

Pennsylvania Milk Marketing Board SALES IN PMMB AREA 5 BY TYPE OF MILK

PERCENTAGE OF CLASS I MILK SALES FOR ALL HANDLERS SELLING IN PMMB AREA 5 ⁽¹⁾⁽²⁾

Standard Milk	18.78
Flavored Milk	4.44
Egg Nog	0.28
Reduced Fat Flavored Milk	3.98
Nonfat Flavored Milk	5.62
Reduced Fat Milk	38.57
Low Fat Milk	12.12
Buttermilk	1.18
Nonfat Milk	<u>15.03</u>
	<u>100.0%</u>

PERCENTAGE OF CLASS I MILK SALES FOR CROSS SECTION DEALERS SELLING IN PMMB AREA 5 ^{(1) (2) (3)}

Standard Milk	18.69
Flavored Milk	3.83
Egg Nog	0.30
Reduced Fat Flavored Milk	3.73
Nonfat Flavored Milk	5.61
Reduced Fat Milk	40.31
Low Fat Milk	11.77
Buttermilk	0.85
Nonfat Milk	<u>14.91</u>
	<u>100.0%</u>

⁽¹⁾ Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2014

⁽²⁾ Pounds of milk used in deriving percentages.

⁽³⁾ The Area 5 cross-section dealers contribute 81.8% of the total milk to this area.

- * Dean Dairy Holdings Inc. (Sharpsville location)
- * Dean Dairy Holdings Inc. (doing business as Meadowbrook)
- * Schneider's Dairy Inc. (Pittsburgh location)
- * Turner Dairy Farms Inc.
- * United Dairy Inc. (Martin's Ferry location)
- * United Dairy Inc. (Uniontown location)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2014 DATA**

Cost Center	Weighted Costs	Weighted Points	Weighted Cost per Point
Receiving, Lab & Field Work	\$ 1,967,136	194,241,930	\$ 0.0101
Standardization & Pasteurization	\$ 4,546,189	212,853,809	\$ 0.0214
Bottling	\$ 8,507,907	217,108,521	\$ 0.0392
Cold Room	\$ 10,918,301	247,607,277	\$ 0.0441
Delivery	\$ 33,106,044	234,741,444	\$ 0.1410
Selling	\$ 7,268,288	235,157,975	\$ 0.0309

Total Cost per Point **\$ 0.2867**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**CONTAINER COSTS
YEAR 2014 UNITS (@ APRIL 2015 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 NOV-15) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
Gallon - Plastic	Blow Molded	\$ 3,459,515	24,392,608	\$ 0.1418			
Gallon - Plastic	Purchased	\$ 1,182,469	5,796,801	\$ 0.2040			
Gallon Combined		\$ 4,641,984	30,189,409	\$ 0.1538	\$ 0.1443	1.94%	\$ 0.1471
1/2 Gallon - Plastic	Blow Molded	\$ 831,538	7,892,439	\$ 0.1054			
1/2 Gallon - Plastic	Purchased	\$ 1,142,079	7,899,409	\$ 0.1446			
1/2 Gallon - Paper	Purchased	\$ 28,115	212,682	\$ 0.1322			
Half Gallon Combined		\$ 2,001,732	16,004,530	\$ 0.1251	\$ 0.1140	1.68%	\$ 0.1159
Quart - Plastic	Purchased	\$ 285,845	2,075,940	\$ 0.1377			
Quart - Paper	Purchased	\$ 162,133	2,115,024	\$ 0.0767			
Quart Combined		\$ 447,978	4,190,964	\$ 0.1069	\$ 0.0910	1.57%	\$ 0.0924
Pint - Plastic	Purchased	\$ 1,347,001	14,942,624	\$ 0.0901			
Pint - Paper	Purchased	\$ 5,971	119,245	\$ 0.0501			
Pint Combined		\$ 1,352,972	15,061,869	\$ 0.0898	\$ 0.0832	1.62%	\$ 0.0845
12 Ounce	Purchased			\$ 0.0463	\$ 0.0463		\$ 0.0463
10 Ounce	Purchased	\$ 110	2,022	\$ 0.0544	\$ 0.0544		\$ 0.0544
1/2 Pint - Plastic	Purchased	\$ 468,614	7,594,034	\$ 0.0617	\$ 0.0491	0.92%	\$ 0.0496
1/2 Pint - Paper	Purchased	\$ 1,946,215	72,419,264	\$ 0.0269	\$ 0.0276	0.85%	\$ 0.0278
4 Ounce	Purchased	\$ 164,935	6,258,721	\$ 0.0264	\$ 0.0264	1.53%	\$ 0.0268
Bulk Per Quart	Purchased	\$ 105,334	1,478,920	\$ 0.0712	\$ 0.0712	1.30%	\$ 0.0721

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2014 POUNDS (@ APRIL 2015 COSTS)**

Product	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
Standard (Whole) Milk	\$ 2,325	78,507,245	\$ -
Reduced Fat (2%) Milk	\$ 12,008	144,002,940	\$ 0.0001
Low Fat (1%) Milk	\$ 6,791	46,524,209	\$ 0.0001
Non Fat (Skim) Milk	\$ 47,716	49,822,215	\$ 0.0010
Flavored Milk	\$ 457,414	12,084,514	\$ 0.0379
Flavored Reduced Fat Milk	\$ 313,345	11,973,577	\$ 0.0262
Flavored NONFAT Milk	\$ 671,308	24,052,443	\$ 0.0279
Buttermilk	\$ 78,551	3,185,157	\$ 0.0247
Egg Nog	\$ 151,372	1,204,593	\$ 0.1257

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2014 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	15,677,512	907,580	n/a	\$ 4,421,927	n/a	\$ 4,421,927	\$ 1,632,516
2 Bulk MILK - diverted	359,939,369	13,190,887	\$ 85,757,918	\$ 83,721,385	n/a	\$ (2,036,533)	\$ (1,028,673)
3 Bulk MILK - transferred	1,514,761	65,567	\$ 453,275	\$ 411,745	\$ 26,443	\$ (15,087)	\$ (6,514)
4 Bulk MILK - TOTAL (Row 2 + Row 3)	361,454,130	13,256,454	\$ 86,211,193	\$ 84,133,130	\$ 26,443	\$ (2,051,620)	\$ (1,035,187)
5 Bulk CREAM - transferred	49,179,947	20,973,371	\$ 58,479,469	\$ 53,527,485	\$ 1,305,012	\$ (3,646,972)	\$ (1,192,991)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,632,516		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ (1,035,187)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,192,991)		
9 Total	\$ (595,662)	382,536,054	\$ (0.0016)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**MILK COSTS BEFORE PACKAGING
NOVEMBER 2015 MILK COSTS**

