

Honouring the Schuurmans

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The tragic accident that claimed Bettina Schuurmans' life and seriously injured her husband, Henk, has rocked the dairy community. Henk and Bettina created the Canadian Milk Tour in response to the increasingly negative depiction of our supply management system in popular media. They met with thousands of people in Ontario, Manitoba and Saskatchewan with the intention to dispel myths about our industry and promote Canadian milk.

Most recently, they stopped in the Regina and Saskatoon area to connect with local farmers and consumers. Sadly, their journey ended before they reached Alberta.

It is important that we do not forget the Schuurmans' goal, the one they intended to accomplish on their cross-country tour, which was to defend our dairy system and dairy farmers by advocating for supply management. Henk and Bettina contributed to the outlook of Canada's dairy sector by actively engaging with the public. By utilizing their grassroots initiative, Henk and Bettina not only talked to consumers about the dairy system, but made a direct connection between farmers and consumers. It is this passion for advocacy that supports our dairy system and people like Henk and Bettina who ensure a strong future for our dairy families.

SaskMilk in the Community...



*SaskMilk Upcoming Promotional Events**

(*we are participating in or have sponsored)

| | |
|------------------------------|---|
| July 4 - 9 | Junior Ag Showcase – Saskatoon |
| July 9 | Regina Red Sox – Milk Monday – Regina vs Moose Jaw |
| July 12 | Rosthern Heifer Show |
| July 15 | National Ice Cream Day – T1 Activation – Saskatoon |
| July 16 | Regina Red Sox – Milk Monday – Regina vs Melville |
| July 23 | Regina Red Sox – Milk Monday – Regina vs Swift Current |
| July 24 – 26 | FCC Food Influencer Farm to Fork Tour |
| August 1 - 5 | Queen City Exhibition – Regina |
| August 3 – 5 | Rib Fest – Saskatoon |
| August 7 – 12 | Saskatoon Exhibition – Saskatoon |
| August 22 | Diabetes Canada - New North Central Community – Regina |
| August 31 – Sept 1 | Shake the Lake Music Festival - Regina |
| September 5 - 19 | YX Eats – Saskatoon |
| September 12 | FCC Food Influencer RD Tour, Partnership with DFC - Saskatoon |
| September 15 | Cultural Connections ‘India Night’ - Regina |
| September 21 – 22 | Premiere Wine Show – Saskatoon |
| September 27 & 28 | Saskatchewan Home Economics Teachers Association (SHETA) & Association of Saskatchewan Home Economists (ASHE) |
| October 5 | Regina Teachers Conference - Regina |
| November 19 – 24 | Agribition – Regina |

Reminder!

The deadline date for Quota Transfer, Quota Exchange, and 10% Transfer Limit Exemptions is the 6th of each month

Your Quota Transfer, and 10% Exemption Applications must be received on or before the 6th of the month in order to be effective the 1st of the following month

Quota Exchange forms must be received in the SaskMilk office on or before the 6th of the month for that month’s Exchange

From DFC this month...

The Truth About Tariffs in Canada and in the US

Al Mussell of the University of Guelph, has published a new report illustrating that US dairy is not ‘less protectionist’ than Canadian dairy, focusing on US tariff-rate quotas (TRQs) for imported cheese. The report, published through Agri-Food Economic Systems, an independent economic research organization, concludes, “The ongoing narrative in which the US casts itself in the role of the victim to protectionist interests of Canadian dairy is highly simplistic and inaccurate.”

Mussel comments that there are more “profound similarities in Canadian and US milk marketing policy’ than we tend to think.

Canada imports more dairy products than the US on a per-capita basis. Canada imports about 10% of its market tariff free, while the United-States imports only 3% of their market. Mussell notes: “In comparison with its market size, the US allows for much less cheese market access within its tariff rate quota. Canada allows in about double what the US does, on a relative production share basis.”

Another revelation of this report: some of their over-quota tariffs are higher than Canada’s!

Dairy Farmers of Canada (DFC) has recently published on the Farmers’ Voice blog 4 Facts on Canada-US dairy trade to further educate on the issue.

