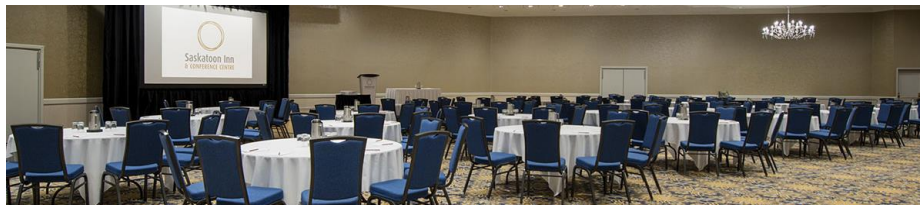


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2019 Saskatchewan Dairy Conference December 3rd & 4th, 2019

It is time to get your registration in for the 2019 Saskatchewan Dairy Conference and SaskMilk Annual General Meeting!
Please register by Friday, November 22nd to ensure you get your tickets.

Register at: www.saskmilk.ca

Day One

Panel A discussion on Plant-based Proteins
Saskatchewan Holstein Branch AGM
Speaker Ken Keis - Why Aren't You More Like Me? The Power of Personal Style and How It Influences How You Deal with Change and Others
Dinner
Saskatchewan Holstein Branch Social Evening and Silent Auction

Day Two

SaskMilk Annual General Meeting
Animal Activism An in-depth, industry specific presentation on animal activism

*SaskMilk Upcoming Promotional Events**

*(*we are participating in or have sponsored)*

November 25-30	Agribition – Regina Check out the milking demos at this year's Agribition! The demo runs every day at 10:15, 11:15, 12:15, 1:15, and 2:15.
-----------------------	---

From DFC

Dairy Farmers of Canada & Cineplex showing that 'real butter is better and Canadian butter is best'

The first quarter results of the partnership between Dairy Farmers of Canada (DFC) and Cineplex are in and so far, Canadians agree: popcorn really is better with real butter.

The year-long partnership, which launched July 1st, was designed to promote real butter popcorn topping in support of products made with 100% Canadian dairy.

Over the past month, four-in-ten Canadians have visited a Cineplex, allowing DFC to reach a large number of Canadians in a popular environment. Among Cineplex visitors, 1-in-3 have seen the campaign, 64% of whom have reported adding real butter to their popcorn.

Butter sales have also increased over the past three months compared with the same time period last year, translating the partnership efforts into concrete results and offering new targets for the next quarter.

In addition to the encouraging consumer statistics, the testimonials from movie-goers have also been extremely positive. Consumers have shared their understanding of the campaign through statements such as "the butter is made with high quality dairy," "Dairy Farmers of Canada will provide real butter for your popcorn," and best of all, "real butter is better and Canadian butter is best."

Thanks to the campaign, DFC's Blue Cow logo has been featured prominently in 60 major Cineplex theatres across Canada through a full suite of advertising and branding vehicles including a profile in the Cineplex Pre Show, point-of-sale decals, butter dispenser signage, lobby digital screens and full-page ads in Cineplex Magazine.

DFC's research shows that over 80 per cent of Canadians now recognize the Blue Cow logo and what it stands for. According to Pamela Nalewajek, Vice-President of Marketing for DFC, the combination of the logo and Cineplex's famous popcorn means "Cineplex customers can feel good about treating themselves to real butter on their popcorn, knowing it was made from 100% Canadian milk."

The success of the partnership thus far is sparking anticipation for the remainder of the campaign, which continues until June 30, 2020. New creative is in the works to ensure the next phase of the campaign remains fresh and engaging for returning movie fans, driving sales even further.

Saskatchewan Junior Hockey League Tickets

Enter to receive a 10-pack
of SJHL tickets
(10 prize packs in total).

If interested in receiving a
10-pack of tickets, please
email or fax your producer
number and mailing address
to the SaskMilk office
info@saskmilk.ca or 306-
949-2605.

[2019-2020 Schedule](#)

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1-877-488-4699 or email CLIENTS@ATLANTICJOBS.NET

Who Should I Call?

