

Collective Efforts



Four decades have gone by since the Quebec Milk Producers' Joint Plan (1980) was created.

Since then, we milk producers have been working together with the goal of developing and establishing rules and tools to ensure that supply management and an effective milk marketing system serve everyone's interests.

Remember that everything had to be built in the early days. We negotiated agreements with processors to regulate every aspect of the milk marketing process, such as supplying the plants, milk quality rules, and raw material prices. We also negotiated an Agreement with transporters to set the conditions for transporting milk from farms to plants. Our organization, Les Producteurs de lait du Québec, has been responsible for negotiating on our behalf and for overseeing the development of these tools over the years so that they continue to be effective regardless of the market conditions and changes we face.

The strength and success of our organization have always been rooted in the unity and solidarity of producers. Remember that individually, we would not have this negotiating power with highly concentrated buyers. Without regulatory intervention, it would be impossible to carve out a fair share of the market. If we had not made all of these collective efforts together, we would not have one of the most effective marketing models today, which ensures that our industry can develop and provide fair and stable revenue to producers, without government subsidies. We would not have such a robust, coordinated and reputable dairy product marketing and promotional program. We would not have a Canadian quality assurance program, proAction, which is an innovative way for us to meet all of the increasingly stricter requirements of processors and consumers together rather than separately. We would also not have developed niche markets, such as the organic milk market, by organizing special pickup routes, providing market setup assistance, and making marketing efforts.

Our regulatory framework has proven itself and provides potential opportunities to launch innovative initiatives that benefit everyone, including consumers, governments and the entire industry. Over the years, we have developed tools to invest in research and cheese production expertise centres for advisory services and training. One example is Novalait, a corporation half owned by producers and half owned by dairy processors in Quebec, which acts as a network for conducting research in the dairy sector through funding partnerships. Since its creation in 1995, Novalait and its partners have invested \$54.9 million on 125 research projects in the areas of production and processing. Other examples include the CIAQ, a leader in bovine reproductive genetics, and Lactanet, formerly known as Valacta, a centre of expertise in knowledge, knowledge transfers and innovative solutions for producers and partners.

I am proud of our collective achievements in the last 40 years. I am proud to be the owner of one of the 4,732 dairy farms in Quebec that collectively market over 3 billion litres of milk, help create 65,000 direct, indirect and induced jobs, and contribute up to \$5.3 billion to the gross domestic product.

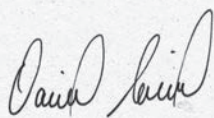
In the coming months, we will need to carry out an important and meaningful democratic process together: updating the strategic plan of Les Producteurs de lait du Québec.

And don't forget that all of this is made possible by a democratic framework that empowers producers to achieve their shared priorities. Together, we create the resources, tools and expertise we need to accomplish our goals. We have no reason to feel self-conscious about our gains or our place in Quebec society because they reflect our many years of collective efforts and investments.

In the coming months, we will need to carry out an important and meaningful democratic process together: updating the strategic plan of Les Producteurs de lait du Québec. This process will be an opportunity to gain perspective, reflect and rally behind one vision and clear objectives. It is a critical moment for us to stop and think about how we can meet our current needs and the needs of future generations.

I do not have to tell you that we have faced many changes and challenges since the last planning process in 2015. These events will be given due consideration in our thought process. I am referring to the three consecutive trade agreements that were concluded at our expense by the federal government. I am referring to our farm revenue, which has fluctuated considerably, in part due to significantly higher production costs. I am referring to social pressure and expectations that we must take into consideration. I am referring to market growth, which also comes with considerable structural challenges. For these and all other challenges before us, we will need to find opportunities to better position ourselves for the future.

Stay tuned in the coming weeks and months for more details about the process. You will all be invited to share your thoughts on the directions that our organization should take to keep our dairy sector strong and united. We hope that you will participate in large numbers!



DANIEL GOBEIL
Chairman

By ISABELLE VEILLEUX, MV.
Clinique vétérinaire Centre-du-Québec

Calf Hydration in Cases of Diarrhea: A Question of Life or Death

■ At 5 in the morning, you enter the barn to carry out your usual tasks. You notice that a calf has diarrhea and seems a bit weak. Why is this calf now an emergency? And most importantly, what is the best way to rehydrate it?

HOW DO YOU ASSESS THE DEHYDRATION RATE?

Several parameters can be used to assess a calf's degree of hydration. This assessment allows us to determine whether oral rehydration is sufficient or intravenous hydration will need to be used.

1 GENERAL CONDITION

When a calf is dehydrated, it becomes less animated, slower and weaker, its head sags and it often looks

like it cannot balance and begins to stumble. When its condition worsens, it is unable to stand up without help or remain standing.

2 PERSISTENT SKINFOLD

Pinch a fold of skin on its neck and rotate it 90°. Normally, the skin should fall back into place in less than 2 seconds. The more dehydrated the animal is, the longer it takes for the skin to fall back into place.

3 SUNKEN EYES

The more dehydrated it is, the more sunken its eyes will be in their sockets.

4 MUCUS MEMBRANES IN THE MOUTH

In a normal calf, the mucus membranes are warm and moist, but they become sticky or even quite dry as the calf becomes more dehydrated.

5 SUCKING REFLEX

The more dehydrated a calf becomes, the weaker its sucking reflex gets until it disappears completely. This is probably the most important criterion to take into consideration.

