



May 2018

# milking TIMES

Published monthly for dairy farmers in Alberta and our industry partners

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## Chairman's Message

Source: Tom Kootstra, Chairman

As we near the end of April it appears that spring has finally arrived. The good news about the late arrival of spring is that the attendance at our Spring Producer Meetings was extremely good. Having good attendance enhances the meetings and the dialogue that happens between producers.

During the producer meetings we focused on explaining the dynamic of the balance between production and processing and the impact it is having on producer blend price. Work continues at both the regional and national level to increase processor capacity and balance the farm production. We will closely monitor the production in Alberta to assess if the quota adjustments we have made are enough. At the national level, the three per cent temporary growth allowance put in place to help fill butter stocks has been removed effective May 1, 2018. The desired stock level of 35,000 tonnes may exceed 40,000 tonnes by July 31, 2018. With the reduction of the growth allowance, the decision was also made to put the flexibility limits back in place at the provincial and pool level. Without production disciplines, the flexibility limits have no impact. Effective June 1, the upper limit of +0.5 per cent and -1.5 per cent lower limit are reinstated. This change will result in the WMP losing credits. Also, this past week the P5 Pool announced a global quota decrease of -1.5 per cent effective May 1. The P5 also reduced the number of incentive days issued to producers. For the last year, the P5 has been over production so this adjustment is needed in order for the P5 to meet the upper flexibility limit.

The message for all producers is that we all need to produce as close as possible to our quota holdings.

In addition to quota discussed at Spring Producer Meetings, I would like to thank Boris Makale from the Workers Compensation Board (WCB) for his presentation on agriculture's involvement in WCB. His topic was well received and generated good discussion. If there is a topic you would like addressed during the producer meetings, please let the office or your local delegate know and can try to arrange a speaker to take part in one of our upcoming meetings.

Finally, I want to once again reflect on the issue of liability. While I addressed this issue in the February and March *MilkingTimes* and at the producer meetings, I want to be clear on what is happening. The issue is when something happens on a single farm that causes a contamination issue and impacts the processor. Alberta Milk has and will always work collectively on behalf of producers if a processor does not pay for the milk they have received. However, we have limited authority to take the necessary action when something happens on your farm. As there was support to have Alberta Milk look at options, we will take that into consideration – but in the interim I still encourage all producers to assess your own risks.

## 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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## Spring Producer Meetings

Source: Mike Southwood, General Manager

The late spring this year contributed to the excellent turn out to the Spring Producer Meetings with approximately 435 participants attending the meetings. Overall, 242 of the 521 farms (46 per cent) were represented.

As noted in the message from the chairman on page 1, we were pleased with the participation of the Workers Compensation Board (WCB). The presentation on who needs WCB and the benefits of enrolling under the WCB were reviewed. The presentation was very interactive and generated a lot of good discussion.

In three of the meetings there was a call for the Board to look further into pooled liability insurance in the event of milk contamination issue that results in dairy product contamination or a product recall. The Board will consider the request and provide information to producers on any action being proposed.

Members in the Central Regional also requested that the Board investigate the option for producers to donate milk to local food banks. Similar programs are offered in Manitoba and Ontario. A key component of this type of program is finding a processor that will also support the donation of processing and distribution of finished products.

The other key topic of discussion focused on trade, marketing and nutrition education. It was noted that the company hired by DFC to assess and monitor the marketing campaigns, IMI International, is a globally recognized marketing consultancy which specializing in evaluation of marketing efforts that will be presenting at the Alberta Milk AGM this November. Plan to attend if you would like more information on the impact of the DFC marketing campaigns.

## Open Your Doors this August

Source: Karlee Conway, Communications Specialist

Alberta Open Farm Days is a collaborative, province-wide, two-day event that gives Albertans an opportunity to experience the farm and understand where their food comes from. This year, the event will take place on August 18th and 19th.

### New This Year

Alberta Milk will be offering \$500 towards any dairy farms that participate. We understand that there is significant time spent to prep your farm and potentially take time away from other things you may have been doing. This honorarium will help relieve some of those barriers. You must confirm your attendance with Karlee from Alberta Milk at [kconway@albertamilk.com](mailto:kconway@albertamilk.com) or 780-577-3305.

**The deadline to register is May 31.**

Find out more information at [albertafarmdays.com](http://albertafarmdays.com).