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

For...

Call...

At...

<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 	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 ➤ Trade agreements, international trade updates ➤ DEAP policy/program enquiries ➤ Research enquiries or proposals 	Joy Smith	306-721-9482
<ul style="list-style-type: none"> ➤ Social media enquiries (Twitter, Instagram, Facebook) ➤ Website enquiries ➤ Newsletter advertising 	Julie Ell	306-721-9493

QUOTA EXCHANGE

The market-clearing price established for the November 2019 Quota Exchange was **\$35,000.00**.

The next Quota Exchange will be held on **December 15, 2019**. All offers to sell and bids to purchase quota through the Quota Exchange must be received at the SaskMilk office by midnight, **December 6, 2019**. 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.

NOVEMBER 2019 QUOTA EXCHANGE RESULTS

Market Clearing Price per kilogram of butterfat	\$ 35,000.00
Daily Kilograms offered to Purchase	45.00
Kilograms offered to Sell	24.00
Kilograms sold	<u>20.47</u>
Number of Producers	
- offered to purchase	2
- purchased quota	1
- offered to sell	4
- sold quota	3

NOVEMBER 2019 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
\$33,000.00	1	1	5.00	5.00	-40.00	45.00	0.00	2	0
\$34,000.00	1	2	12.00	17.00	-28.00	45.00	0.00	2	0
\$34,500.00	0	2	0.00	17.00	-28.00	45.00	20.00	2	1
\$35,000.00	1	3	3.47	20.47	-4.53	25.00	0.00	1	0
\$35,500.00	0	3	0.00	20.47	-4.53	25.00	25.00	1	1
\$36,000.00	1	4	3.53	24.00	24.00	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
October	27	20	25,667
November	36	36	27,234
December	29	29	26,841
January, 2019	27	27	15,748
February	26	26	18,341
March	25	25	12,480
April	27	23	21,937
May	19	19	13,404
June	22	21	15,814
July	24	24	13,461
August	27	27	18,297
September	29	29	20,166
October	24	24	15,246

PRIVATE TRANSFERS PROCESSED

MONTH	DAILY KILOGRAMS
October	233.45
November	328.00
December	60.00
January, 2019	253.29
February	164.25
March	50.00
April	21.20
May	0
June	35.00
July	158.51
August	55.00
September	5.10
October	32.00

OVER QUOTA (OVER 5 DAYS) REPORT BY MONTH

MONTH	# OF PRODUCERS	KGS BUTTERFAT
October	2	294
November	4	626
December	6	962
January, 2019	10	2,377
February	13	3,220
March	11	2,701
April	14	2,473
May	10	2,556
June	14	2,559
July	7	1,148
August	4	898
September	4	484
October	4	750

SUMMARY REPORT OF CREDITS OCTOBER 2019 – 164 PRODUCERS

DAYS	# OF PRODUCERS	POSITIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
+ 5	4	1,440
0 to + 5	28	14,634
TOTAL	32	16,074

DAYS	# OF PRODUCERS	NEGATIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
-15	5	-10,601
-10 to -15	45	-110,058
-5 to -10	34	-69,262
0 to -5	48	-24,606
TOTAL	132	-214,527

LOST OPPORTUNITY REPORT

MONTH	# OF PRODUCERS	LOST OPPORTUNITY (KGS OF BUTTERFAT)
October, 2019	5	1,398
September, 2019	6	450
August, 2019	5	1,883
July, 2019	6	2,220
June, 2019	3	1,719
May, 2019	2	1,345
April, 2019	0	0
March, 2019	1	57
February, 2019	1	186
January, 2019	1	18
December, 2018	1	331
November, 2018	3	330
October, 2018	0	0

WEIGHTED AVERAGE COMPONENT TESTS & PRICES OCTOBER 2019

Components	Average Test	Price per kilogram Class 1 to 5
Butterfat	4.3454	16.851558
Protein	3.3464	2.574415
Other Solids	5.8716	0.733603

The average butterfat price received per kilogram was \$19.83.

