

# NEWSLETTER

**Vol. 17, No. 9 - April 2017**

## Found on the web...

*"We are going to stand up for our dairy farmers in Wisconsin. I have been reading about it, and I have been talking about it for a long time. That demands really, immediately fair trade with our trading partners and that includes Canada. Because in Canada some very unfair things have been happening to our dairy farmers and others. It is another typical one-sided deal against the United States and it is not going happening for long. We're gonna get together and we are going to call Canada and say what happened? They might give us an answer but we are going to get a solution, not just the answer. Because we know what the solution is."* **U.S. President Donald Trump, April 18** ([cbc.ca/news/business](http://cbc.ca/news/business))

*"Canada does not accept the contention that Canada's dairy policies are the cause of financial loss for dairy farmers in the United States. The USDA dairy outlook report clearly indicates that poor results in the U.S. sector are due to the U.S. and global overproduction. Like their U.S. counterparts, Canadian farmers are trying to adapt. This is why the Canadian industry has taken steps to reform—including negotiation of the National Ingredients Strategy. As a matter of fact, Canada's dairy industry is less protectionist than that of the United States, which has employed technical barriers to keep Canadian dairy out of the U.S. market. Our government supports Canada's supply management system, dairy farmers, and the entire Canadian dairy industry."* **Quotes from Canadian Ambassador to the U.S. David MacNaughton, April 19** ([cbc.ca/news/politics](http://cbc.ca/news/politics))

*"I feel bad for the farmers in the U.S. and the hard times they're going through but the truth has to be known—what's happening in the United States is not being caused by what's happening in Canada. The real root of the problem is that in the U.S. they are producing too much milk for the marketplace."* **Gerrit Damsteegt, DFNS Chair, April 19** ([cbc.ca/news/canada](http://cbc.ca/news/canada))

*"Any time our biggest trading partner makes comments on things like supply management and everything else, especially at the President's level, it's a bit disturbing. If supply management disappeared in Nova Scotia it would shut down our dairy industry, period."* **NS Agriculture Minister Keith Colwell, April 19** ([cbc.ca/news/canada](http://cbc.ca/news/canada))

*"The U.S. has a \$400 million dairy surplus with Canada, so it's not Canada that is the challenge here and the way we approach our very constructive relationship with the United States on trade and on other thing is to base both around the facts of the issues and a shared desire to see citizens on both sides of our border succeed. We're not going to overreact, we're going to lay out the facts and we are going to have substantive conversations about how to improve the benefits for citizens on both sides of our borders."* **Prime Minister Justin Trudeau, April 20** ([huffingtonpost.ca/2017/04/20](http://huffingtonpost.ca/2017/04/20))

*"Processors have told us for quite a while that they want more milk, we were told we need to feed the world. So we were just trying to do our part. We don't blame you, Canada."* **Shane Sauer**

*"Suddenly, everyone was pointing the finger at Canada, but that's not really what's going on. We have overproduction here in Wisconsin, and we really need to address that here at home. It's not fair, and it doesn't help us to use this kind of a red herring of Canada because we need to solve our problem."* **Lloyd Nelson**

**Quotes from Wisconsin Dairy Farmers, April 22** ([ca.news.yahoo.com](http://ca.news.yahoo.com))



## UPCOMING EVENTS & DEADLINES:

May 12, 2017.....Quota Exchange Deadline  
May 25, 2017.....Quota Lease Deadline  
August 2-3, 2017.....Policy Session—Hampton Inn

## DFNB Newsletter

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

## Results of the April 2017 Quota Exchange

Iteration (all buyers): 0.23 kgs  
Prorated for buyers: 1.84%

## Dairy Services Lab Results March 2017

### Bactoscan Individual Bacteria Count (IBC)

Count	Samples	Percent
<35,000	166	73.8
35,001-121,000	48	21.3
>121,000	11	4.9
TOTAL	225	100.0

