNS program compare with the copy of life insurance you could purchase individually?

Example of Premium Calculation

A male producer, non-smoker, age 40-44 selecting \$100,000 could have optional life Insurance for as little as \$9.06 per month.

To apply for optional life insurance or for more information on this benefit, please contact Morneau Shepell at 1-800-667-6328 and ask for Angèle Aucoin.

2016 Census of Agriculture Benefits Farmers

In early May, all farmers will receive a letter with instructions to complete the Census of Agriculture questionnaire. Census of Agriculture data are used by local, provincial, and federal decision-makers and farm organizations in formulating policies and market development plans. The Census of Agriculture also identifies trends and provides factual information on emerging issues, opportunities, and challenges within the agricultural community. DFNS encourages members to complete your Census of Agriculture questionnaire in May 2016! It can be completed by anyone who is responsible for, or knowledgeable about, the day-to-day management decisions of your farming operation. As required by the *Statistics Act*, the information you provide will be kept confidential and used only for statistical purposes. Completing your questionnaire online is quick and easy:

- Go to Statistics Canada's website at www.statcan.gc.ca and select the online questionnaire.
- Use the secure access code you will receive in the mail in May and conveniently complete your questionnaire.

As a farm operator, you are legally required to participate under the *Statistics Act*.



Fuelling Women Champions

Dairy Farmers of Canada joined the Canadian Association for Advancement of Women and Sport and Physical Activity to sponsor a study called: ***Women in Sport—Fuelling a Lifetime of Participation***. It highlights the severe gender inequality for Canadian women in sport, and is the first study of its kind, pairing data and research from academic journals and peer-reviewed articles with primary research obtained from national surveys, and the analysis of four years of female sports media coverage.

Among its key findings:

- 41 percent of girls between the ages of 3-17 years do not participate in sport—and this jumps to 84 per cent in adult women;
- Only 24 percent of all Athletic Director positions and 17 percent of all head coaching spots in the CIS are female;
- Only 38 percent of senior staff and 29 percent of board members are female, among national and multi-sport organizations;
- Only 4 percent of the approximately 35,000 hours in programming in 2014, only 4 percent went towards the coverage of women’s sports, with over half of that percentage due to women’s professional tennis coverage and the Sochi Olympics;
- Only 5 percent of the total area of top national print media sports coverage researched was dedicated to women;
- The representation of women in sport commonly centres around femininity, rather than highlighting their athletic accomplishments.

“As champions of healthy living and playing an active role in their communities, Canada’s dairy farmers are addressing inequalities through the *Fuelling Women Champions* (FWC) initiative,” says Caroline Emond, executive director, DFC. “Launching this research publication is not only a significant stride for addressing pertinent social issues, but it is step in the right direction to propose actionable solutions and get people thinking about what they can do to change the situation.”

About *Fuelling Women Champions*

Fuelling Women Champions is a national, multi-year initiative spearheaded by Canada’s dairy farmers, and it is dedicated to the advancement of women in sport. Canada’s dairy farmers are personally committing their time, energy, and resources to this cause, and have partnered with several thought-leaders, celebrated athletes, and sports organizations.



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

www.pwc.com/ca

***Business advisors
to the dairy industry***

Business advisory services, accounting and auditing, estate and succession planning, personal and corporate income taxes.

Contact our Truro, Nova Scotia location at 902 895 1641.



© 2016 PricewaterhouseCoopers LLP, an Ontario limited liability partnership. All rights reserved. 5066-01-1.14.2016

Milk Production and Pricing

Esben Arnfast, Finance and Systems Administrator

NS raw milk production continued the upward trend for the current dairy year. The daily butterfat production of 21,885 kgs per day in March represents an 8.2% increase from last March, while quota increased 4.1%. The butterfat composition of raw milk remained at the same level as February, which was 4.09 kgs/hl.

The large gap created by production exceeding quota during March has led to greater than a one-day increase in the average producer utilized tolerance from -12.4 to -11.2 days.