WHY NOT SIMPLY GIVE IT WATER?

You should know that when a calf has diarrhea, it is not just losing water. It is also losing electrolytes, particularly sodium, chlorine, potassium and bicarbonates. Giving the calf electrolytes has two effects: It promotes the absorption of water and replaces the electrolytes the calf has lost.

Bicarbonate will also help reverse the effects of acidosis that develop during dehydration. Acidosis specifically causes the sucking reflex to decrease and disappear and the calf to become dependant.

You also want to give the calf a little energy, generally in the form of glucose, to compensate for the lower nutrient absorption. Therefore, it is



a good idea to choose rehydration solutions formulated specially for calves. Your veterinary can help you determine which one is most suitable for your situation. Several studies have led to the development of highly effective rehydration solutions that are available in the market.

ORAL REHYDRATION

When the dehydration is still moderate (a sufficient sucking reflex can serve as your benchmark), oral rehydration alone can compensate for the lost fluids.

If the calf is standing, but not drinking, esophageal intubation may sometimes be used, though doing it more than twice is not recommended, because it can create painful inflammations. It is important to properly disinfect the tube each time and not use the same tube for sick calves and newborn calves (disease transmission). The person who intubates the calf must be sure that he or she has a firm understanding of the technique to keep the tube from going into the trachea, which could cause the calf to die. If you are not comfortable doing this, ask your veterinary.

The rule for determining the quantity of electrolytes to give the calf: If it has a light case of diarrhea, add one electrolyte meal (2 litres). For more severe cases, add two electrolyte meals (4 litres).

SHOULD I CONTINUE TO FEED IT MILK?

Since the best electrolyte in the world does not contain enough energy to meet the energy needs of a calf, it is important to keep giving it milk. In other words, provide electrolytes in addition to normal meals but never mix them with milk. If it is possible to do so, provide the same quantity of milk, but in smaller meals.

In addition, giving the calf milk while it has diarrhea helps heal its intestine because it promotes the production of new intestine cells. Studies have also shown that calves receiving a normal quantity of milk did not lose weight, but actually gained more weight compared to those not receiving milk, even for short periods of time.

INTRAVENOUS REHYDRATION

In some cases, the sucking reflex is absent. When this occurs, it is better to administer the first treatment intravenously (to recover and start from scratch). Your veterinary will be your best advisor to come up with a solid game plan! He or she can administer an intravenous treatment to restore the blood volume and correct the acidosis and hypoglycemia so that the calf can take over afterward. You can then continue with the oral electrolyte treatment. In cases where the dehydration is too severe, the best option will be to install a venous line for a continuous flow. Once again, as soon as the sucking reflex reappears, you should hydrate the calf orally as well.

Diarrhea is a major cause of death among young calves, which is why it is important to act quickly and appropriately. Your veterinary can help you establish the best possible treatment protocol and, more importantly, the best way to prevent new cases, whether this means making adjustments to the colostrum and housing or administering preventive vaccinations. Whatever the solution, the goal is to have healthy calves! ■

Centralized Quota Sales System (SCVQ)

FEBRUARY 2022

Fixed Price: \$24,000.00

	Number	kg of BF/day
Offers to sell		
Total	32	414.45
Eligible for allocation	32	414.45
Successful	32	414.45
Reserve		
Quantity purchased (-) / sold (+)		+0.95
Offers to buy		
Total	1,901	20,653.37
Eligible for allocation	1,901	20,653.37
Successful	1,901	415.40

Participation on a prorata basis in any unprocessed offer to purchase equal to or higher than 0.64 kg of BF/day.
After the sale, the balance of quantities available for regional priority purchases is 0.00 kg of BF/day for the Gaspésie-Les Îles region and 0.18 kg of BF/day for the Abitibi-Témiscamingue region.

ALLOCATION OF OFFERS TO SELL AND TO PURCHASE PER PRICE STRATUM

SALES				PURCHASES		
Number	kg of BF/day	Cumulation	Price offered \$/kg of BF/day	Number	kg of BF/day	Cumulation
			< 24,000.00			
32	414.45	414.45	24,000.00 ceiling price	1,901	20,653.37	20,653.37

ALLOCATION TO BUYERS AND SELLERS

Buyers	Number	kg of BF/day	%
Startup Assistance Program	0	0.00	0.0
Holding of less than 12 kg of BF/day	0	0.00	0.0
Reimbursement of startup loans	29	2.90	0.7
Regional priority	14	29.97	7.2
Iteration (0,1 kg of BF/day)	1,893	189.30	45.6
Prorata (0,95 %)	1,870	193.23	46.5
2,01 % of the offers have been processed	415.40	100.0	
Sellers	Number	kg of BF/day	%
Seller who stopped producing 1 or more month ago	0	0.00	0.0
Offers partially processed in the previous month	0	0.00	0.0
Offers in the current month	32	414.45	100.0
100,00 % of the offers have been processed	32	414.45	100.0

Quota prices in Canadian provinces FEBRUARY 2022

	\$/kg of BF/day		\$/kg of BF/day		\$/kg of BF/day
Nova Scotia	24,000 ceiling	Quebec	24,000 ceiling	Alberta	55,550
Prince Edward Island	24,000 ceiling	Ontario	24,000 ceiling	Saskatchewan	47,025
New Brunswick	24,000 ceiling	Manitoba	-	British Columbia	36,500