



Sierra Cheese Mfg. Co, Inc., 916 S. Santa Fe Ave., Compton, CA 90221 310-635-1216

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October 16, 2007

Mr. David Ikari, Chief  
Dairy Marketing Branch  
California Department of Food and Agriculture  
560 J Street, Suite 150  
Sacramento, CA 95814

**RE: October 10-11, 2007 Class 4a/4b Hearing -- Post Hearing Brief**

Mr. Hearing Officer and Members of the Panel:

Sierra Cheese appreciates the opportunity to submit the following post-hearing brief to respond to the questions from the hearing panel.

1. Expand on the actual loss numbers to our company.

Sierra Cheese does 4-5 million dollars in sales a year. We are a small to medium size business. We have incurred losses every month of 2007 beginning with February. Since the beginning of the 2007 year our losses are in the six figure range. A company of our size cannot continue to stay in business with numbers such as these. In addition, we have almost depleted our savings since February in order to stay afloat.

If it were not for those monies in our savings to pay for our milk bills, we would quite possibly not be here today.

We again, would like to again stress the importance of the removal of the dry whey pricing component from the 4b pricing structure and the increase of the make allowance. We support both the Dairy Institute and the F&A Dairy Petitions. We believe that these issues will keep arising in the future. Now is the time to take care of the problems so we can move forward.

Thank you for the opportunity to submit this post-hearing brief.

Sincerely,

Charlene L. Franco  
VP & General Manager