1. Canada Imports a Huge Amount of US Dairy

Canada’s dairy trade deficit with the US has fluctuated from year to year, grown steadily in the last ten years, reaching a ratio of 5:1 in 2016, and in 2017, it came back to the trade balance levels seen in 2014. In 2017, Canada imported a massive \$470.6 million in US dairy products. In the same year, the US only imported \$149.5 million worth Canadian products. This type of trade deficit would usually be characterized as ‘no small feat’ in context of the disproportionate market size of the United States compared to Canada.

2. Trump is Wrong About Tariffs on Dairy

President Trump claims that all US dairy products face a 270% tariff when entering Canada, which is false. Imported dairy imports, including those coming from the United-States, do not pay the tariff when arrive on the Canadian market. Tariffs are only imposed after a certain level of imports has been reached. This measure, called tariff-rate quota (TRQ), grants our farmers the ability to better plan their production and means Canadians waste less product.

The United States uses tariff-rate quotas to limit dairy products they import too – and some of their tariffs are higher than Canada’s.

3. Canada imports More Dairy than the US

On a per-capita basis. Although Canadian dairy farmers would be more than happy to meet all of the Canadian demand for dairy, Canada imports about 10% of its market tariff free. This is important to note considering that the United-States imports only 3% of their market – because they impose their own heavy roadblocks on exporters. To put this into perspective, each Canadian has much greater access to imported dairy products than an American does. This is an inconvenient truth for the American Administration.

4. Canada’s Dairy Industry Supports Canadians

Perhaps the most important element to consider in the trade debate is the important economic engine that is the Canadian dairy industry. Canada’s dairy industry proudly contributes about \$20 billion to the national GDP. On top of this important economic contribution, the Canadian dairy sector supports 221,000 jobs at home. These are taxpayers, consumers and, families, which rely on dairy for their livelihood and, in turn, support their communities.

ENVIRONMENTAL FARM PLANS (EFPs) WORKSHOPS

By the end of 2018 all dairy producers in Saskatchewan are required to have an up-to-date Environmental Farm Plan (EFP) for their operation. In the past, the EFP program was delivered in a workshop format, however Saskatchewan Ministry of Agriculture has changed to an online portal available at www.saskatchewan.ca/EFP.

To make it easier to for producers to complete their plans by the end of 2018, SaskMilk organized a number of one-day workshops that covered how to use the portal and walked through an example dairy farm. The attendance has been good at these workshops and producers are encouraged to continue to work on completing their EFP's.

If you have questions or issues as you work on your EFP you can call Leah at 306-291-7499 or Teddi at 306-291-8045 or email them at dairyefp@gmail.com

Dates have not yet been determined but more workshops will be scheduled for late fall.

Code of Practice

1.11 Breeding Bulls

Dairy bulls are dangerous. They are unpredictable and may be aggressive toward humans and other bulls. They must be handled with extreme caution. Handlers should never work alone with bulls. Bulls are generally fitted with a nose ring to ensure the safety of animal handlers.

Producers are not normally involved in semen collection on dairy bulls. However, in the few instances where this practice is done on farm, only trained and skilled individuals should complete the task.

REQUIREMENTS

Housing must allow bulls to easily stand up, lie down, adopt normal resting postures, and mount safely. Bulls must have a bed that provides comfort, insulation, warmth, dryness and traction.

RECOMMENDED BEST PRACTICES

- a. ensure bulls have visual contact with other cattle and a minimum of 200ft², 18m², open space for mature bulls
- b. post warning signs at entrances to barns or fields
- c. build secure, sturdy housing
- d. design the bull pen so the bull can be fed, watered and restrained without anyone entering the pen.

Who Should I call?