	Class I
Skim Rate	\$ 11.20
Butterfat Rate	\$ 2.9211

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

Class I	Standard Milk	78,507,245	2,563,092	3.2648%	75,944,153	\$ 7,487,048	\$ 8,505,745	\$ 15,992,793	\$ 0.2037	\$ -	\$ (0.0016)	\$ 0.2021
	Reduced Fat (2%) Milk	144,002,940	2,781,470	1.9315%	141,221,470	\$ 8,124,952	\$ 15,816,805	\$ 23,941,757	\$ 0.1663	\$ 0.0001	\$ (0.0016)	\$ 0.1648
	Low Fat (1%) Milk	46,524,209	445,860	0.9583%	46,078,349	\$ 1,302,402	\$ 5,160,775	\$ 6,463,177	\$ 0.1389	\$ 0.0001	\$ (0.0016)	\$ 0.1374
	Non Fat (Skim) Milk	49,822,215	44,275	0.0889%	49,777,940	\$ 129,332	\$ 5,575,129	\$ 5,704,461	\$ 0.1145	\$ 0.0010	\$ (0.0016)	\$ 0.1139
	Flavored Milk	12,084,514	411,148	3.4023%	11,673,366	\$ 1,201,004	\$ 1,307,417	\$ 2,508,421	\$ 0.2076	\$ 0.0379	\$ (0.0016)	\$ 0.2439
	Flavored Reduced Fat Milk	11,973,577	121,959	1.0186%	11,851,618	\$ 356,254	\$ 1,327,381	\$ 1,683,635	\$ 0.1406	\$ 0.0262	\$ (0.0016)	\$ 0.1652
	Flavored NONFAT Milk	24,052,443	38,700	0.1609%	24,013,743	\$ 113,047	\$ 2,689,539	\$ 2,802,586	\$ 0.1165	\$ 0.0279	\$ (0.0016)	\$ 0.1428
	Buttermilk	3,185,157	74,254	2.3313%	3,110,903	\$ 216,903	\$ 348,421	\$ 565,324	\$ 0.1775	\$ 0.0247	\$ (0.0016)	\$ 0.2006
	Egg Nog	1,204,593	59,667	4.9533%	1,144,926	\$ 174,293	\$ 128,232	\$ 302,525	\$ 0.2511	\$ 0.1257	\$ (0.0016)	\$ 0.3752

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**COST UPDATE ADJUSTMENT
1st HALF COMPARISON (Year 2015 vs. Year 2014)**

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)
2015	2014	2015	2014	2015	2014	

WEIGHTED LABOR COSTS	\$ 19,833,026	\$ 19,914,614	106,009,737	108,494,653	\$ 0.1871	\$ 0.1836	\$ 0.0035
WEIGHTED UTILITY COSTS	\$ 1,265,969	\$ 1,186,020	106,009,737	108,494,653	\$ 0.0119	\$ 0.0109	\$ 0.0010
WEIGHTED INSURANCE COSTS	\$ 175,746	\$ 164,754	106,009,737	108,494,653	\$ 0.0017	\$ 0.0015	\$ 0.0002

COST UPDATE ADJUSTMENT per BOTTLING POINT

\$ 0.0047

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

Diesel Fuel Costs Adjustment
Update of Diesel Fuel Costs from Year 2014 to SEPTEMBER 2015

1. Weighted Diesel Fuel Costs - YEAR 2014	\$	4,279,715
2. Average On-Highway Diesel Price per Gallon - YEAR 2014 ⁽¹⁾	\$	3.987
3. On-Highway Diesel Price per Gallon - SEPTEMBER 2015 ⁽¹⁾	\$	2.680
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		-32.78%
5. Presumed Diesel Fuel Costs - SEPTEMBER 2015 ((Line 1 X Line 4) + Line 1)	\$	<u>2,876,825</u>
6. Change in Diesel Fuel Costs from YEAR 2014 to SEPTEMBER 2015 (Line 5 - Line 1)	\$	(1,402,890)
7. Weighted Delivery Points - YEAR 2014		<u>234,741,444</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>(0.0060)</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

PENNSYLVANIA MILK MARKETING BOARD MILK MARKETING AREA 5

Heating Fuel Costs Adjustment Update of Heating Fuel Costs from Year 2014 to JULY 2015

1. Weighted Heating Fuel Costs - YEAR 2014	\$	388,514
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2014 ⁽¹⁾	\$	10.19
3. Pennsylvania Average Natural Gas Price - Industrial - JULY 2015 ⁽¹⁾	\$	10.81
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		6.08%
5. Presumed Heating Fuel Costs - JULY 2015 ((Line 1 X Line 4) + Line 1)	\$	<u>412,135</u>
6. Change in Heating Fuel Costs from YEAR 2014 to JULY 2015 (Line 5 - Line 1)	\$	23,621
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2014		<u>212,853,809</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>0.0001</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 5

