



November 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 both a producer and as chairman of Alberta Milk, the trade agreement reached at the 11th hour of September 30, 2018 with the United States and Mexico, the US-Mexico-Canada Agreement (USMCA), has been top of mind for the last three weeks. I know that many of you feel the same based on the discussions I have had with my fellow producers and the calls received at the Alberta Milk office. I am not sure if the change in name for the agreement, whereby it is no longer referred to as a free trade agreement, was by design or just serendipitous – but for dairy it is truly not free.

The Canadian dairy industry and all of the supply managed sectors (eggs, turkey and chicken) have been negatively impacted by the new USMCA. For dairy, the impact means more market access to our domestic market, the removal of Class 7, restrictions on exports, and influence in Canadian dairy policy. As we look at each of these elements, we must remember that we are working from a draft text that is accessible on the American government's website. We have been informed by the government of Canada the final text is not yet finalized. As the deal was completed at the last hour, there was agreement that the text was subject to a legal review for accuracy, clarity, and consistency. While a lot of work is being done by Dairy Farmers of Canada with support from each of the member organizations the final impact will truly be measured once we have the final text.

The department of Agriculture and Agri-food Canada is estimating that new market access is equal to 3.59 per cent of Canada's milk production in 2017. The estimated loss is

approximately \$192 million/year. This new access when combined with the access that is already granted under CETA and CPTPP is estimated to equal 18 per cent of Canada's milk production. This is of course impactful on producers and processors as well. We also know that access is for a variety of products including fluid milk, cream, butter, cheese, yogurt and powders for both the further processing and retail markets.

The agreement also calls for the elimination of Class 7 (and Class 6 in Ontario) and the commitment to adopt measures that will limit any surplus skim milk on external world markets. This means the renewal of a structural surplus removal program by re-establishing an animal feed market and accepting caps on exports of skim milk powder, milk protein concentrates, and infant formula. These caps are applied globally not only across the North American market.

We are seeking clarity on the meaning of the clauses in the Annex 3-B that requires consultation with the US before introducing a new milk class, changing an existing milk class, introducing a new milk class price, or changing an existing milk class price. There is a lot of uncertainty and unanswered questions, but we will continue to work on gaining better insight.

We will continue to hold the Government accountable to offer a meaningful compensation program. Initial response from consumers has been supportive and we all need to work to retain their trust to buy Canadian dairy products.

our mission

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



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





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Board Report

Source: Mike Southwood, General Manager

Year-End Reporting

At the October 18, 2018 Board meeting, the Board reviewed the Strategic Priorities 2017-18 - Action Summary, the 2017-18 Risk Registry and the Year-End Summary of Operations which highlights the key activities and achievements of Alberta Milk for the 2017-18 fiscal period. Combined with the Auditor's Report and the audited financial statements, these reports provide the reference guide for directors on the achievements and financial health of the organization for the past year.

While meeting the key results of the business plan, the organization also had increased activity in dealing with several new challenges. Dominating these challenges was of course the NAFTA renegotiation. A lot of resources were utilized at Alberta Milk including the delegates, directors, other producer spokespeople, and staff were used to deal with the government relations and media as it related to the NAFTA renegotiations.

The five-year mandatory regulatory review has been ongoing throughout the year as we had to review all our regulations and all policies and procedures. The future direction for Dairy Farmers of Canada (DFC) has also been an important focus for the Board. The development of a new strategic plan and budget for DFC that all provincial members will adopt and support is essential. The communications with producers continues to be a highlight for Alberta Milk. The use of e-blasts that have a 30 per cent better than average read rate, our proAction and research workshops continue to attract very good participation from producers, and producer meetings are an illustration of the work done to meet our members needs.

2017-18 Financial Statements

The 2017-18 financial audit was completed in October. While all producers will receive a copy of the audited financial statements as part of the annual report, here are a few of the highlights.

