

September 15, 2025



MILK MATTERS

The official newsletter for New Brunswick milk producers.



IN THIS ISSUE

P5 Messages

NBSCIA on
Harvest Decisions

Market Update

And more ...

Fall Meetings

DFNB will be holding a hybrid fall producer meeting on October 16th beginning at 10:00am. Many local milk committees are organizing a place to meet to listen to the virtual presentation. Please reach out to your local milk committee for more information. You can join the meeting virtually by using the link provided by email, translation will be available.

Balloon Fiesta

This year's Atlantic Balloon Fiesta was filled with amazing dairy moments! DFC was on site all weekend sharing delicious samples, while DFNB's new event cow, Moonique, made an appearance on Saturday. For the very first time, a cow-shaped hot air balloon joined the festival, adding to the excitement. Volunteers helped bring dairy to the forefront, sporting t-shirts featuring the Blue Cow logo alongside DFNB's "I Love Milk" design. Dairy was proudly showcased at one of New Brunswick's largest community festivals. Stay tuned as DFNB and DFC continue to spread the love of dairy at events throughout the fall!. Short recap TikTok video here:

<https://vt.tiktok.com/ZSDrKF1kB/>

BLEND PRICE AUGUST 2025	CREDIT EXCHANGE DEADLINE	QUOTA EXCHANGE DEADLINE
\$96.44/hl or \$22.45/kg of BF BF: 4.2953 kg/hl, PRO: 3.2447 kg/hl LOS: 5.8622 kg/hl	September 17, 2025 4:00 PM Please submit credit bids/offers on DFNB Portal at www.nbmilk.org	October 1, 2025 4:00 PM Please send bids to quota@nbmilk.org

DFNB OFFICE 506-432-4330

Steve Michaud <i>General Manager</i>	Ext. 22
Ashley Baskin <i>Policy Analyst</i>	Ext. 23
Veronica McEwen <i>Transportation</i>	Ext. 24
Luke Chase <i>Producer Services</i>	Ext. 25
Delaney Lewis <i>Office Clerk</i>	Ext. 26
Katie Bleakney <i>Promotion Coordinator</i>	Ext. 27
Natasha McKillop <i>proAction</i>	Ext. 28

Market Update

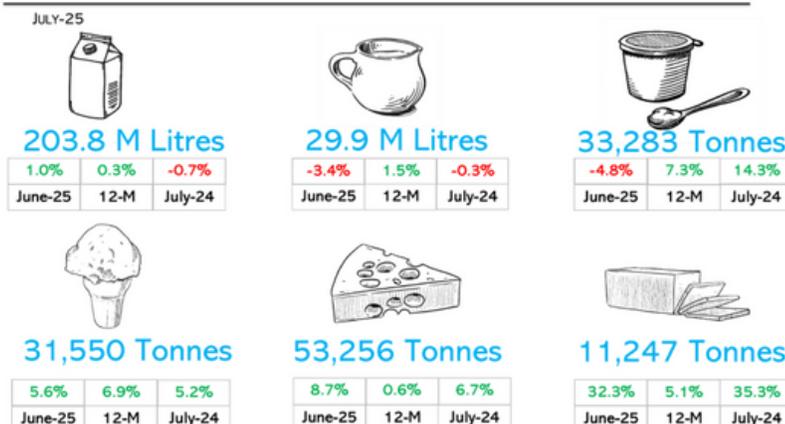
The CDC publishes a monthly market update on the public facing side of their website. These reports are available at the following link:

<https://www.cdc-ccl.ca/en/2025-market-updates>

Overview of July 2025:

- Total Requirements forecast shows an average growth of between 1.6% and 2.6% for April 2026.
- Total Requirements for the 12 months ending July 2025 were 3.28% higher than those of the previous 12 months and saw a 6.55% increase since June 2025.
- Compared to June 2025, apparent consumption increased for milk, ice cream, butter and cheese, while it decreased for yogurt and cream. For the 12 months ending July 2025 all products saw an increase in consumption.
- Total Quota increased from June 2025 by 8.13% and had an increase of 3.3% for the 12 months ending July 2025.
- P10 production decreased by 0.9% in July compared to June 2025 but saw an increase of 3.43% for the 12 months ending in July 2025.
- Butter stocks decreased from June 2025 by 1,027 tonnes to 41,063 tonnes. Butter stocks are expected to be between 44,634 and 49,804 tonnes in April 2026.

