

COMMONWEALTH OF PENNSYLVANIA
Pennsylvania Milk Marketing Board

In the Matter of: March 2, 2022 Over-Order Premium Hearing

Witness and Exhibit List

The Pennsylvania Association of Milk Dealers (PAMD) will participate in the hearing by and through the undersigned counsel and is expected to sponsor one witness on surrebuttal.

Mr. George is a dairy farmer from Indiana County, Pennsylvania who ships to Turner Dairy Farms, a fluid milk processor. He is expected to testify as a lay witness in support of the Grange's petition to continue the Over Order Premium for 6-months at \$1.00 and in opposition to Mr. Wood's suggestion that there should be no Over Order Premium on Pennsylvania milk. Mr. George is expected to talk about his farm, including the challenges his farm faces, including challenges that are unique to his business due to location and his market with Turner Dairy Farms. He is expected to discuss the business decisions and associated costs he has made and incurred to be able ship to Turner Dairy Farms. He is expected to discuss how the Over Order Premium is important to his business operations and his business' banking relationship.

Chuck Turner, Jr. may also testify as a lay witness. His testimony may be necessitated by the rebuttal filings and the Farm Bureau's surrebuttal filing. He would do so in opposition to the elimination of the Over Order Premium and support of the testimony of Turner Dairy Farmer Kevin George. Mr. Turner is an owner of Turner Dairy Farms, a fluid milk plant located in western Pennsylvania. Mr. Turner would be expected to discuss (1) the many demands that fluid milk processors like Turner place on dairy farmer suppliers, (2) the need to provide dairy farmers with the appropriate incentives to meet the demands of supplying Class I processors, including

discussion of market competition, (3) the demands on fluid milk processors to provide incentives to producers to choose to ship to Class I plants in light of the workings of Federal Milk Marketing Orders, (4) how the Over Order Premium is a tool that can help Pennsylvania fluid milk plants have the ability to provide these incentives, (5) the importance of quality to Turner's business, (6) how the Over Order Premium impacts Turner's competitive situation in sales to retailers, and (7) Turner Dairies quality requirements and premiums offered and paid.

Respectfully submitted,

/s/ Wendy Yoviene

Wendy M. Yoviene