

September 15, 2026



MILK MATTERS

The official newsletter for New Brunswick milk producers.



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And more ...

Fall Meetings

This fall, DFNB will be hosting in person producer meetings. Each local have the following dates and locations scheduled:

Woodstock/Fredericton: October 13 at 10am at Nackawic Lions Club

North West: October 14 at 10am at DAAF, St-André

North East: October 15 at 10am at DAAF, Bathurst

Sussex/Moncton: October 16 at 10am at the Petitcodiac Legion

The agenda will include the following topics:

- Market and Industry Updates
 - Domestic supply and demand
 - Protein market developments
 - P10 Investments
- Review of the Provincial Quota Policy of the DFNB
- Review of DFNB Board Orders
- Promotion Update
- proAction Update
- Quality Penalty Policy Update - NBFPC

September 15, 2026

BLEND PRICE AUGUST 2026

\$100.06hl or
\$23.24/kg of BF

BF: 4.3050 kg/hl,
PRO: 3.2862 kg/hl
LOS: 5.8707 kg/hl

CREDIT EXCHANGE DEADLINE

September 17, 2026
4:00 PM

Please submit credit
bids/offers on
DFNB Portal

QUOTA EXCHANGE DEADLINE

October 1, 2026
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
Breanne Wesselius <i>Community Coordinator</i>	Ext. 30

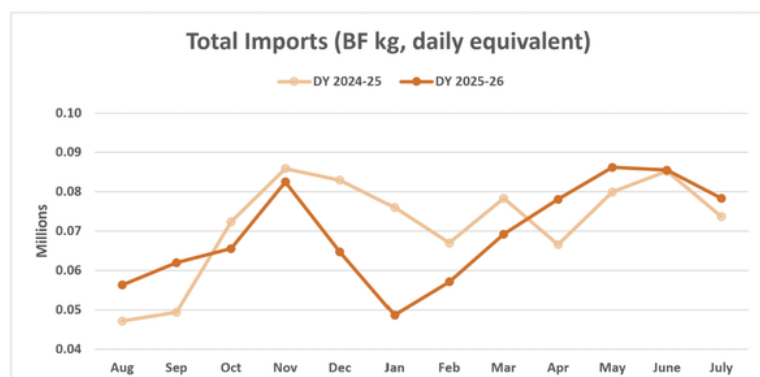
Market Update

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/2026-market-updates>

Overview of July 2026:

- Total Requirements forecast shows an average growth of 1.9% for January 2027 - December 2027.
- Total Requirements for the 12 months ending July 2026 were 2.19% higher than those of the previous 12 months and saw a 2.97% increase since June 2026.
- Compared to June 2026, consumption decreased for fluid milk, yogurt, ice cream and cheese and increased for cream and butter. For the 12 months ending July 2026 all categories saw increases except ice cream and fluid milk with the largest increases being yogurt which increased by 8.3%.
- Total Quota decreased from increased in July by 3.8% and had an increase of 3.1% for the 12 months ending July 2026.
- P10 production in kgs of BF saw a small decrease of -2.06% in July compare to June 2026 but saw an increase of 0.12% for the 12 months ending in June 2026.
- Butter stocks decreased from June to July 2026 by 2,347 tonnes to 40,325. Butter stocks are expected to be around 33,676 tonnes in December 2027.



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 29, 2026

August 14, 2026

Open Farm Day

Open Farm Day in New Brunswick is taking place on Sunday, September 20th. With 21 farms participating, it will be a great day for visitors to experience on-farm demonstrations, learn about the farm-to-table process, and meet the farmers behind the operations. This year the event will take place both in person and online, allowing farmers and visitors to participate in the format that suits them best. There are three dairy farms participating: Grant's Breeder Farm Ltd., hosted by Gilbert & Stacy Matheson; Rothiemay Farms, hosted by Bruce Mitham; and Waldow Farms Ltd., hosted by Jane & Blake Von Waldow. Thank you to the participating farms for opening your farms to the public. We look forward to a successful Open Farm Day!

Changes to proAction fees

ProAction Validations fee: Effective August 1, 2026, DFNB will be deducting \$450 from a Producer's statement following the completion of the validation of their farm. These costs were previously recovered from all Producers through the Administration levy.

