HAULING RATES

PLANT TO PLANT

COMPARISON: JANUARY 2000 TO APRIL 2004

FROM	TO	JAN 2000	JULY 2000	JAN 2001	JAN 2002	OCT 2002	MARCH 2003	AUGUST 2003	APRIL 2004
SAN JOAQUIN VALLEY AREA									
A-1	A-2	---	---	---	---	---	---	---	** 0.324
B-1	B-2	** 0.273	** 0.255	** 0.265	** 0.342	** 0.298	** 0.243	** 0.249	---
C-1	C-2	---	---	---	---	---	** 0.306	** 0.320	** 0.390
D-1	D-2	---	---	---	---	---	---	** 0.512	** 0.632
E-1	E-2	** 0.368	n/a	** 0.396	** 0.359	** 0.360	** 0.357	** 0.359	** 0.372
F-1	F-2	---	---	---	** 0.220	** 0.214	** 0.213	** 0.212	** 0.208
G-1	G-2	---	---	---	** 0.367	** 0.388	---	** 0.423	** 0.443
H-1	H-2	---	---	---	---	---	---	---	** 0.490
NORTHERN SAN JOAQUIN VALLEY TO BAY AREA									
A-5	A-6	0.463	0.488	0.483	0.480	0.486	0.492	0.487	0.507
B-5	B-6	** 0.886	** 0.642	---	---	---	---	---	** 0.508
C-5	C-6	** 0.446	** 0.446	** 0.557	** 0.546	** 0.443	** 0.453	** 0.445	---
D-5	D-6	** 0.662	** 0.595	** 0.574	** 0.589	** 0.453	** 0.561	** 0.504	---
BAY AREA									
A-7	A-8	---	** 0.475	** 0.451	** 0.453	** 0.494	** 0.588	** 0.663	---
BAY AREA TO SOUTHERN CALIF.									
A-9	A-10	---	---	---	---	---	---	---	** 2.169
SOUTHERN CALIF. TO SOUTHERN SAN JOAQUIN VALLEY									
A-11	A-12	---	---	---	---	** 0.845	** 0.871	** 1.076	---
B-11	B-12	---	---	---	---	---	** 0.887	** 0.859	** 0.913
SOUTHERN CALIF. TO BAY AREA									
B-13.	B-14	---	---	---	** 1.945	** 1.716	** 1.880	** 1.960	---
SOUTHERN SAN JOAQUIN VALLEY TO SOUTHERN CALIF. AREA									
A-15	A-16	0.824	0.842	0.862	0.885	0.920	0.950	0.953	1.023
B-15	B-16	---	---	---	---	---	---	---	0.973
C-15	C-16	0.844	0.861	0.881	0.900	0.935	0.970	0.973	1.043
D-15	D-16	0.904	0.922	0.937	0.960	0.995	1.030	1.033	1.105
E-15	E-16	---	---	---	0.885	0.920	0.950	0.953	1.023
F-15	F-16	---	---	---	0.885	0.920	---	0.953	---
SOUTHERN CALIFORNIA AREA									
A-17	A-18	** 0.343	** 0.406	** 0.366	** 0.457	** 0.529	** 0.432	** 0.411	** 0.366
B-17	B-18	** 0.269	** 0.294	** 0.363	---	---	---	---	---
C-17	C-18	** 0.277	** 0.249	** 0.333	** 0.306	** 0.294	** 0.314	** 0.341	** 0.336
D-17	D-18	** 0.334	** 0.264	** 0.302	** 0.349	** 0.343	** 0.349	** 0.415	** 0.461
E-17	E-18	---	---	---	---	---	---	---	** 0.368
F-17	F-18	** 0.352	** 0.314	** 0.336	** 0.327	** 0.555	** 0.598	** 0.432	---
G-17	G-18	** 0.300	** 0.514	** 0.481	---	** 0.702	** 0.585	** 0.513	** 0.843
H-17	H-18	** 0.261	** 0.410	---	---	---	** 0.254	** 0.257	** 0.282

