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SaskMilk Quota Exchange is Live!

The SaskMilk Quota Exchange is now live on the SaskMilk Portal! This exciting new capability allows 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, was 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.

Save the Date!

FALL PRODUCER MEETINGS

Due to Covid-19, Fall Producer Meetings will be held online. To register for your preferred session, please visit <http://www.saskmilk.ca/for-farmers/2020-fall-producer-meetings/> or call (306) 949-6999.

Presentations will be sent to producers next week.

Dates:

(Please register for one session)

October 28th
9:00 a.m.

October 29th
9:00 a.m.

October 30th
9:00 a.m.

October 28th
1:00 p.m.

October 29th
1:00 p.m.

October 30th
1:00 p.m.

DairyTrace Is Here!

The DairyTrace website went live Oct 5, 2020. A planned communication program has been happening over the last few weeks to introduce producers to DairyTrace and explain how get their DairyTrace accounts set up.

Week of Sept 28: Account activation letters were mailed to producers without email addresses. These letters provided a DairyTrace account number and passcode along with instructions to activate their account on the internet or via customer services.

Week of Oct 5: Pre-scheduled batched emails were set to producers. The emails provided producers with a direct link to the account login page at <https://portal.dairytrace.ca/login> using their DT account and temporary passcode.

Week of Oct 12: DairyTrace Welcome kits will be sent with the Milk Producers magazine to over 6,000 dairy producers across the country. The kit includes a “Farmer to Farmer” cover letter from the Lactanet Board Charis and Dairy Trace Advisory Committee Chair, a Program Guide, a new tag order form, a Dairy Trace Poster and an FAQ document.

DairyTrace Customer Services is up and running. If you have questions or have not received notification about setting up your DairyTrace account, you can contact:

1-866-55-TRACE

info@DairyTrace.ca

customerservice@DairyTrace.ca

From DFC

A message from Pierre Lampron, President of DFC

Dairy Farmers of Canada continues to pressure the federal government for an announcement on the schedule for the remaining seven years of compensation for concessions made under the Comprehensive Economic and Trade Agreement (CETA) and the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). DFC is also seeking details on the "full and fair" compensation promised by the federal government for the Canada-U.S.-Mexico Agreement (CUSMA).

When combined with Canada's obligations under the World Trade Organization, import concessions made by the government under these three agreements will see 18% of Canadian domestic dairy production transferred to dairy farmers in other countries by 2024.

Prime Minister Trudeau, Deputy Prime Minister Freeland and Agriculture Minister Bibeau have all acknowledged that dairy farmers deserve compensation for recent trade deals. The promise was reiterated once again in September's Speech from the Throne but beyond that, details have been scant.

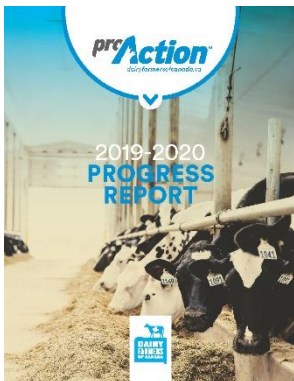
The Speech from the Throne sent a message to dairy farmers that the government's commitment to compensate them for the losses they incurred from CETA, CPTPP, and more recently, CUSMA is still part of its deliverables. But, when every year, you lose \$450 million in domestic production being transferred to foreign dairy farmers, words aren't enough – only when we see details will we know if a promise made is a promise kept.

DFC is working with provincial milk associations to ask farmers to help deliver the message directly to their MPs. It is essential that local MPs be made aware of the federal government's commitments to compensate dairy producers for recent trade agreements and how important that compensation is to dairy farmers in terms of planning for the future.

We have prepared materials to help you discuss the subject of compensation with your MP either in person or in writing. You can download them from our DairyExpress+, app, available on the App Store and on Google Play.

Help us tell the government to honour its promises!

proAction progress report

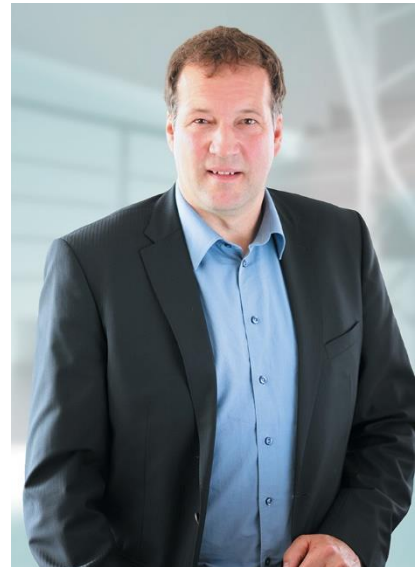


The proAction program continues to be an essential indicator of the high-standards and excellent practices Canadian dairy producers apply on farms every day. In recognition of this, DFC has released the 2019-20 proAction® progress report, highlighting achievements and progress made over the past year, including the launch of proAction's biosecurity module, the announcement of new partnerships and programs, and the ongoing commitment to the values of proAction demonstrated by farmers and industry partners during the COVID-19 pandemic.

