



December 2019

milking **TIMES**

Published monthly for dairy farmers in Alberta and our industry partners

table of contents

**High-Tech Dairy
Facility to be Built
in Alberta** 2

**Fall Producer
Meeting
Reflection** 3

**Knowing Your
Real Cost of
Production** 3

**Become an
Ambassador** 4

**Western Canadian
Dairy Seminar** 4

proAction® 5

Statistics 6-7

**Alberta
Production and
Quota Update** 8

**Pain Management
Post Calving** 8

Alberta Milk Transition

Source: Tom Kootstra, Chairman

Alberta Milk is in the middle of an important transition as we experience the upcoming change of general manager.

We believe that some of Alberta Milk's greatest strengths are its governance, structure and business plan, and your Board of Directors has the responsibility to maintain these strengths.

- Our governance is built on member representation from the grassroots through to local delegates who in turn elect the members of the Board.
- Our structure is made up of the numerous policies, procedures and regulations which ensure a fair, equitable and well-run operation within Alberta Milk.
- Our business plan spells out the activities Alberta Milk is committed to annually to meet the needs and expectations of our members.

The general manager is the key Alberta Milk staff position responsible for making sure these strengths are incorporated and valued every day for the benefit of our farmers. Mike Southwood has carried out this work for us since the beginning of our organization and he has done so with unmatched dedication, excellence and professionalism. We are grateful for Mike's time with Alberta Milk and we wish him well in the next chapter of his life. I was pleased to see how many of you extended your best wishes to Mike at our recent Fall Producer Meetings.

Freda Molenkamp-Oudman will transition into the general manager position, effective December 1, 2019. Her recent responsibility as assistant deputy minister was focussed on

business leadership, strategy, planning and governance which will be indispensable in her new role with us. Her work experience is precisely in the areas of Alberta Milk's strengths which will reassure you of a seamless transition and the continuity of our business.

Freda has the complete confidence of the Board as the new key staff position to achieve the goals and priorities of our organization. Her networking abilities will play a critical role as she begins establishing working relationships with our industry partners within Alberta and across Canada. She will work with staff on their individual work plans from all departments including transportation, quota management, communications, research, marketing and promotion, milk quality, proAction and animal health and welfare.

Freda will also work closely with Mike in his last two weeks to help her better understand the day-to-day roles of general manager.

It is our utmost priority to ensure the direction of Alberta Milk is focused, adaptable and remains dedicated to achieving our mission, vision and outcomes of our business plan. We want you to feel confident with this change and I feel that through the various processes and the skill set Freda brings to the organization, you will continue to have pride and confidence in our organization.

Best wishes, Mike. Welcome, Freda.

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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High-Tech Dairy Facility to be Built in Alberta

Source: Karlee Conway, Communication Specialist

At the Alberta Milk Dairy Conference, the western provinces announced that a new dairy concentration facility, Dairy Innovation West (DIW), will be built in Alberta. DIW will be owned by the Western Milk Pool members and will be operated by Vitalus Nutrition Inc.

DIW a state-of-the-art facility which is the first of its kind in Canada. The technology will remove water from raw milk that will create concentrated components required by dairy processors to be used in dairy products. The facility will have the capacity to accommodate up to 300 million litres of milk per year.

Going Green

A priority of this facility is to reduce the environmental impacts of the transporting milk across the four western provinces. DIW will reduce trucking emissions by 50 per cent by reducing the volume. Currently, milk moves within the western provinces to ensure the industry is meeting the needs of Canadians and that dairy processing is being utilized to its full capacity.

"Instead of two trucks on the road, there would only be one," says Alberta Milk Chairman Tom Kootstra. "Dairy farmers are always seeking more opportunities to work smarter and continue to be stewards of the land." Additionally, the DIW promises to increase jobs and boost economic contributions in Alberta. This 20-acre site is large enough for future expansion and long-term growth in the anticipation of attracting additional processors to the site.

"We are very every excited about this new partnership and are looking forward to getting shovels in the ground this spring," said Henry Holtman, chairman on the WMP. "This is good news for dairy farmers, dairy processors, and the economy in Western Canada," he continues.

Construction on the facility is set to begin in April 2020 and be completed by March 2021. The facility will be located in central Alberta near Red Deer.

About Vitalus Nutrition Inc.

Vitalus is a leading supplier of sophisticated, customized dairy ingredients for the world's food, beverage and nutraceutical industries. Learn more at vitalus.com.

Holiday Office Closures

Merry Christmas from the staff at
Alberta Milk!

