



September 2017

# milking TIMES

Published monthly for dairy farmers in Alberta and our industry partners

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## Chairman's Message

Source: Tom Kootstra, Chairman

In this issue of MilkingTimes, you will find a summary of the 2017-18 Strategic Priorities and Business Plan. This year, the strategic planning process started with the director-hosted roundtable discussions with producers held as part of the 2016 annual general meeting in November. With further input from our advisory committees and environmental scans done by staff, the Board reviewed and modernized our vision and mission, strategic priorities and some of the key result areas in the business plan. The new vision and mission are:

**Vision:** Growing a sustainable dairy industry by being a trusted source of quality milk.

**Mission:** Alberta Milk partners with industry stakeholders to support an effective supply management system in a growing, sustainable and market-focused industry.

As you will read starting on page four, there are five strategic priorities each with at least three actions. As an example, our first strategic priority is that "We will effectively advocate for supply management." Key activities to address this strategy are to engage producers, delegates and directors to advocate and communicate the value of supply management. Currently three major files are being addressed under this priority in collaboration with Dairy Farmers of Canada and our provincial counterparts. We are actively working to understand and influence the NAFTA re-negotiations that launched on August 16, 2017. Of equal concern to us are the proposed changes to the Canadian Food Guide and the proposed front-of-package labelling legislation. You can learn more on these files on

the DFC and Alberta Milk websites. This is just an example of how we work to address each of the priorities.

The Alberta Milk business plan is developed to more specifically address the activities of Alberta Milk and defines where we will spend our time and resources. The budget is developed to support the activities identified in the business plan. Recently, with all the increases in quota and milk production, we are often asked about the extra funding that is collected due to the extra production. For the most part, the increased production is projected and used in the development of the budget. As an example for both the 2015-16 and 2016-17 budgets, our projection was 98% of the actual. This extra production has also meant that there has been no increase in the administrative assessment since 2015. The extra revenue generated from the increased production has meant that we are able to take on the new challenges like the negotiation and implementation of the ingredient strategy, NAFTA, proAction, AgCoalition/farm safety, additional liaison activities with the new provincial government, and keeping up with the increased cost of living.

As producers, we have benefited from a 7% increase in quota allocation and the benefit of 25 incentive days during this past fiscal period. The projections are for continued growth which is positive for us as individual producers and as an organization.

## our mission

"Alberta Milk leads Alberta's dairy industry. We support the effective operation and advocacy of the supply management system in a vibrant, sustainable and market-focused industry."

Alberta Milk  
1303 - 91 St SW  
Edmonton, AB T6X 1H1  
1-877-361-1231





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## It's Bigger Than NAFTA and it's Time to Act

Source: Karlee Conway, Corporate communications coordinator

Health Canada is changing the Food Guide to discourage Canadians from consuming dairy and meat products. The Food Guide acts as a staple for many home in Canada, but is the main tool that government institutions, like hospitals or jails, use for their menu. The unequivocal result could mean lower consumption of dairy.

### Shifting to Plant-based Protein

Health Canada is actually discouraging all animal-based protein and recommend replacing it with plant-based protein like avocados and soybeans. Why would they shift to a food source that can't be grown year round in Canada? We need to support our local economy, not be dependent on someone else's.

We need to stick with SCIENCE. They want to brand many dairy products as 'unhealthy', despite their widely recognized nutritional benefits. Dairy products have long been considered an integral part of a healthy, balanced diet, and the scientific evidence supporting it hasn't changed. Left unchecked, Health Canada's recommendations will not only cripple an important Canadian industry, but have long-term health consequences for all Canadians.

It's not just dairy that may be taken off the table. Other staples of a healthy Canadian diet like eggs, meats and poultry would be minimized under these recommendations, being replaced with a vegetarian-centric diet instead! A diet cannot be considered healthy and balanced if it does not meet all our nutritional needs.

Health Canada's own advisory panel says most

Canadians are not getting enough of the nutrients found in milk. Why then would government want to remove the dairy category from our Food Guide and put Canadians' health at risk?

