

NEWSLETTER

Vol. 18, No. 8 - March 2018

More Dairy Access - CPTPP

The Canadian government has agreed to increased market access for dairy, and other supply-managed products, under the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). This deal was signed this month by eleven participating countries.

The increase in dairy access remains unchanged from the October 2015 TPP-12 deal. The access is calculated as 3.1% of Canada's 2017 milk production, leading to an annual loss of \$160 million in farm gate sales. When fully implemented and combined with the CETA cheese imports, those figures grow to 4.5% of milk lost, representing \$258 million annual losses.

Several organizations voiced concern over the deal, including the Dairy Processor Association of Canada. DPAC is concerned that the tariff-rate quotas (TRQ) issued for this new access, which define who imports the dairy products, will be given to distributors and retailers.

The Canadian Government gave 50% of the CETA TRQs to processors, and DPAC wants to be the sole recipient of the new TRQs coming from CPTPP. Dairy Farmers of Canada has also expressed concerns about the new access being given, after unsuccessfully arguing that when the U.S. backed out of TPP, the market access number should have been recalculated. In responding to arguments that the TRQs for fresh dairy products will likely be under filled with the U.S. out, DFC cites examples of these products travelling long distances.

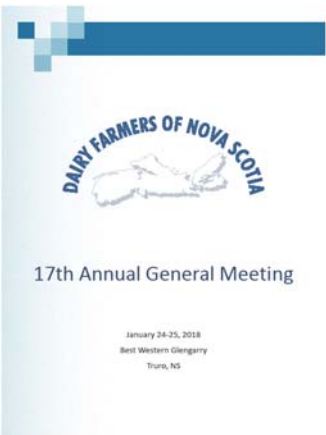
DFC has further stated on the one hand, the Canadian government has repeatedly stated that it wants a vibrant, strong, and growing dairy sector that creates jobs and fosters investments; on the other hand, it continues to carve out pieces of our domestic dairy market, first through CETA, and now through the CPTPP.

The Government must understand that in continuing these concessions, they put the Canadian dairy sector in jeopardy. It is critical Government understands when it comes to the renegotiation of NAFTA, they must not give up any more on the backs of the hundreds of thousands of farmers and workers in the Canadian dairy sector.

Our message to the Canadian government as it is negotiating NAFTA is simple: no more concessions - enough is enough, they cannot continue to carve out portions of the dairy sector!

SPRING REGIONAL MEETING DATES		
April 5	1:00 – 3:00 pm	Fire Hall, Lawrencetown
April 5	7:30 – 9:30 pm	Super 8 Motel, Windsor
April 11	1:00 – 3:00 pm	Debert Hospitality Centre, Debert
April 11	7:30 – 9:30 pm	St. Bridget's Hall, Shubenacadie
April 12	1:00 – 3:00 pm	Skye Glen Hall, Mabou
April 12	7:30 – 9:30 pm	Claymore Inn, Antigonish

UPCOMING EVENTS & DEADLINES:	
<i>March 30, 2018.....</i>	<i>Good Friday—Office Closed</i>
<i>April 2, 2018.....</i>	<i>Easter Monday—Office Closed</i>
<i>April 13, 2018.....</i>	<i>Quota Exchange Deadline</i>
<i>April 24, 2018.....</i>	<i>Quota Lease Deadline</i>



AGM Booklet

Any producer unable to attend our Annual General Meeting in January who would like a copy, please contact the office.

Results of the March 2018 Quota Exchange

Iteration (all buyers): 0.54 kgs
Prorated for buyers: 3.92%

Kilograms		Producers	
Purchased (<i>actual</i>)	28.98	Buying Quota	28
Offered to Purchase	381.08	Offering to Buy	28
Offered to Sell	28.98	Selling Quota	3
		Offering to Sell	3

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$22,000	0.50	0.50	-380.58	381.08	0.00
\$23,500	0.75	1.25	-379.83	381.08	0.00
\$24,000 MCP	27.73	28.98	-352.10	381.08	381.08

Quota Exchange Deadline	Payment Due Date
April 13, 2018	April 26, 2018
May 11, 2018	May 29, 2018
June 13, 2018	June 27, 2018

Lab Results February 2018

Average IBC: 47,630

Average Somatic Cell Count (SCC): 177,824

Adulteration: Antibiotics (Tankers) 0

P5 QUOTA EXCHANGE MCP

PEI\$23,990
New Brunswick \$20,000
Ontario \$24,000
Quebec \$24,000

DFNB Newsletter

Visit www.nbmilk.org/en/ and click on the "Milk Matters" link to read their monthly newsletter.

