

NEWSLETTER

Informing Nova Scotia dairy producers on matters affecting their industry.

Vol. 22, No. 2 - September 2021

Dear Members,

The past month has been busy for DFNS staff as we have experienced challenges stemming from the change in transportation services. While we are working collaboratively with our contracted service suppliers, we expect to receive top level service and quality going forward. We understand we must work together as a team to ensure the needs of the membership are met. There is strong effort of support from DFNS, processors, and transporters.

In the past month there has been focused effort working on the P5 and P10 levels to address issues facing the industry such as improving milk pooling, monitoring production and supply demands, reviewing regulations.

Internally DFNS has begun a Strategic Development Project. The project to be conducted will bring all the voices of the membership to hear views on many contentious issues and assist the board in updating regulations and policies as the organization moves forward. There will be more information coming as the project moves forward, we look forward to hearing your opinions.

In conclusion, we continue to strive to improve our services to all members. We want to convey our appreciation for the understanding and patience as we have dealt with the issues of industry.

Sincerely,
S. Jake Vancuren, EMBA
GM

UPCOMING EVENTS & DEADLINES:

September 30.....	National Day for Truth and Reconciliation
October 11.....	Thanksgiving
October 13.....	Quota Exchange Noon Deadline
October 25.....	Quota Lease Deadline
November 11.....	Remembrance Day
November 12.....	Quota Exchange Noon Deadline
November 24.....	Quota Lease Deadline
December 13.....	Quota Exchange Noon Deadline
December 22.....	Quota Lease Deadline

Staffing Changes at DFNS

Dairy Farmers of Nova Scotia is pleased to announce that Brett Purdy, former Systems Data Analyst, has changed positions within our organization and has taken over the role of Operations Coordinator.

The Systems Data Analyst position has been filled by Jordan McCue—welcome Jordan!

A brief introduction from Jordan:

Hello, my name is Jordan McCue. I was born and raised in Truro. I have ten years of experience in retail support, and I am excited to bring my knowledge and skills over to DFNS. When I'm not working I enjoy spending time with my dog Archer, playing hockey and golf, and enjoying nature through hiking or camping. I am looking forward to my work here at DFNS and hope to get to meet everyone soon!

Dairy Farmers of Nova Scotia also welcomes Philip Parlee to fill in as proAction coordinator for Lindy Brown's maternity leave starting immediately. Phil will be training with Lindy for a few weeks to catch up on what has changed since his last acting proAction Coordinator in 2019.

Phil grew up on a cream farm in Parleeville just outside of Sussex NB. After attending NSAC, Phil worked with the Department of Agriculture for 30 plus years in several different capacities from Business Management to Loans to Rural Development to Training and Farm Safety Nets. One of the first projects Phil worked on for many years was the Dairy Cost of Production Program. All of these programs and projects included elements of program implementation and training for the agricultural community.

Phil looks forward to again working with the Dairy Industry.

Results of the September 2021 Quota Exchange

Iteration (all buyers): 0.32 kgs

Prorated for buyers: 2%

Kilograms		Producers	
Purchased (<i>actual</i>)	61.85	Buying Quota	57
Offered to Purchase	891.55	Offering to Buy	57
Offered to Sell	61.85	Selling Quota	1
		Offering to Sell	1

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$24,000	61.85	61.85	829.70	891.55	891.55

Quota Exchange Deadline	Payment Due Date
October 13, 2021	October 27, 2021
November 12, 2021	November 26, 2021
December 13, 2021	December 29, 2021

Leased Quota

The total amount of quota leased in August 2021 was 521.63kgs.

To view the Lease-In List click [here](#).

To add your farm to the list email farm name, contact name and phone number to dfns@dfns.ca

