



MILK MATTERS

The official newsletter for New Brunswick milk producers.



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And more ...

Annual General Meeting

Dairy Farmers of New Brunswick held its 52nd Annual General Meeting from December 2–4, 2025, with strong participation from delegates across the province. The meeting focused on policy development, financial oversight, national and provincial updates, and key priorities for the year ahead.

Members received updates from national and provincial partners, including the Canadian Dairy Commission, Dairy Farmers of Canada, the New Brunswick Farm Products Commission, Farm Credit Canada, and the Dairy Processor Association of Canada, covering governance, market developments, and industry initiatives. The Promotion Committee, alongside DFC Maritimes, also shared highlights from regional marketing and outreach efforts.

Members reviewed and approved the 2024–25 audited financial statements and appointed Ascend as DFNB's auditor for 2025–26. At the Quality Awards Banquet the Minister of Agriculture, Aquaculture and Fisheries, Pat Finnigan, shared remarks on the strength of agriculture within New Brunswick's natural resource sector. Forty farms were recognized for outstanding milk quality achievements, with Frances Freeze earning Producer of the Year, top combined score, and top bacteria award, and McCarthy Farms Ltd receiving the top Somatic Cell award.

BLEND PRICE NOVEMBER 2025	CREDIT EXCHANGE DEADLINE	QUOTA EXCHANGE DEADLINE
\$103.15hl or \$22.32/kg of BF BF: 4.6220 kg/hl, PRO: 3.4313 kg/hl LOS: 5.8648 kg/hl	December 17, 2025 4:00 PM Please submit credit bids/offers on DFNB Portal at www.nbmilk.org	January 2, 2025 4:00 PM Please send bids to quota@nbmilk.org

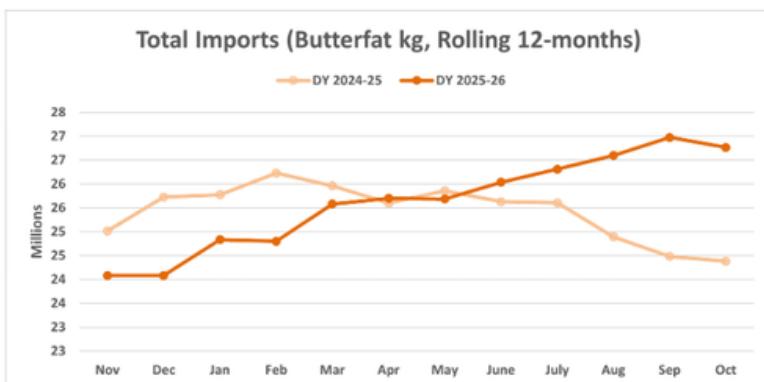
Market Update

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 October 2025:

- Total Requirements forecast shows an average growth of 1.7% for September 2025-August 2026.
- Total Requirements for the 12 months ending October 2025 were 3.52% higher than those of the previous 12 months and saw a 2.37% increase since September 2025.
- Compared to September 2025, apparent consumption decreased for all dairy products. For the 12 months ending September 2025 all products saw an increase in consumption with notable increases in butter, yogurt and ice cream.
- Total Quota increased from September 2025 by 4.33% and had an increase of 3.1% for the 12 months ending October 2025.
- P10 production increased by 1.23% in October compared to September 2025 but saw an increase of 3.72% for the 12 months ending in October 2025.
- Butter stocks increased from September 2025 by 8 tonnes to 37,437 tonnes. Butter stocks are expected to be around 39,000 tonnes in August 2026.



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

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

January 7, 2026

P5 Message

– Quota Increase and Changes in Solids-Non-Fat (SNF) Payment Policy

To maintain the current P5 production of butterfat for 2026, the P5 Boards have approved a 1% saleable quota increase on December 1, 2025.

In addition, the P5 Boards have approved to change the SNF/BF payment policy tier 2 protein to be paid at the monthly 4a price plus \$3.00 per kg, effective January 1, 2026.

