

BEFORE THE PENNSYLVANIA MILK MARKETING BOARD
OVER - ORDER PREMIUM HEARING
ALL MILK MARKETING AREAS

September 5, 2018

Testimony of Dean Ellinwood

Presented on behalf of the Pennsylvania Association of Dairy Cooperatives:

Dairy Farmers of America, Inc., Dairy Marketing Services, LLC,

Lanco Dairy Farms Co-op, Inc., Land O'Lakes, Inc., and

Maryland & Virginia Milk Producers' Cooperative Association, Inc.

Good morning, my name is Dean Ellinwood. My business address is 5001 Brittonfield Parkway, Syracuse, New York, 13221. I am Chairman of the Pennsylvania Association of Dairy Cooperatives (PADC). Members of the PADC include Maryland & Virginia Milk Producers' Cooperative Association, Inc., Lanco Dairy Farms Co-op, Inc., Dairy Farmers of America, Inc., Dairy Marketing Services, LLC, and Land O'Lakes, Inc.

Thank you for the opportunity to testify today on behalf of the PADC and specifically, on behalf of approximately three thousand five hundred (3,500) producers in Pennsylvania who market their milk through PADC members.

The Pennsylvania Association of Dairy Cooperatives recommends the PMMB Over-Order Premium be maintained at \$0.75/cwt. for the October 1, 2018, through March 31, 2019 timeframe.

Northeast Milk Marketing Conditions

Construction of new plant capacity has been in progress by Cooperatives and private milk processors in the Northeast and was anticipated to be on-line throughout 2018. Unfortunately, the new capacity has been delayed in its start-up. It's important to note that even when the plants become operational, new finished product sales may take a while to be realized.

According to USDA milk production numbers (Exhibit 2), overall farm milk production in the three major dairy states of the Northeast, Pennsylvania, New York, and Vermont, decreased each month compared to the same month prior year from December 2017 through May 2018. Even with these declines, the Northeast and Mid-Atlantic areas were in an excess milk situation. The overall Northeast declining farm milk production trend changed according to

USDA milk production numbers during June 2018, compared to June 2017 showing an increase of 14 million pounds. Individually, Pennsylvania declined 2 million pounds, Vermont declined 1 million pounds, and New York increased 17 million pounds (Exhibit 3).

Schools are starting again, which will help the surplus milk situation. However, as the major marketers of milk in the Commonwealth, in our view recent and reasonably foreseeable market conditions have been, and are expected to continue to be, quite challenging.

Over-Order Premiums

Our dairy farm families are hurting. We believe strongly that the PMMB has played a critical role in maintaining the stability and strength of Pennsylvania's dairy industry. While the PADC would prefer a higher Over-Order Premium, we believe maintaining the current \$0.75/cwt. premium, along with the fuel adjuster, is reasonable, given the current milk marketing conditions. The premium should certainly not be any lower.

We understand that Readington Farms raised their farm premium earlier this year. With this exception, the PADC is not aware of any premium increases in surrounding markets.

The PMMB Over-Order Premium must balance protecting farmers from unprofitably low milk prices with requiring processors to pay competitive rates relative to surrounding markets. We recognize, however, that the PMMB cannot serve its vital function if there is a too significant gap between the Over-Order Premium and the prevailing premiums in surrounding markets. Such discordance can incentivize milk processors to bring milk into Pennsylvania from outside the state. In this situation, the Pennsylvania farmers do not receive the intended benefit of the premium, dealers incur greater transportation costs, and the market as a whole is made less efficient.

There have been major changes in the fluid milk market this year. A new player in the fluid bottling business opened a large plant outside of Pennsylvania. This has had a substantial impact to our region, including fluid plant closures and termination notices to dairy farmers. Due to these plant closures, the result is more milk looking for new homes in the Northeast. This has actually placed more downward pressure on premiums collectable from the marketplace.

Summary

Northeast processors are continuing to experience declines in fluid milk sales. At the same time, we have struggling dairy farmers that are having to make hard decisions to either stay in or discontinue their family business. These are difficult times for our dairy industry.

If the Over-Order Premium is raised, it can incentivize additional packaged milk from outside Pennsylvania to displace our local farm milk. If the Over-Order Premium is lowered it decreases the already low milk price that dairy farmers are paid.

At this time, it is the PADC's position to maintain the Over-Order Premium at \$0.75/cwt. for the timeframe of October 1, 2018 through March 31, 2019.

On behalf of the approximately three thousand five hundred (3,500) Pennsylvania dairy farmers PADC represents, thank you for the opportunity to present this important information to the Milk Marketing Board.