### It doesn't make sense.

We need to let our MPs know that Canadians are NOT ok with reducing dairy's place in the guide. DFC has launched a website aimed at educating Canadians about this change and to encourage them to flag this with their MP so these proposed changes don't happen. Many MPs aren't even aware that these changes are even proposed. Having Canadians rally against these changes will send a strong signal to government that we're not ok with shifting to a plant-based diet and this fall when the House resumes, they will be encouraged to update their proposal to include dairy as vital part of the guide again.

### What can you do?

- Go to [KeepCanadiansHealthy.ca](http://KeepCanadiansHealthy.ca)
- Provide your name, email and postal code and you can send a letter to your MP to make them aware of these changes
- Tell ALL your friends to send one too!

OR

- Call you MP, email them or request a meeting.

We need to let them know that we're not ok with dairy not being a focal part of the Food Guide.

More information can be found on the Member's Only site. Contact Karlee Conway at 780-577-3305 or [kconway@albertamilk.com](mailto:kconway@albertamilk.com) for any support.

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## Let me Introduce You

Source: Karlee Conway, Corporate Communications Coordinator

### Have you met John and Bill?

John and Bill are trendsetters whose dairy careers have spanned decades and positively impacted farmers around the world. They have gone to great lengths to protect their community and land so it can serve not only themselves, but future generations of farmers—by selflessly donating 777 acres of land to the University of Alberta, to create the St. Albert Research Station for the Faculty of Agriculture, Life and Environmental Sciences—to explore the linkage between agricultural practices and greenhouse gas emissions, water management, soil erosion and sustainable crop development. As a result, the high-profile Bockock Chair in Agriculture and Environment was also created, to oversee research activities.

They were also the recipients of the 2016 Dairy Industry Achievement Award. Think you know someone that fits the bill? Go to [albertamilk.com](http://albertamilk.com) to nominate someone.

### Have you met Mike?

For the past 16 years he has helped to develop Alberta Milk into what it is today. As former corporate affairs manager for the Agricultural Products Marketing Council, Mike Pearson has played a pivotal role in the dairy industry's development and its relationship with government. His knowledge of marketing regulations at both the provincial and federal level was extremely valuable to the dairy industry during Alberta Milk's transition to a marketing board in 2002.

Mike's assistance to Alberta Milk did not end with the transition in 2002. He continued to provide sage advice and assistance to Alberta Milk with drafting, amending or interpreting the regulations under which Alberta Milk operates.

Mike was the first recipient of the Recognition of Service Award last year. Do you know someone that goes the extra mile that deserves to be acknowledged? Go to [albertamilk.com](http://albertamilk.com) to nominate someone.

## We're Now Open!

Source: Karlee Conway, Corporate Communications Coordinator

Want to learn about the key topics and have your say on the future of the industry? Registration is now open for the Alberta Milk Annual General Meeting and Dairy Conference.

**Location:** Fantasyland Hotel, Edmonton

### What is the schedule?

November 21, AGM day, *producers only*: 11 a.m. until 5:30 p.m.

November 22, dairy conference day: 8 a.m. to 4:30 p.m.

November 23, AGM day, *producers only*: 8 to 11:45 a.m.

The draft agenda for both events can be found at [albertamilk.com](http://albertamilk.com)

**How much?** Accommodations and meals will be covered for one producer per farm. Not a dairy farmer? The cost breakdown is at [albertamilk.com](http://albertamilk.com).

**Remember:** Hotel rooms will be reserved under your credit card. If you do not show up or give us very limited or no notice, your card will be charged with the balance owing on the room. Alberta Milk will cover the balance if you attend the event (but not any charges or damages to the room).

