

## Pennsylvania Milk Marketing Board SALES IN PMMB AREA 2 BY TYPE OF MILK

### PERCENTAGE OF CLASS I MILK SALES FOR ALL CLASS I DEALERS SELLING IN PMMB AREA 2 <sup>(1) (2)</sup>

Standard Milk	26.38
Flavored Milk	1.98
Egg Nog	0.49
Reduced Fat Flavored Milk	5.39
Nonfat Flavored Milk	3.35
Reduced Fat Milk	28.96
Low Fat Milk	16.91
Buttermilk	0.68
Nonfat Milk	<u>15.86</u>
	<u>100.0%</u>

### PERCENTAGE OF CLASS I MILK SALES FOR CROSS SECTION DEALERS SELLING IN PMMB AREA 2 <sup>(1) (2) (3)</sup>

Standard Milk	26.27
Flavored Milk	2.20
Egg Nog	0.62
Reduced Fat Flavored Milk	4.85
Nonfat Flavored Milk	3.86
Reduced Fat Milk	31.00
Low Fat Milk	16.05
Buttermilk	0.77
Nonfat Milk	<u>14.38</u>
	<u>100.0%</u>

<sup>(1)</sup> Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2012.

<sup>(2)</sup> Pounds of milk used in deriving percentages.

<sup>(3)</sup> H.P. Hood (Hatfield Location), Tuscan/Lehigh Dairies (Schuylkill Haven Location), Clover Farms Dairy, Turkey Hill Dairy and Swiss Premium Dairy. The cross section dealers contribute 73.0% of the total milk to this area.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY  
YEAR 2012 DATA**

<b>Cost Center</b>	<b>Weighted Costs</b>	<b>Weighted Points</b>	<b>Cost per Point</b>
<b>Receiving, Lab &amp; Field Work</b>	\$ 631,056	74,556,022	\$ 0.0085
<b>Standardization &amp; Pasteurization</b>	\$ 1,350,057	104,380,035	\$ 0.0129
<b>Bottling</b>	\$ 3,273,071	99,402,219	\$ 0.0329
<b>Cold Room</b>	\$ 3,302,767	104,638,996	\$ 0.0316
<b>Delivery</b>	\$ 6,586,041	78,501,607	\$ 0.0839
<b>Selling</b>	\$ 1,528,093	77,881,114	\$ 0.0196

**Total Cost per Point** **\$ 0.1894**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**CONTAINER COSTS  
YEAR 2012 UNITS (@ APRIL 2013 COSTS)**

A	B	C	D	E	F	G	H
				(C÷D)			(F x (1+G))
Container Size	Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to DEC-2013) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
Gallon - Plastic	Blow Molded	\$ 757,672	4,138,249	\$ 0.1831			
Gallon - Plastic	Purchased	\$ 856,314	4,575,393	\$ 0.1872			
<b>Gallon Combined</b>		\$ 1,613,986	8,713,642	\$ 0.1852	\$ 0.2013	1.60%	\$ 0.2045
1/2 Gallon - Plastic	Blow Molded	\$ -	-	#DIV/0!			
1/2 Gallon - Plastic	Purchased	\$ 985,577	6,968,984	\$ 0.1414			
1/2 Gallon - Paper	Purchased	\$ -	-	#DIV/0!			
<b>1/2 Gallon Combined</b>		\$ 985,577	6,968,984	\$ 0.1414	\$ 0.1502	1.22%	\$ 0.1520
Quart - Plastic	Purchased	\$ 213,969	1,733,264	\$ 0.1234			
Quart - Paper	Purchased	\$ 69,236	807,892	\$ 0.0857			
<b>Quart Combined</b>		\$ 283,205	2,541,156	\$ 0.1114	\$ 0.1230	1.57%	\$ 0.1249
Pint - Plastic	Purchased	\$ 140,724	1,687,864	\$ 0.0834			
Pint - Paper	Purchased	\$ 13,378	283,371	\$ 0.0472			
<b>Pint Combined</b>		\$ 154,102	1,971,235	\$ 0.0782	\$ 0.0830	1.62%	\$ 0.0843
12 Ounce	Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce	Purchased			\$ 0.0855	\$ 0.0855		\$ 0.0855
1/2 Pint - Plastic	Purchased	\$ 193,960	2,837,441	\$ 0.0684	\$ 0.0745	0.92%	\$ 0.0752
1/2 Pint - Paper	Purchased	\$ 787,736	29,718,902	\$ 0.0265	\$ 0.0254	0.85%	\$ 0.0256
4 Ounce	Purchased	\$ 84,389	3,253,770	\$ 0.0259	\$ 0.0259	1.53%	\$ 0.0263
Bulk Per Quart	Purchased	\$ 67,264	1,537,260	\$ 0.0438	\$ 0.0438	1.30%	\$ 0.0444

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER**  
**YEAR 2012 POUNDS (@ APRIL 2013 COSTS)**

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Cost per Pound</b>
Standard (Whole) Milk	\$ 684	40,991,892	\$ -
Reduced Fat (2%) Milk	\$ 22,362	33,729,039	\$ <b>0.0007</b>
Low Fat (1%) Milk	\$ 11,043	19,100,695	\$ <b>0.0006</b>
Non Fat (Skim) Milk	\$ 10,777	17,932,454	\$ <b>0.0006</b>
Flavored Milk	\$ 92,935	1,949,433	\$ <b>0.0477</b>
Flavored Reduced Fat Milk	\$ 20,041	502,942	\$ <b>0.0398</b>
Flavored NONFAT Milk	\$ 124,673	3,153,440	\$ <b>0.0395</b>
Buttermilk	\$ 1,169	35,843	\$ <b>0.0326</b>
Egg Nog	\$ 95,113	481,517	\$ <b>0.1975</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES  
YEAR 2012 DATA**

<b>Cost/(Revenue) Factor</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Cost per Pound</b>
<b>Shrinkage</b>	\$ 356,062		
<b>Bulk Milk (Profit)/Loss</b>	\$ (71,245)		
<b>Bulk Cream (Profit)/Loss</b>	\$ (614,232)		
<b>Total</b>	\$ (329,415)	137,491,484	\$ <b>(0.0024)</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**MILK COSTS BEFORE PACKAGING  
DECEMBER 2013 MILK COSTS**