TOTAL APPARENT CONSUMPTION (RETAIL, HRI, OTHERS)



DFNB BOARD OF DIRECTORS

Wietze Dykstra <i>Chair</i>	506-325-8192
Gilbert Matheson <i>Vice Chair</i>	506-434-2357
Becky Perry <i>2nd Vice Chair</i>	506-435-0651
Denis Cyr <i>North West</i>	506-426-0788
George Wesselius <i>Moncton</i>	506-227-0463
John Schuttenbeld <i>Fredericton</i>	506-461-9254
John Best <i>Woodstock</i>	506-425-0765
Mike Bouma <i>North East</i>	506-547-5843
Paul Gaunce <i>At-Large</i>	506-650-9595

DFNB MISSION

To represent the interests of New Brunswick dairy farmers in their pursuit of operating sustainable dairy farms that produce high quality milk within a supply management system.

UPCOMING EVENTS

DFNB Board Meeting
September 23 - 24

P5 Message

– Additional 2025 Fall Incentive Days - Conventional

To continue to meet the stronger demand for fresh dairy products in the Fall, specifically yogurt and fresh cheese, the P5 Boards announce one additional conventional incentive day to be issued on a non-cumulative basis in each of the months of July to November. This adjustment aims to continue to maintain the production level forecasted for the period.

The P5 provincial boards primary objective is to continuously monitor the milk market situation and meet demand in the most optimal way and will continue to adapt production signals to address market changes, as required.

The following table summarizes the incentive days:

	Conventional
August 2025	2
September 2025	3
October 2025	3
November 2025	2
December 2025	



Profilab Access Extended

Lactanet and RPC have notified DFNB of their intent to continue to provide fatty acid profile results and the use of Lactanet's Profilab application free of charge to producers for August and September. DFNB will provide details on how to subscribe to the service beyond September.

SAMPLE TESTING CONTACTS

Samples to Dairytown for inhibitor testing.
Receiving Bay Supervisor - Kris Byers 506-424-0769

Samples to RPC for further testing.
Sample Receiving 506-452-1212

WE ARE HEADING TO HOLLAND

DAIRY FARMS WANTED

ARE YOU CONSIDERING RETIREMENT OR A CHANGE?
IT ALL STARTS WITH ONE CALL, WE DO THE REST!

- A farm team with extensive expertise
- It's a Sellers market \$ \$ \$
- Canadian & European Cash Buyers
- Immigration Specialists at hand
- We have you covered; NB, PEI, NS, NL
- Call for all the details
- Confidentiality guaranteed

ALL FARMS REALTY...known for going the extra mile!

CONTACT US

- 📞 Marleen Wolfe (902)393-6222
- 📞 Amy Bysterveldt (902)393-7068
- ✉️ info@allfarmsrealty.com
- 🌐 www.allfarmsrealty.com

BUY & SELL

Heifers for sale: 2 Guernsey, 1 Holstein, freshen in September and October.
Call 506-433-5471 or 506-433-5901

Please send for sale and wanted items to nbmilk@nbmilk.org

P5 Message

Changes in Solids-Non-Fat (SNF) Tier 2 Prices Payment Policy

The P5 Boards have approved the following change in the price paid for SNF in tier 2:

- Protein: monthly 4a price
- Lactose and other solids: \$0.90/kg SNF below the 2.00 SNF/BF market ratio will continue to be paid at within-quota rates, as per the payment policy. The change in price will be effective on May 1, 2025, in Ontario and Prince Edward Island and effective on August 1, 2025, in Quebec, New Brunswick and Nova Scotia.

The P5 Quota Committee will continue to evaluate the payment policy and update its parameters as necessary, to ensure objectives continue to be met.



Making Harvest Decisions for Drought Stressed Crops

Fall 2025



Throughout NB, crops are struggling as we come to the end of a hot, dry growing season. For livestock producers, it may be a real concern if their feed inventory will take them through until spring. Feed quality may be another concern, with dry conditions making nitrate toxicity a possibility, and small corn cobs slowing dry down time. Keep a close eye on your cobs as they mature, and consider testing moisture using stalks run through a harvester or woodchipper. A dry looking plant does not necessarily make for adequate feed moisture levels.