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June Milk Production up 1.3 Percent

Milk production in the 23 major States during June totaled 17.2 billion pounds, up 1.3 percent from June 2017. May revised production at 18.0 billion pounds, was up 1.1 percent from May 2017. The May revision represented an increase of 40 million pounds or 0.2 percent from last month's preliminary production estimate.

Production per cow in the 23 major States averaged 1,964 pounds for June, 23 pounds above June 2017. This is the highest production per cow for the month of June since the 23 State series began in 2003.

The number of milk cows on farms in the 23 major States was 8.75 million head, 12,000 head more than June 2017, but unchanged from May 2018.

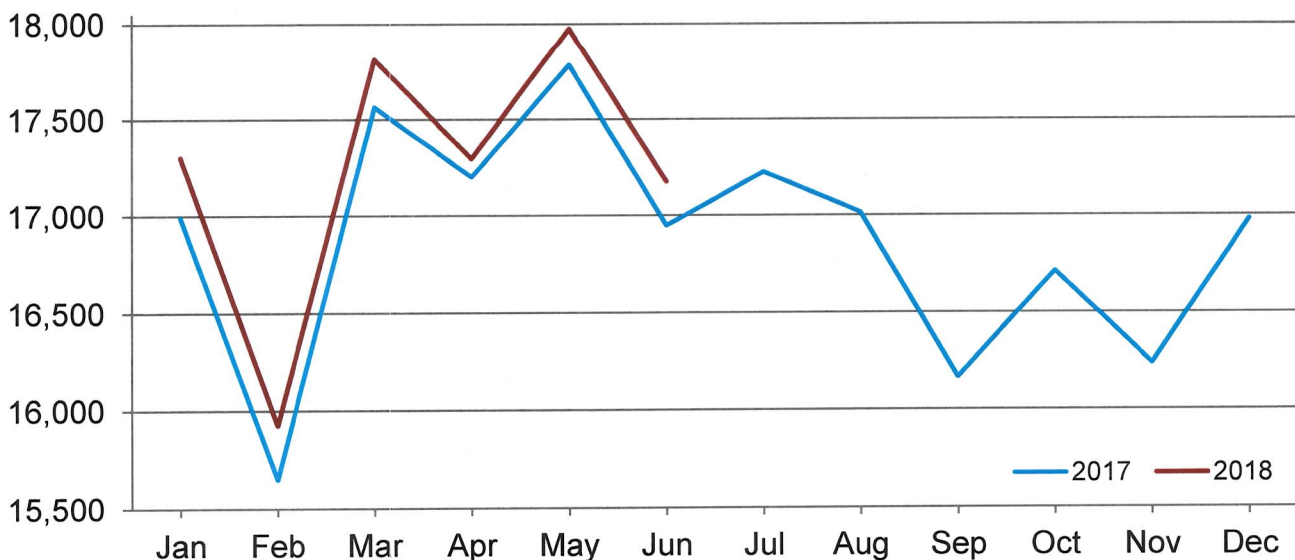
April-June Milk Production up 0.8 Percent

Milk production in the United States during the April - June quarter totaled 55.8 billion pounds, up 0.8 percent from the April - June quarter last year.

The average number of milk cows in the United States during the quarter was 9.40 million head, 3,000 head less than the January - March quarter, but 4,000 head more than the same period last year.

Monthly Milk Production – 23 Selected States

Million pounds



Milk Cows and Production by Quarter – United States: 2017-2018

[May not add due to rounding. Blank data cells indicate estimation period has not yet begun]

Quarter	Milk cows ¹		Milk per cow ²		Milk production ²		
	2017	2018	2017	2018	2017	2018	Change from 2017
	(1,000 head)	(1,000 head)	(pounds)	(pounds)	(million pounds)	(million pounds)	(percent)
January-March	9,369	9,406	5,717	5,780	53,562	54,367	1.5
April-June	9,399	9,403	5,888	5,933	55,344	55,790	0.8
July-September	9,402		5,687		53,473		
October-December	9,398		5,649		53,087		
Annual	9,392		22,941		215,466		

¹ Includes dry cows. Excludes heifers not yet fresh.

² Excludes milk sucked by calves.