	<b>Class I</b>
Skim Rate	\$ 20.60
Butterfat Rate	\$ 1.6515

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
<b>Class 1</b>											
Standard (Whole) Milk	40,991,892	1,338,299	3.2648%	39,653,593	\$ 2,210,201	\$ 8,168,640	\$ 10,378,841	\$ 0.2532	\$ -	\$ (0.0024)	\$ 0.2508
Reduced Fat (2%) Milk	33,729,039	659,283	1.9546%	33,069,756	\$ 1,088,806	\$ 6,812,370	\$ 7,901,176	\$ 0.2343	\$ 0.0007	\$ (0.0024)	\$ 0.2326
Low Fat (1%) Milk	19,100,695	183,859	0.9626%	18,916,836	\$ 303,643	\$ 3,896,868	\$ 4,200,511	\$ 0.2199	\$ 0.0006	\$ (0.0024)	\$ 0.2181
Non Fat (Skim) Milk	17,932,454	15,562	0.0868%	17,916,892	\$ 25,701	\$ 3,690,880	\$ 3,716,581	\$ 0.2073	\$ 0.0006	\$ (0.0024)	\$ 0.2055
Flavored Milk	1,949,433	65,009	3.3348%	1,884,424	\$ 107,362	\$ 388,191	\$ 495,553	\$ 0.2542	\$ 0.0477	\$ (0.0024)	\$ 0.2995
Flavored Reduced Fat Milk	502,942	4,909	0.9761%	498,033	\$ 8,107	\$ 102,595	\$ 110,702	\$ 0.2201	\$ 0.0398	\$ (0.0024)	\$ 0.2575
Flavored NONFAT Milk	3,153,440	2,190	0.0694%	3,151,250	\$ 3,617	\$ 649,158	\$ 652,775	\$ 0.2070	\$ 0.0395	\$ (0.0024)	\$ 0.2441
Buttermilk	35,843	564	1.5735%	35,279	\$ 931	\$ 7,267	\$ 8,198	\$ 0.2287	\$ 0.0326	\$ (0.0024)	\$ 0.2589
Egg Nog	481,517	33,202	6.8953%	448,315	\$ 54,833	\$ 92,353	\$ 147,186	\$ 0.3057	\$ 0.1975	\$ (0.0024)	\$ 0.5008

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**COST UPDATE ADJUSTMENT**

**2<sup>ND</sup> QUARTER COMPARISON (Year 2013 vs. Year 2012)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
2 <sup>ND</sup> QTR. EXPENSES		2 <sup>ND</sup> QTR. POINTS		2 <sup>ND</sup> QTR. COST/POINT		INCREASE (DECREASE)
2013	2012	2013	2012	2013	2012	

<b>WEIGHTED LABOR COSTS</b>	\$ 2,530,525	\$ 2,586,145	24,078,318	25,060,290	\$ 0.1051	\$ 0.1032	\$ 0.0019
<b>WEIGHTED UTILITY COSTS</b>	\$ 203,405	\$ 169,856	24,078,318	25,060,290	\$ 0.0084	\$ 0.0068	\$ 0.0016
<b>WEIGHTED INSURANCE COSTS</b>	\$ 16,059	\$ 16,263	24,078,318	25,060,290	\$ 0.0007	\$ 0.0006	\$ 0.0001

**COST UPDATE ADJUSTMENT per BOTTLING POINT**

**\$ 0.0036**

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

**Diesel Fuel Costs Adjustment**

**Update of Diesel Fuel Costs from Year 2012 to OCTOBER 2013**

1. Weighted Diesel Fuel Costs - YEAR 2012	\$	852,286
2. Average On-Highway Diesel Price per Gallon - YEAR 2012 <sup>(1)</sup>	\$	4.100
3. On-Highway Diesel Price per Gallon - OCTOBER 2013 <sup>(1)</sup>	\$	3.961
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		-3.39%
5. Presumed Diesel Fuel Costs - OCTOBER 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>823,391</u>
6. Change in Diesel Fuel Costs from YEAR 2012 to OCTOBER 2013 (Line 5 - Line 1)	\$	(28,895)
7. Weighted Delivery Points - YEAR 2012		<u>78,501,607</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>(0.0004)</u></b>

## Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.  
web address = [http://tonto.eia.doe.gov/oog/info/wohdp/diesel\\_detail\\_report\\_combined.asp](http://tonto.eia.doe.gov/oog/info/wohdp/diesel_detail_report_combined.asp)



# PENNSYLVANIA MILK MARKETING BOARD

## MILK MARKETING AREA 2

### Heating Fuel Costs Adjustment

#### Update of Heating Fuel Costs from Year 2012 to AUGUST 2013

1. Weighted Heating Fuel Costs - YEAR 2012	\$	113,516
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2012 <sup>(1)</sup>	\$	8.75
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2013 <sup>(1)</sup>	\$	9.53
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		8.91%
5. Presumed Heating Fuel Costs - AUGUST 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>123,630</u>
6. Change in Heating Fuel Costs from YEAR 2012 to AUGUST 2013 (Line 5 - Line 1)	\$	10,114
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2012		<u>104,380,035</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>0.0001</u></b>

## Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.  
web address = <http://tonto.eia.doe.gov/dnav/ng/hist/n3035pa3m.htm>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2013 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 2.1569	\$ 0.2045	\$ 0.0256	\$ (0.0794)	\$ 0.7576	\$ 3.0652	\$ 0.1112	\$ 3.1764	\$ (0.3088)	\$ 0.8324	\$ 3.7000	\$ 3.7164	\$ (0.0164)
	1/2 Gallon	\$ 1.0784	\$ 0.1520	\$ 0.0128	\$ (0.0314)	\$ 0.3788	\$ 1.5906	\$ 0.0577	\$ 1.6483	\$ (0.1544)	\$ 0.4162	\$ 1.9101	\$ 1.9211	\$ (0.0110)
	Quart	<b>\$ 0.5392</b>	<b>\$ 0.1249</b>	<b>\$ 0.0064</b>	<b>\$ 0.0176</b>	<b>\$ 0.1894</b>	<b>\$ 0.8775</b>	<b>\$ 0.0318</b>	<b>\$ 0.9093</b>	<b>\$ (0.0772)</b>	<b>\$ 0.2081</b>	<b>\$ 1.0402</b>	<b>\$ 1.0429</b>	<b>\$ (0.0027)</b>
	Pint	\$ 0.2696	\$ 0.0843	\$ 0.0032	\$ 0.0363	\$ 0.0947	\$ 0.4881	\$ 0.0177	\$ 0.5058	\$ (0.0386)	\$ 0.1041	\$ 0.5713	\$ 0.5734	\$ (0.0021)
	12 Ounce	\$ 0.2022	\$ 0.0630	\$ 0.0024	\$ 0.0323	\$ 0.0710	\$ 0.3709	\$ 0.0135	\$ 0.3844	\$ (0.0290)	\$ 0.0780	\$ 0.4334	\$ 0.4364	\$ (0.0030)
	10 Ounce	\$ 0.1685	\$ 0.0855	\$ 0.0020	\$ 0.0311	\$ 0.0592	\$ 0.3463	\$ 0.0126	\$ 0.3589	\$ (0.0241)	\$ 0.0650	\$ 0.3998	\$ 0.4022	\$ (0.0024)
	1/2 Pint	\$ 0.1348	\$ 0.0256	\$ 0.0016	\$ 0.0233	\$ 0.0474	\$ 0.2327	\$ 0.0084	\$ 0.2411	\$ (0.0193)	\$ 0.0520	\$ 0.2738	\$ 0.2759	\$ (0.0021)
	4 Ounce	\$ 0.0674	\$ 0.0263	\$ 0.0008	\$ 0.0398	\$ 0.0237	\$ 0.1580	\$ 0.0057	\$ 0.1637	\$ (0.0097)	\$ 0.0260	\$ 0.1800	\$ 0.1784	\$ 0.0016
	Bulk per Quart	\$ 0.5392	\$ 0.0444	\$ 0.0064	\$ 0.0255	\$ 0.1894	\$ 0.8049	\$ 0.0292	\$ 0.8341	\$ (0.0772)	\$ 0.2081	\$ 0.9650	\$ 0.9710	\$ (0.0060)
REDUCED FAT (2%) MILK	Gallon	\$ 2.0050	\$ 0.2045	\$ 0.0256	\$ (0.0794)	\$ 0.7576	\$ 2.9133	\$ 0.1057	\$ 3.0190	\$ (0.3088)	\$ 0.8324	\$ 3.5426	\$ 3.5573	\$ (0.0147)
	1/2 Gallon	\$ 1.0025	\$ 0.1520	\$ 0.0128	\$ (0.0314)	\$ 0.3788	\$ 1.5147	\$ 0.0549	\$ 1.5696	\$ (0.1544)	\$ 0.4162	\$ 1.8314	\$ 1.8415	\$ (0.0101)
	Quart	\$ 0.5013	\$ 0.1249	\$ 0.0064	\$ 0.0176	\$ 0.1894	\$ 0.8396	\$ 0.0305	\$ 0.8701	\$ (0.0772)	\$ 0.2081	\$ 1.0010	\$ 1.0031	\$ (0.0021)
	Pint	\$ 0.2506	\$ 0.0843	\$ 0.0032	\$ 0.0363	\$ 0.0947	\$ 0.4691	\$ 0.0170	\$ 0.4861	\$ (0.0386)	\$ 0.1041	\$ 0.5516	\$ 0.5536	\$ (0.0020)
	12 Ounce	\$ 0.1880	\$ 0.0630	\$ 0.0024	\$ 0.0323	\$ 0.0710	\$ 0.3567	\$ 0.0129	\$ 0.3696	\$ (0.0290)	\$ 0.0780	\$ 0.4186	\$ 0.4214	\$ (0.0028)
	10 Ounce	\$ 0.1566	\$ 0.0855	\$ 0.0020	\$ 0.0311	\$ 0.0592	\$ 0.3344	\$ 0.0121	\$ 0.3465	\$ (0.0241)	\$ 0.0650	\$ 0.3874	\$ 0.3898	\$ (0.0024)
	1/2 Pint	\$ 0.1253	\$ 0.0256	\$ 0.0016	\$ 0.0233	\$ 0.0474	\$ 0.2232	\$ 0.0081	\$ 0.2313	\$ (0.0193)	\$ 0.0520	\$ 0.2640	\$ 0.2660	\$ (0.0020)
	4 Ounce	\$ 0.0627	\$ 0.0263	\$ 0.0008	\$ 0.0398	\$ 0.0237	\$ 0.1533	\$ 0.0056	\$ 0.1589	\$ (0.0097)	\$ 0.0260	\$ 0.1752	\$ 0.1734	\$ 0.0018
	Bulk per Quart	\$ 0.5013	\$ 0.0444	\$ 0.0064	\$ 0.0255	\$ 0.1894	\$ 0.7670	\$ 0.0278	\$ 0.7948	\$ (0.0772)	\$ 0.2081	\$ 0.9257	\$ 0.9312	\$ (0.0055)
LOW FAT (1%) MILK	Gallon	\$ 1.8800	\$ 0.2045	\$ 0.0256	\$ (0.0794)	\$ 0.7576	\$ 2.7883	\$ 0.1011	\$ 2.8894	\$ (0.3088)	\$ 0.8324	\$ 3.4130	\$ 3.4287	\$ (0.0157)
