

NEWSLETTER

Vol. 18, No. 6 - January 2018

Jacques Lefebvre is DFC's New CEO



Dairy Farmers of Canada (DFC) is pleased to announce the appointment of Mr. Jacques Lefebvre as Chief Executive Officer (CEO), effective January 8, 2018. With over twenty-five years of experience across multiple sectors, Mr. Lefebvre is a strong leader that brings a wealth of knowledge and insight to DFC. Additionally, in his former role as President and CEO of the Dairy Processors Association of Canada, he has an in-depth understanding of Canada's dairy sector, and the importance of Canadian dairy producers to our economy, and to the health and well-being of Canadians.

"It is my great pleasure to announce that Jacques Lefebvre will be joining DFC as our new CEO. He is a proven leader and is deeply committed to our dairy sector," said Pierre Lampron, President of DFC. "Jacques understands all of the challenges that we are facing, and will be a champion for us. I look forward to working closely with Jacques." Mr. Lefebvre has held senior executive positions with national member organizations, both in the business and not-for-profit sectors. "I am very excited to be joining DFC and for the opportunity to work closely with our Board of Directors, members, staff, and stakeholders, on behalf of Canadian dairy farmers," said Jacques Lefebvre. "I welcome the opportunity to use my past experience, inside and outside of the dairy sector, to bring our industry together as we face tremendous pressure on trade and government relations issues. It is more important than ever that we work collectively to defend and promote the industry."

UPCOMING EVENTS & DEADLINES:

February 13, 2018.....Quota Exchange Deadline
February 19, 2018.....Heritage Day—Office Closed
February 22, 2018.....Quota Lease Deadline
March 6-9, 2018.....Western Canadian Dairy Seminar

Dairy Focus Atlantic

March 20-22, 2018

Halifax Marriott Harbourfront

Register today at www.dairyfocus.org

Ian Blenkharn Appointed as NPMC Chair

Ian Blenkharn was recently appointed as Chair of Natural Products Marketing Council. He holds an Agricultural Economics degree from the NSAC and is a registered member of the Nova Scotia Institute of Agrologists. His experience includes thirteen years in the agricultural finance and banking sector, with an additional seven years' experience as an Agricultural Finance and Business Planning Consultant.

Ian has served on the board of a number of organizations in the agriculture sector including the Canadian Poultry Research Council, the Atlantic Poultry Research Institute, Eden Valley Poultry Incorporated, and Chicken Farmers of Nova Scotia, as well as other organizations in the grain and milk industries. Ian is the past president of Eden Valley Poultry Incorporated. Currently, Ian is Chair of the Board of Country Ribbon Inc. in Newfoundland, CFO of Willowdale Farms Inc., and the Chair, President and CEO of Atlantic Poultry Incorporated. Congratulations Ian!

Bulk Milk Tank Reminder

We are becoming aware of many bulk milk tanks reaching or exceeding their capacity. Bulk Milk Graders can only record bulk milk tank volumes to the highest point on the dipstick/site glass tube that are marked. If the milk volume is higher than this, the volume will be recorded as the highest marked point. Should a producer be about to exceed the capacity of their bulk milk tank, they may request Daily Pickup of their milk for a brief period while they obtain and install a larger tank.

Producers are required to request Daily Pickup by completing a request form and submitting it to DFNS prior to needing this accommodation. All requests are dealt with on a case-by-case basis. The transporter is consulted to ensure the Daily Pickup is logistically possible.

All producers are charged \$2.50 per extra km travelled, and \$25 per pickup to cover the additional cost to the transporter. The complete Daily Pickup policy and request form can be found on the DFNS website at <https://www.dfns.ca/files/documents/Every-Day-Pick-up-Policy-Request-Form-Website.pdf>.

Producers are also reminded to advise DFNS of replacement tank make and serial number.

Results of the January 2018 Quota Exchange

Iteration (all buyers): 2.77 kgs
Prorated for buyers: 38.84%

Purchased (actual)	141.39	Offering to Buy	29
Offered to Purchase	252.60	Selling Quota	29
Offered to Sell	141.39	Offering to Sell	6

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$23,400	48.11	48.11	-204.49	252.60	0.00
\$24,000 MCP	93.28	141.39	-111.21	252.60	252.60

Quota Exchange Deadline	Payment Due Date
February 13, 2018	February 26, 2018
March 13, 2018	March 28, 2018
April 13, 2018	April 26, 2018

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

Ashley Baskin (southern regions 4, 5, & 6)
Email: ashley@nbmilk.org
Fax: 506-432-4333

Lab Results December 2017

Average IBC: 55,454

Average Somatic Cell Count (SCC): 189,575

Adulteration: Antibiotics (Tankers) 0

New IDF Director General

On February 12, 2018, the International Dairy Federation will welcome its new Director General, Caroline Emond. Caroline has extensive experience within the industry, with twenty four years' experience in senior executive and public affairs roles in the private, public, and not-for-profit sectors, including a role as Executive DFC. Caroline will replace Nico van Belzen, who has served as Director General of the IDF since 2012, and provided the IDF with expert guidance and leadership throughout his tenure.

