

# NEWSLETTER

**Vol. 18, No. 5 - December 2017**

## Trade Update

Canadian dairy farmers are anxiously watching two trade negotiations – NAFTA and the Trans Pacific Partnership-11 (or CPTTP). Through four full rounds of NAFTA negotiations, the US has made outrageous demands for access to Canada's dairy markets and the effective undoing of supply management. From the Prime Minister and down, the federal Liberals have rejected the US advances and are focusing on other areas of interest under the many aspects of NAFTA. With a revised negotiating deadline for the end of March 2018, further talks set for early 2018 should determine the NAFTA outcomes.

On the TPP front, Canada and ten other countries are negotiating to strike a deal after the US withdrew. As the second largest economy at the table, Canada has influence and interests in many areas being negotiated. On October 19, 2017, during a producers-only meeting in Quebec, Prime Minister Trudeau told attendees, including a board member of DFC, that concessions previously made to the U.S. under the original TPP deal would be excluded from any CPTPP discussions.

*"The withdrawal of the U.S. from the TPP changes the parameters and balance achieved in the original agreement. In our view, should Canada elect to proceed with CPTPP, it is very important that the terms of the new agreement, including any market access granted, reflect the loss of the U.S. from the original deal. To this end, it is reasonable Canada seek not only a simple recalibration but a suspension of the market access commitments provided previously. We understand the preference of CPTPP members to limit the scope of suspensions from the original agreement, but we firmly believe that accommodations must be made for our sectors. The proximity and the strong trade relationships between Canada and the U.S., respectively third and first most important GDP contributors to the TPP, must be taken into consideration by CPTPP members."* **Quote from SM5 letter to Minister of International Trade, December 2017.**

The DFNS Executive held meetings with the NS Agriculture Minister and our Trade Deputy Minister to express concerns over the possible combined outcomes of a TPP-11 and NAFTA. DFNS was assured that the Nova Scotia government clearly understands and values the importance of supply management to the overall health of our rural economy and as a major economic driver. They assured DFNS that they are exerting as much influence and persuasion as possible on the federal government negotiators. DFNS and the feathered boards receive regular updates from the Trade Department after each set of trade talks and appreciate these opportunities to support their efforts.

### ***Dairy Focus Atlantic***

**March 20-22, 2018**

**Halifax Marriott Harbourfront**

**Register today at [www.dairyfocus.org](http://www.dairyfocus.org)**

### **AGM on the Horizon**

The DFNS Annual General Meeting is coming up January 24 & 25, 2018. The meeting is an excellent opportunity to hear updates on national and industry issues, along with networking with fellow producers and industry representatives. It offers each member a chance to ask questions, provide input, and help develop policy direction for the industry. This year's meeting will feature important updates from Dairy Farmers of Canada and the Canadian Dairy Commission, policy discussions, and a membership vote on our operating budget. The producer-only session will feature presentations on important issues, and the Minister of Agriculture will address our members at the banquet. Excellence Award winners will also be announced. Registration packages are in the mail, and the registration deadline is January 5th. Our AGM Booklet will be available electronically for producers prior to the meetings. See you there!

### **UPCOMING EVENTS & DEADLINES:**

December 25-26, 2017.....Holidays—Office Closed  
December 27, 2017.....Quota Lease Deadline  
January 1, 2018.....New Year's Day—Office Closed  
January 12, 2018.....Quota Exchange Deadline  
January 24-25, 2018.....AGM—Best Western Glengarry  
January 25, 2018.....Quota Lease Deadline

## Results of the December 2017 Quota Exchange

Iteration (all buyers): 3.53 kgs  
Prorated for buyers: 39.15%

### Kilograms

Purchased ( <b>actual</b> )	203.78	Buying Quota	31
Offered to Purchase	362.01	Offering to Buy	31
Offered to Sell	203.78	Selling Quota	20
		Offering to Sell	20

### Producers

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$23,600	2.00	2.00	-360.01	362.01	0.00
\$23,900	0.90	2.90	-359.11	362.01	0.00
\$23,999	1.00	3.90	-358.11	362.01	0.00
\$24,000 MCP	199.88	203.78	-158.23	362.01	362.01

Quota Exchange Deadline	Payment Due Date
December 13, 2017	December 27, 2017
January 12, 2018	January 29, 2018
February 13, 2018	February 26, 2018

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

## Lab Results November 2017

Average IBC: 53,426

Average Somatic Cell Count (SCC): 199,400

Adulteration: Antibiotics (Tankers) 1

### P5 QUOTA EXCHANGE MCP

PEI .....\$21,400  
New Brunswick ..... \$17,097  
Ontario ..... \$24,000  
Quebec ..... \$24,000

## Update Your PID Online

A reminder that NSDA has the Nova Scotia Premises ID Program online which can be used by producers, and others responsible for livestock premises, to apply for premises identification (PID) numbers, and manage/update the information related to a premise on an ongoing basis.