	1/2 Gallon	\$ 0.9400	\$ 0.1520	\$ 0.0128	\$ (0.0314)	\$ 0.3788	\$ 1.4522	\$ 0.0527	\$ 1.5049	\$ (0.1544)	\$ 0.4162	\$ 1.7667	\$ 1.7771	\$ (0.0104)
	Quart	\$ 0.4700	\$ 0.1249	\$ 0.0064	\$ 0.0176	\$ 0.1894	\$ 0.8083	\$ 0.0293	\$ 0.8376	\$ (0.0772)	\$ 0.2081	\$ 0.9685	\$ 0.9710	\$ (0.0025)
	Pint	\$ 0.2350	\$ 0.0843	\$ 0.0032	\$ 0.0363	\$ 0.0947	\$ 0.4535	\$ 0.0164	\$ 0.4699	\$ (0.0386)	\$ 0.1041	\$ 0.5354	\$ 0.5374	\$ (0.0020)
	12 Ounce	\$ 0.1763	\$ 0.0630	\$ 0.0024	\$ 0.0323	\$ 0.0710	\$ 0.3450	\$ 0.0125	\$ 0.3575	\$ (0.0290)	\$ 0.0780	\$ 0.4065	\$ 0.4093	\$ (0.0028)
	10 Ounce	\$ 0.1469	\$ 0.0855	\$ 0.0020	\$ 0.0311	\$ 0.0592	\$ 0.3247	\$ 0.0118	\$ 0.3365	\$ (0.0241)	\$ 0.0650	\$ 0.3774	\$ 0.3798	\$ (0.0024)
	1/2 Pint	\$ 0.1175	\$ 0.0256	\$ 0.0016	\$ 0.0233	\$ 0.0474	\$ 0.2154	\$ 0.0078	\$ 0.2232	\$ (0.0193)	\$ 0.0520	\$ 0.2559	\$ 0.2579	\$ (0.0020)
	4 Ounce	\$ 0.0588	\$ 0.0263	\$ 0.0008	\$ 0.0398	\$ 0.0237	\$ 0.1494	\$ 0.0054	\$ 0.1548	\$ (0.0097)	\$ 0.0260	\$ 0.1711	\$ 0.1694	\$ 0.0017
	Bulk per Quart	\$ 0.4700	\$ 0.0444	\$ 0.0064	\$ 0.0255	\$ 0.1894	\$ 0.7357	\$ 0.0267	\$ 0.7624	\$ (0.0772)	\$ 0.2081	\$ 0.8933	\$ 0.8991	\$ (0.0058)
NON FAT (SKIM) MILK	Gallon	\$ 1.7735	\$ 0.2045	\$ 0.0256	\$ (0.0794)	\$ 0.7576	\$ 2.6818	\$ 0.0973	\$ 2.7791	\$ (0.3088)	\$ 0.8324	\$ 3.3027	\$ 3.3182	\$ (0.0155)
	1/2 Gallon	\$ 0.8867	\$ 0.1520	\$ 0.0128	\$ (0.0314)	\$ 0.3788	\$ 1.3989	\$ 0.0507	\$ 1.4496	\$ (0.1544)	\$ 0.4162	\$ 1.7114	\$ 1.7220	\$ (0.0106)
	Quart	\$ 0.4434	\$ 0.1249	\$ 0.0064	\$ 0.0176	\$ 0.1894	\$ 0.7817	\$ 0.0284	\$ 0.8101	\$ (0.0772)	\$ 0.2081	\$ 0.9410	\$ 0.9433	\$ (0.0023)
	Pint	\$ 0.2217	\$ 0.0843	\$ 0.0032	\$ 0.0363	\$ 0.0947	\$ 0.4402	\$ 0.0160	\$ 0.4562	\$ (0.0386)	\$ 0.1041	\$ 0.5217	\$ 0.5236	\$ (0.0019)
	12 Ounce	\$ 0.1663	\$ 0.0630	\$ 0.0024	\$ 0.0323	\$ 0.0710	\$ 0.3350	\$ 0.0122	\$ 0.3472	\$ (0.0290)	\$ 0.0780	\$ 0.3962	\$ 0.3989	\$ (0.0027)
	10 Ounce	\$ 0.1386	\$ 0.0855	\$ 0.0020	\$ 0.0311	\$ 0.0592	\$ 0.3164	\$ 0.0115	\$ 0.3279	\$ (0.0241)	\$ 0.0650	\$ 0.3688	\$ 0.3712	\$ (0.0024)
	1/2 Pint	\$ 0.1108	\$ 0.0256	\$ 0.0016	\$ 0.0233	\$ 0.0474	\$ 0.2087	\$ 0.0076	\$ 0.2163	\$ (0.0193)	\$ 0.0520	\$ 0.2490	\$ 0.2510	\$ (0.0020)
	4 Ounce	\$ 0.0554	\$ 0.0263	\$ 0.0008	\$ 0.0398	\$ 0.0237	\$ 0.1460	\$ 0.0053	\$ 0.1513	\$ (0.0097)	\$ 0.0260	\$ 0.1676	\$ 0.1659	\$ 0.0017
	Bulk per Quart	\$ 0.4434	\$ 0.0444	\$ 0.0064	\$ 0.0255	\$ 0.1894	\$ 0.7091	\$ 0.0257	\$ 0.7348	\$ (0.0772)	\$ 0.2081	\$ 0.8657	\$ 0.8714	\$ (0.0057)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0031 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2013 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
<b>FLAVORED MILK</b>	Gallon	\$ 2.3960	\$ 0.2045	\$ 0.0256	\$ (0.0794)	\$ 0.7576	\$ 3.3043	\$ 0.1198	\$ 3.4241	\$ (0.3088)	\$ 0.8324	\$ 3.9477	\$ 3.9788	\$ (0.0311)
	1/2 Gallon	\$ 1.1980	\$ 0.1520	\$ 0.0128	\$ (0.0314)	\$ 0.3788	\$ 1.7102	\$ 0.0620	\$ 1.7722	\$ (0.1544)	\$ 0.4162	\$ 2.0340	\$ 2.0523	\$ (0.0183)
	Quart	\$ 0.5990	\$ 0.1249	\$ 0.0064	\$ 0.0176	\$ 0.1894	\$ 0.9373	\$ 0.0340	\$ 0.9713	\$ (0.0772)	\$ 0.2081	\$ 1.1022	\$ 1.1085	\$ (0.0063)
	Pint	\$ 0.2995	\$ 0.0843	\$ 0.0032	\$ 0.0363	\$ 0.0947	\$ 0.5180	\$ 0.0188	\$ 0.5368	\$ (0.0386)	\$ 0.1041	\$ 0.6023	\$ 0.6062	\$ (0.0039)