Who at the SaskMilk office should producers call? Here's a handy guide!

| For... | Call... | At... |
|---|------------------|--------------|
| <ul style="list-style-type: none"> ➤ Sponsorship Requests ➤ Donation Requests ➤ Dairyanna's Costume and Events | Anita Medl | 306-721-9483 |
| <ul style="list-style-type: none"> ➤ School Milk Program ➤ Nutrition Resource Ordering | Bev Eckert | 306-721-9490 |
| <ul style="list-style-type: none"> ➤ Quota Exchange and Private Quota Transfers ➤ Transfer Credits ➤ Security Applications ➤ Estimates for production ➤ Name Changes ➤ Designation of Signing Authority ➤ Monthly production numbers for producers ➤ Producer information for lending institutions ➤ Passwords for quota management sheet access | Bev Solie | 306-721-9488 |
| <ul style="list-style-type: none"> ➤ Dairy Conference | Darlene Weighill | 306-721-9491 |
| <ul style="list-style-type: none"> ➤ On Farm- licensing, facilities, equipment, driveways, yards, animal care ➤ Lab testing results ➤ Bulk truck drivers- licensing, complaints/issues ➤ Bulk tank calibrations ➤ Pro Action- Food Safety (CQM), Animal Care, Traceability, Biosecurity, Environment | Deb Haupstein | 306-721-9486 |
| <ul style="list-style-type: none"> ➤ Producer statements ➤ Banking info for direct deposit of milk pay ➤ Milk pick-up issues –variances in volumes, planning to quit shipping, etc. | Dianne Cardinal | 306-721-9489 |
| <ul style="list-style-type: none"> ➤ Monthly milk prices paid to producers ➤ Provincial & National production updates | Doug Miller | 306-721-9485 |
| <ul style="list-style-type: none"> ➤ Adding, editing information on Producer Transfer Credit List ➤ Newsletter advertising ➤ Updating email/fax information for producer notices/send outs | Jenn Buehler | 306-721-9492 |
| <ul style="list-style-type: none"> ➤ Media or news stories <i>or</i> if you have been contacted by any media agency or reporter ➤ Social media enquiries (twitter etc.) ➤ Trade agreements, international trade updates ➤ DEAP policy/program enquiries ➤ Website enquiries ➤ Research enquiries or proposals | Joy Smith | 306-721-9482 |

QUOTA EXCHANGE

The market-clearing price established for the July 2018 Quota Exchange was **\$34,000.00**.

The next Quota Exchange will be held on **August 15, 2018**. All offers to sell and bids to purchase quota through the Quota Exchange must be received at the SaskMilk office by midnight, **August 6, 2018**. SaskMilk recommends that offers and bids be submitted well in advance of the deadline date to ensure adequate time for corrections, if necessary.

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. The results of the Quota Exchange are outlined in the following Table.

JULY 2018 QUOTA EXCHANGE RESULTS SUMMARY

| | |
|--|---------------------|
| Market Clearing Price per kilogram of butterfat | \$ 34,000.00 |
| Daily Kilograms offered to Purchase | 122.00 |
| Kilograms offered to Sell | 37.32 |
| Kilograms sold | 3.00 |
| Number of Producers | |
| - offered to purchase | 9 |
| - purchased quota | 2 |
| - offered to sell | 6 |
| - sold quota | 3 |

JULY 2018 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 bidders | No. of buyers |
|--------------------------|----------------|--------------------|---------------------------------|------------------|--|----------------------|------------------------------------|--------------------|---------------|
| \$31,000.00 | 1 | 1 | 1.00 | 1.00 | -121.00 | 122.00 | 43.00 | 9 | 2 |
| \$31,250.00 | 0 | 1 | 0.00 | 1.00 | -78.00 | 79.00 | 20.00 | 7 | 1 |
| \$32,000.00 | 1 | 2 | 0.75 | 1.75 | -57.25 | 59.00 | 5.00 | 6 | 1 |
| \$32,500.00 | 0 | 2 | 0.00 | 1.75 | -52.25 | 54.00 | 35.00 | 5 | 2 |
| \$32,600.00 | 0 | 2 | 0.00 | 1.75 | -17.25 | 19.00 | 16.00 | 3 | 1 |
| \$34,000.00 | 1 | 3 | 11.67 | 13.42 | 10.42 | 3.00 | 0.00 | 2 | 0 |
| \$35,000.00 | 3 | 6 | 23.90 | 37.32 | 34.32 | 3.00 | 3.00 | 2 | 2 |

* Please contact Bev Solie at 306-949-6999 for inquiries dealing with quota management sheets, the Quota Exchange, for transfer credits, or with any other quota transactions.

