

AMENDED SURREBUTTAL EXHIBIT D1-A

PMMB AREA 1

WHOLESALE DISCOUNT HEARING

Lehigh Valley Dairies – Lansdale, H.P. Hood, Wawa, and Balford Farms

Qualifying Provisions – Customer Dock Pick-up Discount

- A. A milk dealer making a wholesale sale of Class I or II price-controlled packaged products may reduce the base wholesale prices by:
 - 1. 21% if the buyer takes possession of 4,000 quarts of price-controlled packaged products at the plant where manufactured, or at a branch owned or controlled by a manufacturing dealer, or a location of a non-processing dealer, and does so using a refrigerated tractor trailer.

- B. The price reductions set forth in Subsection (A) may be made only if:
 - 1. The selling dealer does not pay consideration of any type to the purchaser for services rendered; and
 - 2. The selling dealer does not provide to the purchaser, directly or indirectly, any labor or other personal service in connection with the transportation for resale of the products purchased. The selling dealer must be independent from the trucking company utilized in the dock pick-up.
 - 3. The buyer places the order at least two business days before dock pick-up takes place.

AMENDED SURREBUTTAL EXHIBIT D2-A

PMMB AREA 2

WHOLESALE DISCOUNT HEARING

**Lehigh Valley Dairies – Schuylkill Haven, H.P. Hood, Clover Farms,
Turkey Hill Dairy, and Swiss Premium**

Qualifying Provisions – Customer Dock Pick-up Discount

- A. A milk dealer making a wholesale sale of Class I or II price-controlled packaged products may reduce the base wholesale prices by:
1. 21% if the buyer takes possession of 4,000 quarts of price-controlled packaged products at the plant where manufactured, or at a branch owned or controlled by a manufacturing dealer, or a location of a non-processing dealer, and does so using a refrigerated tractor trailer.
 2. 20% if the buyer takes possession of 2,500 quarts of price-controlled packaged products at the plant where manufactured, or at a branch owned or controlled by a manufacturing dealer, or a location of a non-processing dealer.
 3. 18% if the buyer takes possession of 800 quarts of price-controlled packaged products at the plant where manufactured, or at a branch owned or controlled by a manufacturing dealer, or a location of a non-processing dealer.
- B. The price reductions set forth in Subsection (A) may be made only if:
1. The selling dealer does not pay consideration of any type to the purchaser for services rendered; and
 2. The selling dealer does not provide to the purchaser, directly or indirectly, any labor or other personal service in connection with the transportation for resale of the products purchased. The selling dealer must be independent from the trucking company utilized in the dock pick-up.
 3. The buyer places the order at least two business days before dock pick up takes place.

AMENDED SURREBUTTAL EXHIBIT D3-A

PMMB AREA 3

WHOLESALE DISCOUNT HEARING

**Schneider Valley Farms, Guers Dairy, Clover Farms, Pocono Mountain, Turkey Hill,
Swiss Premium, and Lehigh Valley Dairies – Schuylkill Haven**

Qualifying Provisions – Customer Dock Pick-up Discount

- A. A milk dealer making a wholesale sale of Class I or II price-controlled packaged products may reduce the base wholesale prices by:
 - 1. 20.5% if the buyer takes possession of 2,000 quarts of price-controlled packaged products at the plant where manufactured, or at a branch owned or controlled by a manufacturing dealer, or a location of a non-processing dealer, and does so using a refrigerated tractor trailer.
- B. The price reductions set forth in Subsection (A) may be made only if:
 - 1. The selling dealer does not pay consideration of any type to the purchaser for services rendered; and
 - 2. The selling dealer does not provide to the purchaser, directly or indirectly, any labor or other personal service in connection with the transportation for resale of the products purchased. The selling dealer must be independent from the trucking company utilized in the dock pick-up.
 - 3. The buyer places the order at least two business days before dock pick up takes place.

AMENDED SURREBUTTAL EXHIBIT D5-A

PMMB AREA 5

WHOLESALE DISCOUNT HEARING

**Turner Dairy, United Dairy – Fikes, Dean Foods – Sharpville, Dean Foods – Meadow Brook,
United Dairy – Martin’s Ferry, and Schneider’s Dairy**

Qualifying Provisions – Customer Dock Pick-up Discount

- A. A milk dealer making a wholesale sale of Class I or II price-controlled packaged products may reduce the base wholesale prices by:
 - 1. 18% if the buyer takes possession of 4,000 quarts of price-controlled packaged products at the plant where manufactured, or at a branch owned or controlled by a manufacturing dealer, or a location of a non-processing dealer, and does so using a refrigerated tractor trailer.
 - 2. 15% if the buyer takes possession of 1,700 quarts of price-controlled packaged products at the plant where manufactured, or at a branch owned or controlled by a manufacturing dealer, or a location of a non-processing dealer.
- B. The price reductions set forth in Subsection (A) may be made only if:
 - 1. The selling dealer does not pay consideration of any type to the purchaser for services rendered; and
 - 2. The selling dealer does not provide to the purchaser, directly or indirectly, any labor or other personal service in connection with the transportation for resale of the products purchased. The selling dealer must be independent from the trucking company utilized in the dock pick-up.
 - 3. The buyer places the order at least two business days before dock pick up takes place.

AMENDED SURREBUTTAL EXHIBIT D6-A

PMMB AREA 6

WHOLESALE DISCOUNT HEARING

**Galliker's Dairy, Schneider Valley Farms, Dean Foods – Sharpsville, and
Dean Foods – Meadow Brook**

Qualifying Provisions – Customer Dock Pick-up Discount

- A. A milk dealer making a wholesale sale of Class I or II price-controlled packaged products may reduce the base wholesale prices by:
 - 1. 18% if the buyer takes possession of 2,000 quarts of price-controlled packaged products at the plant where manufactured, or at a branch owned or controlled by a manufacturing dealer, or a location of a non-processing dealer, and does so using a refrigerated tractor trailer.
 - 2. 15% if the buyer takes possession of 1,000 quarts of price-controlled packaged products at the plant where manufactured, or at a branch owned or controlled by a manufacturing dealer, or a location of a non-processing dealer.

- B. The price reductions set forth in Subsection (A) may be made only if:
 - 1. The selling dealer does not pay consideration of any type to the purchaser for services rendered; and
 - 2. The selling dealer does not provide to the purchaser, directly or indirectly, any labor or other personal service in connection with the transportation for resale of the products purchased. The selling dealer must be independent from the trucking company utilized in the dock pick-up.
 - 3. The buyer places the order at least two business days before dock pick up takes place.