Milk Cows and Production by Month – 23 Selected States: 2017-2018

[May not add due to rounding. Blank data cells indicate estimation period has not yet begun]

Month	Milk cows ¹		Milk per cow ²		Milk production ²		
	2017	2018	2017	2018	2017	2018	Change from 2017
	(1,000 head)	(1,000 head)	(pounds)	(pounds)	(million pounds)	(million pounds)	(percent)
January	8,691	8,744	1,955	1,979	16,993	17,302	1.8
February	8,696	8,745	1,799	1,821	15,645	15,922	1.8
March	8,714	8,738	2,016	2,038	17,564	17,812	1.4
April	8,722	8,738	1,972	1,979	17,200	17,294	0.5
May	8,730	8,745	2,037	2,056	17,783	17,976	1.1
June	8,733	8,745	1,941	1,964	16,947	17,174	1.3
July	8,734		1,972		17,224		
August	8,741		1,946		17,014		
September	8,737		1,850		16,162		
October	8,731		1,914		16,710		
November	8,734		1,859		16,235		
December	8,736		1,943		16,978		
Annual	8,725		23,204		202,455		

¹ Includes dry cows. Excludes heifers not yet fresh.

² Excludes milk sucked by calves.

Estimated Milk Cows and Production by Month – United States: 2017-2018

[May not add due to rounding. Blank data cells indicate estimation period has not yet begun]

Month	Milk cows ¹		Milk per cow ²		Milk production ²		
	2017	2018	2017	2018	2017	2018	Change from 2017
	(1,000 head)	(1,000 head)	(pounds)	(pounds)	(million pounds)	(million pounds)	(percent)
January	9,359	9,408	1,937	1,959	18,128	18,431	1.7
February	9,365	9,408	1,783	1,803	16,694	16,961	1.6
March	9,383	9,401	1,997	2,018	18,740	18,975	1.3
April	9,392	9,400	1,952	1,957	18,332	18,397	0.4
May	9,401	9,404	2,016	2,033	18,952	19,123	0.9
June	9,404	9,404	1,920	1,943	18,060	18,270	1.2
July	9,404		1,943		18,268		
August	9,404		1,919		18,049		
September	9,399		1,825		17,156		
October	9,395		1,891		17,769		
November	9,398		1,837		17,260		
December	9,400		1,921		18,058		
Annual	9,392		22,941		215,466		

¹ Includes dry cows. Excludes heifers not yet fresh.

² Excludes milk sucked by calves.

Milk Cows and Production – 23 Selected States: June 2017 and 2018

[May not add due to rounding]

State	Milk cows ¹		Milk per cow ²		Milk production ²		Change from 2017
	2017	2018	2017	2018	2017	2018	
	(1,000 head)	(1,000 head)	(pounds)	(pounds)	(million pounds)	(million pounds)	(percent)
Arizona	204	207	2,080	2,070	424	428	0.9
California	1,749	1,735	1,880	1,905	3,288	3,305	0.5
Colorado	160	177	2,170	2,170	347	384	10.7
Florida	124	122	1,725	1,690	214	206	-3.7
Idaho	601	607	2,090	2,090	1,256	1,269	1.0
Illinois	93	93	1,720	1,720	160	160	-
Indiana	187	186	1,905	1,905	356	354	-0.6
Iowa	217	220	1,975	1,955	429	430	0.2
Kansas	151	158	1,865	1,920	282	303	7.4
Michigan	427	423	2,220	2,270	948	960	1.3
Minnesota	458	453	1,805	1,815	827	822	-0.6
New Mexico	332	333	2,095	2,120	696	706	1.4
New York	624	623	2,010	2,040	1,254	1,271	1.4
Ohio	262	257	1,785	1,790	468	460	-1.7
Oregon	124	121	1,740	1,735	216	210	-2.8
Pennsylvania	525	521	1,725	1,735	906	904	-0.2
South Dakota	118	121	1,840	1,865	217	226	4.1
Texas	515	526	1,975	2,060	1,017	1,084	6.6
Utah	95	100	2,000	2,020	190	202	6.3
Vermont	129	127	1,765	1,785	228	227	-0.4
Virginia	87	84	1,625	1,635	141	137	-2.8
Washington	273	277	2,025	2,040	553	565	2.2
Wisconsin	1,278	1,274	1,980	2,010	2,530	2,561	1.2
23-State Total	8,733	8,745	1,941	1,964	16,947	17,174	1.3

