

September 25, 2006

Dear U.S.D.A./A.M.S
Dairy Programs,

It is our understanding that the U.S.D.A. will be considering proposals on the method to be used to price Class III and Class IV milk.

All the undersigned strongly urge the U.S.D.A. to consider pricing the above mentioned milk on the dairy farmer's cost of production.

We have been informed that a division of U.S.D.A. surveys several dairy farmers across the United States to determine the average cost of producing milk.

Certainly, there is ample justification to use the dairy farmers cost of production in determining the value of raw milk at the farm. All of us at Fairhope farms work diligently to maintain our farm.

However, with the accelerating cost of producing milk, and the severe decline in the farms statistical price, it is becoming more of a challenge for us to meet our obligations and to make plans for the future.

In the last 10 years we have made significant changes in our operation in order to stay in business. However, we wonder if all our continuous efforts will be significant enough to keep our boat afloat.

One thing is certain, without a real upward swing in our milk prices you can be sure that Fairhope farms will be on the verge of departing from the dairy business.

We have modernized our dairy facilities by installing a Delaval - 20 cow Internal Herringbone Rotatory to handle

our 475 milking cows. The younger members of our families are shaking their heads in disbelief, as to what is happening to our costs and the ridiculous low prices we are receiving. They are wondering if its time to leave the operation. It is our opinion in order for our farm to continue, we must have a pay price that covers our cost of producing milk. We know there are several qualified people that will testify at your milk hearing to price milk based on the dairy farmers

cost of production. We request that our concerns be part of the upcoming hearing regarding the pricing of Class III and Class IV milk.

Sincerely,

Fairhope Farms.

Clair Broyan

Linda Broyan

Frank Broyan

Mary Broyan

Kate Broyan

Matthew Broyan

M^{rs} Virginia Broyan

Sarah Broyan

Sandra Broyan

Benedict Broyan

Bonnie Broyan

Daniel Broyan

Virginia Broyan

Mark A Broyan

Benedict P Broyan Jr

Patrick Broyan

Chris Broyan