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JANUARY 2021

Milk Producer

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A YEAR TO REMEMBER

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Canada's dairy industry—from farm to
processing to export—and what's ahead*

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PUBLISHED BY DAIRY FARMERS OF ONTARIO
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Mississauga, Ont., L5N 2L8

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Subscription rates: \$26.88 for one year, \$49.28 for two years and \$67.20 for three years in Canada (includes HST), \$36 per year in the U.S., \$36 per year overseas. Single copy: \$2.50. Make cheques payable to Dairy Farmers of Ontario.
Canada Post Publications Mail Sales Product Agreement No. 40063866.
Return postage guaranteed. Circulation: 9,500.
ISSN 0030-3038. Printed in Canada.

SUBSCRIPTIONS IN ONTARIO
Change of address notices should be sent to:
MILK PRODUCER
6780 Campobello Road,
Mississauga, Ontario L5N 2L8
Phone: (905) 821-8970
Fax: (905) 821-3160
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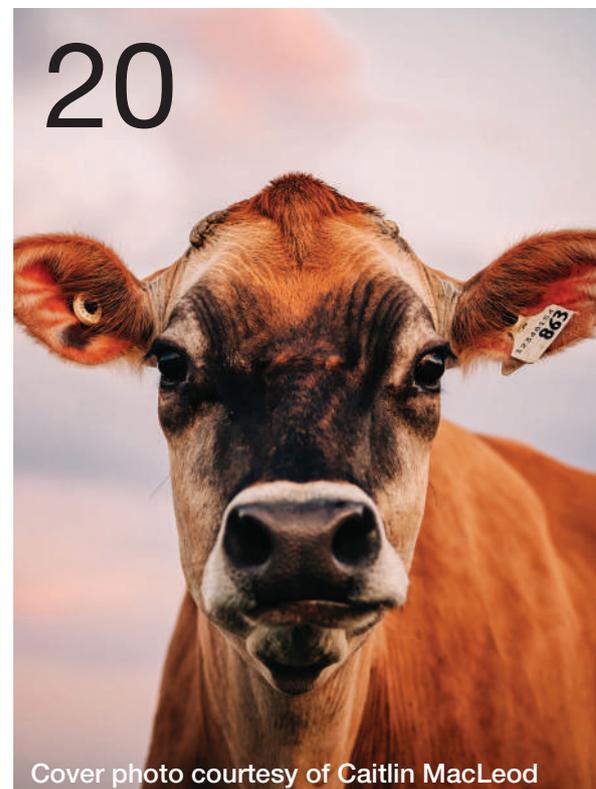
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Cover photo courtesy of Caitlin MacLeod



STUDY: CANADIANS REMAIN CONFIDENT IN CANADA'S FOOD SYSTEM



By Jennifer Nevans
EDITOR

Despite a tumultuous past year for Canada's agriculture and agri-food industry, confidence in Canada's food system is still at an all-time high. In fact, nine in 10 Canadians spoke positively about the food system's response to the COVID-19 pandemic, trusting producers will ensure healthy food remains available for consumers.

This is just one of the findings that came out of the 2020 Public Trust Research report, released by the Canadian Centre for Food Integrity (CCFI) last year.

It's a feather in the dairy industry's hat whose supply management system allowed dairy farmers and processors to adapt quickly to the changing market during the pandemic.

Now in its fifth year, the report collected results from a sample of more than 2,900 Canadians who

were surveyed in summer 2020. It provides the industry with an understanding of public trust in Canada's food system, creating a snapshot of the food issues important to Canadian consumers.

Other issues important to consumers include affordability, sustainability, the safety of imported foods, food waste, animal welfare and the nutritious value of food, among other issues.

Not surprising, the cost of food remains the top issue Canadians are most concerned about, and it's clear from the survey the pandemic has further magnified this issue. About half of Canadians say they were more concerned about affordability in 2020 than they were in 2019.

When asked to rate their level of trust in those involved in the food system, farmers ranked as number one, followed by university researchers. But even though farmers are rated as the most trusted source of information, research shows Canadians are turning to the Internet to get their information.

The report also highlights key issues farmers should talk about. Respondents say they want to see more regulations imposed on dairy food safety. What better way to satisfy this desire than by

sharing the industry's national program that ensures food safety and the production of high-quality dairy—proAction.

There are many more interesting findings from the 2020 Public Trust Research report. To read it in full, visit foodintegrity.ca/research/.

MAGAZINE AWARDS

Once again, *Milk Producer* is a recipient of three 2020 APEX Awards. APEX is an annual awards program that recognizes excellence in graphic design, editorial content and the ability to achieve overall communications excellence. This year is the first time *Milk Producer* has received a Grand Award, which is the higher tier of APEX Awards to recognize outstanding work.

The awards include:

- Grand Award - Magazines, Journals and Tableoids for the May 2019 issue;
- Award of Excellence - Feature Writing for the December 2019 cover story entitled "Small hearts believe big this holiday season," which is about the 2019 Milk and Cookies campaign;
- Award of Excellence - Design and Layout for the November 2019 cover story layout.

COMMITTED TO MISSION, VISION, OPERATING PRINCIPLES AND VALUES



By Murray Sherk
DFO CHAIR

In the January 2020 issue of *Milk Producer*, I ended my chair's address with a quote from Winston Churchill: "It is no use saying, 'We are doing our best.' You have got to succeed in doing what is necessary."

Little did we know then what would be in store for 2020 and the challenges that were thrust upon us because of the COVID-19 pandemic. Looking back, I sincerely believe Dairy Farmers of Ontario's (DFO) board and staff "succeeded in doing what was necessary" in the past year. We could cite many examples of changes that were made to meet the needs of our constantly shifting environment.

As we begin 2021 in Ontario, we find ourselves in a provincewide lockdown—though COVID-19 vaccines are now becoming available. Questions abound about when business and soci-

ety will be able to function in ways that allow us to be together again—whether for work, sports, family events or community functions—what the new normal will look like and how our markets will behave. A desire for normalcy is evident.

Amid our evolving circumstances, DFO as an organization, remains guided by its mission, vision, operating principles and values. While the mission is to provide leadership and excellence in the production and marketing of Canadian milk and the vision is to be a dynamic, profitable, growing Canadian dairy industry, I want to draw your attention to the operating principles DFO is committed to in order to achieve our mission.

- An orderly milk marketing system based on effectively managing borders, production discipline and a combination of cost of production and market-based price setting;
- The responsible use of the powers delegated to it under the Ontario *Milk Act*, including a clearly defined process governing policy development;
- Putting the collective good of the industry ahead of individual producers;
- Fair and equitable application of policies;

- The provision of the opportunity for efficient producers to earn a reasonable return for their labour, management and investment;
- The understanding DFO is governed by an elected board of dairy farmers, processors are their customers, and consumers determine the market;
- The production and marketing of safe, high-quality milk and dairy products;
- Working proactively with national, provincial and pool partners to advance the Canadian dairy industry.

The year ahead is full of unknowns, but we must be strategic in working together to create a future that successfully addresses the above principles while adapting to changing market realities. The speed of change has certainly not slowed, and we cannot expect it to in the future. We must individually and collectively be agile and flexible so we can meet the needs of the coming year.

As a final thought, Winston Churchill is also quoted as saying: "Success is not final, and failure is not fatal. It is the courage to continue that counts." May we all have the courage to forge the future of the dairy industry for the betterment of the generations that follow.

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| MIRAND-PP*RC | A2A2 | 3114 | 1431 | 50 | 36 | 86 | 14 | 13 | 8 | 7 |
| RESET-PP | A2A2 | 3250 | 1400 | 80 | 66 | 146 | 10 | 10 | 4 | 4 |
| FOMO-P | A2A2 | 3457 | 1386 | 95 | 60 | 155 | 10 | 10 | 2 | 6 |
| ILLUSTRATOR-P*RC | A2A2 | 3188 | 1295 | 72 | 40 | 112 | 13 | 11 | 8 | 6 |
| 2020-P | A2A2 | 3537 | 1290 | 97 | 87 | 184 | 7 | 7 | 7 | 2 |
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LESSONS THE CANADIAN DAIRY INDUSTRY CAN LEARN FROM COVID-19

By Matt Taylor
CONTRIBUTOR

As COVID-19 spreads through human populations around the world, many sectors started untangling lessons learned from one of the worst global health emergencies in our lifetime. The social and economic ripples of this virus across Canada have affected industries, businesses, communities and individuals to varying degrees, and the livestock industry has not been spared.

Just as we've seen with COVID-19, livestock would have no previous exposure or immunity to a serious animal disease, such as foot-and-mouth disease (FMD) or another highly contagious disease. This would significantly impact industry operations, trade or even human health.

These vulnerabilities are perhaps most significant at the outset of an outbreak, when rapid tests, vaccines and other refined tools or strategies that take time to develop are not yet available to control the spread of the disease.

Just as COVID-19 was transmitted easily throughout human populations, a highly contagious animal disease could spread rapidly through the Canadian livestock industry.

For COVID-19, several basic measures were applied at the outset, in the time between disease identification and the arrival of more refined techniques. We should anticipate similar basic measures will have to be applied at the outset in the livestock industry to control an outbreak, if the industry is to survive and recover.

Leaders must identify in advance the basic measures that will likely be required and ensure the livestock industry has the capacity to effectively deliver these measures on little or no notice. Quite literally, we need the ability to have these rolled out the same or next day after an outbreak is confirmed.

We simply won't have time to wait for the development and implementation of more refined measures, such as zoning policies, rapid tests and vaccinations, to slow the spread, control the outbreak and limit the effect on our industry and livelihoods.

When the disease is rapidly spreading, we'll need to immediately and effectively roll out such measures as 72-hour standstills, elevated risk biosecurity protocols, financial support strategies and strong communications by recognized experts who are championed by our leaders.

So, what are the basic measures effectively used with COVID-19 that are relevant and practical to the Canadian livestock industry?

FOREIGN TRAVEL BAN

Movement controls are one of the cornerstones in halting disease introduction, managing transmission risk and reducing the load on health care systems.

Most countries importing livestock or livestock products will ban susceptible imports from a country with confirmed or suspected cases of a serious animal disease. While recognized for its effectiveness, leaders of an industry that is experiencing an outbreak—particularly in a country such as Canada, whose livestock industry is heavily export-oriented—understand the significant financial toll of an export ban and view these with considerable fear. We must plan to ensure the livestock industry can survive an export ban.

NON-ESSENTIAL TRAVEL BAN

The ban on travel within a community was implemented in many countries that had extensive COVID-19 outbreaks and high caseloads, including Canada.

The comparable in the livestock industry is the 72-hour standstill or non-essential movement ban. A 72-hour standstill protocol, to be used collaboratively by industry and government in the days preceding legislated and more refined movement controls, has been developed as part of the Animal Health Emergency Management (AHM) project. This protocol is in its final development stages. Next steps must focus on the industry's capacity to implement such a measure and the key factors that would support its acceptance and use.

PHYSICAL DISTANCING, MASK WEARING AND HAND WASHING

These measures are comparable to enhanced, or elevated risk, biosecurity protocols in the livestock industry. While national biosecurity standards for normal or steady state activity were available to each livestock sector about 10 years ago, the elevated risk biosecurity protocols that are essential to business continuity in the event of a serious animal disease outbreak have not yet been fully developed.

The elevated risk biosecurity protocols suggested in the AHM producer handbooks are a good place to start. These are available or under development for dairy and other livestock commodities in most provinces and build on the national biosecurity standard, suggesting specific protocols relative to farm access, sick animals, traffic flow, staff, deadstock, production areas and more.

Linking this producer handbook information with provincial commodity AHM Plans and with Dairy Farmers of Canada's AHM Framework will help optimize the Canadian dairy industry's biosecurity preparedness. As dairy industry

biosecurity initiatives evolve, they could be incorporated into proAction.

EMERGENCY FINANCIAL SUPPORTS

For COVID-19, the delivery of financial support on a massive scale right from the outset was recognized as an essential measure to enabling compliance and maintaining an economy capable of recovery.

Comparable measures must be developed and available to the livestock industry if it is facing a serious animal disease outbreak. These measures must be available in the magnitude required right from the outset to enable the industry to recover once the outbreak is over. The suite of business risk management programs presently available through the federal and provincial governments do not provide for the magnitude or time frame that is required.

CHAMPIONING DESIRED PRACTICES

Across the country, chief medical officers of health communicate the desired processes and protocols for COVID-19 in regular briefings that are strongly championed by political leaders.

The combined use of subject matter experts to communicate required technical measures, and political leaders to champion these sources and measures has resulted in a high level of compliance.

The comparable process in the livestock industry will involve the chief provincial veterinary officers announcing technical guidelines, recommendations or protocols at the provincial level, or Canada's chief veterinary officer conveying similar information from the federal standpoint. These announcements must then be referenced by elected officials in industry and government, including industry association leaders, premiers and the prime minister.

I hope this article initiates discussion among leaders in Canada's dairy and other livestock industries regarding the importance of basic measures for controlling the spread of a serious animal disease outbreak. It's important to ensure these measures are understood, planned and practised so they can be effectively used when they are most needed—at the outset of an outbreak.

Matt Taylor

began his career in the livestock industry in the late 1960s as a kid bedding stalls in a dairy barn on weekends, prior to working as a livestock industry association executive, and presently co-managing the Animal Health Emergency Management Project, which is funded by Agriculture and Agri-Food Canada and administered by the National Animal Health and Welfare Council. For more information on the tools available, visit www.animalhealth.ca.

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DFC INSTRUMENTAL IN SUCCESSFUL PUSH FOR TRADE DEAL COMPENSATION

By Pierre Lampron
CONTRIBUTOR

After months of advocacy by Dairy Farmers of Canada (DFC) and other organizations, the government has delivered on its commitment by announcing in November 2020 a schedule for the outstanding compensation promised to dairy farmers.

This compensation is for concessions made to domestic dairy production as part of the Canada-European Union Comprehensive Economic and Trade Agreement (CETA) and the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP).

This announcement provides more certainty for dairy farmers at a time when it is needed most. Rather than having the payments delivered over the next seven years, dairy farmers will receive the remaining \$1.405 billion through direct payments to farmers over an accelerated three-year timeline: \$468 million in 2020-21, \$469 million in 2021-22 and \$468 million 2022-23. The payment delivery will be handled under the Dairy Direct Payment Program, which is run by the Canadian Dairy Commission (CDC). Producers will need to register by March 31, 2021, to receive the payments. Dairy farmers want to invest in their farms to innovate and increase efficiencies. DFC's objec-



» PIERRE LAMPRON is Dairy Farmers of Canada's president.

tive is to be better prepared to face the intensification of competition from imported dairy products made from milk produced elsewhere as a result of CETA, CPTPP and more recently, the Canada-United States-Mexico Agreement (CUSMA).

These important investments on the farm can only come with a level of certainty as it relates to the promised compensation. Reducing timelines for scheduled payments is recognition by the government of the importance of foreign competition dairy farmers face. This is why this announcement is so significant.

By 2024, 18 per cent of Canada's domestic

dairy production will have been outsourced to foreign producers, who will supply milk for imported dairy products that end up on Canadian store shelves.

