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Supporting Canadian Dairy Following USMCA

The announcement of the new USMCA deal was nothing short of a shock. Disappointment and anger resounded across the country from dairy farmers and their supporters. In the past weeks following the announcement of USMCA, we have had numerous inquiries from consumers on how they can be certain that they are buying dairy products made with 100% Canadian milk. There are a variety of identifiers on dairy products that certify Canadian milk, and it is important to ensure that you are able to guide people in their search for them. Here are some of the questions we have received:

What does the blue cow label (sometimes black due to packaging) certify?

Both blue cow labels, the older “100% Canadian Milk” and the new “Dairy Farmers of Canada – Quality Milk” label, certify that the product is made with 100% Canadian milk.

How do I know if my product is made with Canadian milk?

Check to see if either of the blue cow labels are present. If you don’t see them, look for other messaging. For example, on some milk jugs and cartons, it will say “Made with milk from Canadian dairy farms”. You can also look for the Country of Origin label. If there are more questions, contact the processor.

If there is no cow label, is my product Canadian?

It could be! The choice to use the blue cow is entirely up to the processor and there are Canadian dairy products that do not carry the label. If you have questions on the origin of your product, call the processor and tell them to use the logo!

HOW TO FIND CANADIAN DAIRY

These symbols certify **100% CANADIAN** dairy products!



All WHITE FLUID MILK is produced on Canadian dairy farms

NO SYMBOL? CHECK THE COUNTRY OF ORIGIN ON THE PACKAGING OR CALL THE PROCESSOR!

This sign was created to assist consumers in finding Canadian dairy products while shopping. If you have a store in your area that would display one in their grocery section, please email or call the office!

Thank you!

Thank you to everyone who attended the Fall 2018 Producer Meetings. Presentations from the meetings will be emailed to producers.

SaskMilk in the Community...



From DFC this month...

Groundswell of support for Canadian dairy farmers

Dairy farmers can rest assured that Canadians stand fiercely behind them. Following the announcement of the new USMCA, Canadian dairy farmers have been understandably upset, but the unexpected groundswell of support from Canadian consumers across the country helped alleviate the concerns.

In the weeks following the announcement, Dairy Farmers of Canada (DFC) and provincial dairy organizations have seen a significant increase in the number of calls and emails of consumers who want to support Canadian dairy farmers and ensure they are buying Canadian dairy products. The DFC logos have been shared widely on social media and several profile picture filters on Facebook have been created to further demonstrate support.

Dairy farmers across Canada have been doing a great job of garnering support and being active on social media. Ryan Wert from Ontario started a milk challenge similar to the “Ice Bucket Challenge” of years past with dairy farmers in their barns encouraging everyone to look for the aforementioned logos before drinking a glass of milk themselves. Bruce Sargent, also from Ontario, started a petition titled “Canadian Consumers Support Canadian Dairy Farmers” which, at the time of writing, has received over 6,100 signatures. The petition can be found here <https://dfcplc.ca/DairyPetition>. Marianne Parvais from Manitoba asked her local grocery store to help promote Canadian dairy products resulting in the store to print out an infographic of the DFC logos, which is now displayed in the dairy case.

Canadian dairy farmers can be proud of their work and Canadian consumers clearly stand behind them. Let’s continue the conversation!

HOW TO FIND **CANADIAN DAIRY PRODUCTS** AT THE GROCERY STORE

Packaging on Canadian dairy products will usually include the processor name and location. Imported products are required to state the country of origin.

MILK:

All Canadian milk is produced on local Canadian dairy farms.

DAIRY PRODUCTS:

If the product packaging features either of these logos, the dairy product is made with 100% Canadian milk.



OR



OR

If not otherwise stated, please contact the processor or retailer directly to inquire about their products.

*Not all 100% Canadian dairy products have these logos on their packaging.