	12 Ounce	\$ 0.2246	\$ 0.0630	\$ 0.0024	\$ 0.0323	\$ 0.0710	\$ 0.3933	\$ 0.0143	\$ 0.4076	\$ (0.0290)	\$ 0.0780	\$ 0.4566	\$ 0.4609	\$ (0.0043)
	10 Ounce	\$ 0.1872	\$ 0.0855	\$ 0.0020	\$ 0.0311	\$ 0.0592	\$ 0.3650	\$ 0.0132	\$ 0.3782	\$ (0.0241)	\$ 0.0650	\$ 0.4191	\$ 0.4228	\$ (0.0037)
	1/2 Pint	\$ 0.1498	\$ 0.0256	\$ 0.0016	\$ 0.0233	\$ 0.0474	\$ 0.2477	\$ 0.0090	\$ 0.2567	\$ (0.0193)	\$ 0.0520	\$ 0.2894	\$ 0.2923	\$ (0.0029)
	4 Ounce	\$ 0.0749	\$ 0.0263	\$ 0.0008	\$ 0.0398	\$ 0.0237	\$ 0.1655	\$ 0.0060	\$ 0.1715	\$ (0.0097)	\$ 0.0260	\$ 0.1878	\$ 0.1866	\$ 0.0012
	Bulk per Quart	\$ 0.5990	\$ 0.0444	\$ 0.0064	\$ 0.0255	\$ 0.1894	\$ 0.8647	\$ 0.0314	\$ 0.8961	\$ (0.0772)	\$ 0.2081	\$ 1.0270	\$ 1.0366	\$ (0.0096)
<b>FLAVORED REDUCED-FAT MILK</b>	Gallon	\$ 2.0600	\$ 0.2045	\$ 0.0256	\$ (0.0794)	\$ 0.7576	\$ 2.9683	\$ 0.1077	\$ 3.0760	\$ (0.3088)	\$ 0.8324	\$ 3.5996	\$ 3.5859	\$ 0.0137
	1/2 Gallon	\$ 1.0300	\$ 0.1520	\$ 0.0128	\$ (0.0314)	\$ 0.3788	\$ 1.5422	\$ 0.0559	\$ 1.5981	\$ (0.1544)	\$ 0.4162	\$ 1.8599	\$ 1.8558	\$ 0.0041
	Quart	\$ 0.5150	\$ 0.1249	\$ 0.0064	\$ 0.0176	\$ 0.1894	\$ 0.8533	\$ 0.0309	\$ 0.8842	\$ (0.0772)	\$ 0.2081	\$ 1.0151	\$ 1.0103	\$ 0.0048
	Pint	\$ 0.2575	\$ 0.0843	\$ 0.0032	\$ 0.0363	\$ 0.0947	\$ 0.4760	\$ 0.0173	\$ 0.4933	\$ (0.0386)	\$ 0.1041	\$ 0.5588	\$ 0.5571	\$ 0.0017
	12 Ounce	\$ 0.1931	\$ 0.0630	\$ 0.0024	\$ 0.0323	\$ 0.0710	\$ 0.3618	\$ 0.0131	\$ 0.3749	\$ (0.0290)	\$ 0.0780	\$ 0.4239	\$ 0.4241	\$ (0.0002)
	10 Ounce	\$ 0.1609	\$ 0.0855	\$ 0.0020	\$ 0.0311	\$ 0.0592	\$ 0.3387	\$ 0.0123	\$ 0.3510	\$ (0.0241)	\$ 0.0650	\$ 0.3919	\$ 0.3921	\$ (0.0002)
	1/2 Pint	\$ 0.1288	\$ 0.0256	\$ 0.0016	\$ 0.0233	\$ 0.0474	\$ 0.2267	\$ 0.0082	\$ 0.2349	\$ (0.0193)	\$ 0.0520	\$ 0.2676	\$ 0.2677	\$ (0.0001)
	4 Ounce	\$ 0.0644	\$ 0.0263	\$ 0.0008	\$ 0.0398	\$ 0.0237	\$ 0.1550	\$ 0.0056	\$ 0.1606	\$ (0.0097)	\$ 0.0260	\$ 0.1769	\$ 0.1743	\$ 0.0026
	Bulk per Quart	\$ 0.5150	\$ 0.0444	\$ 0.0064	\$ 0.0255	\$ 0.1894	\$ 0.7807	\$ 0.0283	\$ 0.8090	\$ (0.0772)	\$ 0.2081	\$ 0.9399	\$ 0.9384	\$ 0.0015
<b>FLAVORED NONFAT MILK</b>	Gallon	\$ 1.9528	\$ 0.2045	\$ 0.0256	\$ (0.0794)	\$ 0.7576	\$ 2.8611	\$ 0.1038	\$ 2.9649	\$ (0.3088)	\$ 0.8324	\$ 3.4885	\$ 3.5146	\$ (0.0261)
	1/2 Gallon	\$ 0.9764	\$ 0.1520	\$ 0.0128	\$ (0.0314)	\$ 0.3788	\$ 1.4886	\$ 0.0540	\$ 1.5426	\$ (0.1544)	\$ 0.4162	\$ 1.8044	\$ 1.8201	\$ (0.0157)
	Quart	\$ 0.4882	\$ 0.1249	\$ 0.0064	\$ 0.0176	\$ 0.1894	\$ 0.8265	\$ 0.0300	\$ 0.8565	\$ (0.0772)	\$ 0.2081	\$ 0.9874	\$ 0.9925	\$ (0.0051)
	Pint	\$ 0.2441	\$ 0.0843	\$ 0.0032	\$ 0.0363	\$ 0.0947	\$ 0.4626	\$ 0.0168	\$ 0.4794	\$ (0.0386)	\$ 0.1041	\$ 0.5449	\$ 0.5482	\$ (0.0033)
	12 Ounce	\$ 0.1831	\$ 0.0630	\$ 0.0024	\$ 0.0323	\$ 0.0710	\$ 0.3518	\$ 0.0128	\$ 0.3646	\$ (0.0290)	\$ 0.0780	\$ 0.4136	\$ 0.4174	\$ (0.0038)
	10 Ounce	\$ 0.1526	\$ 0.0855	\$ 0.0020	\$ 0.0311	\$ 0.0592	\$ 0.3304	\$ 0.0120	\$ 0.3424	\$ (0.0241)	\$ 0.0650	\$ 0.3833	\$ 0.3865	\$ (0.0032)
	1/2 Pint	\$ 0.1221	\$ 0.0256	\$ 0.0016	\$ 0.0233	\$ 0.0474	\$ 0.2200	\$ 0.0080	\$ 0.2280	\$ (0.0193)	\$ 0.0520	\$ 0.2607	\$ 0.2633	\$ (0.0026)
	4 Ounce	\$ 0.0610	\$ 0.0263	\$ 0.0008	\$ 0.0398	\$ 0.0237	\$ 0.1516	\$ 0.0055	\$ 0.1571	\$ (0.0097)	\$ 0.0260	\$ 0.1734	\$ 0.1721	\$ 0.0013
