

**In this Issue:**

Dairy Info Day .....	3
Quota Exchange .....	6
Production .....	9
Code of Practice .....	11
SCC/IBC.....	12
Classifieds .....	13
Directors .....	13

### *A Look at Saskatchewan’s Niche Dairy Processors*

*This is the first of a three-part series about Saskatchewan’s niche dairy processors*

#### **SUNNYSIDE CREAMERY**

On April 15, 2019, Sunnyside Creamery opened its doors. As the first on-farm dairy processor in Saskatchewan, Bas and Martha Froese-Kooijenga were entering uncharted territory. The couple, already running their “Farmyard Market” – a small store selling pies, canning, vegetables and many other items – knew that the application process for a dairy processing facility would be complicated, and they were right. In the

beginning, Bas says, “We were told it would be difficult due to the category system that was currently in place. You are either a Category 1, as big as a large processor, or you are a Category 2 and only processing 25L of milk a day. Neither of those would work for us.” In conversations, it became clear that Saskatchewan’s regulations were going to be tough for a processor who fell in between. This didn’t stop Bas and Martha, though. With the help of a friend with engineering experience and knowledge of the processing world, the Froese-Kooijengas were on the right track.



Continual conversations with Public Health, the same regulatory body that oversees all other food processing areas in the province, developed another relationship. “I don’t think we initially started off on the right foot,” Bas says, “but as we talked we knew that we could work together and then they were rooting for us.” This was made very clear after the Froese-Kooijengas wrote letters to government ministers, asking them to put in a good word and explaining the benefits that a small processor, like Sunnyside Creamery, offers to a province. All this effort culminated in Saskatchewan’s review of the regulations surrounding the category system for dairy processors in the province. Now, Saskatchewan’s regulations fall closer in line with processing regulations in neighbouring provinces where niche/small processors are on the rise. As Sunnyside Creamery continues its success, the Froese-Kooijengas are consistently ensuring that their testing and procedures surrounding their processing are in line with regulations. “We have conversations to make sure we are doing things the right way, it is a learning process for us,” says Bas.

*...continued next page*

As we all know, a major aspect of doing things right in selling milk is pasteurization. Regulations surrounding raw milk in Canada are strict, and as with everything else at Sunnyside Creamery, the Froese-Kooijengas are deeply committed to doing things right. So committed, in fact, that Martha took an intensive course on milk pasteurization to ensure that nothing would be missed once their operation was ready to open and serve their customers.

All of this work is independent of the infrastructure that was necessary to get Sunnyside Creamery on its feet – including the purchase of an automatic milk dispensing machine, only the second one in Canada. However, as both Bas and Martha say, the infrastructure was the easy part. “People love the machine,” says Bas. So much so that Sunnyside Creamery has repeat customers who return weekly to fill a cooler of farm fresh milk from Sunnyside Dairy.



When asked what motivated the Froese-Kooijengas to create Sunnyside Creamery, it was a simple answer. The customers. Visitors to Farnyard Market repeatedly asked for milk and if the family had plans to begin selling. Both Bas and Martha thought about the possibility of opening their own creamery selling their own milk and dairy products, and the continuous request from people is what sealed the deal. Now, even with the added business of running a store, farm, and now a creamery, the Froese-Kooijengas are not looking back. They are busy, and have hired Martha Peters, a new employee, to help with Sunnyside Creamery. “We have plans of an expansion,” Bas says, “due to our customer demand we need to increase and we are hoping to begin processing cheese.”

The success of Sunnyside Creamery has not gone unnoticed, and Bas and Martha’s attention to detail – and their ability to listen to their customers’ desires and implement them – is applauded. A milk dispensing system, where visitors can bring their own containers or purchase a glass milk bottle (with the Sunnyside Creamery logo, of course) is a welcome change for customers looking to decrease their waste and use reusable containers. And, while visitors to Sunnyside Creamery cannot go in the barns or touch the animals, they can see where their food is coming from, which is a great feature for those looking for more information or for those who have never seen a dairy farm before.