*SaskMilk Upcoming Promotional Events**

(*we are participating in or have sponsored)

November 19 – 24	Agribition – Regina
January 13 – 16	SJHL Showcase – Regina
January 14	Strasbourg Minor Hockey Atom Tournament - Strasbourg
January 16	Foam Lake Initiation Hockey Tournament – Foam Lake
Jan 19 – 21	George Watson Atom AA hockey Tournament – Regina
January 20	Queen City Gymnastics Annual Meet – Regina
January 26 – 27	Regina Catholic Elementary SWISH Basketball Tournament -Regina
January 27	Foam Lake Atom Hockey Tournament – Foam Lake
January 27 – 28	Regina Ski Club Sask Cup – White Butte

Code of Practice

2.2.1 Nutrition and Feed Management: Unweaned Calves

The early nutritional status of calves has a marked influence on their later productivity. Colostrum feeding management has an important influence on the health and welfare of calves. The timing of first colostrum is particularly important since calves' ability to absorb colostrum is substantially reduced six to eight hours after birth. The ability of the calf to defend itself against infectious diseases is directly related to the amount (liters), quality (immunoglobulin level and hygiene), and timing of colostrum intake. The result of inadequate colostrum intake is a low concentration of circulating immunoglobulin (Ig) in the blood of the calf, a condition known as 'failure of passive transfer' (FPT) (23).

Calves are motivated to consume large volumes of milk (in excess of eight liters per day for Holsteins). Calves especially benefit from higher milk intakes during the first four weeks of life when their ability to digest solid feed is limited. The optimal amount of milk will vary with a number of factors. For example, under cold conditions, energy requirements increase, as the calves need this energy to generate body heat. Whole milk has a higher protein, fat, and digestible energy content, as well as a better balance of nutrients than some commercial milk replacers. Abrupt changes in diet, use of poor quality milk or milk replacer, and forcefeeding of milk are all associated with health risks for the calf, including diarrhea (24).

Environment also has a substantial effect on calf growth. Calves will become cold-stressed at approximately $<10^{\circ}\text{C}$, requiring additional energy for maintenance and growth (34). Ad libitum nipple feeding of milk to dairy calves can allow for increased milk intake and weight gain with no detrimental effects on intake of solid food after weaning.

REQUIREMENTS

Calves must receive at least four liters of good quality colostrum within 12 hours of birth, with the first meal occurring as soon as possible, and no more than six hours after birth. Calves must receive a volume and quality of milk or milk replacer to maintain health, growth and vigor. Increase milk intake during cold stress.

RECOMMENDED BEST PRACTICES

- a. provide supplemental colostrum feeding even when calves are allowed to suckle from the cow (23)
- b. check the quality of colostrum with a colostrometer (23)
- c. measure immunoglobulin status in calves and feed colostrum to achieve a blood serum immunoglobulin concentration of 10mg/ml (23)
- d. use good hygiene practices when collecting, storing, and feeding colostrum (23)
- e. provide whole milk, equivalent milk replacer, or pasteurized waste / discarded milk to calves ad libitum (24)
- f. offer milk that is between $15\text{-}40^{\circ}\text{C}$
- g. offer calves a minimum total daily intake of 20% of body weight in whole milk (or equivalent nutrient delivery via milk replacer) until 28 days of age (e.g., approximately eight liters per day for Holstein calves)
- h. provide milk via a teat or provide a dry teat after milk feeding to satisfy the calf's motivation to suck (24)
- i. increase milk intake when the environmental temperature drops below 10°C (increase all fluid diets by 25% in winter months)
- j. wean calves by gradually reducing their milk over 5-14 days
- k. manage group feeding systems to reduce competition between calves (24).

Who Should I Call?

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

<i>For...</i>	<i>Call...</i>	<i>At...</i>
<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 ➤ Producer statements ➤ Banking info for direct deposit of milk pay ➤ Milk pick-up issues –variances in volumes, planning to quit shipping, etc. 	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"> ➤ 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 October 2018 Quota Exchange was **\$31,100.00**.

The next Quota Exchange will be held on **November 15, 2018**. All offers to sell and bids to purchase quota through the Quota Exchange must be received at the SaskMilk office by midnight, **November 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.

OCTOBER 2018 QUOTA EXCHANGE RESULTS SUMMARY

Market Clearing Price per kilogram of butterfat	\$ 31,100.00
Daily Kilograms offered to Purchase	26.00
Kilograms offered to Sell	133.11
Kilograms sold	11.00
Number of Producers	
- offered to purchase	2
- purchased quota	1
- offered to sell	11
- sold quota	3