**How to register:** go to [albertamilk.com](http://albertamilk.com) or on the Member's Only site.



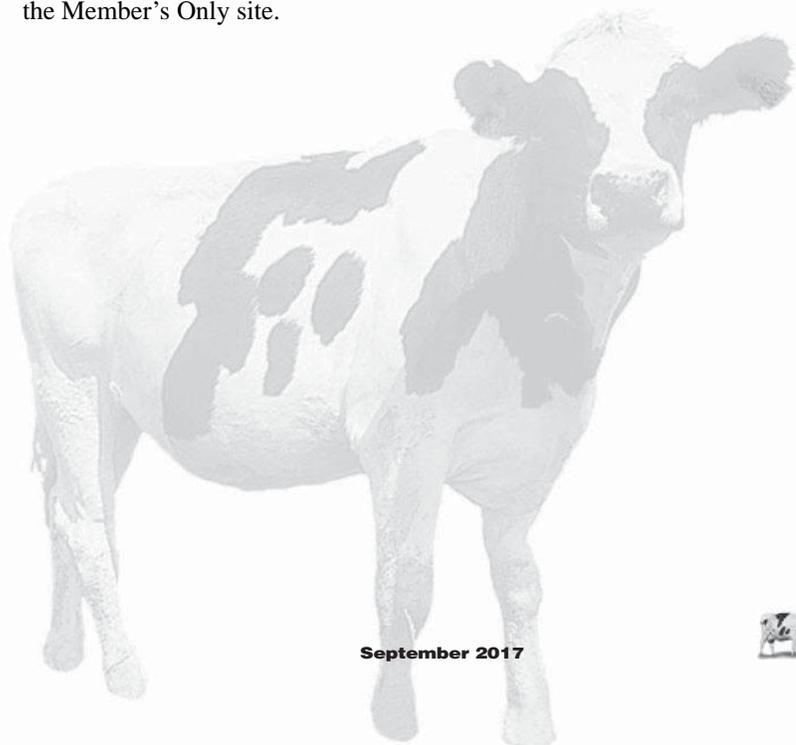
### deadlines

#### quota transfers

Sep. 18, at 4:30 p.m.

#### credit transfers

Sep. 25, at 4:30 p.m.





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# Business Plan Executive Summary

Source: Mike Southwood, General Manager

Alberta Milk's Business Plan captures the strategic priorities that outline the 3 year focus for Alberta Milk and sets the strategies we will focus on to achieve our goals in this fiscal year. Alberta Milk's Board of Directors, committees and staff have worked together to clearly direct the course for 2017-18. The plan has defined outcomes, targets, measurements and accountabilities for the strategic and operational activities.

## Vision and Mission

**Vision:** Growing a sustainable dairy industry by being a trusted source of quality milk.

**Mission:** Alberta Milk partners with industry stakeholders to support an effective supply management system in a growing, sustainable and market-focused industry.

## Key Success Indicators

- Strong stakeholder support for supply management.
- Strong public trust for the dairy industry.
- A growing, sustainable dairy industry.
- Effectively leveraging relationships in addressing mutual interests.
- Identified strategies are developed and executed as a western region.
- Building strong governance through delegates' and Board members' leadership, knowledge and engagement.

## Strategic Priorities

Based on a thorough environmental scan of the issues and opportunities facing the dairy industry Alberta Milk has developed the following five strategic priorities.

1. We will effectively advocate for supply management
2. We will be a trusted partner working with other dairy industry organizations and agriculture groups on common concerns and opportunities
3. We will encourage industry investment to stimulate sustainable growth
4. We will think, decide and execute as a

western region.

5. We will ensure effective and efficient operations and maintain the regulatory environment that meets the needs of our members

## Goals

**Goal 1: Ensure an adequate supply of raw milk is produced to meet processor and consumer demand for dairy products within a supply management system.**

KRA 1: Administer regulations for the production and marketing of raw milk in Alberta as defined under the national plan, agreements and the Alberta Milk Marketing Regulation.

Strategy A: Represent Alberta's dairy producers nationally in the development of policies impacting the Canadian dairy industry.

Strategy B: Represent Alberta's dairy producers in the development of policies impacting the dairy industry in Western Canada.

KRA 2: Support supply management through an effective dairy quota, processor allocation and transportation system at the provincial and regional level.

Strategy A: Develop, implement and support producer-level quota management policies, processor milk allocation policies and regulations to ensure raw milk production and deliveries meet market demand.

Strategy B: Develop and administer policies and regulations for the coordination of the efficient transportation of raw milk.

