

Day 3 - Thursday, September 12, 2002

Page	Line	Remove	Insert
682	6	submitted Edward	submitted by Edward
683	1	ADC&E	ADCNE
686	18	Today's	Today
687	8	geographical	geographic
689	14	in	than
690	5	Dietrich	Dietrich's
690	10	cost	costs
690	20	business	processing business
691	2	balancing	*strike*
691	8	customers	customer
691	19	the	such
691	22	milk,	milk, to
692	6	asset	assets
692	14	Others testifying	Others have testified
693	9	every day	every other day
694	4	price is set on regular	pricing on regular
694	19	versus	versa
694	22	on "spot"	on the "spot"
695	2	characteristics	characteristic
696	18	include	incurred
698	8	milk that are	milk are
699	23	occurred	occurs
700	10	towing	tolling
700	11	towing	tolling
700	13	to tow	to toll
700	13	will tow	will toll
700	19	essence	excess
700	21	towing	tolling

701	1	Unreimburse	Unreimbursed
701	13	is	has
701	19	to	a
702	2	plus corresponding	plus costs corresponding
702	23	propriety	proprietary
703	11	in	and
703	24	procured	producers
704	16	of the	for
705	9	diverting	diverted
705	18	designations	destinations
705	21	zones	zone
706	8	O-TA-KA	O-AT-KA
706	19	market need	market's need
706	22	at	any
706	23	time	times
707	2	in	and
707	6	supplement	supplemental
707	14	Instead the Dairylea	Instead Dairylea
707	16	flatten	flatter
709	4	prohibitive to	prohibitive for
710	3	DFA Northeast	DFA's Northeast
713	2	options	option
713	15	buyer	buyer's
714	9	the milk	milk
715	16	0.17 million	0.7 million
716	19	plant Dietrich's did	plant did
718	16	marketing	making
720	24	competing	compete
721	4	exists be	exists because
721	24	changed,	changed.

722	1	supporting	Supporting
722	3	flow to the	flow of milk to the
722	18	dollar	dollars
723	5	provision	provisions
725	19	-- distributing	pool distributing
726	11	to	two
726	21	farmers	farmer
727	22	drives	dries
728	7	you will--	you're familiar with it.
728	9	Agency and	ADCNE
729	8	pounds is	pound swing is
729	20	balancing and volume	balancing volume
730	2	earned	owned
730	3	mortar where in	mortar in
730	10	balance and volumes	balancing volumes
730	16	totaling	tolling
730	17	essence	excess
731	6	Dr. Ying's	Dr. Ling's
733	17	HB	HP
734	10	or	and
734	12	MR. BESHORE: In that	In that
734	18	Thank you.	MR. BESHORE: Thank you.
736	11	but	let
736	11	Marvin can discuss	Marvin discuss
736	13	proponents	of proponents
736	13	to like	to being like
736	14	right?	industry, right?
736	17	has to	has to have
737	4	different, time	different, time of use rates.
737	10	the -- hard --	whats called a hard interruptible rate

737	18	saw	soft
738	2	demands, --	demands, pay
738	3	- to that,	for that,
738	21	that are --so,	they are pretty highly regulated by the state so,
739	4	or not--	or not, it's not imposed upon them by the state,
739	9	I have assume that you have got electricity	I assume that you buy electricity
739	21	limited to	limits of
740	4	involves the Class I prices,	involved the Class I price
740	5	person	price
741	3	will give you	agree
741	4	effect in	effective
741	5	-- is the differential	Effectively whats pooled is the differential
741	8	fat	fact
741	13	plants	plant
741	17	the price diffence of	the producer price differential,
741	18	they --	they draw out.
741	19	what	that's
741	20	Federal System	Federal Order System
742	6	to Class I	to a Class I
742	8	every sharing the order	every producer on the order
742	17	multiply	quantify
742	23	--would have at	--more than half
743	7	revenues are--	revenues are pooled across the entire order.
743	17	going	eligible
743	19	have --	are pooled
743	23	share in the --	share in the proceeds from the Class I market.
744	11	There is, one price	There is, a blend price
744	13	for --	for location
744	24	pool Class I	pool by the Class I