A shift in consumer preference to dairy products high in protein (ex. yogurt) since the beginning of 2025, has increased the demand for protein from the market at a faster rate than usual. This shift in demand occurred as there continues to be a decrease of the farm production ratio, which has resulted in shifts in the protein available to serve all markets, and a better return for surplus SNF. As part of the continuous assessment of the payment policy parameters, the conclusion was reached that to meet the recent market demand for increased protein, additional income will be paid on protein in tier 2. The additional \$3.00/kg of protein in tier 2 will increase the value of protein produced up to the no-pay ratio of 2.20 and result in a slight decrease in tier 1 protein price. Further information will be provided on the impact for producers.

The faster than anticipated decrease of the farm production ratio generating less surplus, the growth in profitable markets that utilize SNF and a better global revenue for the decreasing SNF surplus, lead the P5 Boards to implement the above policy change.

The objectives of the component payment policy remain to better reflect market revenue and the components that best contribute to yield, to limit the growth of surplus SNF and to maintain the quality of dairy components, while aiming to ensure a greater equity between producers.

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

Promotion Holiday

In December 2025, producers will see no promotion levy deducted from their milk payments. This one-time levy holiday is in effect for December 2025 production and will be seen on January's payment.



COOPERATORS HEALTH & DENTAL PLAN

Please be advised that your medical benefits renew for another year effective December 1st 2025. Due to the high cost of drugs and dental services the insurance company has to increase their rates by approximately 4%. Please call Emily at 506-850-1643 or David Scott at 506-450-7732 with any questions or concerns you may have. Thanks for placing your trust in us.

Family 411.77 per month
Single 151.45 per month

SAMPLE TESTING CONTACTS

Contacts found on last page.

BUY & SELL

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

New Entrant Applications

Interested individuals must submit their 5 year business plan and their non-refundable \$100 application fee to Dairy Farmers of New Brunswick no later than January 20, 2026. The Business Plan must include the following: Pro-forma income statements, cash flow statements and balance sheets for two years; sufficient detail on the ownership structure and governance of the business; a description of the proposed dairy enterprise; the education achieved by the applicant(s); and the applicant's agricultural experience. Applicants are also required to provide a signed letter from all their lenders indicating they have seen and reviewed the business plan and agree to provide financing that is stipulated in the plan.

Dairy Leadership Program

Dairy farmers are asked to submit their names if they are interested in participating in DFNB's dairy leadership mentorship program. Those interested are asked to submit their names and a short biography to Dairy Farmers of New Brunswick's office via email (stevem@nbtmilk.org) on or before January 31st 2026. The leadership program will begin in March of 2026 and run until March of 2027. During that time the selected individuals will be given the opportunity to attend a number of the DFNB board meetings along with several national meetings, including the February 2027 DFC policy conference and the Canadian Milk Supply Management Committee. The selected individuals will have their travel, room and meal expenses covered to attend the meetings.

DDPP Update

The letters for the Dairy Direct Payment Program (DDPP) for 2025-2026 were mailed on November 12, 2025. You can register with the codes provided in your letter. Your completed registration must be signed and received no later than March 31, 2026, to receive payment for the year 2025-2026.

EGGNOG, A HOLIDAY

FAVOURITE

roots in a medieval British drink known as posset—a warm blend of milk, spices, and sometimes alcohol, traditionally enjoyed during winter gatherings. Over time, eggs were added, creating a richer and more indulgent beverage. As the tradition made its way to North America, readily available dairy and eggs on local farms helped eggnog grow in popularity throughout the 1700s and 1800s. The drink became closely tied to holiday celebrations and was even served by George Washington at Mount Vernon. Today, eggnog remains a seasonal classic, enjoyed in both traditional and modern variations during the festive season.



Try the TikTok viral dirty soda with Eggnog and Gingerale.

Add half a can of Gingerale to a glass of ice. Slowly add a quarter cup of Eggnog, gently stir and enjoy!



