

October 15, 2025



MILK MATTERS

The official newsletter for New Brunswick milk producers.



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Holstein Canada
Update

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.

Annual General Meeting

Registration is now open for the DFNB AGM, taking place at the Delta Fredericton from December 2nd to 4th. Delegates and guests are asked to register by November 14th. We look forward to another great gathering of New Brunswick dairy producers and industry representatives. A tentative schedule is now available on our website. Please go to the website www.nbmilk.org to register or view tentative agenda.

BLEND PRICE SEPTEMBER 2025

\$99.52hl or
\$22.60/kg of BF

BF: 4.4044 kg/hl,
PRO: 3.3043 kg/hl
LOS: 5.8639 kg/hl

CREDIT EXCHANGE DEADLINE

October 17, 2025
4:00 PM

Please submit credit
bids/offers on
DFNB Portal at
www.nbmilk.org

QUOTA EXCHANGE DEADLINE

November 3, 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

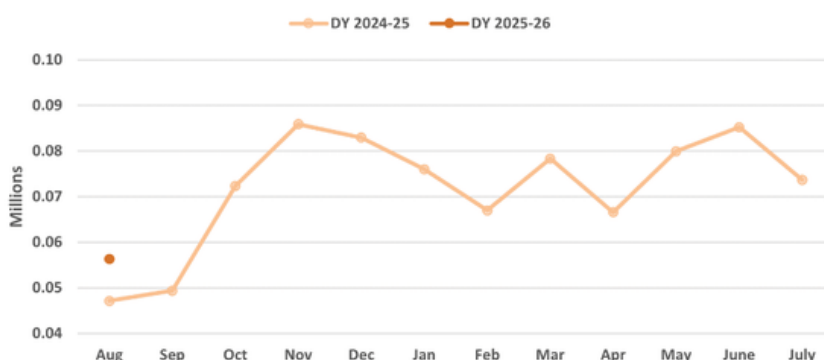
The CDC publishes a monthly market update on the public facing side of their website. These reports are available at the following link:

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

Overview of August 2025:

- Total Requirements forecast shows an average growth of between 1.6% and 2.6% for May 2025-April 2026.
- Total Requirements for the 12 months ending August 2025 were 3.41% higher than those of the previous 12 months and saw a 2.20% increase since July 2025.
- Compared to July 2025, apparent consumption increased for cream and butter while it decreased for milk, yogurt, ice cream and cheese. For the 12 months ending August 2025 all products saw an increase in consumption with notable increases in yogurt, ice cream and butter.
- Total Quota increased from July 2025 by 1.29% and had an increase of 1.5% for the 12 months ending August 2025.
- P10 production decreased by 1.19% in August compared to July 2025 but saw an increase of 4.47% for the 12 months ending in August 2025.
- Butter stocks decreased from July 2025 by 1,090 tonnes to 39,972 tonnes. Butter stocks are expected to be between 44,634 and 49,804 tonnes in April 2026.

Total Imports (BF kg, daily equivalent)



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
October 28 - 29

Teach Nutrition SPOTLIGHT

Reaching family resource centres in NB

Teach Nutrition has been working to expand reach to parents outside of the school system. One of our producers, Andrea Beyer, connected our dietitian with the Kings County Family Resource Centre in Sussex where we filmed two videos.

Parfait activity



Unboxing of free resources



A promotion was mailed to **all 13 family resource centres** in New Brunswick. The Teach Nutrition dietitian followed up with phone calls to offer resources to support parent and child cooking programs at these centres. These dairy supportive resources help foster positive eating behaviours in the consumers of tomorrow.

8

centres
placed orders
for resources
in May

11

centres
placed orders
for resources
in September

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.

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

The following table summarizes the incentive days:

SAMPLE TESTING CONTACTS

Contacts found on last page.

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

Make Sure Farmers Voices are Heard Ahead of the Review of CUSMA

The Government of Canada wants to hear from you as it determines Canada's priorities for the upcoming review of the Canada-United States-Mexico Agreement (CUSMA).

