

**ATTORNEY EYES ONLY MATERIAL REDACTED
SUBJECT TO PROTECTIVE ORDER DATED OCTOBER 18, 2016**

STAFF EXHIBIT 1

**Pennsylvania Milk Marketing Board
SALES IN PMMB AREA 4 BY TYPE OF MILK**

**PERCENTAGE OF CLASS I MILK SALES FOR
ALL CLASS I DEALERS SELLING IN PMMB AREA 4** ^{(1) (2)}

Standard Milk	26.29
Flavored Milk	1.66
Egg Nog	0.38
Reduced Fat Flavored Milk	5.69
Nonfat Flavored Milk	3.76
Reduced Fat Milk	32.70
Low Fat Milk	15.99
Buttermilk	0.69
Nonfat Milk	<u>12.84</u>
	<u>100.0%</u>

**PERCENTAGE OF CLASS I MILK SALES FOR
CROSS SECTION DEALERS SELLING IN PMMB AREA 4** ^{(1) (2) (3)}

Standard Milk	26.87
Flavored Milk	1.73
Egg Nog	0.27
Reduced Fat Flavored Milk	4.80
Nonfat Flavored Milk	4.48
Reduced Fat Milk	33.14
Low Fat Milk	16.52
Buttermilk	0.47
Nonfat Milk	<u>11.72</u>
	<u>100.0%</u>

⁽¹⁾ Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2015

⁽²⁾ Pounds of milk used in deriving percentages.

⁽³⁾ The Area 4 cross section dealers contribute 82.2% of the total milk to this area.

* Dean Dairy Holdings Inc. (doing business as Swiss Premium Dairy)

* Galliker Dairy (Johnstown location)

* Harrisburg Dairies Inc.

* Rutter Brothers Dairy Inc.

* Turkey Hill LP

* Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)

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Staff Exhibit 2

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2015 DATA**

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work		197,008,859	
Standardization & Pasteurization		371,639,499	
Bottling		338,061,559	
Cold Room		363,208,786	
Delivery		185,658,366	
Selling		219,688,857	

Total Cost per Point [REDACTED]

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Staff Exhibit 3

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**CONTAINER COSTS
YEAR 2015 UNITS (@ APRIL 2016 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 OCT-2016) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
Gallon - Plastic	Blow Molded	\$ 353,128	2,161,858	\$ 0.1633			
Gallon - Plastic	Purchased	\$ 3,677,507	22,190,701	\$ 0.1657			
Gallon Combined		\$ 4,030,635	24,352,559	\$ 0.1655	\$ 0.1694	1.20%	\$ 0.1714
Half Gallon - Plastic	Blow Molded	\$ 14,603	120,669	\$ 0.1210			
Half Gallon - Plastic	Purchased	\$ 1,897,492	15,308,679	\$ 0.1239			
Half Gallon Combined		\$ 1,912,095	15,429,348	\$ 0.1239	\$ 0.1248	1.23%	\$ 0.1263
Quart - Plastic	Purchased	\$ 312,918	1,936,669	\$ 0.1616			
Quart - Paper	Purchased	\$ 901	9,987	\$ 0.0902			
Quart Combined		\$ 313,819	1,946,656	\$ 0.1612	\$ 0.1586	1.57%	\$ 0.1611
Pint - Plastic	Purchased	\$ 562,436	4,822,501	\$ 0.1166			
Pint - Paper	Purchased	\$ 4,578	100,660	\$ 0.0455			
Pint Combined		\$ 567,014	4,923,161	\$ 0.1152	\$ 0.1185	1.62%	\$ 0.1204
12 Ounce	Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce	Purchased			\$ 0.0309	\$ 0.0309		\$ 0.0309
Half Pint - Plastic	Purchased	\$ 500,816	7,709,600	\$ 0.0650	\$ 0.0671	0.92%	\$ 0.0677
Half Pint - Paper	Purchased	\$ 1,353,899	48,166,716	\$ 0.0281	\$ 0.0283	0.85%	\$ 0.0285
4 Ounce	Purchased	\$ 29,524	1,040,145	\$ 0.0284	\$ 0.0284	1.53%	\$ 0.0288
Bulk Per Quart	Purchased	\$ 41,684	1,054,392	\$ 0.0395	\$ 0.0395	1.30%	\$ 0.0400