745	5	off--	not from you
745	6	-- from	but from
745	9	the-- membership	the producer membership
745	10	are	*strike*
745	11	including the	A Including the
745	12	transfer if	transfer of
745	13	member craft	member Kraft
745	14	A Well, I am	Q Well, I am sure
745	18	Part if the	A This part of the money
745	21	or	are
746	4	you get	you get to
747	4	distributor's	distributing
747	9	the -- is	the milk you have advanced is
747	16	the -- from	the money from
747	22	-- services	For Dairy Marketing Services
747	22	need	meet
747	23	to require to--	the requirements that you state
747	23	had	has
748	7	in the --	in the marketing order.
748	13	current order premium	current over order
748	15	It is --	It is proprietary information
748	20	no	an
748	21	are premiums	are over order premiums
749	10	market--	market premiums
750	2	premiums	over order premiums
750	3	supplies	suppliers
750	8	any	over order
750	11	that being	would be
750	18	charges--just	charges in the market just
750	19	still--the market.	there still maybe handler's charges in the market.

750	22	Had	Have over-order
751	15	high	higher
751	22	that -- their plans.	that they need for their plans.
753	20	it is --	it is available.
754	7	day.	day capacity.
754	16	NAS	NASS
754	23	there is	the
755	3	independence	independents
755	4	supply--	supply, right?
755	11	are going --in	are going on the
755	12	the cooperatives.	cooperative list.
755	14	And they --	And they pay dues to
755	16	existing--	existing data structure
755	17	Cary Lee's	Dairylea's
755	19	might--	like Camisius
755	20	Madison	United Madison
756	1	our--	our number
756	11	members--	members in the 25% of the pool
757	11	Niagara Upstate	Niagara, and Upstate
757	14	What--	Who owns the most?
757	16	at	put into a
757	17	Cary Lee	Dairylea
758	1	on a --	where we're
758	2	marketing	Northeast Milk Marketing
758	3	market	marketing
758	6	Garylee, GFA	Dairylea, DFA
758	6	DMS,--	DMS, Maryland
758	8	Terry	Dairy
758	9	wasn't that always	what does that organization do
758	15	--in matters relating	Milk Marketing Board in matters relating

758	16	premium--	premium it administers
758	20	--position	novelty position
758	22	--position	novelty position
759	18	they have been given	in a given
759	19	time, they can be use both.	time, they may be full.
760	5	stopped	stop
760	10	about	of
760	12	say on that	say that
760	13	there is a --Farm	That's a load a day farm
760	14	we have that down as cost	we want that balancing cost
760	14	are not--	are not load a day,
760	19	customer that utilizes,	customer that we utilized them for,
760	21	really--pretty hard	really tweaked pretty hard
761	19	processors, Pennsylvania	processors, on Pennsylvania
761	21	milk at over border	milk an over order
762	2	price -- and it is	price premium, a premium that
762	6	those processors	those Class I processors
762	8	Class I	Class I milk
762	10	we--	take anyone of
762	13	and we have to have how	and you have to have highly
762	14	to train fluid	trained field
762	18	cost to that --	cost to do that for them.
763	7	Market	Marketing
763	8	the--premiums	the over order premiums
763	14	costs supply	costs supplying milk to the
763	15	--with	-- Class I
763	15	So-- is	So any 10 cent increase is
763	16	we pay--	we pay the Pennsylvania
763	17	the market price	milk marketing price
763	18	The answer:	Answer:

763	20	Class I do not take the --	Class I handlers do not take the same amount of milk
763	21	some day where	some mid-week day where
763	22	will, they	will peak, they
763	24	weekend-- get less	weekend, and you take significantly less generally
764	5	peak,	peak
764	8	in	to
764	12	we can't --long	we can't make any long
764	13	committed to	commitment to
764	13	of the	they have
764	14	seasons	seasonal
764	14	--changes	got changes in weekly needs
764	15	classroom	Class I plants
764	16	the	with
764	16	--significant--	take significantly less milk
764	17	-- milk	why this milk
764	17	school is	schools back
764	19	price--	price to a plant,
764	21	what --	what an
764	21	market-- That answer is	market will allow. That is all an answer
764	22	over price premium	over order price premium is,
765	12	Pennsylvania--premium	Pennsylvania over order premium
765	19	apply of	apply any of
766	7	carry	pay
766	11	interim	handling
766	20	are not-- any	aren't getting any
767	2	corridor	order
768	1	DMS, or DFA	DMS, Dairylea, or DFA
768	2	Order 6-- and I-- when	Order 6, the Florida Order and I caveated that when
768	5	information and --	information and if you choose not to answer, fine
768	8	believe, number	believe, order