We encourage you to have your voice heard by sending a letter through the new website created by Dairy Farmers of Canada - OurCountryOurMilk.ca before November 3, 2025. While the government has repeatedly promised to defend supply management in trade negotiations, we want to ensure the common understanding that this means no more supply management concessions.

Share this site with as many people as you can (family, friends, colleagues). The more letters we submit, the more our industry voice will resonate with decision-makers.

A strong, united response will ensure the Government of Canada understands what is at stake for the future of our sector – visit OurCountryOurMilk.ca today!

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.

HOLSTEIN CANADA - Fall is officially upon us, and we hope that the harvest season was a success! This time of year at Holstein Canada brings a lot of excitement. With our Cow of the Year contest, All-Canadian contest and gearing up for the Royal, it is a busy but exciting time of year!

At the beginning of October, we were happy to host both the in-person Board Meeting and Branch Meeting in Brantford, ON. The meetings featured impactful and constructive discussions on several key topics, including classification enhancement, strategic planning, the Holstein Canada convention, and the upcoming budget.

We would also like to inform you that there is currently a vacancy for the Atlantic Field Business Partner position, a new job posting will be available shortly. For required service help or questions, please contact Toby Kleinsasser, Lead Field Service Business Partner, at 519-865-4367.

The classifiers will be in the province from November 24th to December 5th. If you have not already received an email from the classifier and would like them to come to your farm, please call the Holstein Canada customer service desk at 855-756-8300 ext. 410.

The Dairy Dynamics workshop that was planned for Nov. 3 has been postponed to a later date. More details to follow. Have a question or idea you want to share? Reach out to Karen Versloot .



Karen Versloot
National Director for
Holstein Canada in Atlantic
kversloot@holstein.ca



UPCOMING KEY DATES

Saturday October 18, 2025:

The Joint Branch Picnic will be held at [Belcher Holsteins](#) (Belmont, NS) and will coincide with their open house. Come for the new barn and robots, stay for the great company, lunch, beverages and kids Halloween costume contest. All are welcome!

The Atlantic Judging School will be hosted at [Cobequid Holsteins](#) (Debert, NS). Check your inboxes for the invitation which included the new attendance policy. All dairy judges and 4-Hers are welcome to attend

November 6, 2025: Fredericton Holstein Club AGM

November 7-16, 2025: Royal Agricultural Winter Fair, Toronto

November 20, 2025: 10:30 am-1pm: Sussex Holstein Club AGM, Sussex Dept., of AG

November 26, 2025: All-Canadian Contest Entry Deadline

December 2, 2025: New Brunswick Holstein Branch AGM, Delta Fredericton



KEY DECISIONS

- Approved agenda with additions of DFC Update.
- Approved August 26th Minutes.

DISCUSSION HIGHLIGHTS

- Reviewed pre-P5 financial statements
- Reviewed draft fall meeting kit and offered feedback to staff
- P5 Quota Committee representatives presented to the board the ongoing work at the P5 quota committee level on the review of the SNF payment policy and the options that the committee is currently considering to align the policy with the current market situation.
- Reviewed the draft 2025 DFNB AGM agenda and engaged in a discussion the types of information that the board would like to have presented to the delegates during the Tuesday afternoon closed session.

DATE: OCTOBER 6TH, 2025
virtual

ATTENDANCE

Directors: Gilbert Matheson, Becky Perry, Denis Cyr, George Wesselius, John Best, John Schuttenbeld, Paul Gaunce, Mike Bouma, Robert Speer (NBFC representative)
Staff: Ashley Baskin (Recording Secretary), Sharon Beasley (CFO Center)
Regrets: Wietze Dykstra

REPORTS

Financial Report: Presented by Sharon Beasley.

Allocation Order Review: Amended allocation order presented by Ashley Baskin.

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.



Dairy Farmers of New Brunswick

Milk Matters: Production and Payment Summary Report for September 2025

Quota Exchange for October, 2025

Price in Dollars	# of Sellers	Kgs Offered By Sellers	Total Cum. kgs	Difference Between Sellers/Buyers	Total Cum. kgs	Kgs Wanted By Buyers	# of Buyers
\$1.00		.0	.0	661.2	661.2	1.0	
\$24,000.00		.0	.0	660.2	660.2	660.2	
TOTALS	0	.0				661.2	44

QESP = Quota Exchange Selling Price

.0 of 660.2 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of .0 kgs offered for sale and total bids to purchase of 661.2 kgs.