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Staff Exhibit 4

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2015 POUNDS (@ APRIL 2016 COSTS)**

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 3,780	94,693,936	\$ -
Reduced Fat (2%) Milk	\$ 170,163	104,865,265	\$ 0.0016
Low Fat (1%) Milk	\$ 103,097	55,247,270	\$ 0.0019
Non Fat (Skim) Milk	\$ 67,434	38,145,976	\$ 0.0018
Flavored Milk	\$ 173,701	4,112,591	\$ 0.0422
Flavored Reduced Fat Milk	\$ 124,354	3,562,097	\$ 0.0349
Flavored NONFAT Milk	\$ 421,402	15,095,098	\$ 0.0279
Buttermilk	\$ 1,464	59,935	\$ 0.0244
Egg Nog	\$ 534,699	2,218,484	\$ 0.2410

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Staff Exhibit 5

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**COSTS AND (REVENUES) FOR SHRINKAGE AND SALES OF BULK PRODUCTS
YEAR 2015 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	9,280,367	442,489	n/a	\$ 1,622,998	n/a	\$ 1,622,998	\$ 691,091
2 Bulk MILK - diverted	89,265,902	3,346,466	\$ 14,246,172	\$ 13,634,853	n/a	\$ (611,319)	\$ (177,897)
3 Bulk MILK - transferred	-	-	\$ -	\$ -	\$ -	\$ -	\$ -
4 Bulk MILK - TOTAL (Row 2 + Row 3)	89,265,902	3,346,466	\$ 14,246,172	\$ 13,634,853	\$ -	\$ (611,319)	\$ (177,897)
5 Bulk CREAM - transferred	26,888,861	11,559,187	\$ 31,465,653	\$ 27,959,850	\$ 458,256	\$ (3,047,547)	\$ (1,493,813)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Cost per Pound
6 Shrinkage (Row 1)	\$ 691,091		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ (177,897)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,493,813)		
9 Total	\$ (980,619)	374,000,512	\$ (0.0026)

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Staff Exhibit 6

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**MILK COSTS BEFORE PACKAGING
OCTOBER 2016 MILK COSTS**

	Class I
Skim Rate	\$ 13.93
Butterfat Rate	\$ 2.3738

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
Standard (Whole) Milk	94,693,936	3,113,611	3.2881%	91,580,325	\$ 7,391,090	\$ 12,757,139	\$ 20,148,229	\$ 0.2128	\$ -	\$ (0.0026)	\$ 0.2102
Reduced Fat (2%) Milk	104,865,265	2,043,302	1.9485%	102,821,963	\$ 4,850,390	\$ 14,323,099	\$ 19,173,489	\$ 0.1828	\$ 0.0016	\$ (0.0026)	\$ 0.1818
Low Fat (1%) Milk	55,247,270	530,142	0.9596%	54,717,128	\$ 1,258,451	\$ 7,622,096	\$ 8,880,547	\$ 0.1607	\$ 0.0019	\$ (0.0026)	\$ 0.1600
Non Fat (Skim) Milk	38,145,976	45,017	0.1180%	38,100,959	\$ 106,861	\$ 5,307,464	\$ 5,414,325	\$ 0.1419	\$ 0.0018	\$ (0.0026)	\$ 0.1411
Flavored Milk	4,112,591	135,003	3.2827%	3,977,588	\$ 320,470	\$ 554,078	\$ 874,548	\$ 0.2127	\$ 0.0422	\$ (0.0026)	\$ 0.2523
Flavored Reduced Fat Milk	3,562,097	31,721	0.8905%	3,530,376	\$ 75,299	\$ 491,781	\$ 567,080	\$ 0.1592	\$ 0.0349	\$ (0.0026)	\$ 0.1915
Flavored NONFAT Milk	15,095,098	14,103	0.0934%	15,080,995	\$ 33,478	\$ 2,100,783	\$ 2,134,261	\$ 0.1414	\$ 0.0279	\$ (0.0026)	\$ 0.1667
Buttermilk	59,935	599	0.9994%	59,336	\$ 1,422	\$ 8,266	\$ 9,688	\$ 0.1616	\$ 0.0244	\$ (0.0026)	\$ 0.1834
Egg Nog	2,218,484	177,318	7.9928%	2,041,166	\$ 420,917	\$ 284,334	\$ 705,251	\$ 0.3179	\$ 0.2410	\$ (0.0026)	\$ 0.5563

