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Industry Update

Additions to the SaskMilk Portal

Saskatchewan dairy producers are now able to submit their own postings for transfer credits through the SaskMilk portal. Instructions for adding a listing to the Transfer Credit Bulletin were sent to producers on July 15, 2020. With this change, the Transfer Credit Bulletin will be published in the SaskMilk Portal, requiring producers to log in to the portal, and will no longer be posted on the SaskMilk website.

In addition to the Transfer Credit Bulletin, the SaskMilk Quota Exchange is in development and will soon be added to the SaskMilk Portal. This exciting new capability will allow producers to submit their own bids for the exchange online. Requirements for the Quota Exchange remain the same, including the deadline for postings to be submitted by the 6th of every month at midnight and with all required paperwork. Further information on the Quota Exchange, including instruction on how to submit a bid, will be sent to producers. Producers are reminded to review the required paperwork (<http://www.saskmilk.ca/for-farmers/forms/>) to ensure that bids are received before the deadline.

If you have any questions on the Quota Exchange or the Transfer Credit Bulletin, please call the SaskMilk office at (306) 949-6999.

Saskatchewan Dairy Conference

The 2020 Saskatchewan Dairy Conference has been postponed to 2021. SaskMilk and the Saskatchewan Holstein Branch made the joint decision to postpone the conference due to the ongoing uncertainties regarding the Covid-19 pandemic and the limitations on large gatherings.

Further information on the SaskMilk AGM, which will be held in a virtual format in late November, will be sent to producers and stakeholders this fall.

SaskMilk Promotional Events

Due to Covid-19, many events sponsored by SaskMilk have been postponed. Advertising on radio and television is continuing.

From DFC

DFC continues to push for government announcement of formal compensation plans

Dairy Farmers of Canada (DFC) continues to push the federal government for a specific payment schedule and related amounts for the balance of compensation owed for the Comprehensive Economic and Trade Agreement (CETA) and the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), and announce a clear timeline and level of compensation for its promise on the Canada-U.S.-Mexico Agreement (CUSMA).

Due to the COVID-19 pandemic, the federal government has not yet tabled its 2020 budget. However, Finance Minister Bill Morneau has indicated that it will be tabled sometime this fall. In its 2020 federal pre-budget submission, DFC urged the government to provide dairy farmers details on the remaining seven years of full and fair compensation, in the form of direct payments, to mitigate the impacts of CETA and CPTPP on or before the fall budget. You may recall that \$345 million of the government's promised \$1.75 billion had been announced in the fall of 2019 and paid out to dairy farmers under the Dairy Direct Payment Program.

DFC has also asked that the federal government confirm the level and timing of the promised full and fair compensation to dairy farmers in response to the loss of Canadian market share under CUSMA, where the equivalent of an additional 3.9% of the Canadian domestic milk production was provided in import access to US dairy products.

DFC continues to reiterate the need for the government to follow through on its commitments for compensation to offset the effects of recent trade agreements. In addition, DFC has requested further resources for the Canadian Border Services Agency and the Canadian Food Inspection Agency to ensure they have the training and tools needed to effectively enforce dairy import regulations and standards at the Canadian border, and ensure the same measures are upheld in dairy processing facilities seeking to export into Canada.

Other advocacy initiatives

A long series of tactics have been initiated to ensure that what was promised to Canadian dairy farmers is delivered, and several of these initiatives have already been put in place. Measures undertaken so far include holding meetings with government officials as well as organizing virtual meetings with Members of Parliament from all parties to reiterate our requests, ensure a clear understanding of our asks and keep them updated on the dairy sector issues in these challenging times. At the same time, DFC is working closely with all provincial milk organizations to work at the grassroots level, as needed.

CUSMA interim allocation and administration of Tariff Rate Quotas

Following consultations with industry and DFC, on June 15th, the government announced interim Tariff Rate Quotas (TRQs) for CUSMA, which entered into force on July 1st, 2020. These TRQs establish how the import access under CUSMA is allocated by product category to parties within the supply chain such as processors and distributors. The majority of these new TRQs have been allocated to processors, similar to the current allocation of TRQs in place under CPTPP. Unlike CETA, there is no allocation for retail, which is something which DFC had advocated against with the government.

