



October 2019

milking TIMES

Published monthly for dairy farmers in Alberta and our industry partners

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Chairman's Message

Source: Tom Kootstra, Chairman

Fall Equinox on September 23, 2019 marked the end of summer and the start of fall. For those involved in the agricultural sector, the rush to get ready for winter is on. Of primary concern for all of us is to get our feed harvested before the snow and cold arrive. The wet, cool summer means many of the crops are late and that fields are wet making them impassable. We hope for a warm, long fall period.

Like on the farm, Alberta Milk and the dairy industry are facing a lot of challenges as we enter the fall period.

On August 6, we launched the new Members' Only website. Our first exposure to this collaborative initiative was in May 2012 and decision to move forward with Dairy Farmers of Ontario and seven other provincial boards was in January 2013. It has been a long process but one that was necessary to get the result we wanted and expected. We know that the go-live process has not been without challenges. Staff are working extremely hard to work through those challenges. I must acknowledge and thank them for their dedication. Their efforts truly illustrate the commitment our staff have. This system will continue to evolve over time as we use it in the milk office and on our farms.

At the national level, the industry – producers and processors – are working diligently to be ready for the ratification of the CUSMA. We need to be prepared as we will have only until

the first day of the third month after it is ratified to implement the changes needed to be compliant. The information we have is that the USA will ratify the agreement by the end of the year. That could mean implementation as early as March 1, 2020. We also understand that no matter the outcome of the federal election, Canada will ratify it soon after the USA. Our biggest challenge is finding a way to be compliant with the loss of Class 7 as those products are reclassified and priced based on end use. Losing Class 7 also impacts how we pool revenues and costs at the national level. I'm confident that effective solutions will be found.

As I have been referencing, the WMP members are working collaboratively to address the issues of milk movement across the West. We want and need to utilize all milk in the most efficient manner possible to ensure that processors get the milk they need. Milk movement in Western Canada is a reality that we need to accept in order to get milk to the right processor at the right time. Processor and WMP member interaction is essential as we work to build the capacity we need in the new environment we are in.

I hope to see you at the Fall Producer Meetings where we will be able to discuss these items in more detail.

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
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1-877-361-1231



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Board Report

Source: Mike Southwood, General Manager

The Board met on August 28-29 and September 18-19, 2019.

Working Group in Pooling in the New Environment

At the national level, there was a decision to form a Working Group on pooling in the New Environment (WG). The WG is mandated to plan for pooling at the P10 level in the new environment after the ratification of the CUSMA. The agreement calls for the elimination of Class 7 and for Canada to “ensure that products and ingredients formerly classified under milk Classes 6 and 7 are reclassified and that their associated milk class prices are established appropriately based on end use.” The WG has short-term, medium-term and long-term goals. The Board reviewed and supported the working group’s goals and specifically the short-term goals being to consider options and proposals for pooling of post-CUSMA revenues; consider sharing of some cost; and to consider conditions required to ensure fair and equitable pooling for all producers. The WG has met on July 24 and September 13, 2019. These first two meetings were used to compare current policies in both the P5 and WMP and determine what technical information is required so that the Canadian Dairy Commission and the provincial board technical staff can complete an analysis of the various pooling scenarios. The next meeting is scheduled for the week of October 22-24, 2019.

Producer Liability Insurance

As has been discussed at producer meetings, Alberta Milk has been working closely with our WMP and our insurance provider to investigate options for Product Recall Insurance that would

provide coverage if contaminated milk caused a product recall and damage to a processor. This policy would be a blanket policy to cover all producers. Insurance options were presented to the WMP members and now each board needs to review the options and assess their desire to provide this coverage for producers. While a few details and conditions are still being negotiated, the Board supported the concept of one insurer across the West as raw milk is moving between provinces. It is hoped that there can be a decision on a common policy for implementation January 1, 2020. More information will be presented at the upcoming Fall Producer Meetings.

Organic Milk Production

In order to meet processor demand for organic milk, the Board had issued seven incentive days for the period of March 1 to September 30, 2019. The Board reviewed the supply and demand for certified organic milk and agreed that the current volume of organic milk is still required. The incentive days for certified organic milk shippers have therefore been extended for the period of October 1 to December 31, 2019. This will allow time for an assessment of the stability of the organic market and assess when the one new organic milk new entrant will be certified to ship organic milk.

Fall Producer Meetings

The Board reviewed the agenda for the 2019 Fall Producer Meetings. They reconfirmed the need for a producer-only session in the morning. All participants in the morning session will have to sign in under a licensed producer and agree to confidentiality. The lunch and afternoon sessions remain open to all producers and industry stakeholders.