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Staff Exhibit 7

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**COST UPDATE ADJUSTMENT
1st HALF COMPARISON (Year 2016 vs. Year 2015)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 ST HALF EXPENSES		1 ST HALF POINTS		1 ST HALF COST/POINTS		INCREASE (DECREASE)
2016	2015	2016	2015	2016	2015	

WEIGHTED LABOR COSTS	\$ 18,730,113	\$ 18,084,821	157,054,047	156,960,954	\$ 0.1193	\$ 0.1152	\$ 0.0041
WEIGHTED UTILITY COSTS	\$ 937,669	\$ 904,945	157,054,047	156,960,954	\$ 0.0060	\$ 0.0058	\$ 0.0002
WEIGHTED INSURANCE COSTS	\$ 145,585	\$ 190,160	157,054,047	156,960,954	\$ 0.0009	\$ 0.0012	\$ (0.0003)

COST UPDATE ADJUSTMENT per BOTTLING POINT **\$ 0.0040**

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PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Staff Exhibit 8

Diesel Fuel Costs Adjustment
Update of Diesel Fuel Costs from Year 2015 to AUGUST 2016

1. Weighted Diesel Fuel Costs - YEAR 2015	\$ 1,699,068
2. Average On-Highway Diesel Price per Gallon - YEAR 2015 (1)	\$ 2.927
3. On-Highway Diesel Price per Gallon - AUGUST 2016 (1)	\$ 2.442
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-16.57%
5. Presumed Diesel Fuel Costs - AUGUST 2016 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,417,535</u>
6. Change in Diesel Fuel Costs from YEAR 2015 to AUGUST 2016 (Line 5 - Line 1)	\$ (281,533)
7. Weighted Delivery Points - YEAR 2015	<u>185,658,366</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0015)</u>

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

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PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Staff Exhibit 9

Heating Fuel Costs Adjustment
Update of Heating Fuel Costs from Year 2015 to JUNE 2016

1. Weighted Heating Fuel Costs - YEAR 2015	\$ 249,968
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2015 (1)	\$ 9.73
3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2016 (1)	\$ 7.21
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-25.90%
5. Presumed Heating Fuel Costs - JUNE 2016 ((Line 1 X Line 4) + Line 1)	<u>\$ 185,226</u>
6. Change in Heating Fuel Costs from YEAR 2015 to JUNE 2016 (Line 5 - Line 1)	\$ (64,742)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2015	<u>371,639,499</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u><u>\$ (0.0002)</u></u>

