

April 17, 2002

Federal Order Hearing  
Airport Hilton  
Salt Lake City, Utah

My name is Brian Hardy; I am a dairyman from Brigham City Utah. I am currently dairying on a family farm full-time in Brigham City with my father, three brothers, a brother-in-law, and two of my sons are working full-time with us. We milk 1500 head of Holsteins and raise another 1200 replacement heifers. As you can plainly see we are a family farm, my sons are the fourth generation of our family to dairy in Box Elder County.

Our understanding is that the Federal Milk Marketing Orders were set up to ensure the supply of fresh milk to the consuming public. We felt that prior to reform in 1999 we were adequately filling that need and as a result of the changes the viability and profitability of dairies in our area have been adversely affected to the point that a high percentage of the dairies in are area are closing down each year. Prior to 1999 our order utilization was nearly 50%, since order reform that figure has been reduced to between 17 and 19%, this results in nearly \$500 per day reduced revenue for our operation. The increased milk that has reduced this percentage is non-performing milk that has no intention of being used in the fluid market nor sharing in the cost involved in the fluid market. We would encourage any action that would tighten the pooling requirements in our order thus helping the Class I utilization of milk in our order.

We love dairying and plan to continue here in Utah. We feel we are an efficient and competitive operation. We make a significant contribution to the economy of our area, service companies; equipment dealers and many other related companies rely on our profitability for their continued success.

We appreciate your consideration of these changes that could affect our dairy's, and other dairies like ours, future success.

Sincerely,

Brian D. Hardy,  
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