

New Flexible Incentive Days

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The SaskMilk Board continually reviews production requirements within the province to ensure that Saskatchewan's producers are meeting demand and responsibly producing. It is a consistent goal of the SaskMilk Board to modify policy where needed and ensure that on-farm realities are considered in production requirements. Flexible Incentive Days have been chosen for the months leading into Fall 2019. Fall sees a spike in demand for milk, and often production does not meet these requirements. Flexibility is seen as a method in assisting producers to tailor their production plan to what works on their farm.

Rather than specifying a certain number of days per month, as traditional incentive days do, flexible incentive days allow producers to choose their number of days while adhering to a maximum amount per month, as well as a maximum over the incentive day months. Other provinces have found success with flexibility, and we are certain that SaskMilk will, too.

If you have any questions on Flexible Incentive Days, please contact Doug Miller at the SaskMilk office (#306-721-9485). For questions regarding your quota management, please contact Bev Solie at the SaskMilk office (#306-721-9488).

**August
September
October
November
December**

**maximum of 3 days
maximum of 3 days
maximum of 3 days
maximum of 3 days
maximum of 3 days**



**The total number of days from
August to December cannot exceed
10 days**

It's #MOOvember!



This month, SaskMilk has developed a campaign to support Movember, the yearly event held to support men's health. In order to participate, share a photo of your milk moustache on Facebook, Twitter or Instagram using the hashtag "#moovember" and tagging @SaskMilk. Every photo shared will donate \$1.00 to men's health!

*SaskMilk Upcoming Promotional Events**

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

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

Code of Practice

2.2.2 Nutrition and Feed Management: Heifers

The nutritional management of dairy heifers requires a systematic approach to meet growth targets (34). Nutrition and growth rate affect age of first calving and lifetime productivity (26).

REQUIREMENTS

Heifers must receive a ration that is adequate for maintaining health, growth and vigor.

RECOMMENDED BEST PRACTICES

- a. test nutrient content of feed ingredients used
- b. ensure all rations have been balanced.

2.2.3 Nutrition and Feed Management: Dry Cows

Dry cows require changing levels of nutrients for maintenance and growth of the fetus. Rumen dynamics also change as cows move from a high concentrate diet during lactation to a high fiber diet early in the dry period, and then back to a high concentrate diet post-calving. A sudden introduction of grain post-calving can predispose cows to ruminal acidosis (28). A well balanced diet during the dry period (including trace minerals and vitamin supplementation) has been shown to minimize the incidence of diseases and metabolic disorders that can occur as cows transition from pregnancy to lactation (33).

The National Research Council (NRC) guidelines for dairy cattle provide separate nutrient guidelines for far-off dry cows and pre-fresh transition cows, recognizing the nutritional changes that accompany these periods. Unique diets for these periods should “reduce the risk of metabolic disorders during early lactation and improve lactation performance” (29).

REQUIREMENTS

Dry cows must receive a ration that is adequate for maintaining health and vigor.

RECOMMENDED BEST PRACTICES

- a. test nutrient content of feed ingredients used
- b. ensure all rations have been balanced
- c. feed diets high in forage to reduce the risk of sub-acute and acute ruminal acidosis
- d. reduce the risk of sub-acute ruminal acidosis from high concentrate diets by ensuring the diet contains sufficient coarse fiber, by feeding total mixed rations.

Who Should I Call?

