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RICH DAIRY HISTORY

Canadian dairy farm families recognized for their contributions in helping build and grow this great nation

What does Canada’s 150th anniversary mean to you, your family and farm history? This month’s cover story series uncovers the deep-rooted history of three longstanding farm families in Alberta, Ontario and New Brunswick. All three farms have been in existence for 100 years or more, helping establish and grow Canada’s rich agricultural landscape.

You’ll read about the Jespersen family, who emigrated from Denmark to South Dakota, U.S., and later to Stony Plain, Alberta, and how they played a significant role in their community. Andrew Jespersen’s son, Ralph, became one of the key figures in the development of the milk quota system, and served as a member of the legislature assembly for Stony Plain from 1967 to 1971, as well as president of Alberta Milk for several years. Our coverage of the Tamblyn family in Ontario shows why they relish the opportunity to celebrate the seventh generation on the farm. Their story begins with Thomas Tamblyn, who emigrated with his family from England in 1834. The family played an integral role in establishing Hope Township. Fred Tamblyn, one of Thomas’s great grandsons, was instrumental in organizing the Durham County Holstein-Friesian Club, which started in 1917. And in New Brunswick, you’ll find Walkerhill Farms, located near Sussex, which was started by Jim and Paul Walker’s grandfather’s great-grandfather in the early- to mid-1800s. Today, the seventh generation is now working on the farm.

All these stories, and more features about the dairy industry’s contributions to Canada’s 150-year history, can be found on pages 28 to 33. You can also read more about heritage dairy farm families from across Canada in Dairy Farmers of Canada’s commemorative book entitled, Dairy Farmers, Deeply Rooted for a Strong Future. The book, which was specifically created to celebrate Canada’s 150th anniversary, showcases the contributions of Canadian dairy farmers in the building and growth of this great nation. It traces the emergence of dairy farming in each of Canada’s provinces through the personal stories of a family of dairy farmers who have been farming for many generations. You can download a PDF copy by visiting https://www.dairyfarmers.ca/news-centre/news/policy/dairy-farmers-of-canada-is-proud-to-present-the-book-dairy-farmers-deeply-rooted-for-a-strong-future.

MAGAZINE AWARDS

Milk Producer magazine has once again been recognized for publication excellence by APEX. The 29th annual awards program recognizes excellence in publishing by professional communicators. APEX awards are offered for graphic design, editorial content and overall communications excellence. More than 1,300 entries were submitted from around the world in 100 categories. Milk Producer received Awards for Publication Excellence for Magazines, Journals and Tabloids for the one- to two-person produced category, as well as for assistant editor Jennifer Nevans’s June 2016 cover story, entitled Father and son continue to operate 101-year-old dairy farm, under the Feature Writing category.

This is the fourth time Milk Producer has won APEX awards. It has previously received honours for most improved magazine and design and illustration of its 50th anniversary photo spread. And in three out of the four years, Milk Producer was awarded honours for the one- to two-person produced category.
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As I attended the grand opening of the new milk ultrafiltration system at Parmalat Canada’s Winchester plant, and celebrated this important milestone with other industry representatives, I was also reminded that we, as an industry, still have a way to go to modernize our system and prepare for any new trade measures on the horizon.

The race toward starting discussions on the North American Free Trade Agreement (NAFTA) appears to be ramping up speed. Last month, the United States dairy industry submitted its demands regarding upcoming NAFTA renegotiation discussions. These included requests to reverse rules surrounding ultrafiltered milk products and increased access to the Canadian market. The requests were sent in a 15-page document submitted to the U.S. government as it sought to collect input from industry representatives while preparing American negotiating positions for NAFTA talks, which are likely to start in August.

U.S. dairy officials believe Canadian producers benefit from import controls, huge tariffs and, with the introduction of the national ingredients strategy, the ability to sell products at subsidized prices. Nothing could be further from the truth.

Dairy Farmers of Ontario has unequivocally stated there has been no change to any regulations affecting imports or border controls between the U.S. and Canada. All exports from the U.S. and imports into Canada are permitted as has always been and there are no new trade policies.

Contrary to any suggestion Canada is protectionist is the fact the U.S. enjoys a significant dairy trade surplus with Canada each year. According to Canadian Dairy Commission and Government of Canada statistics, Canada imported a total of almost $1 billion ($971 million) in dairy products in 2016, and ran a total dairy trade deficit of almost $735 million. The U.S. enjoyed a net trade surplus with Canada of almost half a billion dollars.

Put simply, the U.S. enjoys huge market access into Canada and Mexico under NAFTA. In fact, the current agreement favours the U.S. in terms of dairy trade. Canadian dairy and government officials have been to Washington more than 100 times to defend our system, and they should be commended for a job well done so far. There have been high-level meetings with U.S. President Donald Trump and his cabinet secretaries, members of Congress, as well as state governors and lieutenant-governors. This outreach is being conducted by both federal and provincial delegations.

As NAFTA talks edge closer, it will be even more important to point out the potential impacts to the U.S. dairy industry if the U.S. government withdraws entirely or makes drastic changes to the agreement. U.S. dairy farmers are feeling the pinch from excessive milk production, and while Canadian dairy farmers sympathize with their plight, Canada is not to blame for this situation. In fact, the U.S. dairy crisis only bolsters the case for our strong Canadian dairy system.

We all know our system is important because it works for all Canadians. It drives economic growth by providing long-term sustainable jobs and economic activity associated with food production. However, it is not something we can take for granted. We must continue to work with all levels of government, and recognize their ongoing support of our industry.

Ralph Dietrich, chair
Dairy Farmers of Ontario
June 26, 2017
At DuPont Pioneer, we believe in growth. Growth of crops, people and the communities we’re proud to be part of. Here’s to all the men and women who never stop growing.

#neverstopgrowing

Here’s to farmers who never wanted to be anything but.
 Parmalat Canada recently unveiled its new milk ultrafiltration system at its cheese plant in Winchester Township in North Dundas, Canada’s largest cheese processor held an inauguration on June 13, when it revealed the new system to local and industry dignitaries.

The equipment will process ultrafiltered milk, a liquid dairy ingredient containing up to 85 per cent milk protein, which is used to make cheese and yogurt. It will also help increase the plant’s milk-processing capacity and produce more cheese per vat, ensuring consistent quality every time.

According to the company, the system boasts an energy recovery rate of 98 per cent, which enables it to more efficiently use municipal water. Currently, the plant uses water extracted from the milk ultrafiltration processing system as its wash water, a process it hopes to expand for all its cheese and butter production wastewater needs.

With the new system in full operation, Parmalat Canada now employs more than 260 people from the community and has become the largest employer in the township.

“This announcement hails an important phase for the Winchester plant and strengthens its key role in the development of Parmalat Canada’s operations,” says Jean-Paul Quiblier, senior vice-president of operations. “From an operational perspective, the new system presents a few benefits and allows us to produce more cheese, provide our cheesemakers with milk of consistent composition over the years, and increase our capacity to process milk as soon as it is delivered. It gives dairy producers tangible potential for growth and increased value of their milk.”

This year marks the 126th anniversary of Parmalat Canada’s Township of North Dundas’s dairy processing facility. As part of its celebratory year, company officials invited industry stakeholders, including Dairy Farmers of Ontario (DFO) staff, to tour the facility and enjoy a wine and cheese buffet at its inauguration event.

DFO chair Ralph Dietrich says the new facility will open up new possibilities for producers to sell more milk and expand market growth.

“This is an investment into the entire dairy industry ... a successful collaboration between farmers and Parmalat Canada toward mutual goals of growth and higher quality products,” he says. “We, as producers, want to milk more cows and produce more milk for Canadian consumers and processing plants.”

Parmalat Canada’s first plant started in 1891 when Jack Ault opened a small cheddar cheese factory in Cass Bridge, Ont., near Winchester. He received fresh milk in 30-gallon boxes from 25 local dairy farmers operating within a three-kilometre radius. The cheese was sent to Morrisburg, Ont., by boat on the St. Lawrence River, stopping in Montreal before setting sail for England. In 1930, the company relocated to the village of Winchester.

“The expansion of the Winchester plant, which is a win, is also a win for our dairy industry, for local producers. I can’t be a local mayor in rural Dundas County without saying it shows the strength and stability of supply management,” says Eric Duncan, mayor of Township of North Dundas.

Dairy Farmers of Ontario (DFO) launched a new consumer-targeted Twitter account on June 1.

@OntarioMilk will focus on sharing information on milk’s nutritional benefits, promoting Ontario dairy products and events related to food and farming, as well as sharing positive stories about the industry and the Recharge with Milk program.

DFO communications staff has also reached out to food bloggers, creating partnerships to increase DFO’s audience and influence.

The new account was created after a recommendation from the social media advisory committee. The committee, made up of Ontario producers active on social media, met earlier this year to discuss DFO’s social media presence. From those discussions, communications staff decided to separate its Twitter accounts. @DairyOntario will target producers and stakeholders, and @OntarioMilk will target consumers.

The @DairyOntario Twitter account will continue posting farm and dairy industry-related news.

**Parmalat Canada**

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Parmalat Canada hosts inauguration to unveil new milk ultrafiltration system
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FARMERS OPEN THEIR DOORS TO THE PUBLIC

CanWest DHI and Valacta have announced two new service enhancements designed to bring greater value to robotic milking herds.

The Ori-Sampler is a new milk sampling device, which was designed and manufactured in Europe and is now available in Canada through CanWest DHI and Valacta. It is compact, lightweight, easy-to-use and approved by the International Committee for Animal Recording for official industry improvement programs. It makes on-farm sample collection easier and more convenient. By using a large data set and in collaboration with a leading European-based milk recording organization, adjustment factors, in particular for milk fat percentage, were recently implemented for robotic herds in Canada. The use of adjustment factors is a common practice in conventional herds, and DHI is pleased to extend the same approach to further enhance the service it offers to robotic herds.

“The use of robotic technology is growing rapidly in Canada, and we are pleased to invest in service development for those customers,” says Richard Cantin, CanWest DHI’s manager of marketing and product development. “This is part of our ongoing process of improving services to reflect changing industry needs.”

There are currently more than 650 robotic herds on DHI in the country, with close to 70,000 cows. This represents almost 10 per cent of all DHI herds, making it a sizeable segment.

“For DHI, the opportunity is to add to and complement the on-farm data so dairy managers and their advisers have the best possible information available for making decisions,” Cantin says.

CanWest DHI and Valacta are milk recording organizations, providing profitable dairy management solutions to dairy producers across Canada.
LOCAL FARMERS, CONSERVATION AUTHORITY TAKE LEAD IN IMPROVING WATER QUALITY

By Lilian Schaer

Farmers in the Chatham-Kent area are actively participating in a special cost-share program to boost water quality in the region through changing practices on the farm.

The Lower Thames Valley Conservation Authority (LTVCA) has been working with local farmers to implement best management practices (BMPs) to improve the watershed’s environmental performance and quality of water flowing into Lake St. Clair and Lake Erie.

Two years ago, with the support of the Great Lakes Agricultural Stewardship Initiative (GLASI), LTVCA helped launch the Priority Subwatershed Project in the Jeannette’s Creek area, which provides up to 80 per cent cost share to a maximum of $75,000 per eligible farm business to implement specific agronomic and soil health BMPs on their land.

Through the program, LTVCA is also undertaking rigorous monitoring and verification of those BMPs to track their effectiveness.

Data from BMP implementation, from extensive surveying and the water quality monitoring network, will be sent to the University of Guelph to model phosphorus reduction. This information will be used in a cost-benefit analysis to establish the cost of agricultural land use data for their fields in the area, including crop types and yields, fertility and tillage practices, as well as field characteristics, such as drainage, tile spacing or soil sample results.

The program is limited to an 18.6 square kilometre area that was chosen with a few specific reasons in mind, according to LTVCA’s agricultural program co-ordinator, Colin Little. This includes a unique pump scheme drainage system that has allowed farmers to drain and farm regions that are below Lake St. Clair’s water elevation levels.

“Jeannette’s Creek is not necessarily a priority sub-watershed in relation to its phosphorus loading levels—all tributaries in the Thames River watershed have elevated nutrient concentration levels, making the entire region a priority,” he explains. “But the hydrology of the pump schemes here is unique and nutrient processes are not well understood.”

Water only flows to the creek when drains and reservoirs reach a threshold that requires the pump stations to operate and discharge water. These systems function differently than free flowing watercourses and the LTVCA has not had capacity to monitor the 95 pump stations to determine how they may be affecting phosphorus levels in the Thames River watershed. Three pump schemes with varying soil types are now being monitored through the current program.

The initiative has been popular, with more than 2,184 acres or about 48 per cent of the agricultural land in the catchment area having at least one BMP implemented through the program. Many farmers have undertaken multiple practices, and have adopted the 4R approach to nutrient stewardship—application at the right source, right rate, right time and right place.

Little says the big advantage to the project other than environmental benefits is the opportunity the LTVCA has to work directly with farmers and certified crop advisers, particularly farmers who may not previously had a connection with the conservation authority.

“This helps put us in tune with the challenges farmers face. They deserve a lot of recognition for the positive work they’re doing,” he says. “It’s been great to help farmers perform evidence-based research. We need to do more of that in the future as we begin working to reduce agriculturally-sourced phosphorus across rural Ontario.”


Lilian Schaer is a freelance journalist based in Guelph, Ont. GLASI is funded through Growing Forward 2, a federal-provincial-territorial initiative, and is delivered by the Ontario Soil and Crop Improvement Association. This article was written on behalf of Ontario Soil and Crop Improvement Association.