The equalized pool transportation rate for March was \$2.56/hl, which has been very consistent over the past few months. That is likely to change as the spring weight restrictions start to influence the transportation pooling settlements within the P5.

The average in-quota price for March's raw milk was \$73.29/hl, up very slightly from February's payment of \$73.12/hl. Utilization reported by processors was improved with a lower percentage of milk at the 4(m) price.

There were approximately 600,000 litres of milk skimmed and dumped in NS, which is approximately 4% of April's raw milk production. That dumped skim would have been processed into 4(m) had there been sufficient processing drying capability. During the month, NS delivered close to 2 million litres of raw milk to NB and Quebec as part of our milk movement obligation and surplus milk.

February's pooling credit of approximately \$400,000 affecting March's in quota price was down significantly from recent months.

The remaining factor suppressing prices was the impact of the inventory price adjustment amount explained in March's newsletter. The final one-third of the Agropur adjustment will be made, and will affect April's price calculation.

Total Active Producers: 222

Continuous Quota Positions

As of the end of February 2016, figures are expressed as a percent of each province's annual quota. All provinces moved up on their positions, with the P5 nudging above zero. A pool is over quota above +0.5%. Forecasted P5 milk production has softened, in part because of the high on-farm flexibility position in Ontario. Rebuilding CDC butter stocks and dealing with skim drying capacity continue to be challenges as milk production seasonally climbs toward the early summer.

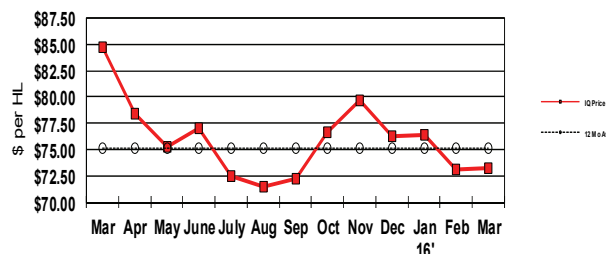
Alta. -60%	Sask. -1.38%	Ont. +1.42%	NS -1.04%	PEI -3.63%	P5 +0.03%
BC -0.29%	Man. -3.37%	Que. -0.91%	NB -1.56%	NL -16.07%	WMP -1.41%

Milk Marketing Report March 2016

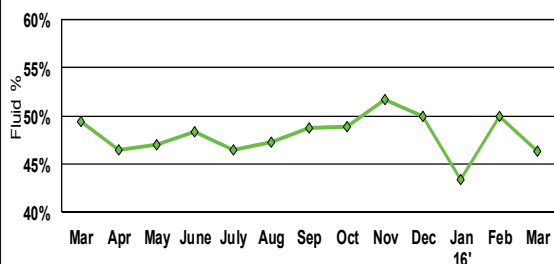
PRODUCTION	2016	2015
Average Litres/Day	534,489	489,787
Average kg Butterfat/Day	21,885	19,161
Average Composition, kg/hl		
Butterfat	4.0946	4.1304
Protein	3.3377	3.3326
Other Solids	5.7403	5.7382
Bulk Haulage (\$/hl)	2.56	2.62

PRODUCER PRICES	Butterfat (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
March In-Quota	10.5882	6.5747	1.3918	73.29
March Butterfat Premium (\$/kg) SNF/BF<2.35	0.0234			
March Over-Quota	0.0000	0.0000	0.0000	0.00
April Over-Quota Penalty	0.0000	0.0000	0.0000	0.00

NS Average In-Quota Producer Price
Per HL basis



Fluid Utilization Percentage





Latest News...

Dairy Farmers of Canada

April 2016

GET ENOUGH TAKES OVER A STREET NEAR YOU



Each quarter, Dairy Farmers of Canada's (DFC) Get Enough campaign aims to generate awareness of a different worthy cause. Its current campaign centering on colorectal cancer, Get Enough took its latest promotion directly to the streets by partnering with Metro to create a set of 75 custom carton newspaper boxes. Additionally, Metro ran a cover wrap promoting the Get Enough app in eight markets: Halifax, Montreal, Ottawa, Toronto, Calgary, Edmonton, Winnipeg and Vancouver. Each time you use the app, DFC donate \$1 on your behalf to the Colorectal Cancer Association of Canada.