Holstein Canada Animal Assessments: Effective August 1, 2026, DFNB will be directing Holstein Canada to recover their ProAction Animal Assessment fees directly from Producers rather than charging those fees to DFNB who recovered such fees through the Administration levy that it charged to all producers. Holstein Canada's Animal Assessment fee structure and other details are set out on their website at the link below. Holstein Canada will invoice the Producer directly for the ProAction Cattle Assessment services following the completion of the Cattle Assessment.

https://www.holstein.ca/Public/en/Services/proAction_Animal_Care/Fees_and_Scheduling



BUY & SELL

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

The Social Media Scoop

🎬 CASTING CALL 🎬

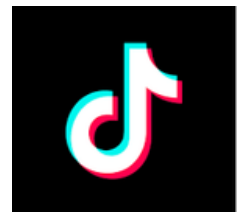
We're looking for social-savvy dairy farmers who want to help create fun, engaging video content for the DFNB social channels!

If you love storytelling, filming, editing -or all of the above - we'd love to hear from you.



Interested?

Text 902-877-9355 or email michelle.kempton@dfc-plc.ca



To stay in the loop, be sure to follow, comment on, and share DFNB's posts.

September 15, 2026

Farmer to Farmer Forums - Social Housing for dairy calves

Are you a dairy farmer in PE, NS, or NB who is interested in adopting social housing for milk-fed dairy calves on your farm? Join a cohort of farmers with similar goals. Participation will be farmer-led, and involve three meetings over approx. 8 months, with 2 on-farm visits (about 2 hrs each), and 1 phone call (45 minutes).

If you are interested, get in touch with Katie Koralesky, researcher at the UPEI Atlantic Veterinary College!

Participants will receive \$75 in gift cards for each on-farm interview.

For more information, scan the QR code, click the link, or text or email Katie Koralesky:

kkoralesky@upe.ca ; 778-681-0864

[Click here to join the cohort!](#)

Milk Check Calculator

With dairy markets placing greater value on milk protein, understanding how changes in milk components affect your milk cheque is more important than ever. Lactanet's Milk Check Calculator helps Atlantic dairy farmers estimate how changes in milk yield, butterfat, protein, and other solids can affect milk revenue.

Whether you're evaluating a feeding strategy, herd management change, or production goal, the calculator allows you to compare different scenarios and better understand their potential impact on your milk cheque before implementing them.

The Milk Check Calculator is a valuable tool for turning production data into practical business insights and supporting informed management decisions. Remember, though, that milk revenue is only part of the picture. The impacts on feed costs, forage availability, herd size, facility utilization, labour efficiency, and other farm income sources should also be considered.

To explore different production scenarios and estimate their impact on your milk cheque, access the Milk Check Calculator at the following link: <https://lactanet.ca/en/herd-management/business-economics/>

For questions or assistance using the calculator, please contact your Lactanet Advisor or Jeff Gunn.

MARITIME BEEF COUNCIL **MARITIME BEEF CONFERENCE**
Delta Beausejour, Moncton, NB November 6-7, 2026

INCLUDING:

- CATTLE MARKET UPDATE - BRENNA GRANT, CANFAX
- ANIMAL HEALTH, MARKETING & VALUE-CHAIN ROUNDTABLE
- BANQUET DINNER
- KEYNOTE ADDRESSES - JACLYN WILSON & ANNIE WILLIAMS
- MARITIME EXTENSION PANEL

AND MORE!

Beef Producers & Students Get **50% OFF**
With Promo Codes: **BEEF** or **STUDENT**

EARLY-BIRD PRICING
2 DAYS = \$150
1 DAY = \$90
Ends October 8

Keynote:
Jaclyn Wilson
Wilson Flying Diamond Ranch

Keynote:
Annie Williams
Mineral Advice Limited

FOR MORE INFORMATION, OR TO REGISTER, PLEASE VISIT: www.maritimebeef.ca

FARM Resilience Mentorship **Agriculture and Agri-Food Canada** **Agriculture et Agroalimentaire Canada**

P5 Messages

2026 Incentive Days– Conventional

In addition to the changes made to the SNF/BF payment policy to meet the growing protein market which requires additional volumes of milk (not butterfat), the P5 Boards announce one incentive day to be issued to conventional producers in the months listed below.

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:

2026	Conventional
August	1
September	1
October	1
November	1
December	

FARM GATE

Your Gateway to Buying & Selling Farms in the Maritimes



THINKING ABOUT SELLING YOUR DAIRY FARM?

VOUS SONGEZ À VENDRE VOTRE FERME LAITIÈRE?

Qualified buyers are actively searching throughout New Brunswick.

Whether you are considering selling in 6 months, 1 year or 5 years, let's start a confidential conversation.

Des acheteurs qualifiés recherchent activement des fermes partout au Nouveau-Brunswick.

Que vous envisagiez de vendre dans 6 mois, 1 an ou 5 ans, commençons une conversation confidentielle.