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

| <i>For...</i> | <i>Call...</i> | <i>At...</i> |
|---|-----------------------|---------------------|
| <ul style="list-style-type: none"> ➤ Sponsorship Requests ➤ Donation Requests ➤ Dairyanna's Costume and Events | Anita Medl | 306-721-9483 |
| <ul style="list-style-type: none"> ➤ School Milk Program ➤ Nutrition Resource Ordering | Bev Eckert | 306-721-9490 |
| <ul style="list-style-type: none"> ➤ Quota Exchange and Private Quota Transfers ➤ Transfer Credits ➤ Security Applications ➤ Estimates for production ➤ Name Changes ➤ Designation of Signing Authority ➤ Monthly production numbers for producers ➤ Producer information for lending institutions ➤ Passwords for quota management sheet access | Bev Solie | 306-721-9488 |
| <ul style="list-style-type: none"> ➤ Dairy Conference ➤ Producer statements ➤ Banking info for direct deposit of milk pay ➤ Milk pick-up issues –variances in volumes, planning to quit shipping, etc. | Darlene Weighill | 306-721-9491 |
| <ul style="list-style-type: none"> ➤ On Farm- licensing, facilities, equipment, driveways, yards, animal care ➤ Lab testing results ➤ Bulk truck drivers- licensing, complaints/issues ➤ Bulk tank calibrations ➤ Pro Action- Food Safety (CQM), Animal Care, Traceability, Biosecurity, Environment | Deb Haupstein | 306-721-9486 |
| <ul style="list-style-type: none"> ➤ Monthly milk prices paid to producers ➤ Provincial & National production updates | Doug Miller | 306-721-9485 |
| <ul style="list-style-type: none"> ➤ Adding, editing information on Producer Transfer Credit List ➤ Newsletter advertising | Jenn Buehler | 306-721-9492 |
| <ul style="list-style-type: none"> ➤ Media or news stories <i>or</i> if you have been contacted by any media agency or reporter ➤ Social media enquiries (twitter etc.) ➤ Trade agreements, international trade updates ➤ DEAP policy/program enquiries ➤ Website enquiries ➤ Research enquiries or proposals | Joy Smith | 306-721-9482 |

From DFC this month...

DFC Around the World

Dairy Farmers of Canada representatives have recently had opportunities to travel to Geneva and Korea for two important industry events.

The WTO public forum was held October 2-4, 2018 in Geneva. The public forum is a gathering of NGOs, corporations, academics, and others to discuss the future of trade. This year's focus was on sustainability, under the theme "Trade in 2030".

In conjunction with the Canadian Federation of Agriculture, Norwegian Farms Union, National Farmer's Union (US), Young Farmers of Uganda and Swiss Farmers Union, DFC participated in hosting a session on "Can trade truly help foster sustainability in agriculture?". DFC Vice President Bruno Letendre presented "Supply Management as a Legitimate Model for Sustainable Trade and Agriculture" via teleconference. The session attracted a full room of audience participants who engaged in a discussion with the panelists on topics related to agricultural models around the world.

DFC's President, Pierre Lampron, along with board members Bruno Letendre, Ralph Dietrich, Ron Maynard, and Gert Schrijver attended the International Dairy Federation's 2018 World Dairy Summit in Daejeon, South Korea October 15-19. The theme of this year's Summit was "Dairy for the Next Generation", and delegates were treated to a series of sessions exploring emerging issues and key aspects of the dairy sector with an eye towards the future. Some of the key topics of concern to delegates from all countries included the rise of plant-based alternatives; the impact of front-of-package warning labelling; lab-made dairy; declining consumption of fluid milk; dairy trade; and engaging millennials.

The discussions were robust, and provided participants with a platform to exchange knowledge, identify a common agenda, and develop shared solutions with the aim of improving dairy farming in the future. The Summit was a refreshing opportunity to set aside country-specific differences, and seek to forge common ground on the challenges we face as a global industry.

DFC continues to be an active participant in the global dairy industry and continues to promote the Canadian dairy industry to the world.

See you at the 2018 Dairy Conference & AGM!

This year's Dairy Conference & AGM, held at the Saskatoon Inn on November 27th & 28th, will feature talks from Michelle Miller ("The Farm Babe"), Lesley Kelly ("Do More Ag"), an Intensive Livestock Operation Permitting Panel with industry experts, and more! We hope to see you there.

QUOTA EXCHANGE

The market-clearing price established for the November 2018 Quota Exchange was **\$32,500.00**.

The next Quota Exchange will be held on **December 15, 2018**. All offers to sell and bids to purchase quota through the Quota Exchange must be received at the SaskMilk office by midnight, **December 6, 2018**. SaskMilk recommends that offers and bids be submitted well in advance of the deadline date to ensure adequate time for corrections, if necessary.