QESP = Le prix de vente de quota

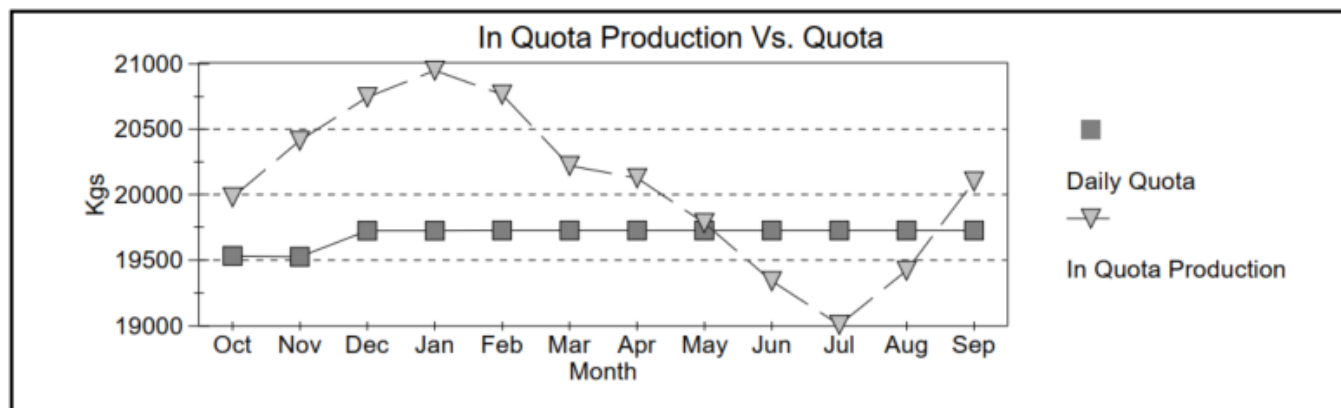
.0 des 660.2 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

Il y avait un total de .0 kgs proposés à la vente et le total des offres pour l'achat de 661.2kg.

Next Exchange closes at 4:00 p.m., Monday November 3, 2025

Results are available Thursday November 6, 2025

Month	Oct	Sept	Aug	Jul	Jun	May	6 month avg.
Clearing Price	\$0	\$0	\$24,000	\$0	\$0	\$24,000	\$24,000
Kgs on Exchange	.0	.0	28.7	.0	.0	4.0	16.4
Kgs by Transfer	.0	.0	.0	.0	.0	.0	.0



QUOTA CORNER

Quota Exchange Procedures

Bids/Offeres 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.