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DAIRY EDUCATOR HONoured with SOVEREIGN’S MEDAL FOR VOLUNTEERS

Longtime dairy educator June Switzer’s years of volunteer work has been recognized after she received the prestigious Sovereign’s Medal for Volunteers during a ceremony held in Ottawa, Ont.

“I felt honoured but somewhat guilty to be accepting an award as a volunteer when I am sure there must be many others who do more,” says a very humble Switzer.

Switzer, who is from Erin, Ont., was one of 46 recipients to receive the honour in April. The medal recognizes Canadians who have demonstrated exceptional volunteer achievements.

Switzer’s more than 40 years of involvement with 4-H was the reason she was chosen as a recipient. She was a 4-H leader, county president and an Ontario director, and the program credits her for creating many new locally- and provincially-approved projects.

One of her more unique 4-H projects included leading a photography club with her late husband, Craig, over a two-year period. The project documented about 90 per cent of the classic barns in the Town of Erin, and led the couple to publish two coffee table books filled with those photographs.

“Since those books were published, several of those barns have been removed or torn down,” she says. “Capturing that local rural history was memorable.”

But 4-H was not the only organization Switzer has been involved with. Since 1972, she has played several roles in the Erin Agriculture Society’s fair as the home craft director, district director and past president of home craft. She’s also heavily involved with the Mimosa United Church since 1972 as a Sunday school teacher, youth director, youth choir director, elder and presbytery rep.

“I have also been involved with Salers Cattle Association of Ontario as a founding member and past president,” Switzer says.

As a teacher by trade, Switzer has been actively involved in the Wellington Dramatic Arts Subject Council and the Language Arts Subject Council. She’s also made quite a name for herself in the dairy industry.


On average, Switzer presented between 300 and 400 presentations a year. She says her favourite part about being a dairy educator with Dairy Farmers of Ontario is being an advocate for agriculture and creating programs for the lessons she teaches.

“Grades 7 and 8 were my favourite classes,” says Switzer, who officially retired as a dairy educator on June 30. “I enjoyed teaching processing with them since it relates so well to the science curriculum and involves food, which is a great motivation for this age group.”

Her involvement in the community has led to her receiving the Queen’s Diamond Jubilee Medal for volunteerism, as well as the Shamrock Award of Merit for Outstanding Community Service, given to those who have made notable contributions to the Town of Erin.

“As well, I received the Arbor Award from 4-H Ontario for dedication and service to 4-H at all levels,” she says. “My goal as a volunteer is simply to share the gifts I have been given, which give me joy, hoping others will find joy in what I have to share.”

Switzer grew up on a dairy farm in Rockwood, Ont., which her brother still owns and operates with his daughter today.

“We had about 30 Holsteins and I was actively involved in milking and working with them,” she says.

Switzer attended the University of Guelph, receiving her bachelor of arts in French and psychology. She says she was perhaps the only person in her class who had to milk cows before school.

Switzer and her late husband have two children, Kris and Brooke, as well as two grandchildren, Alyssa and Carter. The couple owned a herd of purebred Salers cow/calf beef operation since 1983. This past spring, she sold her last cow, embracing retirement life but also still staying true to her education roots.

“Although I am officially retired from teaching, I still go into classrooms teaching technical and mechanical skills using Lego kits as a means to learn about simple machines,” she says.
As part of its goal to expand and upgrade its calibration unit equipment, Dairy Farmers of Ontario (DFO) recently acquired a new 35-foot tandem tractor trailer that is able to carry up to 20,000 litres of calibrating capacity. The trailer is also outfitted with a carrier heating system for winter operation.

The leased trailer is in addition to the current tandem axle truck DFO owns. Both units are currently in full operation, with the trailer being used to service farms west of Toronto, Ont., and the trailer covering east of Toronto and northern Ontario. The new trailer will also be used to calibrate approximately 60 bulk tanks in the Maritime provinces over the next three to four months. These calibrations will be performed on a cost-recovery basis.

“We have increasing demands for our calibration services for new installs, from the Maritime provinces to maintaining our Ontario calibration routine. One calibration unit and one driver were not adequate to service all these demands in a timely fashion,” says Brian Johnson, DFO’s measurement and technical support manager.

DFO employs two full-time employees to operate the vehicles. Cecil Avery is the lead calibration unit operator and primarily serves the western region of Ontario, and Andre Martineau is the second calibration unit operator, who serves the province’s eastern areas.

Dairy Farmers of Ontario has acquired a new 35-foot tandem axle trailer (right) to round out its calibration unit fleet. The tandem axle truck has also been upgraded.
NOTICE: To keep Ontario dairy producers and other industry sectors informed, Dairy Farmers of Ontario publishes changes to its regulations. Complete regulations are available on DFO’s website at www.milk.org.

DFO Regulation 08/17 replaces DFO Regulation 07/17 and was made to adjust the price of Special Milk Classes as a result of a CDC announcement, effective July 1, 2017 as follows:

<table>
<thead>
<tr>
<th>Class</th>
<th>Bufferfat Price ($/kg)</th>
<th>Protein Price ($/kg)</th>
<th>Other Solids Price ($/kg)</th>
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<tr>
<td></td>
<td>New</td>
<td>Old</td>
<td>New</td>
</tr>
<tr>
<td>5(a)</td>
<td>7.2397</td>
<td>6.9772</td>
<td>5.0241</td>
</tr>
<tr>
<td>5(b)</td>
<td>7.2397</td>
<td>6.9772</td>
<td>2.0867</td>
</tr>
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<td>5(c)</td>
<td>7.9808</td>
<td>7.1142</td>
<td>1.8824</td>
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Dairy Farmers of Ontario has launched Ontario’s Ice Cream Trail in July—an online campaign that celebrates Canada’s 150th birthday and National Ice Cream Month.

The campaign will promote companies around Ontario that sell ice cream made with 100 per cent Canadian milk.

In total, 18 ice cream companies with 45 locations across Ontario are participating in the campaign. Three to four shops will be featured on DFO’s social media channels each week for the month of July using the hashtags #OntIceCreamTrail, #OntMilkSnaps and #Canada150. A website was also created featuring a custom Google map and short biographies of the shops.

Visit www.ontarioicecreamtrail.ca for more details. To follow the campaign, go to @OntarioMilk (Twitter), @dairy_farmersont (Instagram) and www.facebook.com/OntarioDairy/.

DAIRY FARMERS OF ONTARIO

Ralph Dietrich, Chair

Graham Lloyd, Secretary
FARMERS ENCOURAGED TO RESPOND TO FOOD POLICY SURVEY

The federal government recently launched an online, public survey to help inform the development of A Food Policy for Canada, which will set the government’s long-term vision for the health, environmental, social and economic goals related to food. This policy can be viewed as a way for the government to address issues related to the production, processing, distribution and consumption of food, and is an important step in tackling the opportunities and challenges of Canada’s food system.

The proposed food policy will explore four themes, including:
• Increasing access to affordable food;
• Improving health and food safety;
•Conserving our soil, water and air;
•Growing more high-quality food.

Dairy Farmers of Canada encourages Canadian dairy farmers to take a minute to respond to the survey, and let the government know which food issues matter most to them. The survey will close July 27, 2017.

Understanding Canadians’ priorities when it comes to food issues will help the federal government develop the vision, principles and objectives for the policy and identify actions to take in the near future. It is important the many voices of Canadian dairy farmers are heard in this debate.

The online consultation is the first of several consultation activities planned to engage with a wide range of Canadians. The government hosted A Food Policy for Canada Summit in Ottawa on June 22 and 23, which was designed to provide a space for stakeholders, experts and key policymakers to share their views.

REAL DIRT PHOTO CONTEST

Farm & Food Care is launching a nationwide farm photo contest with $4,000 in cash prizes available. Participants can submit their photos to six categories, and winning photos will be used in the updated 2017 edition of The Real Dirt on Farming, a publication that answers common questions about food and farming practices in Canada.

The photo contest categories include:
• Canadian farm scenes – Capture the beauty of Canada’s rural landscape;
• Farm faces – Unique farm family photos, farm friends or a photo of farmers at work;
• All about animals – Farm animals in the barn or field;
• Farm innovation – Technology at work on Canadian farms;
• Crazy about crops – Photos of crops being grown in fields, orchards or greenhouses across Canada;
• Farm fun – Be creative! Farm & Food Care is looking for photos of people having fun while farming.

The prizes include:
• $350 first prize in each category;
• $200 second prize in each category;
• $100 third prize in each category.

Non-winning entries used in The Real Dirt on Farming will receive $50 per photo.

Photos must be submitted to contests@farmfoodcare.org by July 14 in order to be considered. For more information, visit http://www.realdirtonfarming.ca/photo-contest.php.

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It’s a Matter of Choice. Where Every Sale is Backed By Service.
The Species at Risk Farm Incentive Program (SARFIP) is back for 2017. Now in its 10th year, SARFIP supports Ontario producers who are enhancing on-farm habitat for species at risk across the province. The Ontario Soil and Crop Improvement Association (OSCIA) delivers the program, with support from Environment and Climate Change Canada and the Ontario Ministry of Natural Resources and Forestry. The program offers streamlined funding levels and updated application forms, and up to $20,000 available per farm business.

Ontario farmers can access cost-share dollars for on-farm projects that implement a variety of best management practices (BMPs). Eligible BMPs encompass activities around croplands, grasslands, shorelines, stream banks, wetlands and woodlands. Many opportunities are available to support critical habitat through SARFIP, including cross fencing for rotational grazing, watering systems for livestock, native tree planting, improved stream crossings, native grassland plantings, invasive species removal and erosion control structures, among others.

SARFIP 2017 is open to all agricultural landowners in the province. Projects that provide indirect benefits to species at risk are eligible for 50 per cent cost-share, and projects that directly benefit species at risk are eligible for 65 per cent. An additional bonus of 10 per cent cost-share is available for direct benefit projects if the producer is interested in enrolling in SARWatch, a monitoring program that measures the impact of SARFIP projects on the ground for species at risk.

To find out if SARFIP is a good fit with your farm, consult the program brochure for complete and detailed program information. All program materials, including the brochure and application forms, can be found on the OSCIA website at www.ontariosoilcrop.org/oscia-programs/sarfip/. To be eligible to participate in SARFIP, Ontario farms must have a completed third or fourth edition environmental farm plan (EFP) workbook and action plan that has been verified and completed within the last five years.

Applications are now being accepted, and funding will be allocated to eligible projects in the order in which they are received until fully allocated. Funding for this program is limited; if you have a project idea that fits, submit your application as soon as possible. Projects initiated on or after April 1, 2017 may be eligible.

For more information on eligibility criteria, the application process and program deadlines, or to sign up for an upcoming EFP workshop in your area, contact OSCIA directly at 519-826-3035 or SARFIP@ontariosoilcrop.org.

DID YOU KNOW?

Dairy Farmers of Ontario is relaunching its website, www.milk.org, with a new design in late July. The more user-friendly site has updated and improved information about DFO and the dairy industry.
Ceftiocyl™ is a ready-to-use injectable version of the antimicrobial ceftiofur. Make your life easier with Ceftiocyl™.

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Statistics Canada began releasing the 2016 Census of Agriculture results as of May 10, 2017. Over a six-week period, Statistics Canada published articles that delved into different aspects of Canadian agriculture. Canada’s dairy sector was addressed in more detail in the May 24 release.

It is important to note the Canadian Dairy Information Centre (CDIC) places the total number of dairy farms at 11,280 in 2016. CDIC categorizes a dairy farm as any farm that ships milk. However, Statistics Canada categorizes farm type by its primary source of revenue, and therefore, says there were 10,519 dairy farms in 2016.

The census found between 2011 and 2016, milk production increased by 8.7 per cent despite a decrease in the number of cows. While it may seem incongruous to the public, Statistics Canada attributed the increased efficiency to “improvements in feed quality and management, genetics and advancements in technology, including the use of robotic milking.”

Dairy Farmers of Canada (DFC) asserts this is also a testament to Canadian dairy farmers’ ability to respond to market demand for increased milk supply. It is also the result of farmers’ efforts to improve production efficiency through innovations, such as genomics and other on-farm technologies, as well as the application of new outcomes from dairy research investments.

The census also confirmed other trends:
• Dairy cattle numbers: Both the total number of dairy cattle and number of farms reporting dairy cattle continued to decrease between 2011 and 2016. The total number of dairy cattle (young and mature) in Canada decreased by 3.8 per cent to 1.4 million, while the number of farms reporting dairy cattle fell by 14 per cent over the five-year period;
• Sector consolidation: According to Statistics Canada, the number of dairy farms with 200 or fewer dairy cattle decreased, while the number of farms with more than 200 increased and now represents 11 per cent of dairy farms;
• Dairy continues to be the largest agricultural sector in economic importance in Ontario and Quebec (and several other provinces). Dairy production is typically close to urban centres and the population. Quebec and Ontario produce more milk than other provinces, taking advantage of market proximity. This is similar to food processing economic activity, which is also located principally in Ontario;
• Statistics Canada says Ontario is home to 34.2 per cent of Canada’s dairy cows and 34.9 per cent of dairy farms.

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DISCOVER New DAIRY Worlds

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As a dairy farmer, I have the opportunity to share my experiences with others, which has become my most valuable resource. I live what I teach every day. I was not raised on a dairy farm, and I think that’s helpful. These dual perspectives allow me to relate to people both on and off the farm.