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

Perennia Announces New CEO

Perennia Food and Agriculture Inc. is pleased to announce Dr. Viliam Zvalo is its new Chief Executive Officer.

Dr. Zvalo joins Perennia from Vineland Research and Innovation Centre in Vineland, Ontario, where he led their world crop program since 2014. Under his leadership, non-traditional crops such as okra, Chinese long, and Indian round, eggplant have begun to find ground on Canadian farms.

Prior to his time at Vineland, he was a team lead and senior specialist for thirteen years at Perennia, focusing on all vegetables crops. At the beginning of his professional career, he worked in Canada's biotechnology and agricultural chemical industry which helped him gain a better understanding of the private sector research and development environment.

Dr. Zvalo has a PhD in Plant Physiology/Soil Ecology and an Executive MBA from St. Mary's University. He has travelled extensively and built successful partnerships working with growers, suppliers, and technology providers, and many agriculture development agencies locally, regionally, nationally, and internationally.

Perennia also announced the appointment of Lynne Godlien as its new Chief Operating Officer. Ms. Godlien has been helping Perennia as interim CEO for the past year, and has been with the company in progressively senior positions since 2001, most recently as Director of Marketing and Communications.



NS Quota Survey Results

During our AGM, DFNS Director and P5 Quota Committee member Dustin Swinkels presented results from the fall quota survey. The survey was completed in the fall of 2017, before the CPTPP market access numbers were known. Over 60% (131 in total) farms responded to the eleven-question survey. The respondents, who averaged 44 years of age, represented a very similar quota-holding profile when compared to the profile of all producers (see figure 1).

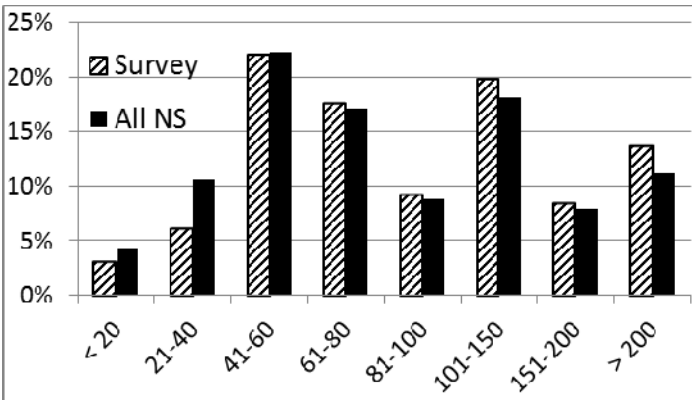


Figure 1 – Percent of survey respondents and all farms in each daily quota holding range.

In summary, the NS responses are as follows (P4 is NS, NB, PEI, and Ont.):

- Half of producers growing with quota as it is issued; 36% getting ready to transfer
- 40% don't plan to buy on QE often or at all
- 74% have average extra capacity of 14% in NS and in P4
- 83% in NS plan for average of 15% extra milk by 2020 and 15.5% in P4
- 81% in NS plan to add average of 20.4% production capacity by 2020 & 22.3% P4
- 1/3 plan renovate/expand & ¼ plan new lactating facility & ¼ have no plans
- Construction plans are 20% Robots & 16% parlour/free stall & < 2% tie stalls

The results led to two main conclusions: there is still additional capacity in NS barns, and across the P5, to increase milk production, and the majority of farms plan to add more capacity by 2020. Following dramatic market growth and >22% quota issuance in recent years, the situation seems to be stabilizing with slower market growth. We have ample butter and cheese stocks, and real limitations on the ability to process all milk components coming from higher production levels. New processing initiatives are due to begin in 2019, creating a tricky situation of maintaining the production momentum.

No Right Way

Bruce Muirhead

In response to a *Globe and Mail* editorial, Professor Bruce Muirhead writes: There is no right way to end supply management. Egg prices are higher in Australia than in Canada; milk is more expensive in New Zealand than here.

You ignore the pain deregulation has caused for dairy farmers in Australia, where they are leaving the industry in droves and the country is on pace to produce the lowest number of litres in 35 years. Egg-farmer numbers in N.Z. have tumbled from 800 in 1986 to about 40. That industry, too, remains in turmoil.