For those in need of feed, consider a fall crop of fall rye or winter triticale, to harvest in early-mid May. Varieties have been developed to overwinter well in our region and can provide high quality, early forage for livestock. If you are planning a third cut, be sure there that the plant material is green - if not, it won't be able to regenerate after being cut. The same goes for cutting grass and forages too short; a slight bump in your yield volume is not worth depleted your stands root system!

For advice specific to your farm, please reach out to one of our regional coordinators; contact information can be found on our website.



Please visit our website for the full "Making Harvest Decisions for Drought Stressed Crops" factsheet, as well as other factsheets and resources

**VISIT OUR
WEBSITE**



AROUND THE BOARD TABLE

KEY DECISIONS

- Approved agenda with additions of P5 Quota and CCA Stakeholder Engagement.
- Approved July 29–30, 2025 virtual meeting minutes.
- Approved DFNB Milk Allocation Order 2025-14 as amended.
- Appointed Mike Bouma as DFNB representative to the Agricultural Growth Action Plan Committee.
- Confirmed John Best as DFNB representative for the Greener Horizons Conference

DISCUSSION HIGHLIGHTS

- Reviewed pre-P5 financial statements with a focus on over-budget expenses for Holstein Canada animal care assessments and transportation.
- Reviewed ongoing operations reports included in the meeting kit.
- P5 Quota Committee representatives expressed concern with lack of action to address shorting of plant orders, it was noted that P10 discussions on this issue were ongoing.
- Reviewed Alberta Milk strategic plan for informational purposes.
- Updated on Alberta's position regarding membership with the CCA and results of the public stakeholder relations survey showing positive growth in public perception of beef production since 2020.

DATES: AUGUST 26, 2025
virtual

ATTENDANCE

Directors: Wietze Dykstra, Gilbert Matheson, Becky Perry, Denis Cyr, George Wesselius, John Best, John Schuttenbeld, Paul Gaunce, Mike Bouma, Robert Speer (NBFPC representative)
Staff: Steve Michaud, Ashley Baskin (Recording Secretary), Sharon Beasley (CFO Center)
Regrets: None

REPORTS

Managers' Report:
Presented by Steve Michaud.

Financial Report: Presented by Sharon Beasley.

Operations Reports:
Reviewed by Steve Michaud.

Allocation Order Review:
Draft allocation order presented by Steve Michaud.

P5 Quota Committee Report: Updates provided by John B. and Becky

CCA Stakeholder Engagement: Update presented by John S.

NATURAL PRODUCTS ACT REGULATIONS

Plans for construction, extension, alteration, installation or replacement

50(1) Plans for the construction, extension or alteration of a dairy farm, including a dairy barn, milking parlour or milk house, shall be submitted to the Commission or an inspector for approval before the work is undertaken.

50(2) Plans for the installation or replacement of a farm bulk tank shall be submitted to the Commission or an inspector for approval before the work is undertaken.

<http://laws.gnb.ca/en/ShowTdm/cr/2010-19//>

QUALITY MILK

Additional testing is available from RPC. Please contact RPC directly by email dairy.rpc@rpc.ca Or 506-452-1212

Bulk milk graders are trained and licensed to grade milk. They only reject milk according to regulations. Once rejected a producer is required to dispose of that milk and correct the problem that contributed to the rejection and clean their tank before adding their next milking.

Producers are welcome to reach out to the public safety inspectors for assistance in determining the causes for the rejections.

MILK PENALTY FUNDING

Pro-active funding: Producers advised of second or subsequent milk quality infraction, prior to a penalty assessed, is allowed to offset, once per year, cost of a visit from milk quality technician to a maximum of \$1000. Producers may apply for funding by forwarding paid invoices to DFNB office.