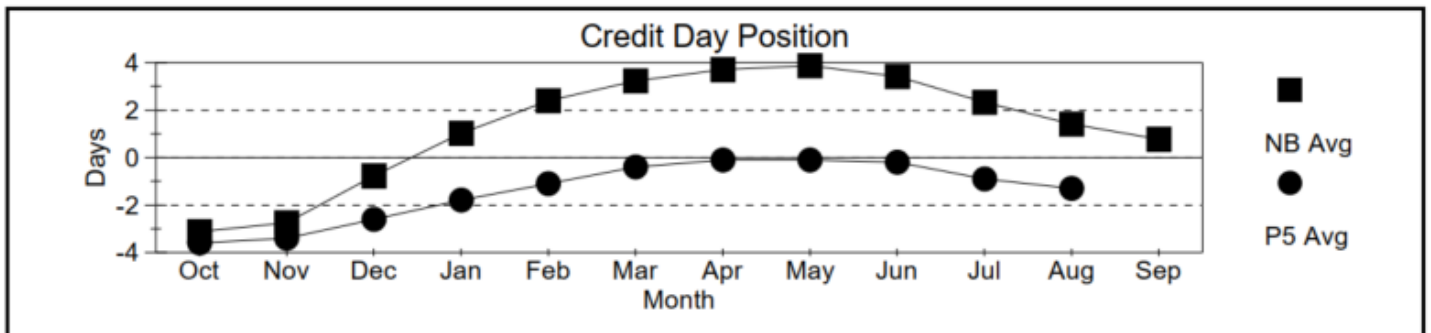
Minimum Quota Holdings Policy

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

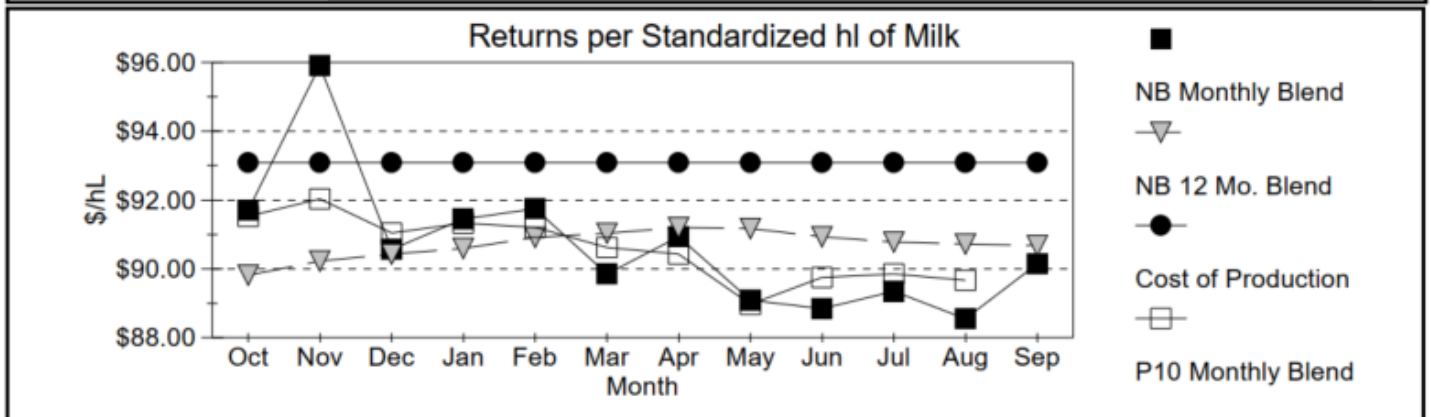
An over quota penalty of \$20/hl is in effect.**Daily Quota Transfer Order**

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	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Incentive Days Issued	3.17	2.17	0.19	0.13	0.14	0.18	0.53	0.81	0.79	1.79	2.72	3.67
Incentive Days Used	1.64	1.39	0.19	0.13	0.14	0.17	0.50	0.60	0.54	0.87	1.41	2.05
Days Over Quota	0.00	0.00	0.02	0.44	0.34	0.22	0.15	0.06	0.05	0.03	0.01	0.00
Days Lost	-0.30	-0.24	-0.37	-0.19	-0.08	-0.06	-0.07	-0.07	-0.11	-0.26	-0.19	-0.10
Days Exchanged	1.19	1.18	1.04	1.25	1.14	1.08	0.90	1.23	0.94	0.70	0.80	0.80
Credit Exch Clearing Price	\$4.00	\$6.00	\$8.06	\$12.53	\$17.01	\$20.00	\$17.00	\$15.15	\$10.00	\$4.50	\$4.01	\$6.03



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

September 2025 Credit Exchange \$6.03/kg

15,838 of the 16,265 kgs offered at or below the CESP were sold.

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.