Our office will be closed on December 25-27
in lieu of Christmas and on
January 1 for New Years Day.

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Fall Producer Meeting Reflection

Source: Mike Southwood, General Manager

It was another successful year at our bi-annual Fall Producer Meetings. This year, 273 farms joined us, or about 54 per cent of the farms in Alberta. Our closed session in the morning was important to get feedback on the Dairy Innovation West (DIW), the new concentration facility that will be built in central Alberta. We would like to express our thanks for Henry Holtmann and Allister Johnston for their support in sharing the details of the DIW. Read about the outcome of those conversations regarding that topic on page 2. We look forward to sharing more information with you on that initiative when it becomes available.

This was an especially positive year for producer feedback. We are listening to your comments, especially around the printed statements and credit transfers, and will report back.

Changing Delegate Body

There were changes in all regions this year in the delegate body. New delegates transitioned into governance starting at the end of the AGM this November. Thank you to all of the outgoing delegates for their dedication to the industry.

North Region - John Wurz did not seek another term as delegate. Mike Roth was acclaimed.

Central Region - The region had a vacancy due to the passing of Pieter Ijff. Devon Simmelink will assume this two-year term.

South Region - Klaas Vander Veen did not seek another term as delegate. Eric Vander Veen was elected.

Knowing your Real Cost of Production

Source: Pauline Van Biert, Alberta Agriculture and Forestry

Are you interested in getting a free and confidential business analysis on producing milk at your farm? Then the time is right for signing up to the Provincial Dairy Cost Study.

A prime objective of any business is to have a good understanding of how it is performing. Those that track their cost of production from month-to-month and year-to-year can quickly review their information to determine if costs are changing over time. Doing this makes it easier to re-evaluate production practices and regain efficiencies and savings. The better handle you have on your cost of production, the quicker you can react to changes in prices and costs, and ensure you remain profitable.

You are also contributing to the Alberta dairy industry by participating on the study. Aggregated information of all dairy cost study participants is published in The Economics of Milk Production. We are looking to increase the sample size as enough participants are needed in order for this publication to remain accurate and meaningful.

Do you need more information? Ready to join? Contact Pauline Van Biert at 780-415-2153, email pauline.vanbiert@gov.ab.ca or sign up electronically at alberta.ca/agriprofits-dairy. The next study begins January 2020.



deadlines

quota transfers

Nov. 18, 2019, at
4:30 p.m.

credit transfers

Dec. 23, 2019, at
4:30 p.m.

services

The new club year of the local Dairy 4H club has started. We welcome children age 6 till 21 years of age to join! For more information contact the leaders:

Moos on the Moove

Westlock Area
Anita Bikker-780-674-6293
mellowdale@hotmail.com

Rollyview

Leduc area
Heidi de Lange
780-387-8132
delange@xplornet.com
Udderly Unique
Lacombe - Olds area
Joanne vander Linde-
403-82-1516
luckyhill97@gmail.com

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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.**

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

Registration Open for Western Canadian Dairy Seminar

Source: Western Canadian Dairy Seminar

Join us in Red Deer, March 10 to 13, 2020 for the 'Looking Beyond 2020' Western Canadian Dairy Seminar (WCDS). Over three and half days you will hear about current research and new technology and engage with industry leaders to discuss emerging challenges facing the industry.

You won't want to miss the 2020 WCDS Keynote Speaker, Marty Seymour of Farm Credit Canada's talk on "Can You Use Technology to Uber Proof Your Business?" The always popular, Producer Panel and Student Research Presentation Competition are returning on the Thursday morning. Producers will be sharing their insights on bio-security management and the students will be showcasing their latest dairy-related research.

The main sessions (Wed to Fri) will cover a variety of topics and there are optional activities on the Tuesday. The farm tour will visit three local progressive and innovative dairy farms and the workshop, facilitated by Rick Grant of the William H. Miner Agricultural Institute, will cover 'Milk as a Diagnostic Tool for Nutritional Management'. View the program at wcds.ca/program

With two receptions, a banquet, and networking opportunities in the 75 booth trade show area, WCDS is the place to make new connections and reconnect with friends and colleagues. Whether you are a dairy producer, veterinarian, dairy extension specialist, dairy service and supply representative or a budding agricultural student, WCDS has something to offer you.

Register today at wcds.ca/registration

We look forward to seeing you in Red Deer!

Become an Ambassador

Source: Karlee Conway, Communications Specialist

Do you host farm tours? Do you get annoyed at negative comments about the dairy industry but don't know how to reply? Do you want to improve the support for supply management? Do you want to do more for the industry?