This is positive, as allocating the majority of TRQs to Canadian processors helps to ensure that more imported dairy products complement products produced in Canada, instead of duplicating them or directly competing with them. This decision reflects joint recommendations by Dairy Processors Association of Canada (DPAC) and Dairy Farmers of Canada on this issue.

Meanwhile, the second phase of the broader public consultation on the long-term allocation and administration of TRQs for the World Trade Organization (WTO), CETA, CPTPP, and CUSMA was put on hold in early May until further notice amid the COVID-19 pandemic. DFC has already met with officials from Global Affairs Canada to discuss the different proposed options and is carefully monitoring any next steps.

DFC launches refreshed online store: The Blue Cow Shop

Dairy Farmers of Canada (DFC) is pleased to announce its refreshed online store, relaunched as **The Blue Cow Shop**, a new name designed to amplify the Blue Cow logo. The store launched on August 17th, just in time for the back to school season.



Emphasis has been placed on Canadian-made products, making this site a destination where Canadian dairy supporters can find their favorite official merchandise. By offering official Blue Cow logo branded items designed for both consumers and producers, *The Blue Cow Shop* is intended to nurture and add visibility to Canadian's pride in its dairy industry.

The Blue Cow Shop was created with user experience in mind. It is integrated with the existing Dairy Farmers of Canada website and was designed to effortlessly guide consumers through each phase of their shopping experience, ensuring the process is both engaging and easy.

Visit the new Blue Cow Shop here: <https://dairyfarmersofcanada.ca/en/canadian-goodness/blue-cow-shop>



Blue Cow protection masks

Dairy farmers have worked harder than ever to help feed Canadians at one of the most challenging times in our history, while maintaining their commitments to milk quality, food safety and responsible production practices. To help our community stay safe, DFC is offering

two FREE face masks to hardworking Canadian dairy farmers. Contact the following address for more info: info.clients@dfc-plc.ca. (Note: Offer applies to Canadian dairy farms for one order of two free face masks per farm, while quantities last.) The Blue Cow protection masks can also be purchased on the online store!



Farming Common Sense.

Defined by the words caring, down to earth and achiever, Sollio Agriculture is using the strength of its networks across Canada to work hand-in-hand with Canadian farmers and ensure the prosperity of their families and communities.

Sollio.ag



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 ➤ School Milk Program ➤ Nutrition Resource Ordering 	Anita Medl	306-721-9483
<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"> ➤ 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 ➤ Dairy Conference 	Julie Ell	306-721-9493

QUOTA EXCHANGE

The market-clearing price established for the August 2020 Quota Exchange was **\$37,000.00**.

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

AUGUST 2020 QUOTA EXCHANGE RESULTS

Market Clearing Price per kilogram of butterfat	\$ 37,000.00
Daily Kilograms offered to Purchase	97.14
Kilograms offered to Sell	66.66
Kilograms sold	17.30
Number of Producers	
- offered to purchase	7
- purchased quota	2
- offered to sell	11
- sold quota	5

AUGUST 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
\$32,400.00	1	1	0.57	0.57	-96.57	97.14	0.00	7	0
\$34,250.00	0	1	0.00	0.57	-96.57	97.14	35.00	7	1
\$35,500.00	0	1	0.00	0.57	-61.57	62.14	10.00	6	1
\$35,600.00	0	1	0.00	0.57	-51.57	52.14	14.84	5	1
\$36,000.00	1	2	5.95	6.52	-30.78	37.30	20.00	4	2
\$36,500.00	1	3	5.00	11.52	-5.78	17.30	0.00	2	0
\$37,000.00	2	5	11.00	22.52	5.22	17.30	0.00	2	0
\$37,500.00	1	6	5.00	27.52	10.22	17.30	0.00	2	0
\$38,000.00	2	8	11.00	38.52	21.22	17.30	0.00	2	0
\$39,000.00	1	9	8.14	46.66	29.36	17.30	5.30	2	1
\$39,500.00	0	9	0.00	46.66	34.66	12.00	12.00	1	1
\$39,800.00	1	10	15.00	61.66	61.66	0.00	0.00	0	0
\$40,000.00	1	11	5.00	66.66	66.66	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
July, 2019	24	24	13,461
August	27	27	18,297
September	29	29	20,166
October	24	24	15,246
November	32	32	23,235
December	26	26	15,625
January, 2020	27	27	18,191
February	26	26	14,525
March	17	17	7,531
April	10	10	6,670
May	6	6	3,000
June	8	8	8,328
July	11	11	13,384