768	9	referring,	What order?
768	9	I believe,	A Florida I believe,
768	10	any-- no	any milk there no
768	16	The Northeast--	The Southeast order?
768	21	And the with the we	And the we
769	1	that we were, DFA is --	that we operate DFA's NE Area Council
769	3	would included--	would be included the NE Council
769	14	to other	to other order
769	16	little	order
770	5	was --	was marketed
770	7	Order 50 diverts milk back to its -	Order 5 diverts milk back to its Laurel facility
770	14	for --	for balancing
770	18	cooperative or high	cooperative or
770	19	carry	proprietary
771	9	-- sometimes	cooperative sometimes
771	13	pricing --	pricing scheme
772	10	in length	on renting
772	15	hauling	tolling
772	16	hauling	tolling
772	16	for plus milk	of surplus
773	5	that is --	that is generally speaking
773	6	but as--	but not as contract people
774	17	Linns --	Linnsville Dairies
774	17	--Dairies	Lehigh Dairies
774	24	-- Cumberland	baby Cumberland
775	7	-- Company	baby Company
775	14	Class II is	Class II business
775	16	the name -- but, it	the name and I didn't take the time to look but, there was
776	10	and that was -- Upstate	and when I was interviewing Upstate

776	12	parts of the	partially
776	13	Upstate plant	Upstate distributing plant
776	18	think	bet
776	24	the past 15 years	the past 10 or 15 years
777	19	That	*strike*
777	20	should,	I'm not sure of the number,
777	23	Dairylea-- connection	Dairylea, I'm not sure if you mentioned Lyleville Co-op
778	4	You -- their	You qualify their
778	7	IC	9 (c)
778	8	IC	9 (c)
778	23	Class IV.	Class IV milk.
779	5	of the situation in	of a pricing relationship
779	6	-- I can't recall in which	I can't recall a pricing relationship in which
779	18	-- specific part of his testimony--	I don't know the specific part of his testimony you're referring to.
779	22	characteristic of that as a --	characterization of that as an important factor in
780	11	action	option
780	14	of the -- has	of the marketplace has
780	18	then to -- any price	then to pick, you need to do better than any price
780	19	your	keep your
780	20	milk --	milk supply.
780	23	of farmers--	of the farmers who can't pool.
781	11	I need more specific of what	I'm not going to get into the specifics of what
781	21	Which is	Q Which is
781	23	Q Yes.	A Yes.
781	24	Do you identified towing costs,	Q Do you identified tolling costs,
782	1	of -- incurred	of rent incurred
782	3	invest	adjust
782	4	towing	tolling
782	8	start --	start this up
782	9	towing	tolling

782	19	if that	that
782	20	is a	reflects a
782	24	Can I at least give	Can you please give
783	2	tow	toll
783	4	it is --	it is condensed
783	5	depending	converted milk
783	6	hours	dollars
783	8	towing	tolling
783	16	that -- So,	that we would have gotten in handling so,
783	17	we have \$12.00, we really, that is	we got a payment to the farmer \$12.00, we really, that sale's
783	18	only	that are
783	23	condensed	put into condensed
784	8	towing	tolling
784	10	towing	tolling
784	13	The towing, the towing	The tolling, the tolling
784	21	towing	tolling
784	22	towing	tolling
785	1	towing	tolling
785	5	towing	tolling
785	6	towing	tolling
785	10	towing	tolling
785	13	towing	tolling
785	15	It has to be -- If	-- If
785	16	tow	toll
785	18	the plant-- and	the plant I guess is there and
785	20	that it	minus
785	21	revenue-- costs	revenue minus cost
785	24	gets-- there is a	gets sold where there is a
786	12	usage of the --	usage of the plant.