TRANSFER CREDIT SUMMARY REPORT

| MONTH | # OF PRODUCERS TRANSFER IN | # OF PRODUCERS TRANSFER OUT | TOTAL KGS BUTTERFAT |
|---------------|-------------------------------|--------------------------------|------------------------|
| June | 10 | 12 | 8,301 |
| July | 12 | 13 | 9,427 |
| August | 20 | 17 | 16,209 |
| September | 16 | 21 | 17,869 |
| October | 20 | 24 | 25,836 |
| November | 20 | 22 | 21,772 |
| December | 19 | 22 | 23,850 |
| January, 2018 | 17 | 21 | 16,567 |
| February | 21 | 24 | 19,828 |
| March | 21 | 18 | 16,406 |
| April | 28 | 23 | 28,792 |
| May | 17 | 17 | 22,203 |
| June | 24 | 23 | 20,038 |

PRIVATE TRANSFERS PROCESSED

| MONTH | DAILY KILOGRAMS |
|-------------|-----------------|
| Jul | 60 |
| Aug | 195.18 |
| Sept | 118 |
| Oct | 30.20 |
| Nov | 102.82 |
| Dec | 255.22 |
| Jan 2018 | 45.10 |
| Feb | 1011 |
| Mar | 282 |
| Apr | 225 |
| May | 0 |
| June | 148.19 |

OVER QUOTA (OVER 5 DAYS) REPORT BY MONTH

| MONTH | # OF PRODUCERS | KGS BUTTERFAT |
|--------------|----------------|---------------|
| June | 19 | 4,321 |
| July | 11 | 1,207 |
| August | 4 | 663 |
| September | 2 | 102 |
| October | 6 | 609 |
| November | 4 | 272 |
| December | 8 | 956 |
| January 2018 | 11 | 2,146 |
| February | 16 | 3,396 |
| March | 15 | 5,054 |
| April | 6 | 3,434 |
| May | 8 | 1,716 |
| June | 6 | 939 |

SUMMARY REPORT OF CREDITS JUNE, 2018 – 165 PRODUCERS

| DAYS | # OF PRODUCERS | POSITIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT) |
|------------|----------------|---|
| + 5 | 6 | 2,800 |
| 0 to + 5 | 37 | 15,559 |
| TOTAL | 43 | 18,359 |
| DAYS | # OF PRODUCERS | NEGATIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT) |
| -15 | 3 | -8,237 |
| -10 to -15 | 21 | -56,690 |
| -5 to -10 | 38 | -54,182 |
| 0 to -5 | 60 | -28,553 |
| TOTAL | 122 | -147,662 |

LOST OPPORTUNITY REPORT

| MONTH | # OF PRODUCERS | LOST OPPORTUNITY (KGS OF BUTTERFAT) |
|-------------------|----------------|-------------------------------------|
| June, 2018 | 3 | 1,361 |
| May, 2018 | 1 | 198 |
| April, 2018 | 3 | 458 |
| March, 2018 | 6 | 1,226 |
| February, 2018 | 5 | 887 |
| January, 2018 | 4 | 802 |
| December, 2017 | 3 | 1,237 |
| November, 2017 | 6 | 2,750 |
| October 2017 | 5 | 1,773 |
| September, 2017 | 2 | 389 |
| August, 2017 | 5 | 714 |
| July, 2017 | 5 | 1,738 |
| June, 2017 | 1 | 118 |

WEIGHTED AVERAGE COMPONENT TESTS & PRICES JUNE, 2018

| Components | Average Test | Price per kilogram Class 1 to 5 |
|--------------|--------------|---------------------------------|
| Butterfat | 3.9640 | 16.609312 |
| Protein | 3.3115 | 2.339059 |
| Other Solids | 5.7293 | 0.675977 |