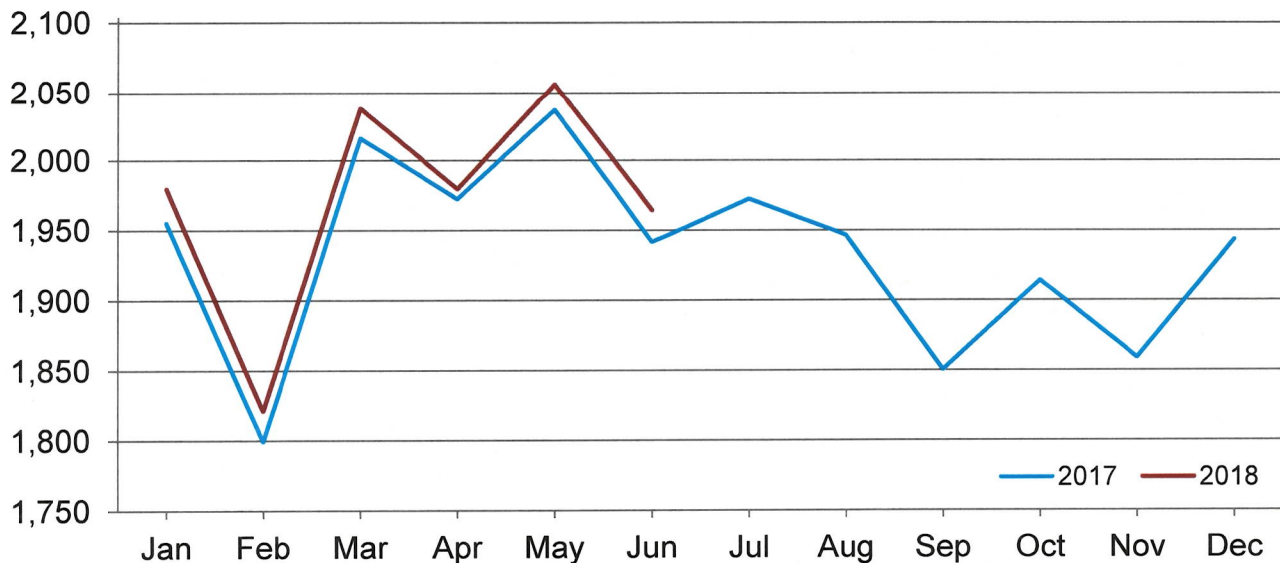
- Represents zero.

¹ Includes dry cows. Excludes heifers not yet fresh.

² Excludes milk sucked by calves.

Monthly Milk per Cow – 23 Selected States

Pounds



Milk Cows and Production – 23 Selected States: May 2017 and 2018

[May not add due to rounding]

	Milk cows ¹		Milk per cow ²		Milk production ²		Change from 2017
	2017	2018	2017	2018	2017	2018	
	(1,000 head)	(1,000 head)	(pounds)	(pounds)	(million pounds)	(million pounds)	(percent)
Arizona	204	207	2,240	2,215	457	459	0.4
California	1,753	1,735	2,005	2,035	3,515	3,531	0.5
Colorado	159	175	2,215	2,240	352	392	11.4
Florida	124	122	1,865	1,830	231	223	-3.5
Idaho	600	607	2,130	2,140	1,278	1,299	1.6
Illinois	93	93	1,860	1,850	173	172	-0.6
Indiana	187	187	2,055	2,060	384	385	0.3
Iowa	217	220	2,055	2,060	446	453	1.6
Kansas	150	158	1,930	2,050	290	324	11.7
Michigan	427	423	2,315	2,330	989	986	-0.3
Minnesota	459	454	1,870	1,880	858	854	-0.5
New Mexico	329	332	2,210	2,190	727	727	-
New York	624	624	2,120	2,100	1,323	1,310	-1.0
Ohio	262	257	1,905	1,890	499	486	-2.6
Oregon	124	121	1,790	1,810	222	219	-1.4
Pennsylvania	525	523	1,855	1,825	974	954	-2.1
South Dakota	117	121	1,915	1,940	224	235	4.9
Texas	513	525	2,075	2,160	1,064	1,134	6.6
Utah	95	99	2,040	2,060	194	204	5.2
Vermont	129	127	1,855	1,845	239	234	-2.1
Virginia	87	84	1,775	1,760	154	148	-3.9
Washington	273	277	2,080	2,110	568	584	2.8
Wisconsin	1,279	1,274	2,050	2,090	2,622	2,663	1.6
23-State Total	8,730	8,745	2,037	2,056	17,783	17,976	1.1

