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

In the Matter of	:
Milk In The Northeast	: Docket Nos.:
Marketing Area	: AO-14-A70 et al;
	: DA-02-01
	:

**Robert D. Wellington
Senior Vice President
Agri-Mark, Inc.**

**on behalf of the
Association of Dairy Cooperatives
in the Northeast**

**Exhibits
Proposal 7**

**September 10, 2002
Alexandria, Virginia**

EXHIBITS

1. **Table 1 Estimated Receipts at Class I Distributing Plants by Members and Nonmembers**
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**TABLE 1: ESTIMATED MILK RECEIPTS AT CLASS I DISTRIBUTING PLANTS BY MEMBERS
AND NONMEMBERS FOR THE NORTHEAST ORDER, JANUARY 2001 TO JUNE 2002**

	CLASS I PRODUCEI RECEIPTS	ESTIMATED TOTAL RECEIPTS AT DISTRIBUTING PLANTS		NON-COOPERATIVE PRODUCER RECEIPTS		% OF PROPRIETARY HANDLER PRODUCER MILK RECEIPTS DELIVERED TO DISTRIBUTING PLANTS	EST. VOLUME/DAY OF OF NON-CO-OP RECEIPTS DELIVERED TO DISTRIBUTING PLANTS		EST. VOLUME/DAY OF OF CO-OP RECEIPTS DELIVERED TO DISTRIBUTING PLANTS	
		TOTAL	AVG/DAY	TOTAL	AVG/DAY		mil lbs	% of low mon	mil lbs	% of low mon
-----million pounds-----										
JAN 2001	888.3	1045.0	33.7	458.6	14.8	85.4%	12.6	101%	21.1	117%
FEB	822.3	967.4	34.5	433.0	15.5	82.9%	12.8	102%	21.7	121%
MAR	953.2	1121.4	36.2	487.6	15.7	83.7%	13.2	105%	23.0	128%
APR	843.4	992.2	33.1	476.0	15.9	82.1%	13.0	104%	20.0	111%
MAY	904.0	1063.5	34.3	502.2	16.2	81.4%	13.2	105%	21.1	117%
JUN	840.9	989.3	33.0	477.3	15.9	79.8%	12.7	101%	20.3	113%
JUL	834.1	981.3	31.7	517.2	16.7	81.8%	13.6	109%	18.0	100%
AUG	889.5	1046.5	33.8	503.4	16.2	77.4%	12.6	100%	21.2	118%
SEP	881.0	1036.5	34.5	489.2	16.3	80.8%	13.2	105%	21.4	119%
OCT	949.4	1116.9	36.0	504.7	16.3	78.9%	12.8	102%	23.2	129%
NOV	925.6	1089.0	36.3	495.4	16.5	78.6%	13.0	103%	23.3	129%
DEC	910.4	1071.1	34.6	529.2	17.1	77.2%	13.2	105%	21.4	119%
JAN 2002	924.9	1088.1	35.1	537.8	17.3	79.4%	13.8	110%	21.3	118%
FEB	819.6	964.2	34.4	495.7	17.7	78.5%	13.9	111%	20.5	114%
MAR	897.2	1055.5	34.0	554.3	17.9	78.9%	14.1	112%	19.9	111%
APR	872.3	1026.2	34.2	544.0	18.1	77.3%	14.0	112%	20.2	112%
MAY	907.7	1067.8	34.4	540.0	17.4	77.6%	13.5	108%	20.9	116%
JUN	813.2	956.7	31.9	503.4	16.8	78.1%	13.1	104%	18.8	104%

*Data from Market Administrator exhibit, p.5, appendices 15 and 17.

**TABLE 2: PRODUCER RECEIPTS CLASSIFIED AS CLASS IV
UNDER THE NORTHEAST FEDERAL ORDER AND
MILK USED FOR MANUFACTURING AT THE AGRI-MARK
WEST SPRINGFIELD, MA PLANT**

		<u>CLASS IV</u>	<u>W. SPRINGFIELD</u>	
		mil lbs.	mil lbs.	as a percentage of capacity
JAN	2000	336	55.3	81%
FEB		287	57.5	90%
MAR		272	63.1	93%
APR		279	65.4	99%
MAY		249	57.9	85%
JUN		194	57.1	87%
JUL		195	44.1	65%
AUG		99	36.1	53%
SEP		75	23.1	35%
OCT		84	21.4	31%
NOV		97	19.4	29%
DEC		167	36.6	54%
JAN	2001	197	35.3	52%
FEB		177	38.8	63%
MAR		168	35.1	51%
APR		201	37.6	57%
MAY		230	50.3	74%
JUN		201	47.8	72%
JUL		219	44.6	65%
AUG		100	28.4	42%
SEP		142	24.1	37%
OCT		135	39.2	57%
NOV		121	30	45%
DEC		241	55.2	81%
JAN	2002	222	44.1	65%
FEB		260	47.4	77%
MAR		267	44.2	65%
APR		314	53.3	81%
MAY		317	56.3	83%
JUN		262	60.5	92%

