

NEWSLETTER

Vol. 17, No. 11 - June 2017

Every Day Pickup Policy Implementation

Nova Scotia dairy producers are required to have a minimum of 48 hour milk storage capacity on their farms. DFNS recommends producers have bulk tank room for at least 2.5 days’ production, which may be necessary for periodic milk pick-up delays. That said, with increasing milk production we are experiencing more and more every day pickups. To address this growing issue, DFNS and our Advisory Committee for Transportation modified a regulation and developed a policy. See below for details.

The Bulk Haulage Regulations of the *Dairy Industry Act* were recently revised to address everyday pickup:

7A (a) for milk transported from a farm that has milk pick-up every day: mandatory charge, calculated on all milk, in accordance with a Board policy established for the purpose of calculating the rate for every day pick-up;

The DFNS Board has approved the policy referenced in the regulation to come into effect August 1, 2017. These are the key points in the policy:

- Producers must request every day pickup to DFNS on a form provided with at least five business days’ notice before the intended start. Requests may be due to seasonal milk flush, waiting for delivery of a larger tank (proof required), or other extraordinary circumstances.
- All requests will be dealt with on a case-by-case basis. DFNS, in consultation with transporters, will determine if every day pickup is possible.
- If a request is approved, an incremental charge for every day pick up will be calculated as follows:
 - a. \$2.50 per extra km travelled; AND
 - b. Extra Stop Charge of \$25 per extra pickup; AND
 - c. A producer cannot exceed 50 additional every day pickups a year
- A producer who does not meet criteria or exceeds the 50 additional pickups per year must be charged 150% the regular pickup charge on all milk shipped.
- In the case of tanker top-ups, with producer’s agreement and at transporter’s discretion, there will be no additional charge.

Any additional charges will be paid to the transporter to cover additional costs of pickup. DFNS will facilitate the additional charges being deducted from milk payments. The Every Day Pick-up Request Form and full details of the policy are available on our website. If you require additional information contact Dwane Mellish at 902-893-6455.

<p>UPCOMING EVENTS & DEADLINES:</p> <p>July 3, 2017.....Canada Day—Office Closed</p> <p>July 13, 2017.....Quota Exchange Deadline</p> <p>July 25, 2017.....Quota Lease Deadline</p> <p>August 2-3, 2017.....Policy Session—Hampton Inn</p>

<p>DFNB Newsletter</p> <p>Visit www.nbmilk.org/en/ and click on the “Milk Matters” link to read their monthly newsletter.</p>

The June 2017 Quota Exchange was cancelled, as there was no quota offered for sale.

Quota Exchange Deadline	Payment Due Date
July 13, 2017	July 27, 2017
August 11, 2017	August 29, 2017
September 13	September 27, 2017

P5 QUOTA EXCHANGE MCP

PEI	\$24,000
New Brunswick	\$24,000
Ontario	\$24,000
Quebec	\$24,000

Dairy Services Lab Results May 2017		
Bactoscan Individual Bacteria Count (IBC)		
Count	Samples	Percent
<35,000	167	75.2
35,001-121,000	48	21.6
>121,000	7	3.2
TOTAL	222	100.0
<i>96.8% meet provincial standard</i>		
Average IBC – May 2017: 34,340		
Average Somatic Cell Count (SCC): 200,627		
Adulteration (added water and/or antibiotics)		
Water (Farm Tanks)	0	
Antibiotics (Tankers)	1	

Send your **CQM/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

Ashley Baskin (southern regions 4, 5, & 6)
 Email: ashley@nbmilk.org
 Fax: 506-432-4333
 Call: 506-435-0077 or 1-866-432-6455

ProAction Traceability Requirements and Lac-T Software

Lac-T, the herd management software used by Valacta technicians and available to producers through LactoLogic, is already set up to handle all of the record-keeping that will become mandatory as of September 1, 2017, under the livestock traceability component of proAction.

From the moment that a cow calves, the newborn calf, heifer or bull, is entered in the herd inventory with its NLID number, and the tag can be activated and the birth recorded.

Any purchased animal entering the herd can also be recorded, as well as deceased animals disposed of on the farm. Although not mandatory under proAction, animals leaving the herd can also be recorded.

Whether you use Lac-T yourself on the farm, or let your Valacta Dairy Production Technician handle the record-keeping, Lac-T will be your go-to solution to manage the Traceability requirements of proAction, just as it can now handle the Food Safety (CQM) component.

