

**BEFORE THE UNITED STATES DEPARTMENT  
OF AGRICULTURE  
AGRICULTURAL MARKETING SERVICE**

**In the Matter of** : **Docket Nos.:**  
:   
**Milk In The Appalachian, Florida and** : **AO- 388-A16, AO-356-A38 and**  
:   
**Southeast Marketing Areas** : **AO-366-A45; DA-07**

**Exhibit 13 of Jeffrey F. Sims  
on behalf of Proponents:  
Dairy Farmers of America, Inc.  
Lone Star Milk Producers, Inc.,  
Maryland and Virginia Milk Producers Cooperative Association, Inc.,  
and Southeast Milk, Inc.**

**October 7, 2004**



October 7, 2004

Jeffrey Sims  
Dairy Cooperative Marketing Association, Inc.  
13400 US Highway 42  
Suite 162  
Prospect, Kentucky 40059

**RE: Hearing on the Appalachian, Florida and Southeast Federal Milk Marketing Orders, Docket Number AO-388-A16; AO-356-A38; AO-366-A45; DA-04-07**

Dear Mr. Sims:

This will confirm that you are authorized to testify on behalf of Dairy Farmers of America, Inc. in the emergency Federal Order hearing on the Appalachian, Florida and Southeast Federal Milk Marketing Orders. It is our intention that your testimony be received and considered as speaking for our cooperative.

If anyone has any questions, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'John Wilson', is written over a circular stamp or seal.

John Wilson

Corporate Vice President  
Fluid Marketing/Economic Analysis

**Lone  Star  
Milk Producers**

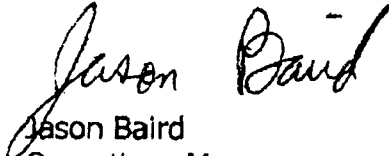
October 5, 2004

Jeff Sims  
Dairy Cooperative Marketing Association, Inc.  
13400 U.S. Highway 42, Suite 162  
Prospect, Kentucky 40059

Dear Mr. Sims:

This will confirm that you are authorized to testify on behalf of Lone Star Milk Producers, Inc, in the emergency Federal Order hearing on the Appalachian, Florida, and Southeast Federal Milk Marketing Orders, Docket Number AO-388-A16; AO-356-A38; AO-366-A45; DA-04-07. It is our intention that your testimony be received and considered as speaking for our cooperative.

Thank you,

  
Jason Baird  
Operations Manager



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**Maryland & Virginia**  
Milk Producers Cooperative Association, Inc.

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October 5, 2004

Mr. Jeff Sims  
Dairy Cooperative Marketing Association, Inc.  
13400 U. S. Highway 42, Suite 162  
Prospect, KY 40059

Dear Mr. Sims:

This will confirm that you are authorized to testify on behalf of Maryland and Virginia Milk Producers Cooperative Association, Inc. in the emergency Federal Order hearing on the Appalachian, Florida and Southeast Federal Milk Marketing Orders, Docket Number AO-388-A16; AO-356-A38; AO-366-A45; DA-04-07. It is our intention that your testimony be received and considered as speaking for our cooperative.

Sincerely,

Jay Bryant  
General Manager



*"The Cooperative of Choice in the Southeast"*

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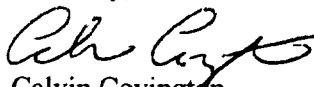
October 5, 2004

Mr. Jeff Sims  
Dairy Cooperative Marketing Association, Inc.  
P.O. Box 248  
Goshen, KY 40026

Dear Jeff:

This letter confirms that you are authorized to present testimony on behalf of Southeast Milk, Inc. in the emergency Federal Order hearing starting on October 7, 2004 in Atlanta, Georgia regarding proposals one and two to amend the Appalachian, Florida and Southeast Federal Milk Marketing Orders, Docket Numbers AO-388-A16; AO-356-A38; AO-366-A45; DA-04-07.

Sincerely,

  
Calvin Covington  
Chief Executive Officer

CC:dk

P.O. Box 3790 - Belleview, Florida 34421-3790  
Telephone (352) 245-2437 • FAX (352) 245-9434  
[www.southeastmilk.org](http://www.southeastmilk.org)

**Dairy Cooperative Marketing Association, Inc.**  
**2004 Class I Over Order Pricing Plan**

1. For Federal Order Class I Base Prices between \$12.00 and \$14.00 inclusive (3.50% butterfat equivalent), the Class I Over Order Price for Atlanta, Georgia, prior to any applicable Fuel Cost Surcharge, shall be \$1.45
2. For each cent the Federal Order Class I Base Price (3.50% bf eq.) exceeds \$14.00, the Class I Over Order Price will be reduced by one cent, up to a maximum decrease of \$0.50
3. For each cent the Federal Order Class I Base Price (3.50% bf eq.) is less than \$12.00, the Class I Over Order Price will be increased by one cent, up to a maximum increase of \$0.50
4. Class I Over Order Prices in other cities are subject to DCMA location adjustment. 2/

