



November 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

It truly is a curious time for the dairy industry in Canada. While we are enjoying unprecedented growth in our industry, we are also facing many challenges.

The modernisation of NAFTA continues to be a concern. A day does not seem to go by where the dairy industry is not in the media. There have now been four rounds of negotiations and during this last round in October the United States tabled a number of items that are unacceptable to both Canada and Mexico. One of the proposals was the elimination of supply management within the next decade. There are proposals in other areas that are equally or more contentious. Our federal government has stood steadfast in their position that dairy is not part of the current NAFTA agreement and that supply management is not open for negotiation.

I would like to also recognise the support of our provincial government. On October 17, 2017 the Minister of Agriculture and Forestry, the Honourable Oneil Calier, was quoted in the *Edmonton Journal* saying that the latest demands made by the USA are unacceptable for the dairy industry. We could not agree more. The proposals by the USA have also caused a delay in the timeframe to conclude the renegotiations. Originally scheduled to conclude by the end of December, the talks are now scheduled to continue into 2018. The next round is scheduled for November 17 – 21, 2017.

Here at home we continue to have concerns with the federal governments proposed changes to the Canada Food Guide. Demoting dairy's position

in the guide is a concern to our industry but more importantly a concern to the health of Canadians. I trust you have all reviewed the Keep Canadians Health campaign and have taken action on behalf of your farm and your industry.

Despite these challenges we remain very optimistic. I was amazed at the number of expansion and enhancement projects that are being planned for dairy farms in Alberta and across Canada. The uptake on the Dairy Farm Investment Program was overwhelming. The program was fully subscribed in just days after it opened for applications. The program is no longer accepting applications for small projects ending before March 31, 2019, and large projects ending before March 31, 2020. It is obvious that dairy farmers are investing to meet the growth that we are facing and are projecting to continue. We are seeing the same in the processing sector. There are a number of new processing projects underway and I believe more will follow.

While I am on the topic of processing, I want to welcome to Alberta Gay Lea Foods Cooperative Limited. Effective October 13, 2017 Gay Lea acquired Alberta Cheese. I also want to thank the Talarico family for their passion to the industry over the last 40 years. Frank Talarico established Alberta Cheese in 1976 and it has been a family run business ever since. Alberta Milk has enjoyed working with Alberta Cheese throughout that time.

## 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."

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## NAFTA Round Four Concludes with Outrageous American Demands on Canadian Dairy

Source: Dairy Farmers of Canada

The fourth round of the North American Free Trade Agreement (NAFTA) talks has wrapped up. The latest round contained several 'bombshell' proposals from the Americans, reportedly viewed as complete non-starters by Canada and Mexico. As noted widely in the media, these proposals contained asks relative to dairy – among others, one concerning the U.S. having a veto over future Canadian domestic dairy policy decisions, and also requesting the total elimination of tariffs on supply managed goods over ten years.

Needless to say, Dairy Farmers of Canada (DFC) views any such proposal as completely outrageous, and the Government of Canada has publicly stated that they share the same view.

In addition to their asks on dairy, American negotiators also formally presented demands for U.S. content in autos, the gutting of the deal's dispute-resolution system and a sunset clause that would terminate NAFTA in five years unless the three countries agree to keep it. The United States had previously laid out a demand to restrict Canadian and Mexican access to American government contracts. Both Canada and Mexico have indicated that they will not accept these proposals, as both view them as 'non-starters'.

Media are now speculating that NAFTA's fate may now hang on how flexible the U.S. is about its demands heading into the fifth round of talks, scheduled for Mexico City November 17-21. While the parties had wanted to reach a deal by December, U.S. trade representative Robert Lighthizer announced additional negotiation rounds will be scheduled during the first quarter of 2018. For these negotiations to succeed, the U.S. is going to have to respect Canadian and Mexican sovereignty and strive for an agreement that all three countries see as a 'win-win-win'. We invite you to read more

about DFC's thoughts on the re-negotiations by reading our latest post on the Farmers' Voice blog.