PRIVATE TRANSFERS PROCESSED

MONTH	DAILY KILOGRAMS
July, 2019	158.51
August	55.00
September	5.10
October	32.00
November	34.80
December	122.55
January, 2020	60.00
February	0.00
March	0.00
April	232.64
May	49.00
June	164.00
July	410.00

OVER QUOTA (OVER 5 DAYS)

REPORT BY MONTH

MONTH	# OF PRODUCERS	KGS BUTTERFAT
July, 2019	7	1,148
August	4	898
September	4	484
October	4	750
November	3	291
December	6	1,257
January, 2020	8	1,275
February	7	1,360
March	11	1,008
April	7	1,286
May	4	764
June	3	190
July	5	216

OVER QUOTA (Spring Restriction)

REPORT BY MONTH

MONTH	# OF PRODUCERS	KGS BUTTERFAT
March	25	3,304
Quota + 2 days		
April	35	4,059
Quota + 0 days		
May	34	2,973
Quota + 0 days		
June	15	954
Quota + 1 day		
July	20	1,977
Quota + 1 day		

*The Spring Restriction Policy restricts production to a maximum of the production unit's monthly quota plus an established limit. Any production above that is deemed overproduction.

SUMMARY REPORT OF CREDITS JULY 2020 – 161 PRODUCERS

DAYS	# OF PRODUCERS	POSITIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
+ 5	3	2,084
0 to + 5	28	6,516
TOTAL	31	8,600
DAYS	# OF PRODUCERS	NEGATIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
-15	10	15,766
-10 to -15	27	75,925
-5 to -10	46	65,407
0 to -5	47	27,103
TOTAL	130	184,201

LOST OPPORTUNITY REPORT

MONTH	# OF PRODUCERS	LOST OPPORTUNITY (KGS OF BUTTERFAT)
July, 2019	6	2,220
August, 2019	5	1,883
September, 2019	6	450
October, 2019	5	1,398
November, 2019	5	1,253
December, 2019	5	1,026
January, 2020	3	1,374
February, 2020	3	1,183
March, 2020	1	648
April, 2020	4	1,416
May, 2020	9	2,479
June, 2020	8	3,531
July, 2020	10	3,572

WEIGHTED AVERAGE COMPONENT TESTS & PRICES JULY 2020

Components	Average Test	Price per kilogram Class 1 to 5
Butterfat	4.0764	16.379656
Protein	3.1567	2.488480
Other Solids	5.8947	0.666305

The average butterfat price received per kilogram was \$19.27.

SASKATCHEWAN MILK POOL RESULTS JULY 2020

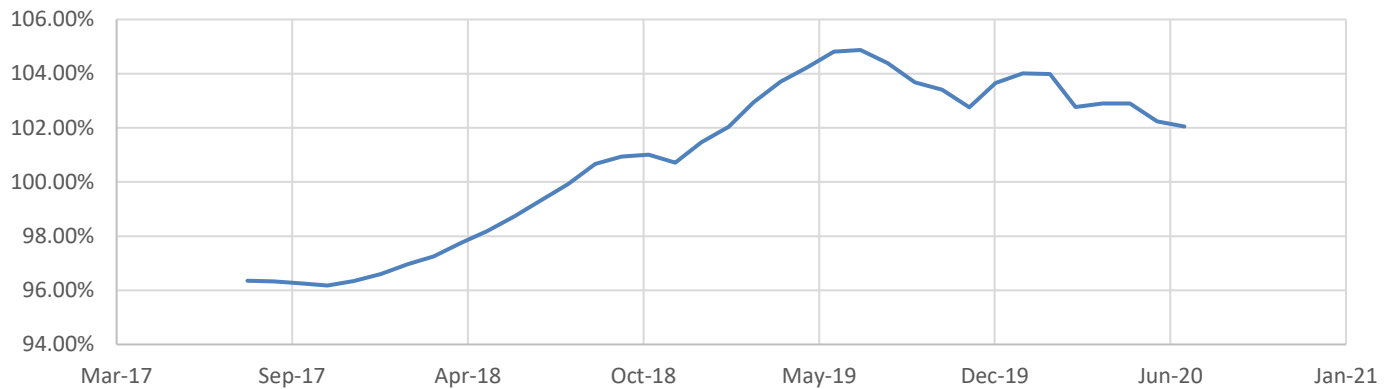
Milk Sale Revenue	\$20,078,705.50
WMP Revenue/<Expense>	<\$416,986.35>
CDC Surplus Refund	\$161,471.00
Total Pool Value	\$19,823,190.15