SASKATCHEWAN MILK POOL RESULTS OCTOBER 2019

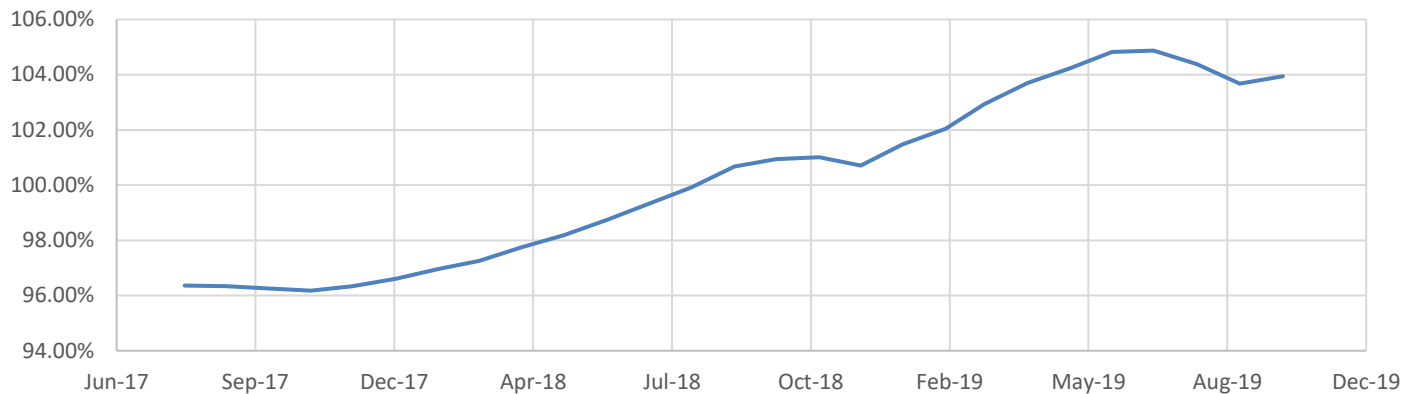
Milk Sale Revenue	\$ 20,312,666.12
Western Milk Pool	\$ 1,150,716.05
Total Pool Value	\$ 21,463,382.17

In October, Saskatchewan had a monthly CDC allocation of **1,082,729 kilograms** of butterfat. In the month of October, Saskatchewan production was **-39** of butterfat **under** and cumulatively **over** by **141,580 kilograms** of butterfat. On a percentage basis, Saskatchewan is **1.17% above** our CDC allocation flexibility limits based on the Continuous Quota model. The -2.00% lower flexibility 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 -2.00% Kgs bf col. 8 * -1.5%	(5) Upper Flexibility Limit 1.25% Kgs bf col. 8 *1.0%	(6) Cumulative Over or (Under) Production with limits Kgs bf	(7) Cumulative Over or (Under) Production with limits (%) col. 6 / 8	(8) Rolling 12 Month Total Quota Kgs bf
Sep-18	979,618	946,287	33,331	-230,593	144,121	(131,409)	-1.14%	11,529,665
Oct-18	1,034,312	1,026,685	7,627	-231,475	144,672	(123,782)	-1.07%	11,573,770
Nov-18	1,005,120	1,074,305	(69,185)	-233,899	146,187	(192,967)	-1.65%	11,694,944
Dec-18	1,050,954	1,052,951	(1,997)	-234,522	146,576	(194,964)	-1.66%	11,726,103
Jan-19	1,053,651	921,393	132,258	-233,846	146,154	(62,706)	-0.54%	11,692,295
Feb-19	952,042	850,527	101,515	-233,155	145,722	38,809	0.33%	11,657,731
Mar-19	1,059,099	1,014,739	44,360	-233,467	145,917	83,169	0.71%	11,673,338
Apr-19	1,014,853	1,037,295	(22,442)	-235,167	146,980	60,727	0.52%	11,758,366
May-19	1,036,056	975,850	60,206	-235,510	147,193	109,973	.93%	11,775,477
Jun-19	1,002,199	921,880	80,319	-235,031	146,894	190,292	1.62%	11,751,546
Jul-19	1,023,972	989,207	34,765	-235,709	147,318	225,056	1.91%	11,785,438
Aug-19	1,038,800	1,078,644	(39,844)	-237,795	148,622	185,212	1.56%	11,889,763
Sep-19	1,022,245	1,065,838	(43,593)	-240,186	150,116	141,619	1.18%	12,009,314
Oct-19	1,082,690	1,082,729	(39)	-241,307	150,817	141,580	1.17%	12,065,358