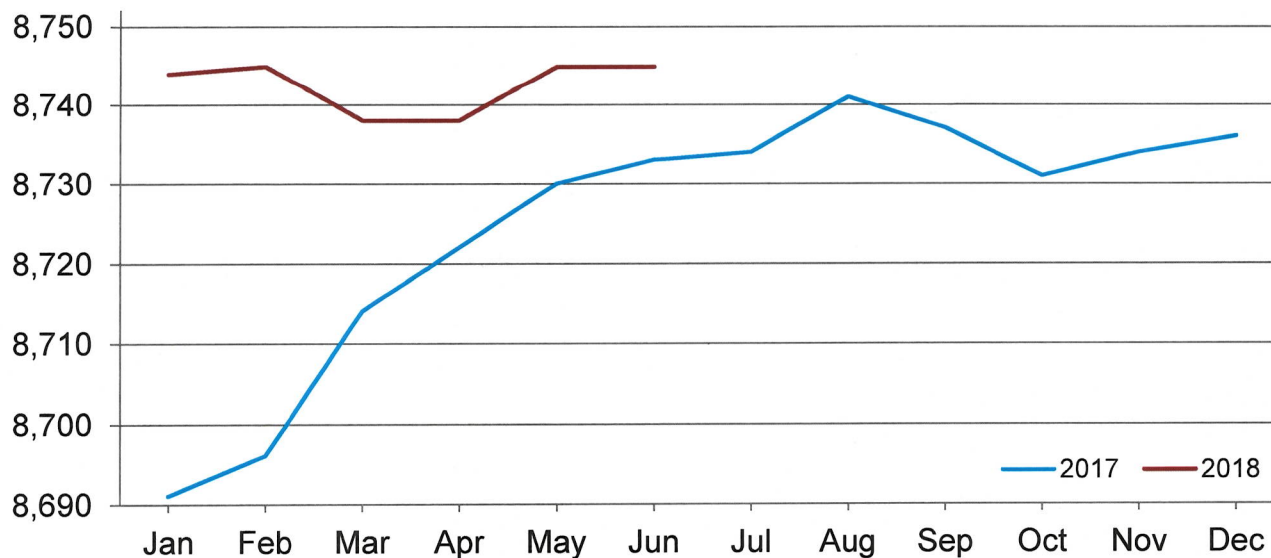
- Represents zero.

¹ Includes dry cows. Excludes heifers not yet fresh.

² Excludes milk sucked by calves.

Monthly Milk Cows – 23 Selected States

Thousand head



Milk Cows and Production – States and United States: Revised January - March 2017 and 2018

[May not add due to rounding]

State	January - March milk cows ¹		January - March milk production ²		
	2017	2018	2017	2018	Change from 2017
	(1,000 head)	(1,000 head)	(million pounds)	(million pounds)	(percent)
Alabama	6.5	5.5	26.0	21.0	-19.2
Alaska	0.3	0.3	0.9	0.7	-22.2
Arizona	200.0	206.0	1,297.0	1,330.0	2.5
Arkansas	6.0	6.0	22.0	21.0	-4.5
California	1,755.0	1,737.0	10,038.0	10,312.0	2.7
Colorado	156.0	169.0	1,003.0	1,096.0	9.3
Connecticut	19.0	19.0	104.0	108.0	3.8
Delaware	5.0	5.0	24.8	25.2	1.6
Florida	123.0	124.0	678.0	663.0	-2.2
Georgia	84.0	85.0	502.0	479.0	-4.6
Hawaii	2.4	2.1	9.4	10.2	8.5
Idaho	597.0	605.0	3,477.0	3,629.0	4.4
Illinois	93.0	93.0	490.0	495.0	1.0
Indiana	186.0	187.0	1,061.0	1,076.0	1.4
Iowa	216.0	220.0	1,267.0	1,294.0	2.1
Kansas	152.0	155.0	876.0	910.0	3.9
Kentucky	56.0	57.0	271.0	277.0	2.2
Louisiana	12.0	12.0	47.0	46.0	-2.1
Maine	30.0	30.0	155.0	151.0	-2.6
Maryland	47.0	46.0	247.0	247.0	-
Massachusetts	11.5	11.5	54.0	50.0	-7.4
Michigan	425.0	427.0	2,757.0	2,758.0	-
Minnesota	460.0	455.0	2,445.0	2,442.0	-0.1
Mississippi	9.0	9.0	40.0	37.0	-7.5
Missouri	85.0	84.0	318.0	313.0	-1.6
Montana	13.5	13.0	71.0	70.0	-1.4
Nebraska	60.0	60.0	355.0	366.0	3.1
Nevada	31.0	32.0	165.0	180.0	9.1
New Hampshire	13.5	12.5	72.0	64.0	-11.1
New Jersey	6.5	6.0	31.0	30.0	-3.2
New Mexico	326.0	334.0	2,042.0	2,111.0	3.4
New York	621.0	625.0	3,694.0	3,613.0	-2.2
North Carolina	45.0	45.0	251.0	249.0	-0.8
North Dakota	15.5	15.5	83.0	82.0	-1.2
Ohio	262.0	261.0	1,388.0	1,375.0	-0.9
Oklahoma	38.0	39.0	188.0	190.0	1.1
Oregon	124.0	123.0	622.0	613.0	-1.4
Pennsylvania	525.0	525.0	2,751.0	2,753.0	0.1
Rhode Island	0.8	0.8	3.1	3.1	-
South Carolina	15.0	15.0	68.0	68.0	-
South Dakota	117.0	119.0	645.0	651.0	0.9
Tennessee	41.0	39.0	184.0	178.0	-3.3
Texas	500.0	516.0	2,988.0	3,147.0	5.3
Utah	93.0	97.0	517.0	552.0	6.8
Vermont	129.0	128.0	680.0	667.0	-1.9
Virginia	87.0	87.0	442.0	437.0	-1.1
Washington	274.0	275.0	1,582.0	1,636.0	3.4
West Virginia	8.0	7.0	33.0	30.0	-9.1
Wisconsin	1,280.0	1,275.0	7,462.0	7,476.0	0.2
Wyoming	6.0	6.0	34.8	34.8	-
United States	9,369.0	9,406.0	53,562.0	54,367.0	1.5

