

Pennsylvania Milk Marketing Board SALES IN PMMB AREA 1 BY TYPE OF MILK

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

Standard Milk	29.76
Flavored Milk	1.77
Egg Nog	0.25
Reduced Fat Flavored Milk	4.17
Nonfat Flavored Milk	3.09
Reduced Fat Milk	27.16
Low Fat Milk	17.40
Buttermilk	0.51
Nonfat Milk	<u>15.89</u>
	<u>100.0%</u>

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

Standard Milk	29.80
Flavored Milk	0.80
Egg Nog	0.22
Reduced Fat Flavored Milk	3.97
Nonfat Flavored Milk	3.61
Reduced Fat Milk	28.31
Low Fat Milk	17.98
Buttermilk	0.43
Nonfat Milk	<u>14.88</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 1 cross-section dealers contribute 72.1% of the total milk to this area.

- * Tuscan/Lehigh Dairies, Inc. (Lansdale location)
- * Wawa Beverage Company
- * Clover Farms Dairy Company
- * Milk Industry Management Corp. (trading as Balford Farms)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 2,292,539	156,315,445	\$ 0.0147
Standardization & Pasteurization	\$ 2,680,925	178,551,989	\$ 0.0150
Bottling	\$ 6,062,982	154,218,229	\$ 0.0393
Cold Room	\$ 9,755,148	195,357,678	\$ 0.0499
Delivery	\$ 28,581,211	197,553,325	\$ 0.1447
Selling	\$ 5,958,210	219,852,426	\$ 0.0271

Total Cost per Point **\$ 0.2907**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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-2015) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 1,967,250	13,963,023	\$ 0.1409			
GALLON - Plastic	Purchased	\$ 903,358	4,349,313	\$ 0.2077			
GALLON - Combined		\$ 2,870,608	18,312,336	\$ 0.1568	\$ 0.1567	1.89%	\$ 0.1597
1/2 GALLON - Plastic	Blow Molded	\$ 818,109	8,338,686	\$ 0.0981			
1/2 GALLON - Plastic	Purchased	\$ 603,320	3,374,716	\$ 0.1788			
1/2 GALLON - Combined		\$ 1,421,429	11,713,402	\$ 0.1214	\$ 0.1201	1.87%	\$ 0.1223
QUART - Plastic	Purchased	\$ 1,089,375	9,934,831	\$ 0.1097	\$ 0.1053	1.57%	\$ 0.1070
PINT - Plastic	Purchased	\$ 467,600	5,481,844	\$ 0.0853	\$ 0.0796	1.62%	\$ 0.0809
12 Ounce	Purchased			\$ 0.0361	\$ 0.0361		\$ 0.0361
10 Ounce	Purchased			\$ 0.0301	\$ 0.0301		\$ 0.0301
1/2 PINT - Plastic	Purchased	\$ 437,970	6,785,894	\$ 0.0645	\$ 0.0637	0.92%	\$ 0.0643
1/2 PINT - Paper	Purchased	\$ 1,335,795	58,265,050	\$ 0.0229	\$ 0.0266	0.85%	\$ 0.0268
4 Ounce	Purchased	\$ 148,069	6,717,295	\$ 0.0220	\$ 0.0220	1.53%	\$ 0.0223
Bulk per Quart	Purchased	\$ 90,702	1,755,996	\$ 0.0517	\$ 0.0517	1.30%	\$ 0.0524

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard Milk	\$ 1,673	87,794,063	\$ -
Reduced Fat (2%) Milk	\$ 7,040	71,243,918	\$ 0.0001
Low Fat (1%) Milk	\$ 4,143	42,244,212	\$ 0.0001
Non Fat (Skim) Milk	\$ 3,347	33,845,676	\$ 0.0001
Flavored Milk	\$ 8,920	212,388	\$ 0.0420
Flavored Reduced Fat Milk	\$ 322,010	10,085,299	\$ 0.0319
Flavored NONFAT Milk	\$ 387,698	15,843,526	\$ 0.0245
Buttermilk	\$ 8,179	1,356,318	\$ 0.0060
Egg Nog	\$ 59,357	530,964	\$ 0.1118

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2014 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1	Shrinkage	29,469,974	1,569,922	n/a	\$ 8,041,402	n/a	\$ 8,041,402 \$ 2,171,583
2	Bulk MILK - diverted	-	-	\$ -	\$ -	n/a	\$ - \$ -
3	Bulk MILK - transferred	164,991,575	1,256,230	\$ 32,380,449	\$ 28,572,200	\$ 3,695,940	\$ (112,309) \$ 157,503
4	Bulk MILK - TOTAL (Rows 2 + 3)	164,991,575	1,256,230	\$ 32,380,449	\$ 28,572,200	\$ 3,695,940	\$ (112,309) \$ 157,503
5	Bulk CREAM - transferred	48,467,854	20,917,103	\$ 58,761,483	\$ 53,439,918	\$ 1,190,229	\$ (4,131,336) \$ (1,191,508)

	H	I	J
			(H ÷ I)
	Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds
6	Shrinkage (Row 1)	\$ 2,171,583	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ 157,503	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,191,508)	
9	Total	\$ 1,137,578	274,824,999 \$ 0.0041

