SECTION TITLE — Ability DFC Proposal to Attract Supplemental Milk to the Southeast

SLIDE TITLE — METHODOLOGY

ORIGIN POINT DIFFERENTIAL	$2.00
ORIGIN POINT CI UTILIZATION	30%
CLASS I PRODUCER RETURN	$ 0.60
DESTINATION POINT DIFERENTIAL	$3.00
DESTINATION POINT CI UTILIZATION	70%
CLASS I PRODUCER RETURN	$ 2.10
HAUL ORIGIN TO DESTINATION	$ 2.50
NET CI RETURN	$ (1.00)

SLIDE TITLE — ACTUAL EXAMPLE

ROSWELL DIFFERENTIAL	$2.10
ROSWELL CI UTILIZATION	43%
CLASS I PRODUCER RETURN	$ 0.90
BATON ROUGE DIFERENTIAL	$3.60
BATON ROUGE CI UTILIZATION	60%
CLASS I PRODUCER RETURN	$ 2.16
HAUL ORIGIN TO DESTINATION	$ 3.45
NET CLASS I RETURN	$ (2.19)

Projected Class I Utilizations at Origin and Destination Points

Origin points				Destination points							
City	Approx Class I Util %	Class I Differential	Class I Producer Return		Class I Util %	Class I Differential	Class I Producer Return	Mileage between points	Haul Cost per Cwt @ $1.85 per loaded mile	Difference In Cl. I Producer Return	Does Haul Cost Exceed Difference	Rate
Roswell, NM	0.43	2.10	0.903	Baton Rouge, LA	0.60	3.60	2.160	895	3.449	1.257	YES	(2.192)
Roswell, NM	0.43	2.10	0.903	Atlanta, GA	0.70	3.10	2.170	1259	4.852	1.267	YES	(3.585)
Liberal, KS	0.28	2.00	0.560	Little Rock, AR	0.60	2.80	1.680	603	2.324	1.120	YES	(1.204)
Rensselaer, IN	0.40	2.00	0.800	Nashville, TN	0.70	2.60	1.820	372	1.434	1.020	YES	(0.414)
Springfield, OH	0.40	2.00	0.800	Nashville, TN	0.70	2.60	1.820	348	1.341	1.020	YES	(0.321)
Lancaster, PA	0.42	2.90	1.218	Winston Salem, NC	0.65	3.10	2.015	394	1.519	0.797	YES	(0.722)
Lancaster, PA	0.42	2.90	1.218	Atlanta, GA	0.70	3.10	2.170	697	2.686	0.952	YES	(1.734)

Projected Class I Utilizations at Origin and Destination Points

If Class I Utilization at Destination Points Increases Five Percentage Points Above Projected Level												
Origin points				Destination points								
City	Approx Class I Util %	Class I Differential	Class I Producer Return		Class I Util %	Class I Differential	Class I Producer Return	Mileage between points	Haul Cost per Cwt @ $1.85 per loaded mile	Difference In Cl. I Producer Return	Does Haul Cost Exceed Difference	Rate
Roswell, NM	0.43	2.10	0.903	Baton Rouge, LA	0.65	3.60	2.340	895	3.449	1.437	YES	(2.012)
Roswell, NM	0.43	2.10	0.903	Atlanta, GA	0.75	3.10	2.325	1259	4.852	1.422	YES	(3.430)
Liberal, KS	0.28	2.00	0.560	Little Rock, AR	0.65	2.80	1.820	603	2.324	1.260	YES	(1.064)
Rensselaer, IN	0.40	2.00	0.800	Nashville, TN	0.75	2.60	1.950	372	1.434	1.150	YES	(0.284)
Springfield, OH	0.40	2.00	0.800	Nashville, TN	0.75	2.60	1.950	348	1.341	1.150	YES	(0.191)
Lancaster, PA	0.42	2.90	1.218	Winston Salem, NC	0.70	3.10	2.170	394	1.519	0.952	YES	(0.567)
Lancaster, PA	0.42	2.90	1.218	Atlanta, GA	0.75	3.10	2.325	697	2.686	1.107	YES	(1.579)

Projected Class I Utilizations at Origin and Destination Points

If Class I Utilization at Destination Points Increases Ten Percentage Points Above Projected Level

Origin points				Destination points								
City	Approx Class I Util %	Class I Differential	Class I Producer Return		Class I Util %	Class I Differential	Class I Producer Return	Mileage between points	Haul Cost per Cwt @ $1.85 per loaded mile	Difference in Cl. I Producer Return	Does Haul Cost Exceed Difference?	
Roswell, NM	0.43	2.10	0.903	Baton Rouge, LA	0.70	3.60	2.520	895	3.449	1.617	YES	(1.832)
Roswell, NM	0.43	2.10	0.903	Atlanta, GA	0.80	3.10	2.480	1259	4.852	1.577	YES	(3.275)
Liberal, KS	0.28	2.00	0.560	Little Rock, AR	0.70	2.80	1.960	603	2.324	1.400	YES	(0.924)
Rensselaer, IN	0.40	2.00	0.800	Nashville, TN	0.80	2.60	2.080	372	1.434	1.280	YES	(0.154)
Springfield, OH	0.40	2.00	0.800	Nashville, TN	0.80	2.60	2.080	348	1.341	1.280	YES	(0.061)
Lancaster, PA	0.42	2.90	1.218	Winston Salem, NC	0.75	3.10	2.325	394	1.519	1.107	YES	(0.412)
Lancaster, PA	0.42	2.90	1.218	Atlanta, GA	0.80	3.10	2.480	697	2.686	1.262	YES	(1.424)