DFC was on the ground for the latest round of negotiations, as we have for all previous rounds. The Prime Minister and his cabinet have clearly and publically expressed their support and willingness to defend the dairy industry and supply management, and we remain confident they will stay true to their word. DFC continues to work closely with the Government on this file, and will continue to monitor this as it unfolds.

### Sign up for Updates to your Inbox!

What to hear information first? Sign up for email updates from Alberta Milk. You can sign up at [albertamilk.com](http://albertamilk.com) or on the Member's only page. Updates range from quota information to current issues and events that affect you. You can also email Karlee at [kconway@albertamilk.com](mailto:kconway@albertamilk.com) to sign up.

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## SM5 Farm Tour

Source: Karlee Conway, Communications Specialist, and Alberta Chicken Producers

Alberta Supply Management (SM5) hosted a MLA farm tour on October 6 to a turkey farm. SM5 is comprised of Alberta Chicken Producers, Alberta Hatching Egg Producers, Egg Farmers of Alberta, and Alberta Milk and we all work together to lobby for supply management in Alberta.

The tour was co-hosted by MLA Colin Piquette (lead on Alberta rural caucus) at Hinke and Marc Therrien's turkey farm. The tour provided a great opportunity for our supply managed commodities to showcase our industries, share stories of family-farms, and demonstrated the contributions our farms make to the economy communities in Alberta.

MLAs in attendance included:

- Annie McKittrick MLA for Sherwood Park
- Colin Piquette MLA for Athabasca-Sturgeon-Redwater
- Trevor Horne MLA for Spruce Grove-St. Albert
- Estefania Cortes-Vargas MLA for Strathcona-Sherwood Park
- Barb Miller MLA for Red Deer-South
- Jessica Littlewood MLA for Fort Saskatchewan-Vegreville
- Bruce Hinkley MLA for Wetaskiwin-Camrose

Jamie Curran Assistant Deputy Minister of Livestock and Crops for the Alberta government, also attended on behalf of Alberta Agriculture and Forestry.

We would like to thank our SM5 partners for supporting this event, Alberta Counsel, and all of the MLAs that took time out of their day to learn about the value of local food and the farmers that grow it.



### deadlines

**quota transfers**  
Nov. 16, at 4:30 p.m.

**credit transfers**  
Nov. 23, at 4:30 p.m.

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Fresh, springing & open heifers for sale. **Phone 403-556-0842.**

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## Local Dairy Scientist Receives Award

Source: American Dairy Science Association

The American Dairy Science Association® (ADSA®) is pleased to announce Masahito Oba as the 2017 recipient of the Nutrition Professionals Inc. Applied Dairy Nutrition Award. The award was presented at the ADSA Annual Meeting in Pittsburgh, Pennsylvania.

The award was created to stimulate and recognize outstanding achievement in research, teaching, extension, or industry in applied dairy nutrition. The winner must have made significant contributions to the dairy industry in the area of applied dairy nutrition in one or more areas, such as applied nutrition research related to improved production efficiency, reproductive function, or herd health; integration of innovative nutritional management practices into profitable management systems; or education (including technology transfer and extension) and application of nutritional information to students, producers, and the public. He or she must have made the contribution within 10 years prior to the year of the award and been a member of ADSA for at least five consecutive years.

Masahito Oba received a PhD degree from Michigan State University and worked as a postdoc at the University of Maryland and the UDSA. In 2004, he was appointed assistant professor of dairy nutrition and management at University of Alberta, he was promoted to associate professor in 2008 and to full professor in 2014. Oba has developed a research program in feed evaluation and digestive physiology for dairy cattle with a primary focus on mitigating subacute rumen acidosis. He has secured more than \$10 million of research funding as principal investigator or co-applicant and has authored or coauthored 95 papers in peer-reviewed research journals.

It is with great pleasure that ADSA and Nutrition Professionals Inc. present Masahito Oba with the 2017 Nutrition Professionals Inc. Applied Dairy Nutrition Award.

## Free Lameness Consultation

Source: Morgan Hobin, proAction Coordinator

Alberta Milk continues to be committed to working with producers to reduce herd lameness. We are doing so by supporting the Lameness Reduction Initiative being funded through Growing Forward 2.