Alberta Milk is building an army.

Our ambassadors will be the public face for Alberta Milk across the province. Through the media, social media, government relations, and consumer events and tours, we are turning up the volume on the good work being done in the dairy sector. Our ambassadors will provide Albertans with balanced, credible information about the industry.

The program is not a one-size fits all. We understand that everyone can be ambassadors in different ways and capacities. This program is meant to provide farmers with the training to succeed in whatever way they want to. There's not a mandatory weekly time requirement. You just need to have the desire to want to do more.

How to Apply

There is a two-question application for 2019-20 as we have a limited capacity for this program. You can find the application on the Members' Only website.

Deadline is February 3, 2020.

Questions? Contact Karlee Conway at kconway@albertamilk.com or 780-577-3305.



proAction® Biosecurity and Vigil-Vet

Source: Alberta Milk Staff

The proAction® Biosecurity Module came into effect September 1, 2019. Alberta Milk provided several module training opportunities across the province since January and will schedule extra training sessions in 2020. We have also distributed two biosecurity signs for posting to every producer at the end of August and additional signs are available for purchase (covers shipping costs) on the Alberta Milk store (albertamilk.com/store).

How can my veterinarian help me with the proAction® Biosecurity module?

Veterinarians play a key role in this module in addition to their support to you in regularly managing infectious diseases. This means they are eager to motivate and help you apply suitable biosecurity practices.

In addition, the Biosecurity module requires your herd veterinarian to complete the required biosecurity risk assessment questionnaire. Your veterinarian is also available to assist in developing biosecurity Standard Operating Procedures (SOPs) for your farm which are additional proAction requirements.

What is Vigil-Vet?

Vigil-Vet is a comprehensive and intuitive software tool for assessing and managing biosecurity issues. Vigil-Vet can be used by your herd veterinarian to complete your proAction® Biosecurity risk assessment as well as specific disease management risks.

How can I learn more about Vigil-Vet?

A new 40-minute Vigil-Vet tutorial is now available! It explains how to use Vigil-Vet, specifically during a biosecurity proAction visit. The video highlights an easy and effective step-by-step approach toward the completion of a farm-specific biosecurity plan.

Watch it here: youtu.be/TURL80dt_K4

So how does Vigil-Vet actually help me and my herd veterinarian?

Vigil-Vet will give the opportunity for veterinarians to work with dairy producers to address specific biosecurity concerns within an organized and standardized biosecurity assessment process.

1. Vigil-Vet provides tools that enable a fast, systematic and adaptable method for creating SOPs for the Biosecurity module.
2. Veterinarians consider it important to be able to offer their infectious disease control advisory services which are not only adapted to the dairy sector, but also able to meet the individual needs/resources of the producer.
3. The proposed approach via Vigil-Vet is very innovative as it will allow veterinarians to recommend a farm-specific biosecurity plan with their producer-clients in a convenient way. Every producer will find a way to improve biosecurity on their farm depending on their priorities, objectives, resources and infectious disease risks.

Can Vigil-Vet handle the other disease management risks assessments I've done for my herd?

Vigil-Vet provides convenience for you and veterinarians to participate in several of Alberta Milk's existing disease management programs: Alberta John's Disease Initiative (AJDI), Lameness Reduction Initiative (LRI), and future programs.

Vigil-Vet will help you and your herd veterinarian as follows:

- save time
- reduce paperwork
- create year over year comparisons for your herd
- choose the disease management program of your concern (ie. AJDI, LRI, etc.)

Alberta Milk has committed to funding the Vigil-Vet software licence for every Alberta dairy producer for one year in the next 24 months. This access will be provided through your herd veterinarian. Over this 24-month period you should be able to complete your Biosecurity risk assessment to meet the proAction requirements.



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Phone 780-674-8817.