- (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 -2.00% of Rolling 12 Month Total Quota (9)
- (5) The Upper Flexibility Limit is 1.25% 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) Total Monthly CDC Quota Allocation for the previous 12 months

SK Milk Production Sask Position



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 Hauptstein 306-721-94

Research

News from the Rayner: Cow comfort—not just for farmers

Producers who attended the 2019 Dairy Info Day identified cow comfort as a priority in the dairy industry. This aligns with the opinion of dairy farmers throughout North America. Cow comfort is not just a priority for farmers – it’s also a priority for the public. For consumers, knowing that animals are kept in comfortable environments increases their trust in the industry. We have an opportunity to study these shared values at the Rayner Center at the University of Saskatchewan.

The Rayner Center is in the early stages of developing ways to understand and change how the public perceives the dairy industry. We recently sent out a preliminary survey discussing the topic of cow comfort. While this initial survey does not contain a large sample size (n=11), we are hoping to use this information to develop a full research project in the next year.

All the participants in this initial survey were teachers who participated in guided Rayner Center tours. The tours focused on cow comfort and the many factors that contribute to it. This included the importance of a cow’s ability to rest and a clean environment. The survey was conducted using a program that allowed teachers to comment anonymously. Teachers were also allowed to comment and provide feedback on each question. A portion of the results are described below.

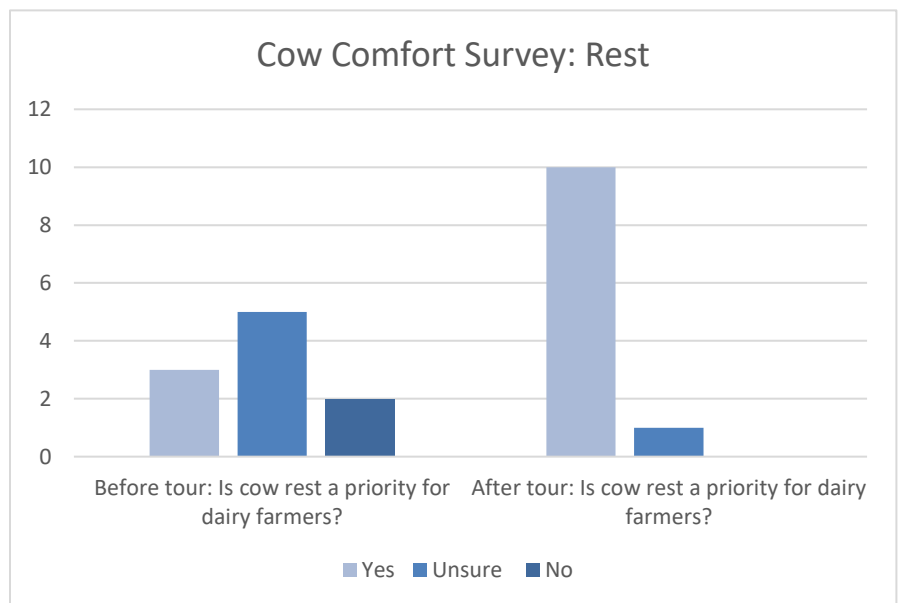
Rest is a priority

Rest is a major component of the cow comfort tour as time budgets for cows are critical to their health and welfare. Cows prioritize rest over other behaviors, including eating, and should devote half of their day to lying down. When rest isn’t an option, it can negatively impact feed intake, cow performance and health. There are several factors that can restrict a cow’s ability to rest including overstocking and quality of the resting environment.