95.1% meet provincial standard

Average IBC – March 2017: 41,422

Average Somatic Cell Count (SCC): 194,120

### Adulteration (added water and/or antibiotics)

Water (Farm Tanks)	0
Antibiotics (Tankers)	0

### P5 QUOTA EXCHANGE MCP

PEI .....	\$24,000
New Brunswick .....	\$20,500
Ontario .....	\$24,000
Quebec .....	\$24,000

### Kilograms

### Producers

Purchased ( <b>actual</b> )	23.52	Buying Quota	53
Offered to Purchase	628.88	Offering to Buy	53
Offered to Sell	23.52	Selling Quota	6
		Offering to Sell	6

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$24,000	23.52	23.52	-605.36	628.88	628.88

Quota Exchange Deadline	Payment Due Date
May 12, 2017	May 29, 2017
June 13, 2017	June 28, 2017
July 13, 2017	July 27, 2017

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

## Regional Meeting Roundup

Over ninety producers participated in three Regional Meetings this month to hear about the current issues facing the industry and ask questions. DFNS also hosted proAction training sessions prior to the meetings, and had a very good turnout for Atlantic proAction Coordinators Ashley Baskin and Nancy Douglas.

Chairman Gerrit Damsteegt updated producers on the implementation of the National Ingredient Strategy and other trade files including CETA, WTO, and NAFTA. Dairy Farmers of Canada is closely watching the evolution of trade issues, and ensuring that both elected representatives and bureaucrats understand the position of our industry. The \$250 million in transition funding related to CETA promised by the federal Liberal government is awaiting finalization of program details.

The growing dairy market is a positive for our industry, with butterfat increases appearing in most product categories. This growth also creates challenges both on the farm and in plants to handle all milk components. Butter stocks, an indication of a balance between production and market needs, are returning to healthy levels. Forecasts indicate that stocks could reach 30,000 MT by the end of July 2017, a level widely considered to be necessary to avoid importing supplemental butter in the next dairy year. A variety of other developments reported include two Assisted New Entrants this winter, new inhibitor testing started April 1, 2017, DFNS's three-year agreement with the provincial dairy lab for quality testing, the broad-based computer program supporting six boards is now aiming for spring 2018 release, and proAction validations start September 1, 2017.

Milk Committee Member elections were held with these members being returned for another three-year term: Robbie Sutherland & Gary Benison (Region 1); Tony Versteeg (Region 2); Vincent Kouwenberg (Region 3); Joseph Heukshorst (Region 4); Lindsay Greenough and Darren Davidson (Region 5); and Rob Carree (Region 6). Incoming member is Alex Brown (Region 4). Thank you to Gillian Greenough for serving on the committee.

## Green Oaks Open House a Success

On April 15, 2017, Phillip Burris, Green Oaks Dairy Farm Limited, and his family treated fellow producers, industry representatives, and guests to a tour of his impressive new facility. Phillip rebuilt his barn following a tragic fire in June 2015. He is gradually increasing his herd and is currently milking 150 cows. The new structure is a massive state-of-the-art building, complete with four robotic milking stations, automatic curtains, a 5,000-litre capacity bulk milk tank, and recycled manure bedding. Congratulations Phillip!



## Integration Pilot

Our Atlantic proAction Coordinators arranged for an on-farm pilot of the fully integrated proAction modules this winter. All provinces conducted the same pilot, which should determine how well all modules work on the farm. Along with CQM, Animal Care, and Livestock Traceability, which start being validated for this September, the pilot also included requirements for Biosecurity and Environmental Sustainability. \$2,000 funding was provided from Growing Forward 2 through Perennia. Thanks to everyone for a successful pilot.

## New Council Chair

The Minister of Agriculture has appointed Ian Blenkharn Chair of the Natural Products Marketing Council. A Council member since August 2015, Ian replaces Ken Peacock as Chair. Congratulations to Ian and thank you to Ken.



Wise consumer spending when it comes to prescription drugs can benefit you in many ways. Not only can it help save you money on your co-pay at the pharmacy counter, it can also help keep benefit plan premiums affordable, today and for future generations to come.