Based on the average component tests for the province, the average price received was **\$77.46** per hectolitre. **The average butterfat price received per kilogram was \$19.54.**

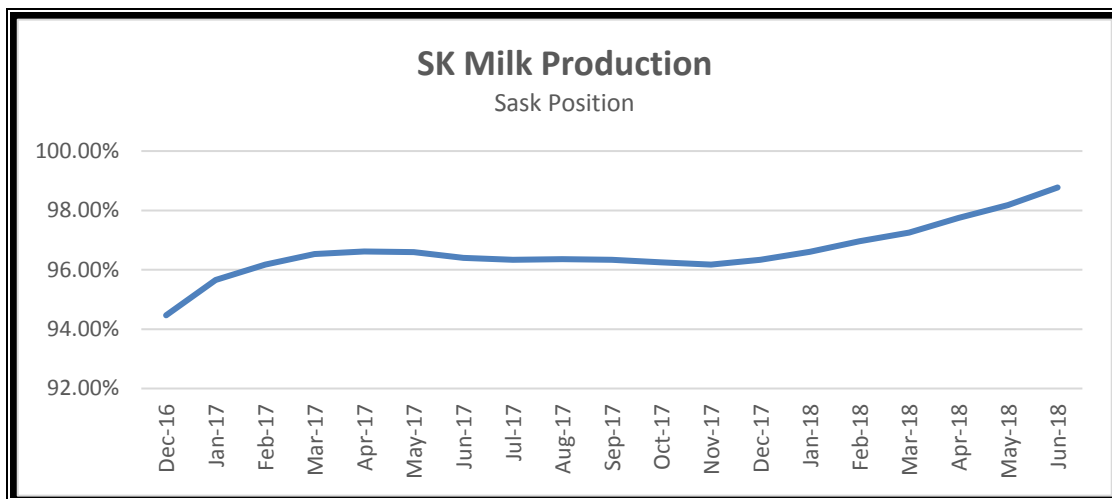
SASKATCHEWAN MILK POOL RESULTS JUNE 2018

| | |
|------------------------------|-------------------------|
| Milk Sale Revenue | \$ 17,341,767.62 |
| Western Milk Pool | \$ 1,412,254.55 |
| Plant of Last Resort Service | \$ <u>(57,452.18)</u> |
| Total Pool Value | \$ 18,696,569.99 |