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

	Class I
Skim Rate	\$ 11.84
Butterfat Rate	\$ 2.9275

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard Milk	87,794,063	2,896,898	3.2997%	84,897,165	\$ 8,480,669	\$ 10,051,824	\$ 18,532,493	\$ 0.2111	\$ -	\$ 0.0041	\$ 0.2152
Reduced Fat (2%) Milk	71,243,918	1,388,175	1.9485%	69,855,743	\$ 4,063,882	\$ 8,270,920	\$ 12,334,802	\$ 0.1731	\$ 0.0001	\$ 0.0041	\$ 0.1773
Low Fat (1%) Milk	42,244,212	405,038	0.9588%	41,839,174	\$ 1,185,749	\$ 4,953,758	\$ 6,139,507	\$ 0.1453	\$ 0.0001	\$ 0.0041	\$ 0.1495
Non Fat (Skim) Milk	33,845,676	38,972	0.1151%	33,806,704	\$ 114,091	\$ 4,002,714	\$ 4,116,805	\$ 0.1216	\$ 0.0001	\$ 0.0041	\$ 0.1258
Flavored Milk	212,388	6,903	3.2502%	205,485	\$ 20,209	\$ 24,329	\$ 44,538	\$ 0.2097	\$ 0.0420	\$ 0.0041	\$ 0.2558
Flavored Reduced Fat Milk	10,085,299	106,828	1.0592%	9,978,471	\$ 312,739	\$ 1,181,451	\$ 1,494,190	\$ 0.1482	\$ 0.0319	\$ 0.0041	\$ 0.1842
Flavored NONFAT Milk	15,843,526	19,336	0.1220%	15,824,190	\$ 56,606	\$ 1,873,584	\$ 1,930,190	\$ 0.1218	\$ 0.0245	\$ 0.0041	\$ 0.1504
Buttermilk	1,356,318	26,799	1.9759%	1,329,519	\$ 78,454	\$ 157,415	\$ 235,869	\$ 0.1739	\$ 0.0060	\$ 0.0041	\$ 0.1840
Egg Nog	530,964	36,599	6.8929%	494,365	\$ 107,144	\$ 58,533	\$ 165,677	\$ 0.3120	\$ 0.1118	\$ 0.0041	\$ 0.4279

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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 COSTS		1 ST HALF POINTS		1 ST HALF COST per POINT		INCREASE (DECREASE)
2015	2014	2015	2014	2015	2014	

WEIGHTED LABOR COSTS	\$ 16,637,127	\$ 14,596,201	105,443,977	100,453,838	\$ 0.1578	\$ 0.1453	\$ 0.0125
WEIGHTED UTILITY COSTS	\$ 741,716	\$ 710,168	105,443,977	100,453,838	\$ 0.0070	\$ 0.0071	\$ (0.0001)
WEIGHTED INSURANCE COSTS	\$ 351,730	\$ 238,193	105,443,977	100,453,838	\$ 0.0033	\$ 0.0024	\$ 0.0009

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0133

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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

1. Weighted Diesel Fuel Costs - YEAR 2014	\$ 2,796,473
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>\$ 1,879,746</u>
6. Change in Diesel Fuel Costs from YEAR 2014 to SEPTEMBER 2015 (Line 5 - Line 1)	\$ (916,727)
7. Weighted Delivery Points - YEAR 2014	<u>197,553,325</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0046)</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 1

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

1. Weighted Heating Fuel Costs - YEAR 2014	\$	185,977
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>\$</u>	<u>197,284</u>
6. Change in Heating Fuel Costs from YEAR 2014 to JULY 2015 (Line 5 - Line 1)	\$	11,307
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2014		<u>201,330,214</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$</u>	<u>0.0001</u>

Footnote:

- 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 1**

**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	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	\$ 1.8507	\$ 0.1597	\$ 0.0264	\$ (0.0720)	\$ 1.1628	\$ 3.1276	\$ 0.1101	\$ 3.2377	\$ (0.5068)	\$ 1.0552	\$ 3.7861	\$ 3.8264	\$ (0.0403)
	1/2 Gallon	\$ 0.9254	\$ 0.1223	\$ 0.0132	\$ (0.0455)	\$ 0.5814	\$ 1.5968	\$ 0.0562	\$ 1.6530	\$ (0.2534)	\$ 0.5276	\$ 1.9272	\$ 1.9464	\$ (0.0192)
	Quart	\$ 0.4627	\$ 0.1070	\$ 0.0066	\$ 0.0252	\$ 0.2907	\$ 0.8922	\$ 0.0314	\$ 0.9236	\$ (0.1267)	\$ 0.2638	\$ 1.0607	\$ 1.0785	\$ (0.0178)
	Pint	\$ 0.2313	\$ 0.0809	\$ 0.0033	\$ 0.0763	\$ 0.1454	\$ 0.5372	\$ 0.0189	\$ 0.5561	\$ (0.0634)	\$ 0.1319	\$ 0.6246	\$ 0.6292	\$ (0.0046)
	12 Ounce	\$ 0.1735	\$ 0.0361	\$ 0.0025	\$ 0.0487	\$ 0.1090	\$ 0.3698	\$ 0.0130	\$ 0.3828	\$ (0.0475)	\$ 0.0989	\$ 0.4342	\$ 0.4360	\$ (0.0018)
	10 Ounce	\$ 0.1446	\$ 0.0301	\$ 0.0021	\$ 0.0370	\$ 0.0908	\$ 0.3046	\$ 0.0107	\$ 0.3153	\$ (0.0396)	\$ 0.0824	\$ 0.3581	\$ 0.3597	\$ (0.0016)
	1/2 Pint	\$ 0.1157	\$ 0.0268	\$ 0.0017	\$ 0.0268	\$ 0.0727	\$ 0.2437	\$ 0.0086	\$ 0.2523	\$ (0.0317)	\$ 0.0660	\$ 0.2866	\$ 0.2871	\$ (0.0005)
	4 Ounce	\$ 0.0578	\$ 0.0223	\$ 0.0008	\$ 0.0276	\$ 0.0363	\$ 0.1448	\$ 0.0051	\$ 0.1499	\$ (0.0158)	\$ 0.0330	\$ 0.1671	\$ 0.1709	\$ (0.0038)
	Bulk per Quart	\$ 0.4627	\$ 0.0524	\$ 0.0066	\$ 0.0655	\$ 0.2907	\$ 0.8779	\$ 0.0309	\$ 0.9088	\$ (0.1267)	\$ 0.2638	\$ 1.0459	\$ 1.0582	\$ (0.0123)
REDUCED FAT (2%) MILK	Gallon	\$ 1.5283	\$ 0.1597	\$ 0.0264	\$ (0.0720)	\$ 1.1628	\$ 2.8052	\$ 0.0987	\$ 2.9039	\$ (0.5068)	\$ 1.0552	\$ 3.4523	\$ 3.4891	\$ (0.0368)
	1/2 Gallon	\$ 0.7642	\$ 0.1223	\$ 0.0132	\$ (0.0455)	\$ 0.5814	\$ 1.4356	\$ 0.0505	\$ 1.4861	\$ (0.2534)	\$ 0.5276	\$ 1.7603	\$ 1.7776	\$ (0.0173)
	Quart	\$ 0.3821	\$ 0.1070	\$ 0.0066	\$ 0.0252	\$ 0.2907	\$ 0.8116	\$ 0.0286	\$ 0.8402	\$ (0.1267)	\$ 0.2638	\$ 0.9773	\$ 0.9942	\$ (0.0169)
	Pint	\$ 0.1910	\$ 0.0809	\$ 0.0033	\$ 0.0763	\$ 0.1454	\$ 0.4969	\$ 0.0175	\$ 0.5144	\$ (0.0634)	\$ 0.1319	\$ 0.5829	\$ 0.5870	\$ (0.0041)
	12 Ounce	\$ 0.1433	\$ 0.0361	\$ 0.0025	\$ 0.0487	\$ 0.1090	\$ 0.3396	\$ 0.0120	\$ 0.3516	\$ (0.0475)	\$ 0.0989	\$ 0.4030	\$ 0.4043	\$ (0.0013)
	10 Ounce	\$ 0.1194	\$ 0.0301	\$ 0.0021	\$ 0.0370	\$ 0.0908	\$ 0.2794	\$ 0.0098	\$ 0.2892	\$ (0.0396)	\$ 0.0824	\$ 0.3320	\$ 0.3333	\$ (0.0013)
	1/2 Pint	\$ 0.0955	\$ 0.0268	\$ 0.0017	\$ 0.0268	\$ 0.0727	\$ 0.2235	\$ 0.0079	\$ 0.2314	\$ (0.0317)	\$ 0.0660	\$ 0.2657	\$ 0.2660	\$ (0.0003)
	4 Ounce	\$ 0.0478	\$ 0.0223	\$ 0.0008	\$ 0.0276	\$ 0.0363	\$ 0.1348	\$ 0.0047	\$ 0.1395	\$ (0.0158)	\$ 0.0330	\$ 0.1567	\$ 0.1604	\$ (0.0037)
	Bulk per Quart	\$ 0.3821	\$ 0.0524	\$ 0.0066	\$ 0.0655	\$ 0.2907	\$ 0.7973	\$ 0.0281	\$ 0.8254	\$ (0.1267)	\$ 0.2638	\$ 0.9625	\$ 0.9740	\$ (0.0115)
LOW FAT (1%) MILK	Gallon	\$ 1.2887	\$ 0.1597	\$ 0.0264	\$ (0.0720)	\$ 1.1628	\$ 2.5656	\$ 0.0903	\$ 2.6559	\$ (0.5068)	\$ 1.0552	\$ 3.2043	\$ 3.2463	\$ (0.0420)
	1/2 Gallon	\$ 0.6443	\$ 0.1223	\$ 0.0132	\$ (0.0455)	\$ 0.5814	\$ 1.3157	\$ 0.0463	\$ 1.3620	\$ (0.2534)	\$ 0.5276	\$ 1.6362	\$ 1.6563	\$ (0.0201)