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 4**

**WHOLESALE PRICE BUILDUP
OCTOBER 2016 MILK PRICES**

	A EX. 6	B	C EXS. 7, 8 & 9 ⁽¹⁾	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 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)
STANDARD (WHOLE) MILK	Gallon	\$ 1.8077	\$ 0.1714	\$ 0.0060	\$ (0.0842)				\$ (0.4352)	\$ 0.9664		\$ 3.4982	
	Half Gallon	\$ 0.9039	\$ 0.1263	\$ 0.0030	\$ (0.0340)				\$ (0.2176)	\$ 0.4832		\$ 1.8100	
	Quart	\$ 0.4519	\$ 0.1611	\$ 0.0015	\$ 0.0188				\$ (0.1088)	\$ 0.2416		\$ 1.0443	
	Pint	\$ 0.2260	\$ 0.1204	\$ 0.0008	\$ 0.0567				\$ (0.0544)	\$ 0.1208		\$ 0.5938	
	12 Ounce	\$ 0.1695	\$ 0.0630	\$ 0.0006	\$ 0.0580				\$ (0.0408)	\$ 0.0906		\$ 0.4452	
	10 Ounce	\$ 0.1412	\$ 0.0309	\$ 0.0005	\$ 0.0613				\$ (0.0340)	\$ 0.0755		\$ 0.3620	
	Half Pint	\$ 0.1130	\$ 0.0285	\$ 0.0004	\$ 0.0210				\$ (0.0272)	\$ 0.0604		\$ 0.2644	
	4 Ounce	\$ 0.0565	\$ 0.0288	\$ 0.0002	\$ 0.0452				\$ (0.0136)	\$ 0.0302		\$ 0.1824	
	Dispenser	\$ 0.4519	\$ 0.0400	\$ 0.0015	\$ 0.1518				\$ (0.1088)	\$ 0.2416		\$ 1.0648	
REDUCED FAT (2%) MILK	Gallon	\$ 1.5671	\$ 0.1714	\$ 0.0060	\$ (0.0842)				\$ (0.4352)	\$ 0.9664		\$ 3.2581	
	Half Gallon	\$ 0.7836	\$ 0.1263	\$ 0.0030	\$ (0.0340)				\$ (0.2176)	\$ 0.4832		\$ 1.6899	
	Quart	\$ 0.3918	\$ 0.1611	\$ 0.0015	\$ 0.0188				\$ (0.1088)	\$ 0.2416		\$ 0.9842	
	Pint	\$ 0.1959	\$ 0.1204	\$ 0.0008	\$ 0.0567				\$ (0.0544)	\$ 0.1208		\$ 0.5638	
	12 Ounce	\$ 0.1469	\$ 0.0630	\$ 0.0006	\$ 0.0580				\$ (0.0408)	\$ 0.0906		\$ 0.4228	
	10 Ounce	\$ 0.1224	\$ 0.0309	\$ 0.0005	\$ 0.0613				\$ (0.0340)	\$ 0.0755		\$ 0.3433	
	Half Pint	\$ 0.0979	\$ 0.0285	\$ 0.0004	\$ 0.0210				\$ (0.0272)	\$ 0.0604		\$ 0.2493	
	4 Ounce	\$ 0.0490	\$ 0.0288	\$ 0.0002	\$ 0.0452				\$ (0.0136)	\$ 0.0302		\$ 0.1749	