- Represents zero.

¹ Includes dry cows. Excludes heifers not yet fresh.

² Excludes milk sucked by calves.

Milk Cows and Production – States and United States: Preliminary April - June 2017 and 2018

[May not add due to rounding]

State	April - June milk cows ¹		April - June milk production ²		
	2017	2018	2017	2018	Change from 2017
	(1,000 head)	(1,000 head)	(million pounds)	(million pounds)	(percent)
Alabama	6.5	5.5	26.0	21.0	-19.2
Alaska	0.3	0.3	0.7	0.7	-
Arizona	204.0	207.0	1,331.0	1,342.0	0.8
Arkansas	6.0	6.0	22.0	21.0	-4.5
California	1,752.0	1,735.0	10,243.0	10,289.0	0.4
Colorado	159.0	175.0	1,043.0	1,154.0	10.6
Connecticut	18.5	19.5	106.0	112.0	5.7
Delaware	5.0	4.9	24.3	25.1	3.3
Florida	124.0	122.0	672.0	646.0	-3.9
Georgia	84.0	83.0	488.0	456.0	-6.6
Hawaii	2.3	2.1	10.7	10.7	-
Idaho	599.0	606.0	3,726.0	3,787.0	1.6
Illinois	93.0	93.0	501.0	499.0	-0.4
Indiana	187.0	187.0	1,104.0	1,106.0	0.2
Iowa	217.0	220.0	1,308.0	1,321.0	1.0
Kansas	151.0	158.0	869.0	939.0	8.1
Kentucky	56.0	56.0	277.0	272.0	-1.8
Louisiana	12.0	11.5	44.0	44.0	-
Maine	30.0	30.0	163.0	160.0	-1.8
Maryland	48.0	46.0	247.0	248.0	0.4
Massachusetts	11.5	11.5	55.0	53.0	-3.6
Michigan	427.0	423.0	2,885.0	2,881.0	-0.1
Minnesota	459.0	454.0	2,516.0	2,495.0	-0.8
Mississippi	9.0	9.0	38.0	36.0	-5.3
Missouri	85.0	84.0	344.0	344.0	-
Montana	13.5	13.0	73.0	70.0	-4.1
Nebraska	60.0	60.0	362.0	367.0	1.4
Nevada	32.0	32.0	181.0	186.0	2.8
New Hampshire	13.5	12.5	72.0	66.0	-8.3
New Jersey	6.5	6.0	31.0	29.0	-6.5
New Mexico	330.0	333.0	2,128.0	2,156.0	1.3
New York	624.0	624.0	3,845.0	3,817.0	-0.7
North Carolina	45.0	44.0	247.0	245.0	-0.8
North Dakota	16.0	15.5	89.0	86.0	-3.4
Ohio	262.0	257.0	1,448.0	1,415.0	-2.3
Oklahoma	39.0	40.0	192.0	188.0	-2.1
Oregon	124.0	121.0	652.0	640.0	-1.8
Pennsylvania	525.0	523.0	2,828.0	2,788.0	-1.4
Rhode Island	0.8	0.7	3.3	3.0	-9.1
South Carolina	15.0	15.0	66.0	66.0	-
South Dakota	117.0	121.0	658.0	684.0	4.0
Tennessee	40.0	38.0	183.0	172.0	-6.0
Texas	513.0	524.0	3,106.0	3,317.0	6.8
Utah	95.0	99.0	566.0	598.0	5.7
Vermont	129.0	127.0	697.0	684.0	-1.9
Virginia	87.0	84.0	449.0	430.0	-4.2
Washington	273.0	277.0	1,664.0	1,709.0	2.7
West Virginia	8.0	7.0	34.0	29.0	-14.7
Wisconsin	1,279.0	1,274.0	7,691.0	7,747.0	0.7
Wyoming	6.0	6.0	34.8	35.8	2.9
United States	9,399.0	9,403.0	55,344.0	55,790.0	0.8