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## Summary of the Western Canadian Dairy Seminar

Source: David Christensen, University of Saskatchewan

Another great week of information for dairy producers and all associated with the industry. The theme was "Achieving Dairy Excellence" and as usual there was great attendance with 889 registered.

The lead off presentation was by Gwyn Jones, Board Member of The UK Agricultural and Horticulture Development Board. He compared challenges to the British and Canadian dairy industries. These included satisfying consumer demands such as product quality, animal welfare and, responsible minimal use of antibiotics.

Harvey Anderson gave an insightful review and interpretation of the Canadian Food Guide. He was critical of the level of knowledge in the medical community of foods and health related to nutrition. He made the case that milk is not just a nutrient source, but is a functional food with benefits based on bioactive compounds that influence metabolism including appetite control and reduced blood sugar levels.

Managing dairy cows with less antibiotic use was a presentation that focused on prevention of infection rather than treatment. It was reported that animals are not the main source of antimicrobial resistance, and that best management practices improved productivity and also reduced antibiotic use. Prudent use of antimicrobials is important to human and animal health and is a component of the One Health initiative. One Health is a collaboration of all human and animal health professionals worldwide intended to improve the health of all.

The need to provide dairy worker training and to provide motivation was covered in several presentations. A major theme was the need for effective communication. Workers expect and appreciate training that is adapted their mindset.

Jan Hulsen (Netherlands) is recognized as an originator and promotor of the Cow Signals management system. He emphasized the need for facilities that allow cows to rest for at least 12 hours daily and that soft deep bedding is beneficial. He explained the value of new sensor (biosensor) technology to monitor individual cow health and metabolism. David Kelton (Guelph) expanded on the health status of Canadian dairy cows, the need for biosecurity and the need to improve milk quality.

Several presentations reviewed management and feeding of fresh cows and the role of fatty acid sources, amounts and ratios influencing dry matter intake, and NDF digestibility.

Lameness remains a significant problem in dairy herds with some estimates by hoof trimmers that 40 to 70% of cows are affected. Thin cows are more susceptible, perhaps due to less padding in the foot. Early detection, hoof trimming and appropriate treatment including use of blocks were recommended. The three member producer panel demonstrated the high level of management, cow health and production that can be achieved with herds ranging from 120 to 600 cows in different housing and milking systems. A common theme was comfortable housing, early detection and solutions to problems, and dedication to a daily routine of good consistent management.

Plan early to attend the next WCDS March 5-8, 2019 in Red Deer, Alberta.



### deadlines

#### quota transfers

May 17, at 4:30 p.m.

#### credit transfers

May 24, at 4:30 p.m.

### services

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Holstein heifers, fresh or springing. **Phone 403-330-9558.**

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Breeding age bulls available from top sires with high LPI and production. Tested for semen, Leukosis and BVD. Also, milking heifers and embryo's available. **Phone 403-315-4536.**

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

Breeding age Holstein bulls from dams scored VG/EX/ME and sired by high ranking sires. Semen tested and delivery avail. **Phone 780-689-9576.**

Milking heifers, springing heifers and milking cows. **Phone 403-507-9030.**

Two fresh heifers and one 2nd calver. **Phone Ken at 780-718-5635.**

## New Local Food Act

Source: Alberta Agriculture and Forestry (AAF) and Karlee Conway, Alberta Milk

The Alberta government is taking new steps to raise the profile of local food producers, and supporting the province's \$1-billion local food industry by tabling the *Supporting Alberta's Local Food Sector Act*.

The proposed legislation would:

- raise the profile of the local food industry
- strengthen consumer confidence
- identify solutions to challenges facing producers and processors
- support sustainable growth in the agriculture and food processing sector

The legislation would include the establishment of a Local Food Council which would identify options to help address challenges affecting growth in the local food sector.

As well, a new Alberta Local Food Week would be held the third week of August to celebrate and promote local foods. This would tie in with the popular Open Farm Days program that offers Albertans the opportunity to visit local farms to get a better understanding of where their food comes from.

Under the proposed legislation, the province would also adopt the Canadian Organic Standard for organic foods produced and marketed in Alberta. This would help to improve consumer confidence that foods labelled "organic" are meeting a consistent and

nationally recognized standard. Organic regulations will come into effect in 2019. Government engaged with a wide variety of stakeholders that identified opportunities for the local food industry in the areas of market development, consumer awareness and education, policy and collaboration, access to capital and regulations.