Lab Results August 2021

Average IBC: 29,320

Average Somatic Cell Count (SCC): 197,737

Adulteration: (Tankers) 0

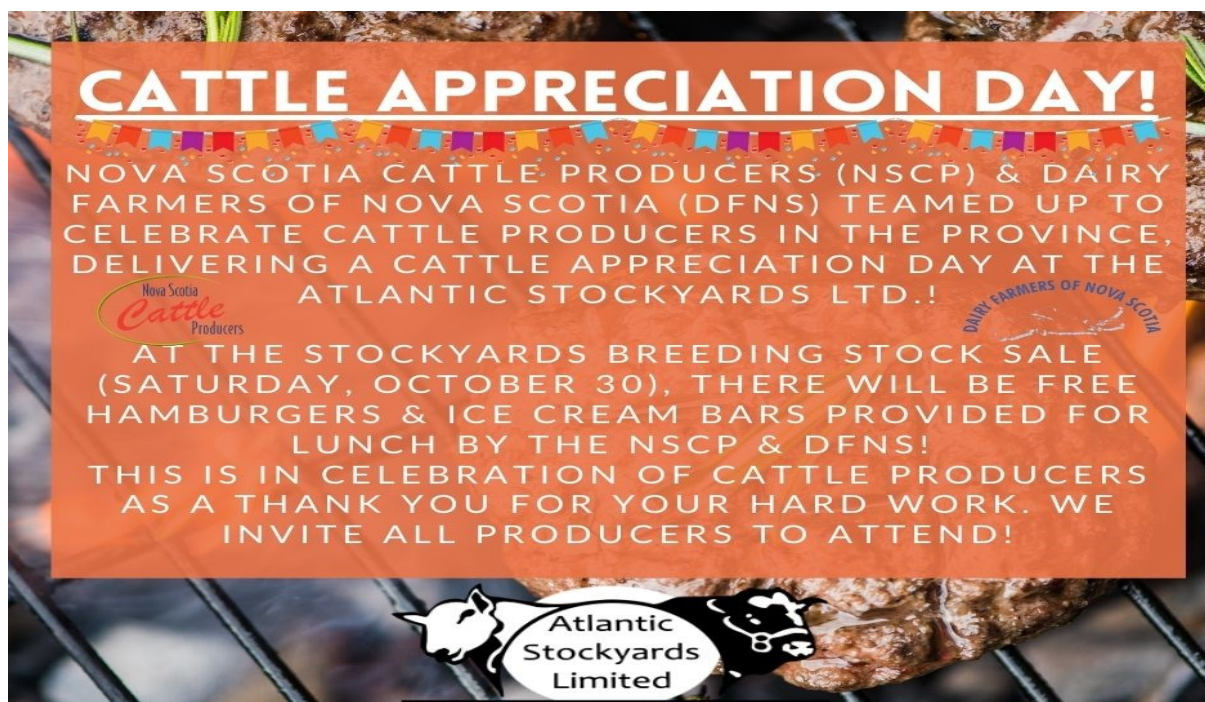
Send your **proAction** Self Declarations or corrections to:

Nancy Douglas
(northern regions 1, 2, & 3)
Email: ndouglas@dfpei.pe.ca
Fax: 902-566-2755
Call: 902-394-1657

Phil Parlee
(southern regions 4, 5, & 6)
Email: proAction@nbmilk.org
Fax: 506-432-4333
Call: 506-432-4330 Ext. 104

DFNB Newsletter

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




CATTLE APPRECIATION DAY!

NOVA SCOTIA CATTLE PRODUCERS (NSCP) & DAIRY FARMERS OF NOVA SCOTIA (DFNS) TEAMED UP TO CELEBRATE CATTLE PRODUCERS IN THE PROVINCE, DELIVERING A CATTLE APPRECIATION DAY AT THE ATLANTIC STOCKYARDS LTD.!

AT THE STOCKYARDS BREEDING STOCK SALE (SATURDAY, OCTOBER 30), THERE WILL BE FREE HAMBURGERS & ICE CREAM BARS PROVIDED FOR LUNCH BY THE NSCP & DFNS!

THIS IS IN CELEBRATION OF CATTLE PRODUCERS AS A THANK YOU FOR YOUR HARD WORK. WE INVITE ALL PRODUCERS TO ATTEND!

 Atlantic Stockyards Limited

Milk Production and Pricing

Esben Arnfast, Chief Financial Officer

Nova Scotia raw milk volumes shipped by producers continued more than 5% higher than last August. The raw milk butterfat composition during August was also higher at 4.03 kg/hl compared to last year at 3.97 kg/hl. Underproduction credits increased to -2.6 days of quota.

The NS transportation rate for August increased to \$2.83/hl with new quarterly rates effective Aug 1, 2021.

The Nova Scotia average producer raw milk price for in-quota, below market SNF/BF for August was \$76.73/hl or \$18.51/kg of butterfat using average provincial composition. That compares to July's In-quota price of \$80.06/hl and \$19.85/kg on a butterfat basis.

Although the NS processor utilization value of August was like July's, the pooling adjustment was approximately \$334,000 less. The pooling adjustment was based on July's utilization reported by all provinces and declined overall which also meant a reduction in the advance available to NS. NS forwarded 5.7 million litres of raw milk to other provinces as a result of milk movement obligations and processing limitations. The value of that milk was priced at lower average prices pooled by other provinces for July.

Nova Scotia and Quebec were the last two provinces to implement the new SNF pricing model starting August 1, 2021. It represents the largest change to the price calculation methodology since 1996 when multiple component pricing and pooling began.

The new graph shows the increase or decreased payment per HL for August for all 200 producers resulting from the policy change in August at various SNF/BF ratios. Notes:

- 10 producers with SNF/BF ratio of less than 2.0 experienced a price increase of \$2-\$3/hl.
- 65 more producers below SNF/BF ratio of 2.3 experienced a smaller price increase.
- The remaining 125 producers with an SNF/BF ratio greater than 2.2 experienced a small price decrease of less than 50 cents per hl.

It is expected that these data points will shift throughout the dairy year due to seasonal milk composition variation.