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Fall Producer Meetings

Source: Karlee Conway, Communications Specialist

Producer Only Session

This year we have topics that need to be presented and discussed with producers only. Therefore, the morning will be closed for producers only. As we know and appreciate the value of having industry stakeholders attending, our meeting we will invite them to join us at noon for lunch (networking opportunities) and stay for the afternoon topics.

In order to reinforce the confidentiality of these discussions, we are providing a notice outlining that the information being shared is for your use only and not to be shared with others. Each attendee is being requested to agree to the confidentiality of the information as you sign into the meeting.

Please contact our general manager, Mike Southwood at msouthwood@albertamilk.com or 780-577-3300 if you have any questions regarding the closed sessions.

As always, the registration for producers will begin at 9:30 AM and the meeting with start at 10 AM. Please watch for an information package in the mail. Further details can also be found on the Members' Only page.

South Region

Tuesday, October 29 Coast Lethbridge Hotel
526 Mayor Magrath Drive South

Central Region

Wednesday, October 30, Black Knight Inn,
2929- 50 Avenue, Red Deer

North Region

Thursday, October 31, Hazel Bluff Community
Hall, AB-18, Westlock County
Friday, November 1, Executive Royal Inn
8450 Sparrow Drive, Leduc

Mitigation Payment Program

Source: Karlee Conway, Communications Specialist

The Government of Canada announced \$1.75 billion in financial compensation to be paid to dairy farmers over an eight-year period for CPTPP and CETA damages. They also announced that \$345 million would be paid this year.

How to receive your payment:

The funding will be paid to ALL farmers based on their quota held on August 31, 2019 – it is NOT on a first-come, first-serve basis.

You need to go online and register to receive the payment. Go to www.agr.gc.ca/eng/programs-and-services/dairy-direct-payment-program/. There will be a process to follow from there, and the instructions on this process will be provided to you later by the government/CDC.

If you don't have access to the internet that is okay, there will be options for you to still register and receive your payment. Please just call the number below.

All farmers will have the choice of receiving their payment in either 2019 or 2020 – however, ALL payments are targeted to be complete by March 2020.

There is more information on the Members' Only page. If you have additional questions, please contact:

- email: aafc.ddpp-ppdpl.aac@canada.ca
- phone: 1-877-246-4682.



deadlines

quota transfers

Oct 17, 2019, at
4:30 p.m.

credit transfers

Nov. 25, 2019, at
4:30 p.m.

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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.**

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

Holstein heifer, open, springing and fresh, also Jersey springing. **Phone 403-330-9558.**



Registration for the AGM and Dairy Conference is Open

Source: Karlee Conway, Communications Specialist

Have you registered?

Go to albertamilk.com to complete. Deadline to register is November 1. If you have questions, please contact Kim at 780-577-3325.

Accommodations

Alberta Milk will cover the cost of one standard room for the nights of November 19 and 20 as part of the one paid registration per licensed farm. You must reserve and pay for your own hotel accommodation. After the event, you will be reimbursed for the cost of the room by submitting an expense form to Alberta Milk. A block of rooms has been reserved at the Fantasyland Hotel with a special group rate of \$179 per night. Please call 1-800-737-3783 to book your room. You must mention you are attending the Alberta Milk conference or provide the group code number 1094235 to receive the negotiated rate. The cut off date for hotel reservations is October 19, 2019.

Memorial Charity Auction

This year during the banquet on November 20, we will be hosting a silent charity auction. The auction will be in memory of Peiter Ijff. Pieter was a dairy farmer, friend, leader, and board member for Alberta Milk. He tragically suffered a heart attack while working on his dairy farm near Red Deer on January 3, 2019. All proceeds will be donated to the Heart and Stroke Foundation. Please come be a part of this important event and give back to a lifesaving charity. If you would like to be part of this important occasion, please contact Charmaine Blatz at 780-577-3328.

Dairy Conference Speakers

Session 1: Louis-Charles Roy, DFC. How Dairy and Government can Succeed Together

Session 2: Terry O'Reilly, Professional speaker and advertiser. If You Don't Have A Story, You Don't Have A Business

Session 3: Adelle Stewart, Do More Ag, Talk, Ask, Listen - Doing More for Mental Health in Ag

Session 4: Darby Allen, Former Regional Fire Chief of Wood Buffalo, Courage Inside the Fire

October 2019

Producer workshop: Dealing with the challenges associated with animal rights activism

November 19, 9-11 AM, Reserved for dairy farmers only.

Join us before the commencement of the AGM to see how you can better protect your farm by implementing simple measures, as well as knowing exactly what to do if someone uninvited were to try to exploit your farm. Additionally, we'll be addressing how to manage online trolls that don't support dairy farming. Come hear an expert in activist management share manageable takeaways and tips for any type of situation.