WHOLESALE PRICE BUILDUP NOVEMBER 2015 MILK PRICES

	A EX. 6	B EX. 3	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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 1.7381	\$ 0.1471	\$ (0.0376)	\$ (0.1067)	\$ 1.1468	\$ 2.8877	\$ 0.1047	\$ 2.9924	\$ (0.5220)	\$ 0.9748	\$ 3.4452	\$ 3.4351	\$ 0.0101
	1/2 Gallon	\$ 0.8690	\$ 0.1159	\$ (0.0188)	\$ (0.0419)	\$ 0.5734	\$ 1.4976	\$ 0.0543	\$ 1.5519	\$ (0.2610)	\$ 0.4874	\$ 1.7783	\$ 1.7787	\$ (0.0004)
	Quart	\$ 0.4345	\$ 0.0924	\$ (0.0094)	\$ 0.0330	\$ 0.2867	\$ 0.8372	\$ 0.0304	\$ 0.8676	\$ (0.1305)	\$ 0.2437	\$ 0.9808	\$ 0.9812	\$ (0.0004)
	Pint	\$ 0.2173	\$ 0.0845	\$ (0.0047)	\$ 0.0755	\$ 0.1434	\$ 0.5160	\$ 0.0187	\$ 0.5347	\$ (0.0653)	\$ 0.1219	\$ 0.5913	\$ 0.6076	\$ (0.0163)
	12 Ounce	\$ 0.1629	\$ 0.0463	\$ (0.0035)	\$ 0.0124	\$ 0.1075	\$ 0.3256	\$ 0.0118	\$ 0.3374	\$ (0.0489)	\$ 0.0914	\$ 0.3799	\$ 0.3772	\$ 0.0027
	10 Ounce	\$ 0.1358	\$ 0.0544	\$ (0.0029)	\$ 0.0103	\$ 0.0896	\$ 0.2872	\$ 0.0104	\$ 0.2976	\$ (0.0435)	\$ 0.0812	\$ 0.3353	\$ 0.3331	\$ 0.0022
	1/2 Pint	\$ 0.1086	\$ 0.0278	\$ (0.0024)	\$ 0.0367	\$ 0.0717	\$ 0.2424	\$ 0.0088	\$ 0.2512	\$ (0.0326)	\$ 0.0609	\$ 0.2795	\$ 0.2794	\$ 0.0001
	4 Ounce	\$ 0.0543	\$ 0.0268	\$ (0.0012)	\$ 0.0373	\$ 0.0358	\$ 0.1530	\$ 0.0055	\$ 0.1585	\$ (0.0163)	\$ 0.0305	\$ 0.1727	\$ 0.1714	\$ 0.0013
	Bulk per Quart	\$ 0.4345	\$ 0.0721	\$ (0.0094)	\$ 0.1058	\$ 0.2867	\$ 0.8897	\$ 0.0323	\$ 0.9220	\$ (0.1305)	\$ 0.2437	\$ 1.0352	\$ 1.0325	\$ 0.0027
REDUCED FAT (2%) MILK	Gallon	\$ 1.4206	\$ 0.1471	\$ (0.0376)	\$ (0.1067)	\$ 1.1468	\$ 2.5702	\$ 0.0932	\$ 2.6634	\$ (0.5220)	\$ 0.9748	\$ 3.1162	\$ 3.1088	\$ 0.0074
	1/2 Gallon	\$ 0.7103	\$ 0.1159	\$ (0.0188)	\$ (0.0419)	\$ 0.5734	\$ 1.3389	\$ 0.0486	\$ 1.3875	\$ (0.2610)	\$ 0.4874	\$ 1.6139	\$ 1.6156	\$ (0.0017)
	Quart	\$ 0.3551	\$ 0.0924	\$ (0.0094)	\$ 0.0330	\$ 0.2867	\$ 0.7578	\$ 0.0275	\$ 0.7853	\$ (0.1305)	\$ 0.2437	\$ 0.8985	\$ 0.8996	\$ (0.0011)
	Pint	\$ 0.1776	\$ 0.0845	\$ (0.0047)	\$ 0.0755	\$ 0.1434	\$ 0.4763	\$ 0.0173	\$ 0.4936	\$ (0.0653)	\$ 0.1219	\$ 0.5502	\$ 0.5668	\$ (0.0166)
	12 Ounce	\$ 0.1332	\$ 0.0463	\$ (0.0035)	\$ 0.0124	\$ 0.1075	\$ 0.2959	\$ 0.0107	\$ 0.3066	\$ (0.0489)	\$ 0.0914	\$ 0.3491	\$ 0.3466	\$ 0.0025
	10 Ounce	\$ 0.1110	\$ 0.0544	\$ (0.0029)	\$ 0.0103	\$ 0.0896	\$ 0.2624	\$ 0.0095	\$ 0.2719	\$ (0.0435)	\$ 0.0812	\$ 0.3096	\$ 0.3076	\$ 0.0020
	1/2 Pint	\$ 0.0888	\$ 0.0278	\$ (0.0024)	\$ 0.0367	\$ 0.0717	\$ 0.2226	\$ 0.0081	\$ 0.2307	\$ (0.0326)	\$ 0.0609	\$ 0.2590	\$ 0.2590	\$ -
	4 Ounce	\$ 0.0444	\$ 0.0268	\$ (0.0012)	\$ 0.0373	\$ 0.0358	\$ 0.1431	\$ 0.0052	\$ 0.1483	\$ (0.0163)	\$ 0.0305	\$ 0.1625	\$ 0.1612	\$ 0.0013
	Bulk per Quart	\$ 0.3551	\$ 0.0721	\$ (0.0094)	\$ 0.1058	\$ 0.2867	\$ 0.8103	\$ 0.0294	\$ 0.8397	\$ (0.1305)	\$ 0.2437	\$ 0.9529	\$ 0.9509	\$ 0.0020