	Dispenser	\$ 0.3918	\$ 0.0400	\$ 0.0015	\$ 0.1518				\$ (0.1088)	\$ 0.2416		\$ 1.0047	
LOW FAT (1%) MILK	Gallon	\$ 1.3792	\$ 0.1714	\$ 0.0060	\$ (0.0842)				\$ (0.4352)	\$ 0.9664		\$ 3.0582	
	Half Gallon	\$ 0.6896	\$ 0.1263	\$ 0.0030	\$ (0.0340)				\$ (0.2176)	\$ 0.4832		\$ 1.5900	
	Quart	\$ 0.3448	\$ 0.1611	\$ 0.0015	\$ 0.0188				\$ (0.1088)	\$ 0.2416		\$ 0.9342	
	Pint	\$ 0.1724	\$ 0.1204	\$ 0.0008	\$ 0.0567				\$ (0.0544)	\$ 0.1208		\$ 0.5389	
	12 Ounce	\$ 0.1293	\$ 0.0630	\$ 0.0006	\$ 0.0580				\$ (0.0408)	\$ 0.0906		\$ 0.4040	
	10 Ounce	\$ 0.1078	\$ 0.0309	\$ 0.0005	\$ 0.0613				\$ (0.0340)	\$ 0.0755		\$ 0.3276	
	Half Pint	\$ 0.0862	\$ 0.0285	\$ 0.0004	\$ 0.0210				\$ (0.0272)	\$ 0.0604		\$ 0.2368	
	4 Ounce	\$ 0.0431	\$ 0.0288	\$ 0.0002	\$ 0.0452				\$ (0.0136)	\$ 0.0302		\$ 0.1687	
	Dispenser	\$ 0.3448	\$ 0.0400	\$ 0.0015	\$ 0.1518				\$ (0.1088)	\$ 0.2416		\$ 0.9547	
NON FAT (SKIM) MILK	Gallon	\$ 1.2177	\$ 0.1714	\$ 0.0060	\$ (0.0842)				\$ (0.4352)	\$ 0.9664		\$ 2.8937	
	Half Gallon	\$ 0.6088	\$ 0.1263	\$ 0.0030	\$ (0.0340)				\$ (0.2176)	\$ 0.4832		\$ 1.5077	
	Quart	\$ 0.3044	\$ 0.1611	\$ 0.0015	\$ 0.0188				\$ (0.1088)	\$ 0.2416		\$ 0.8932	
	Pint	\$ 0.1522	\$ 0.1204	\$ 0.0008	\$ 0.0567				\$ (0.0544)	\$ 0.1208		\$ 0.5183	
	12 Ounce	\$ 0.1142	\$ 0.0630	\$ 0.0006	\$ 0.0580				\$ (0.0408)	\$ 0.0906		\$ 0.3886	
	10 Ounce	\$ 0.0951	\$ 0.0309	\$ 0.0005	\$ 0.0613				\$ (0.0340)	\$ 0.0755		\$ 0.3148	
	Half Pint	\$ 0.0761	\$ 0.0285	\$ 0.0004	\$ 0.0210				\$ (0.0272)	\$ 0.0604		\$ 0.2266	
	4 Ounce	\$ 0.0381	\$ 0.0288	\$ 0.0002	\$ 0.0452				\$ (0.0136)	\$ 0.0302		\$ 0.1635	
	Dispenser	\$ 0.3044	\$ 0.0400	\$ 0.0015	\$ 0.1518				\$ (0.1088)	\$ 0.2416		\$ 0.9136	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0008 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
OCTOBER 2016 MILK PRICES**

