

NEWSLETTER

Vol. 17, No. 7 - February 2017

Successful Lobby Day

DFNS Directors were joined in Ottawa by Milk Committee Member Hans Vermeulen for the DFC Annual Policy Conference preceded by Lobby Day. Thirteen Nova Scotia MPs and Senators held appointments with one of three DFNS Director teams over the course of a full day. The main message this year for our federal politicians is that we expect continued support for supply management from both MPs and Senators. We also noted that chocolate milk, kefir, and drinkable yogurts should be exempt from any new proposed taxation on sugar.

“Building a Sustainable Dairy Industry for 150 Years” was the overall theme. Attractive books highlighting heritage dairy farms from all ten provinces were left behind as part of Canada’s 150th birthday in 2017.

Other relevant contributions to the Canadian economy included \$19.9 billion to Canada’s Gross Domestic Product, \$3.8 billion paid in taxes, 221,000 full-time equivalent jobs across the sector, and that 91% of Canadians say it is important that the milk they drink is produced in Canada! The closing message is “The Canadian dairy industry has been an integral part of our domestic economy since this country began 150 years ago. We are all in this together, and we look forward to working alongside our elected representatives to ensure that our sector continues to prosper and drive growth throughout our country’s next 150 years!”

2017 Spring Regional Meeting Dates	
April 5	Antigonish—Claymore Inn
April 6	Valley—Old Orchard Inn
April 7	Truro—Best Western Glengarry
<i>Details to be Confirmed</i>	

UPCOMING EVENTS & DEADLINES:	
March 7-10, 2017.....	Western Canadian Dairy Seminar
March 13, 2017.....	Quota Exchange Deadline
March 27, 2017.....	Quota Lease Deadline

Message from Chair

Fellow producers. First of all, I wish to thank you for the confidence you had in me to allow me to serve for my fourth term on the DFNS board. I also would like to thank my wife and kids for their support. As well, I thank the board for the confidence in me to serve as the chair of DFNS, and I look forward to working with the professional staff we have in our office. I have a passion for the industry and will represent you to the best of my ability.

For those individuals who attended our AGM, the board appreciates their support and interest in our industry. It is always good to connect with and hear from the grassroots producers. I encourage producers who were unable to attend to come to our Spring Regional Meetings to stay up to date on the many important issues facing our industry.

Looking back over the past year from the farm level, we have experienced huge quota increases to try to fill the demand on butterfat. As a province, we have certainly done our share and hopefully will continue to do so. The challenge is to process all the milk produced and for that reason we need to continue to support and encourage increased processing capacity within the region. We as a board are committed to do what is necessary to make that happen, and were pleased to have support at our AGM.

At the same time, all of us as producers have to ask ourselves the question, “What do we need to do on our own farms to be part of this growth? At the present time, we see a market growth of 3 to 5 % per year, and the million dollar question is, “How long will this continue?” We also know that to serve the market we are over-issuing quota to catch up on the demand. It is exciting, especially for the younger generation, to see these opportunities. At the national level, we will continue to work on many files. Dairy Farmers of Canada is monitoring very closely what is happening with our neighbour to the south and the impacts of CETA being possibly implemented within this calendar year.

Your Chair,
Gerrit Damsteegt



Results of the February 2017 Quota Exchange

After satisfying a new entrant, the remaining quota was allocated as 0.23 kgs by iteration and prorated 1.95% for buyers.