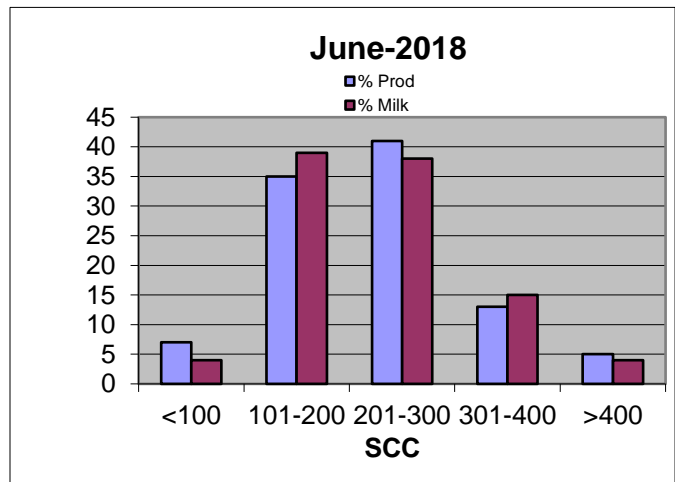
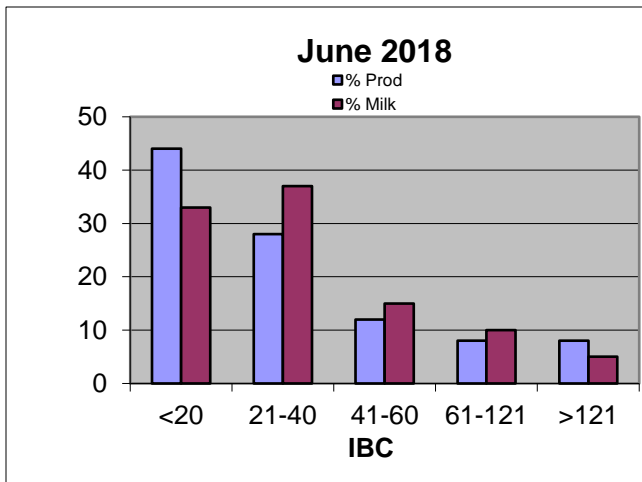
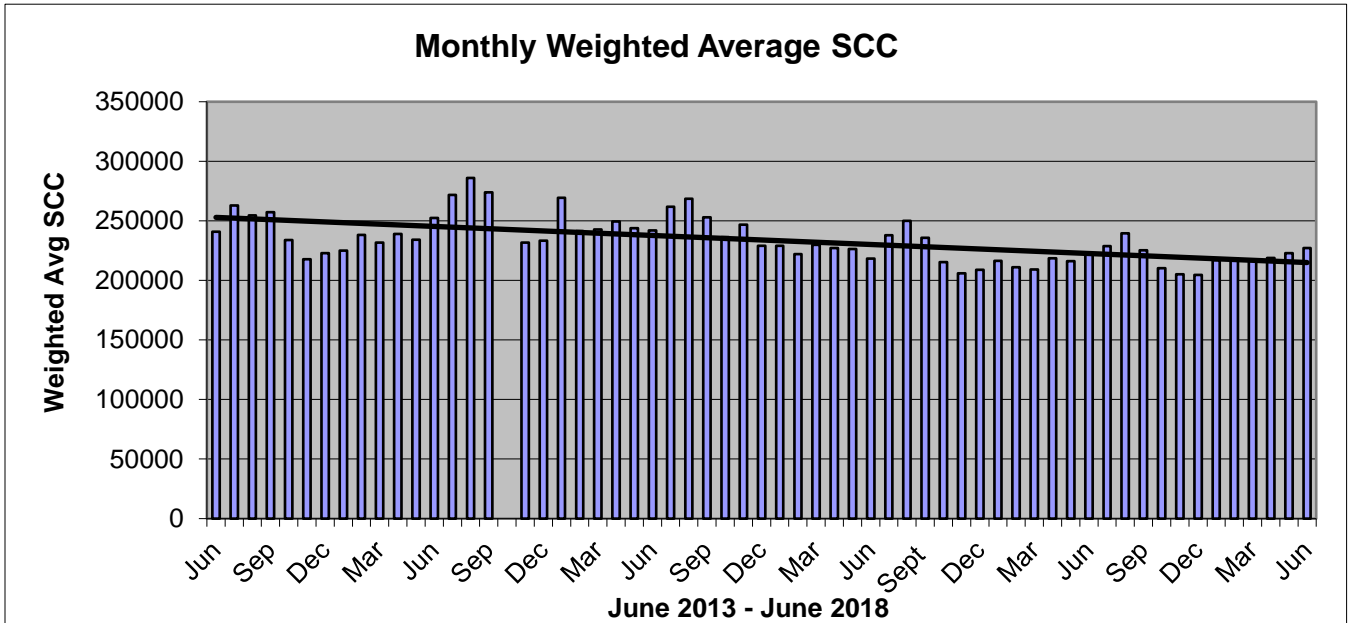
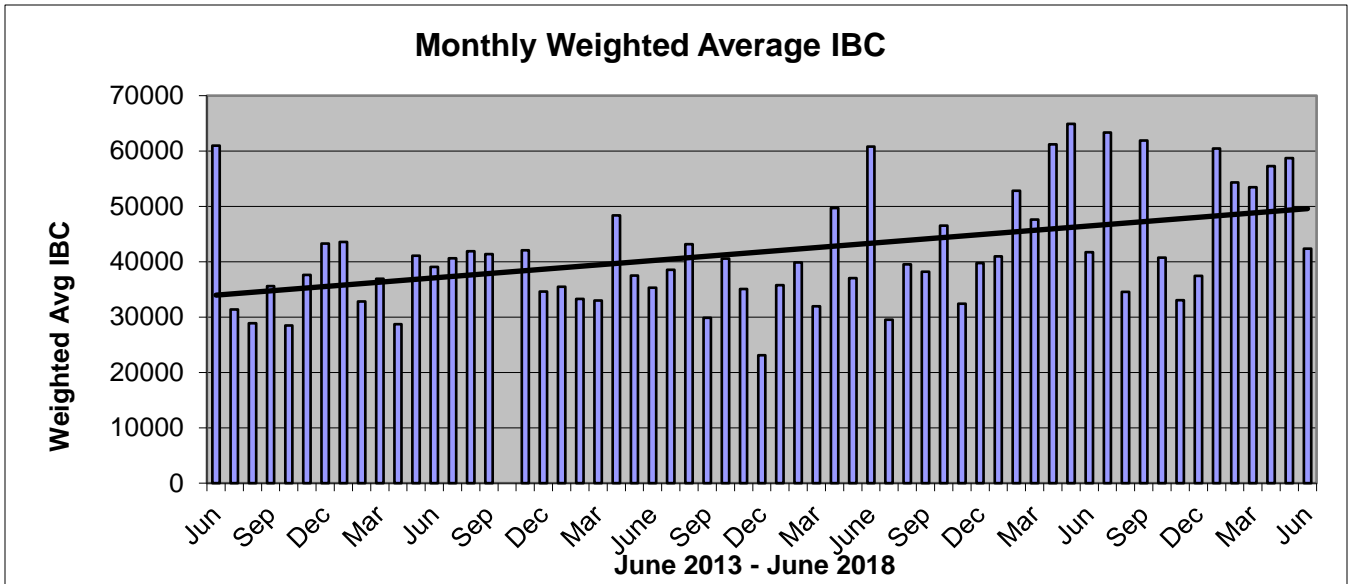
In June, Saskatchewan had an estimated monthly CDC allocation of **941,000 kilograms** of butterfat. In the month of June, Saskatchewan production was **16,753** of butterfat **over**. Saskatchewan has filled cumulatively **98.77%**.