	Bulk per Quart	\$ 0.4882	\$ 0.0444	\$ 0.0064	\$ 0.0255	\$ 0.1894	\$ 0.7539	\$ 0.0273	\$ 0.7812	\$ (0.0772)	\$ 0.2081	\$ 0.9121	\$ 0.9205	\$ (0.0084)
<b>BUTTERMILK</b>	Gallon	\$ 2.2317	\$ 0.2045	\$ 0.0256	\$ (0.0794)	\$ 0.7576	\$ 3.1400	\$ 0.1139	\$ 3.2539	\$ (0.3088)	\$ 0.8324	\$ 3.7775	\$ 3.7931	\$ (0.0156)
	1/2 Gallon	\$ 1.1159	\$ 0.1520	\$ 0.0128	\$ (0.0314)	\$ 0.3788	\$ 1.6281	\$ 0.0591	\$ 1.6872	\$ (0.1544)	\$ 0.4162	\$ 1.9490	\$ 1.9594	\$ (0.0104)
	Quart	\$ 0.5579	\$ 0.1249	\$ 0.0064	\$ 0.0176	\$ 0.1894	\$ 0.8962	\$ 0.0325	\$ 0.9287	\$ (0.0772)	\$ 0.2081	\$ 1.0596	\$ 1.0621	\$ (0.0025)
	Pint	\$ 0.2790	\$ 0.0843	\$ 0.0032	\$ 0.0363	\$ 0.0947	\$ 0.4975	\$ 0.0180	\$ 0.5155	\$ (0.0386)	\$ 0.1041	\$ 0.5810	\$ 0.5830	\$ (0.0020)
	12 Ounce	\$ 0.2092	\$ 0.0630	\$ 0.0024	\$ 0.0323	\$ 0.0710	\$ 0.3779	\$ 0.0137	\$ 0.3916	\$ (0.0290)	\$ 0.0780	\$ 0.4406	\$ 0.4435	\$ (0.0029)
	10 Ounce	\$ 0.1744	\$ 0.0855	\$ 0.0020	\$ 0.0311	\$ 0.0592	\$ 0.3522	\$ 0.0128	\$ 0.3650	\$ (0.0241)	\$ 0.0650	\$ 0.4059	\$ 0.4083	\$ (0.0024)
	1/2 Pint	\$ 0.1395	\$ 0.0256	\$ 0.0016	\$ 0.0233	\$ 0.0474	\$ 0.2374	\$ 0.0086	\$ 0.2460	\$ (0.0193)	\$ 0.0520	\$ 0.2787	\$ 0.2807	\$ (0.0020)
	4 Ounce	\$ 0.0697	\$ 0.0263	\$ 0.0008	\$ 0.0398	\$ 0.0237	\$ 0.1603	\$ 0.0058	\$ 0.1661	\$ (0.0097)	\$ 0.0260	\$ 0.1824	\$ 0.1808	\$ 0.0016
	Bulk per Quart	\$ 0.5579	\$ 0.0444	\$ 0.0064	\$ 0.0255	\$ 0.1894	\$ 0.8236	\$ 0.0299	\$ 0.8535	\$ (0.0772)	\$ 0.2081	\$ 0.9844	\$ 0.9902	\$ (0.0058)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0031 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2013 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>Gallon</b>	\$ 4.0064	\$ 0.2045	\$ 0.0256	\$ (0.0794)	\$ 0.7576	\$ 4.9147	\$ 0.1783	\$ 5.0930	\$ (0.3088)	\$ 0.8324	\$ 5.6166	\$ 5.6195	\$ (0.0029)
	<b>1/2 Gallon</b>	\$ 2.0032	\$ 0.1520	\$ 0.0128	\$ (0.0314)	\$ 0.3788	\$ 2.5154	\$ 0.0912	\$ 2.6066	\$ (0.1544)	\$ 0.4162	\$ 2.8684	\$ 2.8726	\$ (0.0042)
	<b>Quart</b>	\$ 1.0016	\$ 0.1249	\$ 0.0064	\$ 0.0176	\$ 0.1894	\$ 1.3399	\$ 0.0486	\$ 1.3885	\$ (0.0772)	\$ 0.2081	\$ 1.5194	\$ 1.5187	\$ 0.0007
	<b>Pint</b>	\$ 0.5008	\$ 0.0843	\$ 0.0032	\$ 0.0363	\$ 0.0947	\$ 0.7193	\$ 0.0261	\$ 0.7454	\$ (0.0386)	\$ 0.1041	\$ 0.8109	\$ 0.8113	\$ (0.0004)
	<b>12 Ounce</b>	\$ 0.3756	\$ 0.0630	\$ 0.0024	\$ 0.0323	\$ 0.0710	\$ 0.5443	\$ 0.0197	\$ 0.5640	\$ (0.0290)	\$ 0.0780	\$ 0.6130	\$ 0.6147	\$ (0.0017)
	<b>10 Ounce</b>	\$ 0.3130	\$ 0.0855	\$ 0.0020	\$ 0.0311	\$ 0.0592	\$ 0.4908	\$ 0.0178	\$ 0.5086	\$ (0.0241)	\$ 0.0650	\$ 0.5495	\$ 0.5510	\$ (0.0015)
	<b>1/2 Pint</b>	\$ 0.2504	\$ 0.0256	\$ 0.0016	\$ 0.0233	\$ 0.0474	\$ 0.3483	\$ 0.0126	\$ 0.3609	\$ (0.0193)	\$ 0.0520	\$ 0.3936	\$ 0.3949	\$ (0.0013)
	<b>4 Ounce</b>	\$ 0.1252	\$ 0.0263	\$ 0.0008	\$ 0.0398	\$ 0.0237	\$ 0.2158	\$ 0.0078	\$ 0.2236	\$ (0.0097)	\$ 0.0260	\$ 0.2399	\$ 0.2379	\$ 0.0020
	<b>Bulk per Quart</b>	\$ 1.0016	\$ 0.0444	\$ 0.0064	\$ 0.0255	\$ 0.1894	\$ 1.2673	\$ 0.0460	\$ 1.3133	\$ (0.0772)	\$ 0.2081	\$ 1.4442	\$ 1.4468	\$ (0.0026)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0031 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
DECEMBER 2013 PRICES**