786	13	of -- incurred	of use quota
786	17	-- details	I'm not going to reveal the details
786	20	condensed-- into condense over whole	condensed for solids in condense over solids in whole in
786	22	charged on a --	charged on a solids
787	3	non fat --	non fat solids
787	4	simply	sightly
787	7	basically	in the case of
787	10	to--to the	to looking in to the
787	13	shipping to those--	shipping those two loads of milk.
788	3	which is-- down	which is easy to pick the milk and get it down
788	4	And it goes down to the	And they tend to be concentrated
788	6	plant -- to the	plant than farther away to the
788	10	paid	pay
788	11	to independent	paid to independent
788	12	our fool--	our field force
788	14	individual	competing
788	15	our	on their
788	16	premium, but there	premium , and PPD but there
789	3	price and	price they get paid and
789	6	the premium they can get, and then tack together	the premium they are going to get, and then net that together
789	9	has a	another
789	10	add in --	add in here's what a proprietary can pay
789	12	equity--	equity which shrink things
789	14	service on the	service fee on the
789	17	over premium, classified	over order premiums, on a classified
790	4	load	order
790	9	And are you, what	And can you describe what,
790	19	And turning that on the side to	And you're comparing that on one side to the

790	20	imputed costs --	imputed handler costs of the independantly supplied side
790	20	over producer	over order producer
791	11	actually it goes out on the	actually goes on in the
791	12	who is --	who is the chicken or the egg
791	17	some special --	that distributor needs another load of milk they end up on our farms looking for milk, and so, you know, they may need a load of milk and they recognize they need to raise their premiums or eat the premiums for the producers they are trying to procure. They may be going around, and say, there is an actual case going on now with a New York State Dairy Foods customer that's offering \$0.30 more than Dairylea farmers are getting paid. DMS in total, with all oue members in Dairylea and DFA, and marketing relationships we've formed, don't have enough milk to meet all of our customes' needs, and so we purchase milk from other people into our organization. Because of that, we can't afford to lose farms and so we
791	20	up for milk	up more milk
792	6	the handler	if that proprietary handler
792	7	set that --	put that milk away somewhere
792	10	didn't	may
792	11	and 20	on 20
792	17	proper	cooperative
793	13	on weekends	not just on weekends
793	16	balances--	balances within many plants
793	20	folks--not	folks are not
794	15	foods	fluid
794	21	foods	fluid
795	1	is not	milk that is not
796	3	price to	price
796	4	stablizing	destablizing
796	20	would-- increase and the rate of compensating would	would be a compensating increase in the premium and a compensating
796	24	the local --	a local supply region
797	4	If you have got a -- we	We have got a pot of money to distribute, we

797	8	-- in	to balance everything out, to beat
800	15	Q It sounds	A It sounds
800	16	So, not to say	Q So, not to say
800	21	Do you have any	A I understand that . Do you have any
801	8	qualify the pooling	qualify for pooling
801	14	by administrative--	by the Market Administrator
802	7	low	lower
802	16	need-- milk as they need-- and	need, giving them the milk as they need it, and
803	6	minimum requirements	minimum pooling requirements
803	7	and	at
803	8	interest?	Dietrich's?
803	22	day basis	day to day basis
804	11	and DFA--	and DFA just about everybody in the milkshed,
804	20	it on the	it to the
805	11	Q On the	A On the
805	12	The revenue is a cost. We	You've got revenues and costs. We sell a load of milk
805	14	a charge-- you have	a charge would be you have
806	18	Milk Marketing the	Milk, the
806	19	buys is regulated-- has to pay	that is regulated by the Pennsylvania Milk Marketing board.
806	24	pay rolling	payrolling
807	5	when	what
807	7	from the -- We all	from the balancing function, you drew a parallel. We all
807	12	only cost	only look at cost
807	23	Administrator--	Administrator every month
808	1	if you didn't-- if we didn't show the -- price, we	if you didn't pay the quoted blend price, or show the quoted blend price on the milk check, we
808	2	of -- What happens is he	of producers. What happens is
808	3	has got	we've got
808	8	longer	longer at market price.
808	13	the blend	the blend plus the