### What does this mean for dairy?

Alberta Supply Management (SM5) is welcoming this new legislation and has provided feedback for Alberta Agriculture and Forestry. We anticipate an opportunity to partner with AAF to endorse supply management messaging and that your dairy and poultry is locally produced.

### Breakfast on the Dairy Farm

Come and support your local dairy farmers! Central Alberta will be hosting their 6<sup>th</sup> annual breakfast on the dairy farm on June 23 from 8-12 PM located at Van Der Gun Dairy, west of Innisfail. Directions will be posted at [albertamilk.com](http://albertamilk.com) starting at the beginning of June.

The southern Alberta Breakfast on the Dairy Farm will be taking place August 11 at Airport Dairy. Stay tuned for more details!



## Hoekstra Livestock

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Gathering **Holstein cows, bulls and open heifers** on a weekly basis; cattle will be collected at **Burnt Lake Livestock Market** off 67<sup>th</sup> Street in Red Deer, Alberta.

- Heavy milking cows and slow walking cows will be sorted and dispatched same day. Animals not suitable for travel will be slaughtered locally.
- Open and or non-breedable heifers will be sorted and sold to feedlots.
- All animals collected will be sold at contracted weekly rail pricing.
- Assisted drop off available at Burnt Lake Livestock Market on Wednesday until 10:00 pm.
- Pick up available on pre-arranged time and cost per head or per load.

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## Workshop Reviews

Source: Morgan Hobin, proAction Coordinator

### Cattle Handling Workshops

On March 12-15, Alberta Milk with the support of four local auction marts, hosted a series of Cattle Handling Workshops in Picture Butte, Westlock, Olds, and Ponoka. Renowned stockman Curt Pate, livestock transport industry specialist Bill Chesney, and dairy veterinarians Derk Pierik, Trevor Hook and Amy Martell shared their experience and knowledge with participants.

Fundamental cattle handling principles were discussed, primarily how dairy animals are considerably different than their beef counterparts and how those differences must be taken into consideration. Hauling practices were examined and participants had the chance to explore a cattle liner, which brought the conversation into perspective.

Compromising situations were also reviewed. At times, cattle get themselves into challenging situations and it never seems to be the same way twice. Therefore it is imperative that producers have the decision-making capabilities to assess the situation and address the needs of the animal in a timely, safe and appropriate manner. Plastic goat dummies were used for practice in order to demonstrate where and how one might tie a rope, place a chain and/or manipulate a limb of an animal that is in a precarious position.

An additional hands-on component was also added to this series. Livestock were present at each location and were used to demonstrate the handling concepts being presented. Participants were given the opportunity to load the cattle into a stock trailer in order to get a "feel" for proper positioning and movement.

### Back to Basics Workshops

Alberta Milk, in coordination with industry partners Holstein Canada (HC), CanWest DHI and the Canadian Cattle Identification Agency (CCIA), presented a series of workshops in Lethbridge, Red Deer, Leduc and Barrhead from March 26-29. The theme of the series was to revisit the basic information that

producers need to know about the two newer proAction® modules: Animal Care and Traceability.

A plethora of information has been shared with producers about proAction. This workshop series created the opportunity to provide clarity by having service providers that play an important role in proAction together in the same room.

Alberta Milk's proAction coordinator, Morgan Hobin, reviewed the Animal Care and Traceability module requirements.

Morgan Sangster, western Canada Field Representative for HC, highlighted services such as their administration and distribution of the National Livestock Identification tags, submission of birth records to the Canadian Livestock Tracking System (CLTS) through animal registrations, animal assessment services contracted through Dairy Farmers of Canada, and how breed improvement strategies can link to best practices in order to address proAction elements.

Trevor Fischer from CanWest DHI described the services that DHI and DairyComp provide for producers in order to be compliant with proAction Traceability. He also clarified that the DairyComp TRACE module is currently compliant in regard to the RECORDING component only. Dairycomp is currently not sending the information to CLTS, and therefore not meeting the REPORTING element.

Lastly, as part of their final piece of business before their funding concluded, CCIA Mobile Field Representatives presented on current and proposed provincial and federal traceability regulations.