Premises identification is a way of linking livestock and poultry to a geographic location for the purposes of responding to emergencies that threaten animal or public health. It is a key component of proAction's livestock traceability module.

DFNS has registered all dairy producers in the Premises ID Program. A premises is considered to be identified when the following information is complete, accurate, and current:

- Legal land description (property identification number)
- Geo-coordinates
- Land owner/Emergency contact information
- Premises type (e.g., farm, community pasture, abattoir, etc.)
- Animal type (all animals on the premises)
- Maximum animal capacity for each farmed animal type (not an inventory but an estimate of the number of head of a given species that could be housed at the site).

To access the online site go to <http://novascotia.ca/agri/premisesid>

For more information, follow the link to create an account and apply for a PID. Emails can also be sent to [NSPID@novascotia.ca](mailto:NSPID@novascotia.ca), or you can call 902-890-9840.

## Refunds Available

As in previous years, active producers will receive a small refund from two sources. Nova Scotia's share of the CDC commercial operations surplus is \$198,104, and this past dairy year's over-collection for DFC promotion is \$204,617.84. Refunds will be paid based on December 1, 2017, quota holdings of each producer.

Producers are reminded that both these refunds should be considered as part of the 2016/17 blend returns. These refunds boost the blend return figures, slightly, for last year.

## Dairy Farm Investment Update

Recently, the P10 General Managers and DFC held a conference call with AAFC officials regarding the status of approvals from round one of the transition funding program. Approval letters to successful applicants were sent at the end of November, and will continue during the coming months.

\$270 million was applied for in over 3,000 applications nationally, and \$129 million is available for round one. Any applicant who met the program criteria, but the money ran out, will be notified by AAFC and asked to reapply for round two. Round one applicants asked by AAFC to reapply may or may not have some level of priority in round two.

AAFC cannot commit to a timeframe for round two, but likely in 2018. AAFC has committed to a mid-January follow-up conference call with provinces after sending more approval letters. Stay tuned.

## DFNS Paying Transporters

As the licensing body for milk transport companies, DFNS has a close working relationship with our four transporters. Starting with November's milk hauled within province, DFNS has taken over transporter payment from Agropur (Pay Agent). This aligns with the longstanding DFNS payments to transporters for all out-of-province milk hauling. In the case of both within and between province milk hauling, least cost routes and rates are DFNS's objectives.

To be fair to transporters, the Board recently approved updating the transporter employee salary and benefits input figures twice yearly versus only once.

The volumes hauled are now being based on actual milk route volumes hauled from handhelds which should be more precise than the previous method. The annual update of fixed costs and quarterly fuel rate adjustments remain the same.

## NSCP Levy Collection Reminder

Nova Scotia Cattle Producers levy can be remitted by DFNS for any producer who signs up for this program. The deadline is December 31, 2017. The deduction is based on an industry-derived formula which converts quota held into levy owing. The levy is collected once in February for the whole calendar year.

Producers who sign up this year will have their levy automatically collected by the DFNS Pay Agent and submitted to NSCP and will not need to re-register in future years. The authorization form is available in the "Resources & Links" sections of our website, or you can contact the office.

## February 1 Milk Pricing

The processor billing prices have been set for February 1, 2018. DFNS, and the other P5 Boards, have approved changes to the P5 Target Prices based on several factors.

The main change comes from a slight decrease in the milk price formula, which is 50% weighted on Consumer Price Index and 50% on Costs of Production. The combined year-over-year changes in these two factors resulted in a -0.3476% decrease. The formula decrease is somewhat offset by two ad hoc price changes to reflect policy changes adopted nationally.

Overall there is no change in the butterfat prices for milk used in classes 1-4 (domestic fluid and industrial) and only minor decreases in the SNF, Protein and Other Solids prices paid by processors. The impact on each farm will vary because of component production, how processors use milk purchased from DFNS each month, and also the impact of special classes (dairy products to further processors) and ingredients.