DFC will now turn its attention toward compensation for CUSMA. DFC looks forward to engaging with Deputy Prime Minister Chrystia Freeland and Agriculture and Agri-Food Minister Marie-Claude Bibeau on this issue.

Pierre Lampron

is Dairy Farmers of Canada's president.

NO CANADIAN DAIRY CONCESSIONS UNDER INTERIM UNITED KINGDOM TRADE DEAL

The federal government has signalled to Dairy Farmers of Canada (DFC) it will not grant additional access to the Canadian dairy market in the post-Brexit trade agreement with the United Kingdom.

The U.K. has formally exited the European Union as of Jan. 1, 2021, and DFC expressed

concern the government might further sacrifice Canadian dairy production to land a deal with the newly independent Britain.

In November 2020, the two countries announced a transitional trade deal under which the U.K. would have to use existing import provisions under the World Trade Organization for its dairy exports to Canada, which would maintain total international access at current levels.

The two nations also committed to negotiating a formal deal. However, the Canadian government provided assurances to DFC that dairy market access concessions would not be on the table in those negotiations.

DAIRY DIRECT PAYMENT PROGRAM

Agriculture and Agri-Food Canada (AAFC) will mail a letter to all dairy producers in early 2021 detailing how they can register for the Dairy Direct Payment Program. Producers have until March 31, 2021, to fill out and complete the online registration using the special code included in the letter.

AAFC's information-only website, which provides detailed frequently asked questions (FAQs) about the payment program, can be accessed by visiting <https://bit.ly/38g0VWd>. Producers who have additional questions should call AAFC at 877-246-4682.

The Canadian Dairy Commission (CDC) has been mandated to deliver the program and issue payments.

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GOVERNMENT ANNOUNCES FULL PROCLAMATION OF **TRESPASS ACT**

The Ontario government has announced the *Security from Trespass and Protecting Food Safety Act* has come into full force as of Dec. 5, 2020.

Dairy Farmers of Ontario (DFO) has spent the last year working closely with government, the Ontario Federation of Agriculture (OFA) and the full complement of commodity groups across the province to bring this legislation and its regulations to life.

“The implementation of these regulations is a milestone that will help protect our food supply while giving dairy producers peace of mind their farms, families, animals and staff are protected,” says Murray Sherk, DFO’s board chair. “We appreciate the government’s judicious action on this issue and thank the minister and his team for continued consultation and support.”

The act increases protections for Ontario’s food supply, farmers, agri-food businesses and farm animals from trespassing activities while maintaining the right for people to participate in lawful protests on public property, provided such protests do not have the potential to cause harm and are conducted in a safe manner.

“I heard from too many farmers who no longer felt safe on their own property,” says Minister of Agriculture, Food and Rural Affairs Ernie Hardeman. “Through this act, we are adding tough new protections for them and their families, as well as our food supply chain.”

Highlights of the act include:

- Escalating fines of up to \$15,000 for a first offence and \$25,000 for subsequent offences, compared with a maximum of \$10,000 under the *Trespass to Property Act*;
- Prescribing aggravating factors that would allow the court to consider factors that might justify an increased fine;
- Allowing the court to order restitution for damage in prescribed circumstances, which could include damage to a farmer’s livestock or from theft;
- Increasing protection for farmers against civil liability from people who were hurt while trespassing or contravening the act, provided the farmer did not directly cause the harm;
- Removing consent to enter a farm property when it was given under duress or false pretenses.

Protections in the act will help improve working conditions for farmers, farm families and agri-food sector employees and allow agri-businesses to focus on important aspects of their operations, including producing safe, high-quality food for Ontario families.

“Proclamation of the *Security from Trespass and Protecting Food Safety Act* is very welcome news for Ontario’s agri-food system,” says Peggy Brekveld, OFA’s president. “It’s critically important to be able to maintain a steady, safe and sustainable food supply chain while protecting the safety of those who feed us.”

To read the joint statement prepared by Ontario’s commodity groups in response to this announcement, visit <https://bit.ly/3nswen7>.

iögo



LACTALIS CANADA TO ACQUIRE AGROPUR’S CANADIAN YOGURT BUSINESS

Lactalis Canada Inc., formerly Parmalat Canada, has announced it has reached a definitive agreement with Agropur Co-operative to acquire all shares of its Canadian yogurt business, Ultima Foods Inc., including the iögo and iögo Nanö yogurt brands, as well as the Olympic yogurt, sour cream and kefir brand.

The proposed transaction expands Lactalis Canada’s yogurt portfolio, which currently includes Astro, siggi’s and Stonyfield.

“As a broadly-based dairy products company in Canada, producing and supplying a wide variety of popular brands, this transaction will reinforce Lactalis Canada’s position in the dairy category and will help enable key customer partners in the retail and food service channels meet the growing consumer demand for yogurt products,” says Mark Taylor, president and chief executive officer of

G. McFeeters Enterprises Inc.



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In addition to the brands, the transaction includes yogurt production facilities in Granby, Que., and Delta, B.C., as well as the operations at a leased distribution centre in Longueuil, Que. Lactalis Canada will add about 450 employees from across the country who will join the company's existing 3,500 employees and 30 operating sites, including 17 manufacturing facilities in Ontario, Quebec, Alberta and Manitoba.

The acquisition supports the country's overall dairy processing sector and the numerous communities and businesses that rely on a healthy and productive industry while also reinforcing Lactalis Canada's important role in the Canadian dairy processing sector, long-term investment in the country and growing national footprint.

"Lactalis Canada's mission is to build on its family heritage to delight consumers with life-enriching dairy products while making sustainable economic and social contributions that benefit its people, industry, partners and the communities in which it operates," Taylor says. "In keeping with our mission, Lactalis Canada is confident this transaction will positively support dairy farmers, retailers, consumers and the communities of Granby and Longueuil, Que., as well as Delta, B.C."

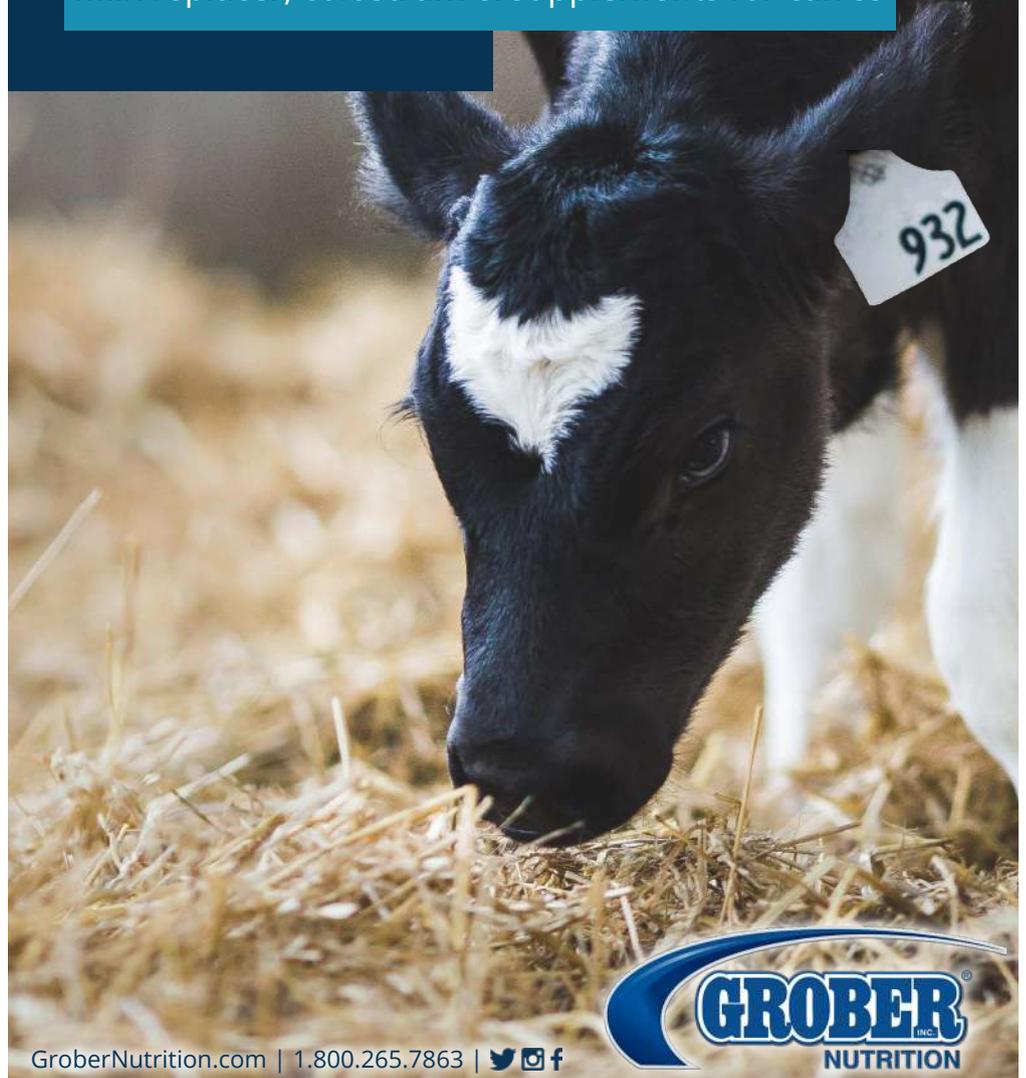
The acquisition is subject to approval by Competition Bureau Canada.



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\$3.7M INVESTED TO HELP FARMERS MANAGE RISK

The Canadian government has invested \$3.7 million for two projects in support of Farm Management Canada (FMC).

The first project, with an investment of more than \$1.8 million through the Agri-Competitiveness Program, will help farmers build their business management skills and practices by allowing farmers to share and expand their skills, knowledge and best practices throughout the sector.

FMC is also receiving an investment of more than \$1.8 million through the AgriRisk Initiative's Research and Development Stream. With this funding, FMC will provide training and education to producers and industry professionals that promote a comprehensive approach to managing risk in agriculture. This project will enhance producers' education on risk management in the sector, enable them to better develop risk management plans and help farmers manage the wide range of risks they face every day.

"The funding will give farmers and industry professionals the opportunities to share their knowledge and expertise with others, especially young farmers," says Minister of Agriculture and Agri-Food Marie-Claude Bibeau, who made the announcement at the Agriculture Ex-

cellence Conference. "It will also give them access to important training to help them better manage the many risks they face."

The projects build on this year's conference theme, *Prosperity with Purpose*, which focused on taking a proactive approach to farm business management to build the confidence and underlying capacity to weather storms, seize opportunities and be well-positioned for continued success.

"The Agriculture Excellence Conference is a key annual event for producers and our industry where we can have meaningful discussions and see the dedication of everyone working to provide food to consumers in Canada and abroad," Bibeau says.

The AgriCompetitiveness Program is a five-year program under the Canadian Agricultural Partnership that aims to help the agricultural sector leverage, co-ordinate and build on existing capacity, enhance safety, adapt to changing commercial and regulatory environments, seize new opportunities, share best practices and provide mentorship opportunities.

The AgriRisk Initiatives is a five-year program under the Canadian Agricultural Partnership that supports the development of new risk management tools.



>> CEES HAANSTRA

PDO ELECTS NEW CHAIR

Cees Haanstra has been elected as the new chair of the Progressive Dairy Operators (PDO), replacing Erica Kiestra, who has made a positive impact during her last three years as chair.

The search for a new chair began in earlier 2020, and at PDO's recent annual meeting, the board of directors voted Haanstra as the new chair.

Haanstra and his family own and operate Greiden Farms Ltd. near St. Marys, Ont. Haanstra was born in southern Holland and graduated from agricultural college in 1971. When he was 16 years old, his family moved to Oostelijk Flevoland in the Netherlands to start a dairy and cash crop farm on new land reclaimed from the sea.

In 1976, he became a partner on the farm with his parents and brother before taking the farm over from them in 1986. His brother purchased a second farm, where he continues to operate today.

Haanstra married his wife, Hinny, in 1978. After having a family and visiting North America several times, they decided to immigrate to Canada in January 1992 with their daughter and three sons.

They started a dairy farm in the St. Marys area, purchased a 200-acre farm with no buildings, rented a house 10 kilometres away and began building the house and barns on their new property. That was the beginning of Greiden Farms Ltd. in Canada.

Together with his two sons, Arjan and Rolf, the operation grew to what it is today. At the home farm, they milk around 470 cows in a double 11 herringbone parlour, and at the second location, which is a new facility, they milk around 270 cows with five Lely A5 robots.

In May 2019, Haanstra and Hinny moved off the farm to make room for the next generation. When their succession plan is finished, each son will run his own dairy farm and they will share the equipment for all the fieldwork.



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NEW U OF G DAIRY CENTRE TO COMBINE RESEARCH, INNOVATION

Already a global leader in dairy expertise, the University of Guelph (U of G) will intensify its research and innovations in the sector with the official designation of a new dairy research centre.

More than 60 U of G researchers, including many internationally recognized experts, study a wide range of dairy subjects.

Now, Dairy at Guelph: The Centre for Dairy Research and Innovation will facilitate increased collaboration among those researchers, while increasing the university's impact in the dairy sector and beyond, says Malcolm Campbell, vice-president of research at U of G.

"This centre will amplify collaboration, accelerate research and development and elevate the university's expertise, which will in turn escalate our researchers' incredibly positive impacts on the dairy industry worldwide, including supporting sustainability and fuelling innovation for the industry," Campbell says.

He says the formal establishment of the Centre for Dairy Research and Innovation will spur new discoveries and improve knowledge transfer to a vast array of stakeholders. It also enhances the university's global reputation as the generator of ideas and innovations that have real-world relevance and benefit.

The centre is intended to further strengthen U of G research impacts and train the next generation of world-leading dairy researchers and innovators to meet industry needs.

For the past four years, Dairy at Guelph, an interdisciplinary network, has linked university researchers in population medicine, animal biosciences, human health and nutritional sciences, pathobiology, economics and other departments across campus.

They studied various fields, including animal health and welfare, genetics and genomics, food science, food safety, business and management. The network has also built connections with producer organizations, such as Dairy Farmers of Ontario, and nutrition and animal health companies.

Establishing the centre underscores the strategic importance of dairy and agri-food research at the university for industry and government partners, says Stephen LeBlanc, professor and research program director of animal production systems at U of G. A dairy cattle health expert in

the Ontario Veterinary College, LeBlanc headed the planning committee for the centre.

"One of the main things that led us to create Dairy at Guelph in the first place and then elevate it to a formal research centre was the desire to gain greater recognition and promotion of our capacity and productivity in dairy

research," LeBlanc says. "The second big piece is to catalyze collaborations across campus. We have people doing exceptional work all along the continuum in the farm-to-fork supply chain. We see an opportunity to elevate that work by helping faculty with an interest in dairy find synergies and collaborate."



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IMPROVED TEMPERATURE MONITORING AT SAMPLE DEPOTS

Latest technology for temperature monitoring is now used at sample depots across Ontario

By Gagandeep Khinday
CONTRIBUTOR

In the dairy industry, temperature monitoring is a key aspect in the storage and logistics of milk and dairy products throughout the value chain.