- Represents zero.

¹ Includes dry cows. Excludes heifers not yet fresh.

² Excludes milk sucked by calves.

Statistical Methodology

Survey Procedures: Primary data used to determine these estimates were obtained from a sample of producers. Individual States maintain a list of all known milk producers and information on the size of their herd. States use all known sources of producers to ensure that their lists are as complete as possible. Generally, all large producers and a sample of small producers are included in the survey. Questionnaires are mailed to producers near the end of the month to obtain data for the first day of the month. Additional reports are obtained by telephone, as needed, to supplement the mail response. Where feasible, States utilize state and federal administrative data to estimate milk production. This eliminates duplication of data gathering by different government agencies. Indications of milk cow inventory are also obtained in the January Cattle Surveys.

Estimation Procedures: Regional Field Offices prepare these estimates by using a combination of survey indications, historic trends, and any available administrative data. Individual State estimates are reviewed by the Agricultural Statistics Board for reasonableness.

Revision Policy: Milk production, milk per cow, and number of milk cows are subject to revision the following month after initial publication for monthly States or the following quarter for the quarterly States. Normally, administrative data from Federal Market Orders, State Departments of Agriculture, or other sources are the main basis for revisions. However, administrative data for all States may not be available in time for these revisions. Estimates are again subject to revisions in February each year based on additional administrative data. In the event that additional changes are necessary, a third revision is possible in February the following year. Estimates are again reviewed after data from the five-year Census of Agriculture are available. No revisions are made after that date.

Reliability: Since all operations with dairy animals are not included in the sample, survey estimates are subject to sampling variability. Survey results are also subject to non-sampling errors such as omissions, duplications, and mistakes in reporting, recording, and processing the data. The effects of these errors cannot be measured directly. They are minimized through rigid quality controls in the data collection process and through a careful review of all reported data for consistency and reasonableness.

To assist users in evaluating the reliability of the estimates in this report, the "Root Mean Square Error" is shown for selected items on the next page. The "Root Mean Square Error" is a statistical measure based on past performance and is computed using the differences between first and final estimates. The "Root Mean Square Error" for milk production estimates over the past 20 quarters is 0.1 percent. This means that chances are 2 out of 3 that the final estimate will not be above or below the current estimate of 55.8 billion pounds by more than 0.1 percent. Chances are 9 out of 10 that the difference will not exceed 0.2 percent.

Reliability of Quarterly Milk Production Estimates

[Based on data for the past 20 quarters]

Item	Root mean square error	90 percent confidence level	Difference between first and latest estimate				
			Average	Smallest	Largest	Quarters	
						Below latest	Above latest
	(percent)	(percent)	(1,000)	(1,000)	(1,000)	(number)	(number)
Milk production	0.1	0.2	38	0	111	12	7
All milk cows	0.0	0.1	3	0	7	5	10

Information Contacts

Listed below are the commodity specialists in the Livestock Branch of the National Agricultural Statistics Service to contact for additional information. E-mail inquiries may be sent to nass@nass.usda.gov.

Travis Averill, Chief, Livestock Branch	(202) 720-3570
Scott Hollis, Head, Livestock Section	(202) 690-2424
Sherry Bertramsen – Livestock Slaughter	(202) 690-8632
Holly Brenize – Sheep and Goats	(202) 720-0585
Donnie Fike – Dairy Products	(202) 690-3236
Heidi Gleich – Cattle, Cattle on Feed	(202) 720-3040
Mike Miller – Milk Production and Milk Cows	(202) 720-3278
Seth Riggins – Hogs and Pigs	(202) 720-3106

Access to NASS Reports

For your convenience, you may access NASS reports and products the following ways:

- All reports are available electronically, at no cost, on the NASS web site: www.nass.usda.gov
- Both national and state specific reports are available via a free e-mail subscription. To set-up this free subscription, visit www.nass.usda.gov and click on “National” or “State” in upper right corner above “search” box to create an account and select the reports you would like to receive.