Don't overpay your taxes. You work too hard.

It's easy to overpay taxes—regulations can be complicated. At Grant Thornton LLP, we've been helping farmers and business owners optimize their tax savings for decades. Our highly experienced advisers are locals who know the industry in Nova Scotia and can provide business or personal tax advice.

So if you want to buy, sell, or plan for the next generation, give us a call. We'll help make sure you only pay the taxes that are required.

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Lisa A. Poehl, CPA, CA

For more information, please contact our Truro, Nova Scotia location at 902 895 1641.



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

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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



Milk Production and Pricing

Esben Arnfast, Finance and Systems Administrator

December daily pickups continued to increase to 23,122 kgs of butterfat per day, which is 99% of the updated provincial quota of 23,336 kgs per day after November's 1% increase. Butterfat composition increased to 4.20 kgs/hl, which is slightly higher than 4.19 kgs/hl observed last December.

The average producer utilized tolerance dropped to -16.8 days from -16.5 days in November. This has been expected with production increasing over the fall months to almost match quota on a daily basis. Also, December's additional production incentive was reduced to one day with a 35% participation rate.

The equalized pool transportation rate returned to a more normal rate of \$2.61 after November's low rate of \$1.94 per HL with a one-time adjustment.

The December raw milk average in-quota price decreased to \$75.54/hl from November's price of \$79.27/hl. With seasonally increased production and holiday processing challenges, all NS produced raw milk was received and processed.

There was a large decline in the value of milk utilized by NS processors. December was the first month of this dairy year that liquid skim milk could not be dried and needed to be dumped. The butterfat portion of the raw milk was used and paid for by processors at normal class prices. When NS pools the December skimmed milk, it could potentially affect the pooling adjustment (affecting January prices), depending upon the extent to which other P5 provinces report milk skimming and disposal in December.

The Milk Testing fees are displayed for the past twelve months in the accompanying chart. As indicated earlier, the implementation of inhibitor cost sharing and resulting catch-up allocation over three months has increased the testing cost as shown. The rate should decline in January.

Total Licensed Producers in January: 214

Continuous Quota Positions

As of the end of November 2017, figures are expressed as a percent of each province's annual quota. The western pool weighted averages slipped a small amount from October, which is expected with the market growing at a faster pace than production is increasing. BC moved up slightly, almost offsetting the declines in the other three provinces. The P5 provinces all increased slightly, except a small decline in Quebec. In balance, the national position moved up slightly from +0.74% to +0.81%. The provincial over quota/unrecoverable thresholds remain suspended until at least the end of July 2018. Skimming happened over the Christmas period and continues as periodic surpluses occur. The market continues to grow and there is anticipation of new processing investments and milk requirements starting as early as 2019.

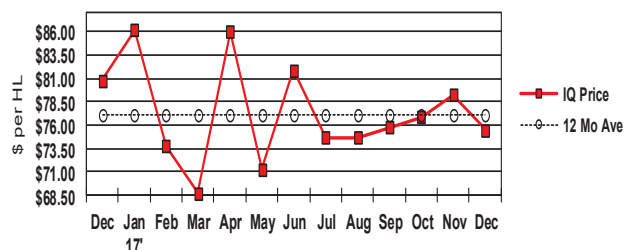
Alta. -5.67%	Sask. -6.63%	Ont. +6.38%	NS +3.75%	PEI +4.53%	P5 +3.27%
BC -1.33%	Man. -13.91%	Que. +0.57%	NB +1.90%	NL -30.08%	WMP -5.66%

Milk Marketing Report December 2017

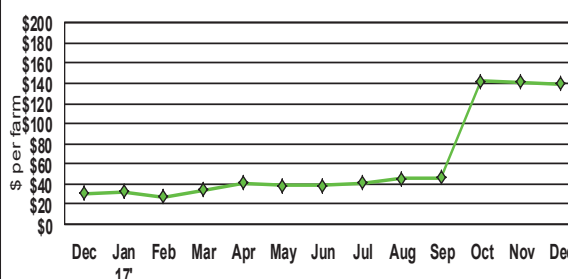
PRODUCTION	2017	2016
Average Liters/Day	550,634	534,900
Average kg Butterfat/Day	23,122	22,388
Average Composition, kg/hl		
Butterfat	4.1991	4.1855
Protein	3.3758	3.3574
Other Solids	5.7005	5.7299
Bulk Haulage (\$/hl)	2.61	2.52

PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
December In-Quota	10.4303	6.9214	1.4689	75.54
Dec Butterfat Premium (\$/kg) SNF/BF<2.35	0.0092			
December Over-Quota	0.0000	0.0000	0.0000	0.00
January Over-Quota Penalty	0.0000	0.0000	0.0000	0.00

NS Average In-Quota Producer Price
Per HL basis



Milk Testing Deduction





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Atlantic



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www.dairyfocus.org



DAIRY FARMERS OF
NEWFOUNDLAND AND LABRADOR





2018 Conference Registration Form

Please print clearly and spell names as you wish them to appear on name tags

FARM /BUSINESS/BILLING NAME:		
ADDRESS:		
TOWN:		PROV:
POSTAL CODE:	EMAIL:	
FAX:	PHONE:	CELL:
FULL CONFERENCE REGISTRATION March 21 & March 22		
Please register the following people @ \$140 each (\$80 for Students)		Amount
1.	NAME:	\$
2.	NAME:	\$
3.	NAME:	\$
4.	NAME:	\$
ONE-DAY CONFERENCE REGISTRATION		
Please register the following people for one day only March 21 <input type="checkbox"/> OR March 22 <input type="checkbox"/> @ \$85 each (\$40 Students)		
1.	NAME:	\$
2.	NAME:	\$
PRE-CONFERENCE FARM TOUR MARCH 20 (Morning) – Charles Hill & Son Ltd.		
Please register the following people @ no charge		
1.	NAME:	\$
2.	NAME:	\$
PRE-CONFERENCE FARM TOUR MARCH 20 (Afternoon) – Green Oaks		
Please register the following people @ no charge		
1.	NAME:	\$
2.	NAME:	\$
		Sub-total
		Add 15% HST
		Total Payment

Payment Options

Please invoice me by MAIL	<input type="checkbox"/>	
Payment enclosed	<input type="checkbox"/>	Cheque #:
Please invoice me by E-MAIL	<input type="checkbox"/>	E-mail address:
Please charge my credit card	<input type="checkbox"/>	Please call Amanda at 902-956-3575 with your Card #
Visa <input type="checkbox"/>	Mastercard <input type="checkbox"/>	Card Expiry Date:
Full Name on Card:		

Please complete and return this form by Monday March 5, 2018. ***Note booking deadline for the special rate at the hotel is February 9, 2018.***

By Mail: Langille & Colburne
c/o Dairy Focus Atlantic 2018
10653 Hwy 2
Masstown, NS B0M 1G0

By Fax: (902) 956-3575

By E-mail: amanda@morethanevents.ca

REFUND POLICY: No refunds will be processed; however, we do encourage substitutions and will gladly transfer a registration to another person at no extra cost.



Latest News...

Dairy Farmers of Canada

January 2018

JACQUES LEFEBVRE JOINS DAIRY FARMERS OF CANADA AS CHIEF EXECUTIVE OFFICER

On January 8, Dairy Farmers of Canada (DFC) **announced the appointment** of Jacques Lefebvre as Chief Executive Officer (CEO). With over 25 years of experience across multiple sectors, Mr. Lefebvre is a strong leader that brings a wealth of knowledge and insight to DFC. Additionally, in his former role at the Dairy Processors Association of Canada as President and Chief Executive Officer, he acquired an in-depth understanding of Canada's dairy sector, and the importance of Canadian dairy farmers to our economy, as well as to the health and well-being of Canadians.

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Jacques Lefebvre, DFC's new CEO

ABOUT JACQUES LEFEBVRE

Before joining DFC as Chief Executive Officer, Jacques led the Dairy Processors Association of Canada as President and Chief Executive Officer for two years.

Over the last 25 years, Jacques acquired experience in senior management, government relations, strategic affairs, stakeholder relations, communications, change management and journalism.

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 for more information.

He began his career as a journalist as a national affairs reporter and was elected President of the Parliamentary Press Gallery in 1996. He later transitioned into the federal government and held senior positions with Cabinet Ministers, before pursuing senior executive opportunities with Canada's Research-Based Pharmaceuticals (Rx&D) and the Canadian Medical Association (CMA).

Jacques Lefebvre has a Bachelor's degree in Social Communications from the University of Ottawa / Saint Paul University and he has a Masters degree in Public Ethics from Saint Paul University. His executive development includes strategic planning, marketing, and a certification from the Reputation Institute.

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

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Dairy Farmers of Canada



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