



Southern Dairy Conference

February 1, 2006



**What can be
done now to
return more
dollars to local
dairy farmers?**

**Dean's Procurement
Objective is to procure the
highest quality most
competitively price raw milk
possible**

**To accomplish this objective, we
believe farmers supplying our
plants should receive the
maximum value possible of
what we pay**

Farmers will receive more of the dollars processors pay if we:

1. Stop pool riding. Only procure the milk needed.
2. Break up Federal Milk Orders into smaller areas that reflects actual SE utilization.
3. Incentivise processors to invest in more raw milk silos to reduce balancing cost.
4. Don't decouple Class I from Class III



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Thank You