OCTOBER 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
\$27,000.00	1	1	7.00	7.00	-19.00	26.00	0.00	2	0
\$28,636.00	1	2	9.17	16.17	-9.83	26.00	0.00	2	0
\$30,000.00	0	2	0.00	16.17	-9.83	26.00	15.00	2	1
\$31,000.00	1	3	1.00	17.17	6.17	11.00	0.00	1	0
\$31,100.00	0	3	0.00	17.17	6.17	11.00	11.00	1	1
\$31,600.00	1	4	2.65	19.82	19.82	0.00	0.00	0	0
\$31,818.00	1	5	3.40	23.22	23.22	0.00	0.00	0	0
\$32,000.00	3	8	30.20	53.42	53.42	0.00	0.00	0	0
\$32,500.00	1	9	27.57	80.99	80.99	0.00	0.00	0	0
\$33,000.00	2	11	52.12	133.11	133.11	0.00	0.00	0	0

* 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
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
July	24	20	28,252
August	20	22	18,781
September	21	17	23,836

PRIVATE TRANSFERS PROCESSED

MONTH	DAILY KILOGRAMS
Oct	30.20
Nov	102.82
Dec	255.22
Jan 2018	45.10
Feb	1011
Mar	282
Apr	225
May	0
June	148.19
July	107.13
August	65.44
September	70.92

OVER QUOTA (OVER 5 DAYS) REPORT BY MONTH

MONTH	# OF PRODUCERS	KGS BUTTERFAT
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
July	4	487
August	2	230
September	4	647

SUMMARY REPORT OF CREDITS SEPTEMBER, 2018 – 165 PRODUCERS

DAYS	# OF PRODUCERS	POSITIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
+ 5	4	1,961
0 to + 5	23	6,224
TOTAL	27	8,185
DAYS	# OF PRODUCERS	NEGATIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
-15	0	0
-10 to -15	29	-106,313
-5 to -10	49	-70,806
0 to -5	58	-30,000
TOTAL	136	-207,119.33

LOST OPPORTUNITY REPORT

MONTH	# OF PRODUCERS	LOST OPPORTUNITY (KGS OF BUTTERFAT)
September, 2018	0	0
August, 2018	3	1,039
July, 2018	1	13
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

WEIGHTED AVERAGE COMPONENT TESTS & PRICES SEPTEMBER, 2018

Components	Average Test	Price per kilogram Class 1 to 5
Butterfat	4.1232	16.697700
Protein	3.2473	2.494300
Other Solids	5.9063	0.685689

Based on the average component tests for the province, the average price received was **\$81.00** per hectolitre. **The average butterfat price received per kilogram was \$19.64**

SASKATCHEWAN MILK POOL RESULTS SEPTEMBER 2018

Milk Sale Revenue	\$ 18,887,989.89
Western Milk Pool	\$ 424,179.91
Total Pool Value	\$ 19,312,169.80

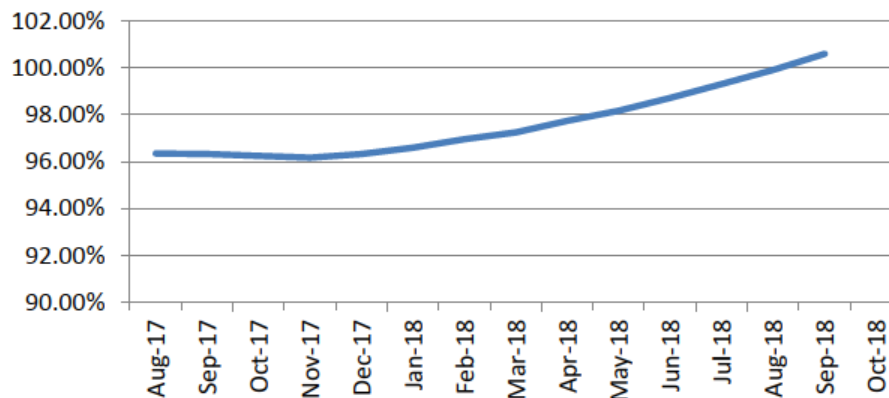
In September, Saskatchewan had an estimated monthly CDC allocation of **953,000 kilograms** of butterfat. In the month of September, Saskatchewan production was **29,086** of butterfat **over**. Saskatchewan has filled cumulatively **100.61%**.