LOW FAT (1%) MILK	Gallon	\$ 1.1844	\$ 0.1471	\$ (0.0376)	\$ (0.1067)	\$ 1.1468	\$ 2.3340	\$ 0.0847	\$ 2.4187	\$ (0.5220)	\$ 0.9748	\$ 2.8715	\$ 2.8649	\$ 0.0066
	1/2 Gallon	\$ 0.5922	\$ 0.1159	\$ (0.0188)	\$ (0.0419)	\$ 0.5734	\$ 1.2208	\$ 0.0443	\$ 1.2651	\$ (0.2610)	\$ 0.4874	\$ 1.4915	\$ 1.4937	\$ (0.0022)
	Quart	\$ 0.2961	\$ 0.0924	\$ (0.0094)	\$ 0.0330	\$ 0.2867	\$ 0.6988	\$ 0.0253	\$ 0.7241	\$ (0.1305)	\$ 0.2437	\$ 0.8373	\$ 0.8387	\$ (0.0014)
	Pint	\$ 0.1480	\$ 0.0845	\$ (0.0047)	\$ 0.0755	\$ 0.1434	\$ 0.4467	\$ 0.0162	\$ 0.4629	\$ (0.0653)	\$ 0.1219	\$ 0.5195	\$ 0.5363	\$ (0.0168)
	12 Ounce	\$ 0.1110	\$ 0.0463	\$ (0.0035)	\$ 0.0124	\$ 0.1075	\$ 0.2737	\$ 0.0099	\$ 0.2836	\$ (0.0489)	\$ 0.0914	\$ 0.3261	\$ 0.3237	\$ 0.0024
	10 Ounce	\$ 0.0925	\$ 0.0544	\$ (0.0029)	\$ 0.0103	\$ 0.0896	\$ 0.2439	\$ 0.0088	\$ 0.2527	\$ (0.0435)	\$ 0.0812	\$ 0.2904	\$ 0.2886	\$ 0.0018
	1/2 Pint	\$ 0.0740	\$ 0.0278	\$ (0.0024)	\$ 0.0367	\$ 0.0717	\$ 0.2078	\$ 0.0075	\$ 0.2153	\$ (0.0326)	\$ 0.0609	\$ 0.2436	\$ 0.2437	\$ (0.0001)
	4 Ounce	\$ 0.0370	\$ 0.0268	\$ (0.0012)	\$ 0.0373	\$ 0.0358	\$ 0.1357	\$ 0.0049	\$ 0.1406	\$ (0.0163)	\$ 0.0305	\$ 0.1548	\$ 0.1536	\$ 0.0012
	Bulk per Quart	\$ 0.2961	\$ 0.0721	\$ (0.0094)	\$ 0.1058	\$ 0.2867	\$ 0.7513	\$ 0.0273	\$ 0.7786	\$ (0.1305)	\$ 0.2437	\$ 0.8918	\$ 0.8900	\$ 0.0018
NON FAT (SKIM) MILK	Gallon	\$ 0.9830	\$ 0.1471	\$ (0.0376)	\$ (0.1067)	\$ 1.1468	\$ 2.1326	\$ 0.0773	\$ 2.2099	\$ (0.5220)	\$ 0.9748	\$ 2.6627	\$ 2.6544	\$ 0.0083
	1/2 Gallon	\$ 0.4915	\$ 0.1159	\$ (0.0188)	\$ (0.0419)	\$ 0.5734	\$ 1.1201	\$ 0.0406	\$ 1.1607	\$ (0.2610)	\$ 0.4874	\$ 1.3871	\$ 1.3885	\$ (0.0014)
	Quart	\$ 0.2457	\$ 0.0924	\$ (0.0094)	\$ 0.0330	\$ 0.2867	\$ 0.6484	\$ 0.0235	\$ 0.6719	\$ (0.1305)	\$ 0.2437	\$ 0.7851	\$ 0.7860	\$ (0.0009)
	Pint	\$ 0.1229	\$ 0.0845	\$ (0.0047)	\$ 0.0755	\$ 0.1434	\$ 0.4216	\$ 0.0153	\$ 0.4369	\$ (0.0653)	\$ 0.1219	\$ 0.4935	\$ 0.5100	\$ (0.0165)
	12 Ounce	\$ 0.0922	\$ 0.0463	\$ (0.0035)	\$ 0.0124	\$ 0.1075	\$ 0.2549	\$ 0.0092	\$ 0.2641	\$ (0.0489)	\$ 0.0914	\$ 0.3066	\$ 0.3041	\$ 0.0025
	10 Ounce	\$ 0.0768	\$ 0.0544	\$ (0.0029)	\$ 0.0103	\$ 0.0896	\$ 0.2282	\$ 0.0083	\$ 0.2365	\$ (0.0435)	\$ 0.0812	\$ 0.2742	\$ 0.2721	\$ 0.0021
	1/2 Pint	\$ 0.0614	\$ 0.0278	\$ (0.0024)	\$ 0.0367	\$ 0.0717	\$ 0.1952	\$ 0.0071	\$ 0.2023	\$ (0.0326)	\$ 0.0609	\$ 0.2306	\$ 0.2306	\$ -
	4 Ounce	\$ 0.0307	\$ 0.0268	\$ (0.0012)	\$ 0.0373	\$ 0.0358	\$ 0.1294	\$ 0.0047	\$ 0.1341	\$ (0.0163)	\$ 0.0305	\$ 0.1483	\$ 0.1470	\$ 0.0013
	Bulk per Quart	\$ 0.2457	\$ 0.0721	\$ (0.0094)	\$ 0.1058	\$ 0.2867	\$ 0.7009	\$ 0.0254	\$ 0.7263	\$ (0.1305)	\$ 0.2437	\$ 0.8395	\$ 0.8373	\$ 0.0022