These changes follow the Canadian Dairy Commission's announcement of no change to their support prices for butter and skim milk powder.

In Nova Scotia the price changes are presented to the DFNS Advisory Committee for Milk, which recommends DFNS approval. Once the Board has approved the prices, the Natural Products Marketing Council reviews and approves them. All processor prices appear in the *Milk Pricing Regulations*.

### DFNB Newsletter

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



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.

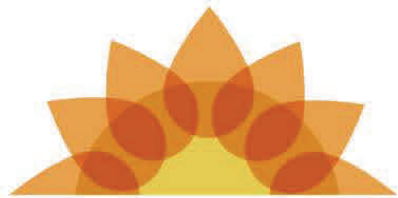
Only leases applying to the current month will be accepted.

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.

Lease Month	Deadline
November	November 24, 2017
December	December 27, 2017
January	January 25, 2018
February	February 22, 2018



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## Milk Production and Pricing

Esben Arnfast, Finance and Systems Administrator

Milk farm pickups increased during November to 22,908 kgs of butterfat per day. This level of production is quite close to meeting the provincial allocation of quota of 23,134 kgs per day. The milk composition increased to 4.19 kgs/hl, which exceeded the 4.15 kgs/hl observed last November.

The average producer utilized tolerance decreased to -16.5 days from -15.8 days in October. This was possible with approximately one-half day of production absorbed by additional production incentive from the three days available to producers for the month of November.

The equalized pool transportation rate for November dropped significantly to \$1.94/hl. This resulted from a one-time adjustment for some past accumulated costs pooled for milk transportation, mostly to other provinces for skimming purposes.

The November raw milk average in-quota price increased to \$79.27/hl, up from October's price of \$76.92/hl. The main improvement was in the pooling adjustment which contributed an additional \$2.16/hl.

The value of milk declared by NS processors did not change significantly within the province in November, but producers benefit from improvements within the pool during October which applies in the following month. This trend is normal during the fall months; however, December, and Christmas time in particular, normally marks the point of the year when higher seasonal production begins to exceed the processing requirements for non-butterfat milk components.

The holiday season is a difficult time to secure processing for milk production, and some milk skimming is happening in NS and in other provinces. That requirement is likely to continue during the winter months and will put downward pressure on the average blend prices.

**Total Licensed Producers in November: 216**

### Continuous Quota Positions

As of the end of October 2017, figures are expressed as a percent of each province's annual quota. The western pool weighted averages slipped a small amount from September, which is expected with the market growing at a faster pace than production increasing. The P5 provinces all increased slightly. In balance, the national position moved up slightly from +0.70% to +0.74%. While the gap in pool positions widens, WMP provinces anticipate their milk production will recover over the winter and into the spring of 2018. With strong P5 milk production, skimming is expected to start earlier this year and extend beyond the holiday period. The P5 quota issuance of 1% starting November, along with Additional Production Days until March, are signals that more milk is needed through the winter to meet growing market demand.

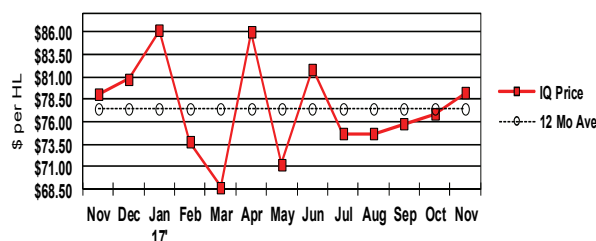
Alta. -5.54%	Sask. -6.27%	Ont. +6.09%	<b>NS +3.53%</b>	PEI +4.16%	<b>P5 + 3.15%</b>
BC -1.56%	Man. -13.77%	Que. +0.61%	NB +1.70%	NL -28.24%	<b>WMP -5.63%</b>

## Milk Marketing Report November 2017

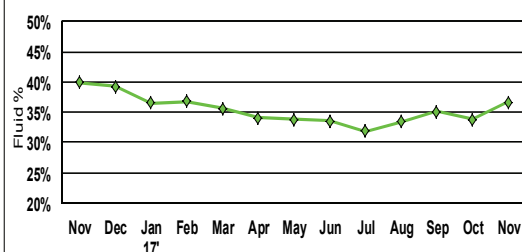
PRODUCTION	2017	2016
Average Liters/Day	546,316	522,899
Average kg Butterfat/Day	22,908	21,706
Average Composition, kg/hl		
Butterfat	4.1932	4.1511
Protein	3.3894	3.3758
Other Solids	5.7037	5.7180
Bulk Haulage (\$/hl)	1.94	2.38

PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
November In-Quota	10.7304	7.4908	1.5585	79.27
Nov Butterfat Premium (\$/kg) SNF/BF<2.35	0.0159			
November Over-Quota	0.0000	0.0000	0.0000	0.00
Dec Over-Quota Penalty	0.0000	0.0000	0.0000	0.00

NS Average In-Quota Producer Price  
Per HL basis



Fluid Utilization Percentage





# DAIRY FOCUS

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DAIRY FARMERS OF  
NEWFOUNDLAND AND LABRADOR



# Benefits Bulletin: 2018 Renewal Update



## About your group benefits program

Dairy Farmers of Nova Scotia provides a comprehensive, cost-effective group insurance plan for the benefit of DFNS producers, their employees, and families. Premium rates for the benefits are reviewed annually and below you will find a summary of the new monthly rates effective **January 1, 2018**.

Benefit		Current Monthly Rates	Renewal Monthly Rates Jan. 1, 2018
Life (\$25,000)		\$9.75	\$10.00
Dependent Life (per family)		\$2.25	\$2.25
Accidental Death & Dismemberment (AD&D) (\$25,000)		\$1.08	\$1.08
Health	Single	\$83.44	\$82.62
	Family	\$249.92	\$246.40
Dental	Single	\$46.53	\$46.53
	Family	\$89.62	\$89.62
Total Overall Change			-1.0%

Annual adjustments to the health and dental rates are based on current year's claims, plus a budget for the expected claims increase over the next year (i.e. January 2018 to December 2018). At this renewal, there was no change to the health and dental rates.

Please note health rates above include travel, which has decreased at this renewal, and is why you will notice a slight decrease in the health rates effective January 1, 2018. For those who have optional life benefits, the rates have not changed and applicable rates are based on the age band of the insured person.

## DFNS COMMITTEE & MORNEAU SHEPELL

The DFNS Benefits Committee is mindful of the cost issues related to benefits and welcomes your feedback. The members of the Committee are Greg Archibald, Dustin Swinkels, and John Vissers.

Morneau Shepell has partnered with DFNS for over ten years and we appreciate the opportunity to serve your group. Together we will work to maintain a comprehensive benefits plan, with a cost-containment focus, while also being proactive to risks and opportunities relating to benefits and the health of DFNS members.

## What will be changing?

Effective January 1, 2018 your group will be moving from Second Opinion to Best Doctors. Best Doctors provides access to world-renowned medical experts for a second-opinion when dealing with a chronic condition, questioning surgery or facing a life-threatening illness. For more information, visit the [Best Doctors Canada](#) website or see attached brochure. This additional benefit is offered at no cost to you.

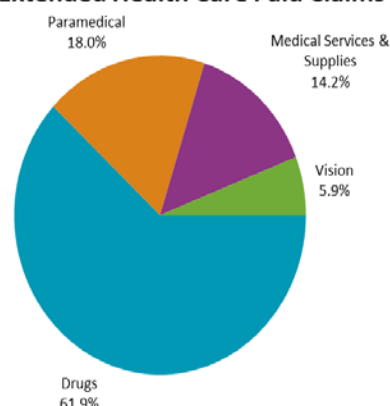
**For more information on the DFNS group insurance plan including coverage and claims inquiries, please contact Medavie Blue Cross at 1-800-667-4511 or to apply for coverage, please contact Morneau Shepell at 1-800-667-6328 and ask for Angèle Aucoin.**

## HEALTH & DENTAL CARE

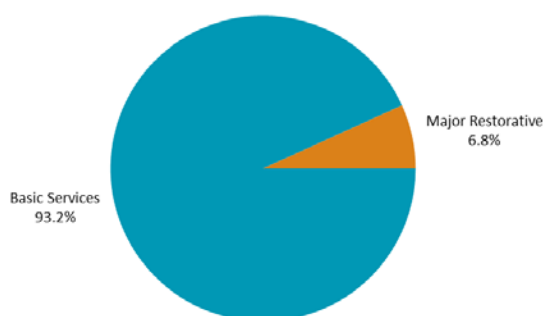
The chart located to the right is a break-down of health claims over the past renewal year – separated by category. As you can see, drug claims account for 61.9% of total health claims. Over the last several years, there has been a shift in drug spending towards specialty drugs. Specialty drugs are more expensive than traditional drugs (traditional drug examples include blood pressure and cholesterol medications). Specialty drugs are used by a smaller percentage of the population, and offer

breakthrough therapies, which provide substantial improvement in the treatment of serious or life threatening illnesses. The cost of specialty drugs is significant with an annual treatment typically costing a minimum of \$10,000; however, this annual cost can be as high as \$350,000+.