	Quart	\$ 0.3222	\$ 0.1070	\$ 0.0066	\$ 0.0252	\$ 0.2907	\$ 0.7517	\$ 0.0265	\$ 0.7782	\$ (0.1267)	\$ 0.2638	\$ 0.9153	\$ 0.9336	\$ (0.0183)
	Pint	\$ 0.1611	\$ 0.0809	\$ 0.0033	\$ 0.0763	\$ 0.1454	\$ 0.4670	\$ 0.0164	\$ 0.4834	\$ (0.0634)	\$ 0.1319	\$ 0.5519	\$ 0.5567	\$ (0.0048)
	12 Ounce	\$ 0.1208	\$ 0.0361	\$ 0.0025	\$ 0.0487	\$ 0.1090	\$ 0.3171	\$ 0.0112	\$ 0.3283	\$ (0.0475)	\$ 0.0989	\$ 0.3797	\$ 0.3815	\$ (0.0018)
	10 Ounce	\$ 0.1007	\$ 0.0301	\$ 0.0021	\$ 0.0370	\$ 0.0908	\$ 0.2607	\$ 0.0092	\$ 0.2699	\$ (0.0396)	\$ 0.0824	\$ 0.3127	\$ 0.3143	\$ (0.0016)
	1/2 Pint	\$ 0.0805	\$ 0.0268	\$ 0.0017	\$ 0.0268	\$ 0.0727	\$ 0.2085	\$ 0.0073	\$ 0.2158	\$ (0.0317)	\$ 0.0660	\$ 0.2501	\$ 0.2509	\$ (0.0008)
	4 Ounce	\$ 0.0403	\$ 0.0223	\$ 0.0008	\$ 0.0276	\$ 0.0363	\$ 0.1273	\$ 0.0045	\$ 0.1318	\$ (0.0158)	\$ 0.0330	\$ 0.1490	\$ 0.1527	\$ (0.0037)
	Bulk per Quart	\$ 0.3222	\$ 0.0524	\$ 0.0066	\$ 0.0655	\$ 0.2907	\$ 0.7374	\$ 0.0260	\$ 0.7634	\$ (0.1267)	\$ 0.2638	\$ 0.9005	\$ 0.9133	\$ (0.0128)
NON FAT (SKIM) MILK	Gallon	\$ 1.0857	\$ 0.1597	\$ 0.0264	\$ (0.0720)	\$ 1.1628	\$ 2.3626	\$ 0.0832	\$ 2.4458	\$ (0.5068)	\$ 1.0552	\$ 2.9942	\$ 3.0273	\$ (0.0331)
	1/2 Gallon	\$ 0.5428	\$ 0.1223	\$ 0.0132	\$ (0.0455)	\$ 0.5814	\$ 1.2142	\$ 0.0427	\$ 1.2569	\$ (0.2534)	\$ 0.5276	\$ 1.5311	\$ 1.5468	\$ (0.0157)
	Quart	\$ 0.2714	\$ 0.1070	\$ 0.0066	\$ 0.0252	\$ 0.2907	\$ 0.7009	\$ 0.0247	\$ 0.7256	\$ (0.1267)	\$ 0.2638	\$ 0.8627	\$ 0.8787	\$ (0.0160)
	Pint	\$ 0.1357	\$ 0.0809	\$ 0.0033	\$ 0.0763	\$ 0.1454	\$ 0.4416	\$ 0.0155	\$ 0.4571	\$ (0.0634)	\$ 0.1319	\$ 0.5256	\$ 0.5293	\$ (0.0037)
	12 Ounce	\$ 0.1018	\$ 0.0361	\$ 0.0025	\$ 0.0487	\$ 0.1090	\$ 0.2981	\$ 0.0105	\$ 0.3086	\$ (0.0475)	\$ 0.0989	\$ 0.3600	\$ 0.3610	\$ (0.0010)
	10 Ounce	\$ 0.0848	\$ 0.0301	\$ 0.0021	\$ 0.0370	\$ 0.0908	\$ 0.2448	\$ 0.0086	\$ 0.2534	\$ (0.0396)	\$ 0.0824	\$ 0.2962	\$ 0.2973	\$ (0.0011)
	1/2 Pint	\$ 0.0679	\$ 0.0268	\$ 0.0017	\$ 0.0268	\$ 0.0727	\$ 0.1959	\$ 0.0069	\$ 0.2028	\$ (0.0317)	\$ 0.0660	\$ 0.2371	\$ 0.2372	\$ (0.0001)
	4 Ounce	\$ 0.0339	\$ 0.0223	\$ 0.0008	\$ 0.0276	\$ 0.0363	\$ 0.1209	\$ 0.0043	\$ 0.1252	\$ (0.0158)	\$ 0.0330	\$ 0.1424	\$ 0.1459	\$ (0.0035)
	Bulk per Quart	\$ 0.2714	\$ 0.0524	\$ 0.0066	\$ 0.0655	\$ 0.2907	\$ 0.6866	\$ 0.0242	\$ 0.7108	\$ (0.1267)	\$ 0.2638	\$ 0.8479	\$ 0.8584	\$ (0.0105)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0022 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) FLAVORED MILK	Gallon	\$ 2.0464	\$ 0.1597	\$ 0.0264	\$ (0.0720)	\$ 1.1628	\$ 3.3233	\$ 0.1170	\$ 3.4403	\$ (0.5068)	\$ 1.0552	\$ 3.9887	\$ 4.2031	\$ (0.2144)
	1/2 Gallon	\$ 1.0232	\$ 0.1223	\$ 0.0132	\$ (0.0455)	\$ 0.5814	\$ 1.6946	\$ 0.0596	\$ 1.7542	\$ (0.2534)	\$ 0.5276	\$ 2.0284	\$ 2.1347	\$ (0.1063)
	Quart	\$ 0.5116	\$ 0.1070	\$ 0.0066	\$ 0.0252	\$ 0.2907	\$ 0.9411	\$ 0.0331	\$ 0.9742	\$ (0.1267)	\$ 0.2638	\$ 1.1113	\$ 1.1727	\$ (0.0614)
	Pint	\$ 0.2558	\$ 0.0809	\$ 0.0033	\$ 0.0763	\$ 0.1454	\$ 0.5617	\$ 0.0198	\$ 0.5815	\$ (0.0634)	\$ 0.1319	\$ 0.6500	\$ 0.6763	\$ (0.0263)
	12 Ounce	\$ 0.1919	\$ 0.0361	\$ 0.0025	\$ 0.0487	\$ 0.1090	\$ 0.3882	\$ 0.0137	\$ 0.4019	\$ (0.0475)	\$ 0.0989	\$ 0.4533	\$ 0.4713	\$ (0.0180)
