

NEWSLETTER

Informing Nova Scotia dairy producers on matters affecting their industry.

Vol. 22, No. 6 - February 2022

Welcome to 2022 Doug Thompson, General Manager

The pandemic has really affected our lives in many ways. When I arrived home from my last trip to national dairy meetings in early March 2020, I had no idea it would be more than two years before I would be even thinking of getting on another airplane.

It is sometimes difficult to comprehend how disrupted things have gotten. The price of natural gas in Europe has gone up 300% (yes, three hundred, not thirty) in the last year. Average diesel prices in Canada have risen from 87 cents to over \$1.60 per litre since May 2020. The Government of Canada has lived up to Stompin' Tom's lyrics as it has "saved a lot of money spending money we don't got". The problem with that spending is that more money chasing less goods is another way to spell inflation. But the flip side of that problem is that inflation is the cost of sustaining people and the economy in the face of the pandemic.

The other big issue we face is broken supply chains. I recently heard a statistic that 1 year ago the probability of a ship arriving on time was 80% and today it is 30%. I was looking for a propane fireplace/stove last fall and was told there will be none available until late 2022 and the price will likely increase 30%. I went to Princess Auto a few days ago to buy a jug of DEF, but they were sold out. I went to Canadian Tire for it the next day and there were only four left in the store. The young lady working in automotive told me it is now on back order and is not expected to arrive until April. Please don't panic and run out to stock up on DEF. My findings are random and not a study of the actual supply – but you might want to check with your supplier to be sure it will be available.

If you think about it, these are all likely outcomes from the pandemic. And recently we have faced frustration and protests about the measures our governments have taken for public safety. It isn't governments that have caused these issues, although government actions may be contributors. The government responses are, if you think about it, predictable and done for the right reasons, even if we don't like all the outcomes. Could there have been better choices made by governments? The answer is "probably", but I believe those in office have done the best they could with the facts they have to work with, and I don't have any better options to offer. In the end, it is mostly the behaviour of people in times of hardship that has created the current environment. Some inflation is inevitable. Supply chain disruptions will likely affect us for the next couple of years.

It would have been great to announce a bigger milk price increase, but at least there is a price increase. I have already been responding to consumer complaints on one side and producer complaints on the other. The 8% increase on all milk classes will likely result in a 6 cent per litre increase in your total milk revenue. However, rising US and world prices give hope for a greater net increase on the blend in the coming months, but I certainly have no guarantees.

Finally, there is hope for achieving a new normal. Provinces are scheduling the reduction and elimination of many public health protocols. And the first in person national dairy meetings to be held in Canada in more than two years are expected soon. It has been a hard couple of years, and normal has changed, but it looks like 2022 will bring better things.

UPCOMING EVENTS & DEADLINES:

March 11.....	Quota Exchange Noon Deadline
March 25.....	Quota Lease Deadline
April 13.....	Quota Exchange Noon Deadline
April 15.....	Good Friday
April 18.....	Easter Monday
April 25.....	Quota Lease Deadline
May 13.....	Quota Exchange Noon Deadline
May 25.....	Quota Lease Deadline

The 2022 Minister's Conference for Agriculture is moving online! This winter, join us for an exciting, free webinar series where you can learn from and meet experts in your industry

Click here to register:

<https://perennia.zoom.us/webinar/register/>

2022 Nova Scotia Minister's Conference for Agriculture

WEATHER WORKSHOPS

February 16th, 12:00 pm - 1:15 pm

CLIMATE CHANGE FORUM 1

February 23rd, 12:00 pm - 1:15 pm

INVESTMENT SESSION PLANNING

March 2nd, 12:00 pm - 1:15 pm

CLIMATE CHANGE FORUM 2

March 9th, 12:00 pm - 1:15 pm

LABOR SUCCESS STORIES & TEMPORARY FOREIGN WORKER UPDATE

March 23rd, 12:00 pm - 1:15 pm

TELUS AGRICULTURE PROFILE

March 30th, 12:00 pm - 1:15 pm

RETAIL TRENDS FORUM

April 6th, 12:00 pm - 1:15 pm



The February Quota Exchange was Cancelled as there was no quota for sale

Quota Exchange Deadline	Payment Due Date
March 11, 2022	March 29, 2022
April 13, 2022	April 27, 2022
May 13, 2022	May 27, 2022