Kilograms		Producers	
		Buying Quota	42
Purchased (<i>actual</i>)	34.50	Offering to Buy	42
Offered to Purchase	497.39	Selling Quota	7
Offered to Sell	34.50	Offering to Sell	7

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$23,500	0.50	0.50	-496.89	497.39	0.00
\$24,000	34.00	34.50	-462.89	497.39	497.39

Quota Exchange Deadline	Payment Due Date
March 13, 2017	March 29, 2017
April 13, 2017	April 26, 2017
May 12, 2017	May 29, 2017

Dairy Services Lab Results January 2017

Bactoscan Individual Bacteria Count (IBC)		
Count	Samples	Percent
<35,000	173	77.6
35,001-121,000	41	18.4
>121,000	9	4.0
TOTAL	223	100.0
<i>96.0% meet provincial standard</i>		

Average IBC – January 2017: 40,327

Average Somatic Cell Count (SCC): 181,209

Adulteration (added water and/or antibiotics)

Water (Farm Tanks)	0
Antibiotics (Tankers)	0

P5 QUOTA EXCHANGE MCP

PEI	\$22,500
New Brunswick	\$21,408
Ontario	\$24,000
Quebec	\$24,000

AGM Supports Milk Allocation

During our recent AGM, Agropur announced that they are planning to expand their Sussex, NB plant to make milk ingredients and provide “a home” for their members’ milk from the region. Ground breaking could be as early as the fall of 2017.

This was greeted as welcome news after several reports of large quantities of surplus skim milk being disposed of, supplemental butter imports, and the butterfat market across Canada growing by 3-5% annually. With regional and P5 processing above capacity for drying surplus skim milk, a regional expansion is overdue.

Participants at the AGM further showed their support by unanimously passing a motion as direction to the board. The motion was based on a presentation describing the need for additional regional processing and culminated with the following:

DFNS is committed to working with provincial processors, government, and other P5 boards to secure an industrial milk allocation plan and a “home for our milk.”

An industrial milk allocation plan does not exist today in Nova Scotia and would provide for a percentage guarantee for each industrial processor of the non-demand milk (after fluid milk, cream, yogurt, and fine cheese orders are filled) produced. Once built, the milk allocated to the expanded Agropur plant should handle the surplus milk from NB, NS, and NL. This provides a solution for how DFNS sells milk to processors and other provincial marketing boards. It also creates stability in our region’s industrial processing sector for years to come.

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



New DFNS Executive

At the DFNS board meeting following our AGM, Gerrit Damsteegt was elected as Chairman of DFNS for the coming year. John Vissers moved up from Third Executive Member to Vice Chair, and Byron Lamb joins the Executive. Gerrit thanked past Chair Andrew McCurdy for his two years of service in that position, noting his skill at running efficient and inclusive board meetings. Other committee appointments included Byron Lamb shadowing John Vissers as National Director, Gerrit remaining on the Dairy Farmers of Canada board, while Dustin Swinkels is the new P5 Quota Committee representative.

Need Help on the Farm?

The Atlantic Immigration Pilot is a creative approach to addressing our labour market challenges. Starting in March 2017, employers in Nova Scotia will be able to use the pilot to hire foreign workers.

To learn more about the pilot, please contact our Employer Support Team at Nova Scotia Office of Immigration, Brenton Street, Halifax, 1 (877) 292-9597 or immigration@novascotia.ca.

Yards and Lanes...Your Responsibility!

It is that time of year that we ask all producers to check their yards and lanes to ensure they are compliant with the DFNS policy. It is a difficult time of year for drivers; many have long routes to travel. The DFNS policy on Yards and Lanes reads as follows:

Maintenance *The driveway and yard must be kept in good repair, free of potholes and ruts. In winter conditions, that portion of the driveway and yard that the tanker travels must be cleared of snow whenever necessary. The driveway edges should be clearly marked. Ice surfaces must be salted or sanded, especially on steep inclines.*

Snow must be cleared so the bulk truck can have access, and ice must be dealt with by sand and/or salt. On occasion, transporters have paid for expensive tows due to improperly managed laneways. If producers do not comply with requests for improvement, the problem will be brought to DFNS to resolve. We have made a commitment to our transporters to follow up with any producers who are not addressing long-standing issues.

Top Production

Congratulations to four Nova Scotia dairy farms for making the list of top herds as reported by VALACTA! Based on "Herd Performance Index," Sunny Point Farms Ltd. was the seventh highest herd in Canada! Sunny Point topped the Nova Scotia list, followed by A & J Bent Farms Ltd. and MacGregor Dairy Farm Ltd. The top Atlantic Robot herd was Winding River Farms Ltd.