Like most people, there are never enough hours in the day for me to accomplish all I need to do. I would love to have the power to replicate myself so I could get more done every day. However, hard work, honesty and taking pride in what you do are also very important and can get you far in life. These traits have helped my husband, Kirk, and I manage a 90-cow dairy farm, while working with our sons, Corey and Kyle, and Kyle’s wife, Carrie, to build a profitable lifestyle for the next generation of our family.

Today, most people are generations away from farming. The dairy education program helps connect people to today’s dairy farmers, and shows them dairy farmers’ commitment to quality milk and sustainable farming practices, milk products’ nutritional benefits, and the value the industry provides to communities and the everyday lives of Canadians.

I love to teach people and share dairy farmers’ stories about the industry. This job provides an opportunity to do just that, which is why I enjoy presenting the dairy farming topic. It covers farming in the past—as far back as Medieval Times—as well as today. It’s exciting to share farming practices throughout history and compare it with today’s technology. I bring what I do on the farm to the classroom and it’s so much fun for both students and teachers.

Best of all, teachers love the program because it provides them with a free presentation on a topic of their choice that is connected to the class curriculum. They also receive follow-up resources to reinforce the concepts I teach during my visit. Students enjoy learning through our interactive presentations using videos, activities and technology. The program is so successful I am often invited back to the same classrooms year after year.

My most memorable moment in the classroom happened earlier this year when a Grade 1 student insisted I must have chickens on the farm, not just cows. I assured him our dairy farm only has cows and two cats. His answer was, “But you need a rooster to wake up!” You never know what a child might say or do during a presentation, but it often makes for a funny moment.

Since I work full time on our farm, I don’t get to participate in a lot of community events. However, most years I attend Dairy Berry Day at the Peterborough Farmers’ Market. Several dairy representatives answer questions regarding milk and its health benefits, and visitors get to enjoy ice cream topped with strawberries, among other treats.

I always begin presentations with an overview of dairy farming and how milk gets from the farm to table, no matter the topic. Talking about dairy farming truths and myths is my favourite part of presenting, and students and teachers are interested in hearing how dairy farming is done today.

The public is curious about farming and animal care. When I first started as an educator, I was blown away by how much the public didn’t know and by the things people believe to be true about the industry. Dispelling these myths and helping people understand dairy farming and the benefits of milk and milk products are my most memorable moments. I get to witness firsthand the excitement when a student realizes brown cows don’t produce chocolate milk, or the milk they drink at home does not originate at the grocery store but at the farm.

Both students and teachers love when educators bring in real items from the farm. I usually bring calf bottles, feed samples, a tester bottle, magnet, identification tag, leg bands, and milking claw, among other items. Flexibility and the ability to adapt to anything during presentations are the most important skills to have as an educator. Last minute school schedule changes, adding extra presentations, technology problems, behavioural issues and sometimes having to answer some tough farming questions are all part of the job.

My favourite topic to present is dairy goodness, which includes talking about sugar content in certain beverages, including white and chocolate milk. Using updated materials to support our presentations also makes for a successful visit in the classroom.

My husband and I farm with our two daughters, along with dedicated staff. We believe in helping promote our industry any way we can, as well as contributing positively to our local community, church and schools. We strive to do the best we can, always being thankful for each new day, and working hard and enjoying life. We also host various elementary and secondary school trips, 4H clubs and seniors groups on our farm. This has enabled me to use my dairy educator skills beyond the classroom.

I became a dairy educator when the local dairy producer committee asked if I would be interested in the position. I happily agreed and have loved every minute of it. It fits well with my dairy farm family since this is something we are very passionate about. I love when people make the connections between their food and farming.

Working as an educator has made me realize the positive impact the program has on students, teachers, communities and consumers. DFO staff in the dairy education program work hard to provide educators with updated content, useful workshops and strong support to equip us to go out and teach others about this great industry.
By adding OrbeSeal® to your dry cow program, you may end up with a little extra time. Time you can use to get away from it all.

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KEEP COWS COOL

Reducing heat stress on dry cows has long-term effects on heifer productivity

When hot weather starts, producers start thinking about cooling their lactating cows. Hot cows eat less and produce less milk, which affects a producer’s earning potential. Heat stress also increases disease risks, such as ketosis and laminitis, and impairs reproduction by decreasing heat behaviour, which makes it harder to get cows bred at the right time. But damage is not limited to just milking cows. Heat stress also affects dry cows and future calves by impacting calf mammary development and milk production in the next lactation.

Cows begin to experience heat stress around 25 to 26 degrees Celsius. At this point, cows need to use energy to keep cool. Cows experiencing heat stress stand for longer times, cluster in areas of the barn with air movement, breathe faster, sweat and have a higher body temperature. Panting cows are an extreme sign of heat stress. These cows have been experiencing prolonged heat stress and you need to take steps to reduce their body temperature immediately.

A growing body of research suggests calves whose dams are exposed to heat stress during late gestation (the dry period) will also experience health challenges after birth. Key findings of studies comparing dry cows in a cool environment, such as using fans, sprinklers and shade, with dry cows in a hot environment where they were only provided shade, will be discussed in this article. All calves in the studies were raised under the same management systems in comfortable temperatures, so they were neither too hot nor too cold.

Calves carried by dams that were heat-stressed during the dry period were typically born four days sooner, which may explain these calves’ lower birthweights. Calves born to heat-stressed dams were an average 36.5 kilograms or 80 pounds compared with 42.5 kg or 94 lb for calves born from cooled dams. This lower birthweight typically means calves will also be lighter and shorter at weaning. However, one study found heifer growth from three to seven months was similar for both groups, while another found the difference in weight remained the same until heifers were a year old. More research is needed to determine why these studies found contradictory results. In the meantime, it is safe to assume heat-stressed dry cows can produce lighter and smaller calves, which may not thrive as well during the pre-weaning period, and possibly longer.

Dairy producers know colostrum is the key to a successful start in life. Calves born to heat-stressed dams had less efficient absorption of immunoglobulin, meaning the passive transfer of immunity from dam to calf was reduced. This was true even if the calf was fed colostrum from a cow that was not heat-stressed. This showed the calves were affected, not the colostrum quality. Without full absorption of the immune elements from colostrum, calves were left more susceptible to disease-causing bacteria and viruses during the critical first weeks of life. Ultimately, heifers whose dams had been heat-stressed during their gestation had a higher chance of leaving the herd before puberty due to sickness, defects or slow growth.

Heifers born to dams that were not heat-stressed during the dry period needed fewer services per pregnancy confirmed at 30 days after insemination. Monteiro et. al. (2016) found 85 per cent of the heifers born to cooled cows completed their first lactation compared with only 66 per cent of heifers born to heat-stressed dams. The same study found heifers born to heat-stressed cows during the dry period produced 27 kg per day of milk versus heifers born to cooled cows, which produced 32 kg per day. It appears not cooling dry cows on a hot day may have long-term effects on milk production once their daughters enter the milking herd.

A key goal of raising calves is to promote growth and development of the immune system to protect against disease. These studies indicate producers have more to lose than originally thought if dry cows experience heat stress. This research compliments previous work showing the importance of cooling the lactating herd, as well as calves and heifers. Even if you cool your milking herd, you can lose future productivity if you let dry cows experience heat stress.

All cattle will reduce the amount they eat and spend energy trying to keep cool when temperatures rise, leading to reduced productivity. Cooling dry cows is important to maintain their productivity and the future productivity of their calves and heifers.
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Tip of the Month:
Navel infections can impact a calf’s short and long term health - dip navel immediately after birth with disinfectant.
Heat Stress

Use health and safety training, and other control measures, to mitigate negative effects on employees and animals.

Decreased production leads to decreased efficiency, which can lead to agitation and restlessness. This is true for both heat-stressed cows and heat-stressed employees. There is no disputing heat stress can significantly impact production, health and overall welfare of animals and people. However, when it comes to people, employers need to seriously evaluate the impact heat can have on team members.

Measures taken to increase cow comfort and wellness are creative and unique, and similar efforts need to be made for employee health and safety. After all, no one wants to work with irritable cows and team members.

Do you know the signs?
The signs of heat-related conditions vary from person to person, as they do in each member of your herd. Typically, the following are signs heat is beginning to take its toll on your employees:

- Confusion;
- Dizziness;
- Fatigue;
- Headache;
- Muscle or abdominal cramps;
- Nausea, vomiting or diarrhea;
- Pale skin;
- Rapid heartbeat.

Reality check

Let’s say Ralph, your full-time herdsperson, experiences one of the above symptoms. He’s been working for about two hours in the barn, but the temperature outside has already reached 30 degrees Celsius. You walk through the alley he’s working in when he mentions to you in passing that he is so hot he feels sick. But on a day like that, everyone is hot, cows included, and chores have to get done. So you keep walking and tell him to drink lots of water. Twenty minutes later, you go back to see if Ralph vaccinated the dry cows, and notice he has apparently fainted, hit his head on a stall rail, and is passed out in the alley.

Your duty as an employer

When you hired Ralph, part of what you signed up for was ensuring his safety while at work. This includes training Ralph on specific hazards he will likely encounter throughout his day on your farm. Part of that training involves teaching and discussing seasonal hazards, such as heat stress and exhaustion, with all your team members. Your duty as an employer is to take every reasonable precaution to ensure the health and safety of your team members. In this case, it is your duty to educate yourself and team members on early signs and symptoms of heat stress and exhaustion.

What should you do?

As a dairy farmer, your main priority is to care for your animals, no matter the day, time or weather. However, there are some tasks you can do to prepare and help alleviate the dangers to employees posed by those hot summer days.

1. It is important to fully assess the demands of all jobs and develop monitoring and control measures. It may get hot in the parlour during milking, especially from body heat given off by cows. Is there room to have a small fan circulate air through the parlour for your milker? Determine what part of each job is most hazardous to perform in the heat, and make a plan to mitigate those factors.

2. Try and schedule strenuous tasks during cooler times of the day. This is a tried and true plan. The hottest part of the day is from 11 a.m. until 4 p.m. Though difficult to do on a dairy farm, try to schedule outdoor tasks outside this timeframe.

3. Ensure employees always use personal protective equipment (PPE). This doesn’t just mean respirators and safety glasses. Sunblock, hats with brims, sunglasses and light, breathable clothing are all part of summer PPE.

4. Train team members to be vigilant and know when to stop a task if it’s unsafe to continue. It is paramount team members are able to recognize the signs of heat exhaustion for themselves and others. This could help save an employee from being seriously injured or putting their life in jeopardy.

5. Working on a dairy farm means you can’t avoid working in the heat at all times, but you can use health and safety training, and other control measures, to mitigate the effects of heat stress on team members.

Danielle Pasztor is the dairy safety specialist with People Management Group. For more information, visit www.peoplemanagementgroup.com or follow on Twitter @udderlysafe.
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Being innovative requires more than just using a catchy buzzword every time a company or person starts a new project. Rather, innovation is constant; it’s not a one-time thing and it never ends. “Innovation is a process that will get you to an end goal,” says Max Valiquette, an innovation and trends marketing expert.

He says most people don’t know what the word innovate entails when asked its meaning. Many adopt buzzwords but don’t know how to apply them practically in their everyday lives, Valiquette adds. Innovation doesn’t necessarily mean changing a task or procedure. It could simply involve unlocking value or new potential in an existing product or process.

“Innovation forces you to think how and why you want to innovate,” Valiquette says. “It is a process that makes you matter as much tomorrow as you do today or maybe even more.

Valiquette says to ask two simple questions when talking about innovation in the workplace: 1. What does innovation mean to your organization? There is danger in thinking you have to radically change everything you’re doing just for the sake of telling everyone you’re innovating; 2. Why do you need to innovate? Until you get a specific answer, don’t stop asking why you’re doing what you’re doing.

Today, consumers largely drive innovation in the market, whereas before, industry largely drove innovation, Valiquette says. The average home uses eight connected devices at any given time, and more than 90 per cent of Canadian households have access to the Internet. Statistics show Canadian households are twice as likely to be innovative with how they use devices and connect with Wi-Fi compared with industry, he adds.

“Companies are lagging behind the way consumers are interacting and using their devices … Industry innovation has to keep up with personal innovation. Trends are happening at the grassroots level and spreading out to industry instead of top down, which was always the traditional way,” Valiquette says, adding companies need to innovate the kind of space employees work in to attract and keep the right talent. “The threat is not paying attention to how individuals are innovating.”

Companies would do well to listen to their millennial employees—the largest generation in the Canadian workforce today. They are always digitally connected and have been leaders in changing how people interact with each other, Valiquette says. They live in an era where entrepreneurship is more valued than ever before, especially those who are constantly innovating. Millennials want to work in environments where they are given room to be innovative in the workplace, also known as the rise of the intrapreneur—a person who promotes innovative product development and marketing.

Innovation needs to be formally managed and supported—areas that if given the chance to lead, millennial employees would shine, Valiquette says. “They grew up in different times. They saw traditional businesses disappear and the rise of entrepreneurs who are willing to change tradition.”

Valiquette’s advice to the dairy industry is to listen to what customers are saying about what they want and need. Innovation should respond to a need. Valiquette says it is dangerous to only focus on competitors and not on what consumers want from the industry.

“Set goals, engage the right people at work, follow a path and innovation will come,” he says.

FOOD AND BEVERAGE COMPANIES GET HELP ADOPTING SUSTAINABLE PRACTICES

Companies today are under tremendous pressure to follow sustainable practices, says Cher Mereweather, executive director of Provision Coalition. Public trust in food systems is being eroded, resulting in a shift toward a greater need for transparency, such as what goes into product, where it came from and the sustainable practices used to make the food, she says.

