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Photo by Caitlin MacLeod, Dacroft Farms.
EMPOWERING WOMEN IN AGribusiness

Women are an important piece of the agriculture puzzle—both in Canada and around the world

Support for women involved in dairy farming and agriculture is growing around the world. A quick Google search of women’s contributions to dairy revealed a plethora of resources and support groups available to women from the United Kingdom to the United States, and everywhere in between.

From empowering women to better manage risks and make decisions, to educating them on how to run sustainable and profitable businesses, there is no shortage of information online for women who want to grow their knowledge and take their agribusiness to the next level.

I came across a number of conferences and seminars offered entirely to women farmers and business owners (and the men who support them), such as Dairy Women’s Network (DWN), a New Zealand not-for-profit organization dedicated to giving unlimited opportunities to women in dairy. DWN not only develops, facilitates and promotes events and initiatives for members to acquire industry-based knowledge and soft skills, it also offers memberships and numerous volunteer opportunities. In Africa, for example, there is the Africa Women Innovation and Entrepreneurship Forum, which helps women connect, share, collaborate and make plans about how they can invest, grow and develop African women-led businesses and initiatives, including in food production and agriculture. Then there’s Women in Agribusiness, a business unit of HighQuest Group, a global agribusiness consulting, events and media firm. Started in 2012 in Minneapolis, MN, the company has a goal to help organizations understand the value of recruiting, retaining and advancing women in agribusinesses.

By the time you read this column, the largest gathering of Canadian women in agriculture would have already taken place in Ontario at the Fallsview Casino Resort and Conference Centre in Niagara Falls. The Advancing Women in Agriculture Conference East (AWC EAST) helps hundreds of women find inspiration among their peers, hear from leading speakers, take part in free pre-conference workshops, and engage in many opportunities for networking. I look forward to attending the event every year, knowing I will be hearing from and meeting with successful women from varied industries, experiences and walks of life who are all there for one primary reason—to leave feeling rejuvenated and inspired to make changes in both their professional and personal lives. I’m especially looking forward to the AWC sponsor panel, which will discuss how agriculture as a broad and dynamic industry is constantly changing and the role women can play in this industry and how to be the most effective leaders.

Whether you farm alone, are involved in the family business, or work as a veterinarian or on a dairy magazine, we are all contributing as women to growing a sustainable, profitable and growing industry. Women are an important piece of the agriculture puzzle—both in Canada and around the world. They are often the backbone of rural economies. Investing in women will only reap more benefits for families, rural and urban communities, and agribusiness development. When women succeed in business, it has a ripple effect on the economy and country. It’s good practice to ensure women are equipped with all the tools they need to not just get by in their businesses or careers but to thrive, and gatherings such as AWC EAST are a good place to start.

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WE NEED TO PLAN FOR THE FUTURE

It is with great pleasure that I have the opportunity to write this month’s address from the board. The message I want to convey is how fortunate we are to be dairy farmers in Ontario and Canada.

I recently had to miss the August and September board meetings. While I was away, I was able to pause and think about our industry. When I returned, I was reminded about all the impressive and complex decisions and planning we need to make to operate successful farms.

We’re in a period of unprecedented times. We’re experiencing record growth in demand for our products since consumers are eating more cheese, butter and cream than ever before. With the ingredients strategy, processors are confident in the utilization of domestic milk, and are showing it through new investments. In late October, Gay Lea’s T eeswater operation is scheduled to open in 2018. We have also seen construction of the new Chinese infant formula plant begin in Kingston. As a result of this, along with the planned new investments from other processors, dairy farmers must plan ahead to produce enough milk to satisfy market requirements.

When we look at what is happening in Canada compared with other countries, we should be proud and fortunate. While other countries’ dairy systems are failing, and farmers and processors are going bankrupt on a regular basis, we feel great sympathy for them but also great pride for us. In Australia, the government had to introduce significant support programs for its farmers, while its largest co-operative continues to struggle. This is not happening in Canada.

The other point that struck me while I was away is when I returned to the board, I was reminded how complex our industry is when we’re planning for the future. The board is continually planning for the next generation of farmers, making certain we are preparing the industry to succeed for decades, and we are grateful we can continue to do so under our Canadian dairy system. Plans need to be made to ensure we are living up to our obligations to match supply with demand. Of course, the complex issue is knowing when that demand will occur, and predicting the amount of milk that will be needed. With the great news of all the new investments and anticipated processing requirements, we need to be prepared to have enough milk to make sure we get the right amount to the right place at the right time.

Fortunately, we have dedicated and committed farmers and Dairy Farmers of Ontario staff who spend so much time looking into this complexity. Because of this, I feel very fortunate and grateful to have a meaningful contribution so we can continue to supply Canadians with some of the highest quality milk in the world.

NOUS DEVONS NOUS TOURNER VERS L’AVENIR

Je suis très heureux d’avoir la chance d’écrire le message du conseil de ce mois-ci, car je tiens à exprimer à quel point nous sommes privilégiés d’être des producteurs laitiers en Ontario et au Canada.

Je n’ai pas pu participer aux réunions du conseil d’administration du mois d’août et de septembre. Alors que j’étais à l’extérieur, j’ai pu prendre une pause afin de réfléchir à notre industrie. À mon retour, j’ai pu réexaminer toutes les décisions et les planifications remarquables et complexes qui sont nécessaires à l’exploitation des fermes prospères.

Nous vivons une période sans précédent. Nous enregistrons une forte croissance de la demande pour nos produits depuis que les consommateurs achètent une quantité record de fromage, de beurre et de crème. Grâce à la stratégie des ingrédients, les transformateurs de fromage, de beurre et de crème sont plus grands et coopératifs que jamais auparavant. Nous devons nous tourner vers l’avenir et nous préparer à fournir une quantité suffisante de lait pour satisfaire les besoins du marché.

Lorsque nous observons ce qui se passe au Canada, comparativement à d’autres pays, nous pouvons être fiers et nous estimer chanceux. Alors que les systèmes de production laitière dans d’autres pays s’écroulent et que les producteurs et les transformateurs sont souvent faillite, nous éprouvons beaucoup de sympathie pour ces derniers, mais aussi beaucoup de fierté envers nous-mêmes. En Australie, le gouvernement a dû instaurer d’importants programmes de soutien pour ses producteurs, tandis que sa plus grande coopérative continue d’éprouver des difficultés. Ce n’est pas le cas au Canada.

Le second point qui m’a frappé à mon retour au conseil, c’est de comprendre à quel point notre industrie est complexe lorsqu’on regarde vers l’avenir. Le conseil prépare en permanence le terrain pour la prochaine génération de producteurs en s’assurant que l’industrie fleurisse pour les décennies à venir et nous sommes reconnaissants de continuer à le faire dans le cadre du système de production laitière canadien. Une planification sera nécessaire si l’on veut s’assurer de répondre à la demande du marché. Bien sûr, savoir quand la demande arrivera et prévoir la quantité de lait nécessaire n’est pas une mince affaire. Avec toutes ces bonnes nouvelles concernant les nouveaux investissements et les exigences de traitement prévues, nous devons nous préparer à fournir une qualité supérieure de lait, et ce, au bon moment et au bon endroit.

Heureusement, nous avons des producteurs laitiers dévoués et engagés, ainsi que des membres de Dairy Farmers of Ontario qui travaillent très fort à démêler cette complexité. Grâce à cela, je considère être très chanceux et reconnaissant de pouvoir apporter ma contribution afin que l’on puisse continuer à offrir aux Canadiens l’un des meilleurs laits au monde.
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AN OPEN INDUSTRY

SaskMilk’s dairy entrant assistance program attracts applicants outside the industry and the province

In this contribution, SaskMilk appreciates the opportunity to highlight and share specifics about Saskatchewan’s dairy entrant assistance program (DEAP).

As producers, we try to give back to the industry in order to keep our credibility with government, stakeholders and our farmers. Many of us in the industry had some form of assistance to get started. I took part in a provincial program available in the 1980s to help establish more dairy farms. Without this assistance, I would not be a dairy farmer today. Our goals for the DEAP were slowing the decline or maintaining our farm numbers (with only 160 farms left after significant consolidation over the past decade, this was important to us), ensuring we are not viewed as a closed industry, and offering a program that would see new farms be sustainable long term and positioned to grow in the future.

We recognize other provinces have their own new entrant programs, and we certainly looked at those programs when developing our unique Saskatchewan package. While DEAP includes similar benefits to other provincial programs—granting up to 20 kilograms on a matching basis, for example—we also have some distinct aspects.

Two parts of our program seem noticeably different. First, the SaskMilk board can dedicate as much quota to the program as we wish. This has given the board tremendous flexibility and has allowed us to greatly expand our program numbers over the past two years of unprecedented growth. Second, we do not get involved in the financial aspects of an applicant’s business plan. The board will provide the grant quota for as long as the farm is in operation, but we believe it is up to applicants and their financial adviser and accountant to determine their own business plans. The board’s responsibility is to ensure the production unit’s location and operation meets provincial standards, not delve into the finances of individuals. In fact, the board does not oversee applications; we make quota available to the program and then SaskMilk staff administer it in accordance with the policy.

Two years in, we have accepted 27 production units into DEAP—17 of which are now shipping milk. We have not only maintained the number of farms in the province for the past two years, but have made gains. In addition, the DEAP is attracting a variety of applicants, including many young farm families—those from both within and outside the province—people from dairy farming families, and some from non-dairy farming backgrounds.

The program is very well received by our farmers, our government and, most of all, DEAP participants.
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Every winter, Dairy Farmers of Ontario (DFO) milk transporters face various hazardous conditions at some dairy farms. Most dairy producers do an outstanding job of keeping their yards and lanes in great condition, but there are a few who do not, says Tim Holmes, general manager of the Ontario Milk Transport Association (OMTA).

“We are thankful to those who provide good access to their milk houses during winter conditions … these producers are respectful of the transporter and their fellow producers,” Holmes says. “We’re just asking those who do not prepare in advance to please understand the transporter’s precarious situation.”

Holmes says now is the time producers should be ordering their pickled sand, which is usually mixed with five to 10 per cent salt to prevent clumping, when it is available and reasonably priced.

Under DFO’s farm yards and lanes policy, producers must ensure their laneways are cleared from ice and snow. The policy specifically states: “In winter, that portion of the yard and the lane through which the milk truck travels must be clear of snow when the milk is scheduled to be picked up. The yard and lane must also be clearly marked with poles and reflecting markers. The lane surface must be kept clear of ice through the use of salt and/or sand.”

Producers need to consider if the milk truck slides off their lane and gets stuck, the rest of the producers on that route will have their milk picked up late, which could interfere with their milking time, Holmes says. It’s a domino effect, Holmes adds, because the truck will then be late arriving at the plant and may not be able to get back for its second load before those producers want to start milking.

While he stressed most producers properly clear their yards and lanes, those who do not need to be sensitive to the arrival time of the milk truck and should make sure their laneway and yard has been cleared in advance of the truck’s arrival, Holmes says.

The four areas most neglected by producers when preparing their laneways or milk houses for the milk trucks are:
- Ice and snow accumulation around the milk house entrance that may require shovelling by hand;
- Failure to use a scarifier blade to remove ice buildup in the lane and yard;
- Not applying salt or sand at the appropriate time;
- Not clearly marking lane edges with appropriate lane markers.

Along with producer preparedness, transporters should let their producers know of their expected arrival time and honour that when possible so the producer can arrange for laneways to be clear in advance, Holmes says.

Unfortunately, despite the best preparations, injuries will and do occur, he says. The most serious happened about eight years ago when a transporter shattered an ankle after falling on ice. Another broke his arm two years ago. However, less severe sprains and strains are reported annually, Holmes says.

“We also receive at least one report annually of trucks that sustain damage as a result of sliding off laneways and striking fixed objects, such as trees,” he says.

The government also announced a simplified reasonableness test and a minimum threshold on the taxation of passive investment income, which the CFA says appear to be steps in the right direction. CFA will study the final proposals once legislation is tabled in Parliament, and looks forward to working with Finance Canada to ensure further issues are adequately addressed.

“(The 2017) budget identified Canadian agriculture as a sector primed for growth based on the bright economic outlook for thousands of small, family-owned farm operations,” Bonnett says. “There is clearly more work ahead in terms of shaping policies to ensure we can meet the government’s target of reaching $75 billion in agriculture and agri-food exports by 2025, but farmers are up for the challenge.”

CFA will continue its outreach efforts with elected officials from all parties, and all departments with a link to agriculture, and will work to make certain farmers’ perspectives are included as part of the policy development process.
GAY LEA FOODS ACQUIRES ALBERTA CHEESE

Gay Lea Foods has expanded into Western Canada after purchasing Alberta Cheese in October.

“Much like Gay Lea Foods, Alberta Cheese is known for providing exceptional products with exceptional service,” says Michael Barrett, president and chief executive officer of Gay Lea Foods. “We are excited to welcome this highly regarded business to our co-operative.”

Located in southeast Calgary, Alberta Cheese was founded by master cheesemaker Frank Talarico in 1976 and has remained in the Talarico family for 40 years.

“(This) announcement represents an exciting next chapter for Alberta Cheese, as my family’s legacy becomes part of another family—one that shares our principles and our commitment to quality and service,” Talarico says. “We are immensely proud to see (Alberta Cheese) become part of a successful and growing co-operative like Gay Lea Foods.”

Alberta Cheese specializes in manufacturing traditional Italian cheeses under the Franco’s and Sorrento brands. Alberta Cheese also imports and distributes cheese and other food products from around the world.

The Franco’s and Sorrento brand cheeses will now be added to Gay Lea Food’s selection of high-quality and specialty cheeses produced in Ontario. The move will also increase the co-operative’s production capacity, and expand relationships for Gay Lea Foods with Alberta food-service providers, retailers and cheese lovers. Gay Lea Foods intends to maintain full operations at the Alberta Cheese plant, and preserve all relationships with existing Alberta Cheese customers, suppliers and its 28 employees.