If you are interested in having a no-charge (until February 28, 2018) herd lameness consultation on your farm which will include a lameness risk assessment, please contact Laura Solano at 403-988-9780 or laurasolano@farmanimalcare.ca. For more information on the initiative, please see the article in the October 2017 *MilkingTimes* (page 8).

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## proAction® Update

Source: Morgan Hobin, proAction Coordinator

### Validations

Effective September 1, producers who had validations scheduled were required to be compliant with the Animal Care and Traceability modules, in addition to Food Safety (formerly CQM). Overall, the validations with the added modules have gone smoothly. An updated workbook and reference manual are available to producers either in hard copy or online.

### Animal Care

Holstein Canada (HC) has been contracted by Dairy Farmers of Canada (DFC) to conduct animal assessments on farm for the first two years of the program. The focus of the assessment is on herd body condition, gait scoring and assessing neck, knee and hock lesions. The HC assessors will provide producers with two documents:

1. a cattle assessment summary sheet
2. a cattle assessment detailed record.

To date, 178 Alberta producers have been assessed. Following the assessors visit, the producer will also receive a *peer report* from DFC. The first *peer report* acts as a benchmark for producers to see where they rank nationally, at that period in time, in each of the categories. Once data for all of the herds across Canada has been collected, DFC is planning to create specific industry targets. These targets will then be used by producers to compare to their farm. Assessments will be conducted every two years.

### Traceability

Dairy animal birth dates, move in events, tag retirements and any export actions are required to be recorded *and* reported. They are to be reported to the Canadian Livestock

Traceability System. Currently, the CCIA Mobile Field Reps across the province are available to assist producers, including setting up accounts or entering farm data.

### Internal Audit

In September, DFC conducted an internal audit of Alberta Milk. All proAction Provincial Delivery Agents (PDAs) are audited every five years. The purpose of the audit is to confirm that those responsible for proAction in their province are following program delivery procedures and meeting national requirements. This process also ensures there is consistency amongst how provinces deliver the proAction to their dairy producers.

### Down the Track

Over the next few months, due to the positive feedback and requests from producers, Alberta Milk will be holding more Animal Care/Traceability workshops across the province. These workshops will also include how to use the National Electronic Administrative System to submit self-declarations, develop SOPs and how to report Traceability events on the Canadian Livestock Tracking System (CLTS). Dates and locations will be announced through Alberta Milk communications – so stay tuned!

### Electronic Cattle Assessments

Dairy Farmers of Canada and/or Alberta Milk will be posting your cattle assessment report electronically to your account on NEAS (National Electronic Administration System) in the same manner as your proAction validation reports are posted.

To set up an account or if you have any questions, please contact Morgan Hobin at [mhobin@albertamilk.com](mailto:mhobin@albertamilk.com) or 780-577-3318.



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# Dairy Production Statistics

| Producer Pool Additions/Deductions September 2017 |                |                   |
|---|----------------|-------------------|
|   | Additions (\$) | Deductions (\$)   |
| Audit Adjustment                                  | 0.00           | 0.00              |
| Bulk Tank Callibration                            | 0.00           | 2,580.00          |
| Discarded   | 0.00           | 50,858.95         |
| PLR   | 19,401.46      | 160,534.72        |
| Interest  | 6,122.86       | 222.28            |
| Metering  | 60,455.90      | 0.00              |
| Organic   | 28,243.47      | 0.00              |
| Trucking  | 0.00           | 2,500.00          |
| Violations  | 83,115.44      | 0.00              |
| <b>Average Deductions per Kg Total Solids</b>     |                | <b>(\$0.0023)</b> |