Quota Exchange Results

5 Sep. 2025

DAILY KGS QUOTA EXCHANGE

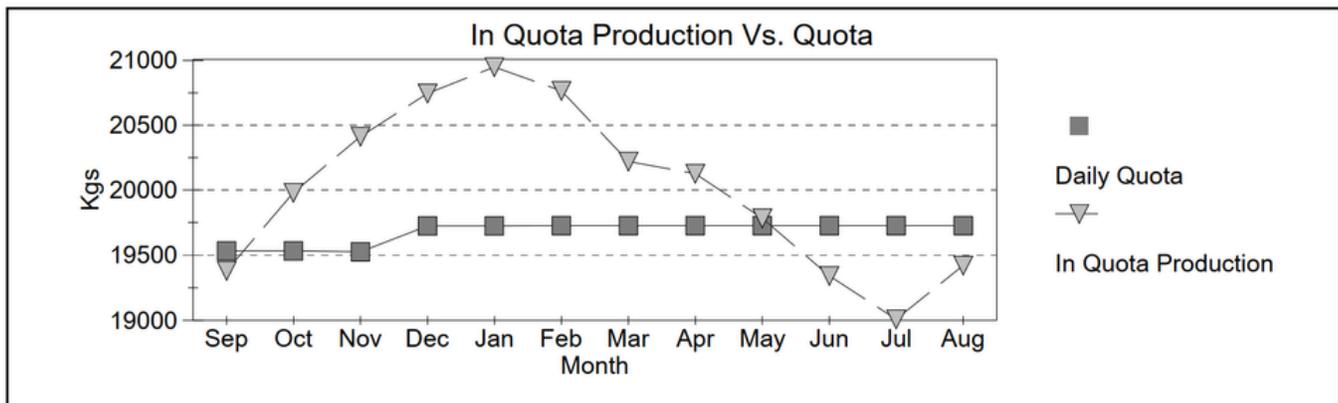
Price Per KG Butterfat	No of Sellers	Cumulative Sellers	KGs BF Offered For Sale	Cumulative Sales	Cumulative Sales Less Cumulative Purch	Cumulative Purchases	KGs BF Offered to Purchase	Cumulative Bidders	No of Bidders
\$24,000.00	0	0	0.00	0.00	-617.00	617.00	617.00	42	42

Clearing Price Per Daily Kg of Butterfat No Clearing Price

KGs Offered to Purchase	617.00
KGs Offered to Sell	0.00
KGs Sold	0.00

Number of Producers

Offered to Purchase	42
Purchased Quota	0
Offered to Sell	0
Sold Quota	0



QUOTA CORNER

Quota Exchange Procedures

Bids/Offers must be submitted on forms provided prior to 4:00 p.m. on 1st working day of month. All bids must be accompanied by confirmation of funds from your lending institution if bid is greater than prior month's "Due Producer". Producers will not be allowed to combine their "Due Producer" amount with their confirmation of funds from a financial institution to bid for quota equal to the combined amounts. Bids or offers above \$24,000 will not be accepted. Producers selling all of their quota on an exchange will be subject to a security deposit of \$1000/kg that will be returned 30 days after effective date of the transfer.

Minimum Quota Holdings Policy

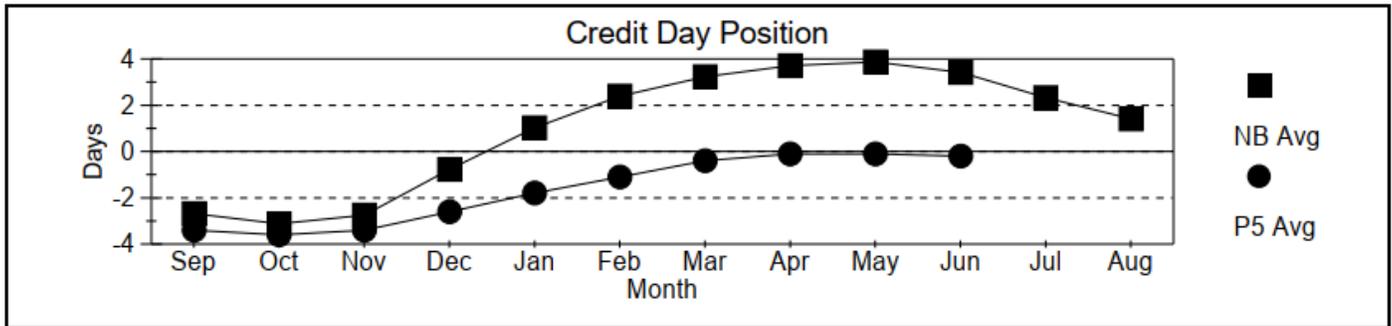
The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

An over quota penalty of \$20/hl is in effect.