**Goal 2: We will be a trusted partner working with other dairy industry organizations and agriculture groups on common concerns and opportunities.**

KRA 1: Strengthen our relationships within the dairy and agriculture industry that will enhance the sustainability of supply management.

Strategy A: Support and contribute to Dairy Farmers of Canada (DFC) to enhance the

viability of the Canadian dairy industry.

Strategy B: Strengthen our relationships with the other industry partners regionally, provincially and nationally.

Strategy C: Ensure the processing sector, as a major partner in our industry, is engaged in the development of policies and initiatives that impact them.

Strategy D: Forge partnerships with all levels of government to advance the dairy industry in Alberta.

KRA 2: Promote the welfare and health of dairy cattle.

Strategy A: Promote the humane treatment of dairy cattle in Alberta.

Strategy B: Work with other stakeholders to address animal health issues that could adversely affect the Alberta dairy sector.

KRA 3: Promote sustainable environmental practices.

Strategy A: Encourage the adoption of environmentally sustainable agricultural practices and environmental regulations impacting agricultural operations.

KRA 4: Implement milk quality, milk component and milk measurement policies and programs.

Strategy A: Support the proAction Food Safety module (CQM) by assisting producers to maintain and validate the program.

Strategy B: Manage and maintain an efficient, effective and accurate milk measurement and sample testing program.

Strategy C: Administer and manage milk quality programs to ensure all producers meet the defined standards to enhance milk quality for processors.

Strategy D: Administer policies and programs to confirm and maintain the accurate measurement of milk.

KRA 5: Work with DFC and provincial organizations to design and deliver *proAction*.

Strategy A: Participate in the national proAction Advisory Committee to provide

producer input and direction as needed.

Strategy B: Participate in the design and implementation of the proAction animal care, traceability, biosecurity and environment modules.

**Goal 3: Encourage dairy product consumption by supporting DFC in the delivery of their marketing programs and nutrition activities and services.**

KRA 1: Support continued milk consumption in key Alberta populations.

Strategy A: Implement programs that encourage current and future consumption of milk products.

Strategy B: Support DFC in the implementation of nutrition activities and services in Alberta.

KRA 2: Expand the dairy industry through the development, adoption and introduction of new products, markets and technologies.

Strategy A: Collaborate with multiple stakeholders to stimulate new product development, including dairy as an ingredient.

**Goal 4: Promote dairy production research.**

KRA 1: Support dairy research that benefits dairy producers.

Strategy A: Cooperate with researchers in developing projects that enhance on-farm production and maximize our research contributions by leveraging other funding sources.

Strategy B: Coordinate research with projects that have a national or regional scope.

**Goal 5: Responsible governance and management of our resources.**

KRA 1: Administer and enforce Alberta Milk regulations, directives and policies.

Strategy A: Implement and enforce the Alberta Milk Plan Regulation, Alberta



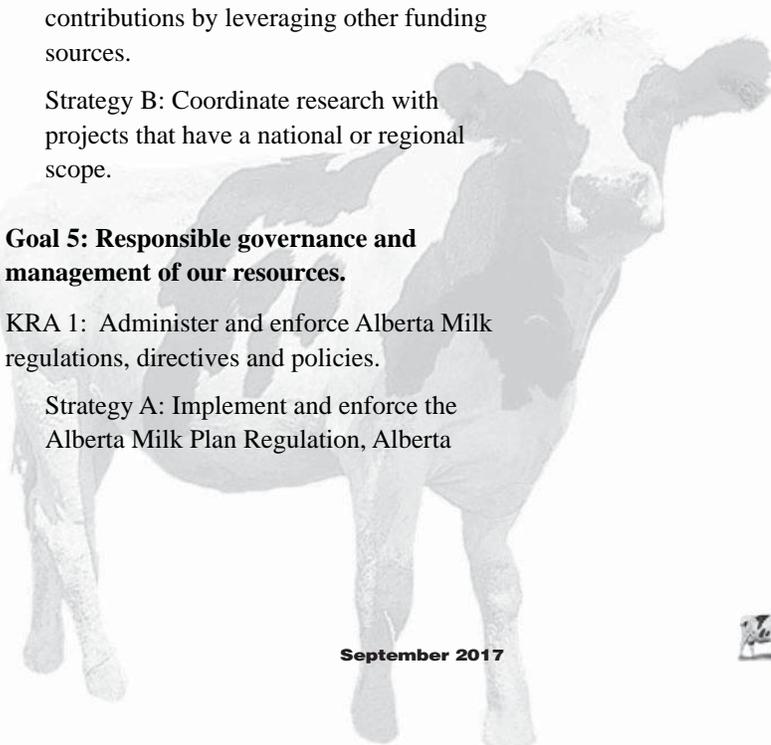
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Milk Marketing Regulation and other regulations, directives and policies.