It is why Provision Coalition, a food and beverage manufacturing sustainability organization, recently released a suite of online resources to share the latest insights on sustainability with food and beverage manufacturers across the country.

“Canada is home to more than 6,000 food and beverage manufacturing businesses, many of which are small- to medium-sized companies eager to make changes that will benefit the environment, their people, the local community and their bottom line. We have developed new resources to support these companies,” Mereweather says.

 Provision is also providing sustainability experts who can connect in person, and has launched a case studies series. Here is the resources list:
• Making Food Sustainably Podcast Series (available on iTunes and SoundCloud) – sustainability experts at Coca Cola, Club Coffee and EarthFresh Foods talk candidly about making operational and cultural changes within their businesses;
• 5 Element “Getting Started” Sustainability Webinars (log in to provisioncoalition.com or visit Provision Coalition’s support page) – a series of five webinars walk you through a simple process to effectively use Provision Coalition’s online sustainability management system;
• Canada’s Sustainability Speakers’ Bureau (View the PDF) – sustainability experts at Provision Coalition, Steam Whistle Brewery and Ippolito Fruit and Produce have assembled timely and relevant sustainability talks for conference keynotes and event presentations;
• Food Loss + Waste Case Studies – Campbell’s Company of Canada, Byblos Bakery and the Calgary Italian Bakery reveal operational changes that have made measurable and impactful reductions in food loss and waste within their facilities.

For more information on any of these resources, follow the links or go to www.provisioncoalition.com.

This project is funded in part by Growing Forward 2, a federal-provincial-territorial initiative.
COLLABORATION IN CANADIAN DAIRY MARKET

Canadian Dairy Commission (CDC) chair Alistair Johnson says there are two areas the dairy sector needs to tackle: status quo and crafting a vision for the future.

“I think it’s demanded of us as an industry to come up with a vision for the next 20 years,” Johnson says, adding processors and producers have ample opportunities to innovate the way milk is used in this country.

It will be up to both to come up with novel ideas to create niche products. Without a compelling vision in the Canadian dairy industry, the status quo won’t be challenged, he says.

One way to create vision is to think about generational investments, Johnson says. To satisfy the demands of a growing population will require millions more cows to adequately feed everyone, Johnson surmises. Canada can help meet this growing demand by offering dairy products to developing countries looking for higher quality foods.

“Canada is envied for its safe, high-quality dairy industry,” he says.

The national dairy system has served the industry well because it works, Johnson says. “Our task is to find ways to make it work even better,” he says. “Who is going to support the good things we have in the system? We have to walk the talk and find ways to balance and support the system, both locally and provincially, and with consumers.”

Johnson notes industry representatives are starting to embrace a greater level of compromise with how decisions are made. “Any organization that only serves stakeholders can fall into institutional decay, whether it’s positions we take or paradigms we hold close to our heart … We all have to find the means by which we can contribute to solutions by innovating boldly,” he says.

ALISTAIR JOHNSON

FOOD IS NOW A LIFESTYLE PRODUCT

Food is now a lifestyle product. Consumers want a say in what they buy and consume. Millennials consume food and media in a whole different way. Everyone wants to trust the foods they consume. All these statements lead to one important observation: the agriculture sector must find ways to quickly adapt to a growing need for meat and milk products delivered using smarter, more sophisticated processes that can guarantee safety and high quality.

Carol Clarke, vice-president of digital business transformation for SAP, a global business software company, says figuring out how to feed 10 billion people by 2050 will require a lot of forethought on how practices are developed today. Although many advances have taken place, such as companies using data to sense who you are, where you are, what you like and why you choose the products you do, technology should no longer be considered as the next day’s creation, but as real-time innovation, Clarke says. “It (technology) is immediate. You even see this in developing countries.”

Whether you refer to it as transformative, innovative or emerging technologies, it all means the same thing, Clarke says. “Data has become the new oil or black gold.” Before, companies used to source data to drive business, now they have to sift through data that drives other structured data, which then leads to business model and business practice changes.

“We are in a perfect storm,” Clarke says, adding companies are constantly moving all their data into a “data lake,” such as a cloud, where it can be stored for years. And now that companies use these data to run through business models, immediately determine action plans, and predict suggestions of what they should be doing and when, it is starting to result in data fatigue. Harnessing the power of data, its storage and use is the next frontier of business processing and marketing. The dairy industry would do well to capitalize on this trend, Clarke says.

For instance, drone use in agri-business is becoming quite popular, she says. The dairy industry is gathering data at all levels of the farm and storing this information on a cloud. Today, farmers can look at weather conditions and map when they’re going to plant, determine how much to water crops to preserve this valuable resource, predict yield outcomes, gather soil data and identify pests in crops. This precision agriculture enables farmers to better manage crops and resources based on real-time information from the field.

“We are in the age of digital farming,” Clarke notes, adding farmers have already benefitted from using their smartphones to identify individual cow statistics and receive alerts when a cow is sick or in heat.

Every company in the world is now becoming a software company, she says. Traditional companies are entering different business models due to the fact they can now provide services, not just products. “These companies are providing value back to their customers though data analytics. Sensor technology and smarter algorithms will need to be developed to leverage the large amounts of data companies are now able to collect.”
FROM LEFT are Lisa, Alex, Owen and Dave Tamblyn, standing in front of the farm’s original sign when the family changed the name.
One of the earliest dairy farming dynasties in Ontario is the Tamblyn family. Seven generations have been farming in the Orono area since 1835.

Their story begins with Thomas Tamblyn, who emigrated with his family from England in 1834. The family played an integral role in establishing Hope Township. Thomas made a living importing cattle from various parts of the United Kingdom, likely dairy and beef cattle. His son, Charles, established a mixed farm in nearby Clarke Township. Charles’s son, Albert, continued with mixed farming, later naming the farm Cedar Dale. Albert had three sons who all wanted to farm. One of them, Fred, eventually bought a new farm in the same area. “Fred was instrumental in organizing the Durham County Holstein-Friesian Club, which started in 1917,” Fred’s great-grandson Dave says. “It was a breeding club and there is still a Holstein show every year in Orono.” Dave says besides being farmers, some of Fred’s family members—and perhaps Fred himself—also owned shares in Cedar Dale Dairy.

Fred’s son, Carlos, took over the farm in 1941, milking about 18 cows. He changed the farm name to TamLane Farms soon after. Dave’s father, William, took over the operation in 1971, and increased the milking herd to 32 cows. In 2005, William retired, and Dave and his wife, Lisa, took over the tiestall farm. Their sons, Alex, 14, and Owen, 10, are now the seventh generation on the farm and help milk the farm’s 38 Holsteins. The Tamblys crop about 300 acres of corn, wheat, barley and hay, and use the majority of the harvest to feed their cattle.

Dave notes his grandfather, Carlos, was a well-renowned breeder who received a Holstein Canada Master Breeder award in 1966. Dave and Lisa treasure the plaque and have it on display at their home. In addition to breeding and selling cattle and running a dairy farm, Carlos played the trumpet in various small bands, which performed in the infamous dance halls that dotted the landscape of Ontario in the mid-1900s. “One of the most prominent bands he was in was the Orono Band, which is now called the Clarington Band,” Dave explains. “My grandmother, Mary, was involved in the local horticultural society and United Church. My mom, Marie, was also involved in the church.”

Like other farmers of their era, Dave says his great-grandfather and grandfather milked coloured breeds and gradually switched to Holsteins. “My grandfather and father really appreciated supply management,” he adds, “and how it changed things for the better for all dairy farmers during the ‘60s and ‘70s. I remember them talking about how they and their neighbours were all offered different prices for their milk. They also sometimes had a hard time finding help for the farm.” Dave says there haven’t been any major changes on the farm since his grandfather’s day, but rather small ones, such as going from square bales to round bales, making improvements to the barns, changing crop management practices and making genetic improvements to their herd.

Dave recalls milking cows for the first time with buckets when he was about 11 years old. “A lot of other farmers my age started helping out on the farm at about eight to 10 years of age,” he says. “Growing up, I was involved with Junior Farmers and 4-H. I later became a 4-H leader and a director of the Durham Holstein Club. Both my sons are in 4-H and show calves. Time will tell if they will take over the farm. I’d love for one or both of them to continue on.”

Dave and Lisa ensure their sons know their family farm’s past. “It’s an honour to be part of that immense history,” Dave says. “It’s a big deal, but at the same time, it’s simply a part of the family.” Connection to the past is also felt on the farm by way of a few treasured historic items, including a milk bottle from Cedar Dale Dairy, described as a square-bottomed, clear glass bottle with an embossed and raised logo and lettering, a cream separator, an old milk can and, of course, Carlos’s Master Breeder plaque.

While he still honours the past, Dave also looks toward the future. “I have dreams of one day running a robotic farm,” he says. “It seems to be the new way of doing things.”
100-PLUS YEARS OF DAIRY FARMING

By Yvonne Dick, freelance writer from Blackfalds, Alberta

The Jespersen family emigrated from Denmark to South Dakota, U.S., in the late 1800s. Although it may have been good farming land, Andrew Jespersen and his family didn’t care much for tornados, which frequently occurred during the summer months. Three of the four years they lived in South Dakota they had tornados on the farm. In 1903, Andrew and his family moved to Stony Plain, Alberta where they had 380 acres and milked 40 dairy cows by hand. At this time, this was considered the limit of what farmers could raise and process due to the lack of large storage facilities and the time it took to milk each cow.

Around the late-1940s and early-1950s, Andrew’s son, Ralph, built tiestall barns for his dairy cattle, later owning the operation. In addition to cattle, Ralph was interested in agricultural politics. He became one of the key figures in the development of the milk quota system, and served as a member of the legislature assembly for Stony Plain from 1967 to 1971, as well as president of Alberta Milk for several years. Ralph was one of the first area farmers to use milking machines, increasing his herd to 50 cows. When refrigerated holding tanks became available in the 1950s, the Jespersens’ dairy production was set for growth.

Ralph’s son, Darrel, took over the family farm in 1971. Farming was strong in Darrel’s blood, and he built three tiestall barns by the time he was 19 years old. By his dad’s era of farming, they had 100 cows and a milking parlour for automated milking in addition to three tiestall barns.

In 2004, Darrel’s son, Graham, took his place at the helm. Since then, technology has been a big help on the farm, and the milking herd is now at 180 cows per day. The Holstein cows can be tracked and milked by robotic arms and computer machinery, which monitor their health, milk production, and even butterfat and protein levels. The robotic milking system allows a cow to decide when she is ready to be milked. Other robotic milking systems require a cow to eat before being milked. The cows at the Jespersen farm produce 5,000 litres of milk per day, seven days a week, 365 days per year on average, and milk is picked up every other day from large holding tanks.

“This is a lifestyle for us, and the way we treat our cows is a passion. It’s not an everyday business where you go to work nine to five and then come home,” Graham says. “We do everything we can to keep cows healthy, happy and comfortable. When we do that for them, they produce better for us.”

Graham believes the future of the dairy industry in Alberta is bright. “Our market looks good. There is a lot of support for the dairy industry from both political parties at the federal level,” Graham says. “It looks like we are entering a period of stability for the dairy industry and that’s a huge bonus. The market looks stable going into the future. I think we
ONTOARIO DAIRIES
online dairy photo collection

By Treena Hein

Ontario Dairies is an extensive online photo collection from the province's historic dairies, amassed by an enthusiast named Darren Spindler with contributions from collectors across Canada.

The site includes images of bottles, caps, people, dairy operations and promotional items. "It allows everyone to share their finds, with the goal of having at least one image for every Ontario dairy that operated from around 1900 onward," Spindler says. "We are likely at less than a fourth of that now. The earlier bottles feature embossed glass, but later ones feature colourful silk-screened logos, some sporting war slogans."

Two of the oldest early milk bottles in the online collection are an embossed pint from Osgoode Dairy of Toronto (1887-1912) and an amethyst quart from Talbot Dairy Co. of Toronto (1916-1919).

"Manganese was added to create clear glass (milk is more appealing to the consumer when you can see the white colour), but manganese turned the glass amethyst over time and with exposure to sunlight," Spindler explains. "By 1915, most producers had switched to selenium to achieve permanently clear glass."

At the same time, a very limited number of amber milk bottles were also produced to protect milk from light, and the Ontario Dairies online collection includes an early dark amber quart bottle from Toronto’s S. Price & Sons dairy.

To celebrate Canada’s 150th birthday, Spindler completed a fairly large update to Ontario Dairies in July. To view the online collection, visit http://www.ecbw.ca/ontario_dairies.

have a great system for producers and consumers. I don't think there is a better system in the world that protects both sides of the industry than our system does.”

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NEW BRUNSWICK DAIRY FARMER VALUES WORKING WITH FAMILY

By Allison Finnamore, freelance writer from Moncton, New Brunswick

When Jim Walker first started driving a tractor, he probably had a hard time reaching the pedals. Guessing he was about seven or eight years old, Jim now acknowledges it wasn’t a farm-safe practice, but back in the day, it was common practice.

“I learned to drive a tractor by driving it through the field to collect the bales of hay,” Jim recalls. “As long as you could steer, you got to help.”

That early exposure to farm machinery set the path for Jim’s life on the family farm, known as Walkerhill Farms, located near Sussex, New Brunswick. Jim and his brother, Paul, are the sixth generation on the farm, which was started by their grandfather’s great-grandfather in the early-to-mid-1800s. While Jim isn’t sure of the exact date, a Century Farm plaque is proudly displayed in the barn, awarded when Canada celebrated its 100th anniversary in 1967.