<u>F.O. Class I Base Price</u>	<u>Atlanta OOP 1/</u>	<u>F.O. Class I Base Price</u>	<u>Atlanta OOP 1/</u>	<u>F.O. Class I Base Price</u>	<u>Atlanta OOP 1/</u>
\$11.50 & below	\$1.95	\$11.84	\$1.61	\$14.18	\$1.27
\$11.51	\$1.94	\$11.85	\$1.60	\$14.19	\$1.26
\$11.52	\$1.93	\$11.86	\$1.59	\$14.20	\$1.25
\$11.53	\$1.92	\$11.87	\$1.58	\$14.21	\$1.24
\$11.54	\$1.91	\$11.88	\$1.57	\$14.22	\$1.23
\$11.55	\$1.90	\$11.89	\$1.56	\$14.23	\$1.22
\$11.56	\$1.89	\$11.90	\$1.55	\$14.24	\$1.21
\$11.57	\$1.88	\$11.91	\$1.54	\$14.25	\$1.20
\$11.58	\$1.87	\$11.92	\$1.53	\$14.26	\$1.19
\$11.59	\$1.86	\$11.93	\$1.52	\$14.27	\$1.18
\$11.60	\$1.85	\$11.94	\$1.51	\$14.28	\$1.17
\$11.61	\$1.84	\$11.95	\$1.50	\$14.29	\$1.16
\$11.62	\$1.83	\$11.96	\$1.49	\$14.30	\$1.15
\$11.63	\$1.82	\$11.97	\$1.48	\$14.31	\$1.14
\$11.64	\$1.81	\$11.98	\$1.47	\$14.32	\$1.13
\$11.65	\$1.80	\$11.99	\$1.46	\$14.33	\$1.12
\$11.66	\$1.79	\$12.00 to \$14.00	\$1.45	\$14.34	\$1.11
\$11.67	\$1.78	\$14.01	\$1.44	\$14.35	\$1.10
\$11.68	\$1.77	\$14.02	\$1.43	\$14.36	\$1.09
\$11.69	\$1.76	\$14.03	\$1.42	\$14.37	\$1.08
\$11.70	\$1.75	\$14.04	\$1.41	\$14.38	\$1.07
\$11.71	\$1.74	\$14.05	\$1.40	\$14.39	\$1.06
\$11.72	\$1.73	\$14.06	\$1.39	\$14.40	\$1.05
\$11.73	\$1.72	\$14.07	\$1.38	\$14.41	\$1.04
\$11.74	\$1.71	\$14.08	\$1.37	\$14.42	\$1.03
\$11.75	\$1.70	\$14.09	\$1.36	\$14.43	\$1.02
\$11.76	\$1.69	\$14.10	\$1.35	\$14.44	\$1.01
\$11.77	\$1.68	\$14.11	\$1.34	\$14.45	\$1.00
\$11.78	\$1.67	\$14.12	\$1.33	\$14.46	\$0.99
\$11.79	\$1.66	\$14.13	\$1.32	\$14.47	\$0.98
\$11.80	\$1.65	\$14.14	\$1.31	\$14.48	\$0.97
\$11.81	\$1.64	\$14.15	\$1.30	\$14.49	\$0.96
\$11.82	\$1.63	\$14.16	\$1.29	\$14.50 & above	\$0.95
\$11.83	\$1.62	\$14.17	\$1.28		

1/ Prior to any applicable fuel cost surcharge

2/ Location Adjustments for selected cities are: New Orleans / Baton Rouge / Mobile / Shreveport / Lafayette /  
 Kosciusko / Hattiesburg / Little Rock / Memphis / Fulton: -\$0.20; Birmingham / Montgomery: -\$0.05; Nashville /  
 Charleston / Winston Salem / Spartanburg / Greenville / Baxley / Chattanooga / Athens / Florence / New Bern /  
 Asheville / Kingsport: \$0.00

**Dairy Cooperative Marketing Association, Inc.**  
**2004 Class I Over Order Prices - Atlanta, Georgia**

	<b><u>F.O. Class I</u></b> <b><u>Base Price</u></b>	<b><u>Atlanta</u></b> <b><u>OOP 1/</u></b>
January	\$11.85	\$1.60
February	\$11.59	\$1.86
March	\$11.94	\$1.51
April	\$13.64	\$1.45
May	\$19.65	\$0.95
June	\$21.13	\$0.95
July	\$17.95	\$0.95
August	\$14.62	\$0.95
September	\$13.94	\$1.45
October	\$14.78	\$0.95

1/ Prior to any applicable fuel cost surcharge

**DAIRY FARMERS OF AMERICA, INC. (DFA)  
LONE STAR MILK PRODUCERS, INC. (LSMP)  
MARYLAND & VIRGINIA MILK PRODUCERS COOPERATIVE ASSN., INC. (MDVA)  
SOUTHEAST MILK, INC. (SMI)**

**SUMMARY OF LOADS OF MILK, DISTANCES AND HAULING COSTS**

**BULK MILK MOVEMENTS ASSOCIATED WITH  
HURRICANES CHARLEY, FRANCES, IVAN & JEANNE**

**FEDERAL MILK MARKETING ORDERS 5, 6 & 7**

	<u>Appalachian Order Area</u>	<u>Florida Order Area</u>	<u>Southeast Order Area</u>	<u>Three Order Total</u>
<i><u>Number of loads</u></i>				
DFA	110	15	207	332
LSMP	0	185	0	185
MDVA	8	0	9	17
SMI	<u>0</u>	<u>123</u>	<u>7</u>	<u>130</u>
Total	118	323	223	664
<i><u>Number of miles</u></i>				
DFA	14,817	19,785	45,081	79,683
LSMP	0	307,700	0	307,700
MDVA	2,071	0	5,687	7,758
SMI	<u>0</u>	<u>146,859</u>	<u>5,383</u>	<u>152,242</u>
Total	16,888	474,344	56,151	547,383
<i><u>Cost of hauling</u></i>				
DFA	\$92,889	\$44,516	\$341,127	\$478,532
LSMP	0	652,591	0	652,591
MDVA	9,317	0	16,846	26,163
SMI	<u>0</u>	<u>437,362</u>	<u>12,112</u>	<u>449,474</u>
Total	\$102,206	\$1,134,469	\$370,085	\$1,606,760

Source: Hurricane hauling costs exhibits of DFA, LSMP, MDVA & SMI