Westerner Dairy Showcase

Don't forget! The Westerner Dairy Showcase will be taking place October 17-18 at the Westerner Park in Red Deer.

In addition to the dairy show, the 2019 Speaker Sessions will also be taking place at 1:00 pm on Friday, October 18 at the show grounds and brought to you by Ice Cream Social, Jersey Show to follow presentations.

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proAction® - Telling Our Story to Consumers

Source: Morgan Hobin, proAction® Coordinator

Dairy farmers across Canada have implemented proAction® on their farms and are eager to share stories about their commitment to milk quality, food safety and animal care with consumers.

Dairy Farmers of Canada (DFC) recently launched two national, promotion initiatives to showcase to consumers dairy farmers' hard work and commitment through proAction.

The first of these initiatives is a television commercial titled Dairy Farming Forward. This commercial highlights the dairy industry's commitment to innovation, the environment, sustainability of farm practices and animal care, all while producing high quality milk. While it doesn't mention proAction by name, the TV commercial highlights the same key principles and outcomes of proAction. Consumers are reminded and reassured of the attributes of Canadian milk through proAction as represented by the DFC quality milk logo.

This commercial also emphasizes that in a changing global market, dairy farmers have together chosen to be leaders of their industry, rather than followers. Around the world, other key dairy countries are also implementing such programs and practices.

The Dairy Farming Forward clip can be found at [youtube.com/user/DairyFarmersofCanada](https://www.youtube.com/user/DairyFarmersofCanada)

The second DFC promotion initiative about proAction was in the article titled Canadian Dairy: A Leader in Innovation published in the *Financial Post* newspaper. The August 28th edition of the *Financial Post* included a four-page expose on Canada's dairy industry. Six themes were presented:

1. Supporting Local;
2. Climate Change;
3. Economy;
4. Sustainability;
5. Innovation and;
6. Processing.

The feature highlighted Canadian dairy farmers' proactive approach and support for research and development, leading to implementation of innovative on-farm best practices and knowledge. It also emphasized how the dairy industry's success is a compelling story of a sector-wide's, ongoing commitment to sustainability and embracing the latest and best in milk quality, food safety, animal care and environmental advances. Again, identifying the modules of proAction .

These two proAction promotion pieces are really the first glimpses of proAction seen by consumers. They are designed to help consumers understand how your efforts in adhering to proAction provide consumers with assurances about Canadian milk. Over time, our goal is that the Canadian consumer will start to identify and associate the DFC logo with quality milk and proAction.



for sale cont'd

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Dairy Production Statistics

Producer Pool Additions/Deductions August 2019		
	Additions (\$)	Deductions (\$)
Audit Adjustment	0.00	0.00
Bulk Tank Callibration	0.00	2,300.00
Discarded	35,377.44	86,518.74
WMP	159,690.60	246,905.94
Interest	17,716.21	100.02
Metering	61,349.48	0.00
Trucking	0.00	2,300.00
Violations	51,177.32	0.00
Average Deductions per Kg Total Solids		(\$0.0014)

Average Milk Prices	
Month	TPQ \$/hL
Aug 2019	80.38
July	79.50
June	79.99
May	80.07
Apr	80.24
Mar	82.72
Feb	82.75
Jan	83.72
Dec	84.36
Nov	82.56
Oct	83.26
Sep	79.77

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

Class 5 Prices (\$/kg) October 2019			
Milk Class	Butterfat	Protein	Other Solids
Class 5a	7.7573	6.9410	0.4878
Class 5b	7.7573	2.4920	2.4920
Class 5c	5.8963	2.1682	2.1682
Class 5d	contract by contract price		
Class 4m	contract by contract price		

2019-2020 Quota Exchange and Credit Transfer Deadlines		
Transfer Date	Quota Exchange	Credit Transfer
Oct. 1, 2019	Sep. 16, 2019	Oct. 24, 2019
Nov. 1, 2019	Oct. 17, 2019	Nov. 25, 2019
Dec. 1, 2019	Nov. 18, 2019	Dec. 23, 2019
Jan. 1, 2020	Dec. 16, 2019	Jan. 24, 2020
Feb. 1, 2020	Jan. 17, 2020	Feb. 21, 2020
Mar. 1, 2020	Feb. 14, 2020	Mar. 24, 2020
Apr. 1, 2020	Mar. 17, 2020	Apr. 23, 2020
May 1, 2020	Apr. 16, 2020	May 22, 2020
June 1, 2020	May 15, 2020	June 23, 2020
July 1, 2020	June 16, 2020	July 24, 2020

Provincial Average Components August 2019	
Butterfat	4.0836 kg/hl
Protein	3.1118 kg/hl
Other Solids	5.8819 kg/hl

