



# SK MILK MARKETING BOARD

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## UPDATE

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February 15, 2011

### **IMPORTANT REMINDER -DESIGNATED REPRESENTATIVE FORM**

This is a reminder to licensed producers to please complete the Designated Representative Form which was included with the December, 2010 newsletter. It is important that the form is completed and returned to the Board by fax or mail by March 1, 2011.

These forms are required for your protection to ensure that only authorized individuals act on your behalf. This includes the authority to transfer credits and to make bids on the quota exchange. Also, only those persons authorized to vote on behalf of a licensed producer at producer meetings will have their votes recognized. Make sure that your vote counts by returning this form.

If you have misplaced your form, please contact the Board office. Those producers that have not returned their forms by March 1<sup>st</sup> will be directly contacted by Board staff and asked to return their forms as quickly as possible.

Thank you for your immediate attention and understanding.

### **FORM DEADLINES TO BE STRICTLY ENFORCED**

Producers, please be reminded of the following deadlines for submitting forms to the Board office. All forms must be 100% complete to be considered. **These deadlines will be strictly enforced by the Board, no exceptions.**

When mailing, faxing or emailing forms to the Board, producers should call the Board office to ensure that their forms have been received prior to the deadline.

1. Private Quota Transfers – forms due by 11:59p.m. on the 6<sup>th</sup> day of each month for an effective date of the 1<sup>st</sup> day of the following month. This deadline also applies to farm name changes and moving to new production facilities.
2. Quota Exchange Bids – forms due by 11:59p.m. on the 6<sup>th</sup> day of each month for an effective date of the 1<sup>st</sup> day of the following month
3. Transfer Credits – forms due by 11:59p.m. on the 20<sup>th</sup> day of each month for an effective date of the 1<sup>st</sup> day of the same month
4. Banking Information Changes – Producers changing bank account information must notify the Board of this change at least 7 days prior to the next producer payment date.

## QUOTA EXCHANGE

The market-clearing price established for the February, 2011 Quota Exchange was **\$27,500.00**. The results of the Quota Exchange are outlined in the following Table.

The next Quota Exchange will be held on March 15, 2011. All offers to sell and bids to purchase quota through the Quota Exchange must be received at the SMMB office by midnight, March 6, 2011. The SMMB recommends that offers and bids be submitted well in advance of the deadline date to ensure adequate time for corrections, if necessary.

Just a reminder to producers that when making bids on the Quota Exchange, the price on offers to sell quota is the minimum price that the producer is prepared to accept for that quota. Only if the market-clearing price is equal to or greater than the producer's minimum price will that producer qualify for participation in the Exchange. Conversely, the price on offers to purchase quota is the maximum price that the producer is prepared to pay for that quota. Only if the market-clearing price is equal to or less than the producer's maximum price will that producer qualify for participation in the Exchange.

The clearing price is set at the price where the smallest difference exists between the accumulated volume offered for sale and the accumulated volume bid to purchase.

### FEBRUARY, 2011 QUOTA EXCHANGE RESULTS

<b>Market Clearing Price per kilogram of butterfat</b>	<b>\$27,500.00</b>
<b>Daily Kilograms offered to Purchase</b>	<b>37.50</b>
<b>Kilograms offered to Sell</b>	<b>6.60</b>
<b>Kilograms sold</b>	<b>5.00</b>
<b>Number of Producers</b>	
- offered to purchase	<b>6</b>
- purchased quota	<b>1</b>
- offered to sell	<b>3</b>
- sold quota	<b>3</b>

### FEBRUARY, 2011 QUOTA EXCHANGE CLEARING PRICE RESULTS

Price (\$/daily kg b.f.)	No. of Sellers	Cumulative Sellers	Daily Kgs b.f. offered for sale	Cumulative sales	Cumulative Sales less Cumulative purchases	Cumulative purchases	Daily Kgs b.f. offered to purchase	Cumulative Buyers	No. of buyers
25,000	1	1	0.60	0.60	-36.90	37.50	0.00	6	0
26,000	1	2	1.00	1.60	-35.90	37.50	0.00	6	0
26,410	0	2	0.00	1.60	-35.90	37.50	20.00	6	1
26,462	0	2	0.00	1.60	-15.90	17.50	2.00	5	1
27,000	1	3	5.00	6.60	-8.90	15.50	4.00	4	1
27,010	0	3	0.00	6.60	-4.90	11.50	1.00	3	1
27,375	0	3	0.00	6.60	-3.90	10.50	5.50	2	1
<b>27,500</b>	<b>0</b>	<b>3</b>	<b>0.00</b>	<b>6.60</b>	<b>1.60</b>	<b>5.00</b>	<b>5.00</b>	<b>1</b>	<b>1</b>