**2018 Extended Health Care Paid Claims**



**2018 Dental Paid Claims**



The chart to the left represents dental claims over the past renewal year. As you can see, basic dental claims (i.e. preventative services such as cleanings, fillings etc...) account for majority of dental claims, while major dental claims (i.e. crowns, dentures) account for 6.8% of total dental claims.

## Did you know?

Your life insurance benefits include a provision called “**waiver of premium**” which allows eligible members to maintain their life insurance coverage without the requirement to pay premiums if they become totally disabled.

In order to be eligible for waiver of premium, you must meet the definition of disability as defined in the contract, be under age 65, and be disabled for at least six (6) continuous months. This is intended as a summary of the provision only, and is subject to the terms of the contract. In the event you become disabled, remember to notify your plan administrator and to ask for more details on applying for waiver of premium.


## Plan Member Communication: Medavie Blue Cross – Get the Most out of your Benefits Plan

As a member of the Dairy Farmers of Nova Scotia group insurance program, health and dental coverage is with Medavie Blue Cross (MBC). In addition to paying your claims and providing coverage information, Medavie Blue Cross offers additional online resources for members and their families. Check them out at [medavie.bluecross.ca](http://medavie.bluecross.ca) today!

### GET THE **MOST** OUT OF YOUR BENEFITS PLAN


#### HELPING YOU MAKE SMART CHOICES

We are proud to help you and your family enjoy peace-of-mind and take control of your health through an active lifestyle and thoughtful health care decisions.




**Know yourself**

- ▶ Get a personalized health risk assessment. Just click the **My Good Health** link at [medavie.bluecross.ca](http://medavie.bluecross.ca)
- ▶ Check out our healthy living blog, [medaviesmallsteps.com](http://medaviesmallsteps.com)



**Save money**

- ▶ Make sure your provider charges usual and customary fees
- ▶ Compare equivalent drugs using the cost compare section of our mobile app
- ▶ Visit [blueadvantage.ca](http://blueadvantage.ca) to receive exclusive discounts on products and services



**Get active**

- ▶ Incorporate physical activity in your daily routine
- ▶ Regular physical activity correlates to lower cancer rates and improved mental health

### A Tip to save up-front costs:

Certain types of health professionals can submit your claim directly to Medavie Blue Cross using the ePay electronic payment network. That means, instead of paying the entire bill and waiting for a claims reimbursement, you pay only the portion not covered by your plan.

#### Who can offer ePay?

Many other health professionals can also offer ePay. Remember to ask!

Dentists  
Vision care specialists  
Chiropractors  
Physiotherapists  
Massage therapists

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# Latest News...

## Dairy Farmers of Canada

December 2017

### DFC HOSTS SUCCESSFUL DAIRY SUSTAINABILITY SYMPOSIUM

More than 200 stakeholders from various segments of the dairy and food industry gathered in Ottawa November 7 and 8 to discuss the state of sustainability in the dairy industry, and where it is headed in the future.

A symposium, organized by Dairy Farmers of Canada (DFC) and entitled "Building a Sustainable Dairy Industry" featured guest speakers from different areas of the value chain and included a tour of two Eastern Ontario dairy farms. The Minister of Agriculture and Agri-Food, Lawrence MacAulay, briefly addressed symposium guests, reiterating the Government's support for the dairy sector.

On November 7, about 70 participants began their day at La Ferme Gillette where they met dairy farmers Marc and Eric Patenaude. They toured one of the three Gillette barns where show cows are housed and learned about cow genetics, tie-stall milking, and cow genealogy.



Food industry members visit Ferme Gillette in Embrun, Ontario.

The group then headed to Wilkridge Farm to meet Ken and Peggy Wilkes, fifth generation dairy farmers, who recently moved their cows to a newly constructed free-stall barn that features the first two GEA monobox automated milk systems in Eastern Ontario. The Wilkes and their Ontario field staff answered questions about housing, cow comfort, feeding, proAction, the environmental farm plan and other data-recording and record-keeping necessities.