For every bulk tank picked up by a Dairy Farmers of Ontario (DFO) licensed transporter at one of the 3,400 DFO-licensed dairy farms in Ontario, a representative sample is taken by the bulk tank milk grader (BTMG) for quality and compositional testing.

On average, about 65,000 milk samples are tested every month. These samples are critical to ensuring the quality and safety of raw milk, and determining payment to producers for the milk they shipped. Once milk pickup routes are complete, samples are stored in dedicated refrigerators for up to 72 hours at 39 depots across Ontario—from Thunder Bay to Maidstone and from Goderich to Orleans.

Fridge temperatures were monitored with time temperature recorders (TTRs) that were installed in the early 2000s. These devices required a person to manually download temperature data that was transmitted over Bluetooth using handheld devices. As each fridge location was only being picked up every other day during weekdays, any fridge issues, power outages and other issues were often re-



» **GAGANDEEP KHINDAY** is Dairy Farmers of Ontario's measurement and sample process specialist.

ported after the samples had already been temperature damaged.

A more robust solution was required to cut down event latency and provide faster data transmission and less manual intervention to make the process more efficient. This is why DFO staff con-

ceptualized and designed an in-home wireless data logger that allows real-time data transmission, even from remote locations.

Newly designed TTRs consist of a dedicated portable hotspot device to provide Internet connectivity, as well as a highly accurate temperature logger with a glycol simulant probe that streams data wirelessly and can be viewed from anywhere using cloud technology.

Both devices are equipped with backup battery to ensure temperature data and potential events are communicated even when a power outage occurs. These new TTRs transmit live data for up to 12 hours following a power outage and can store temperature readings for more than four weeks if Internet connectivity is lost.

Once the connection is re-established, data is immediately transmitted over the cloud to provide insight into what happened during the power outage. The cloud-based website can be accessed over the Internet using a computer or on mobile devices via applications for both Android or iOS systems. To ensure safety from surroundings, components are enclosed in UV-stabilized polycarbonate material enclosure with a National Electrical Manufacturers Association (NEMA) 4X rating, proudly bearing DFO's milk logo.

This project seemed simple at first. However, DFO staff tackled many challenges along the way. All locations were surveyed in the beginning to determine feasibility and functionality of the prototype and find any problems. A major issue was the lack of cellular reception at some remote locations. This was resolved by using cellular signal boosters that amplify the signal from the nearest cellular tower and retransmit it at a higher power level within a local area.

DFO now has real-time visibility into refrigerator temperature across all Ontario depots, enabling faster reaction to any temperature deviations, fridge or power issues. It helps strengthen the cold chain for milk samples, avoid sample damage and attain higher suitability rates.

Gagandeep Khinday

is Dairy Farmers of Ontario's measurement and sample process specialist. He oversees the plant meter calibrations, along with sample storage, logistics, testing and result availability for dairy farmers. Khinday conceptualized and designed the in-home wireless data logger that allows real-time data transmission, even from remote locations.

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CFGA HOLDS VIRTUAL ANNUAL CONFERENCE, SHARES PROJECT UPDATES

The Canadian Forage and Grassland Association's (CFGA) 11th annual conference, originally scheduled to take place in Kamloops, B.C., moved to a virtual event due to COVID-19 health and safety concerns.

The event's theme was *Vision 2020: Growing forage opportunities*. Participants gathered online from Nov. 18 to 19, 2020, to learn key lessons the forage and grassland sector needs to know to thrive in their environment.

Speakers addressed topics, such as forested rangelands and the ecological services of grassland ecosystems. As well, the country's leading experts walked participants through all angles of forage and grassland production during the Canadian Forage School. Those interested in watching the recorded sessions can visit <https://conta.cc/3pbmxd>.

Woven into the main virtual conference schedule were panel discussions, question and answer periods, coffee break rooms, networking opportunities and student poster presentations. The CFGA conference also featured the association's first-ever virtual tradeshow, where participating CFGA partners and conference sponsors will be showcased during the year ahead. Producers can visit the virtual tradeshow at <https://canadianfga.com/2020/virtual-tradeshow/>, and the student poster presentations at <https://canadianfga.com/2020/submissions/>.

A highlight of the conference was a special virtual presentation when CFGA executive director Cedric MacLeod named Bill Awmack from Abbotsford, B.C., as the winner of the 2020 CFGA Leadership Award.

CFGA NATURE FUND PROJECT

CFGA continues work on its Nature Fund Project, building out biodiversity and habitat assessment modules to support the environmental farm plan implementation in Saskatchewan, Manitoba and Nova Scotia.

The project brings together many provincial and federal representatives from numerous industry and government stakeholder groups. Stay tuned for updates on online tool rollouts and training workshops being prepared for delivery in the fourth quarter of the 2020-21 fiscal year.

CFGA AGRICULTURE GREENHOUSE GASES PROGRAM

CFGA has entered the final funding year for its Agriculture Greenhouse Gases Program (AGGP). The organization is focused on supporting provincial delivery partners to finish the data collection on their pilot sites, as well as planning and delivering awareness and training events throughout the fall and winter. CFGA worked diligently on the second phase of this pilot project and will share details of its go-forward plans during the coming months.

Following on the learnings of AGGP and feedback from its annual technical workshops, CFGA is committed to continuing toward a practice-based methodology for soil carbon sequestration under Canadian grassland management.

Through its relationship with Viresco Solutions and Alberta Innovates, CFGA partnered on the construction of a soil carbon roadmap for the Canadian grasslands sector.

The intent of this project was to bring together the numerous voices around research, demonstration and knowledge transfer tables and build a long-term strategy to assign carbon sequestration rates to individual forage management practices. CFGA is now working to develop funding strategies to further this work.

To receive updates from CFGA, visit <https://www.canadianfga.ca/cfga-newsletter-sign-up/>.



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DAIRY FARMING, CHOCOLATE MILK 'PERFECT' FOR ULTRARUNNING TRAINING

By Allison Williams
CONTRIBUTOR

Prince Edward Island dairy farmer Steve Reeves says the physical and mental stresses of farming have helped him win several titles in competitive ultrarunning, an extreme sport with races longer than a traditional marathon (about 42 kilometres).

"It's interesting—farming is the perfect training," Reeves says. "Long days on your feet in the hottest and coldest climates. You never give up. You get the job done. It's the same skills for ultrarunning."

Reeves says he thinks his farming background gives him an edge over his other competitors.

"Whenever I'm doing these really long races during the hottest time of the day, I think to myself, 'None of these other guys have shovelled out a grain tank in August,'" he says, explaining how it can reach 45 degrees Celsius inside, putting farmworkers under severe heat stress. "Others haven't suffered like that," he jokes.

Reeves and his wife, Jessica, live in Freetown, P.E.I., with two children, Luke, 22, and Bella-Mae, 9. They have 180 Holsteins with 95 milking in a freestall barn. Reeves manages the farm, as well as a seed distributing business.

There are a few other crossovers between sports and farming for Reeves. He first got into sports because of a bad back injury: a steer pinned him to a gate about 10 years ago.

"I wondered if I could even continue farming," Reeves says.

To recover, he began swimming and then discovered triathlons, which include swimming, cycling and marathon running. He later got into the extreme version of marathons—ultrarunning.

Chocolate milk is Reeves' workout drink of choice. "Chocolate milk has almost the perfect ratio of carbohydrates and protein for recovery," Reeves says, adding he's always drank chocolate milk as his post-workout drink, and so have his teammates and friends. "For the most benefits, within half an hour of my long workouts, I drink almost a litre of it."

It fits with the name of Reeves' triathlon team—the Milk Maniacs—since they're sponsored by Amalgamated Dairies Limited.

Reeves' ultrarunning wins are significant. Most recently, in summer 2019, Reeves won two big races



» PICTURED ARE Steve Reeves with his son, Luke, 22.

back to back: the Sonofa Gunofa Race in Five Islands, N.S.—a 5.8-km loop where he ran 28 laps—and the Capes 100 in Cape Chignecto Provincial Park, N.S.

"Sonofa Gunofa is timed laps where the last person standing wins, and Capes 100 is running 100 miles (about 161 km) as fast as you can," Reeves explains. "It was really surreal to win them."

In 2018, he won that race in 24 laps, as well as placed at the top of two other races. In March

2019, Reeves received the Masters Athlete of the Year from Sport P.E.I.

Reeves says ultrarunning is all about mindset and adds he's inspired by his fellow runners. "I've never met a more driven and positive-minded group of people," he says. "Running has made me a happier, healthier person."

After turning 44 years old and achieving a successful running career, he now plans to slow down on the competitive side. However, Reeves says he doesn't plan to stop altogether. Going for a run helps clear his mind and allows him to focus on his farm.

Reeves applies his positive outlook to dairy farming, too. "It's been a rough few years with trade deals, extremely challenging growing seasons across Canada and of course, the pandemic," he says. "But I believe things are going to stabilize. I speak to many farmers through the seed business, and I sense an increasing optimism for 2021. I have hope things will be better." 🍓

Allison Williams

is Dairy Farmers of Ontario's communications specialist.

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REMINDER: ON-FARM COMPONENT PAYMENT POLICY TO BE IMPLEMENTED *FEB. 1 IN ONTARIO*

By Jennifer Nevans
EDITOR

As the Canadian dairy industry continues to grapple with the impacts of COVID-19 restrictions on markets—most notably on the food service industry—Patrice Dubé, Dairy Farmers of Ontario's (DFO) chief economics and policy development officer, says the Canadian Dairy Commission's forecast model is still projecting some growth for the current dairy year.

"We're currently in a period when demand goes down in January," he says. "This is normal for this time of the year after the holidays. We're expecting to see some long-term growth in demand, especially as the economy reopens in the spring and more people receive the vaccine."

Retail sales remain the best available indicator for changes in domestic demand at the retail level. For the four weeks ending Oct. 31, 2020, sales for fluid milk, fluid cream, yogurt, ice cream, cheese and butter increased by 4.7,

10.2, 6.1, 11.7, 9.5 and 14.5 per cent, respectively, compared with the same four-week period the year before.

Total national butterfat requirements for October 2020 reached 1.15 million kilograms—3.45 per cent more from the month prior, and 0.85 per cent more from October 2019. Meanwhile, total P5 milk production in October 2020 reached 796,000 kg—a 1.14 per cent increase from the month prior, and 2.17 per cent increase from October 2019.

With current and expected strong production to meet the anticipated market requirements, P5 boards did not issue any incentive days to conventional producers for January 2021.

However, in late November 2020, DFO's board announced the following incentive days to be issued on a non-cumulative basis to all organic producers for 2021:

- Two days each in February, March, April, May, June and July;
- Three days in August;
- Four days each in September, October and

November;

- Three days in December.

P5 boards' primary objective is to continuously monitor the milk market situation and meet demand in the most optimal way. Given these uncertain times, P5 boards will continue to adapt production signals to address market changes as required.

REMINDER: ON-FARM COMPONENT PAYMENT POLICY

Producers are reminded changes to the on-farm component payment policy will be implemented on Feb. 1, 2021, in Ontario, New Brunswick and Prince Edward Island, and no later than Aug. 1, 2021, in Quebec and Nova Scotia.

These changes are meant to recognize the continued growth in the butterfat (BF) market and the surplus solids non-fat (SNF) in the system. It does not affect plant billing, but rather the method of distributing revenue among producers.

Currently, producers who have an SNF ratio less than 2.3 are paid the same price and not paid

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MONTHLY QUOTA PRICES (\$/kg)

for SNF when the ratio exceeds 2.3. With the modified policy, two SNF/BF ratios will be used to establish payment parameters for SNF. Meanwhile, all BF produced on a within-quota basis will be paid at a similar rate as the current price.

Once this change is implemented, if the SNF/BF ratio is less than two, protein will be paid at a higher within-quota price than current prices, and lactose and other solids will be paid at a set rate of \$0.90 per kilogram.

If the SNF/BF ratio is higher than two, protein, lactose and other solids will be paid according to the Class 4a price for the portion of the SNF between two and 2.3.

If the SNF/BF ratio is higher than 2.3, no payments will be made for protein, lactose and other solids starting in February 2021 in Ontario, New Brunswick and Prince Edward Island. There will also be no BF premium. However, this portion of the total revenue will be paid to producers with SNF below two in the same respective province until the new policy is implemented in all P5 provinces. At that point, P5 revenue pooling for all P5 producers with a SNF ratio below two will be implemented. 

DECEMBER PRICES

| PROVINCE | PRICE/kg | AMOUNT WANTED/kg | AMOUNT FOR SALE/kg | AMOUNT PURCHASED/kg |
|----------------------|----------|-------------------------------|--------------------|---------------------|
| Alberta | \$44,350 | 299.65 | 140.06 | 102.56 |
| Saskatchewan | \$36,500 | 47.00 | 21.00 | 21.00 |
| British Columbia | \$36,500 | 1,938.28 | 158.00 | 158.00 |
| Manitoba | \$33,617 | 232.67 | 293.87 | 61.75 |
| Ontario | \$24,000 | 19,192.22 | 168.32 | 168.32 |
| Quebec | \$24,000 | 18,145.35 | 229.57 | 230.29 |
| New Brunswick | \$24,000 | 423.80 | 4.60 | 4.60 |
| Nova Scotia | \$24,000 | 1,048.64 | 2.64 | 2.66 |
| Prince Edward Island | | No clearing price established | | |

*Newfoundland does not operate a monthly quota exchange. Quota is traded between producers.

**Quota cap price of \$24,000 in effect in Prince Edward Island, New Brunswick, Ontario, Nova Scotia and Quebec.

ONTARIO DEDUCTIONS, PER HL

For November 2020

| | Within quota | Over-quota |
|--------------------------|-----------------|-----------------|
| DFO administration | \$0.625 | \$0.625 |
| DFO research | \$0.050 | \$0.050 |
| CanWest DHI | \$0.060 | \$0.060 |
| Transportation | \$2.860 | \$2.860 |
| Market expansion | \$1.400 | \$1.400 |
| Total deductions | \$4.995 | \$4.995 |
| Average total net | \$76.802 | -\$4.995 |

*These figures are based on Ontario's average composition for November 2020 of 4.18 kg butterfat, 3.27 kg protein and 5.93 kg other solids, rounded to the nearest cent.

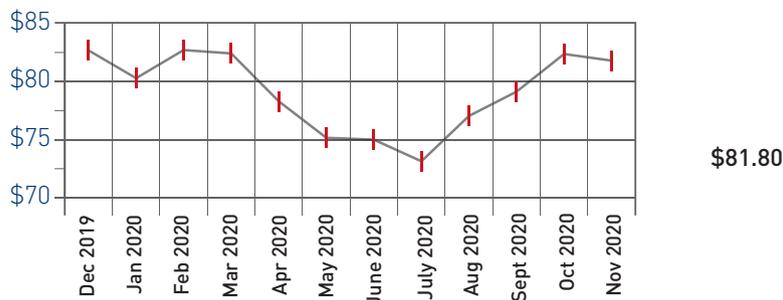
U.S. CLASS PRICES

The November 2020 Class III Price, US\$23.34 per hundredweight, is equivalent to C\$68.66 per hectolitre. This equivalent is based on the exchange rate US\$1 = C\$1.29593, the exchange rate when the USDA announced the Class III Price.