Under proAction, dairy farmers show consumers, in a transparent and demonstrable way, how they adhere to some of the most stringent standards in the world.

DFC would like to thank Canadian dairy producers for their invaluable support and contributions to proAction, which ensures it continues to be a collaborative national success story. In the spirit of continuous improvement, DFC looks forward to building on this momentum in 2020-21 and beyond.

To view the progress report, please visit www.dairyfarmersofcanada.ca/en/proaction-progress-report



Who Should I Call?

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

For...	Call...	At...
<ul style="list-style-type: none"> ➤ Sponsorship Requests ➤ Donation Requests ➤ Dairyanna's Costume and Events ➤ School Milk Program ➤ Nutrition Resource Ordering 	Anita Medl	306-721-9483
<ul style="list-style-type: none"> ➤ Quota Exchange and Private Quota Transfers ➤ Leases ➤ Transfer Credits ➤ Security Applications ➤ Projections for production ➤ Name Changes ➤ Designation of Signing Authority ➤ Monthly production numbers for producers 	Bev Solie	306-721-9488
<ul style="list-style-type: none"> ➤ School Milk Program ➤ Marketing Activities 	Chelsea Wilcoxon	306-527-0753
<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"> ➤ Rayner Dairy Centre & Research ➤ Extension services 	Emily Morabito	306-966-6015
<ul style="list-style-type: none"> ➤ SaskMilk Portal Assistance 	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 October 2020 Quota Exchange was **\$36,000.00**.

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

OCTOBER 2020 QUOTA EXCHANGE RESULTS

Market Clearing Price per kilogram of butterfat	\$ 36,000.00
Daily Kilograms offered to Purchase	42.10
Kilograms offered to Sell	42.51
Kilograms sold	37.51
Number of Producers	
- offered to purchase	5
- purchased quota	5
- offered to sell	4
- sold quota	3

OCTOBER 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
\$32,850.00	1	1	6.85	6.85	-35.25	42.10	0.00	5	0
\$35,000.00	1	2	15.00	21.85	-20.25	42.10	0.00	5	0
\$36,000.00	1	3	15.66	37.51	-4.59	42.10	10.00	5	1
\$37,000.00	0	3	0.00	37.51	5.41	32.10	25.00	4	2
\$37,500.00	0	3	0.00	37.51	30.41	7.10	5.00	2	1
\$38,500.00	0	3	0.00	37.51	35.41	2.10	2.10	1	1
\$40,000.00	1	4	5.00	42.51	42.51	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, 2019	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
August	11	11	6,964
September	30	30	22,918

PRIVATE TRANSFERS PROCESSED

MONTH	DAILY KILOGRAMS
Sept, 2019	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
August	199.00
September	1,146.31

OVER QUOTA (OVER 5 DAYS)

REPORT BY MONTH

MONTH	# OF PRODUCERS	KGS BUTTERFAT
Sept, 2019	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
August	3	34
September	2	202

SUMMARY REPORT OF CREDITS SEPTEMBER 2020 – 159 PRODUCERS

DAYS	# OF PRODUCERS	POSITIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
+ 5	2	719
0 to + 5	27	11,749
TOTAL	29	12,468
DAYS	# OF PRODUCERS	NEGATIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT)
-15	6	6,481
-10 to -15	38	93,243
-5 to -10	45	70,156
0 to -5	41	28,371
TOTAL	130	198,251

LOST OPPORTUNITY REPORT

MONTH	# OF PRODUCERS	LOST OPPORTUNITY (KGS OF BUTTERFAT)
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
August, 2020	8	2,022
September, 2020	6	617

WEIGHTED AVERAGE COMPONENT TESTS & PRICES SEPTEMBER 2020

Components	Average Test	Price per kilogram Class 1 to 5
Butterfat	4.1894	16.691851
Protein	3.2415	2.537996
Other Solids	5.8780	0.699809

The average butterfat price received per kilogram was \$19.64.