“One of the greatest things we get to do is talk to people about dairy farming,” Bas says, “we talk and answer questions, and people love the milk, which is good.”

Sunnyside Creamery is located new Martensville and is open daily to the public. In addition to milk, visitors can also purchase cream, cheese curds, cottage cheese, ricotta, skim milk, chocolate milk, small jars of yogurt, and ice cream. For more information, find Sunnyside Creamery on Facebook or visit their website at <https://www.sunnysidedairyfarm.com/>

### *SaskMilk Upcoming Promotional Events\**

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

<b>January 10-12</b>	Fred McBeth Western Canadian Midget AA Tourney – Regina
<b>January 14-16</b>	SJHL Showcase - Regina

# *Dairy Info Day*

**Wednesday January 22, 2020**  
Brian King Centre, Warman, SK

- 9:15 Registration and Coffee
- 9:45 Welcome and opening comments by Chair of the SaskMilk Board, and Head of the Department of Animal and Poultry Science

## **Dairy Advisory Board and Rayner Dairy Research and Teaching Facility**

- 9:50 Report from Dairy Advisory Board – Denise Coghill
- 9:55 Report on Rayner operations and how we dealt with a *Salmonella dublin* outbreak in the University of Saskatchewan dairy herd – Jay Olyniuk, Manager, Rayner Dairy Research and Teaching Facility

## **Presentations**

- 10:25 *Salmonella dublin*: What dairy producers need to know – Donald Sockett, Wisconsin Veterinary Diagnostic Laboratory, University of Wisconsin-Madison
- 11:05 *Salmonella dublin* surveillance program in Saskatchewan – Wendy Wilkins, Disease Surveillance Veterinarian, SK Ministry of Agriculture
- 11:35 Undergraduate thesis project: A survey of robot farms in western Canada – Julie-Anne Lavoie
- 11:50 Undergraduate thesis project: Reproductive management in dairy cows – Claire Berten

## **12:05 – 1:15 Lunch provided by SaskMilk**

- 1:15 Reducing the prevalence of enteric and respiratory disease in dairy calves - Donald Sockett, Wisconsin Veterinary Diagnostic Laboratory, University of Wisconsin-Madison
- 1:55 Update on dietary inclusion of whole-crop faba bean silage in dairy cattle diets – performance results – Victor Guevara, PhD candidate, Department of Animal and Poultry Science, University of Saskatchewan
- 2:10 Low feed intake: a major risk factor for ruminal acidosis – Greg B. Penner, Department of Animal and Poultry Science, University of Saskatchewan
- 2:25 Cow comfort: not just for farmers – Emily Morabito, Extension Services Coordinator, SaskMilk
- 2:40 Closing remarks – Denise Coghill, SaskMilk

# 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](mailto:info@saskmilk.ca) or 306-  
949-2605.

[2019-2020 Schedule](#)