The Class III Price is in \$ US per hundredweight at 3.5 per cent butterfat. One hundredweight equals 0.44 hectolitres. Canadian Class 5a and Class 5b prices track U.S. prices set by the U.S. Department of Agriculture.

Source: USDA

ONTARIO MONTHLY PRODUCER AVERAGE GROSS BLEND PRICE

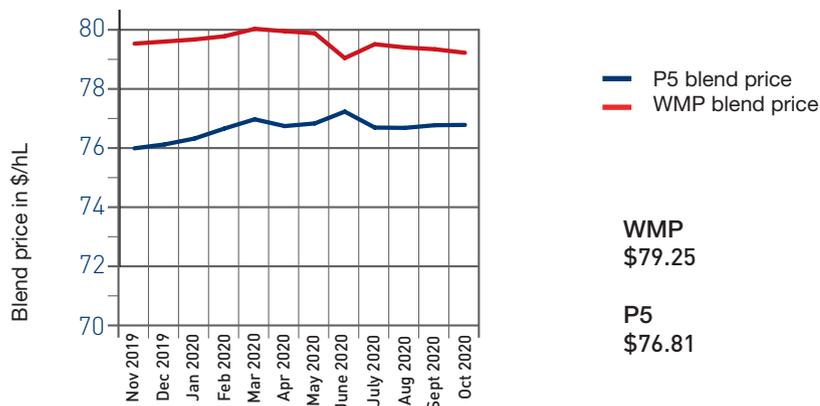


A total of 3,346 producers sold milk to DFO in November compared with 3,394 a year earlier.

P5 AND WESTERN MILK POOL BLEND PRICES*

The graph below shows the 12-month blend price for the P5 provinces and Western Milk Pool (WMP).

*There is a three-month lag reporting these figures.



coronavirus

COVID19

A YEAR

*Reflecting on the impact of the pandemic
from farm to processing to retail*



J.P. GERVAIS

LEAD ECONOMIST AT FARM CREDIT CANADA

By Treena Hein
CONTRIBUTOR

At the start of the pandemic, no one in Canada's dairy sector could tell how 2020 would play out. However, at this point, J.P. Gervais, lead economist at Farm Credit Canada, says while Canada's dairy sector had a challenging time adjusting in the first stage of the crisis, demand for dairy products was overall higher than normal last year. He says strong demand was apparent not long after the pandemic was declared and did not change as 2020 progressed.

"As people were confined to their homes in March and fear about food availability led to some hoarding, there was a major overall increase in dairy consumption," Gervais notes. "Shipments were up 33 per cent that month compared with 2019. April was also like 2019. But at the same time, demand for products used in food service and high-end restaurants, such as cream, dropped substantially. We don't have precise numbers relating to dairy consumption from food service, but we know demand dropped."

At the processing level in 2020, Gervais has data going as far as September showing an overall rise of 16 per cent in dairy product sales, especially in butter and cheese. This was due to the large number of people cooking and baking at home, as well as having their coffee and tea at home, where many people were also working. Specifically about butter, while Gervais notes the national inventory of this product is always fluctuating, butter stocks

were declining heading into December 2020, likely due to more home baking across the nation.

Gervais says it's always good news for dairy farmers when butter and cheese is consumed at higher rates because of the fat content—fat is worth the most to producers. But the market for solids non-fat remains a challenge—extra challenging this year compared with the significant challenge to sell this product over the last four to five years.

"I think another factor in the overall use of dairy products, especially cheese and yogurt, is the price of dairy protein remained affordable—it did not increase as much—compared with the prices of other proteins, such as pork and beef in the summer," Gervais says. "Even the price of eggs increased more than dairy products."

“While Canada's dairy sector had a challenging time adjusting in the first stage of the crisis, demand for dairy products was overall higher than normal last year.

—J. P. Gervais

COMPARING

Dr. Torsten Hemme, managing director of the IFCN Dairy Research Centre, noted at the 21st International Farm Comparison Network Dairy Conference held online in June 2020, the two countries that could be considered as the “epicentre of the dairy crisis” at that point were the United States and India, with large drops in milk price occurring.

Compared with Canada, the situation was more dire for U.S. dairy processors. Many of them shut down due to the closing of schools, restaurants and hotels, notes



COVID-19 has impacted every sector in Canada in many ways. As 2021 begins, Milk Producer looks back on how the pandemic has changed the landscape for Canada's dairy industry—on the farm, among processors and in the marketplace—and at the ways it may continue to impact the sector in the coming year.

TO REMEMBER

*of COVID-19 on Canada's dairy industry—
to export—and what's ahead*

MATHIEU FRIGON

PRESIDENT OF DAIRY PROCESSORS ASSOCIATION OF CANADA

PROCESSING CHANGES

To understand more about how demand for dairy products has shifted this year, Mathieu Frigon, president and chief executive officer of Dairy Processors Association of Canada (DPAC), provides insight.

With the closure of food service and hotels in the early days of the pandemic, cream was the dairy product that was hardest hit, he says. Using data from Statistics Canada and Global Affairs Canada, DPAC calculates the domestic disappearance of dairy products. Before COVID-19, demand for cream had grown by four per cent on an annual basis, and in September 2020, it declined at a rate of 2.7 per cent.

Demand for butter was also growing before the pandemic hit and it's still growing, Frigon

reports. Demand for yogurt was declining slightly before COVID-19 and is still declining, but to a lesser extent.

"Fluid milk consumption had been declining slightly for years and it's now growing slightly with everyone being at home, cooking and baking," he notes. "Demand for cheese is growing at almost five per cent as of the end of 2020. That number includes imports. The Canada-United States-Mexico Agreement (CUSMA) entered into force in July 2020, which allowed more imports of cheese and other dairy products. So, for Canadian-made cheese, consumption is now growing at about three per cent."

Frigon believes the most important realization for the dairy industry from the pandemic is Canada must ensure it has a resilient food system. He says this summer, many retailers applied arbitrary fees on dairy processors and other product suppliers, an issue that has been going on for years.

"Here in Canada, these fees came to a boiling point this year when COVID-19 put the supply chain under tremendous stress," he says. "The fees were particularly hard on processors that had been producing products that mostly went to food service and hotels. That type of approach will make our food system weaker and that's why we've been calling for a Grocery Code of Conduct."

"These codes have been implemented in the United Kingdom, Australia, Ireland and Norway, and everyone involved in these countries are pleased," he says. "It brings everyone in the supply chain together and instead of fighting over fees, the focus is on stability and having everyone benefit. We now have



a joint working group with the federal and provincial governments to look at this important issue, and we're very happy about that. We are hopeful a grocery code could be proposed in 2021."

“ Fluid milk consumption had been declining slightly for years and it's now growing slightly with everyone being at home, cooking and baking. ”
—Mathieu Frigon

G CANADA

a group of scientists from the U.S. and China who recently published a study on the effect of the pandemic on the dairy industries in those two countries. In China, processors were affected by widespread road closures and a significant reduction in dairy products that are popular on Chinese holidays. Overall, the two countries' industries were both affected by decreased farmgate milk prices, supply chain disruption, worker shortages, increased production costs and a lack of operating capital.



DAVID WIENS

VICE-PRESIDENT OF DAIRY FARMERS OF CANADA

ON THE FARM

At least one of these challenges—namely, a changing supply chain—presented itself to dairy farmers in Canada at the onset of the pandemic, but the supply management system allowed the industry to adapt quickly. While the uncertainty and adaptation have been stressful on farmers, David Wiens says at this point, the pandemic has also provided some significant silver linings. Wiens is vice-president of Dairy Farmers of Canada and chair of Dairy Farmers of Manitoba, and he has a dairy farm south of Winnipeg, Man.

The start of the pandemic was a time of great uncertainty, and for dairy farmers, when restaurants and hotels closed, there was an initial spike in fluid milk demand.

“It looked like we would have to ramp up production quickly but then demand fell away,” Wiens explains. “Farmers had to reduce

production, and by early summer, the market started to stabilize and the supply chain issues were sorted out.”

Although, as Gervais pointed out, demand for dairy products became strong quite quickly as most Canadians stayed home, cooked and baked. Wiens notes starting in early March, some of this demand was filled by imports of dairy products, which later increased when CUSMA came into effect.

Leaders in the P5 and Western Milk Pool took slightly different steps to reduce production, and in December, began to take similar steps to ramp up production.

“We didn’t have a playbook to go to, and we managed our response as best we could with the information we had,” Wiens says. “The eastern and western pools worked very closely and communicated with farmers across Canada about quota, and that’s a positive. Also, the communication between the provincial associations really developed.”

The evolution of communicating virtually with producers within each province has also been a positive—one that Wiens thinks will stay in place to some extent going forward.

“We’ve tried different online platforms, and in Manitoba and other provinces, we’ve had a number of farmer discussions with 80 to 100 farmers about how things were being managed—it’s working very well,” Wiens says.

This system of meetings, where farmers can take an hour or two from their day and attend a meeting online instead of having to take a day

or two to drive to a meeting, is very convenient. Wiens says there’s been a lot of positive feedback in Manitoba.

“With online meetings, no one is disadvantaged in terms of access,” he explains. “Also, I think it makes it more equal in terms of participation. Everyone can attend and I think it’s resulted in a better feel across the country for what is going on in the industry. Those who are timid about speaking up in a conventional meeting can type their question. So, I think online meetings will stay, and will be a lasting positive legacy of all this.”

On the topic of communication, to help dairy farmers in Europe deal with future threats, a new project called Smart-ET has been undertaken, funded by EIT Food and in collaboration with several universities. The goal of the project is to develop digital tools that will enable farmers and dairy retailers to quickly adapt to rapid market changes in case of extreme events which disrupt normal ways of working. For example, within the envisioned centrally-available communication system, retailers can issue inventory alerts that will help reduce the potential for the disposal of otherwise marketable dairy products.

Treena Hein

is a freelance journalist and contributing writer.

2021 AND BEYOND

Besides better communication within the dairy farming community, Gervais identifies another silver lining for farmers due to this crisis. Because demand for Canadian dairy products grew from 2014 to 2018, some producers have been expanding.

“Interest rates have come down during this pandemic, and so those with variable rate loans are benefiting,” Gervais says. “Also, there’s great opportunity to lock into low rates this year, but we’re looking at interest rates to remain low for some time to come.”

Looking forward, Gervais expects the Canadian dairy industry to have a less volatile year in 2021 compared

with 2020, but the pandemic will continue to have an effect on it, as will the new trade deals.

“Many people have savings from not being able to spend as freely, so there will be some pent-up spending, but how will this affect dairy?” he asks. “Food service will open again, and there will be lots of various celebrations. We know a share of workers will be going back to the office, so coffee service will come back. There will be shifts in product demand, but they won’t be as fast as they were in 2020, and the industry will also have that experience of planning under uncertain conditions.” ☺



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WHY *WINTER SPREADING IS A BAD* PRODUCERS CAN DO TO AVOID IT

By Lilian Schaer
CONTRIBUTOR

There is increased public, government and media attention focused on water quality and phosphorus levels in Ontario lakes and other bodies of water. A key driver has been the highly visible algae blooms growing annually in the western basin of Lake Erie.

Although there are many contributors to the problem from urban and rural sources, agriculture is often an easy target because farmers' nutrient management activities are highly visible. That's especially the case for hauling and applying manure.

Manure plays an important role in soil health and crop production, but how and when it's applied can have a significant impact on environmental stewardship. For example, winter manure application, whether solid or liquid, should be avoided wherever possible.

Water takes the path of least resistance. When the ground is frozen, any nutrients on the surface can easily be washed away during winter rains or thaw events—events that recent research has shown happen more often in Ontario than generally thought. In fact, studies have found Ontario's phosphorus losses are

happening mainly over the fall and winter and primarily during and after major rainfall or melting events.

Here are four reasons why manure should not be applied onto frozen or snow-covered ground.

NUTRIENT LOSSES

Livestock manure is a valuable commodity that can help reduce commercial fertilizer costs. When nutrients are washed away, instead of being absorbed into the ground, they're no longer available for the crop to use in the next growing season. That means those nutrients have now been lost, which will impact crop yields, or have to be replaced, resulting in additional costs.

WATER QUALITY IMPACTS

When nutrients enter streams, rivers and lakes in high concentrations, they have a negative impact on water quality and the broader environmental ecosystem. They contribute to increased algae growth, for example, which impacts human, plant and animal life.

NEGATIVE PUBLIC PERCEPTION

The public lens is trained more firmly on farmers than ever before. Manure application in the winter is a highly visible activity that can attract unwanted attention and make farmers an

easy target for regulatory action, even though there are many contributors to the phosphorus problem.

THE COMPACTION PREVENTION MYTH

Some farmers believe spreading in the winter minimizes the compaction impact on their fields from heavy farm equipment. They argue the ground is harder when frozen, which reduces the potential for soil compaction by heavy manure spreaders or liquid tankers. That's not actually the case. Although the soil's top layers may be frozen, the ground underneath is not and will still suffer the impacts of compaction.

HOW TO AVOID WINTER SPREADING

Proactive industry outreach efforts over the last several years by Ontario farm organizations through the Timing Matters initiative have shown the majority of farmers are aware of the risk posed by winter spreading and are actively taking steps to avoid it.

Farmers who are most likely to spread manure in the winter have a shortage of manure storage or are affected by wet fall weather and were unable to empty liquid manure tanks before the ground is frozen.



IDEA, WHAT

There is no single practice that will address all issues or serve as a solution on every farm. Here are some key recommendations:

- **Plan ahead** – Know how much manure storage is available, and be prepared in case spreading the bulk of a farm’s manure in the fall is not possible;
- **Storage** – Cover or expand existing on-farm manure storage. For solid manure, temporary in-field storage can also be a workable solution;
- **Adjust crop rotation** – Adding crops, such as winter wheat, winter barley or winter canola, or cover crops, to a rotation can provide extra manure spreading windows throughout the year;
- **Follow the 4Rs** – The 4Rs can also be applied to manure application strategies. Putting the right amount in the right place at the right time and at the right rate is one of the cornerstones of nutrient management best practices.

For more information on manure stewardship and long-term nutrient management options, visit <https://www.farmfoodcareon.org/timing-matters/>.

STAYING ON TOP OF COVID-19 FARM SAFETY RISKS

By Workplace Safety & Prevention Services CONTRIBUTOR

To call 2020 a year unlike any other would certainly be an understatement. The COVID-19 pandemic has impacted virtually every aspect of the agriculture world. Through it all, Canadian farmers held their heads high and dug deep—learning on the fly, establishing safe practices as expeditiously as possible and doing it well. That is something worth celebrating.

At the same time, with the changing seasons, the pandemic continues to evolve and pose new challenges. While everyone is hopeful vaccines will be widely available sooner than later and looking forward to the day when the pandemic will be behind them, everyone needs to continue to act responsibly and be prepared for the next phase, with COVID-19 very much a part of their lives.