SASKATCHEWAN MILK POOL RESULTS SEPTEMBER 2020

Milk Sale Revenue	\$20,533,688.48
WMP Revenue/<Expense>	<\$405,986.03>
Total Revenue	\$20,127,702.45

In September, Saskatchewan had a monthly CDC allocation of **1,064,393 kilograms** of butterfat. In the month of September, Saskatchewan production was **-41,304 kgs** of butterfat **under** and cumulatively **over** by **598,279 kgs** of butterfat. On a percentage basis, Saskatchewan is **4.94% 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-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	1,023,353	1,044,803	(21,450)	-243,564	152,228	631,506	5.19%	12,178,203
Aug-20	1,023,284	1,005,440	17,844	-242,210	151,382	643,715	5.28%	12,110,521
Sep-20	1,023,089	1,064,393	(41,304)	-242,182	151,363	598,279	4.94%	12,109,076

- (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 Hauptstein 306-721-9486

Code of Practice

4.10 Udder Hair Removal

Long udder hairs trap and accumulate dirt and manure. This increases difficulty, time and labor for sanitizing teats and prepping for milking. The risk of off-flavor milk is greater in herds that do not clip udders (72). Excessive hair affects the cleaning ability of automated (robotic) milkers. Clipping udders has not been found to increase the incidence of intramammary infections, reduce total milk bacterial counts, or counts of environmental organisms (75).

Producers use electric clippers to remove hair from udders; however, clipping is time consuming and hazardous. An alternative is flame-clipping or singeing. The technique uses a cool flame and quick pass under the udder to singe the hair off. Improper use of equipment or technique may burn teat ends.

RECOMMENDED BEST PRACTICES

- remove hair from udders on a regular schedule
- use clippers with sharp blades or flame-clip with a cool flame
- ensure animals are properly restrained
- train workers or employ competent individuals for the task.

DAIRY FARM WORKERS

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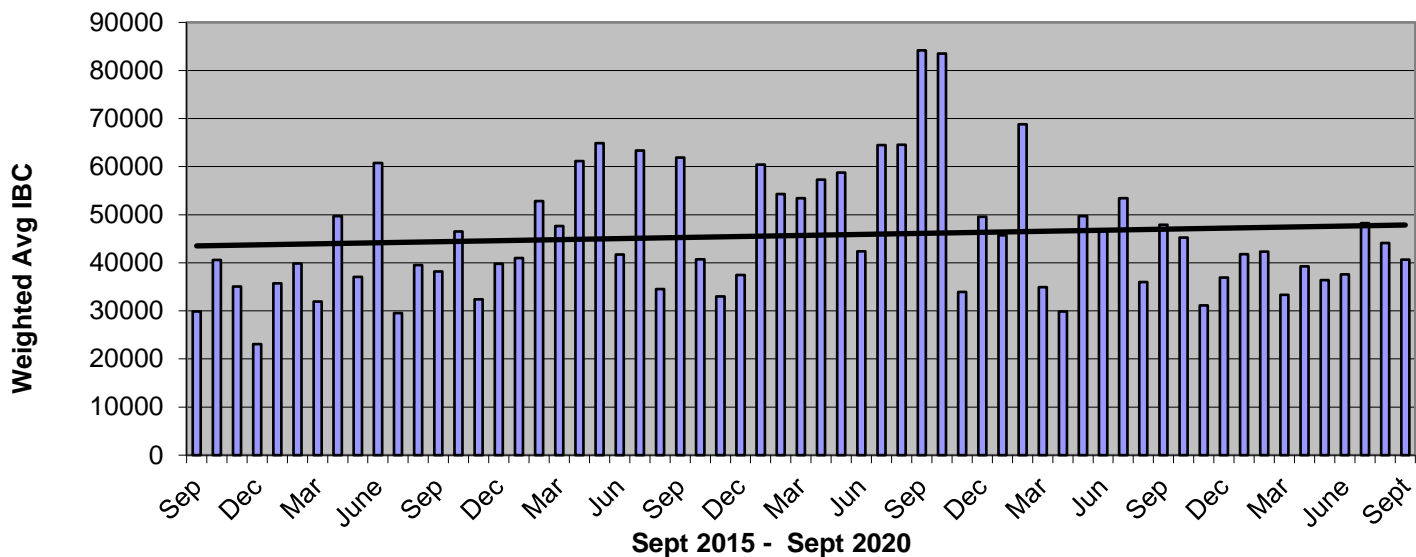
Pump up your profits

Improve the profitability of your robotic milking herd by working with our agri-advisors.

