

# Carl D. Herbein, CPA

## *Curriculum Vitae*

### EDUCATION

Elizabethtown College - B.S. Degree in Accounting (1968)  
Delta Mu Delta - National Honor Society

### EMPLOYMENT

Herbein Consulting, Inc., Reading, PA  
October, 1994 to present:  
President, Herbein Consulting, Inc.

Herbein + Company, Inc., Reading, PA  
July, 1986 to present:  
Managing Partner, Herbein + Company, Inc.  
Reading, Pittsburgh, Pottstown, Wyomissing, and Greensburg, PA

July, 1985 to June, 1986:  
Managing Partner - Herbein + Company, Inc.  
Reading and Pittsburgh, PA

1974 to June, 1985:  
Partner - Herbein + Company, Inc.  
Reading, PA

1972 to 1974:  
Carl D. Herbein, CPA - Reading and Fleetwood, PA

1967 to 1972:  
Staff/Senior Accountant - Ernst & Young, Reading, PA Office

### PROFESSIONAL AND CIVIC ASSOCIATIONS AND DESIGNATIONS

CPA - Commonwealth of Pennsylvania  
Member - American Institute of CPAs - Council (1990 - 1991)  
Member - Pennsylvania Institute of CPAs - President (1988 - 1989)  
Member - Institute of Management Accountants  
Firm Member - Polaris International, N.A.  
Board of Directors (1993 - 1994)  
Chairman - Reading Redevelopment Authority (1992 - 1998)  
Board of Directors (1984 - 1998)  
Board Member - Greater Berks Development Fund (1995 - present)  
Berks County Convention Center Authority (1996 - present)  
Treasurer (1996 - present)  
Member - Berks County Chamber of Commerce  
Chairman of the Board (1994 - 1996)  
Treasurer (1992 - 1993)  
Member - Elizabethtown College  
Board of Trustees (1987 - 1992)  
Accounting Advisory Committee (1993 - present)  
Member - Berkshire Country Club  
Board of Directors  
Treasurer (October 2001 - present)

Exhibit #: 24
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Date: _____
Cropper & Assoc., Ltd.
E. Cropper # 50491

## CARL D. HERBEIN, CPA

### SPECIFIC DAIRY-RELATED EXPERIENCE

Grew up and worked on his parents' dairy farm

Partner-in-charge of services for all dairy clients currently serviced by the Firm

Performed a number of unit cost studies for clients in the industry

Performed the feasibility and accounting work for numerous successful dairy mergers

Currently leads firm's engagements in industry consolidation, including due diligence, valuation, and consolidation benefit analysis

Performed other special projects for dairies in addition to unit cost analysis, including: route accounting and profitability analysis, computer feasibility and implementation, by-product and excess butterfat cost analysis, buy-sell arrangements, labor contract negotiations, hauling cost analysis, plant shrink studies, delivery cost studies, market price analysis, cost benchmarking projects and business valuations

Has spent more than 10,855 hours of time in personally preparing for and testifying at 80 Pennsylvania Milk Marketing Board price hearings between 1976 and 2002

Has testified before the United States Department of Agriculture concerning Federal Milk Orders

Has visited and provided services to more than 150 dairies

Has presented accounting and financial related topics at numerous Pennsylvania Association of Milk Dealers conventions, All Star Dairy national conventions, Quality Check Dairies national convention, Master Dairies national convention, New York State Dairy Foods, Inc. annual meeting, and International Association of Milk Control Agencies annual meetings

Has published an article, "Financing Agribusiness Growth," which appeared in the *Pennsylvania CPA Journal*

Has performed dairy cost accounting litigation support engagements for the state of New Jersey, Department of Agriculture

Developed and presents the annual "Dairy Cost Accounting Workshop" for International Dairy Foods Association

Has published an article, "Product Costing In A Volatile Environment," which appeared in the *National Ice Cream Mix Association, Inc.'s Newsletter*

Has published an article, "Milk Costing and Regulation-Is There a Conflict?" which appeared in the 2003 *International Association of Milk Control Agencies' Newsletter*.

## **CARL D. HERBEIN, CPA**

### **SPECIFIC GROCERY STORE ACCOUNTING EXPERIENCE**

Has prepared numerous cost accounting studies relating to departmental operating costs for such areas as dairy case and store check-out. These studies have been utilized in submissions to the Pennsylvania Milk Marketing Board for the purpose of price establishment.

Has developed and presents the annual "Cost Accounting Workshop" for the International Dairy Foods Association.

Currently represents thirteen supermarkets located in Pennsylvania and New Jersey providing business accounting services which include cash receipts, cash disbursements, payroll, payroll tax return preparation, financial statement preparation, and operational consulting services.

Since 1980 has represented numerous Pennsylvania supermarkets and convenience store chains as their accountants, tax advisors, and auditors.