As demands on the farm may be settling down, now is the time to review existing farm safety practices, examine how they are working and identify ways to further protect workers, family and the business.

ASSISTANCE IS AVAILABLE

The Agri-Food Workplace Protection Program (AWPP), a joint initiative between Workplace Safety & Prevention Services (WSPS) and the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA), provides farmers access to free services and tools adapted for farms to help farmers review and address gaps in their program. Consultation and training services with a WSPS consultant tailored to farmers’ needs is available and funded entirely through AWPP.

This is an opportunity to have a fresh pair of expert eyes on the farm operation to see if there are gaps in the farm’s pandemic planning and work with farmers to come up with viable solutions tailor-made for them.

Farmers can arrange for these free services directly with WSPS to help with improvements, as well as provide awareness training for workers.

ENHANCED PROGRAM NOW AVAILABLE

Coming up with a game plan to optimize the operation can require an investment to implement the plan. To that end, there is more good news. For operations that are labour intensive, OMAFRA is also offering the Enhanced Agri-Food Workplace Protection Program (EAWPP), which will cover up to 70 per cent of costs associated with a wide range of prevention activities up to \$7,500.

These include modifications to install physical distancing barriers related to the operation, transportation or worker housing, personal protective equipment for workers and approved safety supplies, including the cost of enhanced cleaning and disinfecting.

Businesses wishing to apply for support must apply through OMAFRA, separate from the WSPS consultation services.

While the AWPP ends March 31, 2021, there’s no time like the present to take advantage of all it has to offer in order to ensure the Canadian food chain is maintained, guaranteeing meals will be on the tables of millions of consumers nationwide.

For more information on both programs, visit <https://wsps.news/2C2F097> or call customer care at 1-877-494-WSPS (9777).

This project is funded in part by the Canadian Agricultural Partnership, a federal-provincial-territorial initiative.

This article was provided by Workplace Safety & Prevention Services. For more information, visit www.wsps.ca or contact WSPS at customercare@wsps.ca.



This article is provided by Farm & Food Care Ontario as part of the Timing Matters project. It was funded by the Canadian Agricultural Partnership, a five-year federal-provincial-territorial initiative.



THE BASICS OF *FARM TAX*

By Farm Credit Canada
CONTRIBUTOR

Tax rules are complicated—they vary from one province to another, and accountants may recommend different strategies to minimize tax liability. While professional tax advice is vital, it's also important to understand basic tax principles.

SHOULD THE FARM BE INCORPORATED?

The pros and cons depend on the situation. Corporate tax rates are significantly lower than personal tax rates, particularly up to the \$500,000 taxable income level that qualifies for the small business deduction. However, incorporation isn't always the best approach. It needs to make sense for the farmer and his or her operation.

The benefits hinge on how much income

is generated by the farm and what the farmer needs to withdraw personally. If the farmer is taking out most of the farm's net income every year, incorporation may not lower the overall tax bill.

There are also additional costs that come with a corporation. It's considered a separate entity and must file a separate income tax return. It can also have a different fiscal year-end.

If farmers can leave a large amount of net income within the farm corporation, it can substantially reduce the overall tax bill, at least in the short term. Eventually, farmers may want to get their money out of the corporation, and when they do, they'll have to pay additional personal taxes. For that reason, the lower corporate tax rate might best be viewed as a tax deferral.

If the farm operates as a sole proprietorship, accountants will often recommend it becomes an interim partnership before being switched to a corporation. Rather than selling assets

to the corporation and potentially triggering personal income, farmers can sell their partnership interest to the corporation, creating a capital gain that's eligible for the capital gains exemption. This sale will create a shareholder's loan that the corporation can then pay the farmer without tax implications, provided the farmer doesn't exceed the capital gains exemption limit.

There are several methods to remove retained income from a corporation, including wages, land rental and dividends.

Wages are an expense for the corporation and require the farmer to contribute to the Canada Pension Plan (CPP). If the farming corporation is renting land that the farmer owns personally, the corporation can pay the farmer land rent. In that case, he or she makes no CPP contributions. The corporation can also pay dividends to shareholders. In this case, the corporation and the individual each pay a portion of the tax.

An accountant can advise which approach is best for a particular situation. One of the goals is to maximize the after-tax personal money available.

CAPITAL GAIN FOR TAX AND SUCCESSION PLANNING

Farmland values have steadily increased, and in many cases, so has quota. The increase from when farmers acquired the asset to when they sell it is a capital gain, and half of a capital gain becomes taxable income, so there can be a significant tax implication.

Farm assets, such as land, quota, shares in a farm corporation and interest in a qualified family farm partnership, can roll over to direct family members on a tax-deferred basis. In other words, these assets can be passed on to children or grandchildren without triggering capital gains tax, but it doesn't apply to nieces and nephews. The rollover provision is a key component in many transition plans.

Note that criteria exist for the rollover provision regarding shares in a farm corporation. Farmers must use at least 90 per cent of assets in the farm corporation in the farm business. If there are non-farm investments, including cash, that are above the allowable amount, the farm corporation would have to make changes to be eligible for the rollover.

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PLANNING

lion is available to farmers. This is an important tax planning tool that may also have transition planning implications. In many cases, if spouses are joint owners of assets, they can both qualify for the exemption—corporations don't qualify since it only applies to individuals.

There are benefits to retaining personal ownership of farmland and keeping it out of the corporation. If a capital gain is realized on the sale of farmland, the lifetime capital gains exemption can be used to offset the taxable capital gain.

For purchases of additional personal land, individuals can collect on their shareholder loan owed to them by the company to make the payments. It's also advantageous for the corporation to purchase additional land from retained earnings. Those earnings will have accumulated at a faster rate within the corporation due to the lower tax rate.

CONSIDER LAND TRANSFER TAXES

Some provinces have lower land transfer taxes and do not end up as a major consideration for farmers. In other provinces, such as Ontario, the land transfer tax is significant. Exemptions apply to allow families to continue farming the land without paying the tax. It's essential to know the rules and deadlines involved to avoid unnecessary expenses.

CASH VERSUS ACCRUAL CONSIDERATIONS

Farmers can use the cash basis of accounting for income tax purposes. For instance, fertilizer purchased before the fiscal year-end can be used to reduce farm income, even though it will be used to help grow next year's crop.

However, financial accounting should be done on an accrual basis, matching the appropriate income with the appropriate expenses to provide an accurate financial picture of the farm for a specific time.

The cash-based accounting system allows for tax measures, such as the optional inventory adjustment, whereby a farmer can include income in the current year up to the total value of his or her inventory. As another option, the farmer can claim less than the maximum capital cost allowance (CCA) for machinery depreciation.

The cash basis of accounting is typically more useful for farms operating as a sole proprietorship or partnership, where farm income becomes personal income. Balancing out farm income from one year to the next can be important for staying in a lower tax bracket.

With corporations, tax brackets are much larger, making income balancing less important in most cases, although many corporate farms likely still file taxes on a cash basis.

A well-developed farm accounting software program, such as AgExpert, is invaluable for accurate financial accounting on an accrual basis, as well as the calculation of income tax using cash or accrual.

ACTION PLAN

The farmer's goals and objectives, transition plan, exit plan and financial situation all factor into tax planning. Tax laws can be subject to interpretation, so farmers should work with an accountant to ensure decisions made when preparing income tax statements align with tax laws. While tax avoidance is illegal, structuring the farm's affairs to minimize tax liability is good business.

Here's what farmers can do to make working with their accountant more productive:

- Keep good records;
- Explore an accounting software program if farmers don't already use one;
- Watch for changes in tax laws—often announced as part of federal and provincial budgets;
- Hold regular meetings with an accountant—not just one annual tax meeting;
- Develop a tax plan for the short and long term.

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EXPERTS SHARE **MANAGEMENT STRATEGIES** WITH CALF-RAISERS

By Veal Farmers of Ontario
CONTRIBUTOR

Nearly 400 attendees joined Veal Farmers of Ontario (VFO) for its first-ever virtual Building the Foundation: Dairy and Veal Healthy Calf Conference (HCC) in November 2020.

The ninth biennial conference brought innovative ideas to an international audience of dairy, veal and dairy-beef producers, as well as veterinarians, industry partners, students and researchers. Expert speakers offered advice

SPEAKERS FROM THE PRE-RECORDED PRESENTATIONS SHARE BEST CALF-RAISING TIPS

“Sit down as a team and plan out your calf health goals. Write them out and talk to your team and advisers to tailor a plan to get there. A goal without a plan is just a wish.”

—Dr. Steve Roche,
ACER Consulting

“Spend time on the calf and focus on the four pillars of colostrum management in the first 24 hours, and you won’t waste time treating them in the future.”

—Dr. Jodi Wallace,
Ormstown Veterinary Hospital

“Every calf you ship is a representation of you as a farmer. Treat all calves equally, and when in doubt, don’t ship.”

—Kendra Keels,
Veal Farmers of Ontario

on all aspects of calf management, including health, nutrition, welfare and housing, providing insight into practical ways to improve their well-being and performance.

“Animal care is a top priority for VFO, and this conference has been an important way for us to bring the latest information to producers, veterinarians and industry partners,” says Kendra Keels, VFO’s industry development director. “We were thrilled to be able to extend our reach even further at this year’s Healthy Calf Conference.”

With this year’s new virtual format, HCC delivered the same high-quality content in a more flexible way—with three live presentations and four pre-recorded sessions to allow attendees to access the conference material at their own convenience.

Following a welcome message from Pascal Bouilly, VFO’s chair, the live presentations kicked off with Aaron Keunen from Mapleview Agri Ltd., discussing attributes of effective calf electrolytes and the results of recent research published in the *Journal of Dairy Science*.

Dr. Michael Nagorske, director of veterinary technical services and research at the Saskatoon Colostrum Company, sparked thoughtful questions from attendees as he shared the latest research in bioactives in colostrum. His presentation reinforced the importance of colostrum’s role in calf health and disease resistance. VFO’s Calf Care Corner Facebook page provided a platform for sharing the answers to some of the attendees’ questions on transition milk that presenters were not able to cover during the live event.

Dr. Joao Costa from the University of Kentucky headlined the live program with insights into group housing calves, including how to best transition the calves to reap long-term benefits of early socialization and proper nutrition while avoiding challenges with health and behaviour. His practical advice on how to balance

disease management and the benefits of group housing provided attendees with key concepts they should consider when making changes to how they manage calves on their farms.

As part of the conference package, attendees also received access to the 2020 Healthy Calf Conference portal on www.calfcare.ca, a password-protected page housing the pre-recorded talks by Keels, as well as Dr. Mike Van Amburgh from Cornell University, Dr. Steve Roche from ACER Consulting and Dr. Jodi Wallace from Ormstown Veterinary Hospital. The portal also contains digital proceedings and exclusive calf care resources.

Complementing the event, VFO is launching the newly revised second edition of the *Building the Foundation for Healthy Calves II* manual. Ontario veal and dairy producers will receive a copy with this month’s issue of *The Connection*, a quarterly magazine produced by VFO, or *Milk Producer*, depending on whether they are subscribed to one or both publications.

“This resource has been updated to give producers the latest recommendations when it comes to caring for calves,” Keels says. “The basic principles of calf-raising are the same whether your calves are destined for the milking herd or meat production, and we want to get all calves off to a healthy start.”

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EXPLORING RESEARCH RELATED TO EMPLOYEE ENGAGEMENT

By Marlene Paibomesai
CONTRIBUTOR

Employee engagement is an area of interest on many farms across Canada. With increasing dairy herd sizes, there is a need for additional labour from non-family members to operate the modern dairy.

There's also a need for employees to have specialized skills to operate new technologies used on dairy farms. High turnover rates in various positions on the farm can be driven by low employee satisfaction. Constantly training new staff can be costly to an operation, creating interpersonal stress between managers and employees.

Asking an employee how they're doing is not enough to develop a workplace that fosters employee engagement and satisfaction. Human resource management (HRM) principles help managers create an environment that recognizes employees' needs are based on an individual's need to have autonomy, relatedness and competence. Below are definitions of autonomy, relatedness and competence from Fowler, 2014.

• **Autonomy** – Recognizing employees have

choices and are in control of their actions;

• **Relatedness** – Ensuring employees feel they are cared about, they care about the operation and they feel they're contributing to something greater than themselves;

• **Competence** – Empowering employees to feel effective at doing their job and have opportunities to expand their current skills or learn new ones.

There are very few studies that focus on HRM principles on dairy farms, and many studies only focus on specific outcomes, such as milk quality. *Moore et al.*, 2020, is a United States-based study, which aimed to understand how HRM strengths and weaknesses on dairy farms impact employee satisfaction, retention, willingness to recommend the employer as a place to work and overall employee engagement.

The study was conducted on 12 U.S. dairy farms, representing 168 employees located in Michigan, New York, Pennsylvania and Connecticut. Although these farms have larger herd sizes and more employees than the average Canadian dairy farm, the principles can still be applied in Canada. HRM areas that were identified in this study were: teamwork, application of rules, communication of goals

and job expectations, training, feedback, reporting supervisor, open communication, praise, tools and equipment to do the job and employee independence.

Researchers developed two questionnaires for employees and employers. The questionnaires were used to evaluate the work environment and direct and indirect impacts of HRM. Employee satisfaction was based on four simple questions on a scale of one to four or five, where one was a low score and four or five was a high score. The questions included:

- How satisfied are you working for your employer?
- How much longer do you want to work here?
- Would you recommend this workplace to others?
- How often do you come up with ideas to improve the operation?

In addition, employees were asked about their own attitude toward work and the work environment, as well as their overall opinion of their manager's attitude and behaviour. Employers, including managers and owners, were asked to rate what they thought their employees would respond to the management questions of the employee questionnaire. The analysis was based on four key categories to evaluate management practices—relationships, feedback and fairness, goals and direction and employee self-appraisal.

Employee satisfaction was related to their view of their relationship with the supervisor, as well as the clear goals and direction of the dairy farm. Employees were more satisfied with their workplace when the owner and-or managers are working to improve the operation and foster an environment where ideas for improvements are welcomed.

In terms communication, employees were more satisfied with their workplace if managers have open and honest communication, apply rules fairly and consistently, talk about problems openly and communicate clear job expectations. In addition, employees were more sat-

KEY EMPLOYEE ENGAGEMENT AREAS TO THINK ABOUT

- When an employee brings an idea forward, take the time to talk to them about their idea;
- When employers provide feedback, focus on what the employee has done well before discussing areas that need improvement;
- Set some time aside to engage with employees and demonstrate their suggestions are valued when setting operational goals;
- Try to address issues that employees experience in their day-to-day job. This could mean providing training and skills development, ensuring they have the tools needed to do the job and taking the time to listen to problems or concerns.



ified with their workplace when they had the tools and equipment they needed to do the job, frequent training on skills needed for the job and a sense of independence.

Building an environment with open communication was a key part to employee satisfaction. It's an important part of creating an environment that values continued education and allows for constructive discussions regarding improvements on the farm.

Employees' intention to stay on the farm was highly related to the communication and relationship with their manager. In addition to the overall relationship with their managers, employees who identified as having an interest in learning and commitment to the success of the farm also indicated their intention to stay at their job. These two elements show a vested interest of the employee to see the operation succeed for years to come, and working on fostering a learning environment is important to them.