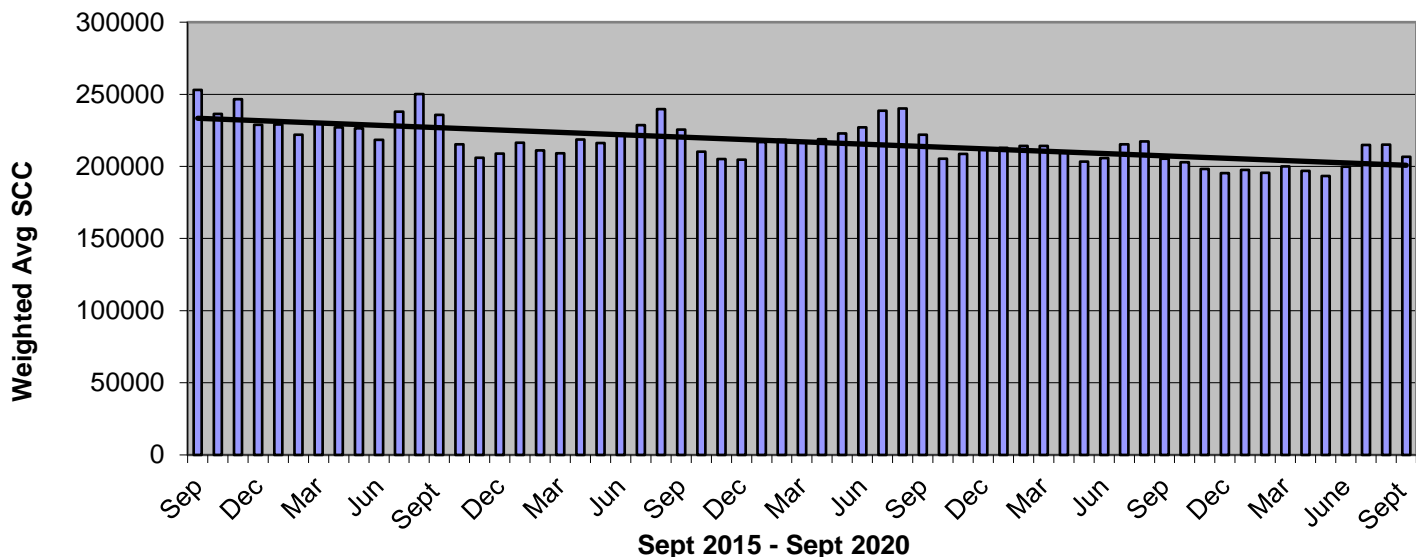
When it comes to robotic milking, success is in the details. Improve your performance, efficiency and profitability with personalized advice from our experts. As every farm is unique, we understand that the key to better profitability is a tailor-made solution adapted to your reality.

Go to sollio.ag/contact for a personalized simulation.

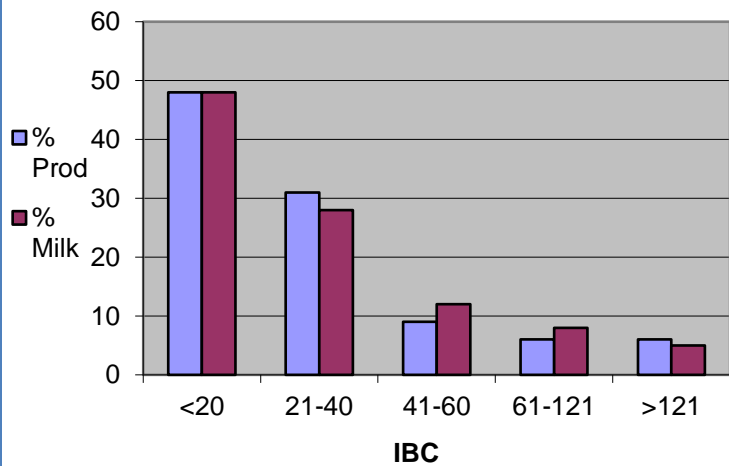
Monthly Weighted Average IBC



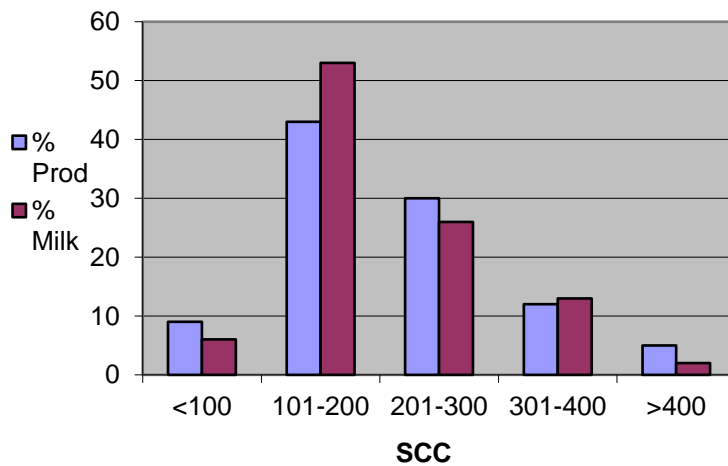
Monthly Weighted Average SCC



Sept 2020



Sept 2020



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

DOWNIZING HERD OF REGISTERED HOLSTEINS

For Sale: 1) Calves 1-6 months
2) Calves 6-12 months
3) Breeding Heifers
4) Bred & Spring Heifers
5) 1st, 2nd, & 3rd Calvers

LOTS OF DEEP PEDRIGREES AS MAJORITY WILL HAVE VG OR EX DAMS FROM TODAY'S TOP LEADING SIREs

Please contact: Lyle Pretty (306) 535-3889 at MIL-EN-ROY Farms 1981 Ltd., White City, SK

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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