	A EX. 6	B	C EXS. 7, 8 & 9 ⁽¹⁾	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 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)
FLAVORED MILK	Gallon	\$ 2.0184	\$ 0.1714	\$ 0.0060	\$ (0.0842)				\$ (0.4352)	\$ 0.9664		\$ 3.7152	
	Half Gallon	\$ 1.0092	\$ 0.1263	\$ 0.0030	\$ (0.0340)				\$ (0.2176)	\$ 0.4832		\$ 1.9185	
	Quart	\$ 0.5046	\$ 0.1611	\$ 0.0015	\$ 0.0188				\$ (0.1088)	\$ 0.2416		\$ 1.0985	
	Pint	\$ 0.2523	\$ 0.1204	\$ 0.0008	\$ 0.0567				\$ (0.0544)	\$ 0.1208		\$ 0.6210	
	12 Ounce	\$ 0.1892	\$ 0.0630	\$ 0.0006	\$ 0.0580				\$ (0.0408)	\$ 0.0906		\$ 0.4656	
	10 Ounce	\$ 0.1577	\$ 0.0309	\$ 0.0005	\$ 0.0613				\$ (0.0340)	\$ 0.0755		\$ 0.3790	
	Half Pint	\$ 0.1262	\$ 0.0285	\$ 0.0004	\$ 0.0210				\$ (0.0272)	\$ 0.0604		\$ 0.2779	
	4 Ounce	\$ 0.0631	\$ 0.0288	\$ 0.0002	\$ 0.0452				\$ (0.0136)	\$ 0.0302		\$ 0.1892	
	Dispenser	\$ 0.5046	\$ 0.0400	\$ 0.0015	\$ 0.1518				\$ (0.1088)	\$ 0.2416		\$ 1.1190	
FLAVORED REDUCED FAT MILK	Gallon	\$ 1.5320	\$ 0.1714	\$ 0.0060	\$ (0.0842)				\$ (0.4352)	\$ 0.9664		\$ 3.2191	
	Half Gallon	\$ 0.7660	\$ 0.1263	\$ 0.0030	\$ (0.0340)				\$ (0.2176)	\$ 0.4832		\$ 1.6705	
	Quart	\$ 0.3830	\$ 0.1611	\$ 0.0015	\$ 0.0188				\$ (0.1088)	\$ 0.2416		\$ 0.9745	
	Pint	\$ 0.1915	\$ 0.1204	\$ 0.0008	\$ 0.0567				\$ (0.0544)	\$ 0.1208		\$ 0.5589	
	12 Ounce	\$ 0.1436	\$ 0.0630	\$ 0.0006	\$ 0.0580				\$ (0.0408)	\$ 0.0906		\$ 0.4192	
	10 Ounce	\$ 0.1197	\$ 0.0309	\$ 0.0005	\$ 0.0613				\$ (0.0340)	\$ 0.0755		\$ 0.3403	
	Half Pint	\$ 0.0958	\$ 0.0285	\$ 0.0004	\$ 0.0210				\$ (0.0272)	\$ 0.0604		\$ 0.2469	
	4 Ounce	\$ 0.0479	\$ 0.0288	\$ 0.0002	\$ 0.0452				\$ (0.0136)	\$ 0.0302		\$ 0.1737	
	Dispenser	\$ 0.3830	\$ 0.0400	\$ 0.0015	\$ 0.1518				\$ (0.1088)	\$ 0.2416		\$ 0.9950	
FLAVORED NONFAT MILK	Gallon	\$ 1.3336	\$ 0.1714	\$ 0.0060	\$ (0.0842)				\$ (0.4352)	\$ 0.9664		\$ 2.9971	
	Half Gallon	\$ 0.6668	\$ 0.1263	\$ 0.0030	\$ (0.0340)				\$ (0.2176)	\$ 0.4832		\$ 1.5595	
	Quart	\$ 0.3334	\$ 0.1611	\$ 0.0015	\$ 0.0188				\$ (0.1088)	\$ 0.2416		\$ 0.9190	
	Pint	\$ 0.1667	\$ 0.1204	\$ 0.0008	\$ 0.0567				\$ (0.0544)	\$ 0.1208		\$ 0.5312	
	12 Ounce	\$ 0.1250	\$ 0.0630	\$ 0.0006	\$ 0.0580				\$ (0.0408)	\$ 0.0906		\$ 0.3984	
	10 Ounce	\$ 0.1042	\$ 0.0309	\$ 0.0005	\$ 0.0613				\$ (0.0340)	\$ 0.0755		\$ 0.3229	
	Half Pint	\$ 0.0834	\$ 0.0285	\$ 0.0004	\$ 0.0210				\$ (0.0272)	\$ 0.0604		\$ 0.2330	
	4 Ounce	\$ 0.0417	\$ 0.0288	\$ 0.0002	\$ 0.0452				\$ (0.0136)	\$ 0.0302		\$ 0.1668	
	Dispenser	\$ 0.3334	\$ 0.0400	\$ 0.0015	\$ 0.1518				\$ (0.1088)	\$ 0.2416		\$ 0.9395	
BUTTERMILK	Gallon	\$ 1.5809	\$ 0.1714	\$ 0.0060	\$ (0.0842)				\$ (0.4352)	\$ 0.9664		\$ 3.2939	
	Half Gallon	\$ 0.7905	\$ 0.1263	\$ 0.0030	\$ (0.0340)				\$ (0.2176)	\$ 0.4832		\$ 1.7078	
	Quart	\$ 0.3952	\$ 0.1611	\$ 0.0015	\$ 0.0188				\$ (0.1088)	\$ 0.2416		\$ 0.9933	
	Pint	\$ 0.1976	\$ 0.1204	\$ 0.0008	\$ 0.0567				\$ (0.0544)	\$ 0.1208		\$ 0.5683	
	12 Ounce	\$ 0.1482	\$ 0.0630	\$ 0.0006	\$ 0.0580				\$ (0.0408)	\$ 0.0906		\$ 0.4261	
	10 Ounce	\$ 0.1235	\$ 0.0309	\$ 0.0005	\$ 0.0613				\$ (0.0340)	\$ 0.0755		\$ 0.3461	
	Half Pint	\$ 0.0988	\$ 0.0285	\$ 0.0004	\$ 0.0210				\$ (0.0272)	\$ 0.0604		\$ 0.2515	
	4 Ounce	\$ 0.0494	\$ 0.0288	\$ 0.0002	\$ 0.0452				\$ (0.0136)	\$ 0.0302		\$ 0.1760	
	Dispenser	\$ 0.3952	\$ 0.0400	\$ 0.0015	\$ 0.1518				\$ (0.1088)	\$ 0.2416		\$ 1.0138	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0008 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
 MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
 OCTOBER 2016 MILK PRICES**

