

# Dairy Farmers of Nova Scotia Year in Review

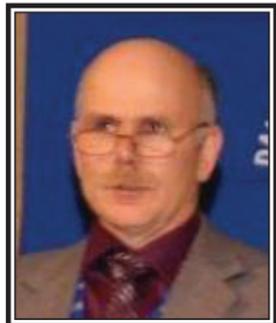
All DFNS photos by Linda Harrington

By Linda Harrington

Dustin Swinkels returned as a Director this year. Best wishes to retiring Director John Vissers and welcome Hans Vermeulen to his first term with the DFNS Board.

On the National front, DFNS became very involved on trade issues this year. CETA's phased access began, with 745 tonnes of fine cheese and 79 tonnes of industrial cheese entering the Canadian markets in October/November. Another 5,333 tonnes of fine cheese plus 567 tonnes of industrial cheese is slated for 2018.

Renegotiating of NAFTA and TPP are ongoing, with Dairy Farmers of Canada taking a lead role in influencing trade negotiations. DFNS has lobbied provincial government representatives on the importance of not harming dairy farms under any trade deals and has led producers and public in support of keeping dairy as a full category in Health Canada's Food Guide.



Gerrit Damsteegt, chair of the DFNS, welcomes members and guests to the 2018 DFNS Annual General Meeting.



The 2018 DFNS Board of Directors- Front (l to r): Derick Canning, Byron Lamb, Elizabeth Crouse, Gerrit Damsteegt; Back (l to r)- Greg Archibald, David Bekkers, Hans Vermeulen, Andrew McCurdy, Dustin Swinkels, Brian Cameron.

The National Ingredient Strategy was implemented last February. Efforts continue on both full program implementation and outcomes from several working groups to align future policies in the best interest of stakeholders.

One hundred thirty-one DFNS members participated in a quota survey, along with producers in the other P5 provinces. The results will help boards better gauge the intentions of farms to stay the same, grow or exit the industry.

July saw the highest one-month quota issuance increase of 5%, which was fueled by unprecedented market growth in almost all dairy product categories.

There were no Assisted New Entrant applications in 2017. Current number of dairy

farms stands at 215.

DFNS signed three-year deals with both the NS government dairy lab (IBC and freezing point testing) and RPC in New Brunswick (components and SCC). DFNS is committed to provide accurate and timely information, allowing the production of the highest quality of milk possible.

DFNS and Agropur have worked tirelessly on the Sussex Milk Allocation and have signed a long-term milk supply Agreement in Principle, which was recently given approval by the Minister of Agriculture and Natural Products Marketing Council to move forward.

DFNS and Atlantic Partners will host Atlantic Dairy Focus, at the Marriott Harbourfront, Halifax, March 20-22nd, with close to 300 participants, over

50 exhibitors and an expert speaker program. Visit [www.dairyfocus.org](http://www.dairyfocus.org) for more details.



DFNS General Manager, Brian Cameron presents the Year in Review, highlighting some significant numbers over the past 12 months.



Brain Smit (right) presents an Honourary Membership to DFNS to Jack van Roestel, accompanied by his wife Betty.

## DFNS Honourary Member Jack van Roestel

Jack van Roestel's early training as a crop specialist really got started in the 1960's and 1970's in Annapolis County on the family dairy farm that was purchased in 1958 by his parents, who emigrated from Holland six years prior. Besides the farm upbringing, he really benefited from a fantastic 4-H experience.

University training started with a Bachelor of Science in Agriculture degree (majoring in Soils and Crops) from NSAC, and MacDonald College in 1980. After graduation, Jack was Assistant Agricultural Representative in Colchester County for his first two years. During this time, he received mentoring under the strong leadership of George McKenzie and Dick Huggard. Then he went on study leave from 1982-84 to do his Master's degree at Guelph in Corn Tillage Systems.

In 1984, Jack began a crop advisory career with the NS Dept. of Agriculture with sound mentoring in the early Truro years from Dwayne Mellish, Jim Golt and Jack Johnson. Some of the local farmers by the names of McCurdy, Scothorn, Bokma and others were also impactful on his early crop mentoring. He transferred to the Kentville office in 1987.

In 2000, when NSDA got rid of staff in Crops, Livestock and Engineering he formed a consulting company with Bill Thomas, that was called Top

Crop Agri-Science. In 2001, Bill and Jack were hired by the 'new extension company' which has morphed into Perennia. During those sixteen years with Perennia, Bill and Jack tag teamed to provide forage, corn, soybean, wheat and soil fertility advisory services to Nova Scotia farmers.