AROUND THE BOARD TABLE

KEY DECISIONS

- Approved the 2026 DFC Maritime RSA Budget.
- Approved a one-month promotion levy holiday (no levy on December 2025 milk).
- Approved the Administrative Class Pricing Order 2026-01, effective February 1, 2026.
- Elected Executive:
Chair: Wietze Dykstra
1st Vice-Chair: Gilbert Matheson
2nd Vice-Chair: Becky Perry

DISCUSSION HIGHLIGHTS

- Quota Policy Review: Agreed on a review timeline and explored options including LPO charges, levies based on quota holdings, two-tiered quota exchange, and pricing changes. Further work will continue in January, including consideration of a joint Maritime board session.
- Unnatural Inhibitors: Agreed to write to NBFPC regarding improvements to internal procedures.
- Lobbying & Government Relations: Discussed strengthening provincial advocacy, including a potential provincial dairy lobby day.
- AGM Debrief: AGM viewed as successful; opportunities identified to improve resolution procedures.

DATE: DECEMBER 1-2 & 4, 2025

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)

REPORTS

Managers' and Operations Reports were reviewed via meeting kits, with a preference for advance review and in-meeting discussion going forward. **Financial statements** were reviewed, with emphasis on allowing the indemnity fund to grow through investment returns.

proAction & Sustainability updates included national priorities on consistency, validator retention, animal care assessments, traceability improvements, and environmental reporting alignment.

Governance discussions included improving committee appointment processes and considering the establishment of a governance committee.

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 November 2025

Quota Exchange for December, 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
\$24,000.00		15.0	15.0	658.3	673.3	673.3	
TOTALS	1	15.0				673.3	45

QESP = Quota Exchange Selling Price

15.0 of 673.3 kgs wanted at or above the Quota Exchange Selling Price of \$24,000.00 were purchased.

There was a total of 15.0 kgs offered for sale and total bids to purchase of 673.3 kgs.

QESP = Le prix de vente de quota

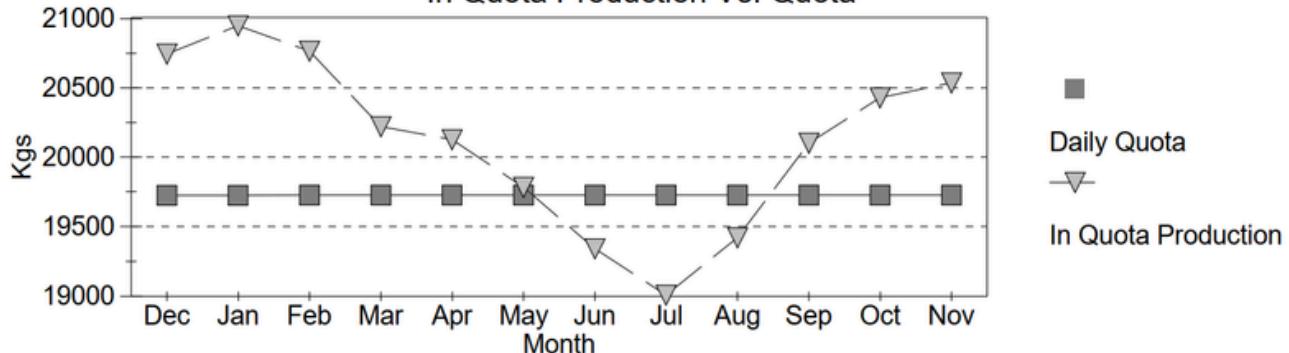
15.0 des 673.3 kilos demandé au prix de vente de \$24,000.00 ou au dessus ont été acheté. Il y avait un total de 15.0 kgs proposés à la vente et le total des offres pour l'achat de 673.3kg.

Next Exchange closes at 4:00 p.m., Friday January 2, 2026

Results are available Wednesday January 7, 2026

Month	Dec	Nov	Oct	Sept	Aug	Jul	6 month avg.
Clearing Price	\$24,000	\$0	\$0	\$0	\$24,000	\$0	\$24,000
Kgs on Exchange	15.0	.0	.0	.0	28.7	.0	21.9
Kgs by Transfer	.0	.0	.0	.0	.0	.0	.0