	A EX. 6	B	C EXS. 7, 8 & 9 ⁽¹⁾	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 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)
EGG NOG	Gallon	\$ 4.4504	\$ 0.1714	\$ 0.0060	\$ (0.0842)				\$ (0.4352)	\$ 0.9664		\$ 5.5528	
	Half Gallon	\$ 2.2252	\$ 0.1263	\$ 0.0030	\$ (0.0340)				\$ (0.2176)	\$ 0.4832		\$ 2.8373	
	Quart	\$ 1.1126	\$ 0.1611	\$ 0.0015	\$ 0.0188				\$ (0.1088)	\$ 0.2416		\$ 1.5580	
	Pint	\$ 0.5563	\$ 0.1204	\$ 0.0008	\$ 0.0567				\$ (0.0544)	\$ 0.1208		\$ 0.8507	
	12 Ounce	\$ 0.4172	\$ 0.0630	\$ 0.0006	\$ 0.0580				\$ (0.0408)	\$ 0.0906		\$ 0.6379	
	10 Ounce	\$ 0.3477	\$ 0.0309	\$ 0.0005	\$ 0.0613				\$ (0.0340)	\$ 0.0755		\$ 0.5226	
	Half Pint	\$ 0.2782	\$ 0.0285	\$ 0.0004	\$ 0.0210				\$ (0.0272)	\$ 0.0604		\$ 0.3927	
	4 Ounce	\$ 0.1391	\$ 0.0288	\$ 0.0002	\$ 0.0452				\$ (0.0136)	\$ 0.0302		\$ 0.2466	
	Dispenser	\$ 1.1126	\$ 0.0400	\$ 0.0015	\$ 0.1518				\$ (0.1088)	\$ 0.2416		\$ 1.5785	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0008 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
 MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
 OCTOBER 2016 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	\$ 0.1010 Deepest Discount	In-Store Handling \$ 0.1720	2.5% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	Gallon	\$ (0.4040)	\$ 0.6880			\$ 3.88	
	Half Gallon	\$ (0.2020)	\$ 0.3440			\$ 2.00	
	Quart	\$ (0.1010)	\$ 0.1720			\$ 1.14	
	Pint	\$ (0.0505)	\$ 0.0860			\$ 0.65	
	12 Ounce	\$ (0.0379)	\$ 0.0645			\$ 0.48	
	10 Ounce	\$ (0.0316)	\$ 0.0538			\$ 0.39	
	Half Pint	\$ (0.0253)	\$ 0.0430			\$ 0.29	
	4 Ounce	\$ (0.0126)	\$ 0.0215			\$ 0.20	
	Dispenser	\$ (0.1010)	\$ 0.1720			\$ 1.16	
REDUCED FAT (2%) MILK	Gallon	\$ (0.4040)	\$ 0.6880			\$ 3.63	
	Half Gallon	\$ (0.2020)	\$ 0.3440			\$ 1.88	
	Quart	\$ (0.1010)	\$ 0.1720			\$ 1.08	
	Pint	\$ (0.0505)	\$ 0.0860			\$ 0.61	
	12 Ounce	\$ (0.0379)	\$ 0.0645			\$ 0.46	
	10 Ounce	\$ (0.0316)	\$ 0.0538			\$ 0.37	
	Half Pint	\$ (0.0253)	\$ 0.0430			\$ 0.27	
	4 Ounce	\$ (0.0126)	\$ 0.0215			\$ 0.19	
	Dispenser	\$ (0.1010)	\$ 0.1720			\$ 1.10	
LOW FAT (1%) MILK	Gallon	\$ (0.4040)	\$ 0.6880			\$ 3.43	
	Half Gallon	\$ (0.2020)	\$ 0.3440			\$ 1.78	
	Quart	\$ (0.1010)	\$ 0.1720			\$ 1.03	
	Pint	\$ (0.0505)	\$ 0.0860			\$ 0.59	
	12 Ounce	\$ (0.0379)	\$ 0.0645			\$ 0.44	
	10 Ounce	\$ (0.0316)	\$ 0.0538			\$ 0.36	
	Half Pint	\$ (0.0253)	\$ 0.0430			\$ 0.26	
	4 Ounce	\$ (0.0126)	\$ 0.0215			\$ 0.18	
	Dispenser	\$ (0.1010)	\$ 0.1720			\$ 1.05	
NON FAT (SKIM) MILK	Gallon	\$ (0.4040)	\$ 0.6880			\$ 3.26	
	Half Gallon	\$ (0.2020)	\$ 0.3440			\$ 1.69	
	Quart	\$ (0.1010)	\$ 0.1720			\$ 0.99	
	Pint	\$ (0.0505)	\$ 0.0860			\$ 0.57	
	12 Ounce	\$ (0.0379)	\$ 0.0645			\$ 0.43	
	10 Ounce	\$ (0.0316)	\$ 0.0538			\$ 0.35	
	Half Pint	\$ (0.0253)	\$ 0.0430			\$ 0.25	
	4 Ounce	\$ (0.0126)	\$ 0.0215			\$ 0.18	
	Dispenser	\$ (0.1010)	\$ 0.1720			\$ 1.01	