In facilities with high stocking

densities, cows have increased competition for stalls, space at the feedbunk, and restricted access to water stations. This will disrupt the daily time budgeting for a cow, decreasing feed intake and rest. This, in turn, will impact animal health and production. While the number of stalls is important, comfort of the resting area is vital to the length of time a cow spends resting. Stall comfort factors range from proper dimensions and lunge space to stall surface and depth of bedding.

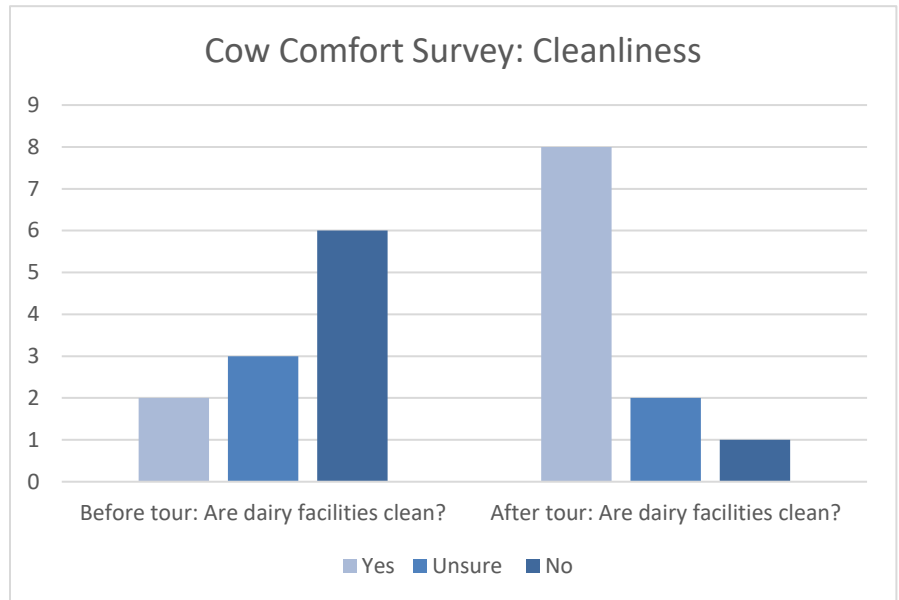
Along with the above information, the cow comfort tours discussed the proAction requirements involving rest. This included talking about requirements for stocking densities (1.2 mature cows to stalls) and completing animal health assessments every other year (which includes investigating how animals are housed.) Overall, this survey revealed that consumers were unaware that encouraging cows to rest is a very high priority for farmers.



There were multiple positive comments regarding this topic. One participant included a comment which stated, “Was absolutely shocked when I saw their combination living and sleeping area. I honestly didn’t even know they had stalls. I wish we kept horses in a place like this so they can socialize more! Super neat.”

Keep it clean

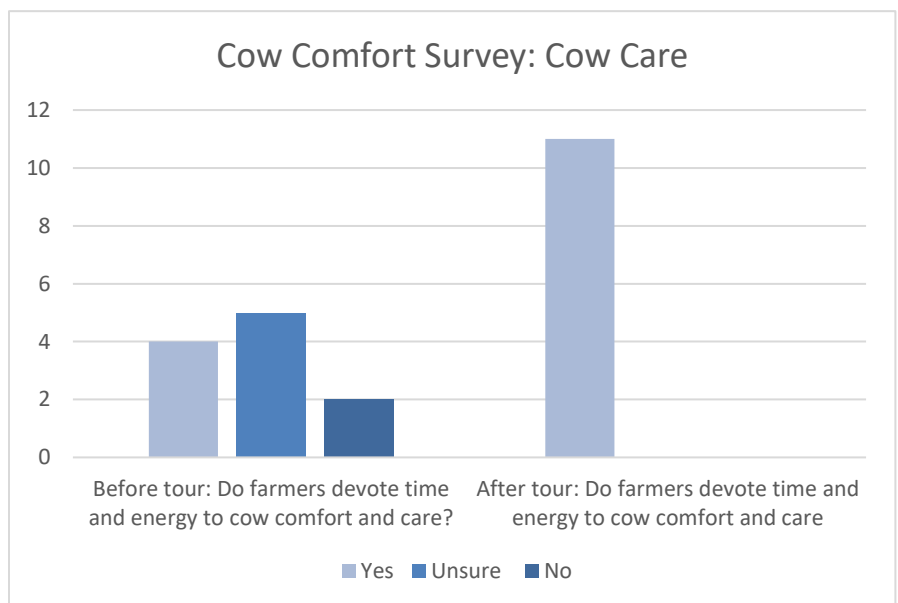
Besides stall cleanliness, the overall cleanliness of a facility has an impact on both cow health and welfare. With appropriate manure removal protocols, animals can live in a clean, dry environment. Manure is a source of bacteria growth and is the cause of transmission for many diseases. A regular schedule of disinfection, manure removal and bedding changes is a vital part of decreasing pathogens in the environment. Additionally, cows need a clean surface where they walk, eat, and drink. A clean alley decreases hoof issues and lameness by decreasing bacteria levels and providing cows with better traction when walking.