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## *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"> <li>➤ Sponsorship Requests</li> <li>➤ Donation Requests</li> <li>➤ Dairyanna's Costume and Events</li> <li>➤ School Milk Program</li> <li>➤ Nutrition Resource Ordering</li> </ul>	Anita Medl	306-721-9483
<ul style="list-style-type: none"> <li>➤ Quota Exchange and Private Quota Transfers</li> <li>➤ Transfer Credits</li> <li>➤ Security Applications</li> <li>➤ Estimates for production</li> <li>➤ Name Changes</li> <li>➤ Designation of Signing Authority</li> <li>➤ Monthly production numbers for producers</li> <li>➤ Producer information for lending institutions</li> <li>➤ Passwords for quota management sheet access</li> </ul>	Bev Solie	306-721-9488
<ul style="list-style-type: none"> <li>➤ Dairy Conference</li> <li>➤ Producer statements</li> <li>➤ Banking info for direct deposit of milk pay</li> <li>➤ Milk pick-up issues –variances in volumes, planning to quit shipping, etc.</li> </ul>	Darlene Weighill	306-721-9491
<ul style="list-style-type: none"> <li>➤ On Farm- licensing, facilities, equipment, driveways, yards, animal care</li> <li>➤ Lab testing results</li> <li>➤ Bulk truck drivers- licensing, complaints/issues</li> <li>➤ Bulk tank calibrations</li> <li>➤ Pro Action- Food Safety (CQM), Animal Care, Traceability, Biosecurity, Environment</li> </ul>	Deb Haupstein	306-721-9486
<ul style="list-style-type: none"> <li>➤ Monthly milk prices paid to producers</li> <li>➤ Provincial &amp; National production updates</li> </ul>	Doug Miller	306-721-9485
<ul style="list-style-type: none"> <li>➤ Adding, editing information on Producer Transfer Credit List</li> </ul>	Jenn Buehler	306-721-9492
<ul style="list-style-type: none"> <li>➤ Media or news stories <i>or</i> if you have been contacted by any media agency or reporter</li> <li>➤ Trade agreements, international trade updates</li> <li>➤ DEAP policy/program enquiries</li> <li>➤ Research enquiries or proposals</li> </ul>	Joy Smith	306-721-9482
<ul style="list-style-type: none"> <li>➤ Social media enquiries (Twitter, Instagram, Facebook)</li> <li>➤ Website enquiries</li> <li>➤ Newsletter advertising</li> </ul>	Julie Ell	306-721-9493

## *QUOTA EXCHANGE*

The market-clearing price established for the January 2020 Quota Exchange was **\$37,500.00**.

The next Quota Exchange will be held on **February 15, 2020**. All offers to sell and bids to purchase quota through the Quota Exchange must be received at the SaskMilk office by midnight, **February 6, 2020**. 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.

### JANUARY 2020 QUOTA EXCHANGE RESULTS

<b>Market Clearing Price per kilogram of butterfat</b>	<b>\$ 37,500.00</b>
<b>Daily Kilograms offered to Purchase</b>	<b>96.84</b>
<b>Kilograms offered to Sell</b>	<b>10.20</b>
<b>Kilograms sold</b>	<b><u>10.00</u></b>
<b>Number of Producers</b>	
- offered to purchase	<b>9</b>
- purchased quota	<b>1</b>
- offered to sell	<b>2</b>
- sold quota	<b>2</b>

### JANUARY 2020 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
33,500.00	0	0	0.00	0.00	-96.84	96.84	15.00	9	1
34,000.00	1	1	5.20	5.20	-76.64	81.84	0.00	8	0
35,000.00	0	1	0.00	5.20	-76.64	81.84	20.00	8	1
35,250.00	0	1	0.00	5.20	-56.64	61.84	5.00	7	1
35,500.00	0	1	0.00	5.20	-51.64	56.84	26.84	6	2
36,000.00	1	2	5.00	10.20	-19.80	30.00	0.00	4	0
36,500.00	0	2	0.00	10.20	-19.80	30.00	19.00	4	2
36,800.00	0	2	0.00	10.20	-0.80	11.00	1.00	2	1
<b>37,500.00</b>	<b>0</b>	<b>2</b>	<b>0.00</b>	<b>10.20</b>	<b>0.20</b>	<b>10.00</b>	<b>10.00</b>	<b>1</b>	<b>1</b>

\* 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
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
November	32	32	23,235
<b>December</b>	<b>26</b>	<b>26</b>	<b>15,625</b>

## PRIVATE TRANSFERS PROCESSED

MONTH	DAILY KILOGRAMS
December	60.00
January, 2019	253.29
February	164.25
March	50.00
April	21.20
May	0.00
June	35.00
July	158.51
August	55.00
September	5.10
October	32.00
November	34.80
<b>December</b>	<b>122.55</b>

## OVER QUOTA (OVER 5 DAYS) REPORT BY MONTH

MONTH	# OF PRODUCERS	KGS BUTTERFAT
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
November	3	291
<b>December</b>	<b>6</b>	<b>1,257</b>