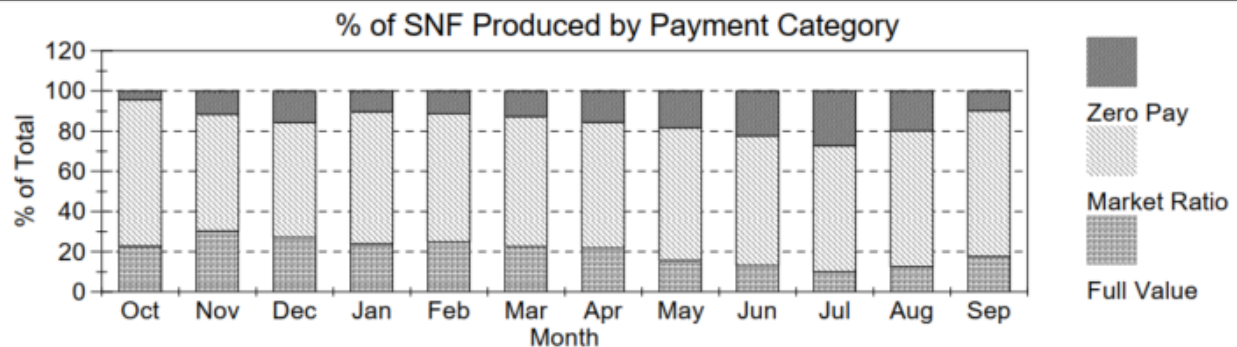
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
September 2025	98	-\$2.7327	(\$268)	70	-\$1.9106	(\$133)	126	-\$0.3917	(\$49)
12 Months	26,078	-\$2.7327	(\$71,264)	19,568	-\$1.9107	(\$37,388)	34,613	-\$0.3917	(\$13,558)
SNF > 2.20									
September 2025				1,014	\$0.0000	\$0	1,858	\$0.0000	\$0
12 Months				23,677	\$0.0000	\$0	43,486	\$0.0000	\$0
SNF 2.00<=2.20									
September 2025				19,582	\$2.9788	\$58,330	35,328	\$0.9000	\$31,795
12 Months				243,536	\$2.2906	\$557,844	436,966	\$0.6798	\$297,040
Domestic Market									
September 2025	602,842	\$13.6706	\$8,241,209	431,669	\$10.6604	\$4,601,759	765,422	\$0.9000	\$688,880
12 Months	7,297,058	\$13.7858	\$100,595,641	5,252,772	\$10.8623	\$57,057,243	9,229,292	\$0.9000	\$8,306,363

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
September 2025	\$99.52	\$8,240,941	\$4,659,956	\$720,626				\$13,621,522
12 Months	\$100.97	\$100,524,377	\$57,577,699	\$8,589,845				\$166,691,921
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
September 2025	\$3.58	\$0.1015	\$0.0786	\$0.0080	\$0.0016	\$6.15		\$842,546
12 Months	\$3.74	\$0.1015	\$0.0786	\$0.0084	\$0.0016	\$6.31		\$10,493,898
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
September 2025	181,417	0	0	33				0
12 Months	176,040	0	0	46				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
September 2025	13,689,450	4.4044	3.3043	5.8639	13.5725	2.0816		
12 Months	165,797,661	4.4169	3.3412	5.8773	13.6353	2.0871		

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

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.

Sample Testing

Dairytown
inhibitor testing
Kris Byers
506-424-0769
RPC for further testing
506-452-1212

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

Join the **CONVERSATION**

Let's talk housing

**REGISTER
NOW!**

Scan this
code or visit

dairyhub.ca/en/events/



► Why attend?

In these free discussion groups, join fellow dairy farmers to explore practical strategies for meeting the latest Code of Practice requirements, all while enhancing cow welfare on your farm.

► What you'll gain:

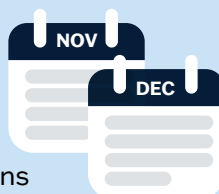
- ✓ Supportive peer-to-peer discussion
- ✓ Clear understanding of the Code requirements for cow housing and their benefits
- ✓ Practical ideas for adapting cow housing to meet the standards

► Who is invited?

- Canadian dairy farmers
- Up to 12 spots available/session

► When are these happening?

- Offered at various times in November and December 2025
- 2-hour long sessions
- Separate English and French sessions



► Where will these be hosted?

- Online (Microsoft Teams Meetings)
- Joining is simple - instructions will be provided ahead of time

► What will these discussion groups look like?

- Dairy farmers are encouraged to:
 - Bring questions.
 - Share experiences and knowledge so we can all learn from each other!
- Each discussion group will have a host and a facilitator to support discussions and contribute their expertise

AGENDA

20 min Welcome and Introductions

90 min Group Discussions
Topics include freedom of movement, stocking density, and calving areas

10 min Closing remarks

QUESTIONS?

Contact us at

info@Dairyhub.ca