TABLE 3: INDICIES OF SEASONALITY OF PRODUCER MILK DELIVERIES AND FLUID DEMAND, LING STUDY AND YEAR 2000/2001 AVERAGES, NORTHEAST ORDERS

Month	Producer milk deliveries		Fluid demand	
	<u>Ling study</u>	<u>2000/2001</u>	<u>Ling study</u>	<u>2000/2001</u>
	Percent			
JAN	100.1	102.0	101.9	100.0
FEB	101.8	103.9	100.6	100.8
MAR	103.7	105.4	100.9	104.2
APR	105.4	103.7	98.2	95.6
MAY	106.0	104.8	98.1	98.8
JUN	103.4	100.8	94.0	95.6
JUL	97.8	100.0	94.2	91.4
AUG	97.0	96.1	98.1	97.9
SEP	96.3	95.6	105.2	102.8
OCT	95.4	94.4	104.6	104.1
NOV	95.0	95.3	102.8	105.9
DEC	98.1	97.9	101.4	102.9
Simple average	100.0	100.0	100.0	100.0

FIGURE 1: PRODUCER RECEIPTS PER DAY CLASSIFIED AS CLASS I

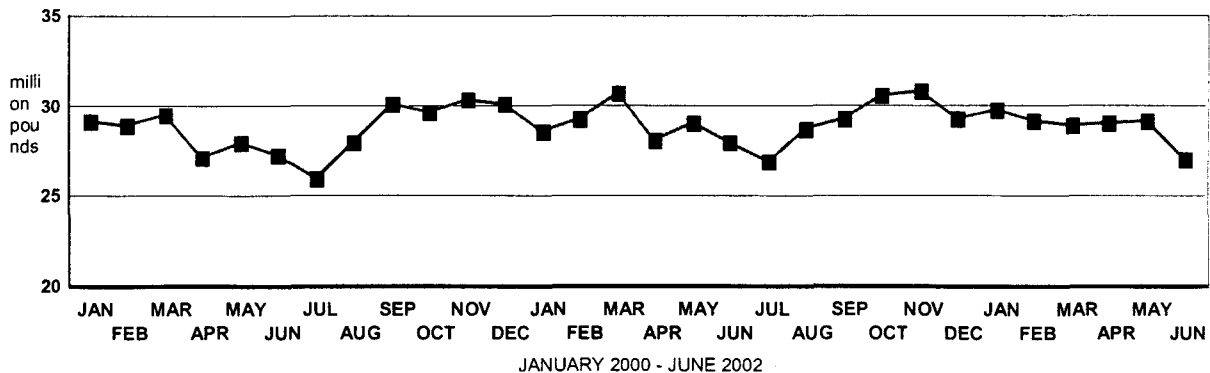


FIGURE 2: TOTAL PRODUCER RECEIPTS PER DAY

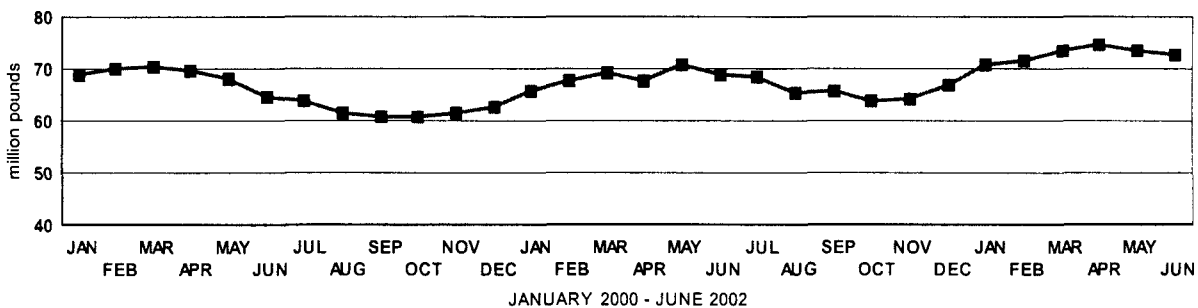


FIGURE 3: PRODUCER RECEIPTS PER DAY NOT CLASSIFIED AS CLASS I

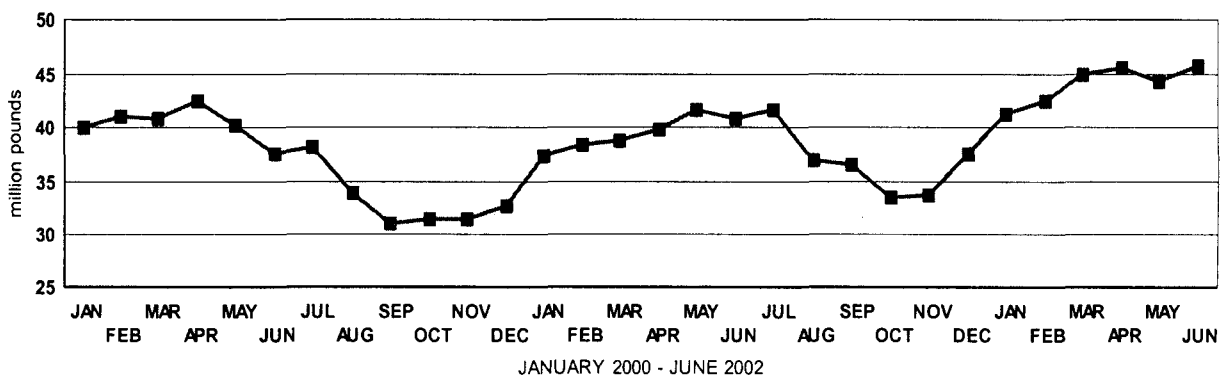