For more information on this service, or to purchase the Lac-T software as an on-farm management software, please ask your local Valacta technician or contact Jeff Gunn, Atlantic Regional Manager, Valacta at (902) 759-4866 or jgunn@valacta.com.



Special Event Milk

Just a reminder that “Special Event Milk Notification” forms must be submitted and circulated at least two weeks prior to your event.

The form is required for all exhibition and dairy industry sales events to ensure proper credit allotment and a high standard of milk quality for raw milk that is produced and picked up at these events.

Please visit our website in the “Forms and Publications” link, or contact the office, to obtain a form.

Quota Seller Fee Streamlined

Based on producer feedback and trends of more producers offering to sell smaller quantities, DFNS has streamlined the quota seller fee to become a flat rate of \$100 (+HST) per sell offer. This change is effective June 1, 2017. This flat fee replaces a tiered fee that was based on the quantity offered for sale.

For the period June 2016 to May 2017, total seller’s fees collected were \$16,905 from 81 sell offers. Going forward, the same level of activity will generate fees of \$8,100.

Milk-Drinking Kids Taller

A recent Ontario-based research paper concluded that cow milk consumption in childhood is associated with increased height, which is an important measure of children’s growth and development.

Many parents are choosing non-cow milk beverages, such as soy and almond beverages, because of perceived health benefits. However, a non-cow milk beverage contains less protein and fat than cow milk and may not have the same effect on height.

The study compared a cross-section of 5,034 healthy Canadian children aged 24–72 months. There was a dose-dependent association between higher non-cow milk consumption and lower height. The height difference for a child aged three years consuming three cups of non-cow milk/day relative to three cups of cow milk/day was +1.5 cm. Future research is needed to understand the causal relations between non-cow milk consumption and height.

MMO Adjustment

Due to a calculation error, the correction of P5 Milk Movement Obligations has been referred to the Canadian Dairy Commission Board for mediation. Each province made a submission with a response expected before the end of June. When including the interim correction, our MMO has grown to almost 1 million litres per week! We also regularly ship surplus milk to other P5 provinces beyond this volume.

Environmental Farm Plan Stewardship Award Now Open for Applications

To celebrate achievements and outstanding sustainable farming practices, the Environmental Farm Plan Program has launched its 2017 Stewardship Award for the ninth year. Have you or a farmer in your area implemented projects to protect water, soil quality, or wildlife habitat? Maybe you use improved soil management practices, have installed energy efficient technologies, or demonstrate water conservation.

Farmers are doing a lot of environmental sustainable activities every day; this award is an opportunity to give them recognition for their work. Other projects or areas that would support the application are innovative waste handling and storage, proper fuel storage, nutrient management activities, and biodiversity. You can nominate your neighbour, a friend, CSA Farm, or submit an application for your own farm.

The award winner will receive a painting of their farm by a local artist, as well as a cash prize of \$2000. For more information and to get your application, visit: www.nsfa-fane.ca/efp or call 902-893-2293.

Need some help with the application? Contact someone on the EFP team at 902-893-2293. The deadline to receive nominations is July 7, 2017.

New GMs Across Canada

Four new General Managers have been appointed in recent months. Going west to east, the BC Milk Marketing Board appointed Rob Delage as General Manager after being a sixteen-year Board employee as Senior Director of Finance and Operations. The BC Dairy Association appointed Paul Hargreaves as General Manager earlier this spring, a long time Board employee. Sask Milk hired Peter Brown this spring as General Manager, replacing retiring General Manager Keith Flaman.

Finally, Dairy Farmers of Ontario’s appointed Board Secretary, Lawyer, and Communications Director Graham Lloyd as General Manager to replace retiring Peter Gould starting in August. Congratulations to all four!

Bar Code Stickers

An ample supply of bar code stickers is essential for your milkhose as they are attached to your fresh milk samples for identification. If your supply is getting low, please arrange for additional stickers through the NSDA lab. They can be obtained through Janice Beaton at the NSDA Quality Evaluation Lab (Harlow Institute (Dalhousie Agricultural Campus), 176 College Road, Bible Hill, or call 902-893-7444 or email Janice.beaton@novascotia.ca.



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
Email: dfns@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>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>
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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: _____

10/16





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.