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0082 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

WHOLESALE PRICE BUILDUP
NOVEMBER 2015 MILK PRICES

	A EX. 6	B EX. 3	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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	Gallon	\$ 1.9512	\$ 0.1471	\$ (0.0376)	\$ (0.1067)	\$ 1.1468	\$ 3.1008	\$ 0.1125	\$ 3.2133	\$ (0.5220)	\$ 0.9748	\$ 3.6661	\$ 3.6638	\$ 0.0023
	1/2 Gallon	\$ 0.9756	\$ 0.1159	\$ (0.0188)	\$ (0.0419)	\$ 0.5734	\$ 1.6042	\$ 0.0582	\$ 1.6624	\$ (0.2610)	\$ 0.4874	\$ 1.8888	\$ 1.8931	\$ (0.0043)
	Quart	\$ 0.4878	\$ 0.0924	\$ (0.0094)	\$ 0.0330	\$ 0.2867	\$ 0.8905	\$ 0.0323	\$ 0.9228	\$ (0.1305)	\$ 0.2437	\$ 1.0360	\$ 1.0384	\$ (0.0024)
	Pint	\$ 0.2439	\$ 0.0845	\$ (0.0047)	\$ 0.0755	\$ 0.1434	\$ 0.5426	\$ 0.0197	\$ 0.5623	\$ (0.0653)	\$ 0.1219	\$ 0.6189	\$ 0.6362	\$ (0.0173)
	12 Ounce	\$ 0.1829	\$ 0.0463	\$ (0.0035)	\$ 0.0124	\$ 0.1075	\$ 0.3456	\$ 0.0125	\$ 0.3581	\$ (0.0489)	\$ 0.0914	\$ 0.4006	\$ 0.3987	\$ 0.0019
	10 Ounce	\$ 0.1524	\$ 0.0544	\$ (0.0029)	\$ 0.0103	\$ 0.0896	\$ 0.3038	\$ 0.0110	\$ 0.3148	\$ (0.0435)	\$ 0.0812	\$ 0.3525	\$ 0.3510	\$ 0.0015
	1/2 Pint	\$ 0.1220	\$ 0.0278	\$ (0.0024)	\$ 0.0367	\$ 0.0717	\$ 0.2558	\$ 0.0093	\$ 0.2651	\$ (0.0326)	\$ 0.0609	\$ 0.2934	\$ 0.2937	\$ (0.0003)
	4 Ounce	\$ 0.0610	\$ 0.0268	\$ (0.0012)	\$ 0.0373	\$ 0.0358	\$ 0.1597	\$ 0.0058	\$ 0.1655	\$ (0.0163)	\$ 0.0305	\$ 0.1797	\$ 0.1786	\$ 0.0011
	Bulk per Quart	\$ 0.4878	\$ 0.0721	\$ (0.0094)	\$ 0.1058	\$ 0.2867	\$ 0.9430	\$ 0.0342	\$ 0.9772	\$ (0.1305)	\$ 0.2437	\$ 1.0904	\$ 1.0897	\$ 0.0007
FLAVORED REDUCED FAT MILK	Gallon	\$ 1.3216	\$ 0.1471	\$ (0.0376)	\$ (0.1067)	\$ 1.1468	\$ 2.4712	\$ 0.0896	\$ 2.5608	\$ (0.5220)	\$ 0.9748	\$ 3.0136	\$ 3.0163	\$ (0.0027)
	1/2 Gallon	\$ 0.6608	\$ 0.1159	\$ (0.0188)	\$ (0.0419)	\$ 0.5734	\$ 1.2894	\$ 0.0468	\$ 1.3362	\$ (0.2610)	\$ 0.4874	\$ 1.5626	\$ 1.5694	\$ (0.0068)
	Quart	\$ 0.3304	\$ 0.0924	\$ (0.0094)	\$ 0.0330	\$ 0.2867	\$ 0.7331	\$ 0.0266	\$ 0.7597	\$ (0.1305)	\$ 0.2437	\$ 0.8729	\$ 0.8765	\$ (0.0036)
	Pint	\$ 0.1652	\$ 0.0845	\$ (0.0047)	\$ 0.0755	\$ 0.1434	\$ 0.4639	\$ 0.0168	\$ 0.4807	\$ (0.0653)	\$ 0.1219	\$ 0.5373	\$ 0.5553	\$ (0.0180)
	12 Ounce	\$ 0.1239	\$ 0.0463	\$ (0.0035)	\$ 0.0124	\$ 0.1075	\$ 0.2866	\$ 0.0104	\$ 0.2970	\$ (0.0489)	\$ 0.0914	\$ 0.3395	\$ 0.3379	\$ 0.0016
	10 Ounce	\$ 0.1033	\$ 0.0544	\$ (0.0029)	\$ 0.0103	\$ 0.0896	\$ 0.2547	\$ 0.0092	\$ 0.2639	\$ (0.0435)	\$ 0.0812	\$ 0.3016	\$ 0.3004	\$ 0.0012
	1/2 Pint	\$ 0.0826	\$ 0.0278	\$ (0.0024)	\$ 0.0367	\$ 0.0717	\$ 0.2164	\$ 0.0078	\$ 0.2242	\$ (0.0326)	\$ 0.0609	\$ 0.2525	\$ 0.2533	\$ (0.0008)
	4 Ounce	\$ 0.0413	\$ 0.0268	\$ (0.0012)	\$ 0.0373	\$ 0.0358	\$ 0.1400	\$ 0.0051	\$ 0.1451	\$ (0.0163)	\$ 0.0305	\$ 0.1593	\$ 0.1583	\$ 0.0010