		A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1494	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 3.7000	\$ (0.4995)	\$ 0.5976	\$ 0.1054	\$ 3.90	\$ 3.92	\$ (0.02)
	1/2 Gallon	\$ 1.9101	\$ (0.2579)	\$ 0.2988	\$ 0.0541	\$ 2.01	\$ 2.02	\$ (0.01)
	Quart	<b>\$ 1.0402</b>	<b>\$ (0.1404)</b>	<b>\$ 0.1494</b>	<b>\$ 0.0291</b>	<b>\$ 1.08</b>	<b>\$ 1.08</b>	<b>\$ -</b>
	Pint	\$ 0.5713	\$ (0.0771)	\$ 0.0747	\$ 0.0158	\$ 0.58	\$ 0.59	\$ (0.01)
	12 Ounce	\$ 0.4334	\$ (0.0585)	\$ 0.0560	\$ 0.0120	\$ 0.44	\$ 0.45	\$ (0.01)
	10 Ounce	\$ 0.3998	\$ (0.0540)	\$ 0.0467	\$ 0.0109	\$ 0.40	\$ 0.41	\$ (0.01)
	1/2 Pint	\$ 0.2738	\$ (0.0370)	\$ 0.0374	\$ 0.0076	\$ 0.28	\$ 0.28	\$ -
	4 Ounce	\$ 0.1800	\$ (0.0243)	\$ 0.0187	\$ 0.0048	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 0.9650	\$ (0.1303)	\$ 0.1494	\$ 0.0273	\$ 1.01	\$ 1.02	\$ (0.01)
REDUCED FAT (2%) MILK	Gallon	\$ 3.5426	\$ (0.4783)	\$ 0.5976	\$ 0.1016	\$ 3.76	\$ 3.78	\$ (0.02)
	1/2 Gallon	\$ 1.8314	\$ (0.2472)	\$ 0.2988	\$ 0.0523	\$ 1.94	\$ 1.94	\$ -
	Quart	\$ 1.0010	\$ (0.1351)	\$ 0.1494	\$ 0.0282	\$ 1.04	\$ 1.05	\$ (0.01)
	Pint	\$ 0.5516	\$ (0.0745)	\$ 0.0747	\$ 0.0153	\$ 0.57	\$ 0.57	\$ -
	12 Ounce	\$ 0.4186	\$ (0.0565)	\$ 0.0560	\$ 0.0116	\$ 0.43	\$ 0.43	\$ -
	10 Ounce	\$ 0.3874	\$ (0.0523)	\$ 0.0467	\$ 0.0106	\$ 0.39	\$ 0.39	\$ -
	1/2 Pint	\$ 0.2640	\$ (0.0356)	\$ 0.0374	\$ 0.0074	\$ 0.27	\$ 0.27	\$ -
	4 Ounce	\$ 0.1752	\$ (0.0237)	\$ 0.0187	\$ 0.0047	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 0.9257	\$ (0.1250)	\$ 0.1494	\$ 0.0264	\$ 0.98	\$ 0.98	\$ -
LOW FAT (1%) MILK	Gallon	\$ 3.4130	\$ (0.4608)	\$ 0.5976	\$ 0.0985	\$ 3.65	\$ 3.66	\$ (0.01)
	1/2 Gallon	\$ 1.7667	\$ (0.2385)	\$ 0.2988	\$ 0.0507	\$ 1.88	\$ 1.89	\$ (0.01)
	Quart	\$ 0.9685	\$ (0.1307)	\$ 0.1494	\$ 0.0274	\$ 1.01	\$ 1.02	\$ (0.01)
	Pint	\$ 0.5354	\$ (0.0723)	\$ 0.0747	\$ 0.0149	\$ 0.55	\$ 0.55	\$ -
	12 Ounce	\$ 0.4065	\$ (0.0549)	\$ 0.0560	\$ 0.0113	\$ 0.42	\$ 0.42	\$ -
	10 Ounce	\$ 0.3774	\$ (0.0509)	\$ 0.0467	\$ 0.0104	\$ 0.38	\$ 0.39	\$ (0.01)
	1/2 Pint	\$ 0.2559	\$ (0.0345)	\$ 0.0374	\$ 0.0072	\$ 0.27	\$ 0.27	\$ -
	4 Ounce	\$ 0.1711	\$ (0.0231)	\$ 0.0187	\$ 0.0046	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 0.8933	\$ (0.1206)	\$ 0.1494	\$ 0.0256	\$ 0.95	\$ 0.95	\$ -
NON FAT (SKIM) MILK	Gallon	\$ 3.3027	\$ (0.4459)	\$ 0.5976	\$ 0.0959	\$ 3.55	\$ 3.56	\$ (0.01)
	1/2 Gallon	\$ 1.7114	\$ (0.2310)	\$ 0.2988	\$ 0.0494	\$ 1.83	\$ 1.84	\$ (0.01)
	Quart	\$ 0.9410	\$ (0.1270)	\$ 0.1494	\$ 0.0267	\$ 0.99	\$ 0.99	\$ -
	Pint	\$ 0.5217	\$ (0.0704)	\$ 0.0747	\$ 0.0146	\$ 0.54	\$ 0.54	\$ -
	12 Ounce	\$ 0.3962	\$ (0.0535)	\$ 0.0560	\$ 0.0111	\$ 0.41	\$ 0.41	\$ -
	10 Ounce	\$ 0.3688	\$ (0.0498)	\$ 0.0467	\$ 0.0101	\$ 0.38	\$ 0.38	\$ -
	1/2 Pint	\$ 0.2490	\$ (0.0336)	\$ 0.0374	\$ 0.0070	\$ 0.26	\$ 0.26	\$ -
	4 Ounce	\$ 0.1676	\$ (0.0226)	\$ 0.0187	\$ 0.0045	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 0.8657	\$ (0.1169)	\$ 0.1494	\$ 0.0249	\$ 0.92	\$ 0.93	\$ (0.01)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
DECEMBER 2013 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1494	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>FLAVORED MILK</b>	Gallon	\$ 3.9477	\$ (0.5329)	\$ 0.5976	\$ 0.1113	\$ 4.12	\$ 4.15	\$ (0.03)
	1/2 Gallon	\$ 2.0340	\$ (0.2746)	\$ 0.2988	\$ 0.0571	\$ 2.12	\$ 2.13	\$ (0.01)
	Quart	\$ 1.1022	\$ (0.1488)	\$ 0.1494	\$ 0.0306	\$ 1.13	\$ 1.14	\$ (0.01)
	Pint	\$ 0.6023	\$ (0.0813)	\$ 0.0747	\$ 0.0165	\$ 0.61	\$ 0.62	\$ (0.01)
	12 Ounce	\$ 0.4566	\$ (0.0616)	\$ 0.0560	\$ 0.0125	\$ 0.46	\$ 0.47	\$ (0.01)
	10 Ounce	\$ 0.4191	\$ (0.0566)	\$ 0.0467	\$ 0.0114	\$ 0.42	\$ 0.43	\$ (0.01)
	1/2 Pint	\$ 0.2894	\$ (0.0391)	\$ 0.0374	\$ 0.0080	\$ 0.30	\$ 0.30	\$ -
	4 Ounce	\$ 0.1878	\$ (0.0254)	\$ 0.0187	\$ 0.0050	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.0270	\$ (0.1386)	\$ 0.1494	\$ 0.0288	\$ 1.07	\$ 1.08	\$ (0.01)
<b>FLAVORED REDUCED FAT MILK</b>	Gallon	\$ 3.5996	\$ (0.4859)	\$ 0.5976	\$ 0.1030	\$ 3.81	\$ 3.80	\$ 0.01
	1/2 Gallon	\$ 1.8599	\$ (0.2511)	\$ 0.2988	\$ 0.0529	\$ 1.96	\$ 1.96	\$ -
	Quart	\$ 1.0151	\$ (0.1370)	\$ 0.1494	\$ 0.0285	\$ 1.06	\$ 1.05	\$ 0.01
	Pint	\$ 0.5588	\$ (0.0754)	\$ 0.0747	\$ 0.0155	\$ 0.57	\$ 0.57	\$ -
	12 Ounce	\$ 0.4239	\$ (0.0572)	\$ 0.0560	\$ 0.0117	\$ 0.43	\$ 0.43	\$ -
	10 Ounce	\$ 0.3919	\$ (0.0529)	\$ 0.0467	\$ 0.0107	\$ 0.40	\$ 0.40	\$ -
	1/2 Pint	\$ 0.2676	\$ (0.0361)	\$ 0.0374	\$ 0.0075	\$ 0.28	\$ 0.28	\$ -
	4 Ounce	\$ 0.1769	\$ (0.0239)	\$ 0.0187	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9399	\$ (0.1269)	\$ 0.1494	\$ 0.0267	\$ 0.99	\$ 0.99	\$ -
<b>FLAVORED NONFAT MILK</b>	Gallon	\$ 3.4885	\$ (0.4709)	\$ 0.5976	\$ 0.1003	\$ 3.72	\$ 3.74	\$ (0.02)
	1/2 Gallon	\$ 1.8044	\$ (0.2436)	\$ 0.2988	\$ 0.0516	\$ 1.91	\$ 1.93	\$ (0.02)
	Quart	\$ 0.9874	\$ (0.1333)	\$ 0.1494	\$ 0.0278	\$ 1.03	\$ 1.04	\$ (0.01)
	Pint	\$ 0.5449	\$ (0.0736)	\$ 0.0747	\$ 0.0152	\$ 0.56	\$ 0.56	\$ -
	12 Ounce	\$ 0.4136	\$ (0.0558)	\$ 0.0560	\$ 0.0115	\$ 0.43	\$ 0.43	\$ -
	10 Ounce	\$ 0.3833	\$ (0.0517)	\$ 0.0467	\$ 0.0105	\$ 0.39	\$ 0.39	\$ -
	1/2 Pint	\$ 0.2607	\$ (0.0352)	\$ 0.0374	\$ 0.0073	\$ 0.27	\$ 0.27	\$ -
	4 Ounce	\$ 0.1734	\$ (0.0234)	\$ 0.0187	\$ 0.0047	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9121	\$ (0.1231)	\$ 0.1494	\$ 0.0260	\$ 0.96	\$ 0.97	\$ (0.01)
<b>BUTTERMILK</b>	Gallon	\$ 3.7775	\$ (0.5100)	\$ 0.5976	\$ 0.1073	\$ 3.97	\$ 3.99	\$ (0.02)
	1/2 Gallon	\$ 1.9490	\$ (0.2631)	\$ 0.2988	\$ 0.0551	\$ 2.04	\$ 2.05	\$ (0.01)
	Quart	\$ 1.0596	\$ (0.1430)	\$ 0.1494	\$ 0.0296	\$ 1.10	\$ 1.10	\$ -
	Pint	\$ 0.5810	\$ (0.0784)	\$ 0.0747	\$ 0.0160	\$ 0.59	\$ 0.60	\$ (0.01)
	12 Ounce	\$ 0.4406	\$ (0.0595)	\$ 0.0560	\$ 0.0121	\$ 0.45	\$ 0.45	\$ -
	10 Ounce	\$ 0.4059	\$ (0.0548)	\$ 0.0467	\$ 0.0110	\$ 0.41	\$ 0.41	\$ -
	1/2 Pint	\$ 0.2787	\$ (0.0376)	\$ 0.0374	\$ 0.0077	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1824	\$ (0.0246)	\$ 0.0187	\$ 0.0049	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 0.9844	\$ (0.1329)	\$ 0.1494	\$ 0.0278	\$ 1.03	\$ 1.03	\$ -