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# Dairy Production Statistics

| Producer Pool Additions/Deductions<br>March 2018 |                |                   |
|--|----------------|-------------------|
|  | Additions (\$) | Deductions (\$)   |
| Audit Adjustment                                 | 0.00           | 0.00              |
| Bulk Tank Callibration                           | 0.00           | 3,410.00          |
| Discarded  | 0.00           | 44,296.48         |
| PLR  | 219,166.82     | 162,994.84        |
| Interest   | 15,967.30      | 234.28            |
| Metering   | 56,409.86      | 0.00              |
| Organic  | 29,047.06      | 0.00              |
| Trucking   | 0.00           | 2,300.00          |
| Violations                                       | 62,780.22      | 0.00              |
| <b>Average Deductions per Kg Total Solids</b>    |                | <b>(\$0.0183)</b> |

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

| Class 5 Prices (\$/kg)<br>May 2018 |                            |         |              |
|------------------------------------|----------------------------|---------|--------------|
| Milk Class                         | Butterfat                  | Protein | Other Solids |
| Class 5a                           | 6.9202                     | 4.8673  | 0.1635       |
| Class 5b                           | 6.9202                     | 1.4916  | 1.4916       |
| Class 5c                           | 7.4372                     | 1.1153  | 1.1153       |
| Class 5d                           | contract by contract price |         |              |
| Class 4m                           | contract by contract price |         |              |

| Provincial Average Components<br>March 2018 |              |
|---|--------------|
| Butterfat                                   | 4.1437 kg/hl |
| Protein                                     | 3.3476 kg/hl |
| Other Solids                                | 5.7426 kg/hl |

| Average Milk Prices |              |
|---------------------|--------------|
| Month               | TPQ \$/hL    |
| <b>Mar 2018</b>     | <b>77.05</b> |
| Feb                 | 75.03        |
| Jan                 | 77.29        |
| Dec                 | 77.08        |
| Nov                 | 79.91        |
| Oct                 | 79.26        |
| Sep                 | 77.11        |
| Aug                 | 75.05        |
| July                | 76.36        |
| June                | 78.49        |
| May                 | 79.94        |
| Apr                 | 81.02        |

| 2017-18 Quota Exchange and Credit Deadlines |                               |                |
|---|-------------------------------|----------------|
| Quota Transfer Deadline Date                | Credit Transfer Deadline Date | Effective Date |
| 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) |
| March 2018                       | 26,794                 | 192,159                  |

# Dairy Production Statistics



| Quota Exchange<br>Daily Production Quota |                   |                   |
|--|-------------------|-------------------|
|  | Total Transferred | Clearing Price/kg |
| <b>May 2018</b>                          | <b>88.63</b>      | <b>\$40,375</b>   |
| Apr                                      | 193.08            | \$39,675          |
| Mar                                      | 51.09             | \$38,130          |
| Feb                                      | 119.02            | \$36,500          |
| Jan                                      | 127.80            | \$35,900          |
| Dec                                      | 132.20            | \$35,925          |
| Nov                                      | 104.50            | \$36,990          |
| Oct                                      | 105.91            | \$38,000          |
| Sep                                      | 166.98            | \$38,625          |
| Aug                                      | 103.67            | \$38,005          |
| July                                     | 44.80             | \$37,505          |
| June                                     | 105.90            | \$37,500          |

| Underproduction Credit Transfers |                  |                     |
|----------------------------------|------------------|---------------------|
| Month                            | Kg               | Price\$/eligible kg |
| <b>April 2018</b>                | <b>85,421.27</b> | <b>\$9.45</b>       |
| Mar                              | 102,184.00       | \$6.90              |
| Feb                              | 99,197.91        | \$4.82              |
| Jan                              | 106,192.39       | \$3.96              |
| Dec                              | 115,276.91       | \$2.36              |
| Nov                              | 92,875.08        | \$2.14              |
| Oct                              | 83,041.16        | \$2.91              |
| 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              |