	Bulk per Quart	\$ 0.3304	\$ 0.0721	\$ (0.0094)	\$ 0.1058	\$ 0.2867	\$ 0.7856	\$ 0.0285	\$ 0.8141	\$ (0.1305)	\$ 0.2437	\$ 0.9273	\$ 0.9278	\$ (0.0005)
FLAVORED NONFAT MILK	Gallon	\$ 1.1424	\$ 0.1471	\$ (0.0376)	\$ (0.1067)	\$ 1.1468	\$ 2.2920	\$ 0.0831	\$ 2.3751	\$ (0.5220)	\$ 0.9748	\$ 2.8279	\$ 2.8000	\$ 0.0279
	1/2 Gallon	\$ 0.5712	\$ 0.1159	\$ (0.0188)	\$ (0.0419)	\$ 0.5734	\$ 1.1998	\$ 0.0435	\$ 1.2433	\$ (0.2610)	\$ 0.4874	\$ 1.4697	\$ 1.4612	\$ 0.0085
	Quart	\$ 0.2856	\$ 0.0924	\$ (0.0094)	\$ 0.0330	\$ 0.2867	\$ 0.6883	\$ 0.0250	\$ 0.7133	\$ (0.1305)	\$ 0.2437	\$ 0.8265	\$ 0.8224	\$ 0.0041
	Pint	\$ 0.1428	\$ 0.0845	\$ (0.0047)	\$ 0.0755	\$ 0.1434	\$ 0.4415	\$ 0.0160	\$ 0.4575	\$ (0.0653)	\$ 0.1219	\$ 0.5141	\$ 0.5282	\$ (0.0141)
	12 Ounce	\$ 0.1071	\$ 0.0463	\$ (0.0035)	\$ 0.0124	\$ 0.1075	\$ 0.2698	\$ 0.0098	\$ 0.2796	\$ (0.0489)	\$ 0.0914	\$ 0.3221	\$ 0.3177	\$ 0.0044
	10 Ounce	\$ 0.0893	\$ 0.0544	\$ (0.0029)	\$ 0.0103	\$ 0.0896	\$ 0.2407	\$ 0.0087	\$ 0.2494	\$ (0.0435)	\$ 0.0812	\$ 0.2871	\$ 0.2835	\$ 0.0036
	1/2 Pint	\$ 0.0714	\$ 0.0278	\$ (0.0024)	\$ 0.0367	\$ 0.0717	\$ 0.2052	\$ 0.0074	\$ 0.2126	\$ (0.0326)	\$ 0.0609	\$ 0.2409	\$ 0.2397	\$ 0.0012
	4 Ounce	\$ 0.0357	\$ 0.0268	\$ (0.0012)	\$ 0.0373	\$ 0.0358	\$ 0.1344	\$ 0.0049	\$ 0.1393	\$ (0.0163)	\$ 0.0305	\$ 0.1535	\$ 0.1516	\$ 0.0019
	Bulk per Quart	\$ 0.2856	\$ 0.0721	\$ (0.0094)	\$ 0.1058	\$ 0.2867	\$ 0.7408	\$ 0.0269	\$ 0.7677	\$ (0.1305)	\$ 0.2437	\$ 0.8809	\$ 0.8737	\$ 0.0072
BUTTERMILK	Gallon	\$ 1.7292	\$ 0.1471	\$ (0.0376)	\$ (0.1067)	\$ 1.1468	\$ 2.8788	\$ 0.1044	\$ 2.9832	\$ (0.5220)	\$ 0.9748	\$ 3.4360	\$ 3.4268	\$ 0.0092
	1/2 Gallon	\$ 0.8646	\$ 0.1159	\$ (0.0188)	\$ (0.0419)	\$ 0.5734	\$ 1.4932	\$ 0.0542	\$ 1.5474	\$ (0.2610)	\$ 0.4874	\$ 1.7738	\$ 1.7746	\$ (0.0008)
	Quart	\$ 0.4323	\$ 0.0924	\$ (0.0094)	\$ 0.0330	\$ 0.2867	\$ 0.8350	\$ 0.0303	\$ 0.8653	\$ (0.1305)	\$ 0.2437	\$ 0.9785	\$ 0.9791	\$ (0.0006)
	Pint	\$ 0.2161	\$ 0.0845	\$ (0.0047)	\$ 0.0755	\$ 0.1434	\$ 0.5148	\$ 0.0187	\$ 0.5335	\$ (0.0653)	\$ 0.1219	\$ 0.5901	\$ 0.6065	\$ (0.0164)
	12 Ounce	\$ 0.1621	\$ 0.0463	\$ (0.0035)	\$ 0.0124	\$ 0.1075	\$ 0.3248	\$ 0.0118	\$ 0.3366	\$ (0.0489)	\$ 0.0914	\$ 0.3791	\$ 0.3765	\$ 0.0026
	10 Ounce	\$ 0.1351	\$ 0.0544	\$ (0.0029)	\$ 0.0103	\$ 0.0896	\$ 0.2865	\$ 0.0104	\$ 0.2969	\$ (0.0435)	\$ 0.0812	\$ 0.3346	\$ 0.3324	\$ 0.0022
	1/2 Pint	\$ 0.1081	\$ 0.0278	\$ (0.0024)	\$ 0.0367	\$ 0.0717	\$ 0.2419	\$ 0.0088	\$ 0.2507	\$ (0.0326)	\$ 0.0609	\$ 0.2790	\$ 0.2789	\$ 0.0001
	4 Ounce	\$ 0.0540	\$ 0.0268	\$ (0.0012)	\$ 0.0373	\$ 0.0358	\$ 0.1527	\$ 0.0055	\$ 0.1582	\$ (0.0163)	\$ 0.0305	\$ 0.1724	\$ 0.1712	\$ 0.0012
	Bulk per Quart	\$ 0.4323	\$ 0.0721	\$ (0.0094)	\$ 0.1058	\$ 0.2867	\$ 0.8875	\$ 0.0322	\$ 0.9197	\$ (0.1305)	\$ 0.2437	\$ 1.0329	\$ 1.0304	\$ 0.0025