Leased Quota

The total amount of quota leased in January 2022 was 807.93

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

DFNB Newsletter

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

**Lab Results
January 2022**

Average IBC: 35,878

Average Somatic Cell Count (SCC): 156,017

Adulteration: (Tankers) 2

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

As you know reporting to DairyTrace has become mandatory as of September 1st, 2021.

So what needs to be reported?

- Births (within 45 days or before the animal leaves the farm, whichever is first)
- Deaths on farm (7 days)
- Move Ins (7 days)
- Tag replacement/cross-reference (7 days)
- Imports/Exports (within 7 days of arrival/departure)



How can I report?

There are many ways to report, you can do it easily through the DairyTrace website www.dairytrace.ca or use the mobile app for your phone. Both are quick, very easy and user friendly.

Many on-farm herd management software now have the capability to report to DairyTrace including DairyComp 305, Lac-T, Uniform-Agri, HerdMetrix, and Horizon. If you are a Uniform-Agri user, there is a webinar coming up on February 18th, 2022 on their new DairyTrace and Holstein Canada modules, you can check out the details on their Facebook event <https://www.facebook.com/events/s/webinar-whats-new-this-year-da/1419394371829950/> Several other management systems including Delpro and AfiMilk are working on solutions to support their clients with DairyTrace, and I hope they will be available in the near future.

Don't have a home computer? Don't worry we've got you covered! You can always call in to DairyTrace Customer Service, supported through Holstein Canada, to report 1-866-558-7223, or you can send a fax 1-519-756-3502. Did you know that Holstein Canada reports the births of registered animals to DairyTrace? If you register within 45 days of birth it will meet proAction reporting requirements automatically.

Are you stuck with DairyTrace? Need help getting started? Have questions? We are all here to help you!

Please feel free to call/text me 519-865-7154, email nmckillop@holstein.ca. You can also call DairyTrace Customer Service at 1-866-558-7223, or reach out to your Lactanet Technician for help!

Submitted by Natasha Mckillop

Atlantic Field Service Business Partner- Holstein Canada, Jersey Canada, and Guernsey Canada



Dear fellow producers,

Another month has gone by and while I am going to keep my comments short this month, I would like to mention the following:

1. Thank you to all of you that sent in comments on the Code of Practice. Dairy farmers across the country have done a great job. Many comments have also been received from various interest groups. The code committee is now tasked with going through all of them to finalize the code.
2. The DFNS board of directors is working through the information that has been received by the Intersol survey. We will keep you updated on the results and next steps. There will be a number of focus group meetings held for further input.
3. Regarding the milk price increase of February 1st, Sylvain Charlebois had an article in newspapers across the country with negative comments aimed at the supply management system and the different stakeholders within the industry. Some producers were quite upset and asked us to write something in response. Going by the advice of communications people at DFC and other provincial organizations, it is not always easy to know how to respond. We do not want to give him anymore “airtime” through our reactions on his article. NSFA has also been working on this file for some time because of the negative comments towards many SM commodities. Nevertheless I did write the following article which we hope will be published by the editor of the newspaper.

Gerrit Damsteegt

Letter to the editor in response to an article published on February 8 by Sylvain Charlebois

Like our hard-working colleagues across Canada, it is difficult for Nova Scotia dairy farmers to read the distorted assertions and not even half-truths being spread about supply management and dairy pricing by Sylvain Charlebois.