The Herd Performance Index allocates points for performance in six different management areas and is an excellent barometer of overall herd performance. The Herd Performance Index is also now measured specifically for different categories, such as Robot and Organic herds and Tie Stall and Free Stall-Parlour herds.

Congratulations to the Vroeghs, Vissers, Bents, and MacGregors. Well done!

Reviving Deadstock Service?

Following the presentation by NSFA President Chris Van Den Heuvel at our Annual Meeting, several questions arose about finding ways to restart the province's deadstock service. This interest led to the NSFA agreeing to renew efforts to explore options for restarting the service. While not available across the whole province, as it is in PEI, this is seen as a responsible way to manage animals that die on the farms.

DFNS will be supporting NSFA's efforts on this issue, keeping in mind the public confidence in our industry.

	Bluenose <i>Financial</i>
Ruth Scothorn - Insurance & Financial Advisor	
T: 902-758-1448 C: 902-324-1969 F: 902-236-2444 rscothorn@eastlink.ca	Life, Disability & Critical Illness Health Plans - Group & Individual Mortgage Loan Insurance RRSPs, RESPs, & TSFAs RRIFs & Annuities

DFNB Newsletter

Visit 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 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>
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

\$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: <input type="checkbox"/> cash <input type="checkbox"/> cheque <input type="checkbox"/> PAD	Offer Received/Verified By: _____

10/16





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

Quota Exchange Offer to SELL _____ (Exchange Month)

Registered Producer Name: _____

DFNS Registration Number: _____ Phone: _____

Offer to Sell _____ . _____ kgs of TPQ per day @ \$ _____ per kg.

PLEASE NOTE: Offers above the MCP Cap of \$24,000 will not be accepted. Quantities offered for sale may be in hundredths of a kilogram (two decimal places). Prices must be for a whole kilogram. Offers are limited to one buy or sell per producer per exchange. Each participant in an exchange will be notified in writing of whether or not their offer was successful.

Successful Sellers will be paid for their quota sold on the last business day before the 10th day of the month following the exchange. If the sold quota is assigned to a lender, cheques will be jointly payable to the producer and lending institution.

QUOTA CURRENTLY ASSIGNED:

_____ kgs _____ Name of Lending Institution(s)

Seller's Service Fee must accompany offer as per schedule below (HST Reg No. 107788523)

SELLERS FEE SCHEDULE	
<u>Amount Offered</u>	<u>Fee Per Offer</u>
1 kg or less	\$115 (\$100 + \$15 HST)
1.01 – 10 kg	\$230 (\$200 + \$30 HST)
More than 10 kg	\$345 (\$300 + \$45 HST)

All offers must be signed by the registered quota holder. An offer must be signed by all partners of a partnership, or the designated signing officer(s) of a partnership or corporation. It is the producer's responsibility to confirm receipt of offers by DFNS.

_____ 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 most up-to-date policies and procedures, or you may contact office staff for assistance.

FOR DFNS OFFICE USE ONLY

Service Fee Received: cash cheque PAD Offer Received/Verified By: _____

01/17





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>
December	December 28, 2016
January	January 25, 2017
February	February 22, 2017
March	March 27, 2017





Plan Member Communication – Group Insurance Beneficiary Designations

Your group insurance program provides life insurance benefits to eligible employees. It is important to make sure that your insurance beneficiary designation is up to date for your current wishes and situation. You may update your insurance beneficiary designations(s) at any time by completing a Change Form. Please contact Morneau Shepell (information below) to request a form.

Question: What if my Life Insurance Beneficiary dies first or at the same time as me?

If your primary beneficiary predeceases you, the life claim payment goes to your estate, unless you have designated a contingent beneficiary. This is someone who receives the proceeds from your policy if your primary beneficiary, such as your spouse, is no longer living. In the case of death at the same time, insurance law provides that the beneficiary is deemed to have died first.* If you have not designated a contingent beneficiary, the life insurance claim would be paid to your estate.