Employees recommending the farm as a good place to work was mainly based on a positive relationship with their manager. Employees were more likely to stay if they were able to talk openly about problems, and their managers and-or owners are actively looking to improve their operation and workplace. Employ-

ees who felt they were in an environment where they could share ideas were more likely to recommend it as a good place to work to others.

Overall, relationship, trust and communication were key areas that impact employee satisfaction, retention and willingness to recommend the farm as a place to work. Building trust with employees takes time to develop, but it can have significant benefits on how an employee views their workplace. *Moore et al., 2020*, indicated the longer employees were employed at a farm, the more likely they are to bring forward ideas.

When managers recognize employees' needs are based on autonomy, relatedness and competence, there's an easier path forward in establishing better communication channels and relationships. The answer to poor communication is not more communication, but perhaps changing the communication style and what is being communicated to employees.

According to *Moore et al., 2020*, inspiring employees to be committed to their job and the success of the farm is not something employers can directly tell them to do. It's accomplished by developing a workplace culture that promotes idea sharing and continuous improvement. Setting goals for the operation with employee input can go a long way in improving

employee involvement and commitment.

There is not one area of management, such as feedback, communication, goals, applying rules, relationships or team building, that will improve employee engagement. Employees need to be actively involved in improving all aspects of HRM on the farm. Farm managers and-or owners should expand their knowledge on HRM skills, which will give them more tools to use on their employees.

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Marlene Paibomesai

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This article is prepared by the Ontario Ministry of Agriculture, Food and Rural Affairs livestock technology specialists to provide information producers can use on their farm.



REDUCING *GREENHOUSE GAS EMISSIONS* THROUGH CHANGES IN FEED

By Essi Evans
CONTRIBUTOR

Canada is leading the way in improving sustainability by finding ways to reduce greenhouse gas (GHG) emissions. Researchers across the country are demonstrating techniques that can be readily applied to reduce the environmental impact of cattle production.

As the name suggests, GHGs are capable of trapping heat in the atmosphere. Three important gases are produced during the rumen fermentation process. This includes carbon dioxide, methane and nitrous oxide.

Methane and nitrous oxide can remain in the atmosphere longer than carbon dioxide. Methane is particularly important because it also represents a loss of energy that might otherwise be used by cows.

While significant research has been conducted to evaluate methane reduction, it's sometimes difficult to interpret because it can be

calculated in different ways. The first is total output per animal per day.

This is not a particularly useful measurement from a farm standpoint since the reduction can be accompanied by lost production. Producers can also calculate methane reductions by measuring per unit of dry matter intake, or per unit of milk production.

Techniques are available to reduce methane and improve feed efficiency, such as adding fats to the

diet. Research carried out by Dr. Karen Beauchemin from Agriculture and Agri-Food Canada in Lethbridge, Alta., demonstrated with one per cent fat added to the diet, methane was reduced on average by five to six per cent. Producers should be careful to avoid excess unsaturated fat sources, particularly with diets high in concentrates.

Continued on page 32

Table 1: Change in methane output with the adoption of feeding technologies

| | Technology applied | | |
|---------------------------------|--------------------|-----------------------|------------------|
| | Fat | Monensin | Canola meal |
| Amount | 1% added to diet | 32mg/kg of dry matter | 4% of dry matter |
| Change in milk yield, % | +0.4 | +0.1 | +2.5 |
| Change in methane output | | | |
| Total output, % | -5.9 | -5.4 | -2.9 |
| Per kg of diet | -9.2 | -0.0 | -6.8 |
| Per kg of energy corrected milk | -2.7 | -1.4 | -7.5 |

NEW GENETIC EVALUATIONS RELEASED

By Allison Fleming and Brian Doormaal
CONTRIBUTOR

In December 2020, Lactanet Canada released its routine genetic evaluations for three new type traits, namely udder floor, front legs view and locomotion in all breeds, as well as for three fertility disorders, namely retained placenta, metritis and cystic ovaries in Holsteins, Jerseys and Ayrshires.

Producers can look for these new type evaluations on each animal's genetic evaluation summary page on Lactanet's genetics website. For the three fertility disorders, evaluations for all sires will be accessible on their health details page.

NEW LINEAR TYPE TRAITS

The three new linear type traits—udder floor, front legs view and locomotion—have official genetic evaluations for all breeds as of Decem-

ber 2020. In general, once a trait is added to the classification program by Holstein Canada, it takes a few years of collection to have sufficient records to perform accurate genetic evaluations.

Udder floor was added to the Canadian classification program in June 2017 as a trait contributing to the mammary system—at the time, replacing the defective characteristics: tilt and reverse tilt. For more than a decade, locomotion has been scored as a research trait, and this has also been the case for front legs view since June 2018. In 2021, Holstein Canada will transition these two traits to be official traits, and having genetic evaluations will now enable genetic selection and improvement.

EVALUATIONS FOR RESISTANCE TO FERTILITY DISORDERS

In December 2020, the first genetic evaluations for retained placenta, metritis and cystic ova-

ries, were added to Lactanet's current portfolio of health-related traits for Holsteins, Jerseys and Ayrshires. The collection of health events for these three fertility disorders began with the Canadian National Health Project, a nationwide effort to collect health and disease data, launched in 2007.

The growing database of health events recorded by producers using on-farm management software or record books, or by veterinarians offering herd health services through the Dossier Santé Animale—the animal health record program in Quebec—has already been used to produce genetic evaluations for clinical mastitis and traits contributing to the metabolic

Reducing greenhouse gas emissions through changes in feed, cont'd from page 31

Along with adding fats to the diet, producers can consider ionophores. Researchers from the department of environmental sciences and the department of animal and poultry science at the University of Guelph analyzed results from 22 research studies and found monensin consistently reduced methane by a small amount. This could indeed be a technology to consider for replacement animals.

As well, Dr. Chaouki Benchaar, another authority on GHGs, conducts his research at Agriculture and Agri-Foods Canada in Sherbrooke, Que. He has been studying canola meal as a replacement for soybean meal and found substantial improvements with as little as four per cent canola meal in the diet.

Table 1 provides results of the various methods that can be used to measure methane reduction, which are different depending on the metric used to express the reduction. The results should be considered on a whole farm basis. For example, total methane per cow per day may not go down if the technologies adopted improve milk yield, but fewer cows would be needed to meet quota. These results show there are simple ways to reduce GHG production and carbon footprint without sacrificing production.

Essi Evans

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CORRELATIONS BETWEEN RESISTANCE TO FERTILITY DISORDER PROOFS

While retained placenta, metritis and cystic ovaries can all be defined as fertility disorders, there are major differences between them even in terms of genetics. In Holsteins, there is a moderately strong relationship between sire proofs for retained placenta and metritis (73 per cent), but the proof correlation of these two traits with cystic ovaries is much lower—24 per cent with metritis and 11 per cent with retained placenta. This suggests cystic ovaries is a genetically different trait compared with the other two fertility disorders and may require specific attention for genetic selection and improvement.

CORRELATIONS WITH OTHER TRAITS

The three fertility disorders will not be combined into a specific index nor included in the lifetime performance index (LPI) formula. It's important to be conscious of how selection for other traits may indirectly affect genetic progress for these fertility disorders.

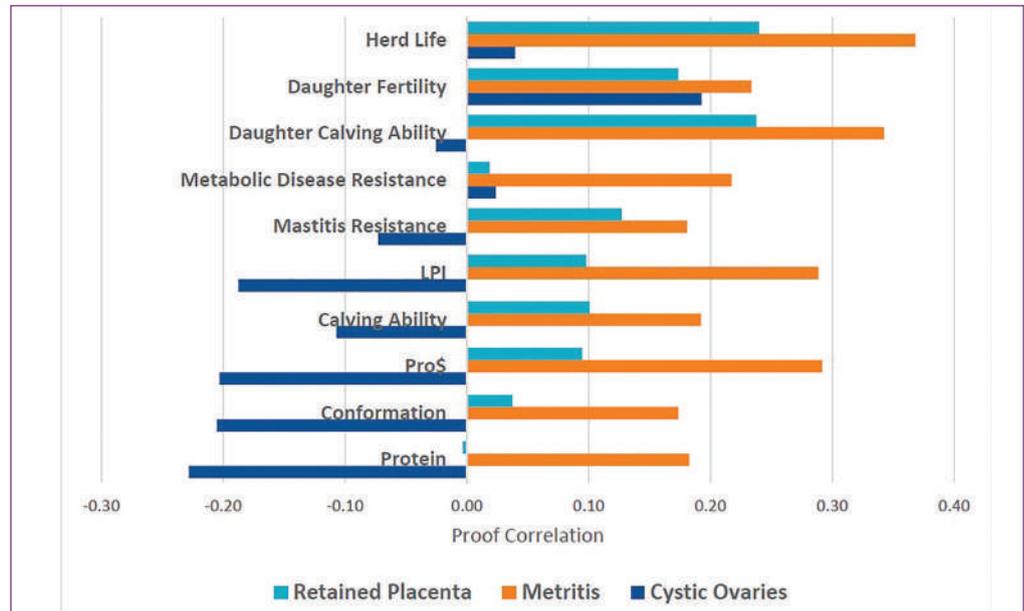
Figure 1 displays proof correlations for Holstein sires between the fertility disorders and other key traits commonly considered in selection decisions. All three fertility disorders are favourably correlated with herd life and daughter fertility. Metritis also has a favourable relationship with metabolic disease resistance. Confirming a link between these diseases is important during the transition period.

Most notable is the negative correlations observed between cystic ovaries and many other traits of interest, including LPI and Pro\$. While many selection practices will already be indirectly reducing the frequency of retained placenta and metritis resistance, the same selection could have an unfavourable indirect effect on the incidence of cystic ovaries.

The heritability of cystic ovaries and metritis is four per cent, while retained placenta is five per cent. Although these levels are relatively low, like other health traits, there is genetic variation observed among sires that can be exploited and used for genetic improvement.

The incidence of these fertility disorders is regarded to be largely management related by many

Figure 1: Holstein proof correlations for metritis, retained placenta and cystic ovaries with selected other traits



producers, but a genetic component is present and if a problem is present in the herd, genetics can provide a more permanent, additive solution over and above herd management considerations.

To access the full detailed article, including how to interpret the new evaluations, visit <https://bit.ly/2IOk4pG>.

Allison Fleming

is a geneticist at Lactanet Canada.

Brian Van Doormaal

is the chief services officer at Lactanet Canada.

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DIET COMPOSITION *IMPACTS ON VITAMIN B12* SUPPLY IN DAIRY CATTLE

Exploring empirical modelling of vitamin B12 duodenal flow in lactating dairy cows

By Kendra Hall
CONTRIBUTOR

Researchers at the University of Guelph's Centre for Nutritional Modelling (CNM), in partnership with Trouw Nutrition, have been developing models to better understand and predict the duodenal flow (DF) of B vitamins, which represents the true supply available to dairy cattle.

B vitamins are important for cattle health and milk production, but an undersupply can be problematic. Therefore, understanding the impacts on supply can influence feeding practices and allow for optimal health and performance.

B vitamins, including vitamin B12, behave differently. A model predicting vitamin B12 DF based on diet and ruminal characteristics will be published by the laboratory of Dr. Jennifer Ellis, assistant professor of animal systems modelling at the University of Guelph, in 2021.

Vitamin B12 is an important water-soluble vitamin, essential for various metabolic processes and milk production in lactating dairy cows. B12 is unique from other B vitamins in that it is not found in plants, and only certain bacteria can synthesize it.

Unless dietary supplementation is provided, dairy cattle must rely on ruminal microbes to supply B12. Since B12 must be synthesized when

feed passes through the rumen, the amount of vitamin available for absorption can be measured using the DF. The condition of the rumen appears to heavily impact the extent of B12 ruminal synthesis. Researchers looked at the effect of varying diet compositions on B12 DF through a meta-analysis of published research.

Researchers surveyed the literature and selected 16 published studies spanning 340 observations from individual lactating cows to extract data. The database was developed by reanalyzing saved samples from the diet and duodenum for B12 content.

Researchers used this data to develop models to better understand the true supply of vitamin B12 based on diet characteristics, such as dry matter intake (DMI) measured in kilograms per day, neutral detergent fibre (NDF), starch, crude protein and percentage of the diet that's dry matter.

To develop the models, three main steps were taken, including:

- High-level relationships between variables were assessed via visual plots and correlation matrixes to better understand the data;
- Observed values were assessed to identify and remove significant outliers;
- Potential mixed models, with consideration of the study effect or variation between studies, were developed in statistical software.

These models were then evaluated based on goodness-of-fit to the data, statistical significance and biological relevance.

After considering numerous equation forms and driving variables, the

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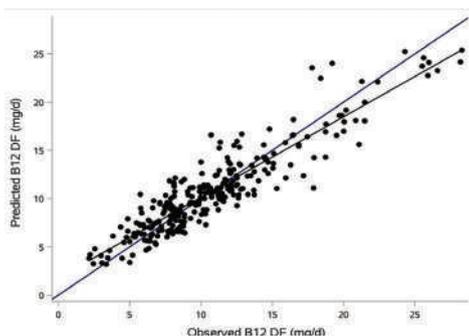
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Figure 1: Goodness-of-fit model evaluation, comparing predicted B12 duodenal flow (DF) against extracted data



best performing model was determined to be: $B12\ DF\ (mg/d) = -7.87 (\pm 2.46) + 0.29 (\pm 0.056) \times DietNDF(\%) + 0.44 (\pm 0.042) \times DMI\ (kg/d)$, RMSPE: 41.1%, CCC: 0.268. Figure 1 shows the accuracy of the model's predictions of B12 DF versus that of the data extracted.

B12 DF was positively impacted by both the overall DMI and the diet's NDF content. Since no B12 is found in feed, the positive correlation between DMI and B12 DF is assumed to be associated with the increased microbial synthesis in the rumen with increased DMI.

The positive correlation between diet NDF

and B12 DF is thought to be due to a reduced population of ruminal bacteria utilizing B12 when the diet contains high NDF. These results can be used to more efficiently and accurately estimate the dairy cow's supply of vitamin B12.

A better understanding of the supply can reduce over supplementation, saving cost while preventing undersupply, which may impact animal health and milk production efficiency.

The results described in this article are based on research performed by MSc student Vicki Brisson, under the supervision of Dr. Jennifer Ellis, assistant professor of animal systems modelling at the University of Guelph. For more information, contact Brisson at vbrisson@uoguelph.ca or follow CNM on Twitter @CNM_UofG.

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Kendra Hall

is the communications co-ordinator for the Centre for Nutrition Modelling at the University of Guelph.

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4-H ONTARIO VIRTUAL DAIRY PROGRAMMING

By Emma Curtis
CONTRIBUTOR

The COVID-19 pandemic has drastically changed the way 4-H Ontario delivers its regular programming. 4-H Ontario is committed to the positive development of young people, empowering them to become the next group of community leaders.

For youth, it's beneficial to provide support and structure in times of change and challenge. The opportunity to connect in an online format with their fellow 4-Hers and mentors can provide the support and sense of normalcy that can have a significant impact on their ability to endure this pandemic.