Producers never know from one year to the next if they will remain in production. When you suggest ending supply management, you should also think about what it will do to our family farms, our capacity to produce food here, and most of all the real impact on our communities.

Bruce Muirhead is Professor of History, University of Waterloo.

DairyExpress+ App

Dairy Farmers of Canada (DFC) is very excited to offer a new communications tool to all dairy farmers across Canada. The new DairyExpress+ app will provide the latest DFC news directly in dairy farmers' pockets, quickly and efficiently – because getting updates faster makes a difference.

This app will also allow you to share your reaction to articles and updates with DFC! The app contains a comprehensive FAQ of consumer questions on topics ranging from human nutrition and the value of dairy products, to farming practices and the impact of dairy on the environment, to better equip dairy farmers when it comes to answering questions.

DFC placed rigorous vetting processes to ensure this app remains only available to farmers, and reviews all subscription requests in collaboration with provincial dairy organizations.

DFC is confident this app will bring value to farmers and members, and is eager to continue improving it and adding services.

Download DairyExpress+ now from the App Store or Google Play!

If you have trouble finding the app or registering, please send an email to question@dfc-plc.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: 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 23, 2018
April	April 24, 2018
May	May 25, 2018
June	June 25, 2018



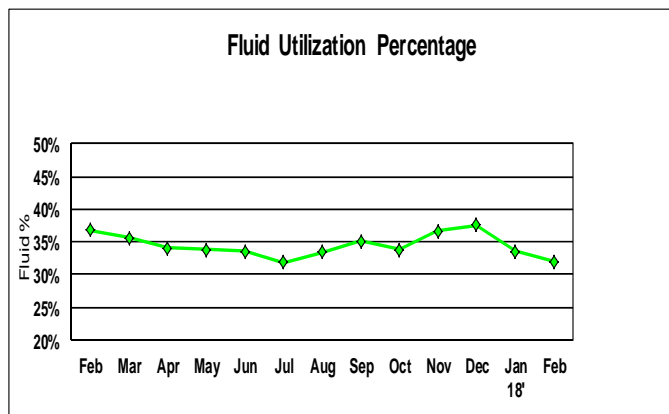
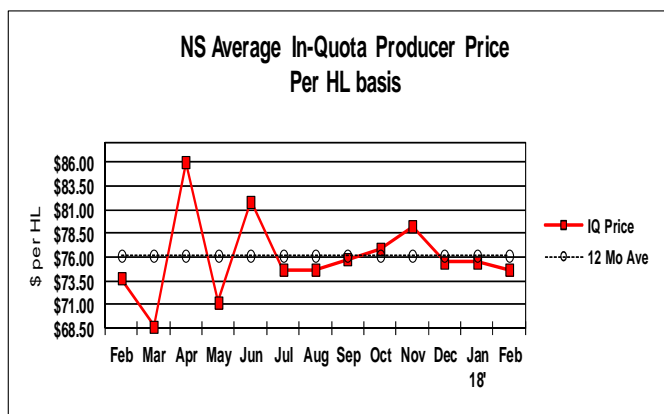
Canadian Young Farmers Forum

Submitted by Jill Ann Barron

From February 22-26, 2018, 190 young farmers from across the country gathered for the Canadian Young Farmers Forum held in Saskatoon, Saskatchewan. This was an opportunity for farmers between the ages of 18 and 40 to get together, network, and learn about many aspects of the farming industry. There was also an opportunity for delegates to tour an egg grading station, dairy research facility, and a distillery. Topics throughout the conference included succession planning, stress management, promotion of agriculture, leadership, and more. A unique aspect of this conference had young farmers from around the country present virtual farm tours of their operations. Some of these included a flower operation from British Columbia, a beef and grain farm from Alberta, a Yukon grain farm, a sheep farm in Newfoundland, a maple syrup production from Quebec, and dairy farms from New Brunswick and Nova Scotia. These presentations showed just how diverse agriculture is in Canada, and how important our agriculture industries are to our country.

One topic many of the speakers touched on was mental health and the stigma surrounding farmers and their situation. Finding time for yourself to get away from the farm for at least a small period of time, and even just getting a good night's rest, is very important for your health and wellbeing.