**TRANSFER CREDIT SUMMARY REPORT**

<b>MONTH</b>	<b># OF PRODUCERS TRANSFER IN</b>	<b># OF PRODUCERS TRANSFER OUT</b>	<b>TOTAL KGS BUTTERFAT</b>
January/10	14	14	17,760
February	11	12	10,421
March	8	9	4,251
April	21	14	15,941
May	16	12	16,293
June	17	14	17,870
July	12	9	7,641
August	7	7	6,926
September	15	21	28,149
October	15	12	18,550
November	23	21	31,871
December	25	26	33,472
January/11	27	20	29,306

**OVER QUOTA (OVER 10 DAYS) REPORT BY MONTH**

<b>MONTH</b>	<b># OF PRODUCERS</b>	<b>KGS BUTTERFAT</b>
January 2010	16	5,444
February	20	3,338
March	15	2,743
April	16	3,158
May	9	2,330
June	5	360
July	4	504
August	0	0
September	0	0
October	1	2
November	2	615
December	1	307
January 2011	0	0

**SUMMARY REPORT OF CREDITS AS OF January, 2011 – 189 PRODUCERS**

<b>DAYS</b>	<b># OF PRODUCERS</b>	<b>POSITIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)</b>
+10	0	0
+ 5 to +10	11	7,707
0 to + 5	19	4,559
TOTAL	30	12,267
<b>DAYS</b>	<b># OF PRODUCERS</b>	<b>NEGATIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)</b>
-20	18	-38,925
-15 to -20	40	-109,826
-10 to -15	35	-64,034
-5 to -10	37	-29,073
0 to -5	29	-9,254
TOTAL	159	-251,115

**LOST OPPORTUNITY REPORT**

<b>MONTH</b>	<b># OF PRODUCERS</b>	<b>LOST OPPORTUNITY (KGS OF BUTTERFAT)</b>
January, 2010	1	552
February	1	1,165
March	3	1,389
April	5	3,319
May	5	4,097
June	5	4,108
July	6	4,673
August	10	7,398
September	8	3,646
October	10	5,986
November	33	25,200
December	20	6,612
January, 2011	18	3,201

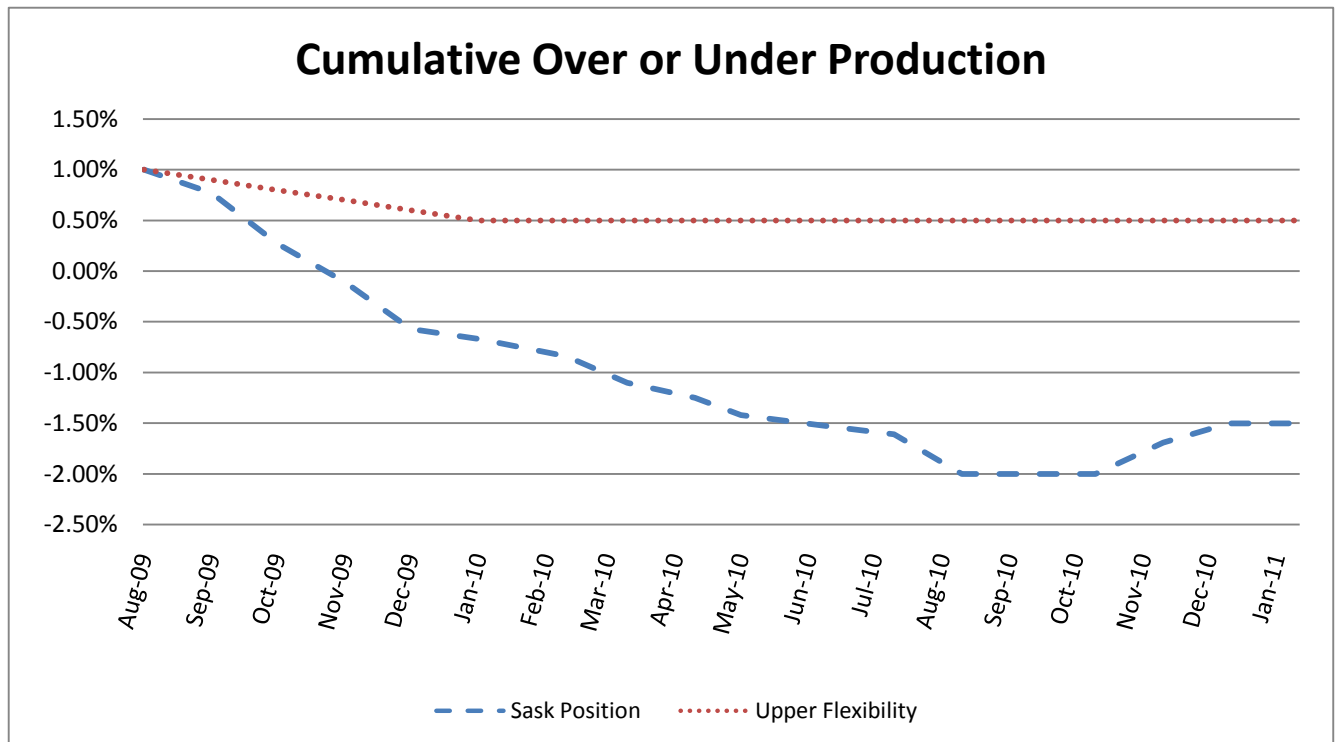
## WEIGHTED AVERAGE COMPONENT TESTS & PRICES January 2011