- Milk production was 18,556,070 litres greater than budgeted – therefore assessment revenues were higher than budget by 2.35 per cent. It should be noted that milk volumes were 66,303,680 litres greater than the previous year (an increase of almost nine per cent) but the majority of that increase was accounted for as part of the assumptions when developing the budget.
- Total revenue for the year was \$692,201,683 compared the budget of \$669,475,184.
- Expenditures for the year totaled \$691,859,361 compared to the budget of \$670,033,838. The result was a slight surplus of \$342,322.

Full details will be provided at the annual general meeting in November. As a result of the increase in milk volumes, there is again no change to the producer administrative assessment. The audited financial statements will be provided in more detail at the AGM.

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2018 Alberta Milk Scholarship Program

Source: Daria Taylor, Corporate Operations Manager

The Alberta Milk Scholarship was created to help sustain the dairy industry as it encourages students who study dairy or a related agriculture discipline that furthers the dairy industry. Alberta Milk invests in the potential of youth by offering one \$1,000 scholarship that reward youth for their community contributions and ability to build sustainability in the dairy industry and, at the same time, create self-esteem and fuel success.

Program of Study

Any post-secondary program, although preference will be given to studies in dairy/agriculture or related field.

Selection Criteria

- Students must be from the immediate family of an Alberta Milk member in good standing or sponsored by an Alberta Milk member in good standing. In case of sponsorship, a letter from the sponsoring Alberta Milk member must accompany this application indicating why the student should be considered for the Alberta Milk Scholarship.
- The applicant's field of study will be given primary consideration. Dairy education will be given highest preference. Agriculture and occupations furthering the dairy industry will be given the next highest consideration.
- The applicant's essay, scholastic achievement, leadership skills, community involvement and work experience will also be evaluated.
- The scholarship application must include the student's most recent post-secondary transcript, a resume and the required essay. The transcript can be sent separately.
- The essay must be no longer than 500 words and address the following topic: Please share with the Selection Committee how you intend to use your education to benefit the future of Alberta's dairy industry. In addition to your education, highlight how your volunteer and leadership experiences will assist you in contributing to a vibrant dairy industry. Essays will be evaluated for content and quality of thought.

- If a letter of recommendation from a current instructor or professor is included, the committee will consider it.

Contact

Daria Taylor, Alberta Milk, 1303-91 Street SW, Edmonton, Alberta T6X 1H1, 780-577-3324 or toll-free at 1-877-361-1231 ext. 3324

Application Deadline

Please mail or courier all supporting documentation to the attention of Daria Taylor at the address provided above. The application and supporting documents must be received no later than 4:30 p.m. on December 28, 2018. Transcripts must be received by Jan 18, 2019 and include final first term marks.

New Clothing Alert!

Source: Kelsie Gilks, School and Agriculture Program Coordinator

Do you find yourself getting up for morning chores or milkings wishing you had something warm but not too bulky to layer under your coveralls? We've got you covered (no pun intended)! New to our Alberta Milk clothing line up are down-filled vests. The vests are lightweight and pack nicely into a small pouch (included with the vest), while still providing you with the warmth and comfort you need for Alberta winters. Colours and sizing are available online at store.albertmilk.com while quantities last.

Women S-XL \$45

Mens S-XXL \$45



deadlines

quota transfers

Nov. 16, at 4:30 p.m.

credit transfers

Nov. 23, at 4:30 p.m.

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Do you have your SOP's ready? Let me help! Flat rate, farm consultation and writing of proAction SOP's. **Casey Morey; BSc Ag/ Food Bus. Mgmt. at 780-307-5378 or cmorey@ualberta.ca**

Hoof Tec hoof trimming Now trimming with two hoof trimmers on one upright hydraulic chute. Phone **Matt Hofstra 780-387-8718**.





Groundswell of support for Canadian dairy farmers

Source: Dairy Farmers of Canada

Canadian dairy farmers can be proud of their work and Canadian consumers clearly stand behind them. Let's continue the conversation!

Ag Minister Defends Local Farmers

Source: Karlee Conway, Communications Specialist

On October 18, Minister of Agriculture and Forestry Oneil Carlier visited Schuurman Dairy Farm near Leduc.