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.082 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP
NOVEMBER 2015 MILK PRICES**

	A EX. 6	B EX. 3	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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
EGG NOG	Gallon	\$ 3.0016	\$ 0.1471	\$ (0.0376)	\$ (0.1067)	\$ 1.1468	\$ 4.1512	\$ 0.1506	\$ 4.3018	\$ (0.5220)	\$ 0.9748	\$ 4.7546	\$ 5.1220	\$ (0.3674)
	1/2 Gallon	\$ 1.5008	\$ 0.1159	\$ (0.0188)	\$ (0.0419)	\$ 0.5734	\$ 2.1294	\$ 0.0772	\$ 2.2066	\$ (0.2610)	\$ 0.4874	\$ 2.4330	\$ 2.6223	\$ (0.1893)
	Quart	\$ 0.7504	\$ 0.0924	\$ (0.0094)	\$ 0.0330	\$ 0.2867	\$ 1.1531	\$ 0.0418	\$ 1.1949	\$ (0.1305)	\$ 0.2437	\$ 1.3081	\$ 1.4029	\$ (0.0948)
	Pint	\$ 0.3752	\$ 0.0845	\$ (0.0047)	\$ 0.0755	\$ 0.1434	\$ 0.6739	\$ 0.0244	\$ 0.6983	\$ (0.0653)	\$ 0.1219	\$ 0.7549	\$ 0.8185	\$ (0.0636)
	12 Ounce	\$ 0.2814	\$ 0.0463	\$ (0.0035)	\$ 0.0124	\$ 0.1075	\$ 0.4441	\$ 0.0161	\$ 0.4602	\$ (0.0489)	\$ 0.0914	\$ 0.5027	\$ 0.5353	\$ (0.0326)
	10 Ounce	\$ 0.2345	\$ 0.0544	\$ (0.0029)	\$ 0.0103	\$ 0.0896	\$ 0.3859	\$ 0.0140	\$ 0.3999	\$ (0.0435)	\$ 0.0812	\$ 0.4376	\$ 0.4649	\$ (0.0273)
	1/2 Pint	\$ 0.1876	\$ 0.0278	\$ (0.0024)	\$ 0.0367	\$ 0.0717	\$ 0.3214	\$ 0.0117	\$ 0.3331	\$ (0.0326)	\$ 0.0609	\$ 0.3614	\$ 0.3849	\$ (0.0235)
	4 Ounce	\$ 0.0938	\$ 0.0268	\$ (0.0012)	\$ 0.0373	\$ 0.0358	\$ 0.1925	\$ 0.0070	\$ 0.1995	\$ (0.0163)	\$ 0.0305	\$ 0.2137	\$ 0.2241	\$ (0.0104)
Bulk per Quart	\$ 0.7504	\$ 0.0721	\$ (0.0094)	\$ 0.1058	\$ 0.2867	\$ 1.2056	\$ 0.0437	\$ 1.2493	\$ (0.1305)	\$ 0.2437	\$ 1.3625	\$ 1.4542	\$ (0.0917)	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0082 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
NOVEMBER 2015 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1431	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 3.4452	\$ (0.4134)	\$ 0.5724	\$ 0.1000	\$ 3.70	\$ 3.70	\$ -
	1/2 Gallon	\$ 1.7783	\$ (0.2134)	\$ 0.2862	\$ 0.0514	\$ 1.90	\$ 1.90	\$ -
	Quart	\$ 0.9808	\$ (0.1177)	\$ 0.1431	\$ 0.0279	\$ 1.03	\$ 1.03	\$ -
	Pint	\$ 0.5913	\$ (0.0710)	\$ 0.0716	\$ 0.0164	\$ 0.61	\$ 0.62	\$ (0.01)
	12 Ounce	\$ 0.3799	\$ (0.0456)	\$ 0.0537	\$ 0.0108	\$ 0.40	\$ 0.40	\$ -
	10 Ounce	\$ 0.3353	\$ (0.0402)	\$ 0.0447	\$ 0.0094	\$ 0.35	\$ 0.35	\$ -
	1/2 Pint	\$ 0.2795	\$ (0.0335)	\$ 0.0358	\$ 0.0078	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1727	\$ (0.0207)	\$ 0.0179	\$ 0.0047	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0352	\$ (0.1242)	\$ 0.1431	\$ 0.0293	\$ 1.08	\$ 1.08	\$ -
REDUCED FAT (2%) MILK	Gallon	\$ 3.1162	\$ (0.3739)	\$ 0.5724	\$ 0.0920	\$ 3.41	\$ 3.40	\$ 0.01
	1/2 Gallon	\$ 1.6139	\$ (0.1937)	\$ 0.2862	\$ 0.0474	\$ 1.75	\$ 1.76	\$ (0.01)
	Quart	\$ 0.8985	\$ (0.1078)	\$ 0.1431	\$ 0.0259	\$ 0.96	\$ 0.96	\$ -
	Pint	\$ 0.5502	\$ (0.0660)	\$ 0.0716	\$ 0.0154	\$ 0.57	\$ 0.59	\$ (0.02)
	12 Ounce	\$ 0.3491	\$ (0.0419)	\$ 0.0537	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	10 Ounce	\$ 0.3096	\$ (0.0372)	\$ 0.0447	\$ 0.0088	\$ 0.33	\$ 0.32	\$ 0.01
	1/2 Pint	\$ 0.2590	\$ (0.0311)	\$ 0.0358	\$ 0.0073	\$ 0.27	\$ 0.27	\$ -
	4 Ounce	\$ 0.1625	\$ (0.0195)	\$ 0.0179	\$ 0.0045	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 0.9529	\$ (0.1143)	\$ 0.1431	\$ 0.0272	\$ 1.01	\$ 1.01	\$ -
LOWFAT (1%) MILK	Gallon	\$ 2.8715	\$ (0.3446)	\$ 0.5724	\$ 0.0860	\$ 3.19	\$ 3.18	\$ 0.01
	1/2 Gallon	\$ 1.4915	\$ (0.1790)	\$ 0.2862	\$ 0.0444	\$ 1.64	\$ 1.65	\$ (0.01)
	Quart	\$ 0.8373	\$ (0.1005)	\$ 0.1431	\$ 0.0244	\$ 0.90	\$ 0.91	\$ (0.01)
	Pint	\$ 0.5195	\$ (0.0623)	\$ 0.0716	\$ 0.0147	\$ 0.54	\$ 0.56	\$ (0.02)
	12 Ounce	\$ 0.3261	\$ (0.0391)	\$ 0.0537	\$ 0.0095	\$ 0.35	\$ 0.35	\$ -
	10 Ounce	\$ 0.2904	\$ (0.0348)	\$ 0.0447	\$ 0.0083	\$ 0.31	\$ 0.31	\$ -
	1/2 Pint	\$ 0.2436	\$ (0.0292)	\$ 0.0358	\$ 0.0069	\$ 0.26	\$ 0.26	\$ -
	4 Ounce	\$ 0.1548	\$ (0.0186)	\$ 0.0179	\$ 0.0043	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.8918	\$ (0.1070)	\$ 0.1431	\$ 0.0257	\$ 0.95	\$ 0.95	\$ -
NONFAT (SKIM) MILK	Gallon	\$ 2.6627	\$ (0.3195)	\$ 0.5724	\$ 0.0809	\$ 3.00	\$ 2.99	\$ 0.01
	1/2 Gallon	\$ 1.3871	\$ (0.1665)	\$ 0.2862	\$ 0.0418	\$ 1.55	\$ 1.55	\$ -
	Quart	\$ 0.7851	\$ (0.0942)	\$ 0.1431	\$ 0.0231	\$ 0.86	\$ 0.86	\$ -
	Pint	\$ 0.4935	\$ (0.0592)	\$ 0.0716	\$ 0.0140	\$ 0.52	\$ 0.53	\$ (0.01)
	12 Ounce	\$ 0.3066	\$ (0.0368)	\$ 0.0537	\$ 0.0090	\$ 0.33	\$ 0.33	\$ -
	10 Ounce	\$ 0.2742	\$ (0.0329)	\$ 0.0447	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	1/2 Pint	\$ 0.2306	\$ (0.0277)	\$ 0.0358	\$ 0.0066	\$ 0.25	\$ 0.25	\$ -
	4 Ounce	\$ 0.1483	\$ (0.0178)	\$ 0.0179	\$ 0.0041	\$ 0.15	\$ 0.15	\$ -
	Bulk per Quart	\$ 0.8395	\$ (0.1007)	\$ 0.1431	\$ 0.0245	\$ 0.91	\$ 0.90	\$ 0.01