When making bids on the Quota Exchange, the price on offers to sell quota is the minimum price that the producer is prepared to accept for that quota. Only if the market-clearing price is equal to or greater than the producer's minimum price will that producer qualify for participation in the Exchange. Conversely, the price on offers to purchase quota is the maximum price that the producer is prepared to pay for that quota. Only if the market-clearing price is equal to or less than the producer's maximum price will that producer qualify for participation in the Exchange. The clearing price is set at the price where the smallest difference exists between the accumulated volume offered for sale and the accumulated volume bid to purchase. The results of the Quota Exchange are outlined in the following Table.

NOVEMBER 2018 QUOTA EXCHANGE RESULTS SUMMARY

| | |
|--|---------------------|
| Market Clearing Price per kilogram of butterfat | \$ 32,500.00 |
| Daily Kilograms offered to Purchase | 78.00 |
| Kilograms offered to Sell | 82.62 |
| Kilograms sold | 13.00 |
| Number of Producers | |
| - offered to purchase | 3 |
| - purchased quota | 1 |
| - offered to sell | 10 |
| - sold quota | 8 |

NOVEMBER 2018 QUOTA EXCHANGE CLEARING PRICE RESULTS

| Price (\$/daily kg b.f.) | No. of Sellers | Cumulative Sellers | Daily Kgs b.f. offered for sale | Cumulative sales | Cumulative Sales less Cumulative purchases | Cumulative purchases | Daily Kgs b.f. offered to purchase | Cumulative bidders | No. of buyers |
|--------------------------|----------------|--------------------|---------------------------------|------------------|--|----------------------|------------------------------------|--------------------|---------------|
| \$27,990.00 | 3 | 3 | 7.20 | 7.20 | -70.80 | 78.00 | 0.00 | 3 | 0 |
| \$28,000.00 | 1 | 4 | 4.00 | 11.20 | -66.80 | 78.00 | 0.00 | 3 | 0 |
| \$30,000.00 | 0 | 4 | 0.00 | 11.20 | -66.80 | 78.00 | 5.00 | 3 | 1 |
| \$30,500.00 | 1 | 5 | 1.00 | 12.20 | -60.80 | 73.00 | 0.00 | 2 | 0 |
| \$31,500.00 | 1 | 6 | 2.65 | 14.85 | -58.15 | 73.00 | 60.00 | 2 | 1 |
| \$32,000.00 | 2 | 8 | 15.20 | 30.05 | 17.05 | 13.00 | 0.00 | 1 | 0 |
| \$32,500.00 | 0 | 8 | 0.00 | 30.05 | 17.05 | 13.00 | 13.00 | 1 | 1 |
| \$33,000.00 | 1 | 9 | 27.57 | 57.62 | 57.62 | 0.00 | 0.00 | 0 | 0 |
| \$35,000.00 | 1 | 10 | 25.00 | 82.62 | 82.62 | 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 |
|----------------|-------------------------------|--------------------------------|------------------------|
| November | 20 | 22 | 21,772 |
| December | 19 | 22 | 23,850 |
| January, 2018 | 17 | 21 | 16,567 |
| February | 21 | 24 | 19,828 |
| March | 21 | 18 | 16,406 |
| April | 28 | 23 | 28,792 |
| May | 17 | 17 | 22,203 |
| June | 24 | 23 | 20,038 |
| July | 24 | 20 | 28,252 |
| August | 20 | 22 | 18,781 |
| September | 21 | 17 | 23,836 |
| October | 27 | 20 | 25,667 |

PRIVATE TRANSFERS PROCESSED

| MONTH | DAILY KILOGRAMS |
|----------------|-----------------|
| Nov | 102.82 |
| Dec | 255.22 |
| Jan 2018 | 45.10 |
| Feb | 1011 |
| Mar | 282 |
| Apr | 225 |
| May | 0 |
| June | 148.19 |
| July | 107.13 |
| August | 65.44 |
| September | 70.92 |
| October | 233.45 |

OVER QUOTA (OVER 5 DAYS) REPORT BY MONTH

| MONTH | # OF PRODUCERS | KGS BUTTERFAT |
|----------------|----------------|---------------|
| September | 2 | 102 |
| October | 6 | 609 |
| November | 4 | 272 |
| December | 8 | 956 |
| January 2018 | 11 | 2,146 |
| February | 16 | 3,396 |
| March | 15 | 5,054 |
| April | 6 | 3,434 |
| May | 8 | 1,716 |
| June | 6 | 939 |
| July | 4 | 487 |
| August | 2 | 230 |
| September | 4 | 647 |
| October | 2 | 294 |