In Quota Production Vs. Quota



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

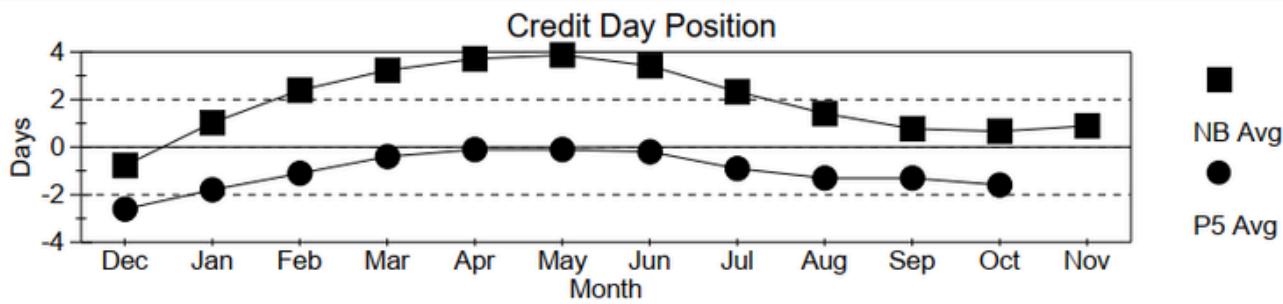
The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

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

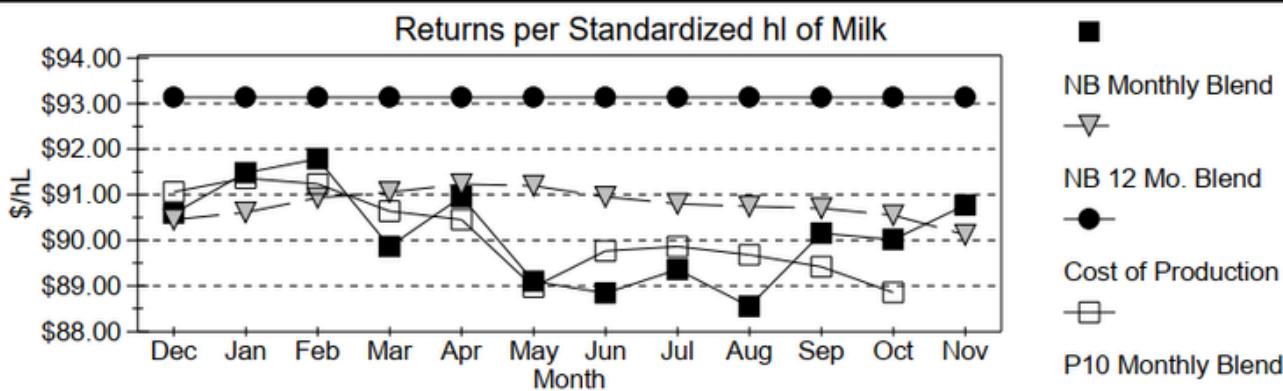
Daily Quota Transfer Order

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	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Incentive Days Issued	0.19	0.13	0.14	0.18	0.53	0.81	0.79	1.79	2.72	3.67	3.59	2.59
Incentive Days Used	0.19	0.13	0.14	0.17	0.50	0.60	0.54	0.87	1.41	2.05	1.96	1.69
Days Over Quota	0.02	0.44	0.34	0.22	0.15	0.06	0.05	0.03	0.01	0.00	0.01	0.05
Days Lost	-0.37	-0.19	-0.08	-0.06	-0.07	-0.07	-0.11	-0.26	-0.19	-0.10	-0.08	-0.10
Days Exchanged	1.04	1.25	1.14	1.08	0.90	1.23	0.94	0.70	0.80	0.80	0.97	1.03
Credit Exch Clearing Price	\$8.06	\$12.53	\$17.01	\$20.00	\$17.00	\$15.15	\$10.00	\$4.50	\$4.01	\$6.03	\$10.00	\$14.00



Month	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
SNF Market Ratio \$/kg	\$2.42	\$2.42	\$2.30	\$2.05	\$1.90	\$1.91	\$2.00	\$2.06	\$2.98	\$2.98	\$2.66	\$2.66

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.

November 2025 Credit Exchange \$14.00/kg

20,348 of the 20,853 kgs offered 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.