In the evening, DFC hosted a wine and cheese reception at the Château Laurier. Attendees took the opportunity to network and chat over Canadian wine, cheese and beef, thanks to the sponsorship of Canada Beef. The event was attended by Jean-Claude Poissant, Parliamentary Secretary to the Minister of Agriculture, as well as many other Members of Parliament from different political parties.

November 8 featured a full day of presentations and discussions. Bob Chant from Loblaw opened with a presentation about how food sustainability has become important to retailers due to growing customer demand about how food is produced; Brian Van Doormaal of the Canadian Dairy Network gave a passionate talk about how modern genetic and

### ABOUT DAIRY FARMERS OF CANADA

Founded in 1934, Dairy Farmers of Canada (DFC) is the national organization which defends the interests of Canadian dairy farmers and strives to create favourable conditions for the Canadian dairy industry. Working in accordance with supply management principles, DFC promotes safe, high quality, sustainable, and nutritious Canadian dairy products made from 100% Canadian milk through various marketing, nutrition, policy, and lobbying initiatives. Driven by a strong sense of community and pride, DFC and Canadian dairy farmers actively support a number of local and national initiatives. Visit [dairyfarmers.ca](http://dairyfarmers.ca) for more information.



Ken Wilkes shows visitors how he can monitor information from his milking robots in his barn office.

genomic technologies improves sustainability on Canadian dairy farms; DFC's Joanne Gallagher discussed the role of milk and milk products as part of a healthy and sustainable diet; and Vice-President of DFC David Weins provided an overview of DFC initiatives promoting sustainability, including proAction.

The afternoon began with a panel discussion featuring Gilles Froment who talked about sustainability in a global context through the work of the International Dairy Federation, Cherie Copithorne-Barnes who discussed the work of the Canadian Roundtable for Sustainable Beef, and the Canadian Federation of Agriculture's Drew Black who spoke about the public trust initiative, which aims to maintain consumer confidence in the food industry. DFC participates in all three initiatives.

Agropur's Robert Coallier spoke of the economic, social and environmental story of his cooperative, and BC dairy farmer Dave Taylor talked about how farming sustainably has allowed his family to produce high quality milk for Canadians for three generations.

The symposium was a true success, creating valuable networking opportunities for members of the food supply chain, and to learn what sustainability means to everyone now, and for the future.

Presentation slides are available on the DFC website at [www.dairyfarmers.ca/news-centre/events/building-a-sustainable-dairy-industry-symposium](http://www.dairyfarmers.ca/news-centre/events/building-a-sustainable-dairy-industry-symposium).

## 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



@dfc\_plc

# Genetic Advisor Representative

## Permanent full-time position

Under the responsibility of the manager, the Genetic Advisor Representative will be required to perform the following tasks:

### Sales and Customer Service

- To sell and market products and services offered by NSAB to clients under his/her responsibility
- To propose a customized annual business plan to each client, including a genetic improvement strategy and commercial agreements, as well as advice on breeding
- To follow up with existing clients and to develop new accounts
- To document files, to update client files and produce a weekly report
- To deliver semen to clients who have a farm tank

### Representation

- Develop contacts in the industry (partners)
- Represent NSAB's interests by taking part in events such as agricultural fairs, and by working with education institutes

### Professional Qualifications

- Bachelor's degree in agriculture **OR** college diploma in agriculture and five years of experience **OR** the equivalent in terms of studies and working experience
- Strong selling and customer skills
- In-depth knowledge of the dairy cattle breeding industry
- Strong knowledge of dairy pedigrees and genetic indexes
- Efficient time management, autonomy and thoroughness
- Fluency in oral and written communication
- Strong teamwork skills
- Ability to work with information technology tools
- Possess a valid Nova Scotia driving license

### Training

The selected applicant will receive comprehensive training for the job

### Salary and Benefits

We offer a base **salary** plus commission, and a **complete range of competitive benefits**

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**Deadline to submit applications: January 26, 2018**

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If you are interested in this position, please send your application to the following address:



Position: Genetic Advisor Representative  
Nova Scotia Animal Breeders Co-op Ltd.  
c/o General Manager  
4060 Highway 236, Lower Truro NS B6L 1J9  
E-mail: nsab@eastlink.ca

Only candidates selected for an interview will be contacted