The cow comfort tours addressed the importance of cleanliness, focusing on the animal assessments in proAction. Tours were educated on various manure removal systems and cleaning protocols. This focused on how things are handled at the Rayner facility. After the tour, many participants changed their responses to the question “are dairy facilities clean?” from a “No” to a “Yes”. The participant who responded with the “No” provided a comment which stated: “I wonder if all farms hold themselves to the same standards as one which allows public access.” Additionally, one who marked unsure commented, “Confused about the smell.” Overall, results were positive, and question feedback will be used to help alter tour information and presentation.

General findings

While we can’t statistically analyze the results, the initial outcomes were positive. The results of the preliminary survey revealed that at the start of the tour, only one person was aware of the term “cow comfort.” Ten of the 11 participants stated that learning about the significance of cow comfort made them feel good about the quality of animal care. All the cow comfort and cow care focused questions yielded very positive results and some good (and entertaining) feedback. One participant wrote, “Can’t believe cow comfort is an area of study, think they will ever study teacher comfort?”



The results and feedback from this preliminary questionnaire will help develop a larger project which addresses shared values between the public and dairy farmers. If you have any questions or suggestions regarding the development of this study, please contact Emily Morabito. We will provide regular updates as the project continues to develop.

Emily.morabito@saskmilk.ca

Office: (306) 966-6015

Cell: (306) 229-3680

Code of Practice

3.10 Manure Management and Cleanliness Scoring

Cleanliness and proper waste management provide animals with a clean, dry and comfortable environment. Manure and dirty bedding are sources of contamination that can lead to infected mammary glands (i.e., mastitis). A regular schedule of disinfection, manure removal and bedding changes minimizes pathogens in the environment and helps to control the spread of disease. A clean environment also offers better traction for cows when walking.

Cleanliness scoring of dairy cattle is a tool for measuring environmental cleanliness and the relative risks for high somatic cell counts and diseases like mastitis. The lowest incidences of mastitis and somatic cell counts occur in herds with clean cows and bedding (38).

REQUIREMENTS

Producers must remove manure from alleys and beds to keep cows clean.

RECOMMENDED BEST PRACTICES

- a. scrape or flush traffic areas and walkways daily
- b. clean individual free stalls at every milking
- c. use straw, sand, sawdust or other suitable bedding materials to maintain sanitary conditions for animals
- d. use a cleanliness scoring system to assess environmental contamination (see Appendix K - Resources for Further Information, for links to available options) and aim for recommended target rates of cleanliness.

You're Invited to a DAIRY PRODUCERS DAY!