December 15, 2025

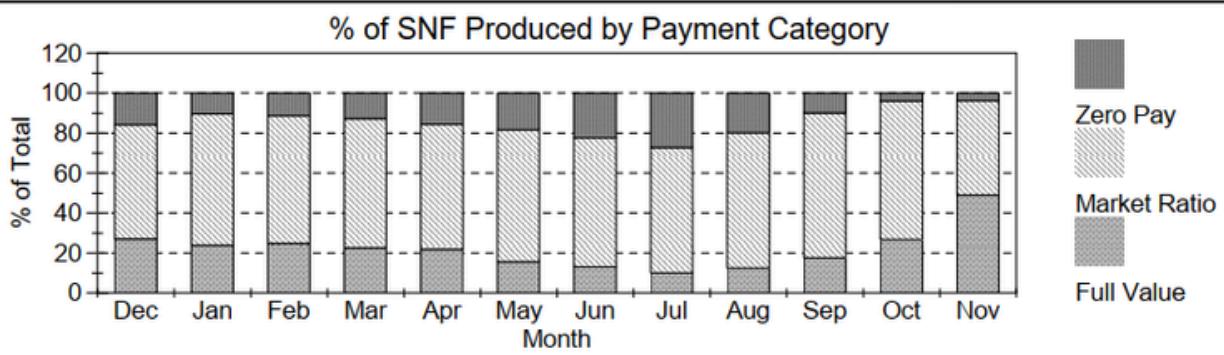
NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT \$	OS Kg	OS \$/kg	OS \$
November 2025	1,066	-\$2.7327	(\$2,914)	764	-\$1.9107	(\$1,460)	1,337	-\$3917	(\$524)
12 Months	27,421	-\$2.7327	(\$74,934)	20,536	-\$1.9107	(\$39,237)	36,315	-\$3917	(\$14,225)
SNF > 2.20									
November 2025				482	\$0.0000	\$0	845	\$0.0000	\$0
12 Months				22,136	\$0.0000	\$0	40,692	\$0.0000	\$0
SNF 2.00<>2.20									
November 2025				9,497	\$2.6568	\$25,231	16,650	\$9000	\$14,985
12 Months				232,141	\$2.3342	\$541,867	417,145	\$7102	\$296,243
Domestic Market									
November 2025	614,881	\$13.6744	\$8,408,131	446,520	\$10.2736	\$4,587,366	762,724	\$9000	\$686,451
12 Months	7,313,223	\$13.6707	\$99,976,965	5,264,406	\$10.7831	\$56,766,657	9,247,929	\$9000	\$8,323,136

Production & Payment

Revenue	\$/HL	BF \$	PT \$	OS \$				Total Paid \$
November 2025	\$103.15	\$8,405,218	\$4,611,137	\$700,913				\$13,717,268
12 Months	\$100.50	\$99,902,031	\$57,269,287	\$8,605,155				\$165,776,472
Deductions	Transport	Promotion	Admin	Lab Fee	Research Levy	Total Ded Per HL		Total Deductions
	Per HL	Per Kg of Total Solids						
November 2025	\$3.72	\$.1015	\$.0786	\$.0080	\$.0016	\$6.36		\$847,588
12 Months	\$3.75	\$.1015	\$.0786	\$.0083	\$.0016	\$6.32		\$10,515,899
Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	IBC				Rejected Loads
November 2025	167,915	0	0	38				0
12 Months	174,044	0	0	47				0
Production & Component Tests	Production Volume	Butter Fat	Protein	Lactose & O.S.	Total Solids	SNF Ratio		
November 2025	13,326,324	4.6220	3.4313	5.8648	13.9181	2.0112		
12 Months	165,690,888	4.4303	3.3431	5.8797	13.6531	2.0817		

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	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Full Value	1.93	1.93	1.92	1.93	1.93	1.94	1.95	1.95	1.93	1.92	1.92	1.93
Market Ratio	2.08	2.09	2.08	2.09	2.10	2.10	2.11	2.12	2.11	2.10	2.08	2.07
Zero Pay	2.23	2.27	2.26	2.26	2.27	2.26	2.26	2.28	2.26	2.25	2.24	2.26
Provincial	2.06	2.07	2.06	2.08	2.09	2.10	2.12	2.14	2.12	2.08	2.05	2.01

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

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>

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 DFNFB at (506) 432-4330 ext 24

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