SUMMARY REPORT OF CREDITS OCTOBER, 2018 – 165 PRODUCERS

| DAYS | # OF PRODUCERS | POSITIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT) |
|------------|----------------|---|
| + 5 | 2 | 382 |
| 0 to + 5 | 25 | 6,561 |
| TOTAL | 27 | 6,943 |
| DAYS | # OF PRODUCERS | NEGATIVE CREDITS ACCUMULATED (KGS OF BUTTERFAT) |
| -15 | 0 | 0 |
| -10 to -15 | 31 | -113,522 |
| -5 to -10 | 48 | -69,486 |
| 0 to -5 | 57 | -29,536 |
| TOTAL | 136 | -212,544 |

LOST OPPORTUNITY REPORT

| MONTH | # OF PRODUCERS | LOST OPPORTUNITY (KGS OF BUTTERFAT) |
|----------------------|----------------|--|
| October, 2018 | 0 | 0 |
| September, 2018 | 0 | 0 |
| August, 2018 | 3 | 1,039 |
| July, 2018 | 1 | 13 |
| June, 2018 | 3 | 1,361 |
| May, 2018 | 1 | 198 |
| April, 2018 | 3 | 458 |
| March, 2018 | 6 | 1,226 |
| February, 2018 | 5 | 887 |
| January, 2018 | 4 | 802 |
| December, 2017 | 3 | 1,237 |
| November, 2017 | 6 | 2,750 |
| October, 2017 | 5 | 1,773 |

WEIGHTED AVERAGE COMPONENT TESTS & PRICES OCTOBER, 2018

| Components | Average Test | Price per kilogram Class 1 to 5 |
|--------------|--------------|------------------------------------|
| Butterfat | 4.2638 | 16.634304 |
| Protein | 3.3092 | 2.521486 |
| Other Solids | 5.8849 | 0.708949 |

Based on the average component tests for the province, the average price received was **\$83.44** per hectolitre. **The average butterfat price received per kilogram was \$19.57.**

SASKATCHEWAN MILK POOL RESULTS OCTOBER 2018

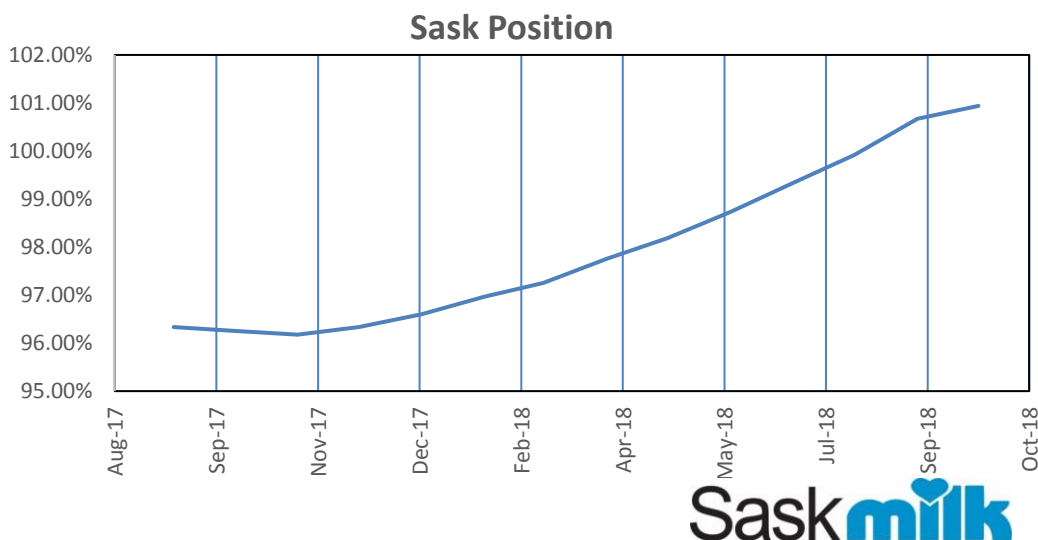
| | |
|-------------------------|-------------------------|
| Milk Sale Revenue | \$ 19,235,995.16 |
| Western Milk Pool | \$ 1,000,000.00 |
| Total Pool Value | \$ 20,235,995.16 |