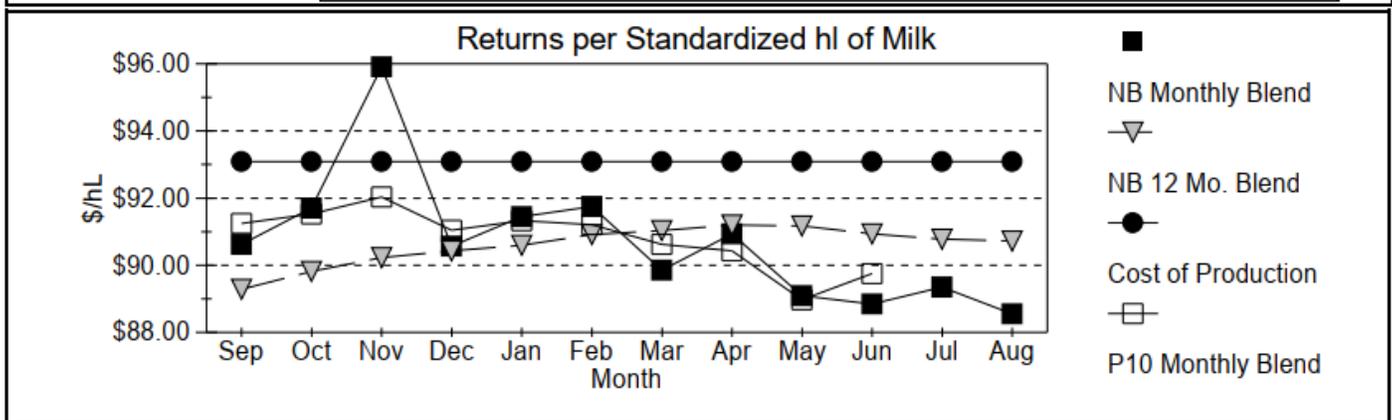
Daily Quota Transfer Order

Section 3 b) j); Producers must pay the Board the QESP for the Daily Quota so purchased on or before noon of the 20th day of the month or noon of the first working day thereafter if the 20th falls on a holiday or weekend. Payment received after that is subject to a 2% penalty applied on the value of the purchased Daily Quota and deducted from the producer's statement. The producer will also be prohibited from purchasing on the following month's exchange. If payment is not received by the last working day of month, that purchased quota will be revoked and be offered for sale on the next month's exchange. Any losses incurred from the resale of the revoked Daily Quota will be charged back to the producer along with an additional 2% penalty.

Credits



Month	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Incentive Days Issued	3.17	3.17	2.17	0.19	0.13	0.14	0.18	0.53	0.81	0.79	1.79	2.72
Incentive Days Used	1.26	1.64	1.39	0.19	0.13	0.14	0.17	0.50	0.60	0.54	0.87	1.41
Days Over Quota	0.00	0.00	0.00	0.02	0.44	0.34	0.22	0.15	0.06	0.05	0.03	0.01
Days Lost	-0.48	-0.30	-0.24	-0.37	-0.19	-0.08	-0.06	-0.07	-0.07	-0.11	-0.26	-0.19
Days Exchanged	0.64	1.19	1.18	1.04	1.25	1.14	1.08	0.90	1.23	0.94	0.70	0.80
Credit Exch Clearing Price	\$2.76	\$4.00	\$6.00	\$8.06	\$12.53	\$17.01	\$20.00	\$17.00	\$15.15	\$10.00	\$4.50	\$4.01



Month	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
SNF Market Ratio \$/kg	\$2.05	\$2.20	\$2.32	\$2.42	\$2.42	\$2.30	\$2.05	\$1.90	\$1.91	\$2.00	\$2.06	\$2.98

A standardized hl of milk contains 3.60 kg/hl BF, 3.23 kg/hl PT and 5.69 kg/hl LOS

CREDIT CORNER

Credit Exchange Procedures

Bids/Offers must be submitted on forms provided prior to 4:00 p.m. on the 2nd working day after the 15th of the month. Results are available on the morning of 4th working day after the 15th. Producers exiting industry may purchase/sell credits one month following effective date of sale. If you do not receive your statement in time to review your credit position, please call the office and we will fax /email your statement to you.

