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August 13, 2018

Via E-Mail and Hand Delivery

Tim Moyer, Secretary
Pennsylvania Milk Marketing Board
2301 North Cameron Street, Room 110
Harrisburg, PA 17110

Re: Witness and Exhibit List
Cooperative Milk Procurement Costs Hearing: October 3, 2018

Dear Mr. Moyer:

For the October 3, 2018, Cooperative Milk Procurement Costs hearing, the following persons will testify for the Pennsylvania Association of Dairy Cooperatives (PADC):

Troye Cooper of Maryland & Virginia Milk Producers' Cooperative Association, Inc., will testify as an expert in raw milk marketing, procurement from producers, and sales to handlers;

John S. Stoner, CPA/CVA, of RKL LLP, will testify as an expert in financial analysis and cost accounting;

Matthew I. Hartland, CPA/ABV, of RKL LLP, will testify as an expert in financial analysis and cost accounting;

Messrs. Stoner and Hartland will testify at the same time as a panel.

Sharad Mathur, Chief Operating Officer, Dairy Marketing Services, LLC, will testify to his experience as an employee responsible for milk procurement for both proprietary and cooperative firms and to the functions involved in that service for both business models. His November 13, 2014, testimony from the prior hearing will be offered as an exhibit without his re-presenting it; and he will update the 2014 testimony and be available for further cross-examination. His 2014 testimony is offered pursuant to 1 Pa. Code §35.167.

The transcript of testimony from January 8, 2015, of Connie Troutman, Terry Inch, and Rodney Smyser, dairy producer witnesses, will be offered into evidence. These producers

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previously testified as to their experience as independent producers and as members of a cooperative; their support for the proposal to allow cooperatives to recover the same milk procurement costs which independent dairies do; and the lack of a level playing field between independent producers and cooperative producers. The testimony is offered pursuant 1 Pa. Code §35.167.

The list of PADC exhibits, 1– 16, identified and pre-submitted is enclosed. PADC Exhibits 2 and 16 have redactions.

Enclosed, with this cover letter are an original and five (5) copies of PADC Exhibits 1-3, and 5-16, which include the prepared statements of the expert witnesses, as well as all non-confidential exhibits which accompany the testimony. (The hard copies of the Exhibit 4 set of documents will be provided subsequently.)

Under separate cover with the same number of copies, PADC Exhibits 2 and 16 are provided pursuant to the Protective Order issued August 10, and are being concurrently served upon the authorized parties as provided in the Order.

Thank you for your assistance.

Very truly yours,



Marvin Beshore

Enclosures

cc: Distributed per Interested Parties List {via email and/or as authorized by the Protective Order}