## SUMMARY REPORT OF CREDITS DECEMBER 2019 – 163 PRODUCERS

DAYS	# OF PRODUCERS	POSITIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
+ 5	6	2655
0 to + 5	27	14522
TOTAL		
DAYS	# OF PRODUCERS	NEGATIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
-15	5	5727
-10 to -15	21	44355
-5 to -10	54	94437
0 to -5	50	35529
TOTAL		

## LOST OPPORTUNITY REPORT

MONTH	# OF PRODUCERS	LOST OPPORTUNITY (KGS OF BUTTERFAT)
<b>December, 2019</b>	<b>5</b>	<b>1,026</b>
November, 2019	5	1,253
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

## WEIGHTED AVERAGE COMPONENT TESTS & PRICES DECEMBER 2019

Components	Average Test	Price per kilogram Class 1 to 5
Butterfat	4.3038	16.907006
Protein	3.3283	2.572030
Other Solids	5.8610	0.730296

**The average butterfat price received per kilogram was \$19.89.**

### SASKATCHEWAN MILK POOL RESULTS DECEMBER 2019

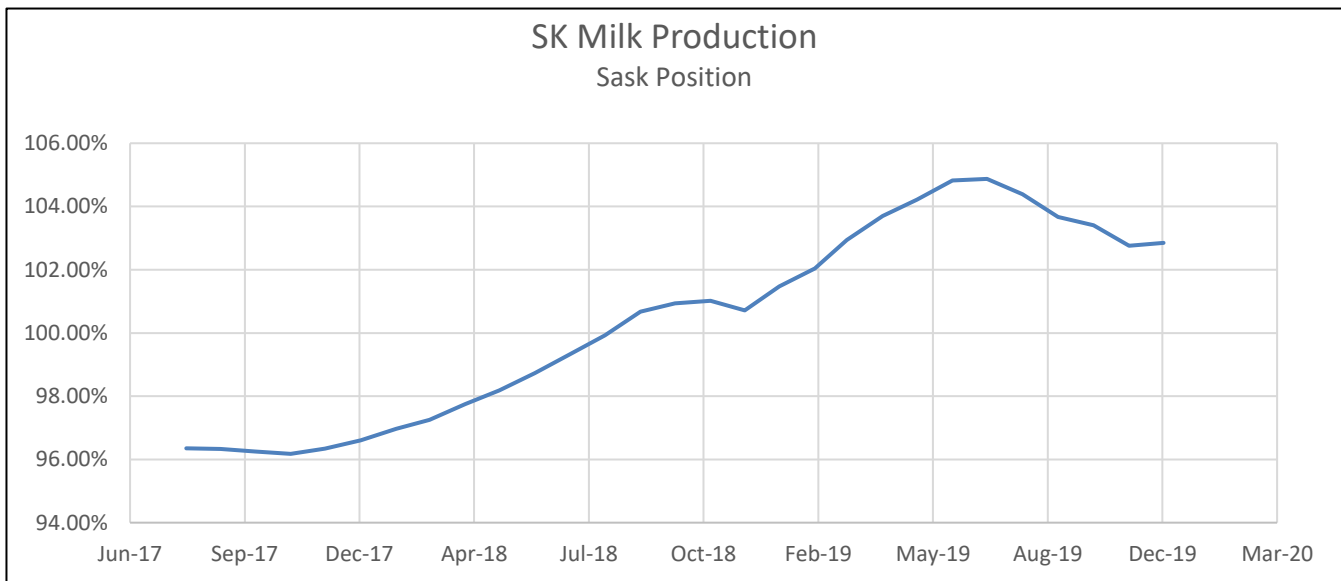
Milk Sale Revenue	\$ 20,739,531.36
Western Milk Pool	\$ 894,268.13
<b>Total Pool Value</b>	<b>\$ 21,633,799.49</b>