Another topic that was emphasized was promotion of agriculture. Social media and other uninformed sources can taint public perspective of farming. This makes it important for farmers and people associated with our industry to work together to tell the truth, and promote their agriculture industries without putting down other forms of agriculture. Speakers enlightened the conference participants on ways to promote their farm and agriculture using informative social media posts and the appropriate use of pictures. The CYFF is a great opportunity for young farmers to meet new people involved in agriculture, and provides many openings to the agriculture industry. I thank DFNS for sponsoring me to attend this event to connect with other young farmers, and advance my knowledge and experience in the agriculture sector.



Continuous Quota Positions

As of the end of January 2018, figures are expressed as a percent of each province's annual quota. All provinces except NL saw large increases in their positions in January as a result of increased milk production and fluid market reductions compared to December. The national position jumped from +0.84% to +1.48%. The provincial over quota/unrecoverable thresholds are likely to be re-evaluated and reinstated August 1, 2018. Skimming continues in both pools with skim milk supply exceeding the collective drying capacity. Market growth continues, but at a slower rate than forecasted in the fall. Several new processing investments are expected as early as 2019. All provinces have recently sent moderating signals to their producers to slow down production increases.

Alta. -5.46%	Sask. -6.59%	Ont. +7.45%	NS +4.96%	PEI +5.94%	P5 +4.10%
BC -0.63%	Man. -13.85%	Que. +1.11%	NB +3.40%	NL -33.76%	WMP -5.32%

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Milk Production and Pricing

Esben Arnfast, Finance and Systems Administrator

NS raw milk delivery volumes continued in February at unprecedented levels (over 580,000 litres per day), which poses challenges for provincial processing and transportation capacity.

The butterfat composition remains high as well at 4.19 kgs/hl. During February, production has exceeded quota, which is normal in the winter months, at a rate of 104%.

Expectedly, the average producer utilized tolerance increased almost a full day from -16.3 to -15.4 days. The uptake on the Additional Production Day available to producers was 48%.

The equalized pool transportation rate was up from \$2.57/hl in January to \$2.66/hl. Early spring weight restrictions will push the rate upwards in coming months.

The February raw milk average in-quota price declined from \$75.48/hl to \$74.73/hl. The price has been quite steady above and below the past twelve month average of approximately \$76/hl.

As has been the case for several months, there was minimal change in utilization reported by processors, and in the dollar value of pooling adjustments.

During February, NS transported 5.7 million litres of milk to NB and Quebec, in response to normal Milk Movement Obligations and processing limitations.

Producer blend prices across the pool would reflect skim milk dumping required in all provinces. There remains high demand for butterfat, but limited markets and processing capacity for the other milk components.

The price chart for the various classes of milk used for billing processors has been adjusted as usual effective February 1.

The adjustment was a minor (-0.35%) decrease to the non-butterfat components as described on page three of our December 2017 newsletter.

Total Licensed Producers in February: 212

Milk Marketing Report February 2018

PRODUCTION	2018	2017		
Average Liters/Day	580,615	551,649		
Average kg Butterfat/Day	24,308	22,850		
Average Composition, kg/hl				
Butterfat	4.1866	4.1422		
Protein	3.3448	3.3006		
Other Solids	5.7328	5.7282		
Bulk Haulage (\$/hl)	2.66	2.53		
PRODUCER PRICES	BF	Protein	LOS	Avg. per HL
	(\$ per kg)	(\$ per kg)	(\$ per kg)	
February In-Quota	10.6084	6.6500	1.4076	74.73
February Butterfat Premium (\$/kg) SNF/BF<2.35	0.0104			
February Over-Quota	0.0000	0.0000	0.0000	0.00
March Over-Quota Penalty	0.0000	0.0000	0.0000	0.00

PROCESSOR PRICES (per kg)	Butterfat \$/kg	Protein \$/kg	Other Solids \$/kg	\$/HL SNF
Class 1 (a) Homo, 2%, 1%, 0.5%, Skim, Flavoured milks	7.6056			74.6700
Class 1 (b) Fluid Creams	7.6056			60.4400
Class 2 Ice Cream, yogurt, sour cream	8.5525	5.9299	5.9299	
Class 3 (a) Fresh & specialty cheese	8.5525	12.7565	0.8698	
Class 3 (b) Cheddar Cheese	8.5525	12.4093	0.8698	
Class 3 (c1) Other cheeses	8.5525	12.7565	0.8698	
Class 3 (c2) Mozza & others	8.5525	13.8435	0.8698	
Class 4 (a) Butter and powders	8.5525	5.3734	5.3734	
Class 4 (b) Condensed & Evaporated milk for retail sale	8.5525	5.4820	5.4820	
Class 4 (c) New products	0.0000	0.0000	0.0000	
Class 4(d) Inventory, shrinkage	8.5525	5.3734	5.3734	
Class 4 (m) Marginal milk products	8.6276	2.0736	2.0736	
Class 5 (a) Cheese for further processing	7.0249	5.4218	0.3109	
Class 5 (b) Non-cheese products for further processing	7.0249	1.5494	1.5494	
Class 5 (c) Confectionery products	6.6346	1.1586	1.1586	
Class 5 (d) Planned exports (contract by contract basis)	2.7293	2.7105	2.7105	
Class 7	8.9785	1.0681	1.0681	