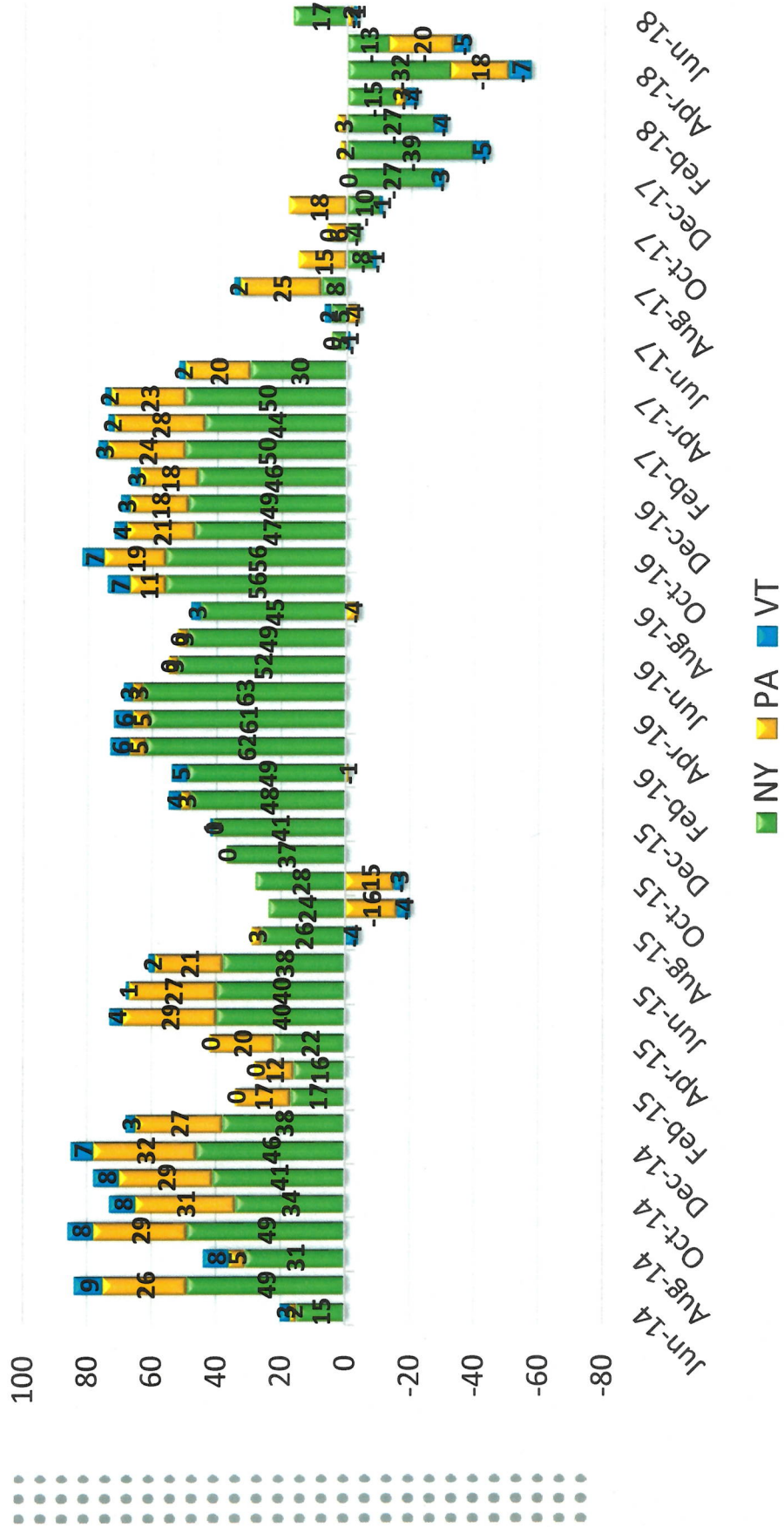
For more information on NASS surveys and reports, call the NASS Agricultural Statistics Hotline at (800) 727-9540, 7:30 a.m. to 4:00 p.m. ET, or e-mail: nass@nass.usda.gov.

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Northeast Milk Production

Millions of pounds change same month year over year



CERTIFICATE OF SERVICE

I, Marvin Beshore, Esquire, certify that on August 8, 2018, I served true and correct copies of the foregoing to the following interested parties, all of whom accept service by email:

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Respectfully submitted,



Marvin Beshore, Esquire