Today, the seventh generation is now working on the farm. The family includes Paul and his wife, Pat, and their sons, Marc, David, Aaron and George, as well as Jim and his wife, Blanche, their daughter, Meaghan, and son, Joel, and his wife, Leanne. They milk about 250 Holsteins. The farm, which has come a long way in its 150-year history, won a Master Breeder award in 2015.

Originally settled on a hilly, wooded area, Jim’s forefathers cleared about 200 acres of land before they started their mixed farm. The farm ran mostly as a mixed operation until Jim’s father, George, took it over and focused solely on milk production. In the late 1960s, just as George was building a freestall barn for the dairy cows, another family member’s farm went up in flames. Walkerhill Farms took in an additional 100 cows as a result of that fire, focusing the operation even more on dairy production. Jim recalls there wasn’t even room to milk the cows all at once, so only half of the herd could be brought in for milking at a time.

While the business and personal timing after the fire was right for the focus on dairy, the timing was also right in the New Brunswick agricultural industry.

“Farms were getting bigger at the time, and the milk board was becoming more stable,” Jim recalls. “Things were getting better and all the farms were getting into a specialty.”

Growing up on the farm, Jim always worked with his family doing chores. Aside from driving the tractor to collect the hay bales, during the summer he was responsible for bringing the cows in from pasture when it was time for milking, pointing out it was an early morning job that usually allowed for a nap later in the day. Working with farm equipment was Jim’s favourite chore, which he says led him to study as a farm equipment tech-
involved in 4-H. It’s been slowly building over the last several decades. Jim says his son, Joel, who manages that part of the operation, expects the genetics of the herd to continue improving. The future, Jim says, is bright, not only for his farm but for the dairy industry and New Brunswick agriculture. He says his son has a solid group of peers for networking, both socially and professionally. He also anticipates the construction of a milk processing facility in the Sussex area will set the region’s dairy farmers up for even more success. “We’ve got a strong group of young farmers I would put up against anyone. We have a good industry—I think there’s a great future ahead.”

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Gay Lea Dairy Heritage Museum

By Treena Hein

From brand new educational and meeting facilities to nearly 100 acres of event fields and trails, the Gay Lea Dairy Heritage Museum in Aylmer, Ont., is a premier place to celebrate Ontario’s extensive dairy history. Gay Lea purchased the museum from Andy and Lotty Van Kasteren about a decade ago. “We offer an in-depth look at the daily challenges faced by our farming ancestors, as well as some of the tools and technologies available to them,” says Kimberly Teuscher, museum co-ordinator.

In total, there are more than 16,000 artifacts in the collection dating from the late 1800s, including about 1,000 milk bottles and 200 cream separators, turn-of-the-century carriages, winter delivery sleighs, coopering contraptions and a Divco milk truck. The facility is paying tribute to Canada’s 150th birthday throughout the year. “A highlight was our second annual Co-opalooza event in June, which celebrated the positive impact of co-operatives on communities,” Teuscher explains. “This year, we also dedicated the first cabin of a planned Co-operative Education Centre to the late Mauril Bélanger, member of parliament and a champion of the dairy sector. We also welcomed a group of Syrian refugees from London, which was a wonderful experience for everyone involved.”

During 2017, the museum is also partnering with other Elgin museums on a joint display, stepping up its social media presence and expanding its education programs. For more information, visit http://www.dairyheritagemuseum.ca.

Come und see us at Ag in Motion, LP13!

By Treena Hein

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icnic at the former Nova Scotia Agricultural College in Truro. It was then he learned the true value of working with family.

“I went to college and saw how smart my father was,” Jim recalls, adding his father was always willing to try his and Paul’s ideas on the farm.

“He was progressive that way. Sometimes, the ideas worked, sometimes they didn’t. He was hard on us—I think (fathers) all were—and he worked hard, but he was also very good to us. When my brother and I took the farm over, he was really happy that we were doing it,” Jim recalls.

Changes in technology have been, hands down, the biggest change on the farm since its formation, Jim says. Advances in computers and tracking devices to monitor cow movement, when cows are heat and feed levels, combined with GPS systems in tractors and accounting programs on computers, have all changed how these areas are managed on farms, Jim says.

“When I was a kid, everything was done by fork and shovel. Now, things are made so much easier,” Jim says, acknowledging more time is required now to manage a farm.

Looking ahead, Jim says he expects the seventh generation will take over the farm. The family’s breeding program, started by Jim’s brother, Bobby, who passed away as a young man, started the farm down the path of improved genetics when he got involved in 4-H. It’s been slowly building over the last several decades. Jim says his son, Joel, who manages that part of the operation, expects the genetics of the herd to continue improving.

The future, Jim says, is bright, not only for his farm but for the dairy industry and New Brunswick agriculture. He says his son has a solid group of peers for networking, both socially and professionally. He also anticipates the construction of a milk processing facility in the Sussex area will set the region’s dairy farmers up for even more success. “We’ve got a strong group of young farmers I would put up against anyone. We have a good industry—I think there’s a great future ahead.”

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Global dairy challenges should be seen as opportunities for Canada

Challenges in the world dairy market should be considered as opportunities for Canada, says Christophe Lafougére, chief executive officer of Gira Consultancy and Research.

“At the end of the day, people need to eat and they need dairy products,” Lafougére says during his presentation at the International Dairy Federation’s (FIL-IDF) Dairy Outlook Seminar, adding dairy will continue to be a “fantastic market.”

He says Canada should pay attention to China’s changing market, where consumers are turning to more dairy fat and buying more value products, such as cream and infant formula. He says what happens in China will have an impact on the world market, and Canada should be ready to look for new market opportunities.

Another industry challenge includes the rise in global milk supply. Lafougére says milk collection in the European Union will continue to slow in 2017, but without quota to manage supply, dairy production will continue to grow despite demand. He adds this will partly result in an additional 93 million tonnes of milk globally from 2016 to 2021, with the EU, India and United States being the largest growing producers.

“That situation is not going to be solved easily in the near future,” Lafougére says.

As for trade and geostrategic challenges, Pierre Marc Johnson, counsel at Lavery Lawyers, noted Canada currently has 35 investment agreements with other countries, with the most recent being the Comprehensive Economic and Trade Agreement between Canada and the 28 countries that make up the EU.

Since the Trans-Pacific Partnership agreement collapsed after the U.S. withdrew, the only other trade negotiation on the horizon is the renegotiation of the North American Free Trade Agreement (NAFTA)—a 1994 agreement that has Canada, U.S. and Mexico trading $100 million an hour among them, according to Johnson.

“The United States Trade Representative has issued its 90-day notice and will bring about a laundry list of demands,” Johnson says.

One of those demands includes concessions made on Canada’s dairy industry.

“This is the first time I’ve seen diplomats impossible to decipher,” Johnson says about U.S. representatives, including President Donald Trump, who will play a role in these negotiations. “There’s high level of uncertainties with the U.S.”

Despite these challenges, Johnson believes Canada can make a case for its dairy industry, and he encourages dairy leaders to continue the quality of communication they have with the Canadian government.
Editor's note: The International Dairy Federation’s (FIL-IDF) Dairy Outlook Seminar took place May 17 and 18 in Guelph, Ont. The seminar focused on various global issues facing the dairy industry, including policy, economics, market opportunities and innovation. Jennifer Nevans, assistant editor, filed these reports from the seminar.

CHANGES IN THE MARKETPLACE

It’s good news for the dairy industry, as Marc Rosenfeld, director of client services at Direct Link, says the commercial food services sector is expected to grow by 4.2 per cent from 2016 to 2020, which equates to about $10 billion in growth.

“The good news is everything is going to continue to grow,” Rosenfeld says, adding within the dairy industry, cheese remains king with 59 per cent share of dairy sales, and 55 per cent share in all dairy and dairy alternatives sales combined.

Cheese sales have seen consistent growth over the last five years with cheddar and mozzarella holding the lion’s share of the cheese market. Cheese, along with butter and milk alternatives, is one of the top three growing products in 2016, accounting for 78 per cent of all dairy and dairy alternatives sales.

When it comes to butter and margarine, margarine takes up 62 per cent of the market share, while butter holds 38 per cent, but demand for butter is growing significantly while demand for margarine is dropping, Rosenfeld says.

In terms of milk and milk alternatives market, milk is holding 91 per cent share, while milk alternatives have the remaining nine per cent. Rosenfeld says milk alternatives have taken more of the marketplace over the last two years.

“We’re going to want to watch that,” he says, adding it’s going to come down to innovation in order to change the market. He says consumers are looking for more quick food choices.

Peter Chapman, retail consultant at GPS Business Solutions, knows all about changing consumer behaviour.

“You need to think about the different retailers when you develop products for them,” Chapman says.

He says consumers also want to know about the products they’re consuming, and he encourages the industry to continue advocating for dairy’s health benefits.

“Don’t lose sight of the importance of talking to your consumers on what you do and how it benefits them,” Chapman says, referring to not only the health benefits of consuming dairy but also the importance of the national dairy system to all Canadians.

Giving insight into his sector, he says when retailers think about the dairy industry, food safety is the number one item that comes to mind. Chapman says retailers trust the industry produces safe food, and dairy products drive traffic into grocery stores by providing a dependable supply.
Canada’s dairy system has served the industry well, but in order to deal with future challenges, agricultural representatives say it’s now time to modernize the system.

Al Mussell, research lead and founder of Agri-Food Economic Systems, says this is a pivotal time in dairy with the industry experiencing significant growth—about 16 per cent increase in butterfat from 2012 and 2016.

And while other parts of the world experienced instability and volatility, he says Canada’s dairy marketing system has allowed the country to avoid those challenges and manage price changes smoothly in contrast with other neighbouring countries.

Along with political decay, provincialism, modern agricultural markets and external pressures regarding trade, another challenge facing the Canadian dairy industry will come in 2021 when export subsidies end.

Mussell says after 2021, Canadian dairy will be out of the export market, unless it can prove the country has a pricing mechanism free of subsidies. The national ingredients strategy (NIS)—an agreement that proves dairy producers and processors can work together to modernize the system—might have a solution for that.

Mussell encouraged the industry to continue to modernize in order to come up with more strategies to deal with future challenges.

“T’m quite confident this positive dialogue and conversation is here to stay,” says Yves Leduc, director of policy and international trade at Dairy Farmers of Canada, referring to negotiations between producers and processors.

Leduc says there are numerous challenges for the national system, but he couldn’t imagine the Canadian dairy sector without it. He says issues that existed 50 years ago that supply management addressed still exist today, including the highly volatile market environment and an imbalance of supply and demand.

“I consider the Canadian system to be dynamic and able to address and find solutions to a market environment that is constantly evolving,” Leduc says.

Jacques Lefebvre, president and chief executive officer of Dairy Processors Association of Canada, says the best way to preserve the system is to continue to evolve and adapt to global policy and trade issues, as well as internal challenges to the system.

“Losing public support means losing political support,” says Lefebvre, who encourages the dairy industry to continue lobbying for the Canadian dairy system.

Lefebvre says NIS agreement showed the government processors and producers can work together to modernize the industry, but the strategy is just the beginning. He says the industry needs a common vision that will work for all provinces.

“We have to find visions that are compelling,” adds Alistair Johnston, Canadian Dairy Commission chair.

To strengthen the industry, Johnston suggests the sector actively invest in innovation, capitalize on new opportunities and encourage those disruptive thinkers who challenge the industry to grow and expand.
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GLOBAL DAIRY CONSUMPTION

Cheese, butter, cream and yogurt sales are expected to increase in Canada, according to Maxime Collette, economist at Dairy Farmers of Canada.

Collette highlighted a recent International Dairy Federation study that examined global marketing trends and dairy consumption around the world until 2025. He says butter, cream and yogurt sales have increased in Canada by 10 per cent or more from 2010 to 2015. This trend will continue, though at a slower pace for cream and yogurt.

Cheese sales have also increased by up to five per cent over that time period and will continue to increase at a similar rate over the next eight years. Meanwhile, milk sales in Canada have decreased by five to 10 per cent, and the study shows it’s likely to stay that way but at a slower pace in the near future.

While milk sales are decreasing in Canada, in other parts of the world, milk is becoming more popular. China and South Africa, for example, have experienced more than 10 per cent increase in milk sales from 2010 to 2015. Collette says this increase in sales is expected to stay largely the same, though at a slightly slower rate for China. Liquid cream, butter, cheese and yogurt sales have increased from 2010 to 2015 among most of the survey respondents. This is expected to continue until 2025, though again at a slower pace.

Ice cream sales on the other hand have decreased in North America from 2010 to 2015, by more than 10 per cent in Canada, and five to 10 per cent in the United States. Over the next eight years, ice cream sales in Canada will improve, as the study shows sales will recover slightly and only decline by one to five per cent rather than 10 per cent. Elsewhere in the world, ice cream sales are projected to increase from 2015 to 2025, by up to five per cent in India and Australia, and more than 10 per cent in China.

Many of the countries in the survey indicated they experience anti-milk debates within the country. This includes North American countries, New Zealand, South Africa, Japan and some European countries. While Canadians experience anti-milk debates, the anti-fat debate isn’t as prevalent in Canada as it is in other countries, such as the United States, Mexico, New Zealand, Japan and South Africa. However, Canadians do experience anti-cow breeding debates—an issue the United States, Mexico, China, India and Argentina do not experience.
In a hot real estate market, farmland owners may start thinking about turning their dirt into cash. Most people have heard there's no tax on the sale of farmland in Canada, but it's more complicated than that.