Headquartered in Mississauga, Ont., Gay Lea Foods is the largest dairy co-operative in Ontario, with more than 4,000 members in total, and more than 950 employees. Gay Lea Foods has grown steadily in recent years by making a number of acquisitions, including Stirling Creamery in 2016, Black River Cheese in 2016, Hewitt’s Dairy in 2014, Salerno in 2014 and Ivanhoe Cheese in 2008.

In November 2016, Gay Lea Foods announced it would invest $140 million to establish an innovative nutrition and nutraceutical-grade dairy ingredients hub in Canada. Upgrades and expansions are underway at a number of the co-operative’s Ontario-based facilities, as is the construction of a modern research and development centre in Hamilton, Ont.

NEW TEAM MEMBER JOINS DAIRY AT GUELPH

Dan Lacroix has joined the Ontario Veterinary College’s department of population medicine as the administrative assistant for Dairy at Guelph for a one-year term.

Lacroix reports to the steering committee for Dairy at Guelph and provides administrative support to members of the Dairy at Guelph team at the University of Guelph.

Lacroix is bilingual and has a bachelor of science in agronomy (animal sciences), as well as a PhD in molecular biology from the Université Laval in Quebec. He comes to Dairy at Guelph with experience in consulting, co-ordination and project management within medical research centres, academic research laboratories and the biotechnology sector.

“I’m glad to join the Dairy at Guelph initiative and the dynamic team that is at the heart of it,” Lacroix says. “I anticipate our efforts toward more integrated dairy research and outreach will gain momentum, and exciting new developments will be happening.”
HIGH-VOLUME, LOW-SPEED FANS: A PRACTICAL COOLING SOLUTION FOR LIVESTOCK

Imagine a dairy farmer working in extremely high temperatures, attempting to produce a large amount of high demand milk. Now visualize little or no air conditioning with small conventional, single direction fans as the only form of relief. That type of work environment is unthinkable for any worker, and just like humans, livestock also need relief from heat stress in order to be safe and productive.

With a very active and expanding dairy industry in Ontario, farm owners should consider high-volume, low-speed (HVLS) fans as a climate control solution. With blades up to 24 feet, these fans can provide large-scale air movement to a surface of more than 20,000 square feet, and produce a cool breeze that creates a more comfortable environment for open-air barns, as well feeding and birthing areas.

Rick McBay, sales manager at Faromor Ltd., an Ontario-based company specializing in ventilation products, understands the need for cooling solutions especially for dairy barns during the summer months.

“Heat stress in dairy cows can lead to a drop in milk production and reproductive issues,” McBay says. “The velocity cooling provided by HVLS fans helps alleviate this condition on days where there is high humidity and lack of natural air movement throughout the barn.”

Dairy farmers have been using HVLS fans as an air movement solution for more than a decade. MacroAir originally invented the HVLS fan in 1998 as a solution to keep cows cool and comfortable. Today, MacroAir fans are among the most efficient in the industry. McBay values their sleek design, high efficiency and broad versatility.

“The MacroAir blade design is much more efficient than other products and also allows for reverse operation during cold weather to help distribute heat and reduce condensation within the facility,” McBay says.

Other key features and benefits of HVLS fans for dairy farms include:

• Increased milk production: Overheated cows are less productive. Research shows cool cows are productive cows, and milk production increases up to two pounds per cow when they are in a comfortable environment;
• Quiet operation: Why does low speed matter? High-speed fans kick up dirt and make a lot of noise, which irritates cows. The newest innovation for HVLS fans is utilizing a direct drive motor. This gearless design eliminates noise generated by gears. Even the largest HVLS fan running at full speed operates at less than 60 dBA;
• Pest-free: Birds tend to use barns to escape the sun, take a break, or nest. These uninvited residents can create a big mess inside the barn. The airflow generated by HVLS fans discourages birds from entering and staying;
• Increased comfort: HVLS fans are designed to keep livestock comfortable, preventing heat stress and disease. The fans help control humidity levels and odour, creating a drier and overall more comfortable environment.

Operating HVLS fans is also cost-effective and provides an effective alternative to running a large number of conventional high-speed fans.

“In Ontario, the cost to operate 6 x 24’ fans in a dairy facility running 24 hours would be approximately $17.28 per day,” McBay says. “The equivalent in high-speed circulating fans (30 x 50” fan) would be $244.80 per day.”

McBay says dairy producers can get a better handle over unpredictable Canadian climate by using HVLS fans. The combination of inexpensive operating costs, low energy consumption and large area of airflow coverage gives farmers a practical and innovative solution for cooling livestock.
CELEBRATING WOMEN’S HEALTH

Dairy Farmers of Canada (DFC) recently made stops in Edmonton, Toronto, Montreal and Moncton during its nutrition and health symposium in October.

The event celebrated women’s health and highlighted the importance of the health challenges women face, recognizing milk and milk products as important contributors to women’s health.

“Women face specific challenges, such as worrying about their weight or maintaining muscle and bone health as they get older,” says Isabelle Neiderer, DFC’s director of nutrition and research. “These issues are often under-addressed.”

The symposium welcomed more than 1,600 dietitians and health professionals, including Dr. Angela Alberga of Concordia University who spoke about the effects of the messages promoted by media and society on how women should look.

More than 72 per cent of images and 77 per cent of videos in media stigmatize obese individuals. And yet internalized weight bias is associated with higher levels of overeating and exercise avoidance, further contributing to weight gain.

Dr. Stéphanie Chevalier of McGill University presented her research on metabolic alterations that occur with age, leading to muscle and function losses, as well as nutritional strategies to counteract them. Dr. Kelsey Mangano of the University of Massachusetts discussed nutritional factors that affect bone health across a person’s lifespan.

Lastly, Dr. Elizabeth Mansfield, a sport nutrition specialist with Peak Performance, spoke about specific nutritional needs of physically active women, and nutritional strategies to adopt to improve energy supply. These strategies will help improve women’s overall health and sports performance.

“It is important dietitians and other health professionals are informed about these issues and how to help their clients achieve their health goals—that is why we chose this theme this year,” Neiderer says.

This symposium is one of several initiatives led by DFC to promote healthy eating and a healthy lifestyle based on the latest information and best available scientific evidence on the role of milk products in a healthy diet. To learn more about the event, visit www.dairynutrition.ca/symposium.

ONTARIO FOOD BANK MILK DONATIONS

Ontario dairy producers have two opportunities each year to sign up for the food bank milk donation program—in May and November. If you would like to participate in the February 2018 to July 2018 period, fill out the new donation form included in this month’s issue of Milk Producer magazine, and return it to Dairy Farmers of Ontario in the prepaid envelope by Jan. 1, 2018. Commitments are not automatically renewed, so producers need to provide new information each dairy year.

Currently, 362 producers donate 66,000 litres each month. Transporters agree to pick up and deliver the milk at no cost, and 12 fluid milk plants contribute the processing, packaging and distribution of the milk products. Only food banks with refrigeration can be part of the fluid milk program. Total donations for this dairy year are estimated to reach about 837,000 litres.

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 14/17 replaces DFO Regulation 13/17 and was made to adjust the price of Special Milk Classes as a result of a CDC announcement, effective Nov. 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>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>New</td>
<td>Old</td>
<td>New</td>
</tr>
<tr>
<td>5(a)</td>
<td>7.7335</td>
<td>8.3670</td>
<td>4.3472</td>
</tr>
<tr>
<td>5(b)</td>
<td>7.7335</td>
<td>8.3670</td>
<td>1.8287</td>
</tr>
<tr>
<td>5(c)</td>
<td>8.3310</td>
<td>8.4952</td>
<td>1.4091</td>
</tr>
</tbody>
</table>

Ralph Dietrich, Chair
Graham Lloyd, Secretary

DAIRY FARMERS OF ONTARIO

CALENDAR OF EVENTS

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Location</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROYAL AGRICULTURAL WINTER FAIR</td>
<td>Nov. 3-12</td>
<td>Exhibition Place, Toronto, Ont.</td>
<td><a href="http://www.royalfair.org">www.royalfair.org</a></td>
</tr>
<tr>
<td>NOVA SCOTIA FALL REGIONAL MEETINGS</td>
<td>Nov. 7-9</td>
<td>Various locations</td>
<td><a href="http://www.dfns.ca">www.dfns.ca</a></td>
</tr>
<tr>
<td>AGRI-TRADE EQUIPMENT EXPO</td>
<td>Nov. 8-11</td>
<td>Westerner Park, Red Deer, Alta.</td>
<td><a href="http://www.agri-trade.com">www.agri-trade.com</a></td>
</tr>
<tr>
<td>RAWF SHOWMANSHIP COMPETITION</td>
<td>Nov. 10</td>
<td>Exhibition Place, Toronto, Ont.</td>
<td>Entry deadline: Oct. 16</td>
</tr>
<tr>
<td>CFGA CONFERENCE</td>
<td>Nov. 14-16</td>
<td>Delta Guelph Hotel, Guelph, Ont.</td>
<td><a href="http://www.canadianfga.ca">www.canadianfga.ca</a></td>
</tr>
<tr>
<td>CANADIAN WESTERN AGRIBITION</td>
<td>Nov. 20-25</td>
<td>Evraz Place, Regina, Sask.</td>
<td><a href="http://www.agribition.com">www.agribition.com</a></td>
</tr>
<tr>
<td>AGRICULTURAL EXCELLENCE CONFERENCE</td>
<td>Nov. 21-23</td>
<td>Brookstreet Hotel, Ottawa, Ont.</td>
<td><a href="https://fmc-gac.com">https://fmc-gac.com</a></td>
</tr>
<tr>
<td>ALBERTA MILK’S AGM</td>
<td>Nov. 21-23</td>
<td>Fantasyland Hotel, Edmonton, Alta.</td>
<td><a href="http://www.albertamilk.com">www.albertamilk.com</a></td>
</tr>
<tr>
<td>SASKATCHEWAN DAIRY CONFERENCE</td>
<td>Nov. 28-29</td>
<td>Saskatoon Inn, Saskatoon, Sask.</td>
<td><a href="http://www.saskmilk.ca">www.saskmilk.ca</a></td>
</tr>
<tr>
<td>CANADIAN AGRICULTURE HALL OF FAME</td>
<td>Nov. 30</td>
<td>BMO Centre, Calgary, Alta.</td>
<td><a href="http://www.caahfa.com">www.caahfa.com</a></td>
</tr>
<tr>
<td>MANITOBA DAIRY CONFERENCE</td>
<td>Dec. 6-8</td>
<td>Victoria Inn, Winnipeg, Man.</td>
<td><a href="http://www.manitobaholsteinse.ca">www.manitobaholsteinse.ca</a></td>
</tr>
</tbody>
</table>
In 1995, Dairy Farmers of Ontario (DFO) established a scholarship program that offers $3,000 each to four students entering degree or diploma programs in agriculture. Selection is based on various criteria, including academic achievement and career goals.

The following four students, all from the University of Guelph, are the recipients of the 2017 DFO scholarships:

- Meghan Martin, Waterloo County—bachelor of science in agriculture. Martin is specializing in animal nutrition;
- Taylor Flewwelling, Timiskaming County—bachelor of science in agriculture. Flewwelling will major in animal science;
- Mikayla Ringelberg, Wentworth County—bachelor of science in animal biology. Ringerberg would like to become a large animal veterinarian;
- Connor Halpenny, Grenville County—majoring in food and agriculture business, minoring in animal science.

The recipients will each receive the first $1,500 installment in the first semester, with the other $1,500 paid in the second semester.

Dairy Farmers of Canada’s (DFC) cheese team has launched another layer to the “Canadian Cheese – Crafted with Creativity” campaign.

DFC has brought back the original video featuring Mia and Morton in various formats that will be promoted online. The video first launched in the spring, and DFC’s additional video formats are meant to optimize what performed best during the first phase of the campaign. In addition to DFC’s millennial target, a secondary target, women aged 35 to 49, is now included to increase awareness of the campaign. Along with Mia and Morton, DFC will also promote Canadian cheese by installing outdoor posters in transit shelters in major cities across the country until Dec. 3.

Dairy producers are invited to check out Mia and Morton’s story, and learn about Canadian cheese and cheese pairing ideas by visiting www.canadiancheese.ca.
$100M PROCESSING FACILITY OPENS

DI Holdings Corp., a joint venture between Vitalus Nutrition Inc. and Gay Lea Foods Co-operative Ltd., recently welcomed government and industry representatives to a new, state-of-the-art dairy processing facility in Winnipeg, Man., in October.

“We have designed and built this new facility utilizing high-quality Canadian milk to further support Vitalus as a global market leader in developing high-quality, innovative, customized dairy proteins,” says Philip Vanderpol, president and chief executive officer of Vitalus Nutrition Inc., and chair of MDI Holdings Corp.

The new $100-million dairy facility is now processing a significant volume of milk from Manitoba and Western Canada, resolving Manitoba dairy farmers’ concerns with inadequate processing capacity. The processing facility positions the province as a leader in growth, innovation and modernization of the Canadian dairy industry.

“In addition to supporting Manitoba and Western Canadian dairy farmers by creating new processing capacity, the new processing facility also enables Gay Lea Foods to better service its valued retail and foodservice customers, growing the Canadian food manufacturing sector across Canada,” says Michael Barrett, president and chief executive officer of Gay Lea Foods.

The year-long construction, which included the commissioning of specially-fabricated production lines and equipment, was completed by local engineering and construction firms, supporting the trades sector in Winnipeg and surrounding area.

The new facility will produce a full range of high value milk proteins, buttermilk powders and butter. The processing facility has created 67 skilled jobs in the City of Winnipeg.