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

| Class 5 Prices (\$/kg) November 2017 |                            |         |              |
|--------------------------------------|----------------------------|---------|--------------|
| Milk Class                           | Butterfat                  | Protein | Other Solids |
| Class 5a                             | 7.7335                     | 4.3472  | 0.6261       |
| Class 5b                             | 7.7335                     | 1.8287  | 1.8287       |
| Class 5c                             | 8.3310                     | 1.4091  | 1.4091       |
| Class 5d                             | contract by contract price |         |              |
| Class 4m                             | contract by contract price |         |              |

| Provincial Average Components September 2017 |              |
|--|--------------|
| Butterfat                                    | 4.0617 kg/hl |
| Protein                                      | 3.3228 kg/hl |
| Other Solids                                 | 5.7335 kg/hl |

| Average Milk Prices |           |
|---------------------|-----------|
| Month               | TPQ \$/hL |
| Sep 2017            | 77.11     |
| Aug                 | 75.05     |
| July                | 76.36     |
| 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     |

| 2017-18 Quota Exchange and Credit Deadlines |                               |                |
|---|-------------------------------|----------------|
| Quota Transfer Deadline Date                | Credit Transfer Deadline Date | Effective Date |
| Nov. 16, 2017                               | Nov. 23, 2017                 | Dec. 1, 2017   |
| Dec. 15, 2017                               | Dec. 22, 2017                 | Jan. 1, 2018   |
| Jan. 17, 2018                               | Jan. 24, 2018                 | Feb. 1, 2018   |
| Feb. 14, 2018                               | Feb. 21, 2018                 | Mar. 1, 2018   |
| Mar. 16, 2018                               | Mar. 23, 2018                 | Apr. 1, 2018   |
| Apr. 16, 2018                               | Apr. 23, 2018                 | May 1, 2018    |
| May 17, 2018                                | May 24, 2018                  | June 1, 2018   |
| June 15, 2018                               | June 22, 2018                 | July 1, 2018   |
| July 17, 2018                               | July 24, 2018                 | Aug. 1, 2018   |
| Aug. 17, 2018                               | Aug. 24, 2018                 | Sep. 1, 2018   |
| Sep. 17, 2018                               | Sep. 24, 2018                 | Oct. 1, 2018   |
| Oct. 17, 2018                               | Oct. 24, 2018                 | Nov. 1, 2018   |
| Nov. 16, 2018                               | Nov. 23, 2018                 | Dec. 1, 2018   |

| Provincial Milk Quality Averages |                        |                          |
|----------------------------------|------------------------|--------------------------|
| Month                            | Bacteria Average (IBC) | Somatic Cell Count (SCC) |
| Sep 2017                         | 20,579                 | 201,241                  |

# Dairy Production Statistics



| Quota Exchange<br>Daily Production Quota |                   |                    |
|--|-------------------|--------------------|
|  | Total Transferred | Clearing Price/kg  |
| <b>Nov 2017</b>                          | <b>104.50</b>     | <b>\$36,990.00</b> |
| Oct                                      | 105.91            | \$38,000.00        |
| Sep                                      | 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           |

| Underproduction Credit Transfers |                  |                     |
|----------------------------------|------------------|---------------------|
| Month                            | Kg               | Price\$/eligible kg |
| <b>Oct 2017</b>                  | <b>83,041.16</b> | <b>\$2.91</b>       |
| Sep                              | 97,060.07        | \$5.05              |
| Aug                              | 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              |

| Quota and Milk Production Summary (BF kg) |          |             |           |           |           |
|---|----------|-------------|-----------|-----------|-----------|
| Month                                     | August   | September   | October   | November  | December  |
| Status                                    | Official | Pre-Pooling | Projected | Projected | Projected |
| <b>Alberta</b>                            |          |             |           |           |           |
| Butterfat Production (kg/day)             | 84,799   | 85,942      | 87,394    | 89,184    | 90,994    |
| Producer Quota (kg/day)                   | 88,695   | 89,757      | 90,808    | 91,553    | 94,184    |
| Provincial Quota (kg/day)                 | 83,195   | 84,859      | 86,556    | 88,287    | 88,287    |
| Producer Quota + Incentive Credits        | 88,562   | 90,516      | 92,140    | 94,173    | 91,135    |
| Cumulative Position (%)                   | -4.96%   | -5.30%      | -5.60%    | -5.79%    | -6.07%    |
| Producer Position (Days)                  | -9.50    | -9.85       | -10.29    | -10.63    | -10.21    |
| Provincial Position (Days)                | -17.56   | -18.63      | -19.58    | -20.20    | -20.68    |
| Penalty (kg)                              | 0        | 0           | 0         | 0         | 0         |
| <b>Western Milk Pool</b>                  |          |             |           |           |           |
| Butterfat Production (kg/day)             | 241,829  | 247,299     | 252,558   | 258,403   | 263,469   |
| Pool Quota (kg/day)                       | 252,013  | 255,030     | 258,014   | 260,131   | 267,608   |
| Cumulative Position (%)*                  | -5.19%   | -5.42%      | -5.58%    | -5.60%    | -5.71%    |
| 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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## Production Update