Contrary to Charlebois' claims, consumers benefit from supply management. The system guarantees access to a stable supply of high quality, healthy and nutritious Canadian dairy products. Supply management ensures that the supply of dairy products does not exceed the demand. This cushions consumers against the kind of price spikes that are common in the United States. As dairy farmers, we also benefit in that we can plan our operations for the long term in order to make a fair return on investment.

What you also don't hear from Charlebois is that supply management provides our customers and consumers with a transparent pricing mechanism. Unlike grocers, restaurants, banks, car makers, or virtually any other business in Canada, dairy farmers cannot decide to incorporate increased input costs into the price of milk at the farm gate. Our prices are set once a year and announced publicly - for all to see and respond to - in advance by the Canadian Dairy Commission (CDC), an independent Crown corporation.

With respect to the farm gate price increases that started coming on stream this month, it is not a matter of increasing dairy producers' profit margins but simply of helping them recover part of their production costs which have been increasing for two years especially feed, energy and fertilizers. Because our prices are reviewed only once a year, there has been no increase in the farm gate price in the past 12 months, contrary to what you may have seen in other parts of the value chain.

As dairy farmers, we do not like to increase prices any more than anyone else. We all are consumers too, and we have all experienced dramatic price increases for goods and services across the board. Dairy is not looking to take advantage of consumers, but all Canadians lose if farmers are put out of business because they can't keep up with inflation.

Gerrit Damsteegt - Dairy Farmer

I am writing a brief article to provide some details around why I am still working at DFNS after the January 17th start date for your new GM, Doug Thompson.

As most of you are aware from reading past articles there are many on-going files. Some of these are difficult to hand off easily to someone just coming into the organization. While Doug is a very experienced industry insider there is a limit to what one person can handle on day one or month one. The two major files that I will stick with are the issues surrounding the Directives and the ongoing Strategic Planning exercise. Both files we hope will be completed in the late spring of 2022.

In addition to these two files, DFNS has a hiring program in place to provide for succession planning. We are actively recruiting for a Policy Analyst and an Accountant. You will have already received the brief version of the job descriptions to distribute to any potential candidates in your circle of influence. The more on farm experience they have the better! We also have several IT changes on the go at DFNS. Our data storage system is being transitioned from Proserveit to Carbon 60 set for an April 1 handover. All of you experienced major disruptions last summer when our computers were subjected to a ransom-ware/ malware attack. Our move to Carbon 60 is an effort to ensure that if we are attacked again the data loss will be limited to 5 seconds worth and the down time will be minimal. In addition, we have had to extend the current generation of handheld devices until the software for the new ones is ready. The use of the new handhelds has been delayed until the PLQ confirm that the software is ready to successfully launch. This is now expected in May and will mark the first phase of our move to the PLQ's entire milk management system. It is critical that this move transacts as expected as there are many major system changes that hinge on its timely implementation.

Sample management and related milk quality standards are under review by DFNS. The current system lacks accountability. If everyone along the chain carried out their responsibility the existing system would work fine; however it is not working fine and you are all aware of that fact. The objective is to develop a system that is sustainable, affordable and has accountability to both producers and processors.

Another concern in the "standards" area is the barn inspections system. DFNS has a significant percentage of farms that are out of compliance. The current system needs to be reviewed and strengthened. We are selling, to our processors and consumers, a high quality milk product. We are proud of that quality and all that the Blue Cow represents. Standards are high to protect that market. Programs such as proAction have been built to help producers meet and maintain these standards. At the end of the day it is you that hold the key to quality.

Separate note: Samantha Shute .. **Dairy Farm Job wanted !!**

Samantha Shute is a Nova Scotian and student at Dal Agriculture (NSAC)... She is very keen to have a summer job on a dairy farm. Her plans are to be a large animal vet and she wants to work around dairy cattle for the summer. While I have not met Samantha, she is determined to find a dairy job and has a resume that is second to none for a young student. Her attitude alone is 110%... I suggest we not let her down.. !!! For more info and a look at her resume contact Stephanie at DFNS.... Greg Cox

DFC targets net-zero greenhouse gas emissions by 2050

On February 2, 2022, Pierre Lampron, president of Dairy Farmers of Canada (DFC), announced that DFC will be committing to a goal of net-zero greenhouse gas (GHG) emissions from farm-level dairy production by the year 2050.