DID YOU KNOW?
The Royal Agricultural Winter Fair began in 1922 and is the world’s largest combined indoor agricultural and equestrian event. Dairy Farmers of Ontario is proud to once again be a part of the 95th annual event, which will take place Nov. 3 to 12 at Exhibition Place in Toronto this year.
The Ontario Soil and Crop Improvement Association (OSCIA) is hosting several workshops and webinars as part of Growing Forward 2 (GF2) to assist farm businesses in identifying strengths and weaknesses in a variety of areas, including environmental farm plan (EFP), growing farm profits, biosecurity, food safety and traceability.

Through the EFP workshops, producers can increase their environmental awareness in up to 23 areas on their farms. By highlighting their farm’s environmental strengths and areas of concern, they can set realistic action plans to improve conditions.

During the growing farm profits workshops, producers will review their farm management practices and prioritize their business goals.

The food safety workshops introduce food safety risks common to most farms, as well as good agricultural practices that can reduce or eliminate these risks. Producers will start building a plan and identify what they need to implement it on their farm.

The biosecurity workshops allow producers to address their on-farm biosecurity program. A veterinarian or certified crop adviser will show producers the benefits of having an on-farm biosecurity program, and identify key practices to help them enhance biosecurity measures on-farm.

The traceability workshops allow producers to evaluate the information they currently collect, and identify gaps in that information based on what they want to do with it.

For a list of upcoming workshops and webinars dates, visit www.ontariosoilcrop.org. To register for the workshops, visit www.ontarioprograms.net.

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U OF G WELCOMES APPRENTICES

The University of Guelph’s Ridgetown Campus welcomed its first class of students in the dairy herdsperson apprenticeship program in September. The class consists of 11 students who are working as apprentices on dairy farms across Ontario.

Students in the apprenticeship program spend four days per month doing in-class training from September to April for two years. The in-class training and theory focus on applied farm practices, milking practices, feeding practices, herd health maintenance, routine herd maintenance, farm mechanical and electrical systems, and farm mechanical equipment.

To participate, students must secure a job with a dairy farm employer and then contact their local Employment Ontario apprenticeship office to apply and sign a training agreement.

During the in-class component of their training, students also tour various dairy farms and dairy industry businesses to gain a broader understanding of the sector in Ontario. Students watched a presentation and toured Wallenstein Feed & Supply Ltd. in Wallenstein, Ont., in October.

For more information about the dairy herdsperson apprenticeship program, visit www.ridgetownc.com/apprenticeship, or contact Katie Hunter at 519-674-1500 ext. 63521.

Canadian Dairy Farm Sustainability Survey

Canadian dairy farmers are invited to participate in a short survey that would allow Dairy Farmers of Canada (DFC) to portray Canadian dairy farm environmental practices.

The survey will provide DFC with information to calculate the environmental footprint of Canadian milk, also known as the lifecycle analysis (LCA), which measures the environmental performance of milk production in Canada. Participating in the survey allows DFC to compile a more accurate picture of the Canadian dairy industry’s environmental and sustainability practices.

This study, which was first done in 2012, is regularly used to show industry stakeholders and consumers the industry is a leader in sustainable dairy production. It now needs to be updated to provide the industry with solid, defendable numbers that show the industry is moving forward in efficiency and sustainability. AGÈCO—the organization that carried out the industry’s first LCA—is conducting this study.

Dairy producers can access the survey online at http://sgiz.mobi/s3/2017LCAmilk. It will take about 15 to 20 minutes to complete, and mainly contains yes or no, or checklist-type questions. The survey is anonymous and the information dairy producers enter will remain protected. There will be no way to identify individual farms. The survey is open until Nov. 20, 2017.
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PROTECTING CALVES

Vaccinating calves is an efficient and cost-effective practice to prevent common calf illnesses

For many calf diseases, treatment costs and the extra labour they cause, such as additional observation, handling, treating, cleaning and disinfection, are often far more than the cost of a vaccine. Vaccines don’t just protect against calf diseases, they are an investment in your herd’s future health.

HOW VACCINES WORK
To fight infections, white blood cells in the immune system need to learn to make antibodies to help target bacteria or viruses. Vaccines imitate an infection in advance of an exposure, training the calf’s white blood cells to be ready to respond to a real infection. This training can take 14 to 21 days. The difference between a natural infection and a vaccine is the bacteria or viruses in the vaccine lack the virulence (disease-causing) factors and the ability to multiply in the calf’s body. After vaccination, special white blood cells and other immune factors remember the infection, which enables the body to respond more quickly the next time it encounters it. This memory is why calves that have been vaccinated or had a certain disease are usually more resistant to becoming sick with the same disease later on.

If an unvaccinated calf encounters disease-causing bacteria or a virus for the first time, taking two or three weeks to launch a full immune response can really set the calf back. By the time the calf’s immune system is ready to fight the infection, it may be widespread, reducing the calf’s ability to overcome the disease. The sooner a calf can overcome a disease, the sooner it can get back to growing into a productive and healthy herd member.

A calf exposed to disease just before or after vaccination can still become sick since it takes several days to produce a full immune response. Overwhelming exposure to bacteria and viruses can still overcome even a good vaccine. For this reason, limiting exposure to pathogens by using good hygiene and biosecurity is still important even when an effective vaccination program is in place.

PROTECT Calf HEALTH
For some diseases, another approach to using vaccines to protect calves is to vaccinate a cow or heifer during pregnancy. This allows the cow or heifer to develop a response to a disease and pass the immunity (maternal antibodies) to its calf via colostrum. Vaccinating calves to supplement their immunity may still be necessary since protection is hard to predict. The level of protection a calf receives from colostrum directly relates to the amount of antibody in the colostrum, the amount of colostrum fed, the colostrum’s quality, and the ability of the calf’s gut to take in the antibodies. Research has shown calves do not absorb antibodies in colostrum well if the colostrum also has high bacteria. Calves fed colostrum sourced from cows from another farm or fed commercial colostrum replacers may not gain immunity to all the pathogens on your farm.

Maternal antibodies in a calf’s system can sometimes interfere with the development of the calf’s immune response to a vaccine. Higher levels of antibodies absorbed from colostrum will protect the calf longer, but also block a vaccine for a longer time. Due to this reason, vaccines must be administered to calves at a specific age. Vaccine product labels specifically recommend ages for administering vaccines. Calves will require a booster vaccine if it is given at an age younger than recommended by the manufacturer. The best way to ensure you are following the most effective vaccine protocol is to follow the instructions on the vaccine product label and advice of your herd veterinarian.

CAREFUL HANDLING IS KEY
Handling and storing vaccines correctly is essential for maintaining their effectiveness. If you feel your vaccination program isn’t effectively protecting your calves, improper vaccine storage and handling could be the problem.

Every vaccine has specific handling instructions on the package or package insert. These guidelines must be followed to ensure the vaccines will work. Keeping vaccines at the right temperature all the time is crucial. Some require refrigeration and some do not. When buying vaccines, make sure you’re able to transport them properly; leaving a live vaccine in a hot car for a few hours or allowing it to freeze in the barn may inactivate it. Vaccines exposed to light—as might occur if they are stored in a barn window or on an open shelf in an alley—can also be damaged.

Storing vaccines in a fridge isn’t always the best answer either. One study found 76 per cent of barn refrigerators tested were unacceptable for storing animal health products due to incorrect temperatures and temperature fluctuations. Think about the fridge in your barn—a minimum and maximum recording thermometer can help you assess your refrigerator’s performance and protect your animal health product investments.

When vaccinating a group of calves, be mindful of where you are setting the vaccine down, the environmental temperature, and how long after mixing up a live vaccine it will remain effective. Oklahoma State University has useful instructions for making a Chute Side Vaccine Cooler, which can be found at https://tinyurl.com/vaccinecooler.

VACCINE PROTOCOL
If you are concerned about the cost of vaccinating, work with your vet to determine the common causes of calf sickness and death on your farm. It may be worthwhile to incorporate a vaccine protocol and later reassess calf health and growth to see if the vaccine has improved growth or reduced treatment costs.

There are a variety of vaccines available to protect against common calf illnesses, such as pneumonia and various scour. Work with your vet to develop a vaccination program as part of regular herd health and management to help calves stay healthy while they grow. After all, vaccinations are an important part of good calf management.
Tip of the Month:
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Ontario registered dietitians visited a dairy farm, as well as an egg farm and grading operation, on Sept. 15 to gain a better understanding of farm practices. They heard from farmers who shared how they care for their animals and the environment, while producing safe, quality food for all Canadians.

Dairy Farmers of Canada (DFC) partnered with CropLife Canada, Burnbrae Farms and Egg Farmers of Ontario to sponsor the tour, which was organized by Farm & Food Care Ontario.

Kevin MacLean, a third-generation dairy farmer and owner of Ripplebrook Farm in Napanee, Ont., welcomed a group of 25 dietitians to his farm. MacLean and his family are no strangers to hosting farm visits. They embrace the opportunities to showcase their farm and the work that goes into producing safe, nutritious milk. He happily introduced the group to his cows, and explained why the care and comfort of his animals is important to him and every Canadian dairy farmer. The farm tour included a visit to the calf house, barn and milking parlour.

Joining MacLean on the tour was ruminant nutritionist Lisa Brennan, who explained the complexities that go into creating the most nutritious food for cows, ensuring they received all the nutrients they need. The dietitians were impressed and surprised by the science involved in formulating cow diets.

This type of outing is incredibly important since it helps health professionals get closer to where food comes from and allows farmers to talk about their industry in a comfortable setting. Many dietitians left the tours feeling better equipped to respond confidently to consumer questions about milk production, farm practices, and the safety and quality of Canadian milk. It also helps DFC better equip dietitians to answer questions about where food comes from and how it is produced.

Another tour was scheduled in October at a dairy farm near Toronto with a group of dietitians from Loblaws. The grocery store chain reached out to Farm & Food Care Ontario to organize the visit since their in-store dietitians receive many questions about milk, dairy cows, poultry, organic versus conventional farming, and crop protection programs. This tour, similar to others DFC has had the pleasure to help organize, provided dietitians answers and insights straight from the source—Canada’s dairy farmers.

A GROUP of 25 registered dietitians recently toured Ripplebrook Farm in Napanee, Ont., to gain a better understanding of farming practices.
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**URINE pH BASICS**

**• IDEAL RANGE FOR PARTIAL DCAD**
Many noticeable benefits will be realized, but cows are not in danger of over-acidification.

**• STILL A LITTLE HIGH**
Some milk fevers will be prevented, but many more benefits will be obtained with slightly lower urine pH and more metabolic acidification.

**• EXTREME RANGE – INDICATES FULL DCAD**
Maximum benefits will be derived, but urine pH needs to be monitored closely to make sure cows don’t become overly-acidified (pH less than 5.5).

**• TOO HIGH**
This is too high for pre-fresh cow urine, and regardless of how much anionic supplement you are feeding, the cows are not metabolically acidified. They are at risk of milk fever.

**pH RANGES**

THE MORE SOYCHLOR YOU FEED, THE LOWER THE URINE pH.
In every sector, there are times when new technology starts to impact the traditional way of handling a particular matter. In this case, it’s Canada’s dairy sector and the matter in question is milk recording.

For a few robotic dairy farmers, the information they receive daily from their systems on individual cow and herd performance has led them to reconsider the need for milk recording tests. “It is understood some producers who have invested in a robotic milking system feel they have all the data they need,” acknowledges Brian Van Doormaal, general manager at the Canadian Dairy Network (CDN). However, he points out those farmers who decide to leave CanWest DHI automatically lose genetic evaluations for cows in the milking herd, and in his opinion, “this means they would no longer have all the data they need.” But the risks, in his view, go well beyond data gaps. “The real issue,” Van Doormaal adds, “is the accuracy of such data generally has not been validated, especially if it is to be used for calculating genetic evaluations rather than only for herd management.”

Anton Borst, owner of Halarda Farms robotic dairy near Elm Creek, Man., believes “the argument about accuracy of the information comes up time and again, and with the reality of day-to-day management, farmers need up-to-date information a lot more than they need the last few degrees of accuracy.” Borst believes the daily inline milk testing available in robotic dairies is so valuable. In the coming years, a lot of the technology will be made available for freestall dairies and probably tiestall as well. “CanWest DHI numbers come once every month or six weeks,” he explains. “For example, if a cow has a somatic cell count of 40,000 on test day and the on-farm inline test shows 28,000, that makes zero difference for management purposes. However, if this animal spikes to two million two weeks later on the inline on-farm test, this is definitely great information for the farm manager.”

A few robotic dairy farmers have gone so far as drop out of milk recording services, saving themselves the yearly fees for something they believe provides little value. CanWest DHI, which regularly tests more than 3,700 herds from British Columbia to Ontario, has provided information about current fees and participation levels. Director of product and market development Richard Cantin says yearly fees differ due to program flexibility and options, but the cost for a 110-cow herd—the average size of a robotic herd in the CanWest region—ranges from $2,900 to $4,500, depending on the province.

In terms of participation levels, Cantin says from October 2016 to April of this year, out of the 57 CanWest DHI herds that converted to robotic milking systems, 49 continued with milk recording services. The overall percentage of herds that used CanWest DHI services in September 2016 was 72.6, up from 69.7 per cent 10 years ago. “The 650-plus robotic herds on milk recording in Canada represent about 70,000 cows,” Cantin notes. “This is a sizeable data set that continues to be available for industry improvement programs.”

Van Doormaal does not believe the rate of conversion to robotic systems in Canada has had a significant impact on CDN services, and that it wouldn’t even if all robotic herds left. “With the arrival of genomics in 2009 and the fact two-thirds of all artificial inseminations (AI) in Canada are with semen from genomic young bulls, there is no real concern all those bulls would not eventually end up with a progeny proof,” he says. There was a drop of less than one per cent in the number of cows contributing data to the calculation of CDN production genetic evaluations from 2016 (502,600) compared with 2015 (507,100).