In December, Saskatchewan had a monthly CDC allocation of **1,156,991 kilograms** of butterfat. In the month of December, Saskatchewan production was **68,743kgs** of butterfat **under** and cumulatively **over** by **120,981kgs** of butterfat. On a percentage basis, Saskatchewan is **0.99% 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 <b>-2.00%</b>  Kgs bf  col. 8 * -1.5%	(5) Upper Flexibility Limit <b>1.25%</b>  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
<b>Dec-18</b>	1,050,954	1,052,951	(1,997)	-234,522	146,576	(194,964)	-1.66%	11,726,103
<b>Jan-19</b>	1,053,651	921,393	132,258	-233,846	146,154	(62,706)	-0.54%	11,692,295
<b>Feb-19</b>	952,042	850,527	101,515	-233,155	145,722	38,809	0.33%	11,657,731
<b>Mar-19</b>	1,059,099	1,014,739	44,360	-233,467	145,917	83,169	0.71%	11,673,338
<b>Apr-19</b>	1,014,853	1,037,295	(22,442)	-235,167	146,980	60,727	0.42%	11,758,366
<b>May-19</b>	1,036,056	975,850	60,206	-235,510	147,193	109,973	0.93%	11,775,477
<b>Jun-19</b>	1,002,199	921,880	80,319	-235,031	146,894	190,292	1.62%	11,751,546
<b>Jul-19</b>	1,023,972	989,207	34,765	-235,709	147,318	225,056	1.91%	11,785,438
<b>Aug-19</b>	1,038,800	1,078,644	(39,844)	-237,795	148,622	185,212	1.56%	11,889,763
<b>Sep-19</b>	1,022,245	1,065,838	(43,593)	-240,186	150,116	141,619	1.18%	12,009,314
<b>Oct-19</b>	1,082,691	1,143,505	(60,814)	-242,523	151,577	80,805	1.07%	12,126,134
<b>Nov-19</b>	1,047,766	1,085,754	(37,988)	-242,752	151,720	91,402	1.56%	12,137,583
<b>Dec-19</b>	1,088,248	1,156,991	(68,743)	-244,832	153,020	120,981	0.99%	12,241,623

- (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



## 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 <sup>∞</sup>
Ampicillin	7.7	10 / 10	Sulfamethazine	7.7	10 / 10 <sup>∞</sup>
Ceftiofur and Metabolites <sup>^</sup>	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 <sup>&amp;</sup>	Tetracycline	21	300 / 100

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

\* parts per billion or ng/mL

<sup>^</sup> Ceftiofur parent drug sensitivity is approximately 1/2 that reported in the table.

<sup>&</sup> Canadian MRL for penicillin G is 0.01 IU/ml, equivalent to 6 ppb.

<sup>∞</sup> 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

# Code of Practice

## 3.14 Electric Trainers in Tie-Stall Barns

The proper placement of trainers contributes to stall and cow cleanliness and udder and claw health. Incorrectly positioned trainers prevent some cows from showing strong signs of heat, making heat detection difficult and contributing to poor reproductive performance (48).

Electric trainers will train cows to step back when arching their backs for defecation or urination. The purpose is to position cows so they defecate or urinate in the gutter, rather than the stall bed. The correct location above the chine is slightly ahead of the point where the back begins to arch when a cow defecates or urinates.

### REQUIREMENTS

Energizers for electric trainers must not exceed 2500 volts.

Electric trainers must have a height adjustment.

Electric trainers must be located over the chine when the cow is standing with her hind feet near the gutter curb.