Components	Average Test	Price per kilogram Class 1 to 5
Butterfat	3.8504	\$10.914855
Protein	3.3524	\$ 7.914839
Other Solids	5.6985	\$ 1.164068

Based on the average component tests for the province, the average price received was \$75.1938 per hectolitre. **The average butterfat price received per kilogram was \$19.53.**

## SASKATCHEWAN MILK POOL RESULTS January 2011

Milk Sale Revenue	\$ 14,731,962.88
Western Milk Pool	\$ -148,725.11
Dairy Farmers of Canada Skim Off	\$ - 18,225.64
Plant of Last Resort Service	\$ - 56,070.25
<b>Total Pool Value</b>	<b>\$ 14,508,941.88</b>



In January, Saskatchewan had a monthly CDC allocation of **758,126 kilograms** of butterfat. In the month of January, Saskatchewan production was **-15,178 kilograms** of butterfat **under** and cumulatively **under** by **-130,878 kilograms** of butterfat. On a percentage basis, Saskatchewan is at **-1.50%** within our CDC allocation flexibility limits based on the Continuous Quota model. The -1.50% lower limit is in effect.

	(1) Monthly Total Production  Kgs bf	(2) Total Monthly CDC Quota Allocation  Kgs bf	(3) Monthly Over or (Under) Production  Kgs bf  col. 1 – 2 = 3	(4) Lower Flexibility Limit <b>(1.5%)</b>  Kgs bf  col. 9 * -1.5%	(5) Upper Flexibility Limit <b>1.0%</b>  Kgs bf  col. 9 *1.0%	(6) Cumulative Over or (Under) Production with limits  Kgs bf	(7) Cumulative Over or (Under) Production with limits  in %  col. 6 / 9	(8) Over Quota or (Lost Production Opportunity)  Kgs bf	(9) Rolling 12 Month Total Quota  Kgs bf
<b>Jan-10</b>	718,404	726,215	(7,811)	(129,294)	43,098	<b>(57,335)</b>	<b>-0.67%</b>		8,619,609
<b>Feb-10</b>	646,894	662,212	(15,318)	(129,128)	43,043	<b>(72,653)</b>	<b>-0.84%</b>		8,608,523
<b>Mar-10</b>	714,037	735,808	(21,771)	(128,999)	43,000	<b>(94,424)</b>	<b>-1.10%</b>		8,599,939
<b>Apr-10</b>	694,816	707,608	(12,792)	(129,004)	43,001	<b>(107,216)</b>	<b>-1.25%</b>		8,600,248
<b>May-10</b>	708,117	722,125	(14,008)	(128,956)	42,985	<b>(121,224)</b>	<b>-1.41%</b>		8,597,078
<b>June-10</b>	684,369	694,478	(10,109)	(128,998)	42,999	<b>(131,333)</b>	<b>-1.53%</b>		8,599,843
<b>July-10</b>	697,489	704,201	(6,712)	(128,936)	42,979	<b>(138,053)</b>	<b>-1.61%</b>		8,595,753
<b>Aug-10</b>	682,923	717,474	(34,551)	(129,144)	43,048	<b>(172,194)</b>	<b>-2.00%</b>	(410)	8,609,692
<b>Sep-10</b>	673,445	727,727	(54,282)	(129,713)	43,175	<b>(172,699)</b>	<b>-2.00%</b>	(53,777)	8,634,934
<b>Oct-10</b>	694,237	756,826	(62,589)	(129,614)	43,207	<b>(172,830)</b>	<b>-2.00%</b>	(62,458)	8,641,482
<b>Nov-10</b>	686,111	752,717	(66,606)	(130,059)	43,353	<b>(146,520)</b>	<b>-1.69%</b>	(92,915)	8,670,615
<b>Dec-10</b>	731,120	785,901	(54,781)	(130,400)	43,467	<b>(130,400)</b>	<b>-1.50%</b>	(70,294)	8,693,300
<b>Jan-11</b>	742,948	758,126	(15,178)	(130,878)	43,626	<b>(130,878)</b>	<b>-1.50%</b>	(8,969)	8,725,211