Provincial Milk Quality Averages		
Month	Bacteria Average (IBC)	Somatic Cell Count (SCC)
August 2019	23,851	223,967



Dairy Production Statistics



Quota Exchange Daily Production Quota		
	Total Transferred	Clearing Price/kg
Oct 2019	26.75	\$41,052
Sep	50.00	\$41,000
Aug	12.86	\$41,850
July	66.00	\$42,500
June	35.00	\$41,815
May	96.10	\$40,100
Apr	135.01	\$39,305
Mar	119.97	\$39,125
Feb	146.90	\$40,040
Jan	175.74	\$39,900
Dec	85.75	\$39,105
Nov	121.93	\$38,865
Oct	121.00	\$39,100

Underproduction Credit Transfers		
Month	Kg	Price\$/eligible kg
Aug 2019	145,660.86	\$4.83
July	99,748.51	\$8.32
June	93,768.83	\$9.28
May	93,677.04	\$9.34
Apr	102,077.01	\$8.88
Mar	81,185.02	\$8.41
Feb	86,721.31	\$10.05
Jan	102,870.69	\$9.89
Dec	87,105.40	\$8.46
Nov	85,793.48	\$7.17
Oct	81,249.68	\$6.70
Sep	81,436.34	\$7.71

Quota and Milk Production Summary (BF kg)					
Month	July	August	September	October	November
Status	Official	Pre-Pooling	Projected	Projected	Projected
Alberta					
Butterfat Production (kg/day)	91,531	93,280	95,457	97,687	99,455
Provincial Quota (kg/day)	91,571	94,647	103,769	101,970	102,762
Producer Quota (kg/day)	93,568	93,568	93,568	93,568	93,568
Producer Quota + Incentive Credits (kg/day)	93,568	102,623	106,044	105,641	102,925
Cumulative Position (%)	-2.18%	-2.29%	-3.01%	-3.38%	-3.67%
Producer Position (Days)	-4.89	-5.65	5.84	-5.37	-4.48
Provincial Position (Days)	-8.13	-8.31	-9.98	-11.46	-12.34
Penalty (kg)	0	0	0	0	0
Western Milk Pool					
Butterfat Production (kg/day)	263,010	264,253	270,421	275,484	279,418
Pool Quota (kg/day)	260,184	268,923	294,843	289,730	291,980
Cumulative Position (%)*	-0.74%	-0.88%	-1.63%	-2.07%	-2.46%
Penalty (kg)	0	0	0	0	0

*The P10 pool's limits on production are +1.25% and -2.00% of the P10 rolling 12-month quota.





services cont'd

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Alberta Holstein Association www.albertaholstein.ca for industry news, upcoming events, movies, show results and more!

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Find out about the Jersey Breed on JerseyWest's website at jerseycanada.com/jerseywest.

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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Alberta Production and Quota Update

Source: Jonathan Ntoni, Policy Analyst

Production

Daily average production in August was 2.28 million litres, a slight increase of 8,167 litres (+0.36 per cent) over July. Average butterfat density has started on its seasonal rise in August and thus rose by 1.55 per cent to 4.0844 kg/hl in August from July.

Comparing on an annual basis, there was +0.54 per cent growth in volume in the 12-month period ending August 2019 over the 12-month period ending August 2018; and +1.68 per cent growth in butterfat production for same period.

Quota

The WMP's rolling 12-month quota slightly decreased by 0.12 per cent in July over June. Alberta's daily producer quota issuance rate in July 2019 is about 98.09 per cent [i.e. 93,568 kg/day].

Provincial and Pools' Quota Utilization

Cumulative Quota Positions (CQP) as at the end of July 2019 were as follows:

MB	SK	AB	BC	WMP	P5	P10
-2.18	1.89	-2.18	0.47	-0.74	-0.12	-0.25

The WMP over-produced its monthly CDC quota allotment by 85,731 kilograms of butterfat in July 2019.

Production Flexibility Limits Adjustment

The lower limit of -17 days will be changed to -15 days in October 2019. Hence the flexibility limits in place effective October 2019 and beyond will be +5/-15 days which will bring Alberta to full harmonization with the other Western Milk Pool provinces.

Incentive Days Revised

Source: Alberta Milk

The Alberta Milk Board in conjunction with the WMP Members has removed the two fixed incentive days for December.

The reason for the change in the number of incentive days is that under the new model to determine Canadian Requirements the Canadian Dairy Commission provides a monthly forecast that is reactive to the market in real time. Based on the most recent available data and the limited processing capacity, especially over the Christmas period, the Board removed the incentive days production for the month of December to help avoid an oversupply.

Note: There is no change to the incentive days for the period of August 2019 to November 2019. Fourteen (14) flexible incentive days issued for the period of August to November 2019 with a utilization limit of four days per month remain in effect.



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