As Lampron explained, we are bearing witness to the impacts of climate change first-hand on our farms and at our doorsteps. It is no longer a question of how our livelihoods will be affected by climate change, but rather a question of how we will be affected if we don't act now.

Fortunately, our sector has a long history of environmental stewardship, and our net-zero goal is sending a clear message to Canadians, consumers, stakeholders and governments: dairy farmers are leaders, and we are part of the solution!

To get us there, DFC is working with experts to lay out different pathways to net-zero – because each farm is unique, and what works for one may not work for another. Farms will be able to identify their best path forward and Lampron stressed that farmers will not be alone in this effort: DFC will leverage partnerships and government programs, as well as provide tools and support.

Over the coming months, DFC will engage with members to develop a DFC Net-Zero Roadmap with specific initiatives that can be deployed to reach our goal. This engagement will be important as it will feed into the central theme of sustainability for our annual general meeting in July 2022. To get involved in the development of this Roadmap, farmers interested can sign up by clicking on [this link](https://dairyfarmersofcanada.ca/en/dairy-in-canada/dairy-excellence/dfc-targets-net-zero-greenhouse-gas-emissions-2050). Participation will be done via virtual sessions between March and July. For more information on DFC's Net-Zero 2050 announcement, please visit <https://dairyfarmersofcanada.ca/en/dairy-in-canada/dairy-excellence/dfc-targets-net-zero-greenhouse-gas-emissions-2050>.

Milk Production and Pricing

Esben Arnfast, Chief Financial Officer

January raw milk production remained quite steady unchanged from December both in terms of volumes produced of 560,000 litres/day and the butterfat content of 4.24 kgs/hl. The drop in volumes, compared to the same winter months, a year ago, jumped from 3.1% observed in December to 4.5%.

The average Nova Scotia farm underproduction credits have dropped from -4.6 to -3.8 days of quota.

The NS transportation rate increased to \$2.89/hl in January as a result of higher December costs paid across the P5.

The Nova Scotia average producer raw milk price for in-quota, below market SNF/BF, for January increased to \$85.07/hl and \$19.33/kg b.f. for milk of average composition from \$84.14/hl in December.

Nova Scotia processors reported a slightly lower milk sales value for the month of January than December. The higher milk price resulted from increased producer returns reported for December across the P5 and reflected in the larger pooling adjustment to NS from December.

Close to 5 million litres of raw milk was transported to Quebec as displacement for fluid market requirements in Ontario. Just over 1 million litres of raw milk were received from NL. There was not any skimmed milk that could not be marketed.

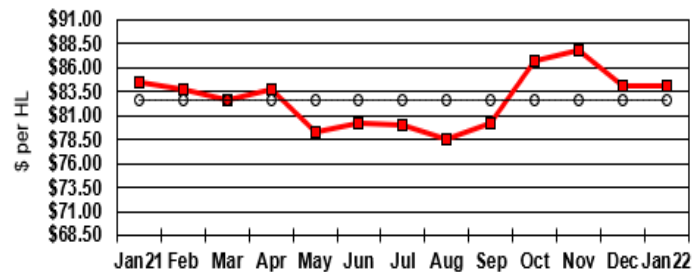
The SNF pricing model graph shows the dollars (expressed per total hl shipped) lost by producers due to production of protein and other solids above the market (>2.0) SNF/butterfat ratio. The effects of the Aug 1 pricing changes were quite similar to December