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Topics & Speakers

Improving Efficiencies on Your Dairy – Candace Schiestel

Spending Money to Make Money: The Economics of Accelerated Calf Feeding Programs – Jackson Matschke

Benchmarking: Management Tools to Improve Performance – Jan Rodenburg

"I look forward to seeing you at what promises to be a great day filled with valuable information, good food and friends"
-Urs Nievergelt

Presented By:



Topics & Speakers

Legends Center
701 Centennial Blvd.
Warman, SK

Tuesday, January 14th, 2020

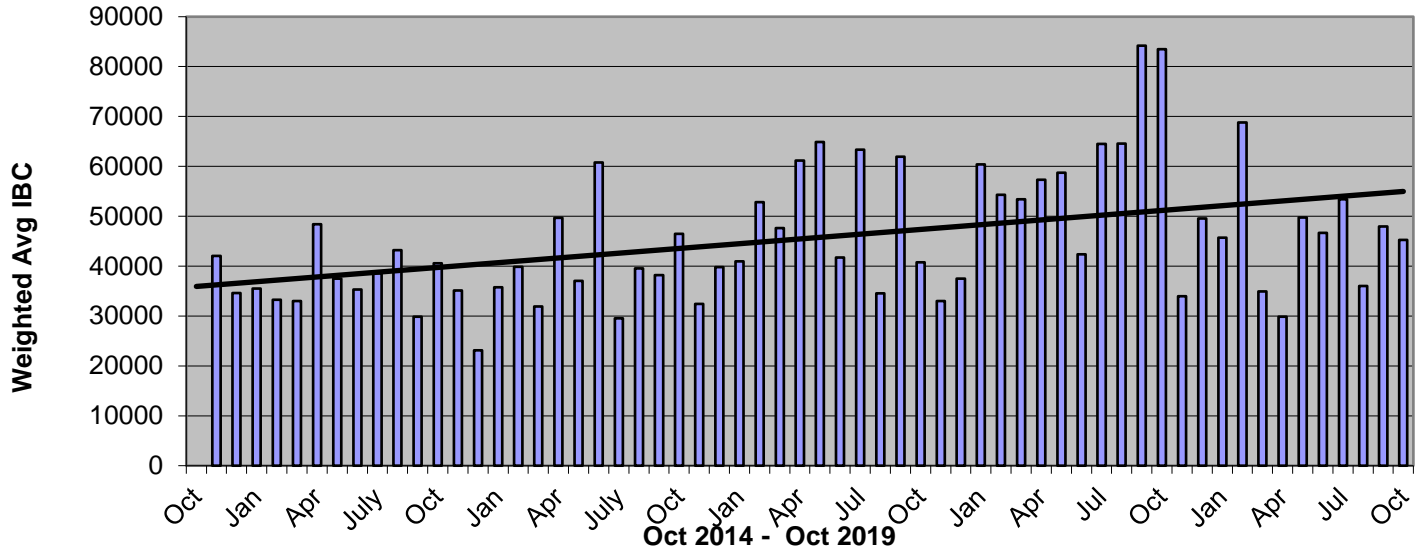
10:00am - 2:00pm

Lunch served at
11:45am

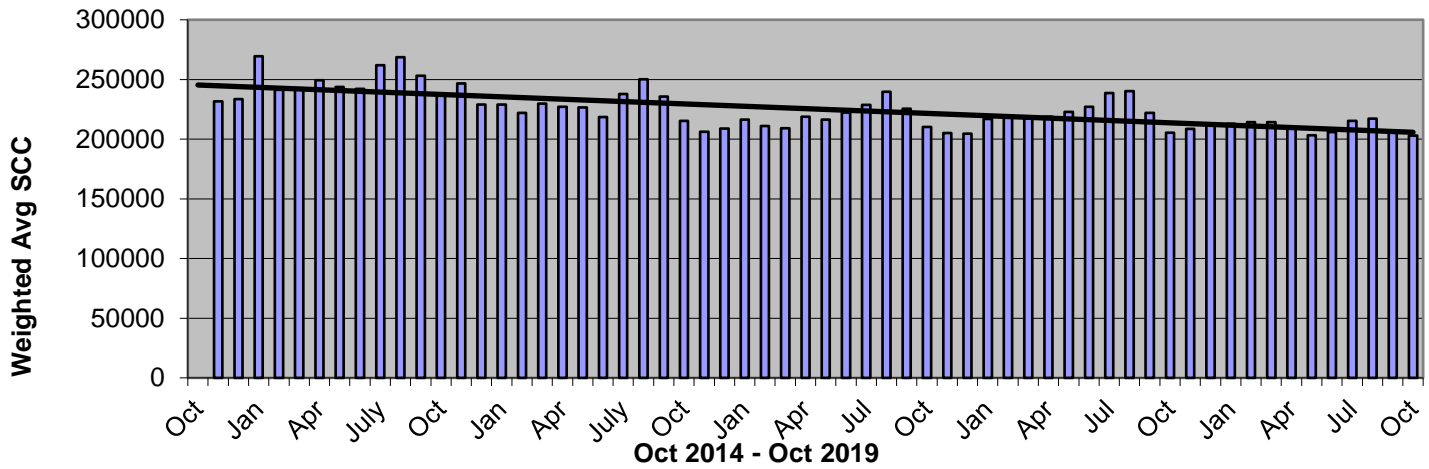
To Register Call
Urs Nievergelt at
306-321-4717
by January 3