August 2025 Credit Exchange \$4.01/kg

15,753 of the 16,016 kgs wanted at or below the CESP were purchased.

Effective May 1, 2025 the 0-day limit was removed which allowed producers to buy or sell regardless of their credit positions.

At a later date, producers with quality penalties will also have the percentage of credits that they can buy reduced for a number of months. DFNB will notify producers 2 months prior to this policy taking effect.

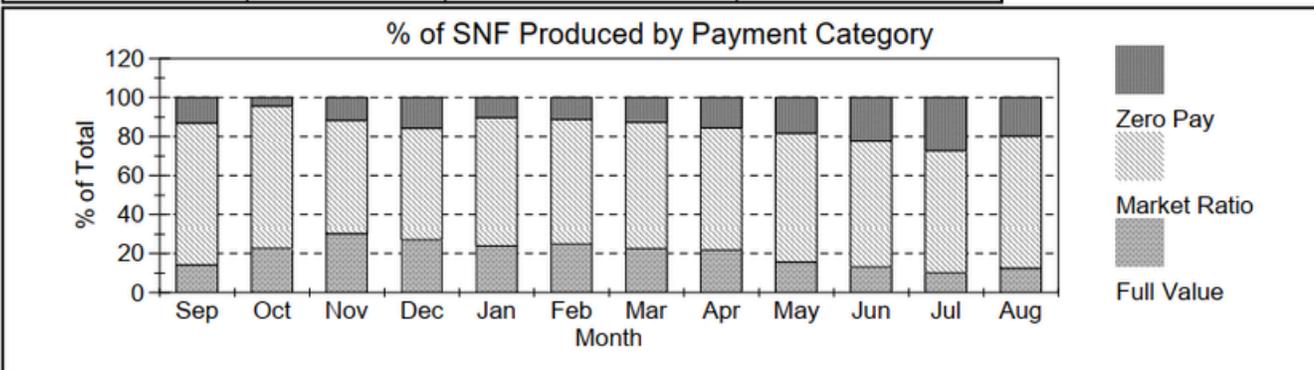
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
August 2025	156	-\$2.7327	(\$427)	125	-\$1.9107	(\$238)	229	-\$0.3917	(\$90)
12 Months	25,980	-\$2.7327	(\$70,996)	19,498	-\$1.9107	(\$37,255)	34,487	-\$0.3917	(\$13,509)
SNF > 2.20									
August 2025				2,679	\$0.0000	\$0	4,995	\$0.0000	\$0
12 Months				24,493	\$0.0000	\$0	44,973	\$0.0000	\$0
SNF 2.00<>2.20									
August 2025				24,702	\$2.9788	\$73,583	45,229	\$9.0000	\$40,707
12 Months				244,784	\$2.2152	\$542,237	439,155	\$6.6578	\$288,880
Domestic Market									
August 2025	601,865	\$13.4144	\$8,073,662	427,256	\$10.8375	\$4,630,390	771,171	\$9.0000	\$694,054
12 Months	7,275,629	\$13.7907	\$100,335,656	5,238,912	\$10.8849	\$57,024,843	9,204,568	\$9.0000	\$8,284,111

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
August 2025	\$96.44	\$8,073,235	\$4,703,735	\$734,671				\$13,511,641
12 Months	\$100.97	\$100,264,660	\$57,529,826	\$8,559,483				\$166,353,969
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL	Total Deductions	
	Per HL	Per Kg of Total Solids						
August 2025	\$3.71	\$0.1015	\$0.0786	\$0.0080	\$0.0016	\$6.25		\$876,315
12 Months	\$3.75	\$0.1015	\$0.0786	\$0.0085	\$0.0016	\$6.32		\$10,497,934
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC			Rejected Loads	
August 2025	197,594	0	0	115				0
12 Months	177,013	0	0	46				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
August 2025	14,015,658	4.2953	3.2447	5.8622	13.4022	2.1202		
12 Months	165,465,441	4.4128	3.3407	5.8763	13.6297	2.0887		

SNF Policy

Current SNF Ratio Values	Full Value: < 2.00	Market Ratio: 2.00<>2.20	Zero Pay: > 2.20
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SNF/BF: Avg Ratios