Van Doormaal believes any lack of data from robotic farmers dropping out of milk recording is a more important issue for farmers who opt out. In these cases, “all animals would simply receive a parent average that ignores each cow’s own production data,” he explains. “This means herd owners deciding to leave CanWest DHI would also lose all benefits associated with the genetic evaluation information CDN provides for their milking herd, which negatively affects mating decisions and the rate of genetic improvement in the herd. The value of this access to quality genetic information for herd improvement is often not considered by producers when they discuss the cost of CanWest DHI services versus the financial return on that investment.”

POSSIBLE SOLUTIONS

Some in the industry have suggested robotic farmers could send their own data and not pay the yearly milk recording fees. On that score, Van Doormaal notes “all major industry partners, including CDN, CanWest DHI, breeds and AI services, have been discussing the
potential benefits of having access to additional data that exists for herds with robotic milking systems. This is far beyond any limited benefit that may exist from having daily milk weights for cows to produce lactation records.”

He stresses, however, the accuracy of other production-related data (fat and protein composition) from inline analysis is currently unknown, although the data are being assessed in various projects nationally and internationally. He adds “other data, more novel in nature, would surely be of some value and interest for research and possibly genetic evaluation traits in the future. However, an efficient way to collect, validate, process and store that data needs to be assessed and developed.”

While Van Doormaal acknowledges existing programs and-or services need to be modified and new ones developed to deliver value to producers by various industry partners, he notes this takes both time and financial investment. Overall, he sees the growing availability of on-farm technology as part of the farming industry’s constant evolution. “How we move forward on some of the specifics in terms of data, data capture, data validation, incorporating the data in genetic improvement models, etc., and how the cost associated with these activities will be funded are not limited to milk recording, but are broad industry questions,” he notes. “There has been, and continues to be, ongoing discussions involving industry partners in Canada and also internationally, and these discussions will no doubt continue.”

Holstein Canada membership passed a resolution at its 2017 annual general meeting “to take the lead in investigating the possibility of providing milk recording, classification and registration at no cost, with all semen sales being levied to cover the cost, spread the financial burden across the whole industry and encourage data collection sources that are as wide as possible, while being mindful not to create a new layer of bureaucracy.” The resolution was submitted by the Manitoba Holstein branch, and will now be considered by Holstein Canada’s board of directors.

Borst supports this, and stresses the number of dairy farmers is not large in Canada, nor do they have unlimited resources. He believes there needs to be an assessment of the information required from each farm for the genomics database to stay large enough for accuracy, and that all other testing services should be paid for solely by the farmers who use them. Borst also strongly supports the quick creation of one, national producer-run testing organization to save overhead costs.

“All dairy farmers have benefitted and continue to benefit from data that has been provided by those who participate in industry programs,” Borst says. “However, technology is not the only reason farmers are re-evaluating their participation in industry programs.”

He adds part of the cost of the programs was previously covered by incentives and refunds producers received from AI companies for participating in young sire programs. Most of these programs have been eliminated because AI studs sample fewer bulls, and with the advancement of genomics, there is no need for them, he says. In addition, the breeding industry has changed since genomics have come into play, with fewer breeders actively involved in trying to provide high-end breeding stock or bulls for AI. “AI companies are providing more of their own genetics,” he says. “For marketing purposes, it used to be an asset if an animal had CanWest DHI records. These days, the buyers are confident enough in the on-farm technology that it is not a barrier to selling or buying dairy animals.”

TREENA HEIN is an award-winning contributor to many publications in Canada and beyond, specializing in business and technology issues in the sectors of agriculture, food, manufacturing and more.
STAYING SILO SAFE

Training employees is a preventative measure, but they also need to be trained on what to do in case of an incident.

There are many tasks, buildings and machinery considered dangerous on a dairy farm. Confined spaces are one threat. Equipment dangers are another. Gases and atmospheric hazards are a third. When combining these dangers, you can begin to understand the enormous threat silos and grain bins pose on the farm. As always, there are many factors that can help prevent injury, illness or disability, but when such precautions fail, there are other steps you can follow to ensure everyone goes home at the end of the day.

DANGER AWARENESS

You may know about the dangers associated with vertical silos, but do your visitors, such as your children and grandchildren, or even new employees? Following certain measures, such as putting up signs indicating a buildup of deadly silo gases, keeps people informed and aware of potential threats. Preventing unauthorized persons from accessing silos can prevent an incident or injury. Following other safety protocols, such as making sure fixed ladders on the outside of silos begin seven feet off the ground, and portable ladders used to get to the base of the fixed ladder are kept away from the silo ladder, is also a good idea.

IF YOU HAVE TO ENTER, BE PREPARED BEFOREHAND

Never let an employee enter a silo or grain bin unless absolutely necessary. And even then, ensure safety measures are in place before entering. Personal protective equipment (PPE) should be readily available on your farm. A self-contained breathing apparatus (SCBA) is the most valuable piece of PPE that will protect someone from silo gases. A rescue harness is also necessary in case a person becomes trapped or the contents begin to flow. Being in a rescue harness and tied off will prevent a person from becoming engulfed in the flow of grain or silage. Making sure other team members are prepared before entering a silo is also important. If someone is engulfed in the flow of materials, it will take at least two other people to pull them out given the contents’ weight and pull. If an employee has to enter a silo, make sure all these measures are in place prior to entering.

Lastly, before entering the silo, ensure the power is shut off and the silo is locked-out. By locking out the power supply to all unloading mechanisms, you ensure no one can turn on the power, either accidentally or because they were unaware someone was inside.

TRAINING EMPLOYEES

There’s no question—you must train employees on proper health and safety regulations and protocols. As the farm owner, it’s your responsibility to make sure employees know about silo dangers, specifically exposure to gases, such as carbon dioxide and nitrogen dioxide. Training employees is a preventative measure, but they also need to be trained on what to do in case of an incident.

If someone is engulfed in a silo or is not wearing a SCBA and has lost consciousness, your employees should know proper emergency procedures. Knowing to call 911 immediately, being able to give proper address details and instructions, and having the correct information to give emergency responders will aid in recovering an endangered employee. If the employee is wearing the proper harness, the team can attempt to pull the employee out, but only if it is safe for them to do so. Before even attempting such a rescue, however, ensure all employees know what to do if they themselves become engulfed. Some questions to consider as you create your training program are:

- Do employees know to stay to the side walls of the silo when entering?
- Do they know not to enter a silo for the first four to six weeks after filling stops, which is considered the more dangerous period for gas buildup?
- Are they aware silo gases are difficult to detect because they are often clear and odourless?
- If they find themselves engulfed, do they know to cup their hands over their mouth and take small breaths until they can be rescued?
- If exposed to any silo gases, do they know to seek immediate medical attention, even if they do not have any physical signs of illness?

An accident or injury on your farm can result in significant financial and personal hardship for those affected, and can lead to stress and strain on other team members. It is always best to be proactive rather than reactive. Make sure to take all reasonable care when protecting your employees’ well-being. If you haven’t already done so, create a health and safety program for your farm, and then update it regularly. Ensure you and your employees review it every year.

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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Canada will soon have access to more than 50 per cent of the world’s economy as the federal government looks to finalize several trade agreements, including the Trans-Pacific Partnership (TPP), the federal government claims.

Despite the government’s aggressive trade stance, one aspect that remains clear is its support for the Canadian dairy marketing system, says Patrice Dubé, Dairy Farmers of Ontario’s (DFO) economics director.

“There have always been provisions (in past trade deals) for supply management to be protected. From maintaining our rights under the General Agreement on Tariffs and Trade to establishing tariff-rate quotas, these provisions have been carried through in all free trade agreements signed by the Canadian government,” Dubé says.

However, since the United States election last year, everything has changed on the trade front, Dubé adds. Before the U.S. election, there was no new immediate threat to the Canadian dairy industry in terms of trade, but the situation is now less clear and certainly more worrisome, he says.

WORLD TRADE ORGANIZATION

The Doha Round, the ninth round of the World Trade Organization (WTO) negotiations, is the longest negotiation round thus far, Dubé says. The negotiations started in 2001, and unless all 164 countries agree on all the issues, an agreement is unlikely anytime soon, Dubé says.

WTO members are trying to revive the Doha Round, but the U.S. is currently not very engaged in the multilateral talks. The next ministerial conference is scheduled for Dec. 10 to 13, 2017 in Argentina. The main focus of the discussions will likely be on reducing trade-distorting domestic support and market access issues.

CETA

The Comprehensive Economic and Trade Agreement (CETA) between Canada and the European Union is now fully in effect, and will result in a gradual opening of the Canadian cheese market to European cheeses totalling 16,000 tonnes of cheeses and 1,700 tonnes of industrial cheeses in six equal instalments over the next five years.

The EU is the world’s second largest economy and is 11 times larger than Canada, Dubé says. “Canada has a dairy trade balance that is 90 times to the advantage of the Europeans,” he says.

Just looking at the numbers, industry representatives predict the impact of EU cheese imports on total Canadian butterfat requirements will be less than one per cent of current requirements through the first three years, rising to near 1.5 per cent by the fifth year.

TPP

With the U.S. pulling out of the TPP earlier this year, Japan has now become Canada’s new trade target, says Graham Lloyd, DFO’s general manager and chief executive officer.

TPP has a large market, with an estimated 800 million customers worth $28.5 trillion in trade. Both New Zealand and Japan are pushing to complete the TPP agreement now that the U.S. has pulled out. Options for a new deal are to be presented to the remaining 11 country leaders in November, Lloyd says.

Officials say the TPP would unlock trade between Canada and Japan worth about $27...
Dairy Farmers of Ontario (DFO) is considering developing an animal abuse policy it can follow in the event of an animal cruelty case in the province.

“We don’t want an animal abuse situation,” says George MacNaughton, DFO’s director of operations. “We don’t want abuse issues to affect processors or producers in marketplace.”

During fall regional meetings in October, dairy producer committee (DPC) members discussed ideas for how DFO could create and implement an animal abuse policy. The animal abuse case in British Columbia in 2014, along with a more recent case in Ontario, is what led the board to investigate the possibility of a policy.

With the Ontario case, which occurred in February 2017, DFO staff conducted an on-farm inspection immediately following notification from a processor who read about it in a newspaper.

In addition to the on-farm inspection, the licence holders were called to a hearing before the board. The son of the producers ended up being fined $2,500 and a $1,000 donation to the Ontario Society for the Prevention of Cruelty to Animals (OSPCA), as well as banned from owning or caring for animals for 10 years.

**PRODUCERS BRAINSTORM IDEAS FOR POTENTIAL ANIMAL ABUSE POLICY**

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The governors of these states and members of Congress are putting pressure on the Trump administration to not touch or alter NAFTA, taking a “do-no-harm” approach in the renegotiations.

The U.S. agriculture trade surplus has doubled in the last 10 years, Lloyd says. Canada currently has a trade deficit with the U.S., and despite the Trump administration saying otherwise, the U.S. is a net beneficiary of NAFTA, Lloyd says. In 2016, Canada imported almost $1 billion in dairy, and had a total dairy trade deficit of almost $735 million, while the U.S. enjoyed a net trade surplus of almost half a billion.

But there are other issues that have come up during the renegotiations that go beyond agriculture, including President Donald Trump’s stance on “made in America,” which has far-reaching effects for Canada’s government procurement initiatives, the chapter 19 dispute resolution mechanism, which if eliminated— as the U.S. wants—could result in unfair duties from U.S. buyers, and a proposed sunset clause that would allow the U.S. to re-open NAFTA if it no longer views it as a good deal.

As the renegotiations progress, it is becoming more apparent a deal is unlikely to be reached by the December deadline, Lloyd says. “It is more reasonable to expect an agreement by March 2018,” he adds.

NAFTA renegotiations are a moving target, Lloyd says. The situation is very fluid, which makes it harder to definitively state what could or could not happen, he adds. Canadian dairy farmers can rest assured, however, dairy and supply management are well represented at each round, Lloyd says. Supply management sector officials, including Lloyd and DFO chair Ralph Dietrich, along with Dairy Farmers of Canada (DFC) representatives, have attended each round to support Canadian negotiators and other government administrators involved in the renegotiations.

The federal government’s chief negotiator, Steve Verheul, and agriculture negotiator, Frédéric Seppey, are working hard during the renegotiation process, and keeping stakeholders informed throughout. DFO and other industry stakeholders appreciate their continued commitment to defending Canada’s dairy system, Lloyd says.
Dairy Farmers of Ontario plans to spend about $20.77 million in operating expenses next year—an increase of about $1 million from the 2017 budget.

The increase in operating expenses are in light of an additional $421,500 in salaries and benefits, $403,800 in milk test costs, and $380,000 in raw milk quality program inhibitor testing, among other expenses.

This is partly offset by savings in other areas, including a $119,600 savings in equipment repair and maintenance, $81,500 savings in reduced production costs of Milk Producer magazine, and $70,000 savings from contractor assistance.

Reasons for these changes include:
- Increase in grant payments due to the estimated increase in Dairy Farmers of Canada’s assessment for 2018;
- Higher salaries and benefits due to the addition of 1.5 employees and a 2.5 per cent salary increase allowance;
- Higher milk testing costs due to increase in the costs of sample supplies and the addition of fatty acids testing;
- Higher inhibitor testing costs – full-year of new program;
- Lower assistance from contractor costs due to the decreased requirement for IT consulting;
- Lower equipment repair and maintenance costs due to changes in server licences and network support changes;
- Decrease in hiring costs due to incurring main hiring costs in 2017;
- Decrease in Milk Producer costs as the magazine moves to a break-even mode.

DFO staff is projecting revenues to increase by $1.46 million, or 7.45 per cent, over 2017 due to higher production, licence fees and interest revenue. Reserve levels are estimated to remain at $9 million by the end of 2018, giving DFO a $381,300 surplus by the end of the year.

DFO has about $1.42 million worth of capital projects planned for 2018. This includes $585,700 for the application framework, $160,000 to replace vehicles for field services representatives, $150,000 for firewall and security upgrades, and $139,100 to purchase calibration trucks.