Latest News...

Dairy Farmers of Canada

March 2018

INTRODUCING DAIRYEXPRESS+

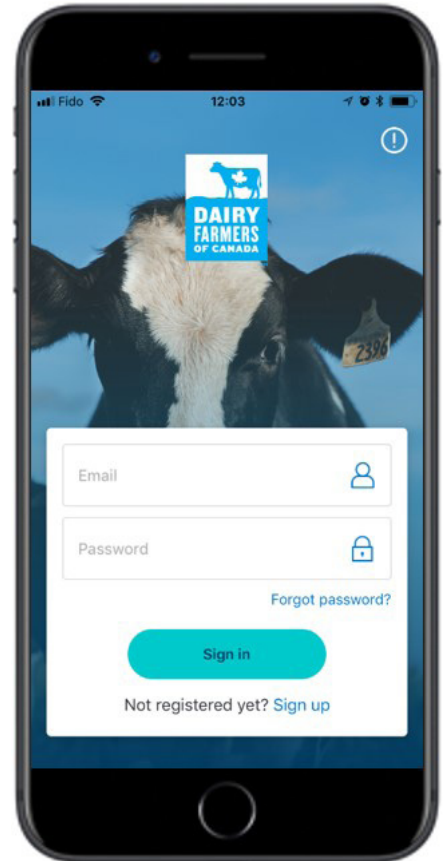
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The app contains a comprehensive FAQ of consumer questions on topics ranging from human nutrition and the value of dairy products, to farming practices and the impact of dairy on the environment. Everyone has received questions from members of the public at one point or another that may have stumped him or her, and it is our hope that seeing DFC's answers will help you with questions you may be asked. While the answers provided in the app are succinct, they have been thoroughly researched and vetted and are up to date.

Please note that this app is for farmers only and there is a rigorous vetting process in place. DFC reviews each subscription request in collaboration with your provincial dairy organization, so depending of the volume of requests it can take up to a few days before you can access the content.

We are confident this app will bring value to farmers and members, and we are eager to continue improving it and adding services. Download DairyExpress+ (ExpressLaitier+ in French) now from the App Store or Google Play!

If you have trouble finding the app or registering, please send an email to question@dfc-plc.ca.



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 Jadot](mailto:Emilie.Jadot) who will happily add your name to the mailing list.



Dairy Farmers of Canada



@dfc_plc



DFNS 2018 Spring Regional Meetings

<u>Thursday, April 5th</u>	1:00 pm to 3:00 pm	Lawrencetown Fire Hall, Lawrencetown
	7:30 pm to 9:30 pm	Super 8 Motel, Windsor
<u>Wednesday, April 11th</u>	1:00 pm to 3:00 pm	Debert Hospitality Centre, Debert
	7:30 pm to 9:30 pm	St. Bridget's Hall, Shubenacadie
<u>Thursday, April 12th</u>	1:00 pm to 3:00 pm	Skye Glen Hall, Mabou
	7:30 pm to 9:30 pm	Claymore Inn, Antigonish

Updates will include Trade, proAction, Milk Production and Markets, and the new Farm Inspection Process. Enhancements to the New Entrant Program will be discussed, and Milk Committee Member elections will occur.

*Please make every effort to attend these important meetings.
We look forward to seeing you there!*

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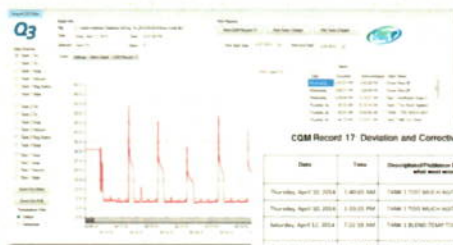
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* applies to both new purchases and upgrades from older TTR



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