	(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
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	957,756	941,000	16,753	98.73%	31,925
Jul-18	982,110	955,314	26,796	99.32%	32,737
Aug-18	988,501	976,250	12,251	99.92%	32,950
Sept-18	982,086	953,000	29,086	100.61%	32,736

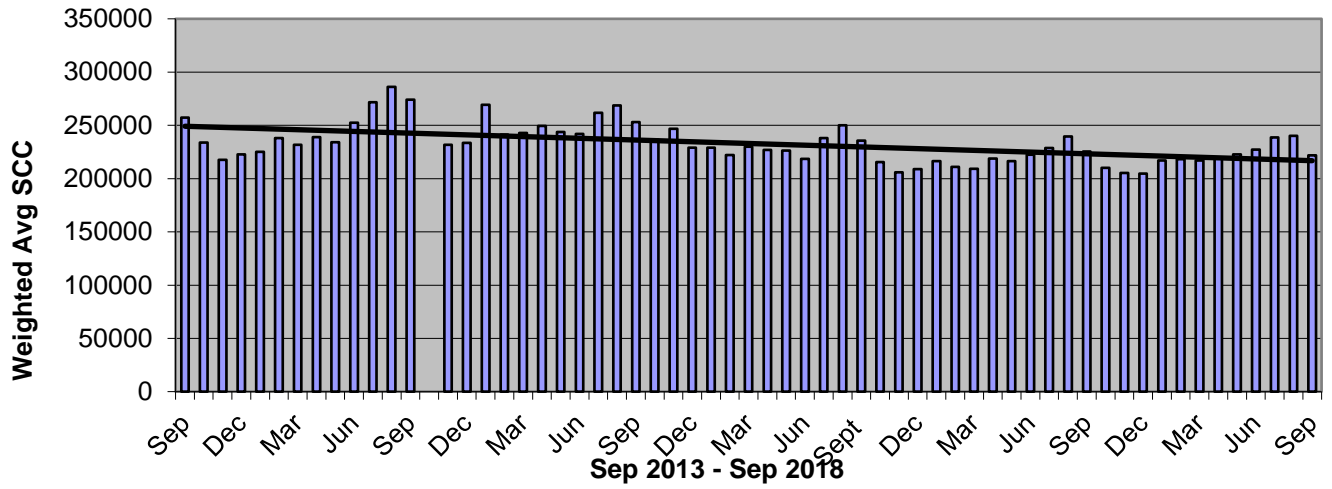
- (1) Monthly Production in Saskatchewan
- (2) Total Monthly Quota = Class 1 sales + Monthly MSQ + Carry Forward (ESTIMATE ONLY)
- (3) Difference between the monthly production (1) and the total monthly quota (2)
- (4) Cumulative position on a rolling 12 month period
- (5) Daily quota shipped