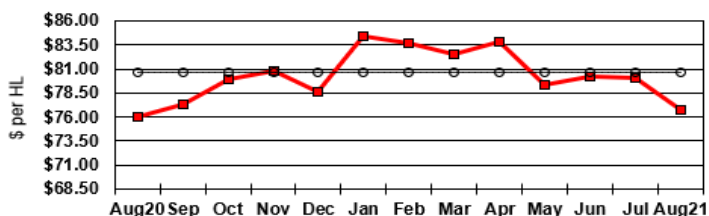
Total Licensed Producers in August: 200

Milk Marketing Report August

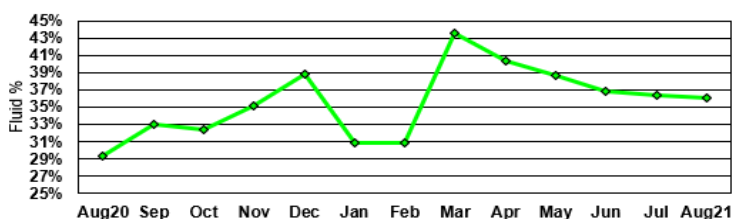
PRODUCTION	2021	2020
Average Liters/Day	570,507	554,221
Average kg Butterfat/Day	22,975	21,944
Average Composition, kg/hl		
Butterfat	4.0272	3.9595
Protein	3.1468	3.1416
Other Solids	5.9107	5.9128
Bulk Haulage (\$/hl)	2.83	2.55

PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
Aug in-Quota	10.5563	9.7677	0.9000	76.73
Aug BF Premium ratio 2-2.30	0.000	2.0500	2.0500	
Aug Over-Quota	-2.7327	-1.9107	-0.3917	0
Sep Over-Quota Penalty	-2.7327	-1.9107	-0.3917	0

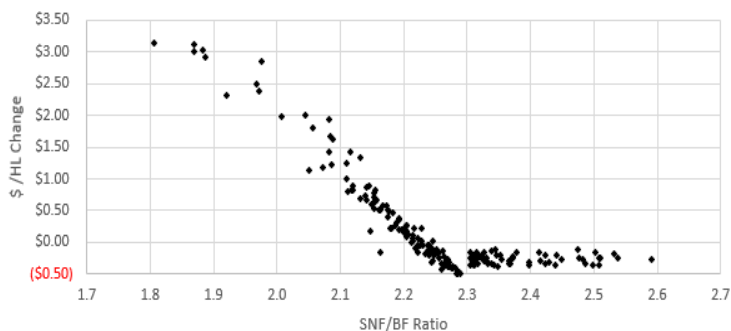
NS Average In-Quota Below Market SNF/BF Producer Price Per HL basis



Fluid Utilization Percentage



Aug 1, 2021 SNF Pricing Method





Cleanfarms 2021 Unwanted Pesticides & Old Livestock/Equine Medications Collection

Nova Scotia – November 1 to 12

Farmers! Got unwanted pesticides or livestock/equine medications?

Safely dispose of unwanted or obsolete agricultural pesticides and livestock/equine medications – **no charge!**

November 1 to 12

Take them to the following locations between **9 a.m. and 4 p.m.**

AMHERST

Amherst Co-op Country
Store
17 Lawrence St.
902-667-1278

ANTIGONISH

Antigonish Farm &
Garden Co-op
91 Saint Andrews St.
902-863-1436

COLDBROOK

Scotian Gold Co-op Ltd.
7021 Hwy 1
902-679-0788

COLLINGWOOD

Briggs Oxford
99 Bragg Rd.
902-686-3254

HALIFAX

Halifax Seed
5860 Kane St.
902-455-4364

KENTVILLE

Cavendish Agri Services
1205 Hwy 359
902-678-6191

MILFORD STATION

Corridor Co-op
2289 Hwy 2
902-758-2046

SYDNEY

United Farmers Co-op
502 Keltic Dr.
902-564-8134

TRURO

Cavendish Agri Services
38 Wade Rd.
902-893-6950

UPPER ONSLOW, TRURO

Agromart
547 Onslow Rd.
902-895-2857

WILMONT

Cavendish Agri Services
14062 Hwy 1
902-825-4878

- Next Cleanfarms collection in this area in fall 2024.
- COVID social distancing measures may be in place.
- For collection dates elsewhere, go to:
cleanfarms.ca/materials/unwanted-pesticides-animal-meds/



Cleanfarms.ca

info@cleanfarms.ca

[f](https://www.facebook.com/cleanfarms) [@cleanfarms](https://www.instagram.com/cleanfarms)

Partner




cleanfarms

We are here to help!



Get support on SOPs and records for pillars such as

- Food Safety
- Animal Care
- Traceability
- Biosecurity
- Environment

Lactanet is now offering support services to assist Maritime dairy farmers in meeting the requirements of the ProAction program. Our team has been trained in the various pillars of ProAction, so that they can better help you prepare for your upcoming validation.

Here is how we can help:

- Review the requirements of the program.
- Understand what to do, why do it and how to manage SOPs and records.
- Be in a better position for your validation and your day to day management.

The pricing for this service is an hourly charge of \$41.25 if the support occurs with a milk recording visit. For any producers requiring a separate visit (non-Lactanet customers included), there is a \$87 visit fee plus the hourly charge to provide the service on-farm.

**For more information on
this service, please call your
Lactanet technician, or our
customer service**

lactanet.ca
1 800 266-5248