Month	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Full Value	1.93	1.92	1.93	1.93	1.93	1.92	1.93	1.93	1.94	1.95	1.95	1.93
Market Ratio	2.10	2.09	2.09	2.08	2.09	2.08	2.09	2.10	2.10	2.11	2.12	2.11
Zero Pay	2.27	2.31	2.25	2.23	2.27	2.26	2.26	2.27	2.26	2.26	2.28	2.26
Provincial	2.10	2.06	2.06	2.06	2.07	2.06	2.08	2.09	2.10	2.12	2.14	2.12

Maritime Quality Milk

Maritime Quality Milk (MQM) is a research and service program at the Atlantic Veterinary College, located at the University of Prince Edward Island in Charlottetown.
www.milkquality.ca

Milk 2020

MILK 2020's mission is to develop and enhance knowledge and innovation, through its leadership and its actions, with a view to encouraging the sustainable growth of New Brunswick's dairy industry.

www.milk2020.ca

Co-operators Group Insurance

Group rates as of Dec 1, 2024
Monthly single coverage: \$140.94
Monthly family coverage: \$369.74

Claims, rates, enrolment:
Emily Murphy 506.850.1643
emily.murphy@gotoinsure.ca
David Scott 506.458.1220
1.800.994.5155

NB Research & Productivity Council

RPC is New Brunswick's provincial research organization (PRO), a research and technology organization (RTO) offering contract R&D and technical services at our locations in Fredericton and Moncton, New Brunswick.

506.452.1212

NB Environmental Farm Plan

Contact Likhita Potluri
by phone at:
506.452.8101
506.259.0020
or by email at:
efp-pfe@fermeNBfarm.ca

Composition & Microbiology Testing

Composition testing
contact Jill Hay at:
jill.hay@rpc.ca
Microbiology testing
contact Corrie Maston at:
corrie.maston@rpc.ca

Hoof Trimming

Contact E. Duivenvoorden
Phone:
506.433.1864
or
Peter Jones
Phone:
506.866.0531

Crop Specialist

Contact Jason Wells
Phone:
506.434.2543
Email:
Jason.Wells@gnb.ca

Milk Matters

Any producer who wishes to receive a copy of the Milk Matters Newsletter by mail monthly should make their request to the DFNB office by email nbmilk@nbmilk.org or by phone 506 432-4330.

If you have photos that could be featured in future Milk Matters please email katie.bleakney@nbmilk.org

Dairy Specialist

Contact
David Dykstra
Cell phone:
506.434.5755
Email:
David.Dykstra@gnb.ca

Links

GNB Livestock Sector Development
https://www2.gnb.ca/content/gnb/en/contacts/dept_renderer.137.203310.4073.html#employees

Bob Calve Prices
<https://www.fpbq.upa.qc.ca/infoprix/BovinReforme/BRInfoPrixHebdo.asp?Langue=A>

Research Council: Free webinars
<https://www.beefresearch.ca/resources/webinars.cfm>

Canadian Dairy Commission
<https://www.cdc-ccl.gc.ca/>

Dairy Farmers of Canada News Centre
<https://www.dairyfarmers.ca/news-centre/document-library>

AgriStartNB
<https://www2.gnb.ca/content/dam/gnb/Departments/10/pdf/Agriculture/FarmingInNewBrunswick-RoadMapForNewEntrants.pdf>

BULK MILK TANKS

All bulk milk tanks needing calibrated will be coordinated by DFNB staff using the calibration services of both Dairy Farmers of Ontario (DFO). If you are planning to install a new tank or have installed one recently, please call 432-4330 so your farm can be added to the schedule. Before replacing your bulk milk tank remember: New tanks of 1000 US gallons (3780 liters) must have a minimum outlet of 3 inches with a butterfly valve; New tanks less than 1000 must have a minimum tank outlet of 2 inches with a butterfly valve; Used tanks of any size must have a minimum tank outlet of 2 inches with a butterfly valve.

TRANSPORTATION

If you have concerns about your scheduled pickups, you can contact:

Kingsco Transportation:

Dispatcher –
Bliss Price 506-435-1584
Hauler Supervisor –
Conrad Hachey 506-435-2293
General Manager –
Kris Aiton 506-434-3006

DFNB Transportation:

Coordinator -
Veronica McEwen (506) 432-0092

For any milk transportation questions or issues please call DFNB at (506) 432-4330 ext 24