(1) Monthly Production in Saskatchewan

(2) Total Monthly Quota = Class 1 sales + Monthly MSQ + Carry Forward

(3) Difference between the monthly production (1) and the total monthly quota (2)

(4) The Lower Flexibility Limit is -1.5% of Rolling 12 Month Total Quota (9)

(5) The Upper Flexibility Limit is 1.0% of Rolling 12 Month Total Quota (9)

(6) Previous Month Cumulative Over or (Under) Production + Current Monthly Over or (Under) Production (capped at lower or upper limit if applicable)

(7) Equal to Column (6) expressed as a percentage basis within the flexibility limits

(8) Over Quota or (Lost production opportunity) outside of flexibility limits

(9) Total Monthly CDC Quota Allocation for the previous 12 months

## PRODUCER MEETINGS – APRIL 4, 5 & 6, 2011

The SMMB will hold the next session of producer meetings as follows. Please mark your calendars and plan to attend. Lunch will be served at 12 noon.

DATE	MEETING START TIME	DISTRICT	LOCATION
Monday, April 4	9:00 a.m.	Swift Current	F.O.A. Eagles 1910 S Service Rd. W Swift Current
Tuesday, April 5	9:00 a.m.	Warman	Brian King Centre 202 8 <sup>th</sup> Avenue N. Warman
Wednesday, April 6	9:00 a.m.	Fort Qu'Appelle	Country Squire Inn Luxton Room Fort Qu'Appelle

## QUOTA LISTING SERVICE

The SMMB offers a free quota listing service as part of its Newsletter. Anyone wishing to sell or purchase quota and/or cows or miscellaneous dairy equipment is welcome to contact the SMMB office at (306)787-5319. All prices and negotiations will be independent of the SMMB.

### Quota & Cows wanted to Purchase

- Wanted – cows and quota – Contact Don (306) 270-4700
- Wanted – Dairy Cows or bred heifers. Call anytime/leave message (604) 855-2731 or (306) 867-2176
- Wanted to purchase cows and quota. Contact Ken (306) 229-4591

### Quota & Cows for Sale

- Breeding bulls available from high producing Vg/Ex dams. Call Johan de Haan @ Ostara Holsteins Ltd. (306) 778-3992 or (306) 750-7273.

### Equipment For Sale

- New Dairymaster Parts available. Grain tank, auger and hydraulics for bale handler. Call Johan de Haan @ Ostara Holsteins Ltd. (306) 778-3992 or (306) 750-7273.
- Pasture mats for sale 4' x 7'. Contact Willie @ (306) 948-2716.
- 3000 gallon Mueller HiPerform milk tank with cooling condensers and compressor. Contact Holstein Haven Ltd. (306) 228-2921 or (306) 228-3846.
- Alfa Laval Agri Maestro Double ten milking parlor made for double seven at present. Contact Holstein Haven Ltd. (306) 228-2921 or (306) 228-3846.