	10 Ounce	\$ 0.1599	\$ 0.0301	\$ 0.0021	\$ 0.0370	\$ 0.0908	\$ 0.3199	\$ 0.0113	\$ 0.3312	\$ (0.0396)	\$ 0.0824	\$ 0.3740	\$ 0.3891	\$ (0.0151)
	1/2 Pint	\$ 0.1279	\$ 0.0268	\$ 0.0017	\$ 0.0268	\$ 0.0727	\$ 0.2559	\$ 0.0090	\$ 0.2649	\$ (0.0317)	\$ 0.0660	\$ 0.2992	\$ 0.3107	\$ (0.0115)
	4 Ounce	\$ 0.0640	\$ 0.0223	\$ 0.0008	\$ 0.0276	\$ 0.0363	\$ 0.1510	\$ 0.0053	\$ 0.1563	\$ (0.0158)	\$ 0.0330	\$ 0.1735	\$ 0.1826	\$ (0.0091)
Bulk per Quart	\$ 0.5116	\$ 0.0524	\$ 0.0066	\$ 0.0655	\$ 0.2907	\$ 0.9268	\$ 0.0326	\$ 0.9594	\$ (0.1267)	\$ 0.2638	\$ 1.0965	\$ 1.1524	\$ (0.0559)	
REDUCED FAT FLAVORED MILK	Gallon	\$ 1.4736	\$ 0.1597	\$ 0.0264	\$ (0.0720)	\$ 1.1628	\$ 2.7505	\$ 0.0968	\$ 2.8473	\$ (0.5068)	\$ 1.0552	\$ 3.3957	\$ 3.4412	\$ (0.0455)
	1/2 Gallon	\$ 0.7368	\$ 0.1223	\$ 0.0132	\$ (0.0455)	\$ 0.5814	\$ 1.4082	\$ 0.0496	\$ 1.4578	\$ (0.2534)	\$ 0.5276	\$ 1.7320	\$ 1.7537	\$ (0.0217)
	Quart	\$ 0.3684	\$ 0.1070	\$ 0.0066	\$ 0.0252	\$ 0.2907	\$ 0.7979	\$ 0.0281	\$ 0.8260	\$ (0.1267)	\$ 0.2638	\$ 0.9631	\$ 0.9822	\$ (0.0191)
	Pint	\$ 0.1842	\$ 0.0809	\$ 0.0033	\$ 0.0763	\$ 0.1454	\$ 0.4901	\$ 0.0172	\$ 0.5073	\$ (0.0634)	\$ 0.1319	\$ 0.5758	\$ 0.5810	\$ (0.0052)
	12 Ounce	\$ 0.1382	\$ 0.0361	\$ 0.0025	\$ 0.0487	\$ 0.1090	\$ 0.3345	\$ 0.0118	\$ 0.3463	\$ (0.0475)	\$ 0.0989	\$ 0.3977	\$ 0.3998	\$ (0.0021)
	10 Ounce	\$ 0.1151	\$ 0.0301	\$ 0.0021	\$ 0.0370	\$ 0.0908	\$ 0.2751	\$ 0.0097	\$ 0.2848	\$ (0.0396)	\$ 0.0824	\$ 0.3276	\$ 0.3295	\$ (0.0019)
	1/2 Pint	\$ 0.0921	\$ 0.0268	\$ 0.0017	\$ 0.0268	\$ 0.0727	\$ 0.2201	\$ 0.0077	\$ 0.2278	\$ (0.0317)	\$ 0.0660	\$ 0.2621	\$ 0.2631	\$ (0.0010)
	4 Ounce	\$ 0.0461	\$ 0.0223	\$ 0.0008	\$ 0.0276	\$ 0.0363	\$ 0.1331	\$ 0.0047	\$ 0.1378	\$ (0.0158)	\$ 0.0330	\$ 0.1550	\$ 0.1588	\$ (0.0038)
Bulk per Quart	\$ 0.3684	\$ 0.0524	\$ 0.0066	\$ 0.0655	\$ 0.2907	\$ 0.7836	\$ 0.0276	\$ 0.8112	\$ (0.1267)	\$ 0.2638	\$ 0.9483	\$ 0.9619	\$ (0.0136)	
NONFAT FLAVORED MILK	Gallon	\$ 1.2032	\$ 0.1597	\$ 0.0264	\$ (0.0720)	\$ 1.1628	\$ 2.4801	\$ 0.0873	\$ 2.5674	\$ (0.5068)	\$ 1.0552	\$ 3.1158	\$ 3.1720	\$ (0.0562)
	1/2 Gallon	\$ 0.6016	\$ 0.1223	\$ 0.0132	\$ (0.0455)	\$ 0.5814	\$ 1.2730	\$ 0.0448	\$ 1.3178	\$ (0.2534)	\$ 0.5276	\$ 1.5920	\$ 1.6191	\$ (0.0271)
	Quart	\$ 0.3008	\$ 0.1070	\$ 0.0066	\$ 0.0252	\$ 0.2907	\$ 0.7303	\$ 0.0257	\$ 0.7560	\$ (0.1267)	\$ 0.2638	\$ 0.8931	\$ 0.9149	\$ (0.0218)
	Pint	\$ 0.1504	\$ 0.0809	\$ 0.0033	\$ 0.0763	\$ 0.1454	\$ 0.4563	\$ 0.0161	\$ 0.4724	\$ (0.0634)	\$ 0.1319	\$ 0.5409	\$ 0.5474	\$ (0.0065)
	12 Ounce	\$ 0.1128	\$ 0.0361	\$ 0.0025	\$ 0.0487	\$ 0.1090	\$ 0.3091	\$ 0.0109	\$ 0.3200	\$ (0.0475)	\$ 0.0989	\$ 0.3714	\$ 0.3746	\$ (0.0032)
	10 Ounce	\$ 0.0940	\$ 0.0301	\$ 0.0021	\$ 0.0370	\$ 0.0908	\$ 0.2540	\$ 0.0089	\$ 0.2629	\$ (0.0396)	\$ 0.0824	\$ 0.3057	\$ 0.3085	\$ (0.0028)
	1/2 Pint	\$ 0.0752	\$ 0.0268	\$ 0.0017	\$ 0.0268	\$ 0.0727	\$ 0.2032	\$ 0.0072	\$ 0.2104	\$ (0.0317)	\$ 0.0660	\$ 0.2447	\$ 0.2462	\$ (0.0015)
	4 Ounce	\$ 0.0376	\$ 0.0223	\$ 0.0008	\$ 0.0276	\$ 0.0363	\$ 0.1246	\$ 0.0044	\$ 0.1290	\$ (0.0158)	\$ 0.0330	\$ 0.1462	\$ 0.1504	\$ (0.0042)