The Income Tax Act allows a capital gains deduction for individuals who are Canadian residents throughout the year and dispose qualified farm property. This deduction may be claimed on their tax return to offset profit on the land sale.

There are two things to note about the deduction. First, only individuals get a deduction, not corporations. Second, those individuals must be Canadian residents, not a resident of another country.

Clients often ask if their farmland is qualified farm property, eligible for the capital gains deduction. Sometimes they think it is and it turns out it isn't. On other occasions, they think it isn't and it turns out it is.

**LAND ACQUIRED AFTER JUNE 17, 1987**

If a seller acquired land after June 17, 1987, it must have been owned by that individual, their spouse, child/grandchild or parent/grandparent for at least two years to be considered qualified farm property. The Income Tax Act extends the definition of child/grandchild and parent/grandparent to include a spouse's child/grandchild or parent/grandparent.

In addition, the property had to be used principally in a farming business, and for any two years, the farmer's gross revenue from the agricultural business needed to be more than all other income for the year. This is known as the gross revenue test. The individual who is selling the land does not need to be the farmer. It can be their spouse, child/grandchild, parent/grandparent, or their spouse's child/grandchild or parent/grandparent.

Alternately, if the property was used by a farming corporation or by a farm partnership for at least two years in which the individual, their spouse, child/grandchild, or parent/grandparent was actively engaged, it may also be qualified farm property.
LAND ACQUIRED PRIOR TO JUNE 17, 1987

If the land was acquired before June 17, 1987, to be considered qualified farm property, it must have been used principally in a farming business in the year of sale by the individual, their spouse, child/grandchild, or parent/grandparent, or for at least five years during its ownership. There is no gross revenue test.

CAUTIONS

Assuming the criteria above is met and the land is qualified farm property, there are still some things to consider before claiming a capital gains deduction.

The Income Tax Act places an emphasis on an individual’s lineage. It’s their (or their spouse’s) parent/grandparent or child/grandchild that is often looked at to meet the gross revenue test, especially in the case of a non-farming seller.

Caution #1 - One pitfall that is often overlooked and is a quirk of the lineage rules is when a non-farming couple inherits a parcel of farmland that belonged to one of the spouse’s parents/grandparents who did farm. If the non-farming child of that parent/grandparent passes away, the land would not be qualified farm property in the hands of the surviving spouse. For example, a non-farming couple inherits a parcel of farmland from the husband’s father, who was an active farmer and met the gross revenue test. While the couple is together, the Income Tax Act considers the husband’s father to be the wife’s father as well. However, if the husband was to pass away, the surviving spouse would no longer have someone in her lineage who could meet the gross revenue test. Her deceased husband’s father is not part of her lineage.

Caution #2 - One of the questions we ask couples who consider selling their farmland is whether the land was acquired by one of them prior to their marriage. If it was, the sale of that property cannot be split on the couple’s tax return. The entire profit must be reported by the individual who acquired the land in the first place. In this case, the only way it can be split is if the individual actually sold a half-share of the parcel, for market value, to their spouse.

Caution #3 - One final pitfall is when farmland was acquired for less than market value, or at no cost, from a parent/grandparent. In these cases, the land may be qualified farm property, but if it was owned for less than three years before being sold then the profit must be reported by the parent/grandparent.
Farm owner Mike Carruthers shares his practices at Carruthers Farms Ltd. in Kensington, P.E.I.

Q: Can you provide a brief history of your farm and family?
A: My father, James, moved to our current farm, which was a small mixed farm, when he was a young boy. In 1975, he took over and began focusing on dairy, and constructed a more modern tiestall barn to house 30 Holstein cows. James grew the farm over the years and built a heifer barn in the mid-’80s. In 1994, he built a new freestall barn with 56 stalls, and converted the previous tiestall barn into a milk parlour. The heifer barn was later used for extra milk cows, mostly fresh cows, or special needs cows. After I received my plant science degree at the former Nova Scotia Agricultural College and spent a few years working off the farm, I moved home in 2004 to start farming. My brother, Brian, started farming with my father and me the same year. We purchased 25 kilograms of quota, and over time, we renovated the barn to meet our growing needs. The heifer barn was converted into freestalls, and an addition was built with a dry cow area bed pack. A larger feed room was built when the third tower silo was put up, and a larger mixer was installed at that point to feed about 75 cows. In 2012, my brother left the farm to pursue a teaching career. The farm has gradually increased quota and cows to its current size of 110 cows.

Q: Tell me about the farm now.
A: Carruthers Farms Ltd., located in Kensington, Prince Edward Island, now milks 110 Holstein cows in a freestall with a double 9 herringbone parlour. We have about 650 acres of land where we grow about 450 acres of crops for our feed, and rent out a portion to a neighbouring potato farmer.

Q: What do you grow on the land?
A: We grow around 150 acres of barley, 60 acres of silage corn, 60 acres of soybean and 175 acres of alfalfa. Most of the cows’ feed is homegrown, and we focus on feeding the cows with our crops, so we do very little cash cropping.

Q: Tell me about your manure management.
A: We have a liquid manure system for milk cows, which is spread three times per year with a tanker spreader. Heifers and dry cows are housed on manure pack, so solid manure is cleaned out from these pens and hauled to fields, allowing it to compost for a while before being spread.

Q: Do you have your own haying equipment?
A: We have our own haying equipment for chopped silage in towers and bunkers. We grow corn and have a header for chopping corn. We also have a round baler. We do not do any custom work.

Q: Tell me about your calf rearing system.
A: Calves are raised in individual calf pens and hutches. They are fed three litres of Shur-Gain Optivia milk replacer at every feeding. They start feeding twice daily and get ramped up to three times daily. They then step down to twice daily and then once daily until weaning at 60 days. They begin starter within a week of age and tend to eat more as the milk frequency drops. We mix chopped straw into the calf starter when the calves are about a month old to help develop the rumen. When calves get weaned, we keep them in the calf facility for at least a week to reduce stress. We aim to double the calves’ birthweights by the time they are weaned, and this has been successful since starting this program.

Q: Tell me about your milking practices.
A: We have a variety of milking equipment. The original parlour was a Surge AutoFlow, built in 1994. Since then, the farm outgrew the double 4 parlour, and we installed a double 9 DeLaval parlour in the same parlour room. We use Analyst takeoffs from AIC and Westfalia-Surge claws. The cows are milked three times daily and produce 38 kilograms.

Q: What type of breeding program do you follow?
A: We raise all our own replacements. The cows are bred on a synchronization program. Their first breeding is between 75 and 85 days in milk using artificial insemination. An activity monitor is used to catch repeat breeders. Heifers are moved into the breeding pen at 12 months and start getting bred at 13 months. The pregnancy rate has increased from 17 per cent two years ago to around 25 per cent currently. For several years, we’ve been picking sires for positive fat and protein deviations.

Q: What do you feed your herd and how?
A: Cows are fed a one-group total mixed ration (TMR). The ration contains first and second cut alfalfa/grass haylage, corn silage, canola meal, roasted soybeans, barley and minerals. While the cows are all fed the same ration, the fresh cows are separated and get a bit of dry hay along with their TMR.

Q: What do you follow?
A: We focus on feeding the cows with our own crops.
**Q:** What biosecurity measures do you apply on-farm?

**A:** As much as possible we maintain a closed herd. Visitors disinfect boots before entering the barn. Needles and palpation gloves are not shared between cows.

**Q:** How is labour divided on your farm?

**A:** Five employees milk three times daily in shifts. This allows everyone to work a reasonable number of hours and still get time off, which is hard to accomplish with three-times milking. During busy times of the year, extra staff is sometimes needed. I have one employee who does mostly maintenance and field/tractor work.

I arrived at this setup through trial and error. Initially, I found employees would leave within a short timeframe, just as they were becoming experienced and capable. I would scramble to find someone else, who would end up being a repeat of the person before. It was a vicious cycle. I determined I was expecting employees to work too many hours, and I was better off having more people working fewer hours. I have also spent a fair bit of time developing standard operating procedures for all areas of the dairy. These daily, weekly and monthly jobs are completed by assigned employees, and they are responsible for the tasks. I also try to give opportunities for each one to learn and take on more responsibility if they show interest. I take opportunities to celebrate small victories, such as when we receive a quality bonus, by treating them to dinner at a restaurant.

This scenario has created positive results in ways I never expected. The work gets done every day in a consistent manner. I won’t say all the little things (because you can never get them all done) but most of the little routine things are taken care of by the employees because it is their responsibility. I believe the little things done over and over, day after day, cow after cow are the things that make this scenario most successful.

**Q:** What environmentally-sustainable practices do you follow?

**A:** We ensure all our land gets manure every three years. We have taken part in a soil health program the last two years, and we try to put cover crop on bare land for winter cover. Over the years, we installed berms or grass waterways to minimize erosion.

**Q:** What are your thoughts on the future of the dairy industry?

**A:** While it is sometimes hard to be optimistic about the dairy industry with recent pressures from the United States, I really feel Dairy Farmers of Canada and the province, as well as individual farmers, are doing a tremendous job fighting for our system. I believe our system works very well. In fact, I believe farmers in non-supply managed countries are starting to see the benefits. I think it is abundantly important farmers and any other informed individuals continue to take opportunities to inform consumers about the advantages of our system. It is a complicated system consumers don’t understand, but it offers tremendous advantages to the industry, offering a stable supply to processors, stable price to farmers, fair cost to consumers, and a safe, high-quality product that is produced from healthy, humanely-treated dairy cows.

**Q:** Has your farm won any awards?

**A:** In 2016, we received an award for the highest composite body condition score in Prince Edward Island for one of our cows. We were also recognized by CanWest DHl and Valacta as having one of the top herd management scores in the province last year. My father received his 40-year breeder pin with Holstein Canada. In 2000, the farm won an award for best sustainable practices from the local co-op.

**Q:** When did you decide to be a dairy farmer and what is your philosophy?

**A:** I always expected I would be farming. However, I didn’t get serious until I moved back home at the age of 28. Our philosophy is to be good to the cows and the cows will be good to us. Be good to the land and the land will be good to us.

**Q:** What renovations or additions have been done on the farm?

**A:** The most recent renovation was adding a close-up dry cow barn and a small extension to one of the freestall barns. This was done to accommodate more cows, but more importantly, build a comfortable place for the close-up cows.

**Q:** Is there anything else you’d like to add?

**A:** A couple years ago, we tried milking our fresh cows more frequently to see if we could get more milk from them. We put a gate across the freestall and kept those fresh cows separate. It didn’t prove successful, but having those delicate fresh cows separated from the rest of the cows allowed us to keep a closer eye on them. We take the temperature of those fresh cows daily for the first 10 days in milk, and check other indicators for signs of sickness or metabolic issues, such as how the cow is eating, rumen fill and cud chewing. While this isn’t foolproof and we still get sick cows, it helps us catch a lot of cows before they get too sick. If we get a cow that is having trouble, it is not a problem to monitor her or administer treatment. It is also directly across from the dry pen, so if a cow is at risk of having milk fever or some other fresh cow issue, she is close to the bed pack. She can have a “milk cow meal” in the fresh pen, and then be put in the dry pen and have a “dry cow sleep” with better footing for getting up. It ended up being one of my favourite management changes and it happened by accident.

I have also worked closely with another farmer over the last few years, discussing many of the practices I have mentioned. We have worked through many of these management changes together, always focused on improvement. I like to have an open mind to new ideas. Sometimes an idea is mentioned to me I don’t agree with or understand at first so I keep listening. I try to see how that would work here. I think it is very important to find a person or people with which to discuss challenges and opportunities. I have learned a lot about dairy farming from my father while growing up on the farm and continue to learn from him today. This has given me a great understanding of the farm. I also work closely with my veterinarian, consultants, feed representatives and others to inform me of various best practices. I think it is essential to utilize these resources. It is a daunting task to try to be an expert at everything on the farm. There is a lot of knowledge in the industry and it is a great resource. I always welcome people on the farm who can give me suggestions for improvement.

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for previously-published Producer Profile articles.
Canadian processors have expressed their expectation the routine practice of tail docking without a medical reason is discontinued as of Sept. 1, 2017, in accordance with proAction requirements, which are based on the Code of Practice for the Care and Handling of Dairy Cattle.

A minority of dairy farms practise routine tail docking as a way to facilitate cattle cleanliness. However, research shows the procedure leads to chronic pain and discomfort, and does not contribute to the health and welfare of dairy animals. As a result, processors, veterinarians and the scientific community do not support the practice.

Removing the tail when it is medically necessary for the animal (e.g. the tail is broken or injured and is at risk of further complications) is permitted and must be documented on the “Tail Docking Log,” starting Sept. 1, 2017. However, producers who continue to routinely dock tails without a medical reason will receive a major Corrective Action Request (CAR) upon proAction validation, causing them to fail validation.

During its May 2017 meeting, Dairy Farmers of Ontario’s (DFO) board approved a policy requiring validators to verify adherence to the tail docking ban three months after validation, before closing a major CAR due to cattle’s tails being docked without a medical reason on or after Sept. 1, 2017. This means the tail docking CAR will remain open until the validator visits the farm and verifies compliance, which will take place during the fourth month after the initial validation is conducted. The producer will be subject to proAction penalties on all milk shipped during the months the CAR remains open (for a minimum of three months and even longer if the producer is not in compliance). This policy becomes effective with the start of proAction validations on Sept. 1, 2017.