The partnership with Metro is part of DFC's broader Get Enough campaign, which also includes digital, out-of-home and TV spots. Get Enough released three new television spots in early March to promote the health benefits of milk, cheese and yogurt and reflect DFC's ongoing relationship with the Colorectal Cancer Association of Canada, the Heart and Stroke Foundation of Canada and Osteoporosis Canada.

Please make sure you catch a glimpse of the new commercials on our YouTube channel: [Yogurt](#), [Cheese](#) and [Milk](#).

For more information about Get Enough and how you can start using the app, visit [Get Enough](#).

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.



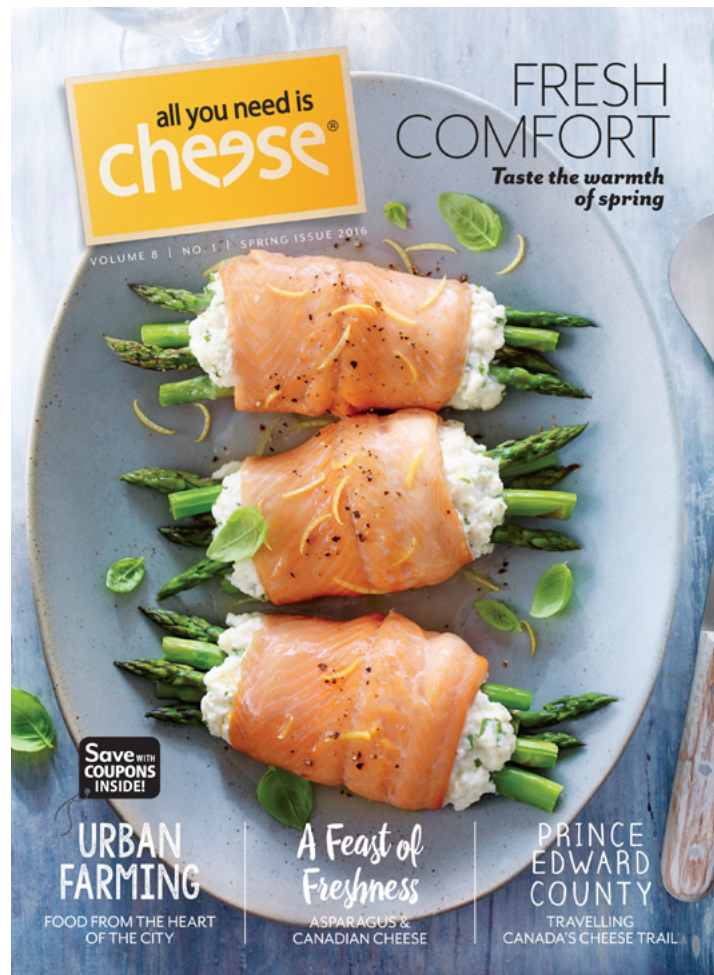
Dairy Farmers of Canada
100% Canadian Milk



@dfc_plc
100Canadianmilk

ALL-NEW MAGAZINE!

The spring issue of the *all you need is cheese* national magazine (with the exception of Quebec) which promotes Canadian cheeses made from 100% Canadian milk reveals a completely revamped design and a whole new approach with regard to content. It is full of exciting new sections like Farm Wisdom, The Flavour of the Moment and The Canadian Cheese Trail. The latter section's content will also be promoted through a six-week web integration and Facebook ads. Despite the magazine's wonderful makeover, you may still count on finding a wide selection of delicious recipes and valuable coupons inside its pages. *all you need is cheese* was launched on April 4, with a total of 800,000 copies distributed throughout Western Canada, Ontario and the Atlantic provinces, including 100,000 to subscribers, 119,000 to industry members and 581,000 as newspaper inserts. Enjoy the read!