4-H Ontario has heard countless stories of youth and volunteers embracing these new challenges with tremendous resilience. One of its new virtual dairy clubs, led by Brenda Lothmann and her fellow leaders from the Dufferin 4-H Association in 2020, was a shining example of the power of 4-H.

Dairy is the most active club project in Ontario with more than 1,500 youth taking part in a dairy club in an average year. This year, in Dufferin 4-H, 19 youth participated.

For Lothmann and the team of leaders, they had to adapt their programming very quickly and substantially. This year, they decided to seize the opportunity of not being able to show their animals and embraced the experience of showing from a different perspective.

Lothmann and the other leaders had the youth design their own show, planning all the details from the venue down to the prizes. This provided the youth the opportunity to still take part in showing, as well as reflect on the work it takes to organize the show.

Lothmann has embraced online programming this year because of her sheer passion for 4-H.

"I really like being a leader," she says. "I look forward to seeing the kids again. The interaction is beneficial for the leaders as well." Many 4-H Ontario volunteer leaders this year had to adapt and reconfigure their goals in order to continue with their clubs. The amount of work and innovation to make these clubs fun and interactive has been extraordinary.

The Dufferin dairy club has sought out some new and fun ways to make virtual programming significant for the youth. They used interactive online tools, such as Kahoot. Lothmann explained both the youth participants and leaders were intrigued by how online programming would work, considering the hands-on mantra: "Learn to do by doing" that 4-H holds central. However, during these unprecedented times, it became beneficial to have a sense of familiarity for all involved.

Additionally, these clubs have been able to capitalize on the online aspect by inviting individuals to speak that would not have been able to speak for the youth before. Due to the virtual format, youth were able to learn from professionals in the agriculture industry on topics that they desired to learn about, that they wouldn't have had the opportunity to before.

Dufferin 4-H and Lothmann hope to continue their dairy club in the spring. Depending on the social distancing requirements related to pandemic, her hope is to adapt to a mix between virtual and in-person programming.

For anyone who is not sure about online programming, Lothmann would tell them to "give it a shot and challenge yourself to do new things. You will never know if you don't try."



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2021 SOUTHWESTERN ONTARIO DAIRY SYMPOSIUM CANCELLED

Due to the COVID-19 pandemic, the Southwestern Ontario Dairy Symposium committee has decided to cancel this year's event, traditionally held in Woodstock, Ont., in February.

The committee looks forward to the event in February 2022 with an exciting program for dairy producers and a great tradeshow for exhibitors. The committee thanks everyone for their support and looks forward to seeing producers and industry partners next year.

For more information about the Southwestern Ontario Dairy Symposium, visit www.dairysymposium.com.

VALUE OF BIOGAS CONFERENCE TO TAKE PLACE IN JANUARY, APRIL

The Canadian Biogas Association (CBA) will be hosting the 2021 Value of Biogas Conferences online. Two virtual events will take place from Jan. 19 to 21, 2021, and April 27 to 29, 2021. The Value of Biogas Conferences are Canada's premier biogas and renewable natural gas (RNG) conferences, covering key topics affecting the industry, while also offering the best opportunities for networking among peers and industry representatives. The event will offer:

- Value-packed program featuring industry experts from around the world;
- Virtual networking and enhanced online meeting opportunities;
- Virtual tradeshow showcasing diverse services, products and technology;
- Discounted registration and networking opportunities for CBA members.

The Canadian Biogas Association is the voice of biogas and renewable natural gas opportunities across Canada, representing more than 140 farmers, municipalities, utilities, technology developers, consultants, finance and insurance firms and other organizations in the sector committed to reaching Canada's biogas and RNG potential.

For more information, visit biogas.association.ca/vob2021.



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WESTERN CANADIAN DAIRY SEMINAR

The 2021 Western Canadian Dairy Seminar (WCDS) will take place online from March 8 to 12, 2021. The seminar is geared toward dairy producers, dairy service and supply representatives and technology transfer specialists, allowing them to network and gather the latest information in dairy production and technology advances.

Spread out over five days, the virtual version of WCDS 2021 will give participants the opportunity to hear from speakers presenting on a range of topics, including calf health, nutrition and reproduction.

There will also be virtual tours of three progressive dairy farms, a live student research presentation competition and a producer panel. The virtual tradeshow area gives participants the chance to connect with industry sponsors, as well as discuss the latest dairy-related research in the virtual research poster display section.

Registration is \$50 and includes all presentations, farm tours and access to the virtual tradeshow area. All producers who register before Feb. 8, 2021, will be entered in a draw to receive one of 100 WCDS event kits.

Participants can register online at www.wcds.ca/registration.

FARM TRANSITION TOOLKIT

Farm Management Canada, in partnership with Farm Credit Canada, BDO and MNP, has introduced the Farm Transition Toolkit—a one-stop shop for tools and resources for all stages and types of farm transition planning and implementation.

According to a Statistics Canada report released in 2016, there are more than 193,000 farms in Canada, and 72 per cent of those farms plan to transfer ownership to the next generation—75 per cent plan on transferring ownership within the decade.

Continued on page 38

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Farm transition toolkit, cont'd from page 37

Whether producers are in the middle of implementing a transition plan and need help to

keep the momentum going or whether they're just starting to think about transition, the toolkit, which launched in January 2021, will direct them to the tools, resources and pro-

fessionals to support their transition journey. Producers will also discover why the most successful farm businesses have a transition plan.

To access the toolkit, visit farmtransitionguide.ca.

ROOTS TO SUCCESS RISK MANAGEMENT VIRTUAL TRAINING SESSION

Farm Management Canada invites farmers to attend the Roots to Success Risk Management virtual training session to increase their ability to assess and address risks using a comprehensive approach to managing risk on the farm.

The training session series will take place Jan. 26 and 29, 2021, as well as Feb. 8 and 11, 2021, and will allow farmers to:

- Gain knowledge, tools and resources to make better business decisions;
- Share best practices and lessons learned with other producers;
- Begin to create a comprehensive risk management plan tailored to their farm.

Thanks to Agriculture and Agri-Food Canada and the Agri-Risk Initiatives Program, this session is free for producers. For more information on the workshop, visit fmc-gac.com.

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Dairy Farmers of Ontario is reminding producers to clear their laneways of ice and snow.

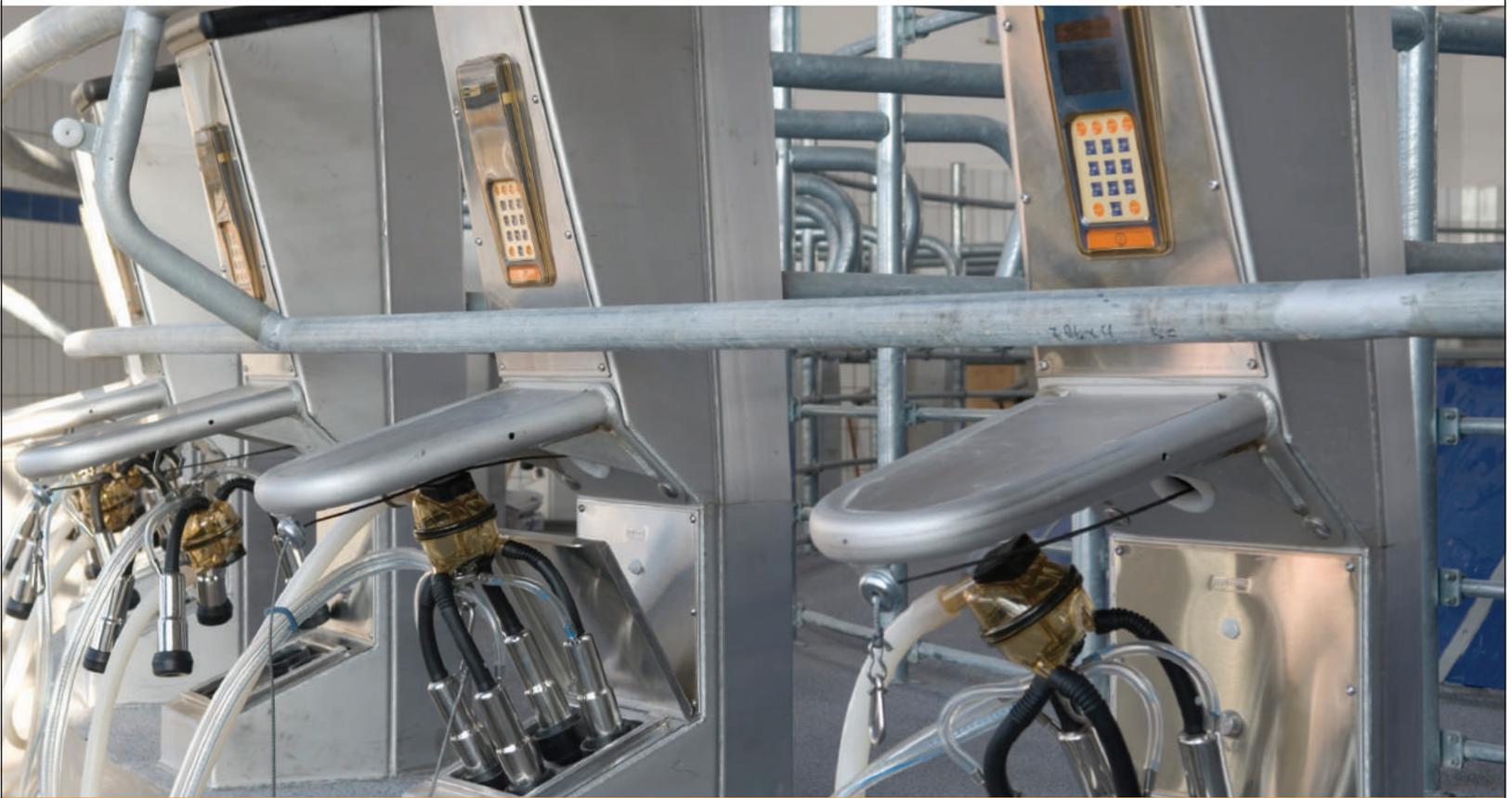


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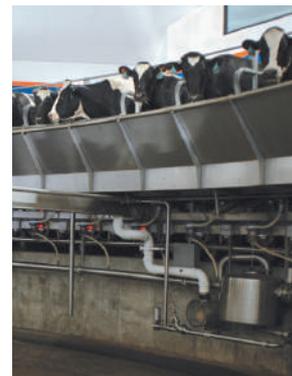
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AUCUNE CONCESSION ENVERS LE MARCHÉ CANADIEN DES PRODUITS LAITIERS EN VERTU DE L'ACCORD COMMERCIAL PROVISOIRE AVEC LE ROYAUME-UNI

Le gouvernement fédéral a mentionné aux Producteurs laitiers du Canada (PLC) qu'il n'accordera pas d'accès supplémentaire au marché canadien des produits laitiers dans l'accord commercial avec le Royaume-Uni qui suit le Brexit.

Le Royaume-Uni quitte officiellement l'Union européenne le 1er janvier 2021 et les PLC ont exprimé leur inquiétude que le gouvernement puisse sacrifier davantage la production laitière canadienne pour conclure un accord avec une Grande-Bretagne nouvellement indépendante.

En novembre 2020, les deux nations ont annoncé un accord commercial transitoire en vertu duquel le Royaume-Uni devra respecter les dispositions d'importation existantes en vertu de l'Organisation mondiale du commerce pour ses exportations de produits laitiers au Canada, ce qui permettra de maintenir un accès international total aux niveaux actuels.

Les deux nations s'engagent également à négocier un accord officiel. Cependant, le gouvernement canadien a garanti aux PLC qu'il n'y aurait pas de

concession en matière d'accès au marché des produits laitiers sur la table lors de ces négociations.

L'Express laitier des PLC vous garde informé



Inscrivez-vous à l'Express laitier, notre bulletin électronique. Veuillez envoyer un courriel à communications@dfc-plc.ca pour qu'on puisse ajouter votre nom à la liste de diffusion.

LES PLC JOUENT UN RÔLE-CLÉ DANS LE SUCCÈS DES REVENDICATIONS EN MATIÈRE D'INDEMNISATION EN LIEN AVEC LES ACCORDS COMMERCIAUX

Par Pierre Lampron
COLLABORATEUR

Après plusieurs mois de plaidoirie par les Producteurs laitiers du Canada (PLC) et d'autres organismes, le gouvernement a respecté son engagement par l'annonce, en novembre 2020, d'un horaire pour l'indemnisation en suspens promise aux producteurs laitiers.

Cette indemnisation concerne les concessions accordées envers la production laitière nationale dans le cadre de l'Accord économique et commercial global entre le Canada et l'Union européenne (AECG) et de l'Accord de partenariat transpacifique global

et progressiste (PTPGP).

Cette annonce confère une plus grande certitude pour les producteurs laitiers à un moment où ils en ont vraiment besoin. Plutôt que de verser les paiements au cours des sept prochaines années, les producteurs laitiers recevront le reste du montant de 1,405 milliard de dollars par le biais de paiements directs en fonction d'un calendrier accéléré de trois ans : 468 M\$ en 2020-2021, 469 M\$ en 2021-2022 et 468 M\$ en 2022-2023. Le versement des paiements se fera conformément au Programme de paiements directs pour les producteurs laitiers, qui est exécuté par la Commission canadienne du lait (CCL). Les producteurs devront s'inscrire d'ici le 31 mars 2021 pour recevoir les paiements. Les produc-

teurs laitiers souhaitent investir dans leurs fermes afin d'innover et d'obtenir des gains d'efficacité. Les PLC ont pour objectif de mieux se préparer à l'intensification de la concurrence découlant des produits laitiers importés fabriqués avec du lait produit ailleurs en conséquence de l'AECG, du PTPGP et, plus récemment, de l'Accord Canada-États-Unis-Mexique (ACEUM).

Ces investissements importants à la ferme doivent s'accompagner d'un degré de certitude vis-à-vis de l'indemnisation promise. La réduction des délais pour les paiements prévus se veut une reconnaissance par le gouvernement de l'importance de la concurrence étrangère subie par les producteurs laitiers. C'est ce qui explique l'importance de cette annonce.

D'ici 2024, 18 % de la production laitière nationale du Canada aura été sous-traitée à des producteurs étrangers, qui fournissent du lait pour des produits laitiers importés qui se retrouvent sur les tablettes des épiceries canadiennes.

Les PLC se concentrent maintenant sur l'indemnisation concernant l'ACEUM. Ils se réjouissent à l'idée de rencontrer la vice-première ministre Chrystia Freeland et la ministre de l'Agriculture et de l'Agroalimentaire Marie-Claude Bibeau sur cette question.

PROGRAMME DE PAIEMENTS DIRECTS POUR LES PRODUCTEURS LAITIERS

Agriculture et Agroalimentaire Canada (AAC) enverra une lettre par la poste qui explique en détail comment s'inscrire au programme à l'ensemble des producteurs canadiens au début de 2021.

Les producteurs ont jusqu'au 31 mars 2021 pour remplir le formulaire d'inscription en ligne au moyen du code spécial indiqué dans la lettre.