**KRA 2:** Ensure the optimal, effective and efficient use and management of resources.

**Strategy A:** Develop and monitor budgets, business plans and individual work plans to allocate resources to facilitate achieving our vision and mission.

**Strategy B:** The Board of Directors and delegates provide leadership in the management of our regulations, directives, policies and resources.

**KRA 3:** Ensure all producers share equitably in market returns in accordance with Board policies, procedures and agreements.

**Strategy A:** Calculate producer payment through price equalization pooling in accordance with the Alberta Milk Marketing Regulation, Board directives, policies and agreements.

**Strategy B:** Work with the provincial government, Canadian Dairy Commission and other provincial organizations in the collection of cost of production data for provincial and national studies that is used in support of producer pricing.

**Strategy C:** Audit all plants to ensure accuracy of processor billing and producer payment and communicate audit findings with recommendations for any corrective

actions.

**Goal 6: Communicate effectively with members, stakeholders and the public.**

**KRA 1:** Communicate proactive, timely and balanced dairy industry and dairy farming messages.

**Strategy A:** Communicate effectively internally, with industry stakeholders and targeted publics with current information.

**Strategy B:** Participate in issues management activities.

**KRA 2:** Create greater awareness of Alberta Milk among stakeholders, industry and consumers.

**Strategy A:** Position Alberta Milk and the dairy industry for the most positive media coverage.

**Strategy B:** Build awareness of the Alberta dairy industry by proactively and positively positioning dairy producers as part of Alberta's communities.

**KRA 3:** Deliver timely communication, education and extension services to members and industry service providers.

**Strategy A:** Ensure members receive communication, education and extension through a variety of methods.

**Strategy B:** Design and deliver knowledge translation and transfer (KTT) activities to improve adoption of research results by producers.

**Strategy C:** Provide regular

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## Team Leader Reflects on New Dairy Learning Centre

Source: Lakeland College

Maryje Bikker didn't just step out of her comfort zone at Lakeland College, she took charge as the team leader of the Student-Managed Farm (SMF) – Powered by New Holland dairy unit.

Part of her role was to help chart the direction for Lakeland's new Dairy Learning Centre, which officially opened Aug. 22 at the Vermilion campus.

"I don't usually go for these types of positions, but I decided to try it and learn what I can. I think it's paid off," says Bikker, a 2017 graduate of the animal science technology dairy major. "It's definitely helped me to grow."

Bikker and her classmates in the dairy major tackled a number of projects including heifer fertility, purchasing embryos and introducing corn silage into the diets of lactating cows. But the highlight was being a part of the planning process for the much-anticipated Dairy Learning Centre.

"It's so cool to be able to experience working on this project from the ground level," says Bikker, who grew up on a dairy farm near Barrhead, Alta. "There are some students in our group who may return home and build a new barn, so it's great that they get to experience all of this."

The 47,000 sq. ft. Dairy Learning Centre will feature a traditional milking parlour and a robotic milking system, among other state-of-the-art features. Bikker and her team played a leading role throughout the project. They were involved in consultations during open houses earlier in the year, shared input during equipment planning meetings and then, finally, were on hand for the ground breaking in April. "We were given the blueprint designs to review and critique, and some of our input was taken into consideration, including stress-free calving, the big straw pack, some of the

classroom designs, and bio security," says Bikker, who'll continue her education at the University of Saskatchewan this fall as she works towards becoming a veterinarian.