DFNS 2016 DIRECTORY—Board & Milk Committee Members

<u>Region 1</u>	<u>PHONE</u>	<u>EMAIL</u>	
Gary Benison.....	631-3841.....	phyllisbenison@gmail.com	
Robbie Sutherland.....	258-5569.....	glendyer.holsteins@gmail.com	
William Cox	258-5087.....	williamcox@ns.sympatico.ca	
Arnold Verschuren.....	578-4017.....	hilltop@ns.sympatico.ca	
Assigned Director: John Vissers	899-1766.....	john.vissers@ns.sympatico.ca	
<u>Region 2</u>			
John Oostvogels, Jr.....	870-0766.....	jloostvogelsfarms@gmail.com	
Derek MacNeil.....	872-3557.....	barravilleholsteins@hotmail.com	
Mark Dykstra	754-8115.....	markdykstra@live.com	
Tony Versteeg	863-7999.....	silversteeg@hotmail.com	
Assigned Director: Dustin Swinkels	870-2980.....	aftonhills@ns.sympatico.ca	
Observer: David Bekkers	870-9002.....	davidbekkers@ns.sympatico.ca	
<u>Region 3</u>			
Vincent Kouwenberg	664-7452.....	tulipfarm@gmail.com	
Alan Porter	899-7797 or 662-3455.....	belcherholsteins@gmail.com	
Nick van Vulpen	664-6270.....	nickvv@eastlink.ca	
Lauchie MacEachern	956-0007.....	lauchie_maceachern@hotmail.com	
Assigned Director: Andrew McCurdy	897-7998.....	bidalosalosy@gmail.com	
<u>Region 4</u>			
Gillian Greenough.....	790-6572.....	greenoughgillian@hotmail.com	
Joseph Heukshorst.....	751-0582.....	caper.farms@ns.sympatico.ca	
Jeff Scothorn	751-0069.....	jeff.scothorn@scothorn.com	
Hans Vermeulen.....	440-3595.....	vermeuland@gmail.com	
Assigned Director: Derick Canning	956-0109.....	dcanning22@ns.sympatico.ca	
<u>Region 5</u>			
David Anderson.....	670-7624 or 542-5263.....	david.tracee.anderson@gmail.com	
Darren Davidson	670-6173.....	dndavidson6@yahoo.ca	
Phillip Vroegh	957-0038.....	sunnypointfarms@gmail.com	
Lindsay Greenough.....	790-2582.....	greenough_15@hotmail.com	
Assigned Director: Greg Archibald	890-2938.....	lgarchibald@live.ca	
<u>Region 6</u>			
Geoff Bishop.....	532-8420.....	bishopfarmsltd@gmail.com	
Rob Carree.....	538-8753.....	carreevalley@xcountry.tv	
James Kinsman.....	670-2054.....	windcrestfarm2008@gmail.com	
Kees Langelaan	847-5750.....	langelaan@av.eastlink.ca	
Assigned Director: Byron Lamb	670-1879.....	byronalexanderlamb@gmail.com	
Chair	Andrew McCurdy.....	897-7998.....	bidalosalosy@gmail.com
Vice Chair	Gerrit Damsteegt.....	758-5857.....	g.damsteegt@eastlink.ca
Executive Member	John Vissers.....	899-1766.....	john.vissers@ns.sympatico.ca

DFNS Office Location:

Suite 100
4060 Highway 236
Lower Truro NS B6L 1J9
(902) 893-6455 (Phone)
(902) 897-9768 (Fax)

Website:

www.dfns.ca

DFNS Staff Members

Brian Cameron
General Manager
bcameron@dfns.ca

Esben Arnfast
Finance and Systems
Administrator
earnfast@dfns.ca

Dwane Mellish
Operations Officer
dmellish@dfns.ca

Heather Boyd
Finance & Operations
Associate
hboyd@dfns.ca

Jennifer Walters
Administrative Assistant
jwalters@dfns.ca

Nancy Douglas
Atlantic proAction Coordinator
Regions 1-3
ndouglas@dfpei.pe.ca

Ashley Baskin
Atlantic proAction Coordinator
Regions 4-6
ashley@nbmilk.org