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
NOVEMBER 2015 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1431	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	Gallon	\$ 3.6661	\$ (0.4399)	\$ 0.5724	\$ 0.1054	\$ 3.90	\$ 3.90	\$ -
	1/2 Gallon	\$ 1.8888	\$ (0.2267)	\$ 0.2862	\$ 0.0541	\$ 2.00	\$ 2.01	\$ (0.01)
	Quart	\$ 1.0360	\$ (0.1243)	\$ 0.1431	\$ 0.0293	\$ 1.08	\$ 1.09	\$ (0.01)
	Pint	\$ 0.6189	\$ (0.0743)	\$ 0.0716	\$ 0.0171	\$ 0.63	\$ 0.65	\$ (0.02)
	12 Ounce	\$ 0.4006	\$ (0.0481)	\$ 0.0537	\$ 0.0113	\$ 0.42	\$ 0.42	\$ -
	10 Ounce	\$ 0.3525	\$ (0.0423)	\$ 0.0447	\$ 0.0098	\$ 0.36	\$ 0.36	\$ -
	1/2 Pint	\$ 0.2934	\$ (0.0352)	\$ 0.0358	\$ 0.0082	\$ 0.30	\$ 0.30	\$ -
	4 Ounce	\$ 0.1797	\$ (0.0216)	\$ 0.0179	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0904	\$ (0.1308)	\$ 0.1431	\$ 0.0306	\$ 1.13	\$ 1.13	\$ -
FLAVORED REDUCED FAT MILK	Gallon	\$ 3.0136	\$ (0.3616)	\$ 0.5724	\$ 0.0895	\$ 3.31	\$ 3.32	\$ (0.01)
	1/2 Gallon	\$ 1.5626	\$ (0.1875)	\$ 0.2862	\$ 0.0461	\$ 1.71	\$ 1.71	\$ -
	Quart	\$ 0.8729	\$ (0.1047)	\$ 0.1431	\$ 0.0253	\$ 0.94	\$ 0.94	\$ -
	Pint	\$ 0.5373	\$ (0.0645)	\$ 0.0716	\$ 0.0151	\$ 0.56	\$ 0.58	\$ (0.02)
	12 Ounce	\$ 0.3395	\$ (0.0407)	\$ 0.0537	\$ 0.0098	\$ 0.36	\$ 0.36	\$ -
	10 Ounce	\$ 0.3016	\$ (0.0362)	\$ 0.0447	\$ 0.0086	\$ 0.32	\$ 0.32	\$ -
	1/2 Pint	\$ 0.2525	\$ (0.0303)	\$ 0.0358	\$ 0.0072	\$ 0.27	\$ 0.27	\$ -
	4 Ounce	\$ 0.1593	\$ (0.0191)	\$ 0.0179	\$ 0.0044	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.9273	\$ (0.1113)	\$ 0.1431	\$ 0.0266	\$ 0.99	\$ 0.99	\$ -
FLAVORED NONFAT MILK	Gallon	\$ 2.8279	\$ (0.3393)	\$ 0.5724	\$ 0.0849	\$ 3.15	\$ 3.12	\$ 0.03
	1/2 Gallon	\$ 1.4697	\$ (0.1764)	\$ 0.2862	\$ 0.0438	\$ 1.62	\$ 1.62	\$ -
	Quart	\$ 0.8265	\$ (0.0992)	\$ 0.1431	\$ 0.0242	\$ 0.89	\$ 0.89	\$ -
	Pint	\$ 0.5141	\$ (0.0617)	\$ 0.0716	\$ 0.0145	\$ 0.54	\$ 0.55	\$ (0.01)
	12 Ounce	\$ 0.3221	\$ (0.0387)	\$ 0.0537	\$ 0.0094	\$ 0.35	\$ 0.34	\$ 0.01
	10 Ounce	\$ 0.2871	\$ (0.0345)	\$ 0.0447	\$ 0.0082	\$ 0.31	\$ 0.30	\$ 0.01
	1/2 Pint	\$ 0.2409	\$ (0.0289)	\$ 0.0358	\$ 0.0069	\$ 0.25	\$ 0.25	\$ -
	4 Ounce	\$ 0.1535	\$ (0.0184)	\$ 0.0179	\$ 0.0042	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.8809	\$ (0.1057)	\$ 0.1431	\$ 0.0255	\$ 0.94	\$ 0.94	\$ -
BUTTERMILK	Gallon	\$ 3.4360	\$ (0.4123)	\$ 0.5724	\$ 0.0998	\$ 3.70	\$ 3.69	\$ 0.01
	1/2 Gallon	\$ 1.7738	\$ (0.2129)	\$ 0.2862	\$ 0.0513	\$ 1.90	\$ 1.90	\$ -
	Quart	\$ 0.9785	\$ (0.1174)	\$ 0.1431	\$ 0.0279	\$ 1.03	\$ 1.03	\$ -
	Pint	\$ 0.5901	\$ (0.0708)	\$ 0.0716	\$ 0.0164	\$ 0.61	\$ 0.62	\$ (0.01)
	12 Ounce	\$ 0.3791	\$ (0.0455)	\$ 0.0537	\$ 0.0107	\$ 0.40	\$ 0.40	\$ -
	10 Ounce	\$ 0.3346	\$ (0.0402)	\$ 0.0447	\$ 0.0094	\$ 0.35	\$ 0.35	\$ -
	1/2 Pint	\$ 0.2790	\$ (0.0335)	\$ 0.0358	\$ 0.0078	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1724	\$ (0.0207)	\$ 0.0179	\$ 0.0047	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0329	\$ (0.1239)	\$ 0.1431	\$ 0.0292	\$ 1.08	\$ 1.08	\$ -

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
NOVEMBER 2015 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1431	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	Gallon	\$ 4.7546	\$ (0.5706)	\$ 0.5724	\$ 0.1320	\$ 4.89	\$ 5.22	\$ (0.33)
	1/2 Gallon	\$ 2.4330	\$ (0.2920)	\$ 0.2862	\$ 0.0674	\$ 2.49	\$ 2.67	\$ (0.18)
	Quart	\$ 1.3081	\$ (0.1570)	\$ 0.1431	\$ 0.0359	\$ 1.33	\$ 1.42	\$ (0.09)
	Pint	\$ 0.7549	\$ (0.0906)	\$ 0.0716	\$ 0.0204	\$ 0.76	\$ 0.82	\$ (0.06)
	12 Ounce	\$ 0.5027	\$ (0.0603)	\$ 0.0537	\$ 0.0138	\$ 0.51	\$ 0.54	\$ (0.03)
	10 Ounce	\$ 0.4376	\$ (0.0525)	\$ 0.0447	\$ 0.0119	\$ 0.44	\$ 0.47	\$ (0.03)
	1/2 Pint	\$ 0.3614	\$ (0.0434)	\$ 0.0358	\$ 0.0098	\$ 0.37	\$ 0.39	\$ (0.02)
	4 Ounce	\$ 0.2137	\$ (0.0256)	\$ 0.0179	\$ 0.0057	\$ 0.22	\$ 0.23	\$ (0.01)
	Bulk per Quart	\$ 1.3625	\$ (0.1635)	\$ 0.1431	\$ 0.0372	\$ 1.38	\$ 1.46	\$ (0.08)