While at the farm, he also participated in the Canadian milk challenge. The milk challenge is when you take a video of you saying why you support locally produced dairy, drink a glass of milk, and tag others to do so. The goal is to bring more awareness to the importance of Canadian dairy following the USMCA.



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

Breeding age Jersey bulls. Dams many generations. VG, EX + high LPI. Make Holstein heifers easy to freshen. Rochester, AB. **Phone 780-698-2267.**

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.**

Holstein/Jersey crossbred heifers. Due to calve starting Feb to March. **Phone 403-388-8834 ext. 204.**

Dairy farmers can rest assured that Canadians stand fiercely behind them. Following the announcement of the new USMCA, Canadian dairy farmers have been understandably upset, but the unexpected groundswell of support from Canadian consumers across the country helped alleviate the concerns.

In the weeks following the announcement, Dairy Farmers of Canada (DFC) and provincial dairy organizations have seen a significant increase in the number of calls and emails of consumers who want to support Canadian dairy farmers and ensure they are buying Canadian dairy products. The DFC logos have been shared widely on social media and several profile picture filters on Facebook have been created to further demonstrate support.

Dairy farmers across Canada have been doing a great job of garnering support and being active on social media. Ryan Wert from Ontario started a milk challenge similar to the "Ice Bucket Challenge" of years past with dairy farmers in their barns encouraging everyone to look for the aforementioned logos before drinking a glass of milk themselves. Bruce Sargent, also from Ontario, started a petition titled "Canadian Consumers Support Canadian Dairy Farmers" which, at the time of writing, has received over 6,100 signatures. Marianne Parvais from Manitoba asked her local grocery store to help promote Canadian dairy products resulting in the store to print out an infographic of the DFC logos, which is now displayed in the dairy case.

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proAction®: Compliance Policy

Source: Morgan Hobin, proAction® Coordinator

proAction® registration is a mandatory condition of a producer licence to ship milk. To remain in compliance with proAction, each producer must:

- ✓ submit their self-declaration by the due date
- ✓ address all Corrective Action Requests (CAR) on the validation report in time frame agreed upon with the proAction coordinator
- ✓ maintain all the required proAction records

A producer is in non-compliance after day 60 of the proAction Compliance Policy. This non-compliance could be due to a producer not completing the annual proAction validation or not effectively maintaining on-farm proAction records. A producer in non-compliance with proAction (Food Safety – CQM) is not eligible for the milk quality bonus in the month(s) they are in non-compliance.

Effective January 1, 2019, non-compliance applies to all proAction modules.

The Compliance Policy is a 16-month penalty timeline with a pay deduction beginning at Day 105. The policy is outlined in greater detail below and can be found on page 18 of the Alberta Milk Producer Policy Handbook.

- 1. Day 1:** Validation (Corrective Action Requests (CARs) due Day 30)
- 2. Day 30:** CAR deadline, assuming no CARs received (and verified), 30-day extension granted by phone and/or email (CARs due Day 60).
- 3. Day 60:** CAR deadline, assuming no CARs received (and verified), withdrawal warning notice sent by registered mail requesting CARs verified by 30 days (CARs due Day 90). Ineligible for monthly quality bonus.

4. Day 90: CAR deadline, assuming no CARs received (and verified), withdrawal letter sent by registered mail stating proAction registration will be withdrawn if CARs not received in 14 days (CARs due Day 105).

5. Day 105: CAR deadline, assuming no CARs received (and verified), a withdrawal letter will be sent by registered mail stating proAction registration and producer licence will be withdrawn. The producer must re-apply for proAction registration and beginning with the month in which re-application falls, a penalty of “2 per cent of gross monthly pay” will apply until proAction registration has been obtained (which is dependent on outstanding CARs being verified) or until the 365th day (12th month).

6. Day 365: assuming proAction registration has not been obtained the penalty will escalate to “four per cent of gross monthly pay”.

7. Day 395: assuming proAction registration has not been obtained the penalty will escalate to “15 per cent of gross monthly pay and producer licence suspension may apply” for this month and the subsequent month (beginning Day 455).