Lease Month	Deadline
May	May 25, 2017
June	June 26, 2017
July	July 25, 2017
August	August 25, 2017



Animal Care



Notice of Change: Farmer Manual

Dairy Farmers of Canada has identified a change that is required to the Animal Care section of the proAction® Farmer Manual (version July 2015). The change will be incorporated into the next version of the Farmer Manual; however, this Notice of Change applies as of the Effective Date below.

Document:	Farmer Manual, July 2015: Animal Care Reference Manual
Changes:	Pain control requirements for castration
Effective Date:	September 1, 2017

The change listed below includes a description of the change and the rationale for the change.

1) Pain control for castration:

Pain control must now be used when castrating cattle at any age.

Animal Care Reference Manual: Animal Health section, Question 12.

The previous requirement stated that farmers must use pain control if castrating calves older than 6 months of age. The minimum age of 6 months has been removed and farmers must now use pain control when castrating calves at any age.

Rationale: The previous requirement was based on a combination of the requirements outlined in the *Code of Practice for the Care and Handling of Dairy Cattle* and the *Code of Practice for the Care and Handling of Beef Cattle*. However, dairy farmers must follow the Code of Practice specific to dairy cattle, which is reflected in the revised requirement.

Who can I contact for more information?

1. Nancy Douglas (Zones 1,2,3) ndouglas@dfpei.pe.ca
Ashley Baskin (Zones 4,5,6) ashley@nbmilk.org
 2. Visit: <http://www.dairyfarmers.ca/proAction>
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June 1, 2017



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Milk Production and Pricing

Esben Arnfast, Finance and Systems Administrator

Production reduced slightly during May to 22,813 kgs of butterfat per day. The increase over last May is above the quota increase over the past year and sits at 8.7%. The butterfat composition of raw milk in May was 4.07 kgs/hl compared to 4.014 kgs/hl last May.

Producers continue to take advantage of the one Additional Production Day incentives at a 52% rate.

The equalized pool transportation rate for May increased to \$2.63/hl, up two cents from April.

The May raw milk average in-quota price was calculated as \$71.33/hl, down significantly from the \$86.06/hl return in April.

The utilization has been relatively stable over the past few months; however, the producer blend and component prices continue to vary considerably. Since January, DFNS has pooled a number of adjustments stemming from January 31 inventory adjustments, reporting errors, audit adjustments, and miscalculations.

As has been our practice, whenever these types of adjustments are known, they are processed in the following month. This can create a yo-yo effect on dollars available to pay producers. Also, pooling of the adjustments will have an opposite effect on the price the following month. This is further complicated by computer program changes, mentioned in this column earlier, capturing processor milk utilization, determining the available advance from the CDC, then calculating prices and pooling commitments.

Within that component, prices can vary. Protein, as an example, has varied well above and below its normal range of \$7 to \$8 per kg. If the adjustments referenced above are for SNF only, then those dollars added to or removed from the protein and OS prices will impact the component price. Looking forward, we anticipate that the rocky waters are generally behind us and the blend/component prices should stabilize over the coming months. Factors which could still impact the dollars available to pay producers is the seasonal swing in fluid milk sales and yet-to-be-finalized dairy year 2015/16 audit adjustments.

Total Licensed Producers in April: 215

Continuous Quota Positions

As of the end of April 2017, figures are expressed as a percent of each province's annual quota. The P5 provinces all moved up since March, resulting in the pool average exceeding +2.5%. All western provincial positions varied slightly up or down, and their pool average dropped slightly. The WMP milk production is increasing and they anticipate moving above zero by late fall/early spring 2018. Mainly due to the P5, the national position jumped from +0.45% to +0.77%. Butterfat demand is closer to being balanced with supply, so it is expected the CDC will slow down importing supplemental butter to sell to further processors. Record spring milk production in most P5 provinces will help rebuild butter stocks above the 30,000 MT level. Some processor investment in SNF processing in Ontario has helped this situation.