Bulk per Quart	\$ 0.3008	\$ 0.0524	\$ 0.0066	\$ 0.0655	\$ 0.2907	\$ 0.7160	\$ 0.0252	\$ 0.7412	\$ (0.1267)	\$ 0.2638	\$ 0.8783	\$ 0.8947	\$ (0.0164)	
BUTTER MILK	Gallon	\$ 1.5861	\$ 0.1597	\$ 0.0264	\$ (0.0720)	\$ 1.1628	\$ 2.8630	\$ 0.1008	\$ 2.9638	\$ (0.5068)	\$ 1.0552	\$ 3.5122	\$ 3.6158	\$ (0.1036)
	1/2 Gallon	\$ 0.7930	\$ 0.1223	\$ 0.0132	\$ (0.0455)	\$ 0.5814	\$ 1.4644	\$ 0.0515	\$ 1.5159	\$ (0.2534)	\$ 0.5276	\$ 1.7901	\$ 1.8410	\$ (0.0509)
	Quart	\$ 0.3965	\$ 0.1070	\$ 0.0066	\$ 0.0252	\$ 0.2907	\$ 0.8260	\$ 0.0291	\$ 0.8551	\$ (0.1267)	\$ 0.2638	\$ 0.9922	\$ 1.0259	\$ (0.0337)
	Pint	\$ 0.1983	\$ 0.0809	\$ 0.0033	\$ 0.0763	\$ 0.1454	\$ 0.5042	\$ 0.0177	\$ 0.5219	\$ (0.0634)	\$ 0.1319	\$ 0.5904	\$ 0.6029	\$ (0.0125)
	12 Ounce	\$ 0.1487	\$ 0.0361	\$ 0.0025	\$ 0.0487	\$ 0.1090	\$ 0.3450	\$ 0.0121	\$ 0.3571	\$ (0.0475)	\$ 0.0989	\$ 0.4085	\$ 0.4162	\$ (0.0077)
	10 Ounce	\$ 0.1239	\$ 0.0301	\$ 0.0021	\$ 0.0370	\$ 0.0908	\$ 0.2839	\$ 0.0100	\$ 0.2939	\$ (0.0396)	\$ 0.0824	\$ 0.3367	\$ 0.3432	\$ (0.0065)
	1/2 Pint	\$ 0.0991	\$ 0.0268	\$ 0.0017	\$ 0.0268	\$ 0.0727	\$ 0.2271	\$ 0.0080	\$ 0.2351	\$ (0.0317)	\$ 0.0660	\$ 0.2694	\$ 0.2739	\$ (0.0045)
	4 Ounce	\$ 0.0496	\$ 0.0223	\$ 0.0008	\$ 0.0276	\$ 0.0363	\$ 0.1366	\$ 0.0048	\$ 0.1414	\$ (0.0158)	\$ 0.0330	\$ 0.1586	\$ 0.1643	\$ (0.0057)
Bulk per Quart	\$ 0.3965	\$ 0.0524	\$ 0.0066	\$ 0.0655	\$ 0.2907	\$ 0.8117	\$ 0.0286	\$ 0.8403	\$ (0.1267)	\$ 0.2638	\$ 0.9774	\$ 1.0056	\$ (0.0282)	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0022 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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	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	\$ 3.4232	\$ 0.1597	\$ 0.0264	\$ (0.0720)	\$ 1.1628	\$ 4.7001	\$ 0.1654	\$ 4.8655	\$ (0.5068)	\$ 1.0552	\$ 5.4139	\$ 5.5165	\$ (0.1026)
	1/2 Gallon	\$ 1.7116	\$ 0.1223	\$ 0.0132	\$ (0.0455)	\$ 0.5814	\$ 2.3830	\$ 0.0839	\$ 2.4669	\$ (0.2534)	\$ 0.5276	\$ 2.7411	\$ 2.7914	\$ (0.0503)
	Quart	\$ 0.8558	\$ 0.1070	\$ 0.0066	\$ 0.0252	\$ 0.2907	\$ 1.2853	\$ 0.0452	\$ 1.3305	\$ (0.1267)	\$ 0.2638	\$ 1.4676	\$ 1.5011	\$ (0.0335)
	Pint	\$ 0.4279	\$ 0.0809	\$ 0.0033	\$ 0.0763	\$ 0.1454	\$ 0.7338	\$ 0.0258	\$ 0.7596	\$ (0.0634)	\$ 0.1319	\$ 0.8281	\$ 0.8404	\$ (0.0123)
	12 Ounce	\$ 0.3209	\$ 0.0361	\$ 0.0025	\$ 0.0487	\$ 0.1090	\$ 0.5172	\$ 0.0182	\$ 0.5354	\$ (0.0475)	\$ 0.0989	\$ 0.5868	\$ 0.5944	\$ (0.0076)
	10 Ounce	\$ 0.2674	\$ 0.0301	\$ 0.0021	\$ 0.0370	\$ 0.0908	\$ 0.4274	\$ 0.0150	\$ 0.4424	\$ (0.0396)	\$ 0.0824	\$ 0.4852	\$ 0.4917	\$ (0.0065)
	1/2 Pint	\$ 0.2140	\$ 0.0268	\$ 0.0017	\$ 0.0268	\$ 0.0727	\$ 0.3420	\$ 0.0120	\$ 0.3540	\$ (0.0317)	\$ 0.0660	\$ 0.3883	\$ 0.3928	\$ (0.0045)
	4 Ounce	\$ 0.1070	\$ 0.0223	\$ 0.0008	\$ 0.0276	\$ 0.0363	\$ 0.1940	\$ 0.0068	\$ 0.2008	\$ (0.0158)	\$ 0.0330	\$ 0.2180	\$ 0.2237	\$ (0.0057)
	Bulk per Quart	\$ 0.8558	\$ 0.0524	\$ 0.0066	\$ 0.0655	\$ 0.2907	\$ 1.2710	\$ 0.0447	\$ 1.3157	\$ (0.1267)	\$ 0.2638	\$ 1.4528	\$ 1.4808	\$ (0.0280)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0022 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
NOVEMBER 2015 MILK PRICES**