Projected Class I Utilizations at Origin and Destination Points

If Class I Utilization at Destination Points Increased to 100% Class I

Origin points				Destination points								
City	Approx Class I Util %	Class I Differential	Class I Producer Return		Class I Util %	Class I Differential	Class I Producer Return	Mileage between points	Haul Cost per Cwt @ $1.85 per loaded mile	Difference in Cl. I Producer Return	Does Haul Cost Exceed Difference?	
Roswell, NM	0.43	2.10	0.903	Baton Rouge, LA	1.00	3.60	3.600	895	3.449	2.697	YES	(0.752)
Roswell, NM	0.43	2.10	0.903	Atlanta, GA	1.00	3.10	3.100	1259	4.852	2.197	YES	(2.655)
Liberal, KS	0.28	2.00	0.560	Little Rock, AR	1.00	2.80	2.800	603	2.324	2.240	YES	(0.084)
Rensselaer, IN	0.40	2.00	0.800	Nashville, TN	1.00	2.60	2.600	372	1.434	1.800	NO	0.366
Springfield, OH	0.40	2.00	0.800	Nashville, TN	1.00	2.60	2.600	348	1.341	1.800	NO	0.459
Lancaster, PA	0.42	2.90	1.218	Winston Salem, NC	1.00	3.10	3.100	394	1.519	1.882	NO	0.363
Lancaster, PA	0.42	2.90	1.218	Atlanta, GA	1.00	3.10	3.100	697	2.686	1.882	YES	(0.804)

Projected Class I Utilizations at Origin and Destination Points

Projected Class I Utilizations at Destination Points

Origin points				Destination points							
City	Approx Class I Util %	Class I Differential	Class I Producer Return		Class I Util %	Class I Differential	Class I Producer Return	Mileage between points	Haul Cost per Cwt @ $1.85 per loaded mile	Difference In Cl. I Producer Return	Does Haul Cost Exceed Difference?	
Springfield, MO	0.60	2.20	1.320	Atlanta, GA	0.70	3.10	2.170	641	2.471	0.850	YES	(1.621)
Springfield, MO	0.60	2.20	1.320	Atlanta, GA	0.75	3.10	2.325	641	2.471	1.005	YES	(1.466)
Springfield, MO	0.60	2.20	1.320	Atlanta, GA	0.80	3.10	2.480	641	2.471	1.160	YES	(1.311)
Springfield, MO	0.60	2.20	1.320	Atlanta, GA	1.00	3.10	3.100	641	2.471	1.780	YES	(0.691)
Springfield, MO	0.60	2.20	1.320	Nashville, TN	0.70	2.60	1.820	436	1.680	0.500	YES	(1.180)
Springfield, MO	0.60	2.20	1.320	Nashville, TN	0.75	2.60	1.950	436	1.680	0.630	YES	(1.050)
Springfield, MO	0.60	2.20	1.320	Nashville, TN	0.80	2.60	2.080	436	1.680	0.760	YES	(0.920)
Springfield, MO	0.60	2.20	1.320	Nashville, TN	1.00	2.60	2.600	436	1.680	1.280	YES	(0.400)
Little Rock, AR	0.60	2.80	1.680	Atlanta, GA	0.70	3.10	2.170	641	2.471	0.490	YES	(1.981)
Little Rock, AR	0.60	2.80	1.680	Atlanta, GA	0.75	3.10	2.325	641	2.471	0.645	YES	(1.826)
Little Rock, AR	0.60	2.80	1.680	Atlanta, GA	0.80	3.10	2.480	641	2.471	0.800	YES	(1.671)
Little Rock, AR	0.60	2.80	1.680	Atlanta, GA	1.00	3.10	3.100	641	2.471	1.420	YES	(1.051)
Little Rock, AR	0.60	2.80	1.680	Nashville, TN	0.70	2.60	1.820	436	1.680	0.140	YES	(1.540)
Little Rock, AR	0.60	2.80	1.680	Nashville, TN	0.75	2.60	1.950	436	1.680	0.270	YES	(1.410)
Little Rock, AR	0.60	2.80	1.680	Nashville, TN	0.80	2.60	2.080	436	1.680	0.400	YES	(1.280)
Little Rock, AR	0.60	2.80	1.680	Nashville, TN	1.00	2.60	2.600	436	1.680	0.920	YES	(0.760)
Kentwood, LA	0.60	3.60	2.160	Atlanta, GA	0.70	3.10	2.170	449	1.731	0.010	YES	(1.721)
Kentwood, LA	0.60	3.60	2.160	Atlanta, GA	0.75	3.10	2.325	449	1.731	0.165	YES	(1.566)
Kentwood, LA	0.60	3.60	2.160	Atlanta, GA	0.80	3.10	2.480	449	1.731	0.320	YES	(1.411)
Kentwood, LA	0.60	3.60	2.160	Atlanta, GA	1.00	3.10	3.100	449	1.731	0.940	YES	(0.791)