### What makes up the cost of a drug?

- **Ingredient/manufacturer cost:** The sale price charged by the manufacturer for the drug.
- **Wholesaler mark-up:** The amount added to the drug's cost to cover the distribution supply chain.
- **Pharmacy dispensing fees:** A separate amount charged by a pharmacy to fill your prescription-intended to cover services such as dispensing the drug and conversations about the drug with the patient.
- **Pharmacy mark-up:** An additional amount added to the drug cost that is charged by the pharmacy to cover other overhead and operational costs.

### Helpful tips to save money:

- Call around to pharmacies to compare the cost of your prescription.
- Ask the pharmacist for a three-month supply on maintenance medications; this may help reduce the dispensing fee.
- Consider an online pharmacy for maintenance medications- they tend to have less pharmacy mark-up.
- Always ask the pharmacy to fill your prescription with the generic drug instead of brand name drug.
- Use the Medavie Mobile app to compare the ingredient cost of drugs instantly, even while meeting with your health care professional.

For further information about the Plan Member website or questions about your health and dental benefit plan coverage, you may contact Medavie Blue Cross at their toll-free number 1-800-667-4511.

Please visit [web.medavie.bluecross.ca/en/members/save](http://web.medavie.bluecross.ca/en/members/save) for additional information.



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  
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.

### 1. Cheque Payment ☐

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.

### 2. Pre-Authorized Debit ☐

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.

**\$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: \_\_\_\_\_

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.

<u>Lease Month</u>	<u>Deadline</u>
March	March 27, 2017
April	April 24, 2017
May	May 25, 2017
June	June 26, 2017

## Canadian Young Farmers Forum Annual Conference

by Rebecca O'Connell (Valleyside Holsteins Ltd.)

First and foremost, I want to extend sincere thanks to DFNS for sponsoring my recent trip to the Canadian Young Farmers Forum (CYFF) annual conference in Ottawa, and making it possible for me to participate in such a great learning and networking event on behalf of the Nova Scotia Young Farmers Forum. The conference brought together over 100 Canadian young farmers aged 18 to 40 hailing from Newfoundland to the Yukon, and representing products from dairy to cash crops to quinoa to cut flowers. There was also representation from the Young Farmers and Ranchers (CYFF's equivalent in the United States – an organization made up of more than 2 million young farmers). The conference was a full and informative couple of days including discussions around the new Ag Policy Framework (the next Growing Forward), supply management, global economics outlook, succession and strategic planning, tips on speaking to parliamentarians or politicians, stress management, financial management, farm safety, board governance, and how to be a positive voice for Ag... to name a few! Beyond the scheduled speakers, the conference provided a fantastic opportunity to network and learn from fellow young farmers as well as industry sponsors from across agriculture.

I found the most valuable part of the conference to be the virtual farm tours. A representative from each province, and two from the US, gave presentations about their own farms. There was such a variety of operations profiled, even tobacco farming in North Carolina. It was really interesting to hear from other young dairy producers in different parts of the country, but also exciting to learn about the many different commodities and technologies that there are in agriculture in Canada, and how these operations are run; for example starting 40 acres of tulips hydroponically in BC; automated potato quality sorting equipment in Ontario; or beef farming and greenhouses in -50° Yukon climate! The conference was very well organized and truly a great chance to meet people facing some of the same opportunities and challenges as Alex and I are with our new farm business. I made valuable contacts with both young farmers and industry personnel whom I look forward to maintaining communication with going forward. I would encourage any farmers aged 18-40 who are not currently a member of Nova Scotia Young Farmers Forum to look into becoming involved. And certainly if you have the opportunity to attend the Canadian Young Farmers annual meeting, go for it. I thank DFNS again for their sponsorship and I hope that they will be willing to accommodate other young dairy farmers' attendance at this great event in the future.