808	14	premium is	premium that is
808	16	and the only -- what	and we can only afford to pay out what
809	1	that --	that competitive challenge
809	18	less in the blend. And I was	less than the blend. And I would
809	19	in our --program -- the blend	in our pay program on our check, we bolster the blend
809	20	can come from	income from
809	21	schematics	semantics
809	23	to do -- Does	to do that and others don't. Does
810	9	BY MR. FEUILLET	BY MR. TOSI
810	15	BY MR. FEUILLET	BY MR. TOSI
811	6	was --	was farther -- before
811	6	the-- testify	the, we've already testified
811	7	shipment as far	we did ship milk as far
811	8	if it closed two	if those two
811	9	plants for operation	plants weren't in operation
811	11	we have--	we have those plants or not.
811	24	notion of the	notion of unused
812	10	DMS--. So	DMS, Dairylea, and DFA. So
812	17	dollar, I can't	dollar per hundredweight, I can't
812	20	and where we	and we
812	21	generally --	generally at
812	21	balance Dietrich's	balance at Dietrich's
812	23	higher return --So,	higher return to purchase that milk. So,
813	13	significant--	significant volume
813	23	referring,	prefer
813	24	way in front	way, than characterized in front
814	3	it is--	it is not that simple
814	23	to the	to pay the
815	2	producer in the	producer whose milk we market and pool in the
815	3	marketing pool,	*strike*

815	5	as -- We	as we are supposed to. We
815	8	market-- consistent by our customers.	market and that keeps their milk in the system to supply our customers.
815	12	portion to pay what is being occurred,	portion that had being incurred on us,
815	13	every paid members.	every Dairylea and DFA member.
815	16	be in the situation	be in a difficult situation
815	19	So-- our place	So we're caught between a rock and a hard place
816	5	having afford the blend	having authority to reblend
816	16	The answer to that question	Let me answer this question in this manner
816	17	amount of --	amount of revenue
816	20	-- calculation	With your calculation
816	24	revenue	money
817	6	occue	incur
817	14	different--	different it won't be
817	15	before long	long
817	23	are all-- The difference is that -- is cooperative	are part of a cooperative. The difference is that one producer is part of a cooperative,
817	24	--family producer, cooperative,	another is a non-member shipping milk to a cooperative. That one producer
818	11	members	independants
818	12	the	that's the only
818	17	service	farm service
818	20	low	milk
818	21	them.	them the same blend price for a period of years.
818	22	so they	so that they
819	4	low	milk
819	17	A	Q
819	18	equal	able
820	5	term--	term advantage
820	12	directing the	directing where the

820	15	milk--	milk is not needed in
820	19	the	under
820	20	other	under
820	22	at	You have to account to the pool at
821	18	far	fair
821	22	deducting--	deducting money from producers
822	1	with	of
822	2	old--	old cooperative payments
822	3	Transportation--	Transportation Credit under order 2
822	4	Act	,to my knowledge assembly credits still happen in Order 30.
822	7	our	are
822	9	come	provide
822	10	back and service with the long time continuous	them a service and we want them to continue as
822	11	customers--	customers so we want to give them good service.
822	16	out	on
822	21	probably--	probably along the line
822	23	that,	that for a month,
823	1	being--	being lower, the PPD declines
823	6	plant--	plant pooled in another order
823	9	-- sales	that those additional sales they pick up,
823	10	-- to be	-- pool plant to be
823	15	emptying	empty
823	16	emptying	empty
823	19	the capacity	the under capacity
823	24	Q	A
824	4	alluded to in	eluded to me in
824	9	knew--	knew we'd
824	13	use	need as
824	14	chaos	chaotic

824	17	costs and -- so,	costs that they need to cover so,
825	1	we	would
825	23	its prices	its pay prices
826	3	unlimited	no unlimited
826	4	the	those
826	7	the	for
826	8	determinative	determined
826	15	to	to the
826	16	for	or
826	18	in	at
826	19	20	how many
826	20	ago.	ago?
827	5	market--	market that were paid to producers.
827	6	though,	though, there were
827	11	-- blends	reblends
827	13	lower	blend
827	24	a--	a really large
828	1	plus	a buck plus
828	8	place	price
830	15	cost	minus cost
830	17	premiums,	premiums to our members,
830	20	premiums,	order premiums
831	5	price --	price, more but I wouldn't use the "sufficient" to describe anything I say.
831	7	over	amount of over
832	14	his--	his fluid demand.
833	9	supply	supplied
833	16	with that	with me that
833	20	goes	rules
833	21	often or	ought
834	3	as well	plants as well