		A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1478	Store Profit 2.50%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 3.7861	\$ (0.5679)	\$ 0.5912	\$ 0.0977	\$ 3.91	\$ 3.94	\$ (0.03)
	1/2 Gallon	\$ 1.9272	\$ (0.2891)	\$ 0.2956	\$ 0.0496	\$ 1.98	\$ 2.00	\$ (0.02)
	Quart	\$ 1.0607	\$ (0.1591)	\$ 0.1478	\$ 0.0269	\$ 1.08	\$ 1.09	\$ (0.01)
	Pint	\$ 0.6246	\$ (0.0937)	\$ 0.0739	\$ 0.0155	\$ 0.63	\$ 0.63	\$ -
	12 Ounce	\$ 0.4342	\$ (0.0651)	\$ 0.0554	\$ 0.0109	\$ 0.44	\$ 0.44	\$ -
	10 Ounce	\$ 0.3581	\$ (0.0537)	\$ 0.0462	\$ 0.0090	\$ 0.36	\$ 0.36	\$ -
	1/2 Pint	\$ 0.2866	\$ (0.0430)	\$ 0.0370	\$ 0.0072	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1671	\$ (0.0251)	\$ 0.0185	\$ 0.0041	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0459	\$ (0.1569)	\$ 0.1478	\$ 0.0266	\$ 1.06	\$ 1.07	\$ (0.01)
REDUCED FAT (2%) MILK	Gallon	\$ 3.4523	\$ (0.5178)	\$ 0.5912	\$ 0.0904	\$ 3.62	\$ 3.65	\$ (0.03)
	Half Gallon	\$ 1.7603	\$ (0.2640)	\$ 0.2956	\$ 0.0459	\$ 1.84	\$ 1.85	\$ (0.01)
	Quart	\$ 0.9773	\$ (0.1466)	\$ 0.1478	\$ 0.0251	\$ 1.00	\$ 1.02	\$ (0.02)
	Pint	\$ 0.5829	\$ (0.0874)	\$ 0.0739	\$ 0.0146	\$ 0.59	\$ 0.59	\$ -
	12 Ounce	\$ 0.4030	\$ (0.0605)	\$ 0.0554	\$ 0.0102	\$ 0.41	\$ 0.41	\$ -
	10 Ounce	\$ 0.3320	\$ (0.0498)	\$ 0.0462	\$ 0.0084	\$ 0.34	\$ 0.34	\$ -
	Half Pint	\$ 0.2657	\$ (0.0399)	\$ 0.0370	\$ 0.0067	\$ 0.27	\$ 0.27	\$ -
	4 Ounce	\$ 0.1567	\$ (0.0235)	\$ 0.0185	\$ 0.0039	\$ 0.16	\$ 0.17	\$ (0.01)
	Bulk per Quart	\$ 0.9625	\$ (0.1444)	\$ 0.1478	\$ 0.0248	\$ 0.99	\$ 1.00	\$ (0.01)
LOWFAT (1%) MILK	Gallon	\$ 3.2043	\$ (0.4806)	\$ 0.5912	\$ 0.0850	\$ 3.40	\$ 3.44	\$ (0.04)
	Half Gallon	\$ 1.6362	\$ (0.2454)	\$ 0.2956	\$ 0.0432	\$ 1.73	\$ 1.75	\$ (0.02)
	Quart	\$ 0.9153	\$ (0.1373)	\$ 0.1478	\$ 0.0237	\$ 0.95	\$ 0.97	\$ (0.02)
	Pint	\$ 0.5519	\$ (0.0828)	\$ 0.0739	\$ 0.0139	\$ 0.56	\$ 0.56	\$ -
	12 Ounce	\$ 0.3797	\$ (0.0570)	\$ 0.0554	\$ 0.0097	\$ 0.39	\$ 0.39	\$ -
	10 Ounce	\$ 0.3127	\$ (0.0469)	\$ 0.0462	\$ 0.0080	\$ 0.32	\$ 0.32	\$ -
	Half Pint	\$ 0.2501	\$ (0.0375)	\$ 0.0370	\$ 0.0064	\$ 0.26	\$ 0.26	\$ -
	4 Ounce	\$ 0.1490	\$ (0.0224)	\$ 0.0185	\$ 0.0037	\$ 0.15	\$ 0.16	\$ (0.01)
	Bulk per Quart	\$ 0.9005	\$ (0.1351)	\$ 0.1478	\$ 0.0234	\$ 0.94	\$ 0.95	\$ (0.01)
NONFAT (SKIM) MILK	Gallon	\$ 2.9942	\$ (0.4491)	\$ 0.5912	\$ 0.0804	\$ 3.22	\$ 3.25	\$ (0.03)
	Half Gallon	\$ 1.5311	\$ (0.2297)	\$ 0.2956	\$ 0.0409	\$ 1.64	\$ 1.65	\$ (0.01)
	Quart	\$ 0.8627	\$ (0.1294)	\$ 0.1478	\$ 0.0226	\$ 0.90	\$ 0.92	\$ (0.02)
	Pint	\$ 0.5256	\$ (0.0788)	\$ 0.0739	\$ 0.0134	\$ 0.53	\$ 0.54	\$ (0.01)
	12 Ounce	\$ 0.3600	\$ (0.0540)	\$ 0.0554	\$ 0.0093	\$ 0.37	\$ 0.37	\$ -
	10 Ounce	\$ 0.2962	\$ (0.0444)	\$ 0.0462	\$ 0.0076	\$ 0.31	\$ 0.31	\$ -
	Half Pint	\$ 0.2371	\$ (0.0356)	\$ 0.0370	\$ 0.0061	\$ 0.24	\$ 0.24	\$ -
	4 Ounce	\$ 0.1424	\$ (0.0214)	\$ 0.0185	\$ 0.0036	\$ 0.15	\$ 0.15	\$ -
	Bulk per Quart	\$ 0.8479	\$ (0.1272)	\$ 0.1478	\$ 0.0223	\$ 0.89	\$ 0.90	\$ (0.01)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
NOVEMBER 2015 MILK PRICES**