| | (1) Monthly Total Production Kgs bf | (2) Total Monthly CDC Quota Allocation (ESTIMATE) Kgs bf | (3) Monthly Over or (Under) Production Kgs bf col. 1 - 2 = 3 | (4) Cumulative Quota Filled in - % | (5) Daily Kgs Shipped Kgs bf |
|----------------|---|--|--|---|---|
| Jun-17 | 872,778 | 923,356 | (50,578) | 96.40% | 29,093 |
| Jul-17 | 896,607 | 937,580 | (40,973) | 96.34% | 28,923 |
| Aug-17 | 901,329 | 958,137 | (56,808) | 96.36% | 29,075 |
| Sept-17 | 883,930 | 934,554 | (50,624) | 96.33% | 29,464 |
| Oct-17 | 918,200 | 982,575 | (64,375) | 96.25% | 29,619 |
| Nov-17 | 909,519 | 953,131 | (43,612) | 96.18% | 30,317 |
| Dec-17 | 974,991 | 1,021,793 | (46,802) | 96.34% | 31,451 |
| Jan-18 | 998,147 | 955,201 | 42,946 | 96.60% | 32,198 |
| Feb-18 | 920,553 | 885,091 | 35,462 | 96.97% | 32,877 |
| Mar-18 | 1,020,174 | 999,129 | 21,045 | 97.26% | 32,909 |
| Apr-18 | 983,089 | 952,267 | 30,822 | 97.75% | 32,770 |
| May-18 | 1,002,759 | 987,750 | 15,009 | 98.19% | 32,347 |
| Jun-18 | 957,753 | 941,000 | 16,753 | 98.77% | 31,925 |

- (1) Monthly Production in Saskatchewan
- (2) Total Monthly Quota = Class 1 sales + Monthly MSQ + Carry Forward (**ESTIMATE ONLY**)
- (3) Difference between the monthly production (1) and the total monthly quota (2)
- (4) Cumulative position on a rolling 12 month period
- (5) Daily quota shipped



PROVINCIAL WEIGHTED AVERAGES



INHIBITOR TEST STATIONS

SaskMilk has established a number of inhibitor test stations around the province. Producers needing to check their bulk tanks for inhibitors can take a sample to the test station closest to their location.