834	7	to--	to the major supply area for the New York
834	17	costs	net costs
834	23	calculation	for Dietrich's calculation
835	2	that	the end that
836	16	and I had	ends,
836	24	Frederick	Fredericks
837	4	ROSENBAUM	BESHORE
841	22	as	*strike*
842	17	I am not sure.	That is also proprietary.
842	21	and	at
844	4	to - -,	to do the MA report,
845	4	make competitive	make, be competitive
846	24	get	meet
848	3	load	day
848	13	the expectations	the volume expectations
849	3	year	year-round
849	7	15	15th
849	22	supply - -	supply, I asked you how many independent producers you had and you declined to answer,
851	9	of - -	of Wakeford?
851	19	that balance	that in turn balance
851	23	that brokerage	that milk brokerage
852	9	a supplemental	a full implemental
853	1	- - volumes	Level volumes
854	3	Generally - -	Generally speaking yes.
855	3	And having	And not having
856	24	are going	are not going
856	24	plant - -	plant at a loss.
857	3	of - -	of my simplistic
860	14	MR. BESHORE	MR. ROSENBAUM

864	8	supplies	suppliers
877	1	this not	this is not
880	8	handlers with	handlers have been provided with
881	5	produce	product
882	5	date	data
883	9	states	stated
890	12	power	powder
890	16	services	reserves
891	14	current	capacity
892	8	360	365
894	8	butter	*strike*
895	7	plans	plants
895	21	altenate	alternative
896	10	allowance	allowances
898	6	is	its
900	10	in	it
900	15	I address	I will address
901	12	year	year period
902	22	1959	1951
913	11	I believe	agree
914	7	were incurring	,Order 30.
914	24	mid-west	Upper Midwest
915	10	of Class	of low Class
915	14	a - - in Wisconsin,	a sea of milk in Wisconsin and Northern Illinois,
916	10	Class	low Class
916	24	assembled	assembly
916	24	assembled	assembly
917	8	What,	Right,
917	12	credit for	credit is for
917	14	cants of how some	mechanics of the settlement

918	4	31, service	30, marketwide service
919	2	the cants	mechanics
920	5	up - -	a point
920	14	the - -	the new Order 30
921	16	cooperatives	cooperative
922	2	you - -	you know nothing about.
923	7	the	*strike*
923	8	the service	reserves
923	24	that you would	of fluid
924	15	indirectly	to them directly
924	16	charged for - -	charged.
927	6	are required	require
928	10	on - -	in May
930	1	or proprietary - - balances	or a proprietary handler balances
930	2	if	with
932	12	price	IV use
933	9-10	all business cooperative	Rural Business Cooperative
933	10	service	Service
935	23	anything - -	independent producers.
936	13	whether - -	whether it ought to be
936	14	whether or not	if it ought to be
937	6	their - -	there on top of that.
937	24	did not get - - in	are not getting it out of
938	10	declaration	information
938	18	could	couldn't
939	6	the plants	the distributing plant
939	14	supply and	supply of milk and
939	18	to - -	to retain the
940	7	Agrimark - -	Agrimark, St. Albans,
940	8	membership - -	membership base

940	10	generating - -	generating their milk supply
940	11	the prices - -	co-ops.
940	13	their costs	the co-ops
940	14	circle	cycle
940	14	costs	co-ops
940	17	costs	co-ops
940	22	costs	co-ops
941	1	market	milk
941	8	into - -	in Exhibit 17
941	13	to spite	despite
943	15	proficient	additional
947	21	Q On	Q I'm on
948	3	lengths	months
948	15	over	Order
950	5	towing	tolling
950	10	towing	tolling
950	20	towing	tolling
950	21	towing	tolling
950	24	I am just not - -	they are just not there in the decision.
951	5	towing	tolling
951	16	price as	price values as
952	9	having sections - -	have exceptions filed
955	2	by	but
955	20	doubt	gather
955	23	order - -	order having
956	8	material and less	materially less
956	22	them	order
956	25	of	*strike*
959	17	they already qualified	in order to qualify
960	16	Order Distributing	Order Pool Distributing Plants

961	4-5	a billion, - - million - - nine oh eight	1,023,633,908
961	15	sales - - and	sales by Northeast order handlers and
961	17	order in	order handlers in
965	11	Dairy	hearing
966	4	if I can assess	it might make sense
966	21	and issues	and regulatory issues
966	24	by - -	by Berkshire
967	17	Army, graduated	Army, attended and graduated
967	24	Market	St. Louis Market
968	8	Manger	Manager
970	5	We.	W.
970	13	day	dairy
971	24	be	because
972	14	any	eight
973	12	the	*strike*
973	13	data, the - - data.	also the same data, the original data.
973	20	and	to
973	21	is resulted from,	from the producer-settlement fund
973	23	and by way of	it is my way of
973	23-24	,it is under spread	it so I can better understand the spread.
974	19	the number	the total number
975	5	new order	new reform order
975	6-7	cooperative for 9 C milk and they - - independent users and some other	cooperative 9 C milk enables certain independent producers and smaller
975	8	groups, the larger	groups, of the larger kind.
975	11-12	Dr. Frederick would have - -	after Federal order reform
975	20	Pete	Peter
976	12	new based	Northeast