The board was scheduled to approve the budget at its October meeting.

Leal updated producers on the tail docking ban, which took effect Sept. 1, 2017 and prevents producers from tail docking without a medical reason. Producers were also reminded about the importance of properly maintaining proAction records.

Dairy Farmers of Canada (DFC) has contracted Holstein Canada to conduct the first round of cattle assessments, which will end in September 2018.

“T o gather your opinion on future cattle assessment service providers, DFO conducted a survey between June and July,” Leal says.

Producers were given a choice between Holstein Canada, a third party veterinarian, and DFO field staff, and 66 per cent of participants chose Holstein Canada as their preferred service provider. Leal says staff is still investigating each option and will report results to the board.

DFC and Holstein Canada are discussing a potential contract for service provision after September 2018.

In regards to scheduling cattle assessments, producers were reminded to provide completed questionnaires to Holstein Canada as soon as they receive it in the mail, and respond to Holstein Canada’s phone calls in order to avoid additional fees, even if the validation isn’t due for several months.

Further information on proAction implementation results will be available to producers in future proAction articles in Milk Producer magazine.
BALANCING PRODUCTION AND MARKET DEMAND

DFO considers options to ensure sufficient milk is available to meet market demand

With quota growth jumping by more than 20 per cent in the last three years to meet growing market demand for butterfat, which is expected to continue for the foreseeable future, the challenge remains in getting the right production signals to producers at the right time, says George MacNaughton, DFO’s operations director.

Record growth in butter sales in both the retail and foodservice sectors, along with higher retail cheese and cream sales, has led to P5 producers receiving an unprecedented 21.5 per cent quota since March 2014. Current market trends show this pattern is likely to continue in 2018, MacNaughton says. Processors claim the foodservice industry is a largely untapped market, poised for growth and innovation. This, along with new processing investments expected to come online in the next couple of years, such as Parmalat’s Winchester plant, Gay Lea Foods’s Teeswater plant, and Feihe International Inc.’s Chinese baby formula plant, as well as new product developments from DFO’s new business product development program, will mean even more butterfat will be required to meet the growing demand, MacNaughton says. An expected 16.6 million kilograms of butterfat, or six per cent if produced by the P5 in the next three years, will be needed for all these projects, representing roughly 4.5 per cent of national quota, he adds.

Determining the quantity of butterfat and the volume of milk necessary to satisfy all these projects is of crucial importance for P5 provinces over the next few months, MacNaughton says. These opportunities will no doubt translate to additional quota to satisfy the increased demands.

“The question is how to get the signal out to producers at the right time so milk comes online when it’s needed. Ideally, producers probably need that signal at least a year in advance,” MacNaughton says.

Providing additional quota is one thing, making sure producers are filling their available quota is another issue, MacNaughton concedes. The objective of issuing quota is to increase milk production to meet market requirements. On the other hand, incentive days are issued to bring forward milk for the quota not being filled by some producers. Although there are several reasons why some producers do not fill their quota and-or incentive days, such as herd management issues, expansion plans in progress, and a forthcoming planned industry exit, it is DFO’s and Ontario producers’ responsibility to ensure market demand for milk is being met, MacNaughton says, adding P5 producers have an obligation to produce the quota issued to meet market needs and preserve the integrity and credibility of the system.

“Next spring will be a critical period in terms of the volume of milk expected to come forward prior to new processing capacity coming on stream. We could see as much as eight to 10 million litres more milk produced per week during the spring flush,” he says.

QUOTA EXPECTATIONS

Consumer preference for higher fat foods and changing demographics are expected to fuel continued growth in butterfat demand for all dairy products, especially fluid cream products, cheese and butter, which together account for about 70 per cent of the butterfat sold in the P5, says Patrice Dubé, DFO’s economics director. The new environment created by the national ingredients strategy will also continue to attract investments that could significantly increase the industry’s capacity to process more domestically-produced solids non-fat, and ability to fill the domestic butterfat market with domestically-produced butterfat. In Ontario alone, these investments could require at least an additional 500 million litres of milk in the next five years, which is equivalent to 7.5 per cent of the current P5 milk supply.

If milk and dairy product sales continue their upward trend, even after taking the impact of CETA into account, as well as investments already announced, P5 producers could expect to receive more quota, MacNaughton says. Other elements that favour additional quota increases are P5 demand that is expected to be higher than last year’s and above the current production forecast, rebuilding of butter stocks to meet the 35,000-tonne target level, new product and processor initiatives, and supplying further processors with domestic butterfat. Despite this positive outlook, any additional quota issuances will depend on producers’ ability to produce the milk, as well as processors’ ability to process the milk, Dubé says.

DFO’S PROMOTIONAL FUNDING UPDATE

“You need to know where your money is going,” says Graham Lloyd, Dairy Farmers of Ontario’s (DFO) general manager and chief executive officer, during the fall regional meetings in October.

Lloyd gave dairy producer committee members an update on DFO’s plans when it comes to promotional funding next year.

In June 2017, DFO announced it would withdraw promotional funding from Dairy Farmers of Canada (DFC), effective Jan. 1, 2018. DFO wanted to ensure its promotional dollars were targeted specifically to growth that can be measured. It also wanted better reporting, transparency and accountability about how the money was being spent. Since 2014, both organizations had been negotiating a memorandum of understanding (MOU) on promotion and marketing.
With replacement property rules, you can purchase farmland to replace a previous piece of farmland sold—as long as it’s used in the same or similar business—and elect to defer any capital gain that might be incurred.

Replacement might occur for the following reasons:

- Farmers swap land with neighbours due to proximity to their farm business;
- Land is expropriated by government bodies, and farmers find replacement land to continue their operations;
- Succession planning.

Replacement property rules allow farmers to potentially elect not to incur any tax at the time of disposition, deferring this until a later date and time when the newly acquired property is disposed. If you are thinking about taking advantage of this opportunity, it is a good idea to first get acquainted with the rules.

**DOES YOUR NEW LAND QUALIFY?**

The greatest complications usually arise when farmers want to buy different property than what they have sold. Under the replacement property rules, it must be reasonable to conclude the property was acquired to replace the former property in the same or similar business. For example, if someone was using a piece of land for grain production, sold their land and replaced it with a property used as a campground, it would not qualify because this is a different business.

**TIMING OF REPLACEMENT**

Another complication can arise due to timing. If you sell your farmland voluntarily, you only have 12 months after the fiscal year of the sale to buy and use the new property. If the sale is associated with an involuntary disposition—such as if a county or municipality decides to create a subdivision on land you are currently farming, essentially forcing sale and leaving you without the farmland required for your business—you have an additional 12 months to buy and use your new property while still qualifying under the replacement rules.

It is also worth noting land obtained to replace sold land can actually be acquired prior to the sale in certain circumstances. If farmers aren’t aware they must purchase and use the replacement property within a certain period of time, or perhaps are aware but are not able to find new property, this can lead to a large tax bill that could have otherwise been avoided.

**SUCCESSION PLANNING**

In recent years, we’ve seen an increased use of replacement property in relation to succession planning strategies for farm families. As families try to pass farmland down to the next generation, some parcels of land might be held...
It is worth noting land obtained to replace sold land can actually be acquired prior to the sale in certain circumstances.

- Leanne Alexander

Leanne Alexander, CPA, CA, is a partner at Collins Barrow Red Deer LLP.
Ontario dairy farmer Cees Haanstra believes there’s a bright future for Canadian dairy

Q: Tell us about your family.

A: We immigrated to Canada in January 1992 from the Netherlands when I was 38 years old and my wife, Hinny, was 34. We came here with four children—three sons, Arjan, Rolf and Hilco, and one daughter, Eline. The oldest was seven and the youngest was one years old. The two oldest boys, Arjan and Rolf, are now farming with me. Hilco is a commercial pilot, and Eline works as a tour group planner. All our children are married, and we have four granddaughters and one grandson.

In Canada, we started out buying 200 acres of land, and renting another 200 acres. It was just a cash crop farm, so in the first year, we built barns, feed storage, bunker silos and a house. We started milking a year later in January 1993.

We decided to come to Canada because we saw more opportunity here, especially in Ontario. We like growing a variety of crops, and right now, we’re in an area with good soil where we can grow different crops.

I farmed on my own since 1986 when I took over from my parents’ mixed farm in the Netherlands. We had about 120 Holstein milking cows, plus all the replacements cows, just before we sold the herd in 1991. My in-laws were cash croppers, so my wife has always been involved in farming.

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FROM LEFT are Arjan, Helen, Hinny, Cees, Rolf and Heather, along with their kids (from left), Eveline, Sydney, Brooklyn and Jack Haanstra.

Q: What do you grow on the land?

A: We have a double 11 herringbone milking parlour. We have been milking our cows three times daily since 1995. They produce about 43 to 46 litres of milk daily. Last year, we hit 13,000 litres on average with 3.95 per cent fat and 3.12 per cent protein.

Q: What do you feed your herd?

A: Today, we own 1,750 acres of land and rent another 170 acres. We don’t need all the land for the dairy herd, so we do a little bit of double cropping. That means after winter wheat, we plant forage crops for harvesting. We have a surplus of around 500 acres where we do cash cropping, such as winter wheat, soy beans and dry corn. We grow 600 acres of alfalfa, 200 acres of winter wheat, 100 acres of edible beans, 300 acres of soybeans, and the rest is corn.

A: We feed our herd a total mixed ration of wet beet pulp, wet brewers grain, corn silage, alfalfa silage, high-moisture corn, high-moisture cob meal, soy meal, roasted soy beans, and bakery meal, as well as minerals. Sometimes we add chopped hay to the ration if we have to, but not always. We feed once daily, and push up feed four or five times daily.

Q: What form of bedding do you have?

A: All milking and dry cows rest on deep bedding with saw dust. Calves and heifers rest on rubber mats with deep-bedded saw dust.

Q: What is your cow replacement program?

A: We have a double 11 herringbone milking parlour. We have been milking our cows three times daily since 1995. They produce about 43 to 46 litres of milk daily. Last year, we hit 13,000 litres on average with 3.95 per cent fat and 3.12 per cent protein.

A: We breed all our cows through artificial insemination, and all heifers are bred with sexed semen. It’s been a closed herd for many years now. When we first started, we had nothing so we had to buy all our animals, but now we’re in a position where we’re selling surplus heifers.
Tell us about your calf rearing system.

A: We house calves in hutches in a long narrow barn with curtains on the side. We wean them at eight weeks old when they get move in groups of eight to the same barn for two weeks on straw. Next, they go to the straw pack barn in four groups for about eight weeks. We then move them into our freestall heifer barn with scrapers to train them to properly lay in the stalls.

Tell us about your manure management.

A: It is mostly liquid manure, except in the maturity pens and hospitality pens where it’s solid manure. It’s all pumped to the fields with a drag hose system, so we never end up with a tanker in the field. We have large round manure pits, and a full line of equipment. Even the manure handling we do ourselves.

What biosecurity measures do you apply on-farm?

A: The hygiene levels are very high. We are very strict about keeping things clean and maintained. We have opened our farms to schools in the past, and have held tours, so we’re open for visitors. But if we have visitors, they’re not allowed to come in the barn right away. They have to notify us about the visit and wear plastic over their boots.

What recent renovations have been done?

A: We finished a big addition about five years ago when we built another barn down the road. The plan there was to develop another dairy facility, but right now, we use it as a heifer barn. We have plans to develop a second dairy facility at another location by September 2018. We bought 450 acres of land last year and already owned land in that same area, which gave us a big lot. That’s where we’re going to put up a second dairy facility. We bought five robots, and hope to milk 300 dairy cows for Arjan, to manage. There is currently a beef barn and pasture land for beef cattle.

What environmentally sustainable practices do you follow?

A: We do a lot of cover crops in the fall after harvesting and leave it in the winter. Then we spray it all in the spring, disc it and plant corn in it. We also have a good rotation plan. A lot of what we grow is alfalfa, which is good for four or five years, and then we plow it and plant new alfalfa in another field.

What biosecurity measures do you apply on-farm?

A: We are a family farm with the help of employees. We all fill in where necessary. Hini takes care of bookkeeping, payroll, landscaping and preparing meals during the busy seasons, as well as watching the grandkids while Rolf and Heather do fieldwork. I do management, hoof trimming, breeding when necessary, fieldwork, packing the bunks, as well as a number of other tasks. Rolf is the herd manager, doing breeding, milking, and all other dairy-related tasks, as well as human resources, and raising beef calves with his wife, Heather, at their heifer facility, and both are helping with the fieldwork (e.g. cutting hay, chopping, driving wagons). Arjan is responsible for cropping, such as planting, combining, manure-handling, spraying, etc. He also manages the cropping crew and equipment, as well as his beef operation. He works in the dairy barn, feeding every other weekend, and doing maintenance and repairs, while his wife, Helen, has her own business in Stratford. When necessary, other family members will help out. We have eight full-time and three part-time employees.

What is your goal for the future?

A: My goal is to set up a second successful dairy facility. For us, it is very important our sons and their families can live their own dreams.

What environmentally sustainable practices do you follow?

A: We are fourth place in Ontario and ninth place in Canada in CanWest DHI and Valacta’s herd management score for 2016. In early 2000, we won a farm innovation award from Oxford County Federation of Agriculture. We also received many production awards for individual cows from Holstein Canada, as well as many other individual awards. We’ve always been one of the top milk producers in Oxford County.

What sustainable practices do you follow?

A: When I was 16 years old, I decided to become a dairy farmer. First I wanted to be a pilot. In order to become a pilot in the Netherlands, I needed eight years of schooling and I definitely was not interested in that. Instead, I went to agricultural school for two years. Now, Hilco (our third son) took over my first dream. He is a commercial pilot at Westjet Airlines, and our son, Rolf, is taking over both of my dreams. He is dairy farming and flying as a hobby. Now I have a chance to go cropscouting in the air with both my sons. So in the end, I do get to enjoy both my dreams!
I’ve always enjoyed discussing the dairy farming topic and love to teach what I do for a living as a dairy farmer. I also like to correct any misinformation about the industry. It’s important to share with consumers Canada’s dairy system has high standards, unlike many other countries. This is why I often share my experiences on the farm with students. There are only eight dairy farms left in my county. My husband, Roger, and I own the most southern dairy farm in Canada and are very proud of the job we do.