On accède au site Web informatif d'AAC, qui contient une foire aux questions détaillée sur le programme de paiements, en visitant le <https://bit.ly/38g0VWd>. Les producteurs qui ont d'autres questions doivent appeler AAC au 877-246-4682.

On a mandaté la Commission canadienne du lait (CCL) pour assurer la prestation du programme et émettre les paiements.

Pierre Lampron

est le président des Producteurs laitiers du Canada.

ENGAGEMENT ENVERS LA MISSION, LA VISION, LES PRINCIPES DE FONCTIONNEMENT ET LES VALEURS



Par Murray Sherk
PRÉSIDENT DU DFO

Dans le numéro de janvier 2020 de la revue Milk Producer, j'ai terminé le discours de ma présidence par une citation de Winston Churchill : « Il ne sert à rien de dire : Nous avons fait de notre mieux. Il faut réussir à faire ce qui est nécessaire ».

Nous étions loin de nous douter de ce qui nous attendait en 2020 et des défis que nous allions devoir relever en raison de la pandémie de la COVID-19. Avec le recul, je crois sincèrement que le conseil d'administration et le personnel de Dairy Farmers of Ontario (DFO) ont « réussi à faire ce qui était nécessaire » au cours de l'année écoulée. Nous pourrions citer de nombreux exemples de changements qui ont été apportés pour répondre aux besoins de notre environnement en constante évolution.

À l'aube de l'année 2021 en Ontario, nous nous trouvons dans une situation de confinement à l'échelle de la province - bien que les vaccins contre la COVID-19 soient désormais disponibles. Les questions abondent quant à savoir à quel moment les entreprises et la population pourront fonctionner de manière à nous permettre d'être à nouveau ensemble - que ce soit dans le cadre du travail, des sports, des événements familiaux ou des activités communautaires- à quoi ressemblera la nouvelle normalité et comment nos marchés se comporteront. Le désir de normalité est manifeste.

Dans le contexte de l'évolution des circonstances, le DFO, en tant qu'organisation, reste fidèle à sa mission, à sa vision, à ses principes de fonctionnement et à ses valeurs. Alors que la mission est d'assurer le leadership et l'excellence dans la production et la commercialisation du lait canadien et que la vision est d'être une industrie laitière canadienne dynamique, rentable et en pleine croissance, je souhaite attirer votre atten-

tion sur les principes de fonctionnement auxquels le DFO est attaché afin de réaliser sa mission.

- Un système de commercialisation du lait bien structuré, basé sur la gestion efficace des frontières, la maîtrise de la production et une combinaison de coûts de production et de fixation des prix établis en fonction du marché;
- L'utilisation responsable des pouvoirs qui lui sont conférés en vertu de la Loi sur le lait de l'Ontario, y compris un processus clairement défini régissant l'élaboration des politiques;
- La priorité accordée au bien collectif de l'industrie plutôt qu'aux producteurs individuels;
- L'application juste et équitable des politiques;
- La possibilité pour les producteurs efficaces de tirer un rendement raisonnable de leur travail, de leur gestion et de leur investissement;
- Le fait de comprendre que le DFO est dirigé par un conseil élu de producteurs laitiers, que les transformateurs sont leurs clients et que les consommateurs déterminent le marché;
- La production et la commercialisation de lait et de produits laitiers sûrs et de haute qualité;
- La collaboration proactive avec les partenaires nationaux, provinciaux et les partenaires qui ont mis leurs fonds en commun pour faire progresser l'industrie laitière canadienne.

L'année à venir est remplie d'éléments inconnus, mais nous devons faire preuve de stratégie en travaillant ensemble pour créer un avenir qui respecte les principes ci-dessus tout en nous adaptant aux réalités changeantes du marché. La vitesse à laquelle les changements se sont produits n'a certainement pas ralenti et nous ne pouvons pas nous attendre à ce que cela se produise à l'avenir. Nous devons, individuellement et collectivement, faire preuve de flexibilité et de souplesse afin de pouvoir répondre aux besoins de l'année à venir.

En guise de conclusion, je citerai à nouveau Winston Churchill qui aurait également déclaré « Le succès n'est pas définitif, et l'échec n'est pas fatal. C'est le courage de continuer qui compte ». Puisseons-nous tous avoir le courage de forger l'avenir de l'industrie laitière pour le plus grand bien des générations à venir.

RAPPEL - LA POLITIQUE CONCERNANT LE PAIEMENT DES COMPOSANTS À LA FERME SERA MISE EN ŒUVRE LE 1ER FÉVRIER EN ONTARIO

Par Jennifer Nevans
RÉDACTRICE

Alors que l'industrie laitière canadienne continue de se débattre avec les impacts des restrictions liées à la COVID-19 sur les marchés, plus particulièrement sur l'industrie de la restauration, Patrice Dubé, économiste en chef et responsable de l'élaboration des politiques chez Dairy Farmers of Ontario (DFO), déclare que le modèle de prévision de la Commission canadienne du lait prévoit toujours une certaine croissance pour la campagne laitière en cours.

« Nous sommes actuellement dans une période où la demande baisse (en janvier) », dit-il. « C'est normal pour cette période de l'année après les vacances. Nous nous attendons à une certaine croissance de la demande à long terme, surtout lorsque l'économie rouvrira au printemps et que davantage de personnes recevront le vaccin ».

Les ventes au détail demeurent le meilleur indicateur disponible de l'évolution de la demande intérieure au niveau du commerce de détail. Pour les quatre semaines se terminant le 31 octobre 2020, les ventes de lait de consommation, de crème liquide, de yaourt, de crème glacée, de fromage et de beurre ont augmenté dans une proportion de 4,7 %, 10,2 %, 6,1 %, 11,7 %, 9,5 % et 14,5 %, respectivement, par rapport à la même période de quatre semaines l'année précédente.

Les besoins nationaux totaux en matière grasse pour octobre 2020 ont atteint 1,15 million de kilogrammes, soit 3,45 % de plus que le mois précédent, et 0,85 % de plus qu'en octobre 2019. Entre-temps, la production totale de lait pour le P5 en octobre 2020 a atteint 796 000 kg, soit une augmentation de 1,14 % par rapport au mois précédent et de 2,17 % par rapport à octobre 2019.

Compte tenu de la forte production actuelle et prévue pour répondre aux besoins anticipés



du marché, les conseils du P5 n'ont pas accordé de journées incitatives aux producteurs conventionnels pour janvier 2021.

Toutefois, à la fin novembre 2020, le conseil d'administration du DFO a annoncé que les journées incitatives suivantes seraient émises sur une base non cumulative pour tous les producteurs biologiques pour 2021 :

- Deux jours chaque mois en février, mars, avril, mai, juin et juillet;
- Trois jours en août;
- Quatre jours en septembre, octobre et novembre;
- Trois jours en décembre.

L'objectif principal des conseils du P5 est de surveiller en permanence la situation du marché laitier et de répondre à la demande de la manière la plus optimale possible. En ces temps d'incertitude, les conseils du P5 continueront à adapter les signaux de production pour répondre à l'évolution du marché, selon les besoins.

RAPPEL: POLITIQUE CONCERNANT LE PAIEMENT DES COMPOSANTS À LA FERME

Nous rappelons aux producteurs que les changements apportés à la politique concernant le paiement des composants à la ferme seront mis en œuvre le 1er février 2021 en Ontario, au Nouveau-Brunswick et à l'Île-du-Prince-Édouard, et au plus tard le 1er août 2021 au Québec et en Nouvelle-Écosse.

Ces changements visent à reconnaître la croissance continue du marché de la matière grasse et l'excédent de solides non gras dans le système. Ils n'ont pas d'incidence sur la facturation des usines, mais plutôt sur la méthode de répartition des recettes entre les producteurs.

Actuellement, les producteurs qui ont un ratio de solides non gras inférieur à 2,3 reçoivent le même prix et ne sont pas payés pour les solides non gras lorsque le ratio dépasse 2,3. Avec la politique modifiée, deux ratios SNG/G seront utilisés pour établir les paramètres de paiement pour les SNG. Entre-temps, toutes les matières grasses produites dans le cadre de la production intraquota seront payées à un taux similaire à celui du prix actuel.

Une fois ce changement mis en œuvre, si

le rapport SNG/G est inférieur à deux, les protéines seront payées à un prix intraquota plus élevé que les prix actuels, et le lactose et les autres solides seront payés à un taux fixe de 0,90 \$ par kilogramme.

Si le ratio SNG/G est supérieur à deux, les protéines, le lactose et les autres solides seront payés selon le prix de la classe 4a pour la partie du SNG comprise entre deux et 2,3.

Si le ratio SNG/G est supérieur à 2,3, aucun paiement ne sera effectué pour les protéines, le lactose et les autres solides à partir de février 2021 en Ontario, au Nouveau-Brunswick et à l'Île-du-Prince-Édouard. Il n'y aura pas non plus de prime pour les matières grasses. Toutefois, cette partie des recettes totales sera versée aux producteurs dont le ratio de SNG est inférieur à deux dans la même province respective, et ce jusqu'à ce que la nouvelle politique soit mise en œuvre dans toutes les provinces du P5. À ce moment-là, la mise en commun des recettes des provinces du P5 pour tous les producteurs de ces provinces ayant un ratio de SNG inférieur à deux sera en vigueur. 

PRIX DU QUOTA QUOTIDIEN (\$/kg)

| | PROVINCE | Prix/kg | Montant voulait/kg | Quantité à vendre/kg | Quantité achetée/kg |
|---------------|-----------------------|---|--------------------|----------------------|---------------------|
| DÉCEMBRE PRIX | Alberta | 44 350 \$ | 299,65 | 140,06 | 102,56 |
| | Saskatchewan | 36 500 \$ | 47,00 | 21,00 | 21,00 |
| | Colombie-Britannique | 36 500 \$ | 1938,28 | 158,00 | 158,00 |
| | Manitoba | 33 617 \$ | 232,67 | 293,87 | 61,75 |
| | Ontario | 24 000 \$ | 19 192,22 | 168,32 | 168,32 |
| | Québec | 24 000 \$ | 18 145,35 | 229,57 | 230,29 |
| | Nouveau-Brunswick | 24 000 \$ | 423,80 | 4,60 | 4,60 |
| | Nouvelle-Écosse | 24 000 \$ | 1048,64 | 2,64 | 2,66 |
| | Île-du-Prince-Édouard | Il n'y a pas de prix d'équilibre d'échange établi | | | |

*Terre-Neuve n'utilise pas d'échange mensuel de quotas

**Plafond de 24 000 \$ en vigueur en Île-du-Prince-Édouard Nouveau-Brunswick Ontario Nouvelle-Écosse et le Québec



Retenues en Ontario

Pour novembre 2020

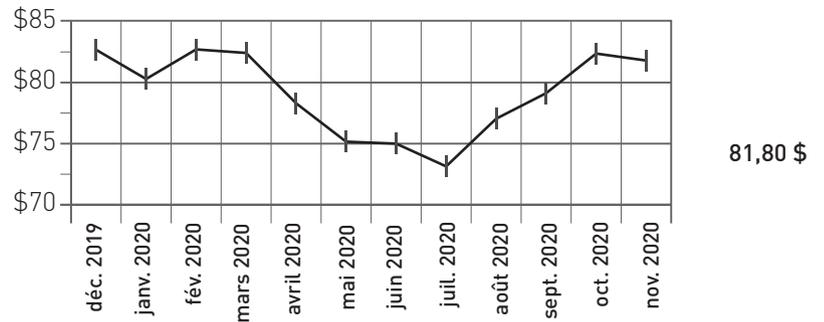
| | Intérieur quota *par hL | Excédent de quota *par hL |
|--------------------------|-------------------------------|------------------------------------|
| Administration DFO | 0,625 \$ | 0,625 \$ |
| Recherche DFO | 0,050 \$ | 0,050 \$ |
| CanWest DHI | 0,060 \$ | 0,060 \$ |
| Transport | 2,860 \$ | 2,860 \$ |
| Expansion de marché | 1,400 \$ | 1,400 \$ |
| Total de retenues | 4,995 \$ | 4,995 \$ |
| Total net moyen | 76,802 \$ | -4,995 \$ |

*Ces équivalents par hl sont calculés d'après la composition moyenne ontarienne pour novembre 2020 de 4,18 pour la M.G., de 3,27 pour la protéine et de 5,93 pour les A.M.S., et arrondis au centième près.

Le prix réel du transport pour novembre 2020 était de 2,860 \$ l'hectolitre.

REVENU BRUT MOYEN EN ONTARIO

Retenues brutes moyennes par hL, basé sur la composition mensuelle provinciale kg-par-hL.



PRIX BRUT ACCORDÉS

Pour novembre 2020

| | M.G. par kg | Protéin par kg | A.M.S par kg | REVENU par kg de M.G. | REVENU *par hL |
|----------------------|----------------|-------------------|-----------------|-----------------------------|-------------------|
| Prix intérieur-quota | 10,57 \$ | 8,49 \$ | 1,59 \$ | 19,38 \$ | 81,80 \$ |
| Excédent de quota | 0,00 \$ | 0,00 \$ | 0,00 \$ | 0,00 \$ | 0,00 \$ |

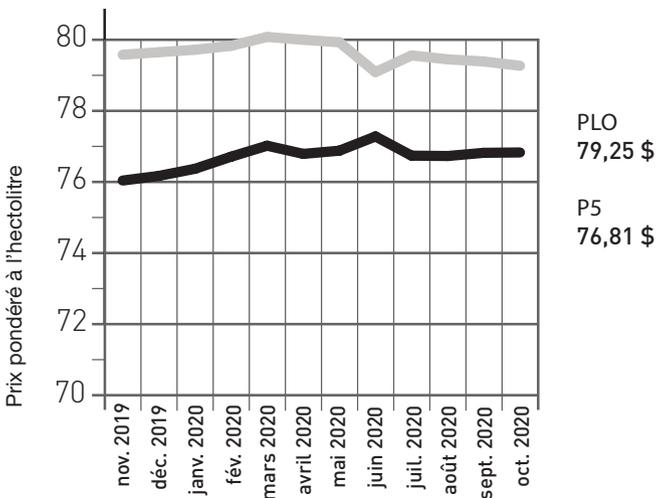
En novembre, 3346 producteurs ont livré du lait au DFO comparativement à 3394 l'an dernier.

PRIX PONDÉRÉS DU P5 ET DU POOL DE L'OUEST*

Le graphique ci-dessous montre le prix pondéré de 12 mois pour les provinces du P5 et le pool de lait de l'Ouest (PLO).

*Ces chiffres sont fournis avec un décalage de trois mois

— Prix pondéré du P5
— Prix pondéré du PLO



PROPORTION DE MATIÈRE SÈCHE DÉGRAISSÉE À LA MATIÈRE GRASSE (M.S.D.-M.G.)

Ce graphique montre la proportion de M.S.D.-M.G. en Ontario pour les 12 derniers mois par rapport à sa proportion ciblée de 2,1722.

— Proportion de M.S.D.-M.G. en Ontario
— Proportion ciblée de M.S.D.-M.G. en Ontario