Dairy Production Statistics

Producer Pool Additions/Deductions October 2019		
	Additions (\$)	Deductions (\$)
Audit Adjustment	0.00	0.00
Bulk Tank Callibration	0.00	5,700.00
Discarded	0.00	41,576.61
WMP	169,772.75	347,280.30
Interest	20,396.68	91.04
Metering	56,619.13	0.00
Trucking	0.00	1,450.00
Violations	55,138.84	0.00
Average Deductions per Kg Total Solids		(\$0.0059)

Average Milk Prices	
Month	TPQ \$/hL
Oct 2019	84.94
Sep	81.99
Aug	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

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

Class 5 Prices (\$/kg) December 2019			
Milk Class	Butterfat	Protein	Other Solids
Class 5a	6.9879	9.2179	0.4208
Class 5b	6.9879	2.6712	2.6712
Class 5c	5.9518	2.6465	2.6465
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
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 October 2019	
Butterfat	4.3065 kg/hl
Protein	3.2836 kg/hl
Other Solids	5.8731 kg/hl

Provincial Milk Quality Averages		
Month	Bacteria Average (IBC)	Somatic Cell Count (SCC)
Oct 2019	20.824	201,369

Dairy Production Statistics



Quota Exchange Daily Production Quota		
	Total Transferred	Clearing Price/kg
Dec 2019	60.00	\$41,525
Nov	25.00	\$41,225
Oct	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

Underproduction Credit Transfers		
Month	Kg	Price\$/eligible kg
Oct 2019	129,899.66	\$4.49
Sep	108,199.11	\$4.06
Aug	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

Quota and Milk Production Summary (BF kg)					
Month	September	October	November	December	January
Status	Official	Pre-Pooling	Projected	Projected	Projected
Alberta					
Butterfat Production (kg/day)	93,820	94,795	93,597	93,077	93,077
Provincial Quota (kg/day)	101,954	99,260	97,916	106,117	86,416
Producer Quota (kg/day)	93,573	93,573	93,573	93,573	93,573
Producer Quota + Incentive Credits (kg/day)	104,490	104,138	104,490	93,573	93,573
Cumulative Position (%)	-3.46%	-3.85%	-4.24%	-5.37%	-4.77%
Producer Position (Days)	-7.09	-7.92	-9.13	-10.55	-10.70
Provincial Position (Days)	-11.70	-13.41	-14.92	-17.57	-19.19
Penalty (kg)	0	0	0	0	0
Western Milk Pool					
Butterfat Production (kg/day)	267,126	272,581	273,550	275,138	276,600
Pool Quota (kg/day)	289,685	282,030	278,213	301,512	245,537
Cumulative Position (%)*	-2.03%	-2.32%	-2.47%	-3.28%	-2.30%
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 Production and Quota Update

Source: Jonathan Ntoni, Policy Analyst

Production

Daily average production in October was 2.20 million litres, a decrease of 49,783 litres (-2.21 per cent) over September. Average butterfat density started on its seasonal rise in August and thus rose by 3.32 per cent to 4.3065 kg/hl in October from September.

Comparing on an annual basis, there was +0.37 per cent growth in volume in the 12-month period ending October 2019 over the 12-month period ending October 2018; and +1.20 per cent growth in butterfat production for same period.

Quota

The WMP's rolling 12-month quota slightly increased by 0.01 per cent in September over August. Alberta's daily producer quota issuance rate in September 2019 is 93,573 kg/day.

Provincial and Pools' Quota Utilization

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

MB	SK	AB	BC	WMP	P5	P10
-3.72	1.18	-3.46	-0.90	-2.03	-1.33	-1.61

The WMP under-produced its monthly CDC quota allotment by 676,773 kilograms of butterfat in September 2019.

Pain Management Post Calving

Source: Alberta Milk and Chinook Contract Research

An opportunity for producers to improve production and animal welfare

Calving is associated with pain and inflammation which may result in reduced dry matter intake, metabolic disease (i.e. ketosis), mastitis and left displaced abomasum. Reduced dry matter intake, pain and inflammation can also negatively influence peak and total milk production.

In a recent study, in Ontario and Quebec dairies (2,653 cows), providing a single treatment of Meloxicam Oral Suspension at calving resulted in a 0.66 kg/head/day increase in milk production for the first three to four months. Treated cows also had a reduction in mastitis and the cull rate decreased by 50 per cent.

Two thousand cows and heifers on 24 commercial dairy herds throughout Alberta will receive either Meloxicam or a placebo-control between 0-12 hours post-calving. Milk production (for 305 days in milk or to the end of lactation), health (including culling) and reproductive performance (breeding and conception dates) will be recorded and analyzed.

The researchers hope this new pain management treatment will support the production, animal comfort and reduced antimicrobial use goals for Alberta and Canadian dairy producers alike. The partners look forward to sharing the results as they become available. For further information regarding the project please feel free to contact: Kira Macmillan, Alberta Milk, Email: dreca@albertamilk.com or Dr. Sjoert Zuidhof, DVM, MBA Study Investigator, Alberta Veterinary Laboratories Ltd., Tel: 403-471-6275 email: zuidhofsjoert@gmail.com



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