**Hauling rates based on cost per load times number of loads per month divided by total lbs.

HAULING RATES

RANCH TO PLANT

COMPARISON: JAN 2000 TO APRIL 2004

SOURCE / DESTINATION	RAW MILK MARCH 2003 (LBS)	RAW MILK APRIL 2004 (LBS)	JAN 2000	JULY 2000	JAN 2001	JAN 2002	OCT 2002	MARCH 2003	AUGUST 2003	APRIL 2004
DEL NORTE-HUMBOLDT										
LOCAL	14,739,677	16,631,564	0.220	0.227	0.223	0.228	0.221	0.224	0.232	0.235
GLENN	602,533	582,152	0.960	0.970	0.980	0.980	0.980	0.980	0.980	1.050
NORTH BAY	2,127,379	1,162,817	---	---	---	**	**	**	**	1.135
GLENN, BUTTE, SUTTER & YUBA										
LOCAL	31,137,633	29,174,598	0.314	0.321	0.298	0.269	0.261	0.258	0.261	0.260
HUMBOLDT	---	---	1.290	1.292	---	---	---	---	---	
SACRAMENTO	---	---	0.554	---	---	---	---	---	---	
NORTHERN SAN JOAQUIN VALLEY	12,159,568	15,088,282	0.541	0.523	0.593	0.606	0.656	0.668	0.632	0.728
SOLANO COUNTY	8,889,834	5,860,383	0.569	0.579	0.667	0.578	0.632	0.689	0.626	0.657
SACRAMENTO & SAN JOAQUIN										
LOCAL	24,405,772	24,386,052	0.282	0.301	0.310	0.289	0.305	0.309	0.320	0.330
NORTHERN SAN JOAQUIN VALLEY	74,973,206	67,574,745	0.264	0.296	0.284	0.280	0.306	0.321	0.322	0.328
NORTHERN SAN JOAQUIN VALLEY										
LOCAL	511,057,428	547,720,293	0.226	0.231	0.240	0.238	0.239	0.253	0.258	0.272
HUMBOLDT	13,005,917	---	---	---	---	---	---	1.970	---	
SACRAMENTO	7,685,847	8,542,401	0.364	0.325	0.335	0.310	0.342	0.387	0.354	0.397
SOUTHERN SAN JOAQUIN VALLEY	---	2,850,778	---	---	---	---	---	---	0.747	0.752
BAY AREA & SOLANO COUNTY	91,423,726	85,356,737	0.421	0.442	0.471	0.464	0.476	0.481	0.476	0.493
SOUTH BAY	---	---	0.483	0.496	0.522	0.535	0.539	---	---	---
LOS ANGELES	11,060,933	---	---	---	---	---	1.601	1.630	1.635	---
SOUTHERN SAN JOAQUIN VALLEY										
LOCAL	1,170,009,785	1,244,651,140	0.197	0.225	0.231	0.226	0.225	0.230	0.240	0.254
SACRAMENTO	1,426,851	---	---	---	---	---	---	0.526	0.537	---
NORTHERN SAN JOAQUIN VALLEY	221,446,891	187,494,864	0.331	0.345	0.352	0.327	0.327	0.325	0.299	0.340
LOS ANGELES from KINGS/TULARE	75,687,870	59,973,143	0.845	0.864	0.891	0.828	0.881	0.913	0.938	0.972
LOS ANGELES from KERN CO.	65,376,377	129,840,490	0.652	0.681	0.695	0.678	0.699	0.704	0.710	0.737
RVER/SAN BERDO from TULARE CO	8,061,034	1,232,084	---	0.946	0.963	0.915	1.002	1.006	0.989	0.980
RIVERSIDE/SAN BERDO from KERN	19,505,027	6,849,490	---	0.801	0.821	0.710	0.810	0.843	0.838	0.800
SOLANO COUNTY										
LOCAL	---	3,958,570	---	---	---	---	---	---	0.296	0.460
NORTH BAY										
LOCAL	29,918,015	42,808,281	0.328	0.388	0.441	0.396	0.411	0.448	0.450	0.443
BAY AREA	19,687,845	18,892,278	0.369	0.398	0.421	0.400	0.392	0.396	0.396	0.493
NORTHERN SAN JOAQUIN VALLEY	8,152,993	7,925,367	0.544	0.600	0.616	0.623	0.611	0.682	0.683	0.702
HUMBOLDT COUNTY	---	673,446	---	---	---	---	---	---	---	1.047
SOUTH BAY										
LOCAL	---	---	0.412	0.440	0.462	0.426	0.572	---	---	---
NORTHERN SAN JOAQUIN VALLEY	793,894	975,243	---	---	---	---	---	0.602	0.542	0.612
SANTA BARBARA										
LOS ANGELES	698,720	594,304	1.010	1.160	1.010	0.757	1.243	1.070	1.020	1.310
BARSTOW										
LOCAL	936,515	886,136	---	---	0.484	0.472	0.496	0.500	0.498	0.515
RIVERSIDE & SAN BERNARDINO	826,601	3,719,028	0.466	0.470	0.484	0.480	0.515	0.528	0.502	0.540
LOS ANGELES	23,024,499	23,143,298	**	**	**	**	**	0.488	0.495	0.558
CHINO, CORONA & SAN BERDO										
LOCAL	105,534,544	91,769,081	0.256	0.272	0.289	0.282	0.301	0.308	0.309	0.327
LOS ANGELES	174,718,041	148,584,997	0.325	0.323	0.313	0.328	0.317	0.321	0.330	0.374
SAN JACINTO										
RIVERSIDE & SAN BERNARDINO	46,942,631	41,607,282	0.295	0.324	0.372	0.353	0.375	0.385	0.374	0.384
SAN DIEGO	---	2,209,162	0.400	0.400	0.367	0.372	0.400	---	---	0.357
LOS ANGELES	13,011,315	19,561,142	0.400	0.395	0.401	0.377	0.357	0.373	0.409	0.437
SAN DIEGO										
LOCAL	4,805,508	6,276,940	0.303	0.312	0.300	0.320	0.300	0.320	0.320	0.357
LOS ANGELES	2,995,575	3,073,560	---	---	**	**	**	0.320	0.320	0.357
TOTAL LBS. HAULED	2,796,829,984	2,851,630,128								

** Data not available