		A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size		Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1478	Store Profit 2.50%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) FLAVORED MILK	Gallon	\$ 3.9887	\$ (0.5983)	\$ 0.5912	\$ 0.1021	\$ 4.08	\$ 4.27	\$ (0.19)
	Half Gallon	\$ 2.0284	\$ (0.3043)	\$ 0.2956	\$ 0.0518	\$ 2.07	\$ 2.16	\$ (0.09)
	Quart	\$ 1.1113	\$ (0.1667)	\$ 0.1478	\$ 0.0280	\$ 1.12	\$ 1.18	\$ (0.06)
	Pint	\$ 0.6500	\$ (0.0975)	\$ 0.0739	\$ 0.0161	\$ 0.66	\$ 0.68	\$ (0.02)
	12 Ounce	\$ 0.4533	\$ (0.0680)	\$ 0.0554	\$ 0.0113	\$ 0.46	\$ 0.48	\$ (0.02)
	10 Ounce	\$ 0.3740	\$ (0.0561)	\$ 0.0462	\$ 0.0093	\$ 0.38	\$ 0.39	\$ (0.01)
	Half Pint	\$ 0.2992	\$ (0.0449)	\$ 0.0370	\$ 0.0075	\$ 0.30	\$ 0.32	\$ (0.02)
	4 Ounce	\$ 0.1735	\$ (0.0260)	\$ 0.0185	\$ 0.0043	\$ 0.18	\$ 0.19	\$ (0.01)
	Bulk per Quart	\$ 1.0965	\$ (0.1645)	\$ 0.1478	\$ 0.0277	\$ 1.11	\$ 1.16	\$ (0.05)
REDUCED FAT FLAVORED MILK	Gallon	\$ 3.3957	\$ (0.5094)	\$ 0.5912	\$ 0.0892	\$ 3.57	\$ 3.61	\$ (0.04)
	Half Gallon	\$ 1.7320	\$ (0.2598)	\$ 0.2956	\$ 0.0453	\$ 1.81	\$ 1.83	\$ (0.02)
	Quart	\$ 0.9631	\$ (0.1445)	\$ 0.1478	\$ 0.0248	\$ 0.99	\$ 1.01	\$ (0.02)
	Pint	\$ 0.5758	\$ (0.0864)	\$ 0.0739	\$ 0.0144	\$ 0.58	\$ 0.59	\$ (0.01)
	12 Ounce	\$ 0.3977	\$ (0.0597)	\$ 0.0554	\$ 0.0101	\$ 0.40	\$ 0.41	\$ (0.01)
	10 Ounce	\$ 0.3276	\$ (0.0491)	\$ 0.0462	\$ 0.0083	\$ 0.33	\$ 0.33	\$ -
	Half Pint	\$ 0.2621	\$ (0.0393)	\$ 0.0370	\$ 0.0067	\$ 0.27	\$ 0.27	\$ -
	4 Ounce	\$ 0.1550	\$ (0.0233)	\$ 0.0185	\$ 0.0039	\$ 0.17	\$ 0.16	\$ 0.01
	Bulk per Quart	\$ 0.9483	\$ (0.1422)	\$ 0.1478	\$ 0.0245	\$ 0.98	\$ 0.99	\$ (0.01)
NONFAT FLAVORED MILK	Gallon	\$ 3.1158	\$ (0.4674)	\$ 0.5912	\$ 0.0831	\$ 3.32	\$ 3.37	\$ (0.05)
	Half Gallon	\$ 1.5920	\$ (0.2388)	\$ 0.2956	\$ 0.0423	\$ 1.69	\$ 1.71	\$ (0.02)
	Quart	\$ 0.8931	\$ (0.1340)	\$ 0.1478	\$ 0.0233	\$ 0.93	\$ 0.95	\$ (0.02)
	Pint	\$ 0.5409	\$ (0.0811)	\$ 0.0739	\$ 0.0137	\$ 0.55	\$ 0.55	\$ -
	12 Ounce	\$ 0.3714	\$ (0.0557)	\$ 0.0554	\$ 0.0095	\$ 0.38	\$ 0.38	\$ -
	10 Ounce	\$ 0.3057	\$ (0.0459)	\$ 0.0462	\$ 0.0078	\$ 0.31	\$ 0.32	\$ (0.01)
	Half Pint	\$ 0.2447	\$ (0.0367)	\$ 0.0370	\$ 0.0063	\$ 0.25	\$ 0.25	\$ -
	4 Ounce	\$ 0.1462	\$ (0.0219)	\$ 0.0185	\$ 0.0037	\$ 0.15	\$ 0.16	\$ (0.01)
	Bulk per Quart	\$ 0.8783	\$ (0.1317)	\$ 0.1478	\$ 0.0229	\$ 0.92	\$ 0.93	\$ (0.01)
BUTTERMILK	Gallon	\$ 3.5122	\$ (0.5268)	\$ 0.5912	\$ 0.0917	\$ 3.67	\$ 3.76	\$ (0.09)
	Half Gallon	\$ 1.7901	\$ (0.2685)	\$ 0.2956	\$ 0.0466	\$ 1.86	\$ 1.91	\$ (0.05)
	Quart	\$ 0.9922	\$ (0.1488)	\$ 0.1478	\$ 0.0254	\$ 1.02	\$ 1.05	\$ (0.03)
	Pint	\$ 0.5904	\$ (0.0886)	\$ 0.0739	\$ 0.0148	\$ 0.60	\$ 0.61	\$ (0.01)
	12 Ounce	\$ 0.4085	\$ (0.0613)	\$ 0.0554	\$ 0.0103	\$ 0.41	\$ 0.42	\$ (0.01)
	10 Ounce	\$ 0.3367	\$ (0.0505)	\$ 0.0462	\$ 0.0085	\$ 0.34	\$ 0.35	\$ (0.01)
	Half Pint	\$ 0.2694	\$ (0.0404)	\$ 0.0370	\$ 0.0068	\$ 0.27	\$ 0.28	\$ (0.01)
	Bulk per Quart	\$ 0.9774	\$ (0.1466)	\$ 0.1478	\$ 0.0251	\$ 1.00	\$ 1.03	\$ (0.03)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
NOVEMBER 2015 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1478	Store Profit 2.50%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	Gallon	\$ 5.4139	\$ (0.8121)	\$ 0.5912	\$ 0.1332	\$ 5.42	\$ 5.52	\$ (0.10)
	Half Gallon	\$ 2.7411	\$ (0.4112)	\$ 0.2956	\$ 0.0673	\$ 2.75	\$ 2.80	\$ (0.05)
	Quart	\$ 1.4676	\$ (0.2201)	\$ 0.1478	\$ 0.0358	\$ 1.48	\$ 1.51	\$ (0.03)
	Pint	\$ 0.8281	\$ (0.1242)	\$ 0.0739	\$ 0.0199	\$ 0.84	\$ 0.85	\$ (0.01)
	12 Ounce	\$ 0.5868	\$ (0.0880)	\$ 0.0554	\$ 0.0142	\$ 0.60	\$ 0.60	\$ -
	10 Ounce	\$ 0.4852	\$ (0.0728)	\$ 0.0462	\$ 0.0118	\$ 0.50	\$ 0.50	\$ -
	Half Pint	\$ 0.3883	\$ (0.0582)	\$ 0.0370	\$ 0.0094	\$ 0.40	\$ 0.40	\$ -
	4 Ounce	\$ 0.2180	\$ (0.0327)	\$ 0.0185	\$ 0.0052	\$ 0.23	\$ 0.23	\$ -
	Bulk per Quart	\$ 1.4528	\$ (0.2179)	\$ 0.1478	\$ 0.0355	\$ 1.46	\$ 1.49	\$ (0.03)