The test stations have the Charm Trio test strips available for testing. The Charm Trio test is the test that the plant uses. It tests for the following drugs:

| Beta-lactam Drug | Detection Level [†] (ppb*) | US Safe Level or Tolerance / Canadian MRL (ppb*) | Sulfa Drug | Detection Level [†] (ppb*) | US Safe Level or Tolerance / Canadian MRL (ppb*) |
|--|-------------------------------------|--|--------------------------|---|--|
| Amoxicillin | 3.1 | 10 / None | Sulfadimethoxine | 4.7 | 10 / 10 [∞] |
| Ampicillin | 7.7 | 10 / 10 | Sulfamethazine | 7.7 | 10 / 10 [∞] |
| Ceftiofur and Metabolites [^] | 53 | 100 / 100 | Tetracycline Drug | Detection Level[†] (ppb*) | US Safe Level/Tolerance / Canadian MRL (ppb*) |
| Cephapirin | 14 | 20 / 20 | Chlortetracycline | 54 | 300 / 100 |
| Cloxacillin | 7.4 | 10 / None | Oxytetracycline | 66 | 300 / 100 |
| Penicillin G | 2.2 | 5 / 6 ^{&} | Tetracycline | 21 | 300 / 100 |

† Positive at least 90% of the time with 95% confidence.

* parts per billion or ng/mL

[^] Ceftiofur parent drug sensitivity is approximately 1/2 that reported in the table.

[&] Canadian MRL for penicillin G is 0.01 IU/ml, equivalent to 6 ppb.

[∞] Canadian MRL for sulfa drugs are singly or in combination with other MRL listed sulfonamides.

Test stations are located at the following locations:

1. Swift Current, SK - Agrifoods truck bay - 675 Cheadle Street West
Office 306-773-1097 or Rodger Ruf 306-741-3261
2. Harris, SK - Cairnside Farm – Wes Cairns 306-656-4807
3. Star City, SK - Star City Colony - Reuben Tschetter 306-921-9381
4. Grenfell, SK - Jim Ross 306-697-2232
5. Yorkton, SK - Ford Dairy Farms Inc. - Bud and Margaret Ford 306-782-7240
6. Saskatoon, SK – Agrifoods Truck Bay - east of the Saputo plant receiving bay
lead hand – Mike V. or Mike K. 306-664-0202 after hours: 306-668-8135

Charm tests strips and Charm testers are now available for purchase through SaskMilk. Agrifoods is now carrying SNAP test kits for tetracyclines as well as beta lactams.

For further information you can contact: Deb Haupstein 306-721-9486



If You Can't Ship It - Test It!

BSE surveillance is still important and every animal tested makes a difference.

Support your cattle industry by having your 4-D (dead, diseased, dying or downer) cattle tested for BSE.

For more information, call the Canadian Food Inspection Agency at 1-877-727-5273.

QUOTA LISTING or CLASSIFIED AD SERVICE

SaskMilk 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 SaskMilk office at (306) 949-6999. All prices and negotiations will be independent of SaskMilk. **Please note that ads will be posted in two issues and will then be removed unless SaskMilk is notified otherwise.**

Classifieds

Wanted to purchase 50 kgs quota. **Contact Ryan 306-716-9398**

Looking to buy 15 Kgs of quota.
Wants to lease out 19.68 kgs of quota until start-up date. **Please contact Joey or Kristin at 306-903-7401 or jokr@sasktel.net**

120 used Artex stalls.
Phone 306-281-8258

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