Along with being patient, you absolutely have to have a sense of humour when dealing with children. They can be brutally honest so it’s best to take it with a smile. You also have to be flexible and as prepared as possible because there will be times when a presentation does not go as planned.

For instance, I was once asked to do a presentation for an English as a second language class of 10 students. My first thought was how am I going to communicate to a group of students who don’t speak much English? I made sure to bring as many visual aids as I could get my hands on. I thought if I couldn’t tell them, I could show them with my farm tools and pictures. As it turned out, the majority of the students came from a farming background. Instead of the usual 45-minute presentation, we spent three hours discussing farming. The students wanted to know everything. They started by telling me how farming was done in their respective countries, and I let them know how we do things in Canada. The teacher thanked me profusely because it was the most engaged and enthusiastic she had seen the students. In fact, five of the boys in the class insisted on helping me take my kit to my car after the presentation just so we could talk more. I’m not sure who learned more that day—they or me.

Everyone who encounters this program loves it. I’m grateful I had the opportunity to become a dairy educator. At the time I took the job, I was a busy mom with two small girls and another on the way. However, the local milk committee thought I had the best qualities for the job.

The biggest event I attend each year with my family is the local Harrow Fair. About 50,000 people visit the fair over a four-day period. I usually bring Polly, our region’s version of Maple the Cow, and tend a booth for 12 hours a day. This year, more than 2,500 children came and milked Polly. My family and I also brought 14 head of cattle, ranging in age from four days to four years old. My three daughters and son-in-law take care of the animals and answer questions from the public. Our family also helps run the 4-H dairy club achievement show.

My family believes if dairy farmers don’t educate the public on what they do, who will? Dairy farmers are proud of the life they lead, the animals they care for and the product they help produce. In my family’s eyes, getting to tell people about the dairy industry is a bonus.

I still consider myself a new educator, even though I am entering my fourth year in the classroom. Originally from the city, I understand the disconnect people have with where food comes from and how it’s produced. I love sharing my passion for agriculture and giving students and teachers a glimpse into the world of dairy farming.

There are few dairy farms in my county, meaning even fewer people have an opportunity to visit a working dairy farm. Students are often surprised to hear I worked on a dairy farm and participated in all aspects of farming, from milking to calving to breeding cows. People still have an outdated image of what a farmer looks like and what happens on a modern dairy farm. Introducing students to the modern technology farmers use today helps change their opinions of what it means to farm.

Using technology in the classroom is an excellent way to connect with today’s students, such as showing them information and videos, and playing games using a smartboard. However, my go-to tools are my milking claw, teat dipper, transponder, ear tag and several other small items used on the farm daily. Students love to try and guess what each tool is used for and then learn about their real use. A tool as common as a milking claw is something most students have never seen before.

My favourite topic to present is dairy farming since it always sparks interesting conversations and much curiosity from students. Talking about a dairy cow’s lifecycle, how a dairy cow spends her day, how cows are milked on modern farms, and even how much food and water cows consume daily is always interesting to students.

I feel the most important skill educators should possess is being passionate about what they are presenting. If I go into the classroom and can’t be excited about what I’m about to share then I can’t expect students to have any interest either. I truly love what I do and believe the passion I have for the program reflects in my presentations and the way students respond to what I’m saying.

A community event I’m regularly involved with is Harvest Days at the University of Guelph’s Ridgetown Campus. Grade 3 students get to tour the dairy barn and see what happens on a working farm. Being up close and personal to the cows is a special experience for students, parents and teachers, most of who have never seen a cow in person. It is funny to see their reaction to the cows’ sizes, and the many smells typical of a dairy farm.

If I could have a super power it would be to see into the future and what the farming industry holds for producers. We are privileged to be able to bring a glimpse of the dairy industry to the classroom, but there are many changes happening or about to happen in our sector. It would be advantageous to see how these changes will affect our industry before they occur. Until then, I’m happy to continue teaching the next generation about all the benefits our industry offers to Canadians.
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Milk can do more than build strong bones—it could potentially reduce the risk of disease in humans, with help from new technology developed at the University of Guelph.

High immune response (HIR) technology, developed by professor Bonnie Mallard, is a management and breeding tool created for producers to identify cows with inherently superior immunity and disease resistance.

HIR cows have stronger immune systems than average- and low-responder cows. HIR cows also respond better to vaccination and have better quality colostrum and milk. Healthier cows not only mean less disease, but also less money spent on treatment.

Researchers at the Mallard Lab are using HIR technology cows to improve human health as well. Dr. Heba Atalla from the department of pathobiology is looking at microRNA (also called miRNA, small RNA molecules regulate proteins) found in cows’ milk and colostrum.

Atalla is interested in miRNA that are located within capsules called exosome cows. She found certain miRNAs are more abundant in colostrum of HIR cows compared with average- and low-responders. These miRNAs have a crucial role in the development of the immune system and intestinal health.

After placing these exosomes that contain miRNA in an environment with human cells in a lab setting, they were taken up by human cells, despite originating from cows’ bodies. This suggests their bioavailability to humans is similar to other important protein molecules in milk.

These exosomes, especially those from milk of HIR cows, made human cells healthier.

Further, exosomes from colostrum promoted the death of cancerous cells, suggesting their potential role as natural therapy to humans with a high risk of colon cancer.

“This research has many downstream applications,” Atalla says. “We can produce milk from HIR cows with natural value-added health benefits to humans, or disease-specific milk products tailored for individuals who are at risk for allergy, cancer or other chronic illness. It will also lead to economic benefits for the agricultural and health sectors in Canada.”

Previous studies have shown HIR cows produce higher amounts of a specific antibody (produced in response to an immunization or infection) within the blood and in colostrum and milk. This is extremely beneficial to calves that are born with a naive immune system, and require passive immunity from the colostrum produced by their dam.

In addition to cows, HIR technology is used to identify sires with a high immune response. Semen from these sires is marketed as Immunity+ by The Semex Alliance. Immunity+ semen makes the HIR technology behind it available to producers across Canada and in 120 countries around the world to breed for enhanced immune response in the next generation.

Recent industry data show daughters of Immunity+ sires have lowered disease rates and mortality compared with daughters from non-Immunity+ sires. These results are proof HIR technology works in the field for producers, but more importantly, animals are benefiting from it, Mallard says.

In related research, Dr. Lauri Wagter-Lesperance from the department of pathobiology is measuring the presence of certain innate proteins not previously investigated in the colostrum and milk of HIR cows and Immunity+ daughters.

Natural antibodies are antibodies that are naturally present in cows’ blood and are produced by the immune system without immunization or exposure to infection. Defensins are peptides produced by certain cells of the immune system. Natural antibody and defensins can readily bind to bacteria so that certain cells of the immune system, called phagocytes, can engulf the bacteria to destroy it, and develop an acquired memory response for enhanced protection on future exposure.

“We are taking a natural approach to creating better milk products and enhancing our knowledge,” Wagter-Lesperance says. “There are plenty of good things in milk. It sometimes gets a bad rap, and we are working to show consumers more of the benefits of milk.”

Atalla’s research is in collaboration with Mallard and professor Niel Karrow. Her projects are funded by Dairy Farmers of Ontario, the Natural Sciences and Engineering Research Council - Collaborative Research Development and the Ontario Ministry of Agriculture, Food and Rural Affairs. Wagter-Lesperance is a post-doctoral fellow working with Mallard, with funding provided through the Mitacs Elevate Program and The Semex Alliance.

**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 @LRIC-Dairy 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.

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**Sydney Pearce** is a student writer for the University of Guelph’s office of research.
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IT DOESN’T HAVE TO BE COMPLICATED

A checklist to help producers verify implementation of proAction requirements

Most producers have already implemented the food safety requirements under the Canadian Quality Milk (CQM) program, which means the foundation of proAction is already in place. While implementing the animal care and livestock traceability requirements will demand initial effort and ongoing work, it doesn’t have to be complicated. The checklist below provides an overview of the requirements. A red star indicates a requirement under the animal care or livestock traceability programs, mandatory as of Sept. 1, 2017.

STANDARD OPERATING PROCEDURES (SOP)

Develop your standard operating procedures (SOPs) online at www.canadianqualitymilk.org and implement them. Make sure you fill in the blanks (e.g. pain control products used) and details specific to your farm.

☐ *Colostrum management and calf feeding SOP
☐ *Animal health practices and branding SOP
☐ *Euthanasia SOP
☐ *Shipping cattle SOP – you will need to add requirements to your existing shipping cattle SOP
☐ Pre-milking SOP
☐ Milking SOP
☐ Milking cattle with abnormal or treated milk SOP
☐ Post-milking cleaning SOP
☐ Treating cattle
☐ Feeding medicated feed

CORRECTIVE ACTION PLANS (CAP)

Develop and implement your corrective action plans (CAP) online at www.canadianqualitymilk.org or on a separate document. You may use the CAP record included in the Workbook.

☐ *Downed cattle
☐ *Animal-based measures (if your cattle assessment peer report indicates any measures in the red zone)

☐ Incorrect administration of medications or other chemicals to an animal
☐ Entry of milk from a treated animal into the bulk milk tank
☐ Improperly cooled or stored milk
☐ Dirty milk contact surfaces
☐ Improper water temperature
☐ Milking equipment water contaminated with bacteria
☐ Sale of a treated animal or an animal with a broken needle and the next buyer was not informed

ENSURE

☐ *Holstein Canada has completed a cattle assessment of your lactating herd
☐ *Routine tail docking is not practised on the farm
☐ *Housing for weaned calves, unweaned heifers and bulls meets the requirements
☐ *Dry cattle and lactating cattle housing provides adequate stocking densities
☐ *Calving area is kept clean and dry
☐ *There is an adequate designated area for the segregation and treatment of sick and injured cattle
☐ *Electric trainers have height adjustment, are properly located, and you can demonstrate the voltage does not exceed 2,500 volts
☐ *Heifers receive feed that is adequate for maintaining health, growth and vigour
☐ *All cattle have access to a clean water source
☐ *Newborn calves are double-tagged with approved dairy tags (National Livestock Identification for Dairy) within seven days of birth
☐ *Prompt medical care is provided for cattle that are sick, injured, too thin (body condition score ≤2), in pain or suffering
☐ *All animal handlers are trained to be familiar with cattle behaviour and quiet handling techniques
☐ *Your premises identification number is handy for traceability records (found in the upper right-hand side of the producer dashboard)
☐ *The use of electric prods is minimized
☐ Only registered pesticides are used, according to label and pre-harvest intervals
☐ Pesticides, treated seed and fertilizer are stored in a safe and secure manner
☐ There is an anti-backflow device to prevent contamination of milkhouse or barn water with pesticides
☐ All animals are clean

RECORDS

You may use the sample records provided in the Workbook or another format (e.g. computer program, DHI Logbook) that contains all the required elements. Printer-ready versions are available on DFO’s website, under Farmers/proAction, and at canadianqualitymilk.org under Forms and Documents.

☐ *Animal birth record
☐ *Animal move-in record
☐ *On-farm animal disposal record
☐ *Animal export record
☐ *Tag replacement – cross reference log
☐ *Tail docking log
☐ *Cattle assessment record and summary sheet
☐ *Cattle assessment peer report
☐ *Cattle assessment corrective action plan (for measures in the red zone, if any)
☐ Annual cattle health and veterinary medicine use declaration (use the specific form for Ontario)
☐ Veterinary directions for extra-label drug use
☐ List of medicines and chemicals used on livestock
☐ Livestock treatment record
☐ Broken needles record
☐ Letter of guarantee – shipping record
☐ Milking equipment sanitation record
☐ Cleaning and sanitizing chart
☐ Annual wash system evaluation
☐ Annual water test results with zero E. coli
☐ Deviation and corrective action records regarding problems with cattle treatment, inhibitors, milk cooling and storage, equipment sanitation, wash water and temperature, water test, and shipping animals
Cattle access to manure storage and run-off is restricted
Laneway and loading areas are free of manure contamination
Required approval and permits are in place if you use sewage sludge on your farm
Feed bins and storage containers are clearly marked if you use medicated feed
Pet food and feed labelled “not for use for ruminants” are properly stored and handled
All cattle are identified to allow for maintenance of treatment records
Veterinary drugs and chemicals are properly stored and handled
Veterinary drugs approved in Canada for dairy are used according to label or veterinary directions
Treated cattle are marked
Teats are thoroughly cleaned, sanitized and dried before milking
Milk from new animals is tested for inhibitors, or a letter of guarantee is in place
Time-temperature recorder is working properly
Approved equipment cleaning chemicals are used and stored properly
Milkhouse is used exclusively for cooling and storing milk and for materials used in the production of milk
Milkhouse and equipment are clean and tidy
All mercury thermometers and vacuum columns have been removed
All lights near the bulk tank opening are protected
Employees and family members are trained on your proAction program and have access to SOPs, CAPs and records

REPORTING LIVESTOCK TRACEABILITY EVENTS
While the Reference Manual indicates reporting traceability events (animal birth, move-in, on-farm disposal and export) is a requirement, Dairy Farmers of Canada has decided non-compliance with this requirement will not cause producers to fail the validation. This comes as a result of feedback received from producers who are unable to report due to the lack of reporting options other than the Internet. This will remain in place until alternative reporting options are made available. Note that recording traceability events remains a mandatory requirement.

WHERE CAN I FIND MORE INFORMATION?
Information about proAction is available on Dairy Farmers of Ontario’s website at www.milk.org, under Farmers/proAction.
Frequent updates are published in Milk Producer magazine, Dairy Farmer Update and the producer dashboard on the password-protected area of DFO’s website.