In July, Saskatchewan had a monthly CDC allocation of **1,011,656 kilograms** of butterfat. In the month of July, Saskatchewan production was **11,811 kgs** of butterfat **over** and cumulatively **over** by **664,767 kgs** of butterfat. On a percentage basis, Saskatchewan is **5.47% 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
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	1,082,691	1,143,505	(60,814)	-242,523	151,577	80,805	1.07%	12,126,134
Nov-19	1,047,766	1,085,754	(37,988)	-242,752	151,720	91,402	1.56%	12,137,583
Dec-19	1,088,248	1,063,255	24,993	-242,958	151,849	214,717	1.77%	12,147,887
Jan-20	1,095,413	920,697	174,716	-242,944	151,840	389,433	3.21%	12,147,191
Feb-20	1,001,524	899,946	101,578	-243,932	152,458	491,011	4.03%	12,196,610
Mar-20	1,055,461	1,073,511	(18,050)	-245,108	153,192	472,961	3.86%	12,255,382
Apr-20	970,693	865,580	105,113	-241,673	151,046	578,074	4.78%	12,083,667
May-20	1,020,648	947,006	73,642	-241,096	150,685	651,716	5.41%	12,054,823
Jun-20	990,904	989,664	1,240	-242,452	151,533	652,956	5.39%	12,122,607
Jul-20	1,023,467	1,011,656	11,811	-242,901	151,813	664,767	5.47%	12,145,056

- (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 SK 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 Haupstein 306-721-9486

RESEARCH

DAIRY CALF REARING PROJECT

How do YOU define calf weaning success?

Recruitment

Researchers from UBC are seeking participants for a study to improve outcomes for calves and growing heifers, with a special focus on weaning. We want to understand how dairy producers characterize weaning success and explore the attitudes, perceptions, and beliefs regarding calf weaning.

Producers will be interviewed (for approximately 60 mins) by Zoom or phone, to share views on practices that help ensure calves succeed during and after weaning.

What you will gain from participating

Dairy producers may benefit from an increased awareness of the challenges and successes related to calf weaning and raising. The final research publication has potential to become an extension resource for producers and guide future research.



Animal Welfare Program
The University of British Columbia

If you would like to participate or find out more information, please contact Elizabeth Russell at Elizr18@mail.ubc.ca

Principal Investigator & Supervisor
Dr. Dan Weary (dan.weary@ubc.ca)



Code of Practice

4.8 Milking

Milking should not be a source of stress for cows. Proper milking procedures, gentle handling, calm cows, clean udders and a clean environment contribute to production of quality milk.

RECOMMENDED BEST PRACTICES

- a. implement specific milking routines appropriate to the milking system
- b. train milkers and monitor and correct their practices
- c. milk cows at regular fixed intervals (e.g., same time each day). Ensure lactating cows are not left un-milked or with overly full udders
- d. use recommended preparation, milking, and post-milking procedures
- e. achieve a complete milk-out
- f. avoid painful or stressful procedures (e.g., injections) in the milking parlor
- g. minimize milking and holding times (e.g., maximum one hour) such that time away from feed and water and a comfortable stall is kept to a minimum
- h. provide slip-resistant flooring in holding pens and parlors
- i. provide adequate lighting for cow movement and worker comfort
- j. inspect and maintain milking equipment on a regular schedule
- k. clean and sanitize milking equipment and parlors according to Grade A standards
- l. implement procedures to identify cows treated with antibiotics
- m. prevent contamination of bulk tank milk with milk from treated cows
- n. keep complete records
 - observe cows for signs of mastitis:
 - swelling, inflammation or hardening of the udder
 - abnormal milk
 - somatic cell count over 200,000.