9. Day 485 (16 months): assuming proAction registration has not been obtained the penalty will remain at “15 per cent of gross monthly pay” and “producer licence cancellation may apply” for this month.

Once your proAction validation is completed on-farm, Alberta Milk’s proAction coordinator will follow-up with you as soon as possible to outline expectations about the timelines for any assigned CARs. If at any time you have questions about the CARs assigned or details about non-compliance, please contact Morgan Hobin at 780-577-3318.



for sale cont'd

5G bull, 1.5 years old.
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Purebred registered Holstein bull of breeding age.
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Dairy Production Statistics

Producer Pool Additions/Deductions September 2018		
	Additions (\$)	Deductions (\$)
Audit Adjustment	0.00	0.00
Bulk Tank Callibration	0.00	2,425.00
Discarded	0.00	22,673.72
PLR	11,242.07	161,805.42
Interest	14,622.67	82.39
Metering	61,952.94	0.00
Trucking	0.00	1,850.00
Violations	46,839.43	0.00
Average Deductions per Kg Total Solids		(\$0.0062)

Average Milk Prices	
Month	TPQ \$/hL
Sep 2018	79.77
Aug	77.55
July	77.44
June	75.34
May	76.58
April	77.54
Mar	77.05
Feb	75.03
Jan	77.29
Dec	77.08
Nov	79.91
Oct	79.26

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

Class 5 Prices (\$/kg) October 2018			
Milk Class	Butterfat	Protein	Other Solids
Class 5a	7.3124	5.7566	0.6030
Class 5b	7.3124	1.9547	1.9547
Class 5c	6.5674	1.4860	1.4860
Class 5d	contract by contract price		
Class 4m	contract by contract price		

2018-19 Quota Exchange and Credit Deadlines		
Quota Transfer Deadline Date	Credit Transfer Deadline Date	Effective Date
Dec. 14, 2018	Dec. 17, 2018	Jan. 1, 2019
Jan. 17, 2019	Jan. 24, 2019	Feb. 1, 2019
Feb. 14, 2019	Feb. 21, 2019	Mar. 1, 2019
Mar. 18, 2019	Mar. 25, 2019	Apr. 1, 2019
Apr. 16, 2019	Apr. 23, 2019	May 1, 2019
May 17, 2019	May 24, 2019	June 1, 2019
Jun. 17, 2019	Jun. 24, 2019	July 1, 2019
Jul. 17, 2019	Jul. 24, 2019	Aug. 1, 2019
Aug. 16, 2019	Aug. 23, 2019	Sep. 1, 2019
Sep. 16, 2019	Sep. 23, 2019	Oct. 1, 2019
Oct. 17, 2019	Oct. 24, 2019	Nov. 1, 2019
Nov. 18, 2019	Nov. 25, 2019	Dec. 1, 2019

Provincial Average Components September 2018	
Butterfat	4.1636 kg/hl
Protein	3.2115 kg/hl
Other Solids	5.9049 kg/hl

Provincial Milk Quality Averages		
Month	Bacteria Average (IBC)	Somatic Cell Count (SCC)
Sep 2018	24,944	205,232

Dairy Production Statistics



Quota Exchange Daily Production Quota		
	Total Transferred	Clearing Price/kg
Nov 2018	121.93	\$38,865
Oct	121.00	\$39,100
Sep	69.30	\$39,500
Aug	56.20	\$40,980
July	77.50	\$41,020
June	60.64	\$41,000
May	88.63	\$40,375
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

Underproduction Credit Transfers		
Month	Kg	Price\$/eligible kg
Oct 2018	81,249.68	\$6.70
Sep	81,436.34	\$7.71
Aug	75,061.35	\$8.56
July	76,061.27	\$8.79
June	80,013.40	\$9.39
May	101,045.67	\$10.26
April	85,421.27	\$9.45
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