Maria Leal is Dairy Farmers of Ontario’s assurance programs and field services manager.

DAIRY FARMERS OF ONTARIO
ANNUAL GENERAL MEETING
FAIRMONT ROYAL YORK, TORONTO

Dairy Farmers of Ontario would like to invite all Ontario milk producers to attend the annual general meeting. Dairy producer committee members have been formally invited and are expected to attend the DFO general session where current industry issues and updates will be addressed.

EVENT INFORMATION
Tuesday, January 9, 2018
Registration
Wine & Cheese Reception

Wednesday, January 10, 2018
CanWest DHI Delegate Meeting
DFO General Session
Banquet

Thursday, January 11, 2018
DFO General Session & Question Period

For registration information, visit www.milk.org
Note: Hotel room block closes on Wednesday, Dec. 13, 2017
With producers investing in new technologies and building new barns, automatic milking systems (AMS) have been steadily increasing in the dairy industry the last few years. Seven per cent of Canadian dairy farms were using some type of AMS in 2015, according to Statistics Canada. But like all new systems, there are benefits and challenges.

In a recent research project funded by the Dairy Research Cluster 2, PhD student Meagan King, under the supervision of Dr. Trevor DeVries at the University of Guelph, investigated lameness in AMS farms. The team found one of the challenges of AMS herds was identifying mildly lame cows. Lameness impacts the entire herd, not just at the cow level. In fact, a herd’s increased lameness prevalence reduces overall production.

In the study, 41 robotic herds were surveyed and researchers collected data on management, barn design and lameness prevalence. Researchers then looked at risk factors for lameness at the herd and cow level, as well as factors related to productivity, efficiency and cow behaviour.

They collected data at 26 farms in Ontario and 15 farms in Alberta. Producers at each farm were asked about feeding, manure and bedding management. Researchers recorded details on barn design and stocking density of cows relative to feed bunk space, lying stall availability and number of robots on each farm. They also scored a representative sample of cows at each farm for lameness (gait) to get an accurate estimate of lameness prevalence on a scale of one to five, with one being sound and five being extremely lame.

**THE RESULTS**

The study showed increased prevalence of severe lameness is related to reduced milk production per cow, per robot. The researchers found, on average, less than two per cent of the cows gait-scored were classified as severely lame. However, they found, on average, 26 per cent of the cows gait-scored were moderately to severely lame. The majority of the lame cows they observed had a gait score of three.

The researchers also found cows with a slight, but noticeable limp, are fetched 2.2 times more, milked 0.3 times less per day, and produce 1.6 kilogram per day less milk than non-lame cows. The research also suggests producers are doing a good job of identifying and treating severe lameness cases in their herds. However, researchers found producers have a harder time identifying mild to moderate cases of lameness, which they are required to monitor under the proAction animal care assessment program.

Manure management had a significant impact on lameness prevalence on farms. Farms that scraped manure from walking alleys more frequently had a lower prevalence of moderate lameness and lower rates of fetching cows. Cleaner floors improve cows’ mobility, which is important when cows walk to a robot to be milked then back to their stalls or feeding area.

Stocking density also affected production and lameness on farms; greater stocking density in lying stalls was related to higher severe lameness prevalence, and led to producers having to fetch more cows. Although a higher stocking density at the robot was associated with increased production per robot, it reduced milking frequency per cow.

Cows with low body condition and cows of higher parity were more likely to be lame. This is consistent with other research, which shows thin cows have a thin digital cushion in their hooves, predisposing them to mechanical causes of lameness, such as sole ulcers.

**RECOMMENDATIONS**

These findings suggest producers should manage, monitor and treat lameness early to improve animal care and prevent reduced milk production in AMS environments. Producers should be trained to properly gait score cows and identify mild cases of lameness and take corrective action. They should also be aware of their cows’ body condition since thinner cows may have more underlying problems that should be investigated.

Additionally, producers with AMS should aim to keep floors clean to give cows an appropriate surface to walk on to and from the robot, as well as give cows enough clean, comfortable, well-bedded resting space to maximize animal comfort, production potential and prevent lameness.

Meagan King is a PhD candidate in the department of animal biosciences at the University of Guelph. Emilie Belage is an MSc graduate from the department of population medicine at the University of Guelph, and a veterinary medicine student at Michigan State University. Resources and links:


**SHELLEY CRABTREE**

is the national program manager, nutrition - scientific affairs for Dairy Farmers of Canada.
Thank you to our 2017 CNE producer volunteers!

Erica Kiestra
Ingrid Portena
Liam McNabb
Grant Henderson
Mark Law
Rita & Andy Maciukiewicz
Debbie & Arnold Vervoort
Neil Modler
Kelvin Kerr
Robert Hamilton
Marion & Paul Kolb
Paula Murray
Bart Nyland
Kinsey Good
Jacob & Annette Bakker
Robin & Sharon Flewwelling
Kottelenberg Family
Don & Beverly Donnan

Special thanks to our dairy educators, DFO staff, Sadie Scott and Tabetha Hayden, as well as Ron & Sharon Douglas, Tyler Kennedy & Rusmar Farms, Ayrwindale Ayrshires, Paul-Lor Jerseys & Holsteins, and Dun-Rovin Acres Farm for lending their cows.

Are you ready for winter?

Winter is coming soon, and Dairy Farmers of Ontario is reminding producers to clear their laneways of ice and snow.

Why is this important?

• it ensures timely milk pickup;
• it creates a safe environment for milk transporters;
• it reduces DFO’s winter transportation costs;
• it is mandated through DFO’s Farm Yards and Lanes Policy.

Yards and laneways that bulk tank milk graders travel on must be cleared of snow and clearly marked with poles and reflecting markers. Any ice buildup should be salted and-or sanded.

Rick & Angela Attema
Bruce Sargent
Natalie Walt
Kristen Kelderman
Bruce & Genny Prentice
Ben Bedard
Scott & Katrina Gordon
Jeanine Egger
Maddie Egger
Jen Mazenauer
Jaycee Mazenauer
Eric & Courtney Veldhuizen
Jamie & Nancy Elison
Nanninga Family
Bill & Jean Emmott
Morgan Ellis
Dave Ritchie
Paul Maurice
Nick Groot
Researchers explore essential oils, such as oregano, to boost calf health and reduce antimicrobial resistance

Getting the next generation of dairy calves off to a healthy and successful start depends on many factors. One of the key nutritional aspects nutritionists are taking a look at is finding products that can support optimal immune function in young calves.

The issue of antimicrobial resistance has been a motivating factor for researchers to increasingly seek out nutritional additives that will reduce or eliminate unnecessary antimicrobial use in livestock production. A recent study from South Dakota State University reveals some promising options to support a healthy immune system. It provides an example of how researchers test nutritional additives and the key questions to ask when these additives may be offered.

Researchers from the university conducted a study with 100 Holstein bull dairy calves to examine the effects of adding extracts of plant metabolites, also known as essential oils, at different doses in milk replacer, or adding a yeast cell wall product to milk replacer. They then compared these treatments to a control diet of milk replacer.

Essential oils can originate from different plants, such as oregano, and may contain antibacterial, antiviral and antifungal properties. Yeast cell-wall-based products are known to positively impact the rumens and intestines of mature cows, but in calves, they have either been shown to have some benefits or none at all.

The South Dakota researchers designed their study to investigate several aspects of calf growth and health. Routine measures for performance included feed and milk replacer intake, average daily gain, health scoring, such as ear, eye, nasal, fecal tests, and blood samples. Calves were given a commercially available vaccine, as well as injections of ovalbumin—a non-toxic, foreign body protein that does not harm a calf, but can be used to measure a calf’s ability to mount a specific antibody response to it. This lets researchers know if the essential oils or yeast cell wall products are helping support an important aspect of the calves’ immune systems.

All calves were checked to ensure they were negative for bovine viral diarrhea and had successful passive transfer of immunoglobulins from colostrum before being enrolled in the study. The calves, which were obtained from a local dairy farm, received pooled colostrum for two days before the study began and arrived at the research centre at three days of age. Calves were allocated to one of five treatments:

- control feeding of a 24:20 (per cent of crude protein to fat) milk replacer;
- milk replacer + 1.25 grams per feeding of essential oils (EO);
- milk replacer + 2.5 g/feeding of EO;
- milk replacer + 3.75 g/feeding of EO;
- milk replacer + 2 g/feeding of yeast cell wall.

Milk replacer for the control and treatment groups was offered equally. Calves were fed twice daily for the first 14 days on the trial and were given:

- 0.27 kilograms of milk replacer dry matter (DM) at each feeding;
- 0.40 kg of milk replacer DM twice daily at feeding from day 15 to 35;
- 0.27 kilograms of milk replacer dry matter (DM) at each feeding;
- 0.40 kg of milk replacer DM twice daily at feeding from day 36 to 42 to facilitate weaning.

Calves were not allowed free access to milk replacer. They all were given free access to water and a pelleted 20 per cent crude protein calf starter throughout the study. The calf starter included medication to control coccidiosis.

Researchers concluded calves fed the 24:20 ratio of milk replacer containing essential oils performed similarly or better than calves fed the control milk replacer or the replacer containing a yeast cell wall additive. The best response resulted from the essential oil included at 1.5 g per feeding, which was half the dose researchers expected would provide optimal benefits, specifically in terms of average daily gain and some growth measurements.

The results reveal a lot of similarities across treatments for many parameters. For the first month, calf starter intake was the same and there were no differences in feed efficiency. Previous studies have shown either a benefit or no advantage when feeding calves yeast cell wall in terms of feed intake, especially when the health status of the calves was the determining factor. Calves in this study were generally quite healthy.

The health scores were satisfactory for all calves during the study’s timeline. Minor differences were noted in terms of ear, nasal and eye scores during some weeks, but these were considered small differences overall.

Researchers were particularly interested in the immune response in the calves fed the yeast cell wall additive and the lowest dosage of essential oil. They noted the calves had a numerically higher immunoglobulin antibody response to a booster shot of ovalbumin at six weeks compared with the control and other treatments. The potential for an increased immune reaction because of an inflammatory response can cause the calf to direct too much energy to immune response as opposed to growth. Appropriate immune response is good, but excessive immune response is also undesirable. In this study, there were some non-significant improvements in immune system functioning, which for the most part, did not translate to improved health scores. This may underscore the importance of calf health and environment, which was good in this study. Improved immune system support may potentially benefit less thrifty calves or where success of passive transfer of immunoglobulins from colostrum is not satisfactory, but neither situation was present in this study.

The market for products other than antibiotics but that support and promote calf health will likely continue to grow in the future. Producers should ask some practical questions when deciding if these products are right for their calf-raising program, such as:

- Do published studies support the product’s claim?
- Is the dose and feeding rate effective?
- Am I likely to see a response in my calves, given their health status and my colostrum feeding program?

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The long-term outlook for market demand is expected to remain strong, which is why P5 producers were issued an additional one per cent saleable quota and one incentive day per month, effective Nov. 1, says Patrice Dubé, Dairy Farmers of Ontario’s economics director.

The decision to issue a combination of quota and an incentive day instead of an “all quota issuance” is mainly due to concerns regarding the capacity to process all the skim milk during the spring 2018 period, Dubé says. The good news is spring 2018 may be the last critical period the industry will have to deal with managing excess milk, not including the typically busy Christmas period. This is due to several new investments that should be fully operational during the 2018-19 dairy year and during subsequent years. While more quota could have been issued in November from a market perspective, the challenge is making sure the capacity exists to process all the additional milk, Dubé adds.

When examining the amount of milk that is expected to come online, consider just one incentive day is equivalent to a production potential of three per cent of quota on a monthly basis, Dubé says. If you add that to the one per cent quota increase, there could potentially be the equivalent of about four per cent more production coming online by the spring, which is above and beyond the production associated with the utilization of credit days.

When existing processing constraints are removed, the situation will ease considerably, Dubé says, adding new processing investments that will be in operation in 2019 will go a long way in addressing current challenges. “At that time, we will be able to better value all components of the milk in the system, and have room to process all available skim milk,” he says, adding the additional incentive day should be crystallized, meaning it should be converted to quota at some point after spring 2018, if the demand for dairy products remains strong.

The other reason for the quota and incentive day increases is to ensure P5 milk production is expected to remain strong, he long-term outlook for market demand is expected to remain strong, he long-term outlook for market demand is expected to remain strong, the level of 35,000 tonnes at the end of the last dairy year.

**BUTTER IMPORTS**

The Canadian Dairy Commission (CDC) has significantly reduced the amount of additional butter it imports to supply the further processing market over recent months. According to the commission, demand from further processors is currently being met with Canadian butter production.

However, it still expects to import 1,500 tonnes of the 3,200 tonnes of tariff-rate quota butter before the end of December 2017, and 300 tonnes in both January and February 2018.