DAIRY FARM WORKERS

AVAILABLE IMMEDIATELY!



- **DAIRY, HOG & POULTRY WORKERS**
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- **Very experienced dairy farm workers**
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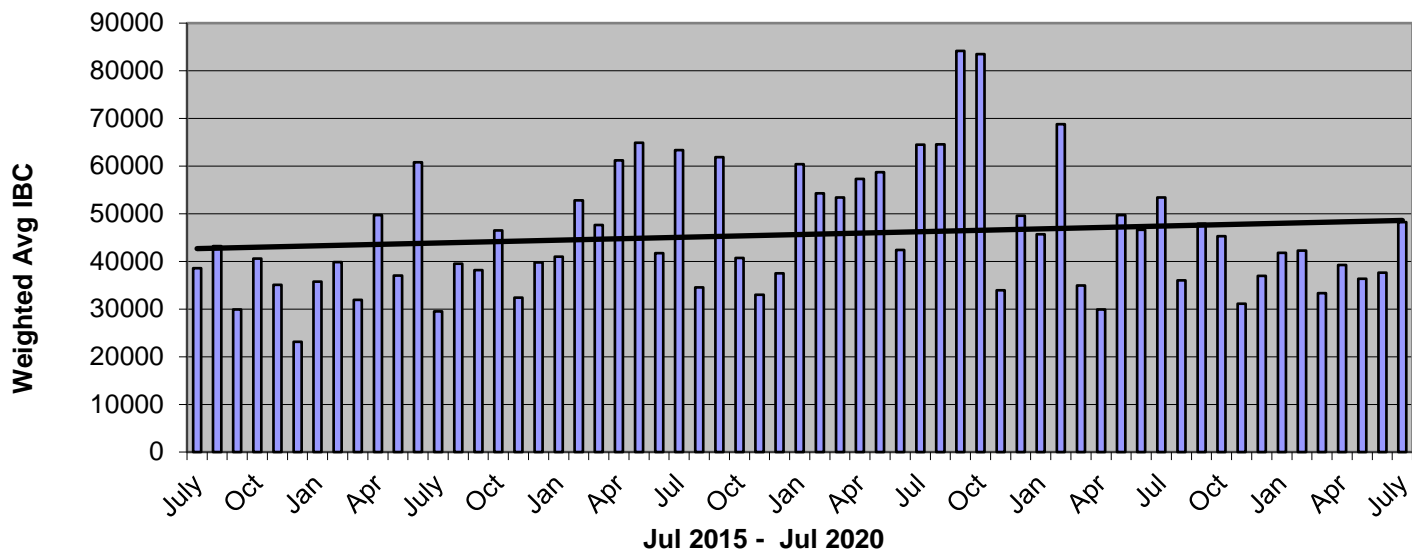
We will make your hiring process easy and stress free by securing the best workers available that have the experience, skills, qualifications and language requirements to help your business prosper.