**PENNSYLVANIA MILK MARKETING BOARD
 MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
 OCTOBER 2016 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	\$ 0.1010 Deepest Discount	In-Store Handling \$ 0.1720	2.5% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	Gallon		\$ (0.4040)	\$ 0.6880		\$ 4.10	
	Half Gallon		\$ (0.2020)	\$ 0.3440		\$ 2.11	
	Quart		\$ (0.1010)	\$ 0.1720		\$ 1.20	
	Pint		\$ (0.0505)	\$ 0.0860		\$ 0.67	
	12 Ounce		\$ (0.0379)	\$ 0.0645		\$ 0.50	
	10 Ounce		\$ (0.0316)	\$ 0.0538		\$ 0.41	
	Half Pint		\$ (0.0253)	\$ 0.0430		\$ 0.30	
	4 Ounce		\$ (0.0126)	\$ 0.0215		\$ 0.20	
	Dispenser		\$ (0.1010)	\$ 0.1720		\$ 1.22	
FLAVORED REDUCED FAT MILK	Gallon		\$ (0.4040)	\$ 0.6880		\$ 3.59	
	Half Gallon		\$ (0.2020)	\$ 0.3440		\$ 1.86	
	Quart		\$ (0.1010)	\$ 0.1720		\$ 1.07	
	Pint		\$ (0.0505)	\$ 0.0860		\$ 0.61	
	12 Ounce		\$ (0.0379)	\$ 0.0645		\$ 0.46	
	10 Ounce		\$ (0.0316)	\$ 0.0538		\$ 0.37	
	Half Pint		\$ (0.0253)	\$ 0.0430		\$ 0.27	
	4 Ounce		\$ (0.0126)	\$ 0.0215		\$ 0.19	
	Dispenser		\$ (0.1010)	\$ 0.1720		\$ 1.09	
FLAVORED NONFAT MILK	Gallon		\$ (0.4040)	\$ 0.6880		\$ 3.37	
	Half Gallon		\$ (0.2020)	\$ 0.3440		\$ 1.75	
	Quart		\$ (0.1010)	\$ 0.1720		\$ 1.02	
	Pint		\$ (0.0505)	\$ 0.0860		\$ 0.58	
	12 Ounce		\$ (0.0379)	\$ 0.0645		\$ 0.44	
	10 Ounce		\$ (0.0316)	\$ 0.0538		\$ 0.35	
	Half Pint		\$ (0.0253)	\$ 0.0430		\$ 0.26	
	4 Ounce		\$ (0.0126)	\$ 0.0215		\$ 0.18	
	Dispenser		\$ (0.1010)	\$ 0.1720		\$ 1.04	
BUTTERMILK	Gallon		\$ (0.4040)	\$ 0.6880		\$ 3.67	
	Half Gallon		\$ (0.2020)	\$ 0.3440		\$ 1.90	
	Quart		\$ (0.1010)	\$ 0.1720		\$ 1.09	
	Pint		\$ (0.0505)	\$ 0.0860		\$ 0.62	
	12 Ounce		\$ (0.0379)	\$ 0.0645		\$ 0.46	
	10 Ounce		\$ (0.0316)	\$ 0.0538		\$ 0.38	
	Half Pint		\$ (0.0253)	\$ 0.0430		\$ 0.28	
	4 Ounce		\$ (0.0126)	\$ 0.0215		\$ 0.19	
	Dispenser		\$ (0.1010)	\$ 0.1720		\$ 1.11	

**PENNSYLVANIA MILK MARKETING BOARD
 MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
 OCTOBER 2016 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	\$ 0.1010 Deepest Discount	In-Store Handling \$ 0.1720	2.5% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	Gallon		\$ (0.4040)	\$ 0.6880		\$ 5.99	
	Half Gallon		\$ (0.2020)	\$ 0.3440		\$ 3.06	
	Quart		\$ (0.1010)	\$ 0.1720		\$ 1.67	
	Pint		\$ (0.0505)	\$ 0.0860		\$ 0.91	
	12 Ounce		\$ (0.0379)	\$ 0.0645		\$ 0.68	
	10 Ounce		\$ (0.0316)	\$ 0.0538		\$ 0.56	
	Half Pint		\$ (0.0253)	\$ 0.0430		\$ 0.42	
	4 Ounce		\$ (0.0126)	\$ 0.0215		\$ 0.26	
	Dispenser		\$ (0.1010)	\$ 0.1720		\$ 1.69	