



4001 Lexington Avenue North  
Arden Hills, MN 55126

Mailing: P.O. Box 64101  
St. Paul, MN 55164-0101

651-481-2222 Phone  
www.landolakesinc.com

April 18, 2016

Mr. Donald Shippelhoue Branch Chief  
Dairy Marketing Branch  
California Department of Food and Agriculture  
1220 N Street  
Sacramento, California 95814

SENT BY FAX TO: Donald Shippelhoue, (916) 900-5341

Re: Hearing on April 11, 2016 to Consider Amendments to the Stabilization  
and Marketing Plans for Marketing Milk for the Northern and  
Southern California Marketing Areas

Dear Mr. Shippelhoue:

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

We would like to respond to the panel's question to Mr. Garbani regarding the percentage of Land O'Lakes milk volume related to the forty-four producer-members who left Land O'Lakes during the forty-three month period August 2012 thru February 2016. It's challenging to measure the percentage of total member milk volume directly attributable to these departures over five different calendar years.

We used 2012 as our base year, similar to how we measured the number of member departures. These patrons represented a fourteen percent decrease in Land O'Lakes' milk volume during the forty-three month period. 2012

Thank you again for the opportunity to file a brief and for your consideration of this effort to offer California's dairy producers some badly needed price relief. These issues are of critical importance to the member owners of Land O' Lakes.

Sincerely,

A handwritten signature in black ink, appearing to read "Tom Wegner", written over a horizontal line.

Tom Wegner  
Director of Governance and Leader Development

cc: Hyrum Eastman