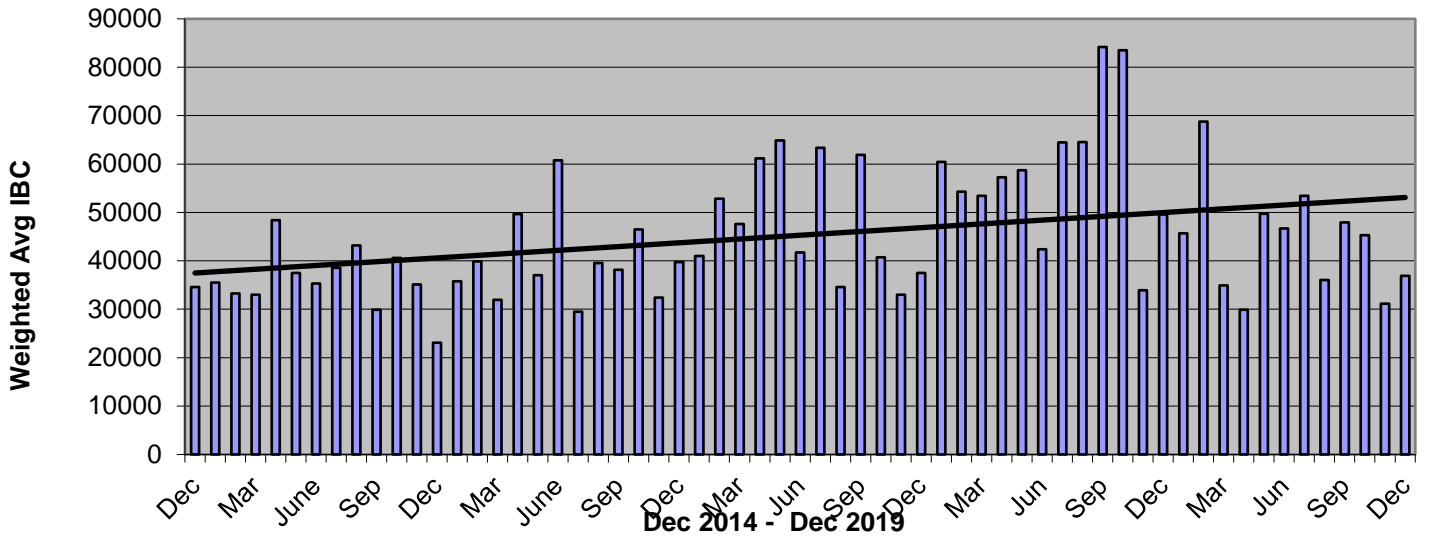
### RECOMMENDED BEST PRACTICES (36)

- ensure electric trainers do not restrict the normal eating, standing or lying behavior of cows
- ensure trainers do not restrict access to feed or water
- raise the trainer bow to a higher position when a cow is expected to be or is in heat
- ensure trainers have a secure attachment so they do not fall upon a cow and cause abusive damage
- adjust the distance between the trainer bow and the top line of the cow to a minimum of 2in (5cm) for training (usually a 24-hour training period is adequate) (49)
- adjust the distance between the trainer bow and the top line of the cow to 4in (10cm) for maintenance
- ground the energizer to a rod outside the barn and not to any stabling within the barn.