PRIVATE • INFORMED • AT YOUR PACE

PRIVÉ • ÉCLAIRÉ • À VOTRE RYTHME



Not intended to solicit anyone currently under contract.
Ne vise pas à solliciter les personnes ayant déjà un contrat en vigueur.

Amy Perry, REALTOR®
FARM GATE | MARITIME FARMS
Licensed in NS, NB & PEI
Titulaire d'un permis en N.-É., N.-B. et Î.-P.-É.

902-388-6227
exp
REALTY
OF CANADA





AROUND THE BOARD TABLE

KEY DECISIONS

- Agenda & Minutes: The Board approved the meeting agenda, and approved the July 29, 2026 meeting minutes.
- The Board reviewed the tie-breaker process for the Excellent Milk Quality awards and determined that they were satisfied with continuing to use IBC as the tie breaker it was also noted that this should be added to the DFNB board order.
- Promotion Order: The Board reviewed the proposed update but deferred further review and approval to a future in-person meeting.
- Upcoming Meetings: Directors reviewed upcoming meetings and assigned DFNB representation.

KEY DISCUSSIONS

- Veterinary Services: The Board was advised that Carleton Ag Solutions is working with the provincial governments on taking over the veterinary services. An announcement was scheduled for September 2 in Fredericton.
- Provincial Quota Policy: Discussion focused on how to move the file forward at the P5 level and alongside Maritime counterparts developing similar policies.
- Maritime Board Meeting: Directors discussed potential topics for the October Maritime Board meeting and suggested incorporating round-table discussions into the session.
- Canada Dairy Proposal: The Board reviewed the current proposal and determined that it was not in a position to support the initiative at this time.



SEPT 1, 2026 VIRTUAL ATTENDANCE

Directors: Directors attending: All including NBFPC representative and DFNB Leader.

Staff attending: Steve Michaud and Ashley Baskin, Sharon Beasley (CFO Center) presented her financials virtually

REPORTS

- Report from the General Manager
- Report from the Chief Financial Officer
- Operations reports from various DFNB functions.
- P10 Discussions: The board was provided with an update of the discussions at the national level.

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 August 2026

Quota Exchange for September, 2026

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
\$24,000.00		2.6	2.6	792.1	794.7	794.7	
TOTALS	1	2.6				794.7	54

QESP = Quota Exchange Selling Price

2.6 of 794.7 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 2.6 kgs offered for sale and total bids to purchase of 794.7 kgs.

QESP = Le prix de vente de quota

2.6 des 794.7 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté.

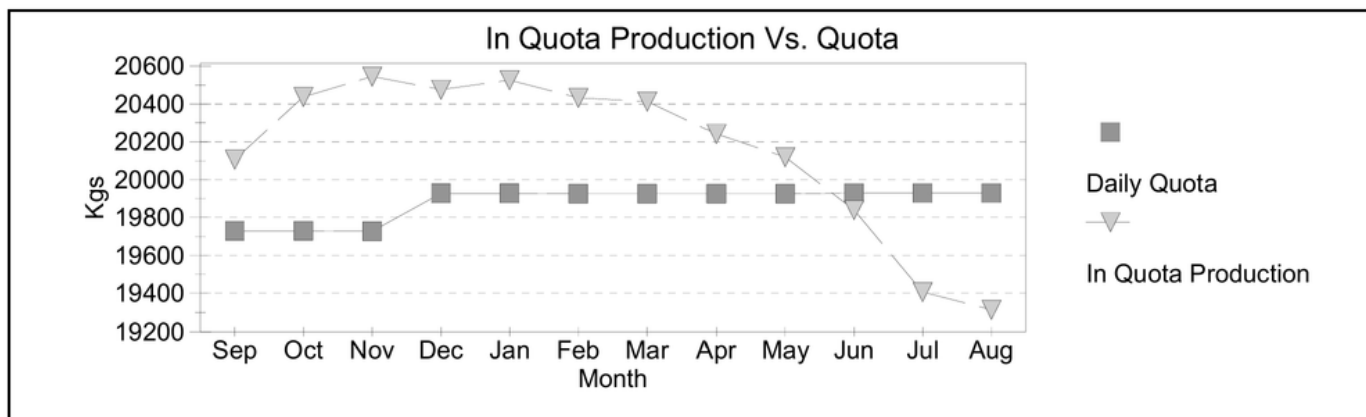
Il y avait un total de 2.6 kgs proposés à la vente et le total des offres pour l'achat de 794.7kg.