In October, Saskatchewan had an estimated monthly CDC allocation of **1,066,628 kilograms** of butterfat. In the month of October, Saskatchewan production was **32,315** of butterfat **under**. Saskatchewan has filled cumulatively **100.94%**.

| | (1) Monthly Total Production Kgs bf | (2) Total Monthly CDC Quota Allocation (ESTIMATE) Kgs bf | (3) Monthly Over or (Under) Production Kgs bf col. 1 – 2 = 3 | (4) Cumulative Quota Filled in - % | (5) Daily Kgs Shipped Kgs bf |
|---------------|---|--|--|---|---|
| Oct-17 | 918,200 | 982,575 | (64,375) | 96.25% | 29,619 |
| Nov-17 | 909,519 | 953,131 | (43,612) | 96.18% | 30,317 |
| Dec-17 | 974,991 | 1,021,793 | (46,802) | 96.34% | 31,451 |
| Jan-18 | 998,147 | 955,201 | 42,946 | 96.60% | 32,198 |
| Feb-18 | 920,553 | 885,091 | 35,462 | 96.97% | 32,877 |
| Mar-18 | 1,020,174 | 999,129 | 21,045 | 97.26% | 32,909 |
| Apr-18 | 983,089 | 952,267 | 30,822 | 97.75% | 32,770 |
| May-18 | 1,002,759 | 987,750 | 15,009 | 98.19% | 32,347 |
| Jun-18 | 957,756 | 941,000 | 16,753 | 98.73% | 31,925 |
| Jul-18 | 982,110 | 955,314 | 26,796 | 99.32% | 32,737 |
| Aug-18 | 988,501 | 976,250 | 12,251 | 99.92% | 32,950 |
| Sep-18 | 982,086 | 946,287 | 35,799 | 100.67% | 32,736 |
| Oct-18 | 1,034,313 | 1,066,628 | -32,315 | 100.94% | 33,365 |

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

SK Milk Production



PROVINCIAL WEIGHTED AVERAGES

INHIBITOR TEST STATIONS

SaskMilk has established a number of inhibitor test stations around the province. Producers needing to check their bulk tanks for inhibitors can take a sample to the test station closest to their location.

The test stations have the Charm Trio test strips available for testing. The Charm Trio test is the test that the plant uses. It tests for the following drugs:

| Beta-lactam Drug | Detection Level [†] (ppb*) | US Safe Level or Tolerance / Canadian MRL (ppb*) | Sulfa Drug | Detection Level [†] (ppb*) | US Safe Level or Tolerance / Canadian MRL (ppb*) |
|--|-------------------------------------|--|--------------------------|---|--|
| Amoxicillin | 3.1 | 10 / None | Sulfadimethoxine | 4.7 | 10 / 10 [∞] |
| Ampicillin | 7.7 | 10 / 10 | Sulfamethazine | 7.7 | 10 / 10 [∞] |
| Ceftiofur and Metabolites [^] | 53 | 100 / 100 | Tetracycline Drug | Detection Level[†] (ppb*) | US Safe Level/Tolerance / Canadian MRL (ppb*) |
| Cephapirin | 14 | 20 / 20 | Chlortetracycline | 54 | 300 / 100 |
| Cloxacillin | 7.4 | 10 / None | Oxytetracycline | 66 | 300 / 100 |
| Penicillin G | 2.2 | 5 / 6 ^{&} | Tetracycline | 21 | 300 / 100 |

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

* parts per billion or ng/mL

[^] Ceftiofur parent drug sensitivity is approximately 1/2 that reported in the table.

[&] Canadian MRL for penicillin G is 0.01 IU/ml, equivalent to 6 ppb.

[∞] Canadian MRL for sulfa drugs are singly or in combination with other MRL listed sulfonamides.