Source: Jonathan Ntoni, Policy Analyst

Production is still very strong in Alberta. Daily average volumes have increased by 7.9% in September 2017 compared to same month last year. There has also been +8.4% growth in provincial daily average BF production in September 2017 when compared year over year. Alberta is expected to hit its seasonal lowest average daily production volume of about 2.1 million litres per day for the dairy year in October.

The province's cumulative quota position (CPQ) however, is still on a downward trend and is forecasted to start on a steady rise by January 2018 considering all the quota, incentive-days and flexibility limit adjustments approved by the Board. Alberta's August 2017 CQP was at -4.96% and it is projected to drop further to about -5.30% in September. Producers are currently at 9.5 days behind in their production on average while the province is over 17.5 days behind.

To encourage more production, producers are reminded of the incentive days currently in place and the 2% per month quota issuance increase approved for October and November 2017. There are 2 incentive days in place per month from October and November and 1 day each for December 2017 and January 2018.

Producers are once again reminded of the impending adjustment to their lower flexibility limit. Effective December 1, 2017, Alberta producers will be operating with a +10/-25 days flexibility band and this will further change to +10/-20 days effective March 1, 2018.

## Is 3% is Good Enough?

Source: Karlee Conway, Communications Specialist

Through the magic of technology, we have the ability to see how many of farmers have sent a letter to their MP about their proposed changes to Canada's Food Guide. Across Canada, we're at about three per cent.

### The issue

Health Canada is proposing to reduce dairy's footprint in Canada's Food Guide. They are proposing eliminating the dairy and alternatives category, as well as labelling many varieties of dairy as unhealthy.

DFC labelled this issue as "bigger than NAFTA". Agree or not, the long-term harm this could do is undeniable. How far will this road take us? Will this start a general trend towards dairy simply being a replaceable part of our diet?

We are not going to let that happen. Science (and ironically Health Canada) has repeatedly proven dairy is a healthy source of nutrition. We want to keep Canadians healthy and keep our rural communities strong by ensuring that dairy is a staple in our diets.

We need to let our MPs know that Canadians are NOT ok with these proposed changes.

### What do you have to do?

1. Go to [KeepCanadiansHealthy.ca](http://KeepCanadiansHealthy.ca)
2. Fill in your name, email and postal code.
3. Read the pre-drafted letter to your MP.
4. Press send.

Let's get that number up. Please send a letter and let's send a message that dairy isn't going anywhere.

## PRODUCER FORAGE SEMINARS

Hear from experts on how to get more value from your forages!

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| <p><b>Seminar Dates</b><br/> November 28, 2017 – Lethbridge<br/> November 29, 2017 – Lacombe<br/> November 30, 2017 – Barrhead<br/> Lunch is provided by Nutrisource</p> | <p><b>Topics Include:</b><br/> • Highly Digestible Forage Production<br/> • Why Plant Corn?<br/> • Successful Silage Management</p> | <h2>RSVP</h2> <p><b>For more details, please contact:</b><br/> <b>Christine Terpsma</b><br/> p: 403-681-6411<br/> e: <a href="mailto:Christine.terpsma@nutrisource.ca">Christine.terpsma@nutrisource.ca</a></p> |
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Space is limited - RSVP by Nov. 21, 2017 to secure your seat!