Next Exchange closes at 4:00 p.m., Thursday October 1, 2026

Results are available Tuesday October 6, 2026

Month	Sept	Aug	Jul	Jun	May	Apr	6 month avg.
Clearing Price	\$24,000	\$0	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Kgs on Exchange	2.6	.0	14.4	5.7	9.4	2.0	6.8
Kgs by Transfer	.0	.0	.0	.0	.0	.0	.0

Milk Matters: Production and Payment Summary Report for August 2026



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

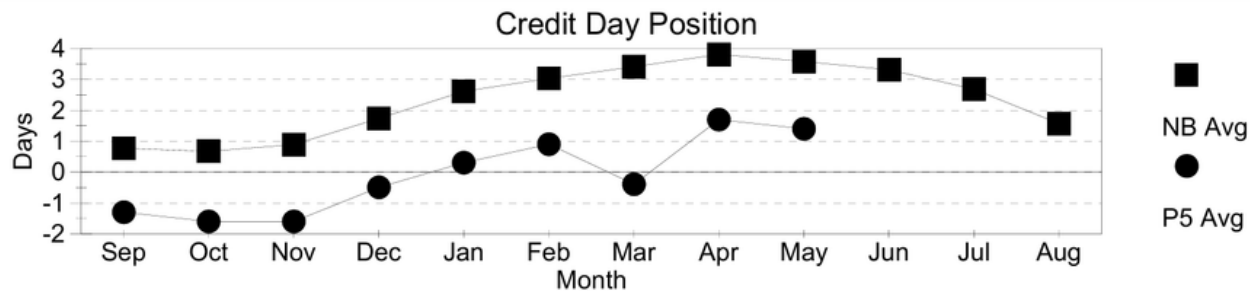
The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

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

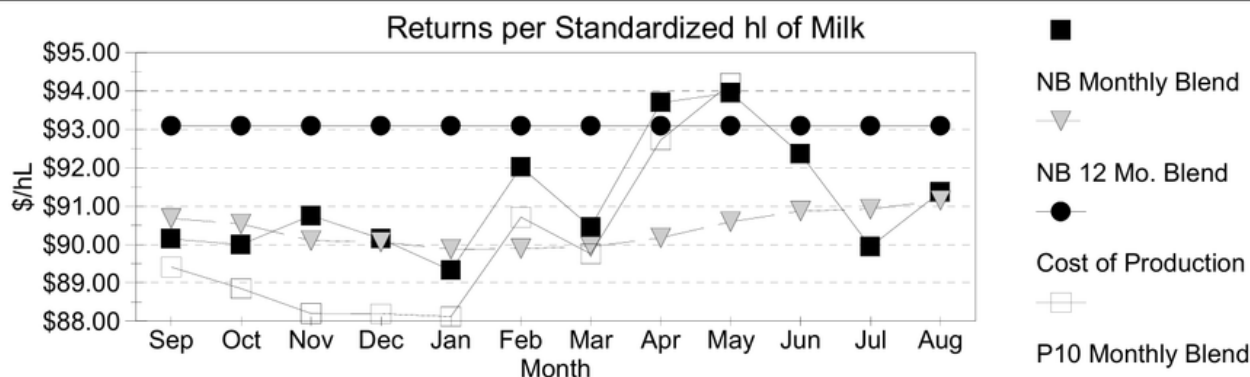
Daily Quota Transfer Order

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	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Incentive Days Issued	3.67	3.59	2.59	0.66	0.73	0.44	0.76	0.76	1.74	0.68	0.70	1.64
Incentive Days Used	2.05	1.96	1.69	0.64	0.68	0.42	0.73	0.72	1.27	0.52	0.42	0.79
Days Over Quota	0.00	0.01	0.05	0.08	0.17	0.18	0.15	0.07	0.06	0.14	0.11	0.04
Days Lost	-0.10	-0.08	-0.10	-0.11	-0.14	-0.08	-0.06	-0.06	-0.09	-0.10	-0.12	-0.14
Days Exchanged	0.80	0.97	1.03	1.11	1.00	1.20	1.22	1.01	0.97	0.88	1.07	1.26
Credit Exch Clearing Price	\$6.03	\$10.00	\$14.00	\$14.00	\$15.15	\$16.00	\$15.10	\$14.24	\$11.55	\$9.50	\$9.00	\$8.50



Month	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
SNF Market Ratio \$/kg	\$2.98	\$2.66	\$2.66	\$2.59	\$5.69	\$6.21	\$6.84	\$7.47	\$8.37	\$8.06	\$7.20	\$6.97

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 2026 Credit Exchange \$8.50/kg

25,177 of the 25,249 kgs wanted at or below the CESP were sold.

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.