Test stations are located at the following locations:

1. Swift Current, SK - Agrifoods truck bay - 675 Cheadle Street West
Office 306-773-1097 or Rodger Ruf 306-741-3261
2. Star City, SK - Star City Colony - Reuben Tschetter 306-921-9381
3. Grenfell, SK - Jim Ross 306-697-2232
4. Yorkton, SK - Ford Dairy Farms Inc. - Bud and Margaret Ford 306-782-7240
5. Saskatoon, SK - Agrifoods Truck Bay - east of the Saputo plant receiving bay
lead hand - Mike V. or Mike K. 306-664-0202 after hours: 306-668-8135

Charm tests strips and Charm testers are now available for purchase through SaskMilk. Agrifoods is now carrying SNAP test kits for tetracyclines as well as beta lactams.

For further information you can contact: Deb Haupstein 306-721-9486



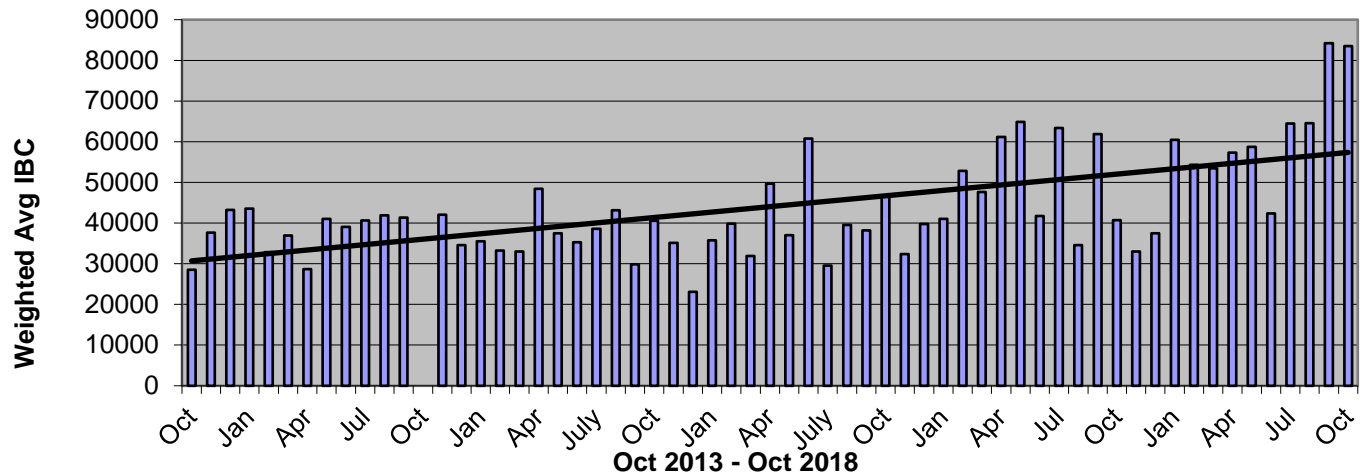
If You Can't Ship It - Test It!

BSE surveillance is still important and every animal tested makes a difference.