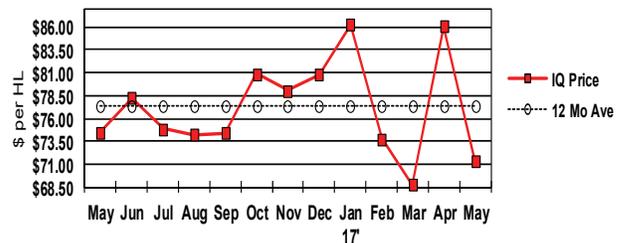
Alta. -3.81%	Sask. -3.73%	Ont. +4.98%	NS +2.42%	PEI +2.04%	P5 +2.63%
BC -1.30%	Man. -11.76%	Que. +0.70%	NB +1.15%	NL -18.69%	WMP -4.27%

Milk Marketing Report May 2017

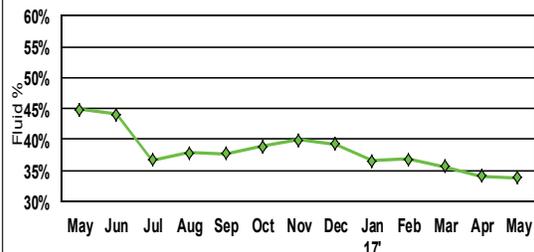
PRODUCTION	2017	2016
Average Liters/Day	579,039	523,089
Average kg Butterfat/Day	23,573	20,996
Average Composition, kg/hl		
Butterfat	4.0711	4.0139
Protein	3.2728	3.2964
Other Solids	5.7351	5.7253
Bulk Haulage (\$/hl)	2.63	2.76

PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
May In-Quota	12.9831	3.9163	0.9866	71.33
May Butterfat Premium (\$/kg) SNF/BF<2.35	0.0209			
May Over-Quota	0.0000	0.0000	0.0000	0.00
June 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

June 2017

DFC CELEBRATES WORLD MILK DAY

Nations around the globe united in celebration of the 17th annual World Milk Day on June 1, 2017 and Canada was no exception. DFC hosted a virtual, interactive party to encourage Canadians to share their own love for milk. Consumers from across Canada participated in two Twitter parties—one in English and one in French. The fun and informative Twitter party delivered the dairy message to 100,000 Canadians.

In addition, DFC dietitians were busy teaching children about the importance of milk and milk products at the 29th Milk Sport Fair held in Pictou County from May 31 to June 2. Nearly 2,000 children attended the event and were eager to test their nutrition knowledge and fitness abilities via DFC's Multizone Circuit. Milk Sport Fair allows students from grades 3-8 to try different sports. Many students commented that the DFC booth was their favorite exhibit.



In addition to its outreach activities for World Milk Day, DFC has been actively promoting milk and milk products across the Maritimes through a number of initiatives, including:

- In 2016, DFC's dietitians launched the *Learning about Canada's Food Guide* video series designed for teachers in the Maritimes. Accessible on the [teachnutrition.ca website](http://teachnutrition.ca) the videos help teachers convey the basics of a healthy diet, which includes the recommended servings of milk. The videos and accompanying activity sheets have been downloaded more than 1,300 times since the program was launched.
- DFC nutritionists also participated in Saltsclapes Expo to promote the importance of a healthy diet that includes milk. The Nova Scotia event drew 30,000 attendees between April 21-23.
- This spring a new campaign positioning chocolate milk as a post-workout recovery beverage for both very active everyday people and high performance athletes launched across the nation. The campaign was promoted through a mix of retail, sponsorships and mass media advertising across the Maritimes. In addition, DFC sponsored the Blue Nose Marathon, May 20-21, which drew 10,000 people to downtown Halifax.

DFC will continue with its marketing outreach initiatives into the summer and fall with more results to be reported in future updates. We celebrate Canadian milk every day.

The Food and Agriculture Organisation of the United Nations (FAO) introduced World Milk Day in 2001, to promote the contributions the dairy sector makes to "sustainability, economic development, livelihoods and nutrition."

A FRIENDLY REMINDER: STAY INFORMED WITH THE *DAIRY EXPRESS!*

You are a dairy farmer? 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 [Emilie Tobin](mailto:Emilie.Tobin) who will happily add your name to the mailing list.



Dairy Farmers of Canada



@dfc_plc

*Nova Scotia Newfoundland
Holstein Branch
Summer Social*



July 29th, 2017 11:00am

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398 Point Road, East Noel, NS

RSVP by July 1st to:

Luke McLellan: luke_lellavan@hotmail.com
Lindsay Greenough: greenough_15@hotmail.com
Jason VanderLinden: jason.lindenright@gmail.com
Lynne Stead: steadlynne1@gmail.com