"With all of these opportunities it makes you feel like you're a part of this project and that you've accomplished something." Bikker is excited for future students to learn about the dairy industry at Lakeland.

"With the new facility and all of its technology, I think more people will be interested in coming to Lakeland to expand their knowledge," she says.

"Since there's going to be a robotic and traditional parlour, students are still going to learn about the cow itself, how to milk it and (identify) the physical signs of the cow. But with the robotics side, I think that's the future of the industry. It's important that students are going to learn both. They'll gain a lot of great experience in the new facility and I think they'll learn a lot more from a cow than they ever thought they would," says Bikker.



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## How to Write a Standard Operating Procedure

Source: Jodi Flaig, Alberta Milk, and Lakehead University

In a panic to get your proAction® Animal Care Standard Operating Procedures (SOP) done for September 1, 2017? Here is a short guide to writing SOPs.

### Why do we need Standard Operating Procedures?

An SOP is a set of instructions that someone on your farm follows to be sure the work is done safely, humanely, accurately, and efficiently. These SOPs should establish who is to do the procedure, what qualifications are required to perform the procedure, materials required to perform the procedure, and how the procedure will be carried out in detailed step-by-step instructions. These SOPs can be a valuable reference and teaching tool for employees or family.

**Who writes an SOP?** A SOP is usually written by or with the person who routinely performs the work. This can be a manager, family or staff member who is most familiar with the procedures. The SOP can also be written by a team of people familiar with the work. Consultation with your veterinarian, nutritionist or other farm service providers is encouraged.

### Your SOP should include:

- ✍️ **Title:** A one sentence description of the procedure and animals covered by the SOP.
- ✍️ **Purpose:** A brief description, one or two sentences, of what the SOP is intended to cover. It could also contain the why of your farm's commitment to setting and meeting a particular standard.
- ✍️ **Responsibility:** who will carry out the procedure and/or who is responsible to ensure the SOP is carried out as written (e.g. owner, herd manager, milker). If there are minimum qualifications or training required to carry out the SOP it should be listed.
- ✍️ **Procedure:** This is a detailed step-by-step list of how the procedure will be carried out. It should be clear and concise, and the steps should be listed

in the order they are to be carried out. If any safety/protective equipment is required it should be listed here. Any materials needed should also be included with as much detail as needed to maintain consistency (e.g. '18 gauge needle' vs 'needle')

**Updates:** The SOPs should be reviewed annually to be sure the procedures describe the current practice and standards. However the SOP must be modified and updated at any time throughout the year if there is to be a change of procedure.

Please see the example SOP for colostrum and calf feeding, and euthanasia practices included along with this issue of the MilkingTimes. These SOPs will also be available on the Alberta Milk Member's site and have been shared with many dairy veterinarians in Alberta for distribution to their producers.

These templates are intended to be a starting point only. You are encouraged to customize them to your dairy farm.

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# Making Animal Assessments Work for You!

Source: Jodi Flaig, Alberta Milk

Producers who participated in the recent Animal Assessment on-farm workshops hosted by Alberta Milk had the opportunity to learn from two of the top specialists in cow comfort assessments in Canada. Participants learned more about the proAction® Animal Care Assessment and how to make the results work for them over and above meeting the requirements of proAction.

Clem Nash, trainer for all proAction Animal Care Assessors across Canada, led workshop participants through the scoring process for lameness, injury and body condition. She then demonstrated the scoring standards for proAction on a sample of cows and discussed how the assessment scoring can lead to early identification of cattle at risk for becoming untreatably lame or injured.

Gait score 4 and 5 cattle are the group that receive the most attention, however gait score 3 cattle are the group where you can have the most impact of preventing irreversible lameness.

Laura Solano, contractor on the Alberta Milk Lameness Reduction Initiative, provided background on many of the factors that lead to lameness and injury in dairy cattle. These include bedding, housing, flooring, foot baths, hoof trimming, handling, and nutrition and feeding. She then led participants through a practical review of various scenarios, helping

them learn to identify the risk factors that can be found on farm and also offered some possible solutions.