976	14	milk to	milk subject to
977	9	which my	which are my
978	22	t	to
981	15	cps	cooperatives
983	3	units. We	units. At this point, I would also like to say off the record that a similar 9(B) provision in the New England order prior to the mergers was available to the members only. We
988	11	fully	full
988	23	know	become
989	4	required by	required to by
989	4	Other	Order
990	9	any - -	any personal experiences
990	17	full - -	full there really
990	21	plan	plant
990	22	Northeastern --	Northeast for fluid use.
991	9	paying	payments
991	12	fluid	that
993	2	(insert)	MR.ENGLISH:
993	5	(insert)	MR. BESHORE:
994	8	presented	this was presented
994	20	also	for this data
995	4	a - -	a very significant volume
995	8	be - -	be cooperative,
996	13	Ling, I am	Ling's testimony, I am
997	10	A	Q
997	10-11	Well, if you had said you pay for it, perhaps?	Well, you just said they get paid perhaps?
997	11	You can't pay for it	A You get paid for it
997	13	is	it's
998	1	I say	The same
998	3	Q - - minimum	Q The same order minimum

998	7	is - -	is delivered
998	20	- - the same	It is a
998	20	this	whose
998	21	and	can be moved
999	1	almost	always
999	10	Do they - - same independent supply?	Are they 100 percent independantly supplied?
999	14	that broker	that you broker?
1000	10	the - -	the clients
1000	11-12	proposal supplement - - and supplement	proposal contained in the supplemental
1000	12	here - -	here, namely the H.P. Hood Company,
1000	15	human	unit
1000	16	plan	plant
1000	19	that - -	that plant when we get to your proposal.
1000	23	a - -	a milk
1001	6	disclosing	discriminate
1001	8	the - -	the unit pooling
1001	21	Q - - isn't a	Q You understand this isn't a
1002	8	one - - should	one they should
1002	11	Priority to the conditions	It would give priority to the needs
1002	16	require - -	require them
1002	20	in and when	any plant
1002	24	wholly	only
1003	12	area.	or anything.
1003	20	invest	address
1003	23	million or	million a day or
1004	3	you, as	you, the ADCNE group, as
1005	11	- - point	I would point
1005	15	the - -	the mega-size

1006	9	and draw	and Order 1 and draw
1006	20	and	when
1006	21	drive - -	draw the cooperative service
1007	23	changes	charges
1008	19	the - -	the payment?
1008	22	the number	November
1010	18	in New	in the old New
1010	20	marketwide	cooperative
1011	3	lack	life
1011	11	provide	provided
1012	2	New Jersey	New Jersey Order
1012	5	in New York.	the New York Market.
1012	8	towns	town zone pricing
1012	11	farm - -	farm point
1012	15	because competed	because the co-ops competed
1013	1	going	point
1013	7	the Federal	the New York Federal
1013	8-9	,the handler	cooperative is the handler
1013	9	this - -	this simply by buying milk
1013	10	the - -	the great difference
1013	13	about - -	about plant point
1013	14	versus - - pricing that	versus farm point pricing that
1014	9	they - -	they receive.
1014	17	Q Criteria	Q Given criteria
1014	21	of - -	of the existence of Federal orders
1015	3	me - -	me employment.
1015	11	reserved as	there is
1015	13-14	isn't that what	if met would
1015	18	they do	they can do
1015	19-20	solicit - -. I simply see no - -	solicit members. I think there is no prohibition