Provincial Weighted Average

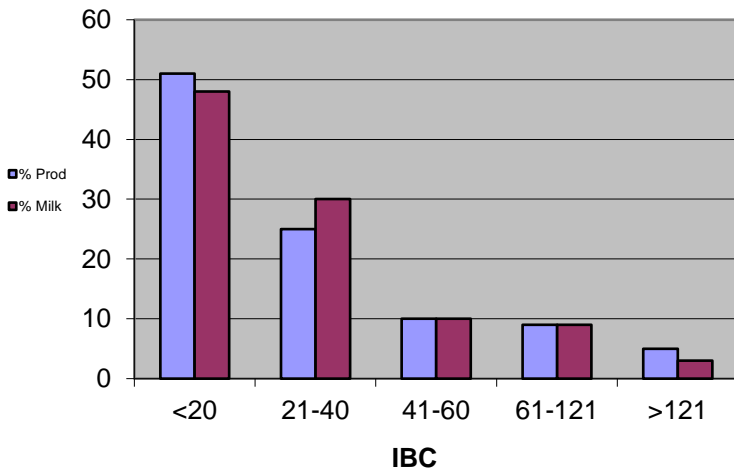
Monthly Weighted Average IBC



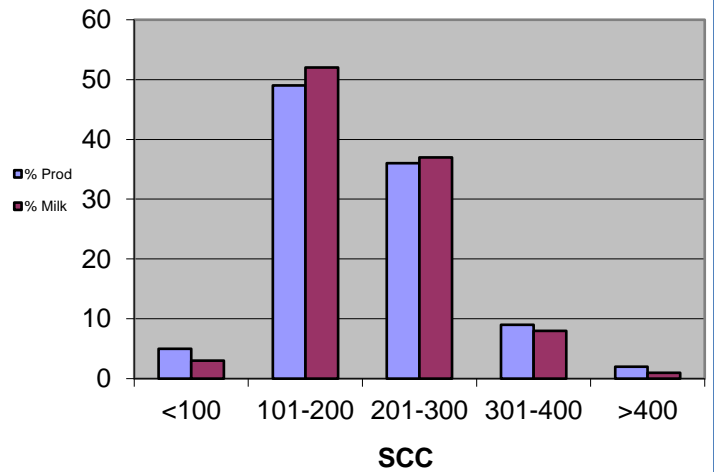
Monthly Weighted Average SCC



Oct 2019



Oct 2019



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, 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:

- Delaval necklaces, numbers and transponders
- 3 secco 72-inch exhaust fans

Call 306-281-8258

For sale: 2014 left handed DeLaval classical robot. In excellent used condition, always been on the scheduled maintenance service. Reason for selling we upgraded to the newer model V300. Asking 60,000 any questions **phone 1-204-476-0783 Mike**

Canola round bale straw for sale.

Call Don Feitsma 306-270-4700

Looking to buy quota. Please call **Patrick Hylkema 306-716-2282**

New start up looking for up to 20 kgs of quota.
Call or text Sheldon Goossen 1-306-841-7485

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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