September 15, 2026

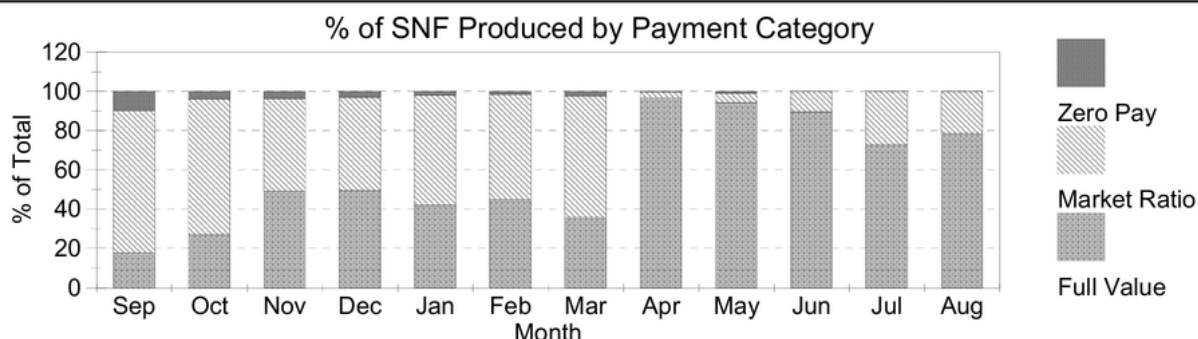
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
August 2026	806	-\$2.7327	(\$2,203)	615	-\$1.9107	(\$1,175)	1,147	-\$0.3917	(\$449)
12 Months	21,271	-\$2.7327	(\$58,127)	15,584	-\$1.9107	(\$29,777)	27,743	-\$0.3917	(\$10,867)
SNF > 2.50									
August 2026				0	\$0.0000	\$0	0	\$0.0000	\$0
12 Months				2,945	\$0.0000	\$0	5,331	\$0.0000	\$0
SNF 2.20<=2.50									
August 2026				2,615	\$6.9747	\$18,240	4,768	\$9000	\$4,291
12 Months				87,135	\$4.2065	\$366,539	154,922	\$8950	\$138,649
Domestic Market									
August 2026	597,925	\$10.3628	\$6,196,181	453,802	\$15.3126	\$6,948,885	810,577	\$9000	\$729,519
12 Months	7,331,047	\$11.4720	\$84,101,627	5,397,103	\$11.0564	\$59,672,530	9,393,213	\$8221	\$7,722,292

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
August 2026	\$100.06	\$6,193,979	\$6,965,951	\$733,361				\$13,893,290
12 Months	\$93.45	\$84,046,728	\$60,010,981	\$7,850,688				\$166,479,319
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
August 2026	\$4.41	\$0.1015	\$0.0786	\$0.0080	\$0.0016	\$6.96		\$968,497
12 Months	\$3.93	\$0.0929	\$0.0786	\$0.0080	\$0.0016	\$6.40		\$10,467,665
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
August 2026	208,748	0	0	98				0
12 Months	172,852	0	0	58				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
August 2026	13,907,711	4.3050	3.2862	5.8708	13.4620	2.1270		
12 Months	163,120,564	4.5073	3.3734	5.8737	13.7544	2.0516		

SNF Policy

Current SNF Ratio Values	Full Value: < 2.20	Market Ratio: 2.20<=2.50	Zero Pay: > 2.50
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SNF/BF: Avg Ratios

Month	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Full Value	1.92	1.92	1.93	1.93	1.93	1.93	1.93	2.03	2.05	2.08	2.09	2.09
Market Ratio	2.10	2.08	2.07	2.06	2.06	2.08	2.07	2.22	2.23	2.26	2.24	2.26
Zero Pay	2.25	2.24	2.26	2.24	2.27	2.24	2.25	2.35	2.30			
Provincial	2.08	2.05	2.01	2.00	2.01	2.01	2.02	2.03	2.06	2.10	2.13	2.13

Quality Milk Management

Contact
Don Anderson
Cell phone:

506.432.5598

Email:

udder1@nb.aibn.com

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, 2025
Monthly single coverage: \$151.45
Monthly family coverage: \$411.77

Claims, rates, enrolment:

Emily Murphy 506.850.1643
emily.murphy@gotoinsure.ca
David Scott 506.450.7732
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

Agropur

Cooperative Advisor
Jeanette Van der Linden

1-800-574-5585 Ext. 3224

Jeanette.Van-Der-Linden@agropur.com

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:

other questions
or issues call
Veronica McEwen
(506) 432-4330
ext 24