1016	1	testimony, even	testimony, you maintained even
1016	3	Don't know	Maybe
1016	4	should - -	should earn it
1016	7	milk order payment	over - order premium
1016	8	not - -	not earned
1016	10	is called low order	a co-op does with it's over-order
1016	17	saying the	saying that the
1017	1	the - -	the Capper Volstead Act
1017	3	impose	approves
1017	6	yet you relate it to	it's related to,
1017	9	have blends	have re-blends
1017	13	for hundredweight milk	for a hundredweight of milk
1017	16	though	then
1017	18	involved with	involve itself with
1018	4	be - - to others not collecting	be abusive to others who are not collecting
1018	4	marketing	cooperative
1018	6	as - -	as independants.
1023	4	half of them mentioned	happened to mention
1025	8	major	majority
1025	9	count	account
1026	23	the - -	the month
1030	12	diver	divert
1030	16	area.	area and also because it produces our own class products.
1030	19	the three	the last three
1030	21	cooperatives would	cooperatives who would
1031	2	met	had to meet
1031	8	that	the
1031	22	the cooperatives	any handler
1032	12	whether	what
1032	16	money	monies

1033	9	being put	putting us
1034	3	serve the	assert they are
1034	23	Farms	Farms plant
1035	2	1 distributing	1 pool distributing
1035	6	three	those three
1035	17	are small	are a small
1036	1	cooperatives - - occasional - -	cooperatives that only gets occasional deliveries by independants.
1036	19-20	our own milk supplier and then have milk supplies of 40 percent	own milk supplier, your own independent milk supply is 20 percent
1037	18	contracts committed	contracts for committed
1037	21	would be - -	we need.
1038	1	reasons why	reasons in your statement why
1038	3	45	35
1039	2	market	marketing
1039	4	what is - -	where it's located.
1039	10	NFL	NFO
1039	17	NFL	NFO
1043	15-16	there would be - - you paid	that when you buy milk you pay
1044	8-9	who can you only divert	who do you normally divert
1048	11	happened - -	happened under normal circumstances.
1049	17	producers to	producers and to
1050	1	of value	of the value
1050	22	of - -	of the Regulatory Flexibility
1050	24	of dairy - -	of Dairy Programs.
1051	20	large than	larger than the amount we pay
1052	20	been throughout	been here throughout
1054	7	MR. TOSI	MR. BESHORE
1055	3	ship that	ship the milk that
1060	17	for - -,	in Order 1,
1061	24	101.74	1001.74

1062	6	by	about
1062	14	pool	pooled
1062	17	opportune	opportunity
1065	1	the cooperative	the major cooperative
1065	3	the - -	a different
1065	4	Ayes	A Yes
1065	6-7	- - Virginia Producers Market.	Maryland - Virginia Milk Producers Cooperative.
1067	21	here and	here for the remaining nine months and
1068	7	surface	surplus
1068	10	are - -	are balancing.
1068	13	Dr. Ling	Dr. Wellington
1068	15	is - -	is to bring forth an adequate
1068	24	it	suppose it
1069	12	into - -	into a manufacturing plant.
1070	2	payments,	payments be adopted,
1070	7	of that	of the blend
1070	20	forwarded	for.
1071	9	What	Where
1072	4	part	volume
1072	5	bottom	volume
1074	3	extent the	extent that under the
1074	6	least consecutive	least three consecutive
1074	20	they said it	the figures
1075	8	food	pool
1075	13	That they	That is a
1075	14	food	pool
1076	10	continuous	contiguous
1076	22	I don't.	the packaged ones I don't.
1078	6	did	didn't
1078	21	or	are

1079	3	are about	have got
1079	13	Is	If
1079	20	August '01 to June of '02	August '01, June '02.
1079	21	legitimate - -	legitimate comparison.
1080	5	this - -	it's for the
1080	21	in 020	at 20
1082	7	a written thing	arithmetic
1082	13	largest	larger
1082	14	what his - - was.	the way the arithmetic works.
1082	22	this, by	this distributing plant
1083	8	know, a	know, because a
1083	17	35,	35 to
1084	12	of	*strike*
1085	10	markets	requirements
1086	7	the amount	them now
1087	11	gives the	gives them the
1087	14	Right.	*strike*
1087	21	fulfil	fulfill
1088	6	minimal	minimum
1088	11	this thing that is	payments
1089	10	that, everyone be uniform	that, you must treat everyone uniform.
1089	21	get on - -	get on if he wants to tonight.
1091	10	Handler	Proprietary Handler
1091	13	Dairy,	Dairy Cooperatives,
1092	10	decrease 1.7	decrease of 1.7
1093	12	change - -	change on a month to month