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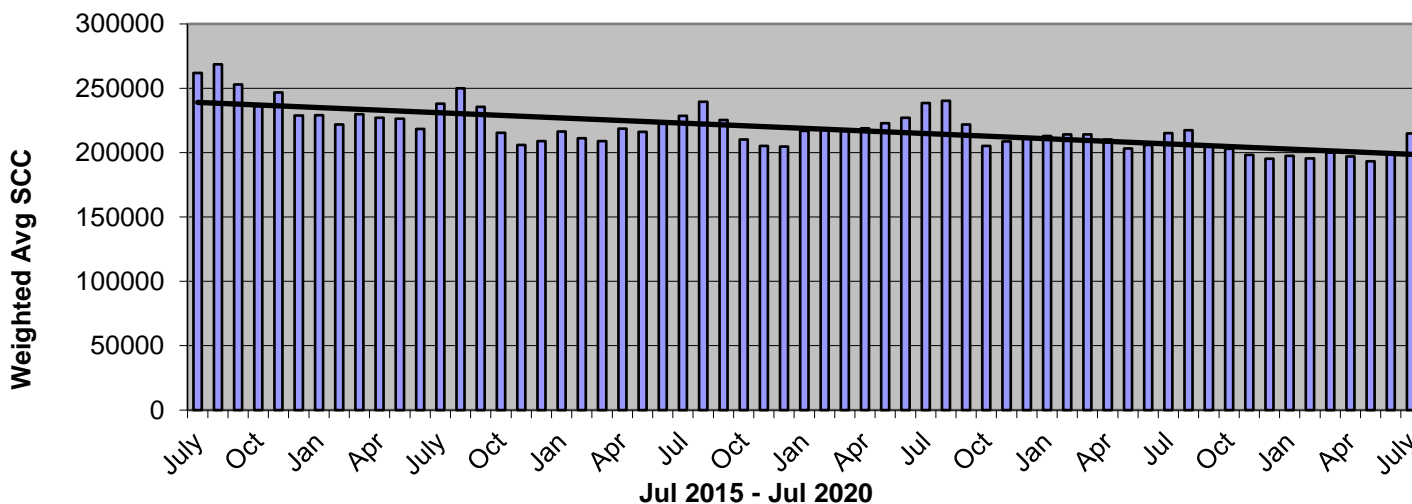
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1-877-488-4699 or email CLIENTS@ATLANTICJOBS.NET

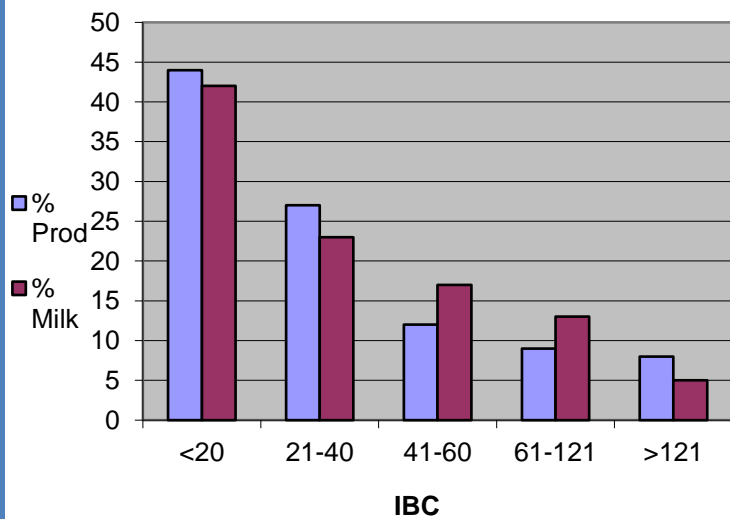
Monthly Weighted Average IBC



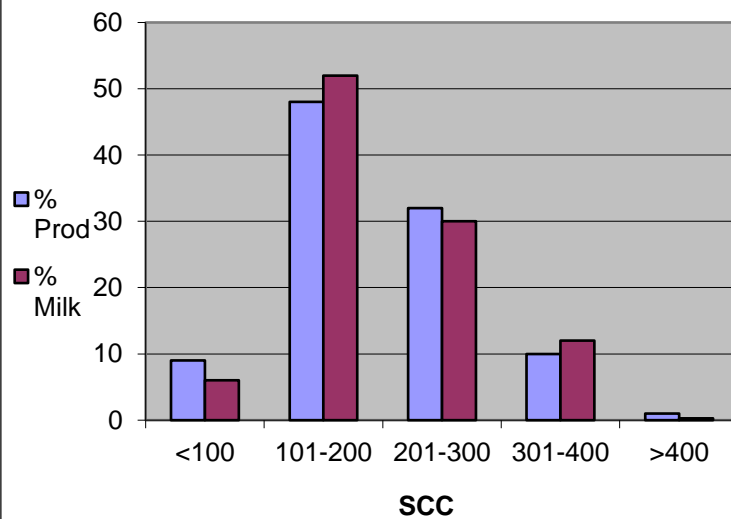
Monthly Weighted Average SCC



Jul 2020



Jul 2020





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Recruitment Issues
with Proactive
Solutions*



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As a recruitment expert that specialize in Agriculture industry, we can help! Please contact Greentech Resources Ltd. at farm@greentechresources.ca or phone number at 306-550-4819 or visit our website at www.greentechresources.ca/farming/ for more information!

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.**

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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