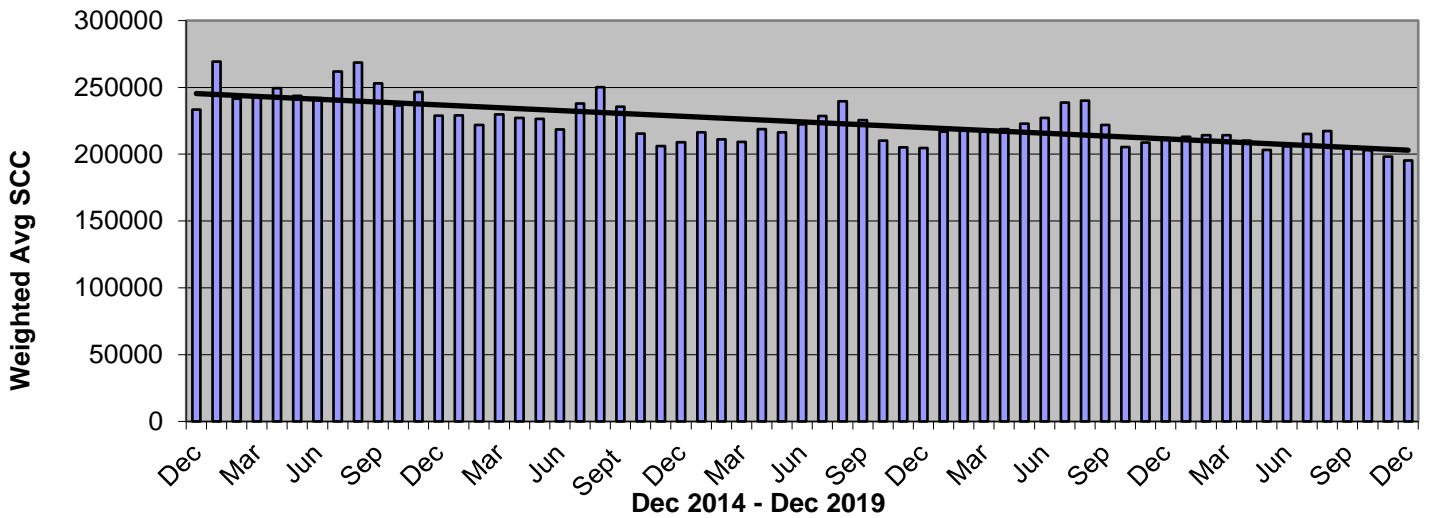


# Provincial Weighted Average

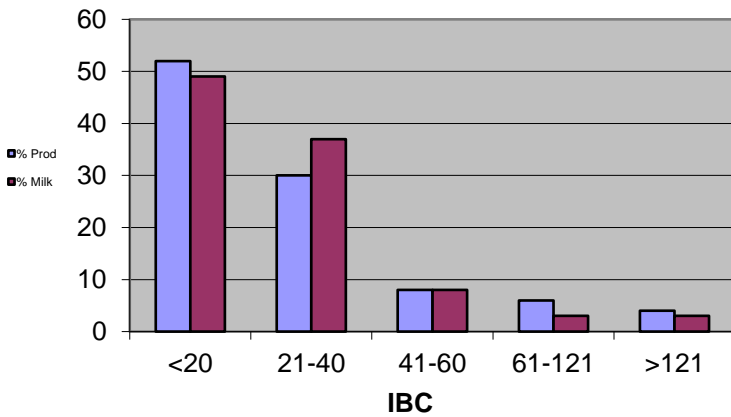
## Monthly Weighted Average IBC



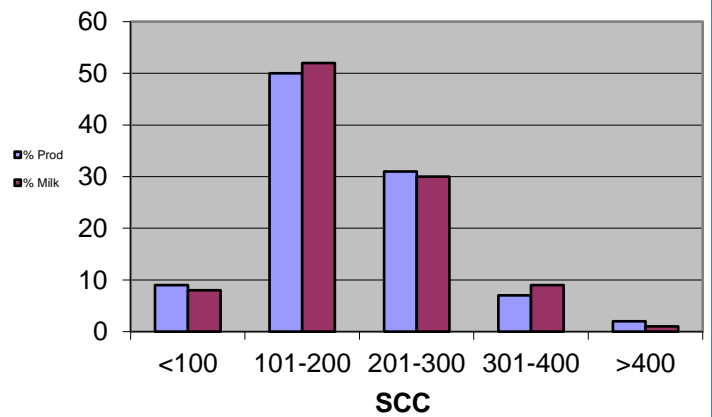
## Monthly Weighted Average SCC



### Dec 2019



### Dec 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**

Wanted to purchase 30 kg. of quota.  
**Call 306-493-7631 or email**  
[\*\*darcvloewen@live.com\*\*](mailto:darcvloewen@live.com)

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 6<sup>th</sup> of each month**

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

Quota Exchange forms must be received in the SaskMilk office on or before the 6<sup>th</sup> of the month for that month's Exchange

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