MAINTENANCE OF PROACTION RECORDS
Producers know adequate maintenance of records plays an important role in the effectiveness of the Canadian Quality Milk and proAction programs. For example, cattle treatment records keep track of every animal receiving treatment requiring a milk or meat withdrawal. These records not only help farmers ensure milk and meat shipped from the farm do not have violative levels of drug residues, they also help the dairy industry as a whole demonstrate responsible use of veterinary drugs. This is important in maintaining confidence in farm practices related to drug use, particularly in light of antimicrobial resistance concerns.

Having said that, records are effective only if they are completed adequately and consistently. DFO has identified the need to improve in this area.

Currently, a producer who has failed to meet record-keeping requirements receives one or more minor or major CAR(s), depending on the severity and extent of the non-compliance. Major CARs cause a producer to fail validation, but if closed during the month following the assigned validation month, the producer passes validation and no penalties are applied. Effective March 1, 2018, the process of closing major CARs related to record-keeping requirements will change. Validators will be required to verify records completed over three consecutive months after the validation was conducted in order to close the CAR. The proAction penalties will be applied on all milk shipped during the months the CAR(s) remain open (for a minimum of three months and even longer if records are deemed incomplete during the verification process). The producer will be responsible for providing the records to the validator by the eighth day of the fourth month after the validation was conducted. Table 1 illustrates an example of penalty application under this new policy.

<table>
<thead>
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<th>Month</th>
<th>Description</th>
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<th>Penalty</th>
</tr>
</thead>
<tbody>
<tr>
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<td>Due for validation – validation conducted</td>
<td>No – Record-keeping CAR issued</td>
<td>n/a</td>
</tr>
<tr>
<td>February</td>
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<tr>
<td>March</td>
<td>Producer maintains records</td>
<td>No – CAR remains open</td>
<td>$2 per hL</td>
</tr>
<tr>
<td>April</td>
<td>Producer maintains records</td>
<td>No – CAR remains open</td>
<td>$2 per hL</td>
</tr>
<tr>
<td>May</td>
<td>Producer provides records to validator OR</td>
<td>Yes – CAR is closed</td>
<td>n/a</td>
</tr>
<tr>
<td></td>
<td>Follow-up visit conducted</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Maria Leal is Dairy Farmers of Ontario’s assurance programs and field services manager.
MANAGING HIGH IODINE LEVELS IN MILK

Groundwater may lead to high iodine levels in milk across certain regions of Canada

iodine is an essential nutrient for humans and animals, such as dairy cattle, but it can be toxic in high concentrations. University of Guelph (U of G) researchers have identified groundwater as the key source of iodine in cows’ milk from certain regions in Canada, and are exploring methods to decrease it.

A recent Dairy Farmers of Canada study found about five per cent of farms across the country produced milk that exceeded the margin of acceptable iodine levels.

Although there have been no reported detrimental health effects on dairy cattle, high levels of iodine in cows could potentially transfer to humans through drinking their milk. An imbalance of iodine could cause thyroid problems, such as goiters or hypothyroidism.

Professor David Kelton from the department of population medicine at the Ontario Veterinary College explained Ontario has three regions that are at high risk of producing milk with too much iodine—one in eastern Ontario, one in central Ontario (north of Lake Ontario) and one in the Niagara region.

These areas are all in close proximity to previous bodies of saltwater, where iodine is found in high concentrations in the groundwater. Deposits of iodine and other minerals were left behind long ago when sea levels were much higher during the end of the ice age and the Champlain Sea occupied the area where high iodine levels are now present.

“We originally scratched our heads when we saw the clusters of high milk iodine concentrations in central Ontario and areas around the Great Lakes basin,” Kelton says. “But if you go back and look at the history of this part of North America geologically, it was part of an inland sea hundreds of thousands of years ago.”

Kelton’s team is looking at ways to reduce iodine levels in Ontario milk by analyzing mineral content in groundwater, which they found to be the main source of iodine for many of the herds in these high-risk regions of Ontario. Given the large volumes of water cows consume to support their milk production, water can be an important source of minerals. Other significant causes of high iodine levels in milk include contact with iodine-based disinfectants that are used to prep cows’ udders for milking, and feeds that contain certain ingredients that are high in iodine, such as kelp.

While producers are not penalized for milk high in iodine, testing samples and mixing volumes of milk from separate farms to achieve a uniformly acceptable level of iodine in marketed milk is an expensive process for Dairy Farmers of Ontario (DFO).

Going forward, Kelton and a team of collaborators from the Ontario Geological Survey and the University of Ottawa will confirm specific groundwater sources high in iodine and explore cost-effective water treatment options.

DFO and the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) funded this project. Collaborators of this project include U of G professors Jana Levison and Vern Osborne, graduate student Courtney Rogerson, Dr. Stewart Hamilton from the Ontario Ministry of Northern Development and Mines, George MacNaughton from DFO, and Dr. Ann Godkin from OMAFRA.

RESEARCH @LRICDAIRY

The Livestock Research and Innovation Centre – Dairy Facility near Elora, Ont., is one of the world’s most advanced dairy research facilities. The Research @LRICDairy series highlights research at the centre, which is a joint project with the Agricultural Research Institute of Ontario, the University of Guelph and the Ontario Dairy industry. Follow this series and follow us on Twitter @LRICDairy to learn about the latest studies designed to benefit Ontario’s and Canada’s dairy sectors.

Karen K. Tran is a student writer for the University of Guelph’s office of research.

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SPARK

Karen K. Tran is a student writer for the University of Guelph’s office of research.
Automatic milking systems (AMS) are increasing on Canadian dairy farms. Along with increasing milk production and improving cow comfort and health, AMS also reduce labour costs and provide a more flexible lifestyle for producers. Some of the challenges associated with AMS include high capital costs, requiring producers to be on-call, and managing large amounts of data. According to a 2016 report from the Canadian Dairy Information Centre, the proportion of dairy farms in Canada using AMS has grown from 5.6 per cent in 2014 to 6.8 per cent in 2015.

“Canadian dairy producers want to know what to expect if they make the transition to AMS. My team wanted to go to the ‘virtual coffee shops’ across Canada to ask dairy producers who had made the leap from conventional milking system to AMS to share their perceptions of that experience. We aimed to give dairy producers considering the transition to AMS a realistic idea of what to expect from the system at the farm level. We also wanted to provide them with benchmarking information specific for the Canadian situation, rather than extrapolating from American or European studies. Our ultimate goal is to identify challenges and solutions associated with transitioning to AMS,” says Dr. Ed Pajor, Anderson-Chisholm chair in animal care and welfare in the faculty of veterinary medicine at the University of Calgary.

This study was funded under the Dairy Research Cluster, which comprises Dairy Farmers of Canada, Agriculture and Agri-Food Canada, the Canadian Dairy Network and Canadian Dairy Commission. Pajor, along with graduate student Christine Tse and their collaborators, surveyed dairy producers from eight provinces to document their perceptions of the effect of transitioning to AMS on housing, farm management and cow health. A two-part survey, including a general survey and a detailed survey, was used to collect the necessary data. All producers were initially contacted by phone with a general survey, which was developed to obtain information on factors that may have been affected by transitioning to AMS, such as changes to the facility, employee management, milk production and quality, milking labour management, as well as current milking statistics, cow training, challenges and solutions experienced during the transition, changes in quality of life and level of satisfaction with the AMS. More than 200 producers responded to the general survey. A subset of almost 70 producers responded to a more detailed questionnaire. This survey contained...
additional questions related to cow health and milk recording programs.

FACTS AND FIGURES ON TRANSITIONING TO AMS
On average, dairy producers had completed the transition to AMS 30 months before completing the survey, with 51 lactating cows per robot and two AMS units per farm. Most producers, 58 per cent, did not train their cows or heifers before first milking with the robot, and of those who did train their animals, they focused more on training their heifers.

Overall, farms increased herd size from an average of 77 to 85 lactating cows. Almost all producers surveyed—81 per cent—reported increased milk yield with little change in milk quality after transitioning to AMS. In order to accommodate the AMS, a little more than half of producers built a new barn and 47 per cent said they changed housing systems. For those who changed housing systems, almost all of them switched from tiestall to freestall systems. On the AMS farms, the average number of employees decreased from 2.5 to two, and the time devoted to milking-related activities decreased from 5.2 hours per day to two hours per day.

PRODUCERS’ REPORT
ON IMPACT TO FARMS
For most producers, cleaning and feeding practices remained unchanged. However, after transitioning to AMS, one-third or 36 per cent of producers changed feeding systems, mainly from individual components to a mixed ration.

Two-thirds of producers changed their health management practices after adopting AMS. In addition, about 80 per cent of them believed an AMS made it easier to detect illness in their cows because of the amount of information the robots provided on each animal, such as udder health reports, cow weight and temperature measurements, milking reports, activity and rumination reports, and because of the alarms notifying them of issues.

Most producers noted lameness either decreased or stayed the same after introducing AMS, and detecting lame cows was facilitated by the automatic detection in AMS. They also noted having AMS allowed more time to observe cows, thus enhancing lameness detection. One potential note of caution is changing the housing system at the same time as transitioning to AMS seemed to lead to more reports of increased lameness. This suggests the change in cow locomotion after switching from tiestall to freestall in tandem with the installation of an AMS has a greater impact on lameness than simply introducing a new milking system.

The majority of producers reported either a decrease or no change in the rate of clinical mastitis, as signaled by AMS-generated reports. In addition, producers reported total bacterial count increased, decreased or remained unchanged in roughly equal proportions. Pajor suggests these variable results for bacterial counts in AMS could be environmental in nature, but further studies are needed to clarify these results.

About two-thirds of producers reported conception rate increased with AMS, and the same proportion indicated they had changed their approach to heat detection. Rather than relying solely on visual observations of heat, they depended on computer information generated by the AMS to reveal when cows were in heat. Activity or behaviour monitors were the primary tools for heat detection on the bulk of AMS farms. Culling rate was perceived to have stayed the same for just under two-thirds of producers, resting around two per cent of the lactating herd.

Almost all producers agreed AMS improved their quality of life in terms of increased time, more flexibility, less stress, less physically-demanding work and easier employee management. One challenge of transitioning to AMS was learning to understand and use the vast amount of information collected by the robot. “Overall, producers reported the transition to AMS met their expectations and increased the profitability of their operation,” Pajor says. “In fact, a resounding majority said they would recommend AMS to other producers.”

“Depending on your current practices, modifications to farm management and changes in cow health may not necessarily be drastic with adoption of AMS, but it is important to be aware of and prepared for a potentially larger impact on cow health when changing housing systems on top of introducing robotic milking,” Tse says.

Pajor, Tse and their collaborators are continuing to analyze the survey results and preparing more in-depth reports on the impact of AMS on milking labour management, milk production and quality, cow training, quality of life and overall challenges in the Canadian dairy industry. ☎️

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FEED EFFICIENCY AND HEAT

Large fluctuations in temperature, especially hot temperatures, can impact milk production, quality and fertility in high-producing dairy cows.

With the onset of temperature and precipitation changes in summer, breeding animals for resilience is becoming more favourable. Large fluctuations in temperature, especially hotter temperatures, can impact milk production, quality and fertility in high-producing dairy cows.

Heat stress represents both heat and cold stress. A measure of thermal stress is temperature humidity index (THI), which summarizes ambient temperature and relative humidity into one number. Other factors that influence THI include wind speed and solar radiation.

The thermo-neutral zone (TNZ) for an animal is when heat loss equals heat produced. Any deviation from this range requires the animal to use energy and resources to cope with the temperature change. Heat stress can negatively influence milk yield and quality with increases in somatic cell count. Cattle use evaporative cooling to cope with heat. Increasing respiratory rate or panting is a clear indication of heat stress in cattle. Poor exchange of air in the lungs due to high levels of humidity can cause a cow to increase her respiratory rate.

Feed efficiency is the measure of the amount of meat or milk produced per unit of dry matter intake (DMI) by an animal. It is favourable to have an increased feed efficiency from an economic and environmental perspective.

UNITED KINGDOM study shows high feed-efficient cows may experience a decline in milk production with decreased feed intake at moderate to severe heat stress to a lesser extent than low feed-efficient cows. Photo courtesy of Caitlin MacLeod, Darcroft Farms.
Over the years, dairy cattle maintenance energy has increased, such that dairy cows require 10 per cent more energy for maintenance compared with beef cattle. This increase in maintenance energy requirements is due to increased body size and differences in body composition. Additionally, increased milk production increases metabolic heat production, which can decrease heat tolerance. This means an average feed-efficient cow may feel the impact of thermal stress on production at a lower THI compared with a high feed-efficient cow. A cow that is highly feed efficient is able to produce milk with less feed due to lower maintenance energy than low feed efficiency cows, and may produce less metabolic heat in the process. Less metabolic heat produced by a cow may allow it to be more heat tolerant and adapt to high temperatures in the summer months.

In the United Kingdom, D.L. Hill and E. Wall set out to clarify the relationship that exists between weather and feed efficiency and intake. They completed an eight-year study that tracked feed intake and milk yield, and calculated feed efficiency of 328 cows. The cows were housed at Crichton Royal Farm Dumfries – Dairy Centre, and remained in the study for their first three lactations. However, some cows were culled due to infertility or illness and thus, are not represented in the data for all three lactations. In the study, there were two defined groups of cows: Group 1 had higher than average fat- and protein-corrected milk yield and increased feed efficiency, while Group 2 was average for fat- and protein-corrected milk yield, and had less feed efficiency compared with the other group. Environmental measurements, including dry bulb temperature, relative humidity, wind speed and sunshine, were collected from a local meteorological weather station.