SK Milk Production

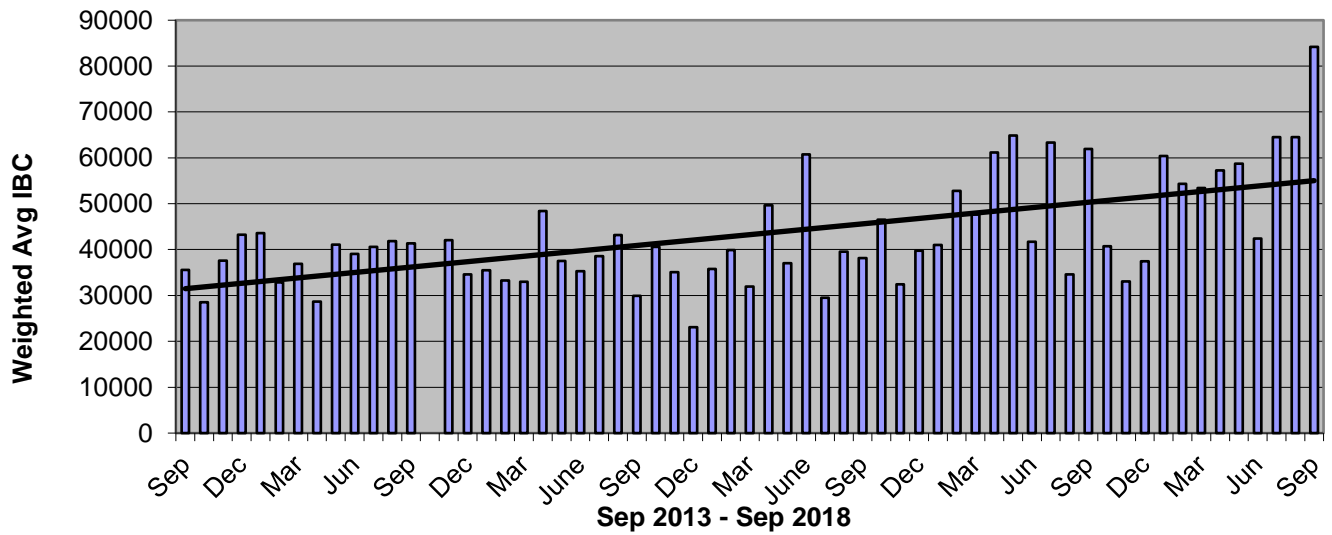
Sask Position



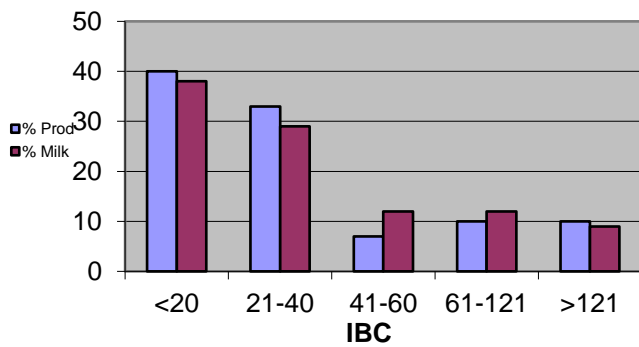
Monthly Weighted Average SCC



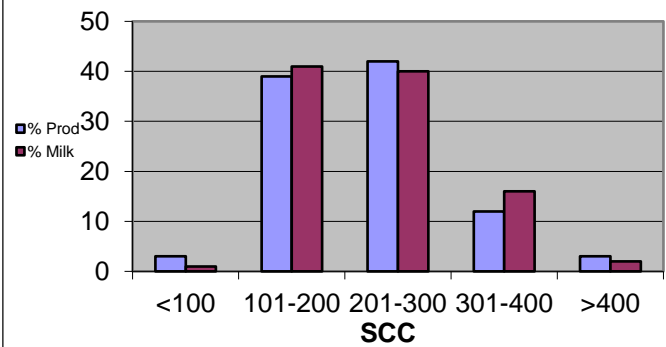
Monthly Weighted Average IBC



Sept 2018



Sept-2018



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. Star City, SK - Star City Colony - Reuben Tschetter 306-921-9381
3. Grenfell, SK - Jim Ross 306-697-2232
4. Yorkton, SK - Ford Dairy Farms Inc. - Bud and Margaret Ford 306-782-7240
5. 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.

Hoof Trimming Clinic and Hoof Health Seminar

Location: Warman, Saskatchewan

Date: November 6 & 7, 2018

The Western Canadian Certified Hoof Trimmers Association (WCCHTA) together with Nutrisource Inc. will deliver a 2-day hoof trimming workshop for farmers and farm personnel who are interested in learning how to trim. This will be a theory and practical workshop, where you will learn the basics of functional and corrective hoof trimming (based on 5-Step Dutch method) and get to practice trimming cadaver feet. There will also be a half day seminar on day 2 on how to improve hoof health on farm.

Workshop details:

Tuesday November 6 to Wednesday November 7 in Warman (501 Neufeld Street, Bay 1, Warman) from 8:30 am – 4pm daily.

Lunch, snacks and drinks will be provided, as well as all trimming equipment and materials. The cost of the workshop will be \$750 (+GST) per person. There will be 2 certified instructors* and each workshop is open to a maximum of 12 people. For more details please contact Casey Jacobs (casey.jacobs@nutrisource.ca; 403-477-6710).

*The WCCHTA instructors for the course are all full-time professional hoof trimmers certified as trainers by the Dairy Training Center in Oenkerk, The Netherlands.

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.

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

For sale: 60 self-lockers, 50 Deboer stalls, parlour equipment.

Contact Michael at 306-220-1119

For Sale: 26 Plastic Calf Huts with pails, \$275 each.

Contact Wes Cairns at 306-493-7100

Looking to buy 15 Kgs of quota.

Please contact Joey or Kristin at 306-903-7401 or jokr@sasktel.net

For Sale: 22 Grade Holstein Heifers. Preg-checked – 7-8 months.

Call Andy at 306-382-6917 or 306-222-1337

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

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