FIGURE 4. PRODUCER RECEIPTS CLASSIFIED AS CLASS IV, JAN 2000 - JUNE 2002

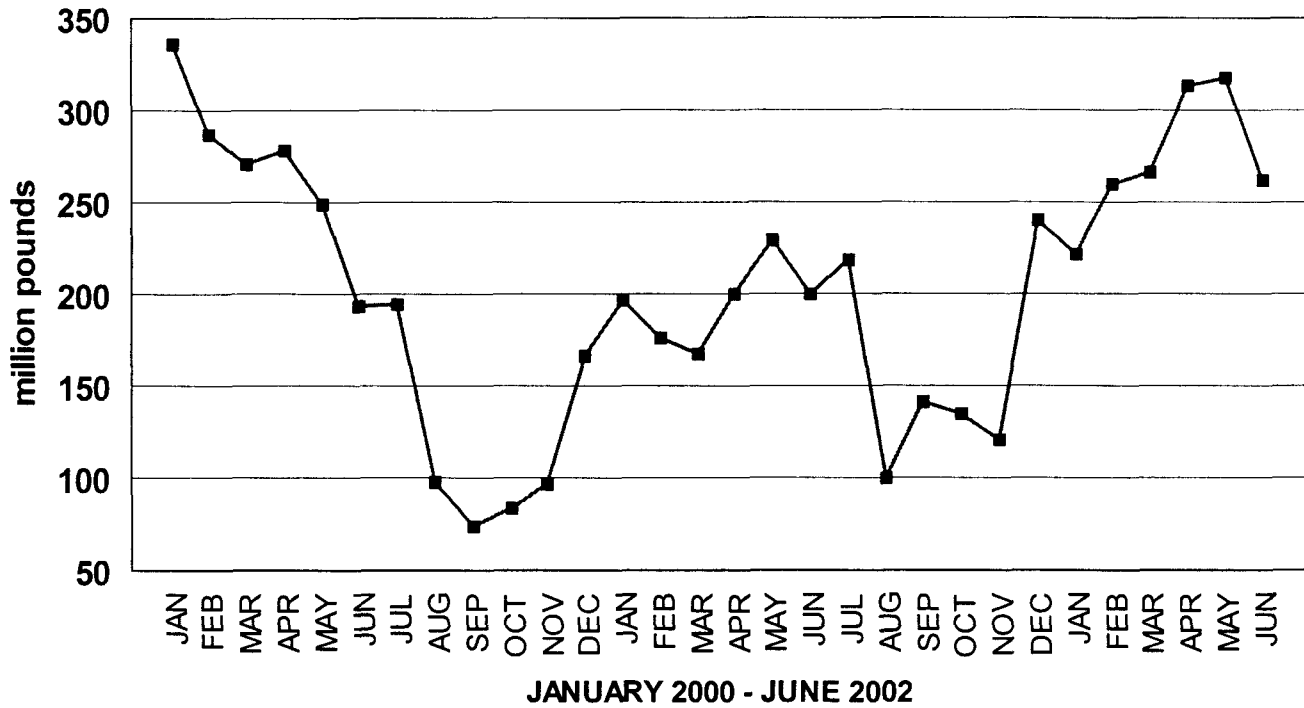


FIGURE 5. MILK RECEIPTS USED FOR MANUFACTURING AT THE AGRI-MARK WEST SPRINGFIELD, MA PLANT, JAN 2000 - JUNE 2002

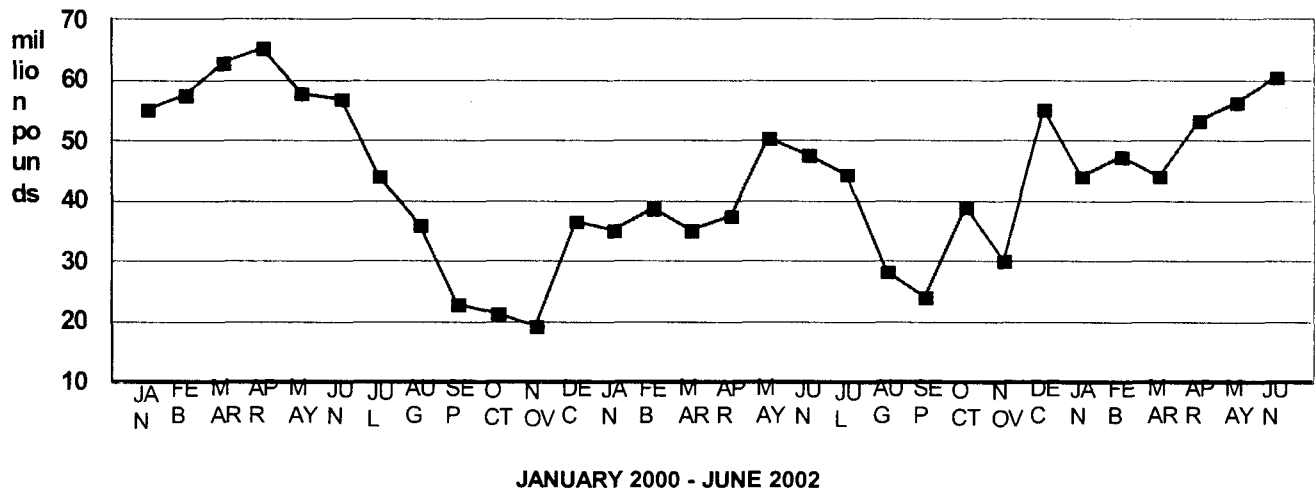


FIGURE 6. % OF MANUFACTURING CAPACITY USED AT THE AGRI-MARK W. SPRINGFIELD PLANT, JAN 2000 - JUNE 2002

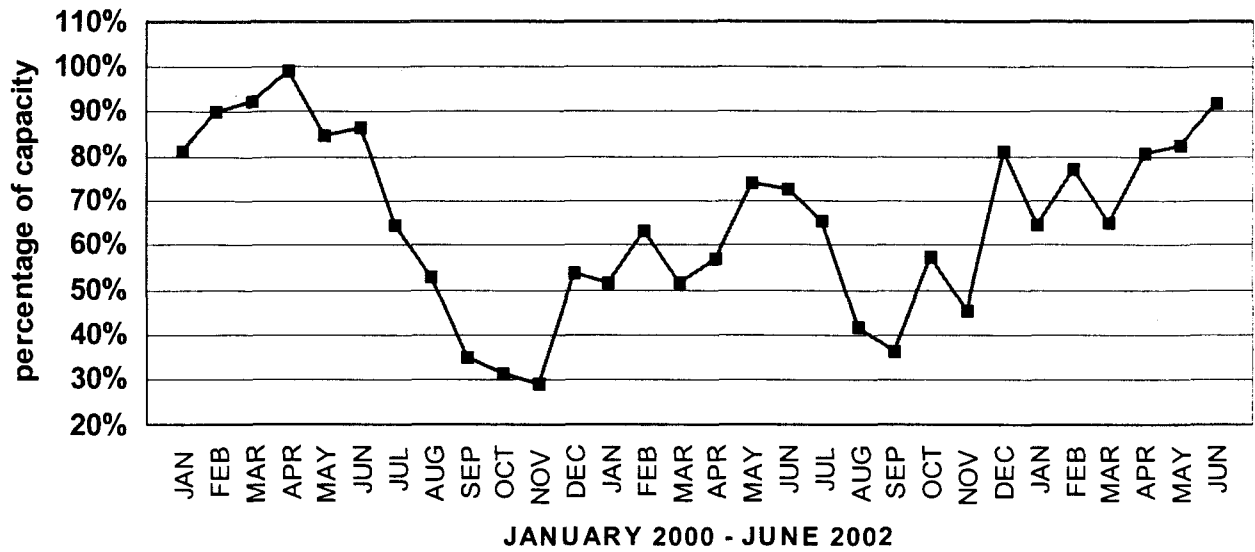


Figure 7. Seasonal, Operating and Necessary reserves, Northeast Orders