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**P5 UTILIZATION BY CLASS**

For August 2017 (kg of butterfat/kg of solids non-fat)

<table>
<thead>
<tr>
<th>Class</th>
<th>% Butterfat</th>
<th>% Solids Non-Fat</th>
<th>% Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>1(a)</td>
<td>11.68%</td>
<td>24.73%</td>
<td>*27.80%</td>
</tr>
<tr>
<td>1(b)</td>
<td>12.12%</td>
<td></td>
<td>*6.98%</td>
</tr>
<tr>
<td>2(a)</td>
<td>6.13%</td>
<td></td>
<td>*5.71%</td>
</tr>
<tr>
<td>2(b)</td>
<td>7.01%</td>
<td></td>
<td>*3.47%</td>
</tr>
<tr>
<td>3(a)</td>
<td>7.04%</td>
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<td>*7.39%</td>
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<td>3(b)</td>
<td>13.29%</td>
<td></td>
<td>*15.91%</td>
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<td>3(c1)</td>
<td>3.87%</td>
<td></td>
<td>*4.08%</td>
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<tr>
<td>3(c2)</td>
<td>7.18%</td>
<td></td>
<td>*7.74%</td>
</tr>
<tr>
<td>3(d)</td>
<td>4.52%</td>
<td></td>
<td>*3.88%</td>
</tr>
<tr>
<td>4</td>
<td>15.57%</td>
<td></td>
<td>*7.15%</td>
</tr>
<tr>
<td>5(a)</td>
<td>2.60%</td>
<td></td>
<td>*1.70%</td>
</tr>
<tr>
<td>5(b)</td>
<td>4.75%</td>
<td></td>
<td>*2.13%</td>
</tr>
<tr>
<td>5(c)</td>
<td>1.39%</td>
<td></td>
<td>*0.64%</td>
</tr>
<tr>
<td>5(d)</td>
<td>1.12%</td>
<td></td>
<td>*0.36%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>*5.06%</td>
</tr>
</tbody>
</table>

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**MARKETS**

**LONG-TERM OUTLOOK**

Quota and incentive day increases will help fulfil expected increased demand during spring flush.
with the rest being imported during the 2017-18 dairy year. On Oct. 13, the CDC requested an additional supplementary import permit from Global Affairs Canada beyond the 5,000 tonnes carried forward from the previous dairy year, to be effective for the entire 2017-18 dairy year.

While the goal is always to favour domestic butter production over imports—within the current processing capacity to avoid dumping of whole milk—it is important to recognize imports may be necessary and should be used to maintain demand if domestic production is not sufficient, Dubé says, adding the CDC continues to closely monitor the butter stock situation.

Summary: The P5 quota committee will meet on Jan. 11 and 12 to determine how much additional milk and associated butterfat will be needed to meet new investments and product developments in 2019 and after. In the meantime, current demand for dairy products and milk production levels will continue to be closely monitored.

**ONTARIO DEDUCTIONS, PER HL**

For September 2017

<table>
<thead>
<tr>
<th></th>
<th>Within quota</th>
<th>Over-quota</th>
</tr>
</thead>
<tbody>
<tr>
<td>DFO Administration</td>
<td>$0.635</td>
<td>$0.635</td>
</tr>
<tr>
<td>CQM Administration</td>
<td>$0.020</td>
<td>$0.020</td>
</tr>
<tr>
<td>DFO Research</td>
<td>$0.050</td>
<td>$0.050</td>
</tr>
<tr>
<td>Canwest DHI</td>
<td>$0.060</td>
<td>$0.060</td>
</tr>
<tr>
<td>Transportation</td>
<td>$2.630</td>
<td>$2.630</td>
</tr>
<tr>
<td>Market Expansion</td>
<td>$1.500</td>
<td>$1.500</td>
</tr>
<tr>
<td><strong>Total Deductions</strong></td>
<td><strong>$4.895</strong></td>
<td><strong>$4.895</strong></td>
</tr>
</tbody>
</table>

**Average total net**

- $72.285
- $-4.895

*These figures are based on Ontario’s average composition for September 2017 of 4.10 kg. butterfat, 3.33 protein and 5.77 other solids, rounded to the nearest cent.

**U.S. CLASS PRICES**

The September 2017 Class III Price, US$16.36 per hundredweight, is equivalent to C$46.46 per hectolitre. This equivalent is based on the exchange rate of US$1 = C$1.25088, 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

**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.
The Ontario Forage Council’s annual Forage Focus conference will take place on Dec. 12 at the Shakespeare Optimist Hall in Shakespeare, Ont., and on Dec. 13 at the Joel Steele Community Centre in Winchester, Ont.

The program and schedule will be the same for both days, with registration and trade show open from 9 to 10 a.m., and speakers until 3:30 p.m. Presentations are accredited by the continuing education unit (CEU). The cost of this year’s conference is $40, and includes conference proceedings and a hot lunch.

Robert Berthiaume, dairy production expert in forage systems, is the keynote speaker. Berthiaume obtained a bachelor of science in agricultural economics from Laval University, and master of science and PhD in animal science from the University of Guelph. From 1989 to 2012, Berthiaume was a member of the nutrition team at the Dairy and Swine Research and Development Centre in Lennoxville, Ont. From 2012 to 2017, he joined the research and development department at Valacta as a dairy production expert in forage systems. Berthiaume retired in July 2012 and does consulting work.

For more information on sponsorship and/or trade show opportunities, visit www.ontarioforagecouncil.com/programs/forage-focus, or to register, contact Ray Robertson, manager of Ontario Forage Council, or Patricia Ellingwood, executive assistant, at 519-986-1484, 1-877-892-8663, or support@ontarioforagecouncil.com.

Grober Nutrition introduces a new product to help farmers reduce scouring in young calves.

FIRSTgro Calf is a spray dried egg premix product available to Canadian farmers.

By feeding this product to calves for the first 21 days of their lives, they are provided with a natural defence against scours and other early life challenges. FIRSTgro Calf is easy to feed and mix into milk replacer or pasteurized whole milk. Backed by research, a trial was conducted at Delft Blue Veal Farm to determine the effectiveness of FIRSTgro Calf on the presence of scours. Results indicated a 50 per cent reduction in scours for calves fed FIRSTgro Calf, whereas the control group only experienced a 17 per cent reduction.

Farmers can also expect an average cost savings of 44 per cent when feeding FIRSTgro Calf versus administering antibiotics.

For more information on FIRSTgro Calf, talk with your local Grober feed dealer, or visit www.grobernutrition.com.
**NEW GRAIN MANAGEMENT TECHNOLOGY HELPS ENSURE SAFE, HIGH-QUALITY FEED**

"Rain management is a rising concern that affects everyone involved in animal agriculture," says Sabrina Zettel, nutrition and technical service manager with Canadian Bio-Systems Inc. (CBS Inc.) “Today, we face increasing threats, but the good news is our testing capability and grain management solutions are also advancing—they provide us with excellent options to meet this challenge.”

Common sources of contaminants include pathogens, such as fusarium, fungi, such as ergot, and other moisture-related issues, such as mould. In wet years, the risk is much higher and often supports high-risk conditions that carry over to the following year. Testing to protect against contaminants, including mycotoxins, is now recommended at all key stages involving procurement and use of feed grains. It can often be tied with broader feed quality analysis to assist with balancing feed rations and optimizing nutritional strategies. Advanced feed additive options that help protect feed grain safety and quality have also come a long way, says Rob Patterson, technical director with CBS Inc. New products, such as the latest version of the company’s own NutraMix, offer a simple-to-use, reliable tool that serves as an invaluable insurance policy.

Information on CBS Inc. and its comprehensive line of feed technology is available at www.canadianbio.com.

**NEW HOLLAND WINS SILVER MEDAL AT THE AGRITECHNICA INNOVATION AWARDS**

New Holland Agriculture was awarded the silver medal by the independent expert committee, appointed by the DLG German Agricultural Society, for its CR Revelation’s automatic combine setting system—the first in the industry.

“This innovative feature addresses one of the biggest challenges for combine operators—maintaining maximum throughput levels while keeping losses and the percentage of damaged grain at low levels,” says Lars Skjoldager Sørensen, head of the harvesting product line. “The new automatic combine setting system takes automation to a new level. While current systems are reactive, New Holland’s solution proactively predicts changes in slope and crop density, making corrective adjustments before overload or losses even occur.”

More information about CNH Industrial can be found online at www.cnhindustrial.com.

**GET MORE FROM HIGH-FORAGE DIETS BY INCREASING FIBRE DIGESTION**

High-forage diets can help dairies reduce feed costs and promote milk component yield. Typically, dairy rations include a high level of corn silage. When properly balanced, corn silage can be a high-quality and affordable feedstuff. Accounting for the grain portion of the corn silage in the ration is critical to ensure cows respond as intended.

“Kernel processors crack corn kernels during harvest to help improve starch digestibility,” says Anthony Hall, MSc MSB, PAS, technical services–ruminant with Lallemand Animal Nutrition. “When you think about corn silage, it’s really like kernel processed high-moisture shell corn (kp HMSC) on a corn stover stick. Some rations may appear to be high-forage rations on paper, but the corn silage fraction can contain around 40 per cent dry matter as kp HMSC. The hidden kp HMSC can mean the ration may be more than half grain. That puts the rumen at risk for disruption.”

For the complete report, visit www.lallemandanimalnutrition.com.
DELAVAL CELEBRATES THE CENTENNIAL OF THE FIRST MILKING MACHINE

The milking machine that became the foundation of modern dairy farming, the DeLaval Milker, is turning 100 years old.

The machine was patented by New Zealander Norman John Daysh in 1917, and has been used as a model and inspiration for all vacuum-operated milking machines ever since.

Daysh travelled to the United States in 1913 to find a company interested in the milking machine he had designed. Together with DeLaval, they further developed the concept that was patented in 1917. The vacuum-operated milking machine, the first machine with pulsating vacuum, revolutionized the industry and has been used by dairy farmers all over the world.

A passion for innovation has always been central for DeLaval, starting with the company’s founder Gustav de Laval and his invention of the cream separator in 1878.

“We never rest to pursue our vision of making sustainable food production possible by inventing solutions that help dairy farmers around the world do more with less. This vision cannot be achieved without embracing innovative ideas,” says Lars Johansson, senior vice-president for corporate communications and sustainability at DeLaval.

DeLaval holds more than 1,500 patents, covering more than 300 inventions.

DELAVAL DONATES MORE THAN $18,000 TO SUPPORT 4-H DAIRY YOUTH

With eyes on the future of the dairy industry, DeLaval presented an $18,200 donation to the National 4-H Council to support the National 4-H Dairy Conference during its 2017 World Dairy Expo event. This support will enhance programs and leadership opportunities for 4-H youth in the coming year.

“We are proud to be able to support the next generation of farmers,” says Fernando Cuccioli, vice-president of market area North America for DeLaval. “Forward-thinking opportunities like this fit right into the vision of DeLaval—to make sustainable food production possible.”

DeLaval has been a sponsor of the youth dairy conference for more than three decades and is strengthening its commitment to supporting future generations of dairy producers and professionals. For the second year, the sponsorship was enhanced through sales of select milk quality solutions in the United States and Canada. The 2017 donation was increased by more than $3,000 over the previous year. Money was also raised for Canadian 4-H youth at this year’s Canada’s Outdoor Farm Show, with the company donating a portion of its ice cream proceeds.

More than 190 youth from across North America attended the 2017 National 4-H Dairy Conference in October.

NEW N NOTED

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DON’T LET MYCOTOXINS STEAL COW HEALTH

RFCs offer nutritional insurance to counteract these secondary metabolites, while boosting cow health and productivity

Field reports point to significant concerns about mycotoxin levels in feedstuffs. Multiple surveys note during the first half of 2017, countries in the Western Hemisphere were at high risk for mycotoxin-related threats to animals. And this year’s growing conditions are not doing much to alleviate qualms for the remainder of the year and into 2018.

As a result, dairy producers are advised to take preventative action and invest in an insurance policy to protect herds against secondary metabolites, which can severely suppress immunity, reduce nutrient utilization and absorption, or reduce feed intake and irritate tissues, especially in the gastrointestinal tract.

“It’s losing cows that alarms you,” says Scott Blevins, manager at Wiese Brothers Dairy near Greenleaf, WI., who details health-related issues that arose on a 6,000-cow dairy last year. Testing confirmed suspected mycotoxin presence, spurring corrective action by the dairy.

“We investigated a number of binders, but none of them provided the full solution that Celmanax does,” he says.

After including Celmanax to lactating cow rations, deaths dropped significantly, and a number of “digestive problems” experienced by the herd went away.

RFCS TO THE RESCUE

Blevins noted the results are not surprising. Research shows the refined functional carbohydrates (RFCs) found in Celmanax can protect the intestinal cells against the harmful effects of mycotoxins and prevent them from being absorbed through the gut and into the bloodstream. The toxins then pass harmlessly through the digestive system and are excreted without negatively affecting animal performance.

For the complete story and to learn more about Arm & Hammer Animal Nutrition, visit www.AHanimalnutrition.com.
A TOAST TO SPARKLING MILK

Fizzy milk might be the next big dairy product to hit grocery store shelves

W e all love milk and chocolate milk for its cold, creamy, delicious taste. But are you open to trying a new kind of milk—one that has a trace of pink in it and fizzes in your mouth?

In a bid to make milk more fun and trendy, Arla, one of the biggest milk producers in the United Kingdom, has given milk a makeover. They’ve added a bubbly twist to our popular coffee companion by creating a sparkling milk that has a hint of fruit juice in it. Arla is trialling the product in grocery stores in the U.K., as well as Singapore and the United Arab Emirates, before offering it to the rest of the world.

Arla hopes the bubbly milk becomes a trend among youth and encourages them to drink more of the nutritious beverage. It’s also the co-operative’s attempt to give milk a competitive edge against carbonated drinks and non-dairy alternatives, such as almond or soy drinks.

The concoction was created by German biochemist Sven Thormahlen, and Matt Walker from England. They say the drink is made out of whey with no fat, so it won’t curdle when fruit juice is added. The drink is then carbonated and packed in ready-to-drink containers.

It’s a bold move for the company that’s hoping to triple milk sales by 2020, and they’re following in the shoes of other companies, such as Britvic, which launched a similar carbonated milk and juice combo in the U.K. in 2014, as well as Coca Cola, which tested out a carbonated milk drink in the United States in 2009. Unfortunately, both flopped in sales, as consumers probably weren’t as adventurous or eager to see a change to their beloved milk.

But Arla and the bubbly drink’s inventors are hoping this innovative take on milk will encourage today’s consumers to turn to dairy as part of a healthy diet. Right now, the sparkling milk hasn’t made its way to Canada yet, but don’t rule it out completely. It could very well become the next big dairy product to hit grocery store shelves in the U.K.

Jennifer Nevans
is assistant editor of Milk Producer.
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- Extra thick to protect your cow’s teats for hours, low-drip means it stays on teats and will not end up on the floor

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