*Rebecca O'Connell and Alex Archibald (Valleyside Holsteins Ltd.) are one of our 2017 Assisted New Entrants. Rebecca is a new member of Nova Scotia Young Farmers and was keen to represent our industry. DFNS was pleased to sponsor her for this event.*

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

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## Milk Production and Pricing

Esben Arnfast, Finance and Systems Administrator

March's provincial milk production exceeded 17,000,000 litres for the first time ever! Also, the butterfat production increased slightly to 23,118 kgs of butterfat per day, maintaining the same high raw milk butterfat composition of 4.14 kg/hl as in February.

Quota utilization also increased with production at 105% of issued quota. The Additional Production Day uptake was also high at almost 60%. The average producer utilized tolerance increased a full day to stand at -11.3 days.

The equalized pool transportation rate for March decreased 3 cents to \$2.50/hl.

The March raw milk average in-quota price was \$68.75/hl, which was the second big drop in consecutive months from January's high price of \$86.24/hl. The price was the lowest since January 2009, which was \$67.46/hl.

The pooling settlement for February was a negative amount of close to \$300,000, decreasing March's price. Normally, the amount is a large credit so it will be interesting to see what March's pooling results will be, since other P5 provinces have reported producer blend prices much higher than Nova Scotia.

The new class 7 pricing class, as described in last month's article, remains uncharted territory. Nova Scotia's utilization value can be affected significantly, since class 7 seems to have accounted for approximately 50% of the SNF during the past two months. This is driven by ice cream, cheese, and skim milk powder production.

An advance of approximately \$1.3 million was added to the March price calculation, which offset the prior month's advance of close to \$1 million.

Skim milk powder inventories as of January 31, 2017, were subject to a price adjustment for the February 1, 2017, price change. Similar to last year, that has resulted in financial adjustments spread over three months in all provinces. The processor credit in Nova Scotia for March was \$188,000 and will continue for April and May. The amounts are pooled with the other provinces.

**Total Licensed Producers in March: 216**

### Continuous Quota Positions

As of the end of February 2017, figures are expressed as a percent of each province's annual quota. The P5 provinces all moved up since January, resulting in the pool average increasing by more than 0.5%. Nova Scotia and Ontario moved further above zero. All western provincial positions varied slightly up or down. The national position jumped from -0.37% to +0.04%. Butterfat demand continues to outstrip supply as the CDC has applied for up to 8,000 MT of supplemental import permits above the 12,400 MT already used this year. Seasonal upward milk production entering the spring months will keep pressure on drying facilities and processors' ability to purchase all components in the milk. Some expansion of SNF processing will help the situation.

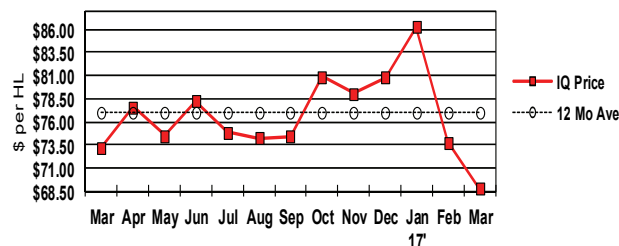
Alta. -3.43%	Sask. -3.46%	Ont. +3.78%	<b>NS +1.01%</b>	PEI -0.60%	<b>P5 +1.59%</b>
BC -1.73%	Man. -11.01%	Que. -0.17%	NB -0.08%	NL -16.68%	<b>WMP -4.13%</b>

## Milk Marketing Report March 2017

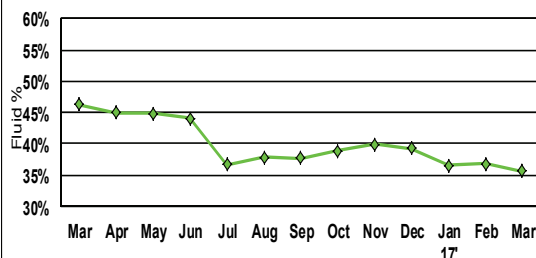
PRODUCTION	2017	2016
Average Liters/Day	558,689	534,489
Average kg Butterfat/Day	23,118	21,885
Average Composition, kg/hl		
Butterfat	4.1380	4.0946
Protein	3.3289	3.3377
Other Solids	5.7445	5.7403
Bulk Haulage (\$/hl)	2.50	2.56

PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
March In-Quota	10.2462	5.7333	1.2652	68.75
March Butterfat Premium (\$/kg) SNF/BF<2.35	0.0124			
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**





# Nova Scotia Crop and Livestock Insurance Commission News

## Crop Insurance Application Deadlines the 2017 Crop Year.

- Corn – April 30
- Maple – April 30
- Weather Plan – April 30
- Soybean (includes Canola and Sunflower) – May 19

## Dairy Producers

The Commission is able to write new coverage for Dairy Livestock at any time during the year. If you are interested in insuring your animals against disease, as well as loss of income from milk as a result of disease or fire, and building collapse due to ice and snow it is not too late to apply for Dairy Insurance (includes all reportable diseases, as well as shipping fever and IBR, but does not include BSE and Foot and Mouth). To find out more give the Commission office a call.

The Commission is now offering insurance coverage for Dairy heifers (prior to 1<sup>st</sup> calving) and calves for losses from insured diseases to both farmers licensed to produce milk as well as to unlicensed farmers. This will allow anyone who only raises replacement heifers to participate in the program.

## Forage Producers

### Forage Establishment Plan

The forage establishment plan protects against establishment failure in the first year of growth for grasses, alfalfa and other legumes. This plan covers losses from such things as winter injury, drought, insects, diseases, floods, excess moisture, frost and wind. The plan covers your new forage crop from time of seeding up until May 31 of the following year. Seeding must be completed by July 1 for legumes and legume/grass mixes and by September 2 for grasses. The deadline date to apply for this insurance is October 15, but you can apply as soon as your crop is seeded. When you apply at seeding time, your coverage can begin immediately. If you apply at some point after your seeding date, an inspection is required before coverage will be offered.

Coverage and Cost Options 2017		
Option	Coverage	Producer Cost
A	\$300/acre	\$9.90
B	\$200/acre	\$6.60
C	\$100/acre	\$3.30

For more information on these or any of our insurance based programs or the Canada Nova Scotia Wildlife Compensation Program contact our office at (902) 893-6370 or toll free at 1-800- 565-6371. You can also visit our website at

<http://www.novascotia.ca/agri/programs-and-services/financial-funding/crop-livestock-insurance/>



# Latest News...

## Dairy Farmers of Canada

April 2017

### CANADIAN DAIRY FARMER CLIMBS FOR KIDS

Early in the morning on February 24, Pierre Lampron awoke to complete a journey that had taken him thousands of kilometers from his dairy farm in Canada. That morning, he completed a five-day climb to summit Mount Kilimanjaro in Tanzania.

As a member of Dairy Farmers of Canada's (DFC) Board of Directors, Pierre was representing all Canadian dairy farmers to raise funds for the Tim Horton Children's Foundation (THCF) for more than 20,000 underprivileged children and youth. Pierre, along with a team of 25 other Canadian climbers participating in the Kilimanjaro Summit Climb, raised \$595,000.

"As dairy farmers, we are always looking to give back to our communities, and this was a great opportunity to do so," said Pierre. "By completing this challenge, we are giving children and youth the opportunity to have a brighter future, and for that I could not be more proud."

Pierre's days up the mountain consisted of long hikes, some more strenuous than others, lasting over six hours some days, to finally make it to the 5,895 metre summit. Once at the top, he proudly waved the DFC flag to honour his fellow dairy farmers, friends and family who supported him on his journey.

DFC is proud to have partnered with the THCF to support Canadian children and youth who benefit from their programs every year. The THCF camps provide children and youth from low-income families with an opportunity to build leadership skills, improve their confidence and feel empowered to achieve their goals. Through this partnership, Pierre joined a group of passionate people who took on a great personal challenge and climbed Mount Kilimanjaro to raise funds for the THCF. Pierre raised \$13,950.00



### 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@dfc-plc.com) who will happily add your name to the mailing list.



Dairy Farmers of Canada  
100% Canadian Milk



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