## Need help making the most out of your proAction Animal Care Assessment results?

There are many services available for in-depth reviews of cow comfort available through your veterinarian, nutritionists or other farm service providers. However, as an Alberta dairy producer you have direct access to the Lameness Reduction Initiative (LRI) tools, resources and services. One of the most valuable tools is the Lameness Risk Assessment for your herd.

We encourage you to talk with your veterinarian about completing the Lameness Risk Assessment during your next herd visit.

You can also contact Laura Solano (403) 284-5484 to complete the Lameness Risk Assessment or in-depth assessment if there is a particular challenge you would like to address or if you are wanting to take dairy cattle mobility to the next level on your farm.

Funding has been provided by Growing Forward 2 to deliver the Lameness Risk Assessment and in-depth assessments at no charge to Alberta dairy producers until January 2018.

For more information on dairy cattle hoof health visit [www.dairyhoofhealth.info/](http://www.dairyhoofhealth.info/)



## services

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Sept 2017 and proAction are arriving fast. Do you have your SOP's ready? Let me help! Flat rate, farm consultation and writing of proAction SOP's.

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## Dairy Production Statistics

Producer Pool Additions/Deductions July 2017		
	Additions (\$)	Deductions (\$)
Audit Adjustment	0.00	0.00
Bulk Tank Callibration	0.00	3,560.00
Discarded	0.00	72,461.71
PLR	86,766.99	161,233.50
Interest	8,583.95	246.84
Metering	60,957.83	0.00
Organic	65,621.04	0.00
Trucking	0.00	3,250.00
Violations	74,136.01	0.00
<b>Average Deductions per Kg Total Solids</b>		<b>(\$0.0065)</b>

Listed below are the Class 5 prices calculated by the Canadian Dairy Commission.

Class 5 Prices (\$/kg) September 2017			
Milk Class	Butterfat	Protein	Other Solids
Class 5a	8.2401	3.2379	0.7501
Class 5b	8.2401	2.0253	2.0253
Class 5c	8.3792	1.7021	1.7021
Class 5d	contract by contract price		
Class 4m	contract by contract price		

Provincial Average Components July 2017	
Butterfat	3.9345 kg/hl
Protein	3.2226 kg/hl
Other Solids	5.7434 kg/hl

Average Milk Prices	
Month	TPQ \$/hL
<b>July 2017</b>	<b>76.36</b>
June	78.49
May	79.94
Apr	81.02
Mar	81.38
Feb	81.28
Jan	80.31
Dec	79.75
Nov	79.46
Oct	79.58
Sep	79.26
Aug	78.56

2015-16 Quota Exchange and Credit Deadlines		
Quota Transfer Deadline Date	Credit Transfer Deadline Date	Effective Date
Sep. 18, 2017	Sep. 25, 2017	Oct. 1, 2017
Oct. 17, 2017	Oct. 24, 2017	Nov. 1, 2017
Nov. 16, 2017	Nov. 23, 2017	Dec. 1, 2017

Provincial Milk Quality Averages		
Month	Bacteria Average (IBC)	Somatic Cell Count (SCC)
July 2017	22,363	214,713



# Dairy Production Statistics



Quota Exchange Daily Production Quota		
	Total Transferred	Clearing Price/kg
Sep 2017	166.98	\$38,625.00
Aug	103.67	\$38,005.00
July	44.80	\$37,505
June	105.90	\$37,500
May	30.50	\$39,075
Apr	71.00	\$39,750
Mar	77.30	\$40,000
Feb	43.95	\$40,130
Jan	48.41	\$39,000
Dec	295.54	\$38,000
Nov	270.45	\$38,500
Oct	163.02	\$39,500

Underproduction Credit Transfers		
Month	Kg	Price\$/eligible kg
Aug 2017	77,280.96	\$5.12
July	83,903.70	\$5.17
June	74,342.45	\$5.22
May	39,075.00	\$5.21
April	71,067.33	\$6.69
Mar	54,202.40	\$7.13
Feb	85,534.99	\$7.93
Jan	90,187.89	\$8.00
Dec	81,412.53	\$7.21
Nov	78,045.37	\$7.61
Oct	60,409.23	\$8.80
Sept	63,291.48	\$10.08