The study shows at lower THI, highly feed-efficient cows will have improved feed intake and production compared with the average feed efficiency group. High feed-efficient cows had increasing feed efficiency that began at 33.2 THI.1 There were similar trends of increasing feed efficiency of average feed-efficient cows that started at a higher THI (40.2).1 As THI increases out of the mild heat-stress zone (55 to 65 THI), feed intake decreases by 80 grams in DMI with every one unit increase of THI in both high and average feed-efficient cows. Milk production also dropped with the increase in THI over the mild heat stress category. Dry matter intake decreases by 5.31 per cent in high feed-efficient cows and 5.91 per cent in average feed-efficient cows at 65 THI. At 73 THI, DMI dropped by 11.5 per cent in high feed-efficient cows and 12.8 per cent average feed-efficient cows. Overall, it is evident heat stress will decrease feed intakes in both high- and average-producing animals, and the extent at which these cows decrease production will determine their heat tolerance.1

Over the eight-year period, researchers found feed efficiency tended to increase with increasing THI in the mild heat-stress range (THI=53). The increase in feed efficiency was attributed to a drop in feed intake and milk production maintenance in highly feed-efficient cattle.1 Periods of severe heat stress can decrease feed efficiency in cows starting at mean daily THI of 76.5. High feed-efficient cows may experience a decline in milk production with decreased feed intake at moderate to severe heat stress to a lesser extent than low feed-efficient cows.1 Some evidence shows not all cows experience heat stress in the same manner, with some cows showing less milk production reductions than others, which could result in another possible avenue for selecting cows for resilience.2

There is continued interest in breeding animals that are more feed efficient from both an economical and environmental standpoint. There are other benefits to feed efficiency with the potential for these animals to be resilient to climate change. As the conversation continues about how the industry should be selecting cows for the future, there are considerable research efforts worldwide to determine resilience and feed efficiency traits that may be deemed important in a changing environment. Consuming less feed to produce the same amount of milk or more will prove beneficial to breeding a resilient cow.©
P5 producers have experienced the single largest increase in quota in recent times, says Patrice Dubé, Dairy Farmers of Ontario economics director. “The move was unprecedented, but was needed to ensure the industry can continue to meet growing demands for domestic butterfat,” Dubé says.

Although measures had been taken to help meet increasing demand, such as issuing incentive days and quota increases in the last quarter of 2016, there was still a need for producers to keep up with the current production momentum, Dubé says. The increased demand is due to several market factors, including surging consumer interest in higher fat dairy products, an increase in our capacity to supply the domestic butterfat market due to more industry investments in skim milk processing, and a new policy environment that encourages the promotion and manufacturing of more dairy products.

Butterfat use by further processors is also expected to be increasingly supplied from domestic butterfat instead of supplementary imports of butter over the coming year, Dubé says. “We expect the additional five per cent quota increase will reassure butter manufacturers that sufficient milk supply will be available to meet all their needs, and encourage them to fully supply the further processing market segment,” Dubé says.

Industry representatives continue to monitor butter stock levels, which continue to be a significant indicator of how well domestic requirements are being met. When butter stocks are high, it means there is ample production to keep up with current demand, and when they are low, it means production is not sufficient to meet all current demand and maintain butter stocks at the right target level. The challenge is determining what the right level of butter stocks should be to ensure all current and future domestic needs can be met by domestic butterfat production.

In recent months, P5 processing capacity has become less of a concern because of investments in new processing capacity, which allows the industry to deal with all excess skim milk associated with the increase in butter production. In the meantime, the P5 quota committee continues to monitor market conditions. Summary: Producers are encouraged to continue to keep their level of production in line with recent production signals because there is no indication that the butterfat demand will weaken in the coming months.
DID YOU KNOW?

One incentive day per month is equal to about three percent quota?

Normally, incentive days are issued during the fall when seasonal demands warrant a need for increased milk production. Incentive days can also be issued outside the fall when there is a need to stimulate more milk production or keep the current milk production in the short term. Since quota is issued to meet the long-term demand in milk, incentive days are used to keep the production momentum in the short term when the longer term butterfat demand direction is not clear or when there are extraordinary circumstances requiring some prudence in the production signal sent to producers (i.e. processing constraints).

Incentive days are normally only available for the month in which they are allotted (non-cumulative), and cannot be carried forward in part or whole. Incentive days are utilized once the monthly quota is full, and before any under-production or over-production credits.

**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.*

**MONTHLY QUOTA PRICES ($/kg)**

<table>
<thead>
<tr>
<th>PROVINCE</th>
<th>PRICE/kg</th>
<th>AMOUNT WANTED/kg</th>
<th>AMOUNT FOR SALE/ kg</th>
<th>AMOUNT PURCHASED/kg</th>
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</tr>
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<td>Quebec</td>
<td>$24,000</td>
<td>8,111.00</td>
<td>934.40</td>
<td>934.10</td>
</tr>
<tr>
<td>New Brunswick</td>
<td>$24,000</td>
<td>127.90</td>
<td>60.40</td>
<td>60.40</td>
</tr>
<tr>
<td>Prince Edward Island</td>
<td>$23,500</td>
<td>37.50</td>
<td>33.60</td>
<td>30.58</td>
</tr>
<tr>
<td>Manitoba</td>
<td>$22,000</td>
<td>81.50</td>
<td>167.50</td>
<td>56.50</td>
</tr>
</tbody>
</table>

*Newfoundland does not operate a monthly quota exchange. Quota is traded between producers. Nova Scotia has cancelled its quota exchange.

**ONTARIO DEDUCTIONS, PER HL**

<table>
<thead>
<tr>
<th>Within quota</th>
<th>Over-quota</th>
</tr>
</thead>
<tbody>
<tr>
<td>DFO Adminstration</td>
<td>$0.635</td>
</tr>
<tr>
<td>CQM Adminstration</td>
<td>$0.020</td>
</tr>
<tr>
<td>DFO Research</td>
<td>$0.050</td>
</tr>
<tr>
<td>Canwest DHI</td>
<td>$0.060</td>
</tr>
<tr>
<td>Transportation</td>
<td>$2.950</td>
</tr>
<tr>
<td>Market Expansion</td>
<td>$1.500</td>
</tr>
<tr>
<td>Total Deductions</td>
<td>$5.215</td>
</tr>
<tr>
<td>Average total net</td>
<td>$70.356</td>
</tr>
</tbody>
</table>

*These figures are based on Ontario’s average composition for May 2017 of 4.07 kg. butterfat, 3.34 protein and 5.80 other solids, rounded to the nearest cent.

**U.S. CLASS PRICES**

The May 2017 Class III Price, US$15.57 per hundredweight, is equivalent to C$47.62 per hectolitre. This equivalent is based on the exchange rate of US$1 = C$1.34727, 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

A total 3,623 producers sold milk to DFO in April compared with 3,746 a year earlier.
GRASSLANDER ALLOWS FARMERS TO RECORD SIGHTINGS OF SPECIES AT RISK

As a response to declining Bobolink and Eastern Meadowlark populations across the province, the Ontario Soil and Crop Improvement Association (OSCIA) has teamed up with researchers to launch an innovative, citizen-science platform for farmers to record sightings of these two species at risk.

GrassLander, a convenient web-based map, gives Ontario farmers the ability to easily collect data on grassland bird behaviour. This valuable data will contribute to better scientific understanding of population trends that can help inform science-based decision-making.

“As farmers, we’re the on-the-ground eyes and ears that can play an invaluable role in understanding grassland birds and how they coexist with farming across the province,” says OSCIA president Mack Emiry. “This is Ontario agriculture’s chance to demonstrate its commitment to farming alongside vulnerable wildlife, and demonstrate its compatibility with these species.”

GrassLander is designed to be accessible to farmers, whether they’re out in the field or sitting at the kitchen table. The platform is optimized for computer, tablet or smartphone. It is completely free, and easy to register. An online tutorial is available and will take registrants through the steps of how to use GrassLander.

For more information on GrassLander, or to get involved and start recording your sightings, visit www.ontariograsslander.ca or get in touch with OSCIA directly at grasslander@ontariosoilcrop.org.

The information collected through GrassLander is secure, and to protect the privacy of GrassLander participants, the data is aggregated and only you are able to see your individual information.
KUBOTA CANADA INTRODUCES THE ALL NEW BX80 SERIES

Kubota Canada Ltd. (KCL) has redefined the subcompact tractor market by introducing the BX80 series of subcompact diesel tractors. There are four new models, including BX1880, BX2380, BX2680 and BX23S. The latter leads the subcompact tractor class with a standard front loader and backhoe. Combining Kubota reliability and power with unmatched versatility and an intuitive, easy-to-operate design, the BX80 series is ideal for Canadian rural property owners.

“We are proud, once again, to bring Kubota innovation to thousands of Canadians who seek user-friendly products that are comfortable, powerful and energy efficient, whether it be for mowing, landscaping or blowing snow,” says Carl Heinlein, general manager of sales and marketing at Kubota Canada. “We pioneered the segment in 2000 with the introduction of our original BX series, and the latest iteration is our best yet.”

The BX80 series delivers top-of-class power and fuel efficiency, comfort and unmatched ergonomics in configurations that are suitable for any job. Customize your Kubota with a midmount mower deck, an operator-friendly front loader, a front- or rear-mounted snowblower and a full line of industry-leading implements, including the range from Land Pride. Easy-to-install attachments transform the BX80 into one versatile machine.

For product literature or dealer locations, visit www.kubota.ca.

SILAGE TRIAL SHOWS DOW SEEDS BM3 BMR INCREASES MILK POTENTIAL

The latest research from The William H. Miner Agricultural Research Institute in Chazy, New York, confirms the Dow Seeds brand brown midrib-3 (bm3) BMR silage corn leads to increased milk production.

The Miner Institute conducted the trial to evaluate yield and quality for bm1, bm3 and non-BMR hybrids in 2015. Hybrids were arranged in a randomized complete block design with four replicated strips per hybrid (six rows, 500-foot lengths) and planted at 34,000 seeds per acre. Relative maturity ranged from 95 to 107 days, and all plots were harvested on the same day.

Researchers found Dow Seeds bm3 BMR silage corn has the lowest lignin, and therefore, the highest fibre digestibility (NDFD30), which leads to increased milk production per tonne of silage fed.

“The study showed NDFD30 varied significantly among BMR and non-BMR, with nearly a 10-percentage unit advantage for bm3 compared with non-BMR, reinforcing what we’ve always said about our products,” says Bill Webster, corn product manager with Dow Seeds Canada. “This has important implications for ration formulation, dry matter intake and milk production potential since fibre digestibility and indigestibility can affect feed intake, ruminal turnover, the rate of forage particle breakdown and the efficiency of milk production. Dow Seeds bm3 BMR also has low uDNDF240om, so not only will the cow produce more milk due to the high-fibre digestibility, she will also eat more Dow Seeds BMR, which will allow her to produce even more milk. It offers a ‘double whammy’ in effect.”

For more information, visit www.dowagro.ca.

PROBIOTICS SUPPORT TRANSITION COW HEALTH AND IMMUNE FUNCTION

One of the most demanding times in a dairy cow’s life is three weeks before and after calving. This transition increases the cow’s risk for illness and metabolic disorders, which can result in severe productivity losses.

“Transition cows are often exposed to stressors, such as pen movements, ration changes or environmental stress,” notes Angel Aguilar, Ph.D., Dipl. ACAN, technical services manager at Lallemand Animal Nutrition. “These stressors can take a toll and make cows more likely to develop mastitis, ketosis or metritis, which are some of the costliest diseases of dairy cattle today. Optimizing nutrition and management during this period can save producers money in lost milk production, reproduction, calf performance and reduced treatment costs.”

Management and ration changes, such as adding a probiotic to close-up and fresh cow diets, can help cows cope with stress during transition.

For the complete article, visit www.lallemandanimalnutrition.com.
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A **BOOZY TREAT**

Raise a glass to booze-infused ice cream for National Ice Cream Month

Just in time for the warm weather, an ice cream maker in Manhattan, New York, has created a food mashup perfect for summer. Your favourite childhood treat has now grown up thanks to the owner of the Tipsy Scoop Bar-lour. The shop sells liquor-infused ice cream and sorbet with flavours inspired by popular cocktails.

That's right—boozy ice cream now exists! Red Velvet Martini, Mango Margarita Sorbet and Chocolate Stout and Pretzel are just some of the mouthwatering flavours. But instead of martini glasses accompanied with olives and a wedge of lime, these cocktails are served in cups rimmed with sprinkles and topped with a cherry.

And though the concoction might look innocent enough, its makers say it packs a punch since a two-scoop ice cream can give you the same happy buzz that a light beer can. All the flavours are made with around five per cent alcohol by volume.

If you ever find yourself in the Tipsy Scoop neighbourhood, expect to bring your ID. The adult ice cream parlour has a bouncer carding people at the door.

While Tipsy Scoop also sells its alcoholic ice cream in grocery stores, it’s not available in Canada yet. But Canadians can still enjoy the same idea with Häagen-Dazs Spirits, which have been spotted in some Canadian grocery stores. Some of the flavours include Vodka Key Lime Pie, Irish Cream Coffee and Biscotti and Whiskey Chocolate Truffle, but don’t expect to get a buzz off this ice cream. The alcohol content is just a mere 0.5 per cent.
Healthy Hooves | Healthy Bottom Line

“I had quite a few cows with hairy warts and sore feet. In the past I used a sprayable Tetracycline with some success, but when I started using StepSept FB-T100, things got much better. I sprayed all feet once a day for 10 days and almost all my foot problems went away.”

Matt McCourt of Sunnybook Farms
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