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
DECEMBER 2013 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1494	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>Gallon</b>	\$ 5.6166	\$ (0.7582)	\$ 0.5976	\$ 0.1514	\$ 5.63	\$ 5.62	\$ 0.01
	<b>1/2 Gallon</b>	\$ 2.8684	\$ (0.3872)	\$ 0.2988	\$ 0.0771	\$ 2.88	\$ 2.88	\$ -
	<b>Quart</b>	\$ 1.5194	\$ (0.2051)	\$ 0.1494	\$ 0.0406	\$ 1.53	\$ 1.52	\$ 0.01
	<b>Pint</b>	\$ 0.8109	\$ (0.1095)	\$ 0.0747	\$ 0.0215	\$ 0.82	\$ 0.82	\$ -
	<b>12 Ounce</b>	\$ 0.6130	\$ (0.0828)	\$ 0.0560	\$ 0.0163	\$ 0.62	\$ 0.62	\$ -
	<b>10 Ounce</b>	\$ 0.5495	\$ (0.0742)	\$ 0.0467	\$ 0.0145	\$ 0.56	\$ 0.56	\$ -
	<b>1/2 Pint</b>	\$ 0.3936	\$ (0.0531)	\$ 0.0374	\$ 0.0105	\$ 0.40	\$ 0.40	\$ -
	<b>4 Ounce</b>	\$ 0.2399	\$ (0.0324)	\$ 0.0187	\$ 0.0063	\$ 0.25	\$ 0.24	\$ 0.01
	<b>Bulk per Quart</b>	\$ 1.4442	\$ (0.1950)	\$ 0.1494	\$ 0.0388	\$ 1.45	\$ 1.45	\$ -