Quota and Milk Production Summary (BF kg)					
Month	June	July	August	September	October
Status	Official	Pre-Pooling	Projected	Projected	Projected
<b>Alberta</b>					
Butterfat Production (kg/day)	84,550	84,094	84,885	86,984	88,918
Producer Quota (kg/day)	88,325	85,816	86,351	89,265	90,492
Provincial Quota (kg/day)	83,383	83,383	83,383	85,051	85,051
Producer Quota + Incentive Credits	88,942	88,763	88,763	90,721	90,538
Cumulative Position (%)	-4.37%	-4.52%	-4.64%	-4.84%	-4.97%
Producer Position (Days)	-8.75	-9.47	-9.88	-9.94	-9.49
Provincial Position (Days)	-15.32	-16.39	-16.82	-17.03	-17.34
Penalty (kg)	0	0	0	0	0
<b>Western Milk Pool</b>					
Butterfat Production (kg/day)	241,443	240,846	243,897	250,874	257,417
Pool Quota (kg/day)	250,960	243,831	245,353	253,632	257,116
Cumulative Position (%)*	-4.70%	-4.78%	-4.81%	-4.88%	-4.84%
Penalty (kg)	0	0	0	0	0

\*The Western Milk Pool's (WMP's) limits on production are +0.50% and -1.50% of the WMP's rolling 12-month quota.



## services cont'd

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## The Economics of Milk Production, 2016

Source: Economics Section, Agriculture and Forestry

*The Economics of Milk Production, 2016* has been released by Agriculture and Forestry. This publication is based on the aggregate results of cost of production information provided by forty-five dairy farmers in Alberta participating on the provincial Dairy Cost Study over the course of the year.

In 2016, the total cost of producing a hectoliter of milk was \$78.81. This is only about a one percent increase from 2015 at only nine cents per hectoliter. The slight shift in costs came from a decrease in total feed costs that was close to matching the increase in the capital costs, which was mainly depreciation.

### Interesting tidbits:

- Larger average herd size, livestock values are still strong.
- 10% increase in milk production for only a one percent increase in costs reflect efficiencies and advances in technology.
- 27 percent cull rate, farmers are raising their own replacements.
- Re-investment into the farm, investment per cow is up 10 percent from 2015.
- Average butterfat test was 4.07 kg/hL
- Barley and hay prices dropped between Jan. and Dec. due to growing and harvest challenges.
- Capital loans equal 29 per cent of total investment, up from 25 percent in 2015.
- Decrease in return to equity due to increase in debt load.

For detailed results of the Dairy Cost Study, download the full report which is available on the Alberta Milk website under the Milk Prices & Production tab or at [www.alberta.agriculture.ca/data-analysis](http://www.alberta.agriculture.ca/data-analysis) under Cost of Production. For a printed copy, please contact Pauline Van Biert at [pauline.vanbiert@gov.ab.ca](mailto:pauline.vanbiert@gov.ab.ca) or 780-415-2153. Copies will also be available at the Fall Producer Meetings.

## Production Update

Source: Jonathan Ntoni, Policy Analyst

Production is still strong in Alberta despite the slight seasonal decline realized in daily volumes in July over June. Daily average volumes decreased by 8,700 litres per day in July over June, 2017 (i.e. -0.4% decline compared to June 2017). The provincial average BF density in July 2017, was 3.9345 kg/kl, which is slightly higher than was projected.

The province's cumulative quota position (CPQ) however, is still on a downward trend and is forecasted to remain on a steady decline (all things being equal) until December 2017 before it starts to rise. Alberta's June CQP was at -4.37% and it is projected to drop further to about -4.52% in July. Incentive-day utilization was also about 43.5% in July, a slight decline from 45% in June. Producers are currently at 8.8 days behind in their production on the average while the province is over 15 days behind.

All producers are therefore reminded of the incentive days currently in place and the 2% quota issuance increase effective September 1, 2017 and are encouraged to continue increasing production. There are 2 incentive days per month in place from August to October and 1 day for November 2017.

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