Jack's biggest career satisfaction was working with growers to improve crop yield, feed quality and profitability on individual farms. He is also proud of his role in recent Atlantic Grain Council crop management research. It's been thrilling for him to witness the fantastic yield increases in corn, soybeans, winter wheat and forages over the past 10- 20 years. These yield increases in corn and soybeans are a result of improved genetics, GMO traits, better in-field cropping techniques by our growers and a solid Maritime Variety Performance Testing program, the latter of which really needs DFNS and NSFA lobby support to go forward in 2018.

Lastly, Jack leaves his job with many treasured friendships with farmers, former work colleagues and Bill Thomas who has been a fantastic associate of his for over 30 years, Jack and his wife Betty are both excited about the freedom and adventures that their retirement schedule will offer.

## Canadian Dairy Commission Update

On a 12-month basis ending November 2017, over 367 million kilos of butterfat were utilized, which is 4% higher than the year before. The additional butterfat was used mainly in butter, cheese, ice cream, yogurt and fluid

milk/cream with butter and cheese showing the largest increase in retail sales.

The average daily national milk production in Nov. 2017 was 1.04 million kilos of butterfat. This was up 7.12% over the same period in 2016, with fluctuations throughout the

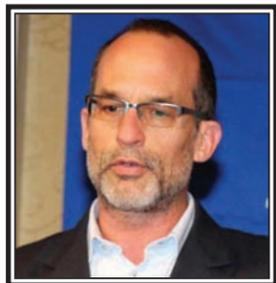
year.

Total butter stocks are up from 15,733 tonnes in Nov. 2016 to 25,006 tonnes in Nov. 2017 making for a much healthier position in the dairy industry.

The forecast looks positive with a predicted 3.6% increase in butterfat sales for the coming year and a butter stock forecast of 35,000 tonnes.

Producers saw a +1.9% increase in total revenue for the

last 12 months. The National Pricing Formula (based on 50% Cost of Production and 50% Consumer Price Index) was calculated to show a slight 0.347% decrease this year, resulting in a predicted \$22 million less revenue on a \$7 Billion farm gate return.



Erwin Picard, Assistant Director, Marketing & Retail at Dairy Farmers of Canada presented information on expanding the use of the new DFC certification logo, nutrition and research, and exciting new marketing campaigns.



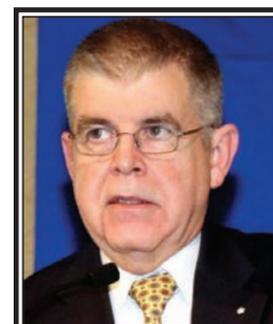
Pamela Harrods, assistant director of policy for Dairy Farmers of Canada, gave an informative update on work carried out by DFC in regards to trade agreements, Dairy Farmers Investment Fund, and current markets.



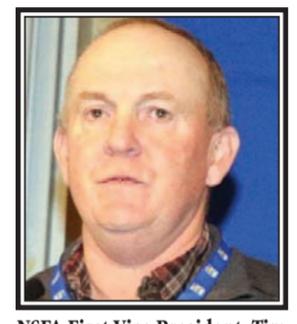
DFNS Board of Directors, David Bekkers introduces one of the numerous guest speakers on the AGM agenda.



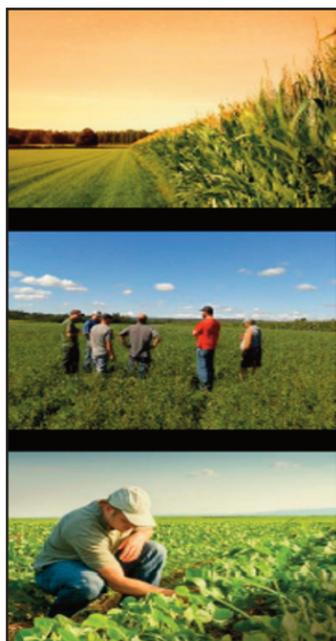
Canadian Forage & Grassland Association (CFGa) Executive Director, Cedric MacLeod, of Fredericton, NB noted the importance of forage crops to the dairy and beef industry, creating over \$11 billion in direct value to Canadian farmers.



Executive vice-president Pathfinder Group, John Sutherland presented information on the NS Milk Packaging Stewardship Agreement.



NSFA First Vice President, Tim Marsh presented an overview from the Federation on ongoing activities including the Environmental Farm Plan and ways to better engage the membership.



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