| Quota and Milk Production Summary (BF kg)          |          |             |           |           |           |
|--|----------|-------------|-----------|-----------|-----------|
| Month  | February | March       | April     | May       | June      |
| Status   | Official | Pre-Pooling | Projected | Projected | Projected |
| <b>Alberta</b>                                     |          |             |           |           |           |
| <b>Butterfat Production (kg/day)</b>               | 94,618   | 93,992      | 92,015    | 91,615    | 90,725    |
| <b>Provincial Quota (kg/day)</b>                   | 90,712   | 89,342      | 83,074    | 85,787    | 90,028    |
| <b>Producer Quota (kg/day)</b>                     | 90,135   | 90,504      | 90,504    | 89,599    | 89,599    |
| <b>Producer Quota + Incentive Credits (kg/day)</b> | 90,135   | 90,504      | 90,504    | 89,599    | 89,599    |
| <b>Cumulative Position (%)</b>                     | -5.09%   | -4.63%      | -1.16%    | -0.61%    | -0.54%    |
| <b>Producer Position (Days)</b>                    | -7.01    | -5.71       | -5.29     | -4.73     | -4.43     |
| <b>Provincial Position (Days)</b>                  | -18.21   | -16.90      | -4.55     | -2.30     | -1.96     |
| <b>Penalty (kg)</b>                                | 0        | 0           | 0         | 0         | 0         |
| <b>Western Milk Pool</b>                           |          |             |           |           |           |
| <b>Butterfat Production (kg/day)</b>               | 268,164  | 267,168     | 264,056   | 261,989   | 259,272   |
| <b>Pool Quota (kg/day)</b>                         | 257,742  | 253,849     | 236,040   | 243,749   | 255,798   |
| <b>Cumulative Position (%)*</b>                    | -4.97%   | -4.51%      | -1.08%    | -0.47%    | -0.36%    |
| <b>Penalty (kg)</b>                                | 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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Find out about the Jersey Breed on JerseyWest's website at [jerseycanada.com/jerseywest](http://jerseycanada.com/jerseywest).

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Business, Succession, New Entrant Assitance Plans. Refinancing proposals and lender negotiations. Art Lange PAg CAFA, 14 years experience, [art@ajlconsulting.ca](mailto:art@ajlconsulting.ca) [ajlconsulting.ca](http://ajlconsulting.ca) **Phone 780-467-6040.**

## Alberta Production and Quota Update

Source: Jonathan Ntoni, Policy Analyst

Production is gradually slowing down in Alberta due to the recent decisions by the Board in response to limited processing capacity in the WMP. Average daily production was 2.27 million litres at 4.14 kg/hl in March 2018 and it is expected to peak in June at 2.26 million litres at 4.02 kg/hl. The Board's decisions to slow down production included retracting the 2% quota increase that had been announced for March 2018; withdrawing the 1 incentive day for July 2018; and announcing a 1% quota cut effective May 1, 2018.

Underproduction credits are running out (producers' net quota position was -5.7 days at the end of March), thus credits have become very expensive to trade and this coupled with the Board's decisions listed above have effectively slowed down the production and projections for the remainder of the dairy year.

Current production forecast is showing a significant decline in terms of average monthly growth rate in volume. The average monthly growth rate in volume for the dairy YTD (i.e., from August to March) when compared over same period last year is +10.2%; and this has dropped to about +5.8% for the remainder of the dairy year (i.e., April to July) according to the current forecast numbers.

Alberta's average BF density trend is on the contrary showing some strong increase and this is likely an indication of producers' positive response to the 85/10/5 pricing policy.

Alberta, the WMP and the P5's cumulative quota positions (CQP) were: -5.09%, -4.97% and +4.71% respectively as at the end of February 2018.

## It's Time to Celebrate!

Source: Karlee Conway, Communications Specialist

Did you know June is Dairy Month? And that June 1<sup>st</sup> is World Milk Day? These are great opportunities to promote all things dairy. Here are some easy ideas to get more people talking about dairy:

- Post stories, photos or videos of life on the farm on social media. You'd be surprised how many people don't understand what you do!
- Share Alberta Milk, Dairy Farmers of Canada, any other provincial dairy board, dairy 4H club, or breed association's posts on Facebook.
- Promote the Breakfast on the Dairy Farm event in your area (details on page 4).
- Connect with your local school, church or community groups to speak about dairy farming.
- Clarify any misinformation. Remember: the comments on online stories matter! Don't be afraid to correct incorrect information there.
- Host a farm tour (and we can provide some swag!)



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|----------------------|--------------|
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| - Lac La Nonne       | - Starland   |
| - Enterprises Lavoie | - Springside |
| - Rainbow (Robot)    | - Sandhill   |
| - Scotford (Robot)   | - Hillview   |
| - High River         | - Ponteix SK |

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