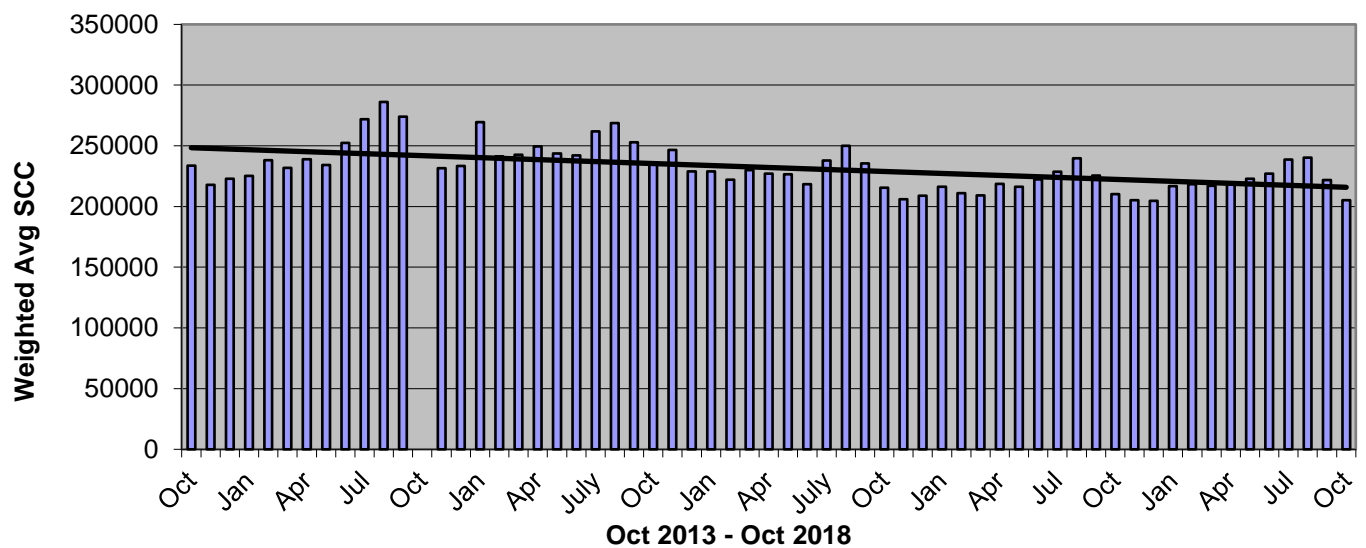
Support your cattle industry by having your 4-D (dead, diseased, dying or downer) cattle tested for BSE.

For more information, call the Canadian Food Inspection Agency at 1-877-727-5273.

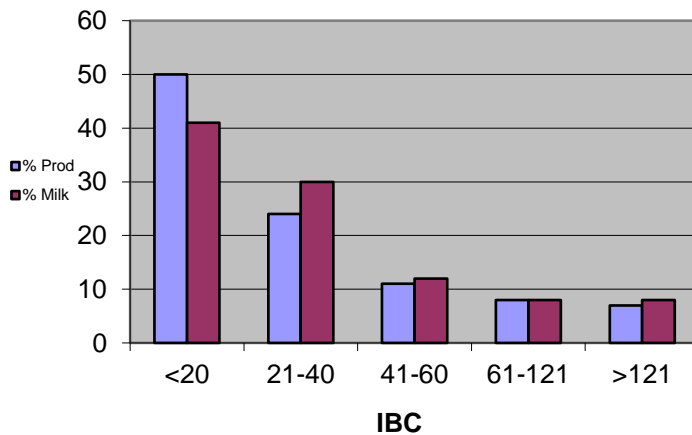
Monthly Weighted Average IBC



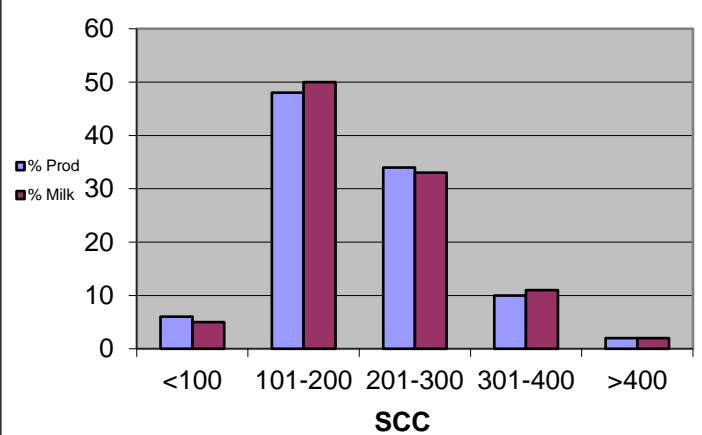
Monthly Weighted Average SCC



Oct 2018



Oct-2018



QUOTA LISTING or CLASSIFIED AD SERVICE

SaskMilk offers a free quota listing service as part of its Newsletter. Anyone wishing to sell or purchase quota and/or cows or miscellaneous dairy equipment is welcome to contact the SaskMilk office at (306) 949-6999. All prices and negotiations will be independent of SaskMilk. **Please note that ads will be posted in two issues and will then be removed unless SaskMilk is notified otherwise.**

Classifieds

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

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

Looking for Quota

Call Colten Dyck at 306-491-2007

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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