- 2000 gallon Delaval tank. Call James Hein (306) 365-3209
- Like new Knight Reel – Auggie 3250 Stationary Feed Mixer with 15' Conveyer & Electronic Scale – Phone (306) 280-6408
- - manure dumplids 4' x 8' - \$400 each  
 - 1 – 2,000 imp. gal poly water tank - \$500  
 - 160 cozy cow mattresses 64" - \$25 each c/w heavy duty cover  
 - various swing gates 4 and 5 bar, 10 to 14 ft.  
 Call Frans @ (306) 826-5776 – home or (306) 823-7262 – Cell
- 2000 U.S. Gallon Alfa-Laval Milk Tank with cooling condensers and compressors. Contact Ferch Farms (306) 736-2205.
- Dairy Equipment for Sale: 1 18" x 10' belt conveyer; 6 Waikato milk meters; 6 Delaval milk machines with vacuum pulsators; Delaval vacuum pump with 7.5 hp motor. Contact Lloyd Sawatzky, Saskatoon, SK Phone (306) 239-4818. Cell (306) 281-2247.
- 2 – 6 inch electric augers, 10 & 14ft; Harvestore, Goliath and Hercules unloaders; 6 Tru test milk meters; Surge Electrobrain parts; Mueller tank parts; Alamo 100 pump and motor. Contact Leonard Blocka (306) 764-8439 or cell (306) 960-6608.
- 16 Waikato milk meters \$250 each; 5,000 gallon new Delaval bulk tank, made in U.S.A. \$50,000. Contact Corman Holsteins (306) 933-4608

### **Feed For Sale**

- Large round straw bales. Hague area. Can deliver. Contact Mel Foth (306) 232-3462.
- 1,400 forage hay bales for sale with test results at Ardill, SK (60 km. south of Moose Jaw). Contact Daniel Strom @ (306) 354-2635 or email [dan-astrom@hotmail.com](mailto:dan-astrom@hotmail.com)
- Pure Alfalfa hay for sale. 2010 crop – no rain. Protein 18.8 (Winnipeg test). Organic crop. Wt. average 1,650 lbs. Phone (403) 803-9117.
- 445 Alfalfa Brome Bales \$60.00/ton – excellent quality; 347 medium quality \$40/ton; 175 poor quality \$20/ton. Phone Wayne (306) 847-4450 (home) or (306) 963-7792 (cell). Bales are located at Liberty, SK.
- Hay for sale: Alfalfa or alfalfa/grass...3,000 round bales. Contact Simon Mandel (403) 664-9525.
- 155 hard core 1000 lb bales of 95% Alfalfa for sale. 3<sup>rd</sup> year crop, no chemicals used. A bit rich for most horses and meat cattle. Good for dairy cows. Located in Bulyea, 1 hour north of Regina. Can arrange for loading. Contact Brenda @ (306) 725-3367.



- For sale: 70 second cut Alfalfa round bales. Net wrapped, no rain, 19.9 protein 1650 lbs. Call (306) 948-2395 Biggar, Saskatchewan.
- Alfalfa for sale. Contact Ron (306) 477-2570 or Ken (306) 374-8980.
- All Large square bales: Flax (awesome for wind break); Canola straw and Greenfeed. Call Jake Boot (306) 867-9926 or (306) 867-3899.
- 70 Bales 2<sup>nd</sup> cut Alfalfa RFV 150; Prot. 19.2; TON 62.8; \$110/ton obo  
Phone (306) 493-2482 Delisle, Saskatchewan
- 2<sup>nd</sup> cut alfalfa round bales, net wrap. Est. 1400 lbs.; Analysis available; Protein 19.76%.  
Phone or fax (306) 228-3727; Unity, SK
- 6 quarters of hay/alfalfa available for long-term contract – you specify the preferred mix and handling. Ten minutes north of Estevan (306) 634-4382.
- 134 top quality 2<sup>nd</sup> cut alfalfa hay bales, very clean, all leaves intact. Call for more info. Taking offers (306) 276-2003 Nipawin
- Dairy Quality Hay 4 Sale – delivered. Contact Dale @ (204) 638-5581. Dauphin, Manitoba.
- 50 Acres Greenfeed barley for sale in Bellevue area (63 day barley seeded July 5). Fields are clean. Can sell standing or baled. Taking offers. Contact Andy Grenier at Home: (306) 423-5682 or Cell: (306) 233-7835.