Quota and Milk Production Summary (BF kg)					
Month	August	September	October	November	December
Status	Official	Pre-Pooling	Projected	Projected	Projected
Alberta					
Butterfat Production (kg/day)	89,737	91,320	91,957	93,052	94,256
Provincial Quota (kg/day)	90,193	90,344	91,202	91,780	95,005
Producer Quota (kg/day)	89,029	89,929	89,929	89,929	89,929
Producer Quota + Incentive Credits (kg/day)	91,901	95,924	95,731	95,924	92,830
Cumulative Position (%)	-1.00%	-0.91%	-0.84%	-0.73%	-0.80%
Producer Position (Days)	-3.12	-3.50	-3.74	-3.59	-2.65
Provincial Position (Days)	-3.68	-3.35	-3.06	-2.62	-2.78
Penalty (kg)	0	0	0	0	0
Western Milk Pool					
Butterfat Production (kg/day)	253,706	257,136	260,378	263,794	266,938
Pool Quota (kg/day)	256,268	256,697	259,133	260,777	269,940
Cumulative Position (%)*	-1.16%	-1.15%	-1.11%	-1.01%	-1.11%
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

Countryside Dairy Sales Dairy cattle & quota sales. Bred & springing heifers available. **Andrew 403-348-9358 or Harry 403-783-1274.**

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Western Canadian Classic -Team Alberta. This youth show rotates amongst the 4 western provinces.
Phone Lexi Wright at 403-862-5600 or Sue Crest at 780-675-4643.

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Phone 780-467-6040.

Alberta Production and Quota Update

Source: Jonathan Ntoni, Policy Analyst

Production

Production is still strong in the Alberta. Daily average production in September was 2.19 million litres, a decrease of 20,912 litres (-0.94 per cent), when compared to 2.21 million in August. Butterfat production on the other hand rose by 1,583 kg per day (+1.76 per cent) in September relative to August.

Comparing on an annual basis, there was a +8.32 per cent growth in volume in the 12-month period ending September 2018 over the 12-month period ending September 2017; and +10.29 per cent growth in butterfat production for same period.

Daily Total Production Quota

Daily Total Production Quota (DTPQ) in the Western Milk Pool (WMP) increased by 0.44 per cent using data based on the 12-month period ending August 2018. Daily quota issuance at the producer level decreased to 96.94 per cent in August 2018, relative to 97.29 per cent in July 2018. September had two incentive days with 41.15% utilization rate. Going forward, there are two incentive days in place each for the months of October and November and one day for December 2018.

Alberta and WMP Quota Utilization

At the end of August 2018, Alberta's cumulative quota position (CQP) was at -1.00 per cent, the third highest of all the Western Milk Pool (WMP) provinces after British Columbia (BC) and Saskatchewan (SK). BC had the highest CQP of -0.62 per cent in the pool. All WMP provinces, except SK underproduced their monthly quota allotment for August 2018.

Western Milk Pool, P5 and the P10 Pools

At the end of August 2018, the WMP was in a cumulative quota position of -1.16 per cent compared to +0.44 per cent in the P5. The P10 (i.e., national) CQP was at +0.02 per cent in August 2018.

Seeking producer participation for a trial

Source: Jen Carrelli, University of Alberta

A study at the University of Alberta is looking into "ano-genital distance" (AGD) and its relationship to fertility in dairy cows and heifers. Ano-genital distance is the distance from the centre of the anus to the base of the clitoris. Our preliminary work showed that cows with shorter AGD were more fertile compared to cows with longer AGD! Early indications are that AGD is highly heritable and therefore, may have potential for future genetic selection for the overall improvement of reproductive efficiency of dairy herds.

Measurements of AGD are non-invasive and take a maximum of one minute per animal to complete with minimal disruption to your daily farm routine! We will visit each farm once (up to two times for larger herds) and measure all animals in the herd using digital calipers. We will also request access to each animal's corresponding reproductive history. This is a large project, so we are looking for producer participation from many herds in Alberta.

Does this project sound of interest to you? Please contact Jen Carrelli at carrelli@ualberta.ca or 250.818.5772 for more information.



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