Milk Marketing Report January

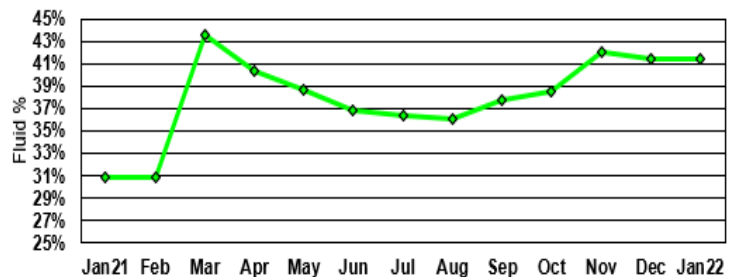
PRODUCTION		2022	2021
Average Liters/Day		563,020	589,273
Average kg Butterfat/Day		23,869	24,733
Average Composition, kg/hl			
Butterfat		4.2395	4.1972
Protein		3.2955	3.2741
Other Solids		5.9049	5.9414
Bulk Haulage (\$/hl)		2.89	2.57

PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
Jan in-Quota, Below Market	10.8072	10.2990	0.9000	85.07
Jan Market SNF Rate (\$/kg) SNF/BF = 2.00-2.30	0.000	3.6631	3.6631	
Jan Over-Quota (Penalty)	-2.7327	-1.9107	-0.3917	-20.00
Feb Over-Quota (Penalty)	-2.7327	-1.9107	-0.3917	-20.00

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

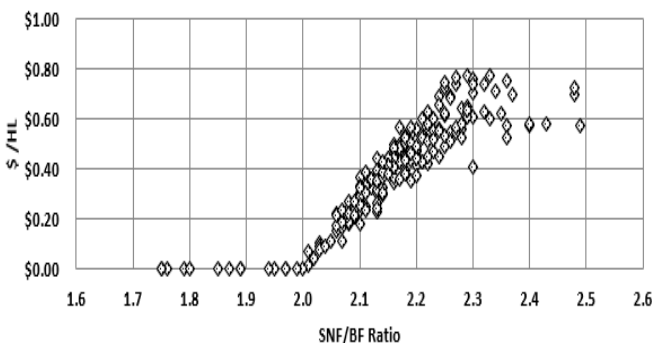


Fluid Utilization Percentage



Total Licensed Producers in January: 200

Jan 22 In-Quota Raw Milk Price \$/HL Market Price Loss at SNF Ratios



Opportunities for agricultural landowners with the Clean Annapolis River Project

The Clean Annapolis River Project currently has opportunities for local farms through our agricultural programming. To be eligible for these opportunities, you must have a commercial farm located in southwest Nova Scotia (from Berwick across to Lunenburg) or in the Annapolis Valley. Our current activities include (1) conducting biodiversity enhancing activities on farms, and (2) Agricultural Biodiversity Conservation (ABC) Plans.

(1) Biodiversity enhancing activities

Biodiversity enhancing activities on agricultural properties can include planting shelterbelts and hedgerows, planting riparian areas, installing livestock exclusion fencing from waterways and wetlands and providing alternative watering sources, and other activities that will have positive impacts on biodiversity and species at risk. Many of these activities can also have co-benefits to farms such as reducing erosion and supporting pollinators! For this work, materials and labor are covered through the Clean Annapolis River Project and its funding partners. We would love to hear your inputs on what work you would like to see done on your farm!

(2) Agricultural Biodiversity Conservation (ABC) Plans

The Clean Annapolis River Project is helping deliver the ABC Plan Program. This is a free program for any interested farmer to participate in who would like to learn more about the biodiversity supported by their land. An ABC Plan is a document put together for the farmer, following an ecological assessment of their farm. It highlights the key parts of their farm that are supporting biodiversity and also offers suggestions of ways to further enhance biodiversity. Where possible, the Clean Annapolis River Project tries to link funding to support recommended activities the farmer is interested in. If you live outside the geographic scope of Clean Annapolis River Project's programming, ABC Plans are available for any interested farm in the province through the Provincial Wildlife Division.