### Miscellaneous

- **KLOK HOOF CARE** is now serving southern Sask. Trained and certified at the Dairyland Hoof Care Institute and again at Iowa State University Vet School! Competitive rates! Contact William Klok @ (403) 894-9587 or [klokhoofcare@gmail.com](mailto:klokhoofcare@gmail.com)
- First year med student in Saskatoon is looking for a summer job on a dairy farm. Would prefer to stay in the Saskatoon area. Contact Taija Watson (306) 280-5332.
- **Attention: Farm Help Needed?** Actyl Group is Canada's leader in Workforce Solutions and Recruitment and Immigration. We can help solve your labour requirements through the Foreign Worker Program by supplying your farm operation with experienced (veterinarians), skilled, hard working candidates. Several of our clients in Saskatchewan have had excellent results. Please visit our website [www.actyl.com](http://www.actyl.com) or contact Trevor Steinke at (306) 569-7935 [tsteinke@actyl.com](mailto:tsteinke@actyl.com)
- Hoof Care Trimming. Modern one of a kind trimming chute. Cattle, horses, donkeys, llamas. 22 years trimming experience. Box 35, Moose Jaw, SK. Telephone (306) 694-4234; cell: (306) 631-8013.

**Miscellaneous - Wanted to Purchase**

- Milk Cooling Compressors or bulk tank with milk cooling compressors. Contact Darcy Loewen @ (306) 493-8201 or (306) 493-7631.
- Used bulk tanks, all sizes. 300-600 preferred. Abe Buhr, 18 Westcott Bay, Brandon, Manitoba R7B 2V6 Phone (204) 727-3074.

**FREQUENTLY ASKED QUESTIONS**

Questions most frequently asked by producers.

***What is the maximum amount of transfer credits that I can transfer out in a month?***

The maximum transfer credits a producer can transfer out in a month are equal to what the producer's cumulative under position was in the previous month. You can only transfer out to a cumulative position of zero credits.

***What is the maximum amount of transfer credits that I can transfer in?***

There is no limit to the amount of credits that can be transferred in within a rolling 12 month period. The only limit when transferring in credits would be to not drop below the -30 credit day limit (**-20 credit days effective the end of November**) at the end of each month or you will have lost the opportunity to carry-forward those credits to produce that milk in the future.

***What is the deadline for transfer credits?***

The transfer credit deadline for any month is by midnight of the 20<sup>th</sup>. For example any transfer credit forms in the Board Office on or before midnight of January 20<sup>th</sup> will be effective January 1<sup>st</sup>.

**SMMB BOARD OF DIRECTORS**

	<b><u>PHONE</u></b>	<b><u>EMAIL</u></b>
Blaine McLeod - Chair	(306) 756-2775	<a href="mailto:rb.mcleod@sasktel.net">rb.mcleod@sasktel.net</a>
Melvin Foth – Vice Chair	(306) 225-4678	<a href="mailto:fvl@sasktel.net">fvl@sasktel.net</a>
David Entz	(306) 626-3215	<a href="mailto:davidentz3662@gmail.com">davidentz3662@gmail.com</a>
Jack Ford	(306) 328-4700	<a href="mailto:jackford@sasktel.net">jackford@sasktel.net</a>
Jason Wildeboer	(306) 249-4358	<a href="mailto:skunkhollow@yourlink.ca">skunkhollow@yourlink.ca</a>
Isaac Klassen	(306) 249-4435	<a href="mailto:isaac00@sasktel.net">isaac00@sasktel.net</a>
Jim Ross	(306) 697-2232	<a href="mailto:jimleeholsteins@sasktel.net">jimleeholsteins@sasktel.net</a>
Juliann Lindenbach	(306) 771-2776	<a href="mailto:robella@sasktel.net">robella@sasktel.net</a>
Sheldon Peifer	(306) 862-9470	<a href="mailto:dspeifer@sasktel.net">dspeifer@sasktel.net</a>

For further information, please contact the SMMB office.

1210-2500 Victoria Avenue  
Regina, Saskatchewan S4P 3X2  
Website: [www.saskmilk.ca](http://www.saskmilk.ca)

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