*Canadian Life and Health Insurance Association (CLHIA)

Question: What happens if my beneficiary is a child?

If your beneficiary is under the age of 18, the insurance company can pay the insurance money to a trustee (designated by you, the insured) who can receive funds on behalf of the minor. Alternatively, in most provinces, the insurance money can be paid into the court until the minor child reaches the age of majority.

Please contact Angèle Aucoin at Morneau Shepell if you have any questions at 1-800-667-6328 or by email at aaucoin@morneaushepell.com.

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Milk Production and Pricing

Esben Arnfast, Finance and Systems Administrator

NS milk production continues to reach record high levels of over 22,500 kgs of butterfat per day, maintaining raw milk butterfat composition of 4.15 kgs/hl. As was the case in December, producer average utilized tolerance increased approximately one-half day to -12.8 days.

The equalized pool transportation rate for January increased one-cent per HL to \$2.53/hl.

The January raw milk average in-quota price increased to \$86.24/hl which was unexpectedly high and continues the recent trend of prices in excess of the \$80 mark during the latter part of 2016. It was the highest price since April 2014.

During January, there was a large declaration of skim milk powder in the low-valued 4(m) class by processors, and also large adjustments for previous months' powder production. In addition, there were adjustments for previous months to SNF subject to the class 4m (MPC) prices.

These factors would normally result in a reduction of producer prices; however, NS was eligible for a very large advance from the P5 pool. An advance is available when special classes are used in excess of 15% of a province's production.

In January, well over half of NS's SNF was reported as utilized in special classes so DFNS received an advance of approximately \$2.5 million to support the milk price. If the advance was not available, the blend price would have been just above \$71/hl on average composition.

The large advance will need to be repaid in January with a much smaller advance likely for the month of February. The result will be a substantial decline in the milk price.

As was the case in December, there was over one-half million litres of skimmed milk dumped in January. As explained in last month's article, despite sending large amounts of milk to other provinces, the NS processing capacity is not able to handle the current production volume. The financial effect is pooled with other provinces.

Total Licensed Producers in December: 217

Continuous Quota Positions

As of the end of December 2016, figures are expressed as a percent of each province's annual quota. For the second month in a row, Ontario and the Maritimes are the only provinces to move up in their positions. All other provinces moved down from November. The national position slipped from -0.76% to -0.88%. Butterfat demand continues to outstrip supply. More milk is now coming forward in the P5. Skim drying capacity was an issue over the holiday period, and some skim disposal continues. Seasonal upward milk production in the late winter will keep pressure on drying facilities and processors' ability to separate milk.

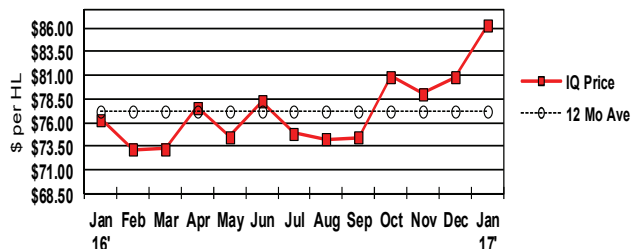
Alta. -3.29%	Sask. -3.59%	Ont. +2.35%	NS -0.50%	PEI -1.03%	P5 +0.35%
BC -2.36%	Man. -10.40%	Que. -1.21%	NB -1.48%	NL -13.63%	WMP -4.21%

Milk Marketing Report January 2017

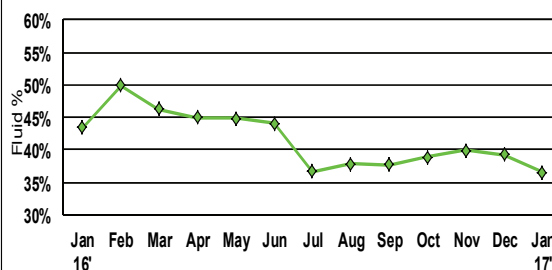
PRODUCTION	2017	2016
Average Liters/Day	543,888	506,913
Average kg Butterfat/Day	22,559	20,713
Average Composition, kg/hl		
Butterfat	4.1477	4.0860
Protein	3.3267	3.3371
Other Solids	5.7408	5.7256
Bulk Haulage (\$/hl)	2.53	2.57

PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
January In-Quota	10.8319	9.3347	1.7869	86.24
January Butterfat Premium (\$/kg) SNF/BF<2.35	0.0147			
January Over-Quota	0.0000	0.0000	0.0000	0.00
Feb Over-Quota Penalty	0.0000	0.0000	0.0000	0.00

NS Average In-Quota Producer Price
Per HL basis



Fluid Utilization Percentage





Latest News...

Dairy Farmers of Canada

February 2017

AN OVERVIEW OF NUTRITION ACTIVITIES AT DFC

March is Nutrition Month. To mark the occasion, Dairy Farmers of Canada (DFC) felt it was important to take time to celebrate the hard work and dedication of its team of dietitians with a brief roundup of their most recent activities.

In the latter part of last year, DFC dietitians held exhibit booths across Canada at various scientific conferences targeting health professionals, including physicians, nurse practitioners, dietitians and researchers. Some of the events attended include:

- The New Brunswick Heart Symposium
- The Canadian Hypertension Congress
- The Canadian Diabetes Association/Canadian Society of Endocrinology and Metabolism Professional Conference
- Le Congrès de l'Ordre des infirmières et infirmiers du Québec
- The Heart and Stroke Clinical Update

Participating in these gatherings gave DFC an opportunity to connect with health professionals from coast to coast and talk about the role of dairy products in a healthy diet. Conference participants were particularly interested in the factsheet relative to the benefits of dairy on heart health.

DFC's Nutrition team will continue delivering its health and well-being message to the health professionals' community in the coming months. Stay tuned!



CELEBRATING A PARTNERSHIP WITH THE CANADIAN FOUNDATION FOR DIETITIC RESEARCH

DFC was recently recognized as a founding member of the Canadian Foundation for Dietetic Research (CFDR). The CFDR was created in 1991 by Dietitians of Canada to support nutrition research.



Canadian Foundation
for Dietetic Research

The CFDR plays a specific and essential role within the healthcare research arena. By providing grants to support research by dietitians in the context of their practice, CFDR is in a unique position to help improve the nutritional health of all Canadians. The evidence resulting from this research allows health professionals to provide science-based guidance and intervention in the prevention and treatment of chronic disease and pursuit of optimal health. This evidence also helps those in the food industry to learn more about consumer choices and dietary trends. Over the course of this partnership, CFDR has funded research that has cast a favourable light on dairy product consumption.

DFC is proud to have been a part of this initiative since the very beginning and is committed to helping Canadians stay healthy.

DFC REACHES OUT TO THE MEDICAL COMMUNITY

Since the launch of our Physician Education Program in October 2016, DFC medical representatives have been very active meeting with doctors both one-on-one by visiting health clinics, and by participating in conferences catered specifically to doctors.

DFC held a booth at the Family Medicine Forum and the St. Paul's Hospital Continuing Medical Education Conference for Primary Care Physicians, both held in Vancouver, as well as the 54th Annual Scientific Assembly of the Ontario College of Family Physicians. DFC medical representatives met with an estimated 1,000 physicians during these events.

The message conveyed remains the same whether at a high-profile conference or in a small health clinique: new research shows that patients with cardiovascular issues can benefit from consuming dairy products such as milk, cheese and yogurt.

Since this program was launched, DFC medical representatives have made just over 3,200 calls to family doctors across Canada.

This successful initiative has been upheld in 2017 and we will keep you informed of its progress.

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 [Chantal Marcotte](mailto:Chantal.Marcotte@dfcplc.ca) who will happily add your name to the mailing list.

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.



Dairy Farmers of Canada
100% Canadian Milk



@dfc_plc
100Canadianmilk