If you are interested in any of these opportunities and your farm is within the geographic scope of our programming, please reach out to Brittni Scott at brittniscott@annapolisriver.ca or fill out our form at <https://www.annapolisriver.ca/agro-ecosystem-enhancement-funding> to indicate your interest in having biodiversity enhancing activities done on your farm!

2022 Online Grower Sessions



Truro Agromart Limited

NS & NL Re-certification Credits available

To obtain the links for the sessions, [please register by Feb. 22nd](#). To receive pesticide re-certification credits, you must join the session under your name, and receipts will be e-mailed.
 Registration link: https://docs.google.com/forms/d/e/1FAIpQLSdN2ouhbbkvXZHNHtX_tOqDBEUuQ45CF7cmndBKSzhs9Vw/viewform?usp=sf_link

Tuesday March 1st		Wednesday March 2nd		Thursday March 3rd	
		9:00-10:00am 1 credit	Safe Pesticide Processes- From Purchase to Disposal Trevor Davison- NS Environmental Farm Plan Coordinator	9:30-10:30 1 credit	E ² – Efficacy and Efficiency of Herbicides in field crop management Caitlin Congdon – Field Crop Specialist with Perennia
		10:00-10:30 0.5 credit	Adama Products- The Current Tools and the Future Gavin Lunn, Maritime Region Account Manager, Adama	10:30-11:00 0.5 credit	BASF Fungicides and Miticides- Tools for 2022 In Apples and Berries Blair Fraser, Atlantic Sales Manager, BASF
		10:30-11:00 0.5 credit	Herbicide Programs to Suit your Row Crop Management Eric Richter, Territory Sales Rep, Syngenta Canada	11:00-11:30am 0.5 credit	Berry Fungicide Programs Sonny Murray- Berry Specialist for Perennia
		11:00-11:30 0.5 credit	High Bush Blueberry- Herbicides and Mummy berry Management Sonny Murray- Berry Specialist for Perennia	11:30-12 0.5 credit	Bayer's Herbicide Options in Corn and New Product Review Graham Kempton, Atlantic Region Territory Sales Manager, Bayer Crop Science
		11:30-12:00pm 0.5 credit	NuFarm's Solutions for Protecting Your Apple Orchard Against Primary Scab and Early Season Weed Control Alicia Sebastian- Technical Horticulture Sales Specialist		
6:30-7:10pm 0.5 credit	Bayer Solutions for Wild Blueberry Production Challenges Graham Kempton, Atlantic Region Territory Sales Manager, Bayer Crop Science	6:30-7:10pm 0.5 credit	BASF's Wild Blueberry Products Portfolio Blair Fraser, Atlantic Sales Manager, BASF	6:30-7:10pm 0.5 credit	Key Product Solutions from Syngenta Canada for Maximum Wild Blueberry Yield Potential Eric Richter, Territory Sales Manager, Syngenta Canada
7:10-7:50pm 0.5 credit	Wild Blueberry Disease Management Dr Michael Tesfaendrias, Integrated Pest Management Specialist with NB Department of Agriculture, Aquaculture and Fisheries	7:10-7:50pm 0.5 credit	Considerations for Weed Management in Wild Blueberry in 2022 Dr. Scott White, Assistant Professor Weed Science, Dalhousie Faculty of Agriculture	7:10-8:30pm 0 credits	Revolutionary Lowbush Blueberry Fertility Research 2.0 Lise LeBlanc LP Consulting and Rick De Jong Agro-K
7:50-8:30pm 0.5 credit	Pesticide Minor Use: Registration, Label, Expansion and Emergency Use Laura Anderson P.Ag, Plant Protection Coordinator, NS Department of Agriculture	8:00-9:00pm 0.5 credit	First there was Blueberry Maggot and then came Spotted Wing Drosophila; Challenges in blueberry production in Nova Scotia Erika Bent		

