

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 INTO PMMB AREA 2 ^{(1) (2)}

Standard Milk	30.98
Flavored Milk	2.65
Egg Nog	0.18
Reduced Fat Flavored Milk	3.07
Nonfat Flavored Milk	5.65
Reduced Fat Milk	28.52
Low Fat Milk	17.15
Buttermilk	0.35
Nonfat Milk	<u>11.45</u>
	<u>100.0%</u>

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

Standard Milk	31.64
Flavored Milk	2.80
Egg Nog	0.19
Reduced Fat Flavored Milk	2.30
Nonfat Flavored Milk	5.57
Reduced Fat Milk	29.75
Low Fat Milk	17.46
Buttermilk	0.28
Nonfat Milk	<u>10.01</u>
	<u>100.0%</u>

⁽¹⁾ Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2016.

⁽²⁾ Pounds of milk used in deriving percentages.

⁽³⁾ The Area 2 cross-section dealers contribute 63.7% of the total milk to this area:

- * Clover Farms Dairy Company
- * Dean Dairy Holdings Inc. (doing business as Swiss Premium Dairy)
- * Turkey Hill LP
- * Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)

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

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2016 DATA**

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 687,974	65,948,884	\$ 0.0104
Standardization & Pasteurization	\$ 1,938,148	93,310,607	\$ 0.0208
Bottling	\$ 2,811,837	88,518,803	\$ 0.0318
Cold Room	\$ 2,875,397	92,587,973	\$ 0.0311
Delivery	\$ 5,172,203	64,314,042	\$ 0.0804
Selling	\$ 1,095,183	65,720,101	\$ 0.0167

Total Cost per Point **\$ 0.1912**

PENNSYLVANIA MILK MARKETING BOARD MILK MARKETING AREA 2

CONTAINER COSTS YEAR 2016 UNITS (@ APRIL 2017 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 JAN-2018) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit	
GALLON	Plastic	Blow Molded	\$ 638,175	3,896,300	\$ 0.1638			
		Purchased	\$ 724,406	3,805,657	\$ 0.1903			
			\$ 1,362,581	7,701,957	\$ 0.1769	\$ 0.1852	1.63%	\$ 0.1882
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 943,298	7,068,453	\$ 0.1335			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 943,298	7,068,453	\$ 0.1335	\$ 0.1364	1.22%	\$ 0.1381
QUART	Plastic	Purchased	\$ 247,071	2,129,855	\$ 0.1160			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 247,071	2,129,855	\$ 0.1160	\$ 0.1213	1.57%	\$ 0.1232
PINT	Plastic	Purchased	\$ 186,175	2,102,231	\$ 0.0886			
	Paper	Purchased	\$ 5,769	142,891	\$ 0.0404			
	Combined		\$ 191,944	2,245,122	\$ 0.0855	\$ 0.0895	1.62%	\$ 0.0909
12 Ounce		Purchased			\$ 0.0630	\$ 0.0630	\$ 0.0630	
10 Ounce		Purchased			\$ 0.0855	\$ 0.0855	\$ 0.0855	
1/2 PINT	Plastic	Purchased	\$ 99,126	1,432,369	\$ 0.0692	\$ 0.0702	0.92%	\$ 0.0708
	Paper	Purchased	\$ 474,989	19,112,955	\$ 0.0249	\$ 0.0316	0.85%	\$ 0.0319
4 Ounce	Paper	Purchased	\$ 8,145	304,115	\$ 0.0268	\$ 0.0268	1.53%	\$ 0.0272
Bulk Per Quart		Purchased	\$ 70,195	1,293,616	\$ 0.0543	\$ 0.0543	1.30%	\$ 0.0550

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

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2016 POUNDS (@ APRIL 2017 COSTS)**

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 400	35,897,374	\$ -
Reduced Fat (2%) Milk	\$ 5,738	33,667,496	\$ 0.0002
Low Fat (1%) Milk	\$ 2,741	19,979,351	\$ 0.0001
Non Fat (Skim) Milk	\$ 2,306	11,273,143	\$ 0.0002
Flavored Milk	\$ 144,493	3,213,114	\$ 0.0450
Flavored Reduced Fat Milk	\$ 39,046	1,381,035	\$ 0.0283
Flavored NONFAT Milk	\$ 173,929	5,971,374	\$ 0.0291
Buttermilk	\$ 1,169	35,843	\$ 0.0326
Egg Nog	\$ 16,872	114,396	\$ 0.1475

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2016 DATA**

	A	B	C	D	E	F	G	
						- (C - D - E)		
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss	
1	Shrinkage	13,094,796	604,852	n/a	\$ 2,228,260	n/a	\$ 2,228,260	\$ 252,858
2	Bulk MILK - diverted	37,487,926	1,419,541	\$ 6,010,907	\$ 5,717,126	n/a	\$ (293,781)	\$ (5,175)
3	Bulk MILK - transferred	25,005,607	790,408	\$ 4,294,730	\$ 3,468,372	\$ 706,778	\$ (119,580)	\$ (12,678)
4	Bulk MILK - TOTAL (Rows 2 + 3)	62,493,533	2,209,949	\$ 10,305,637	\$ 9,185,498	\$ 706,778	\$ (413,361)	\$ (17,853)
5	Bulk CREAM - transferred	28,360,781	12,462,584	\$ 33,856,381	\$ 29,654,377	\$ 763,390	\$ (3,438,614)	\$ (519,175)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 252,858	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ (17,853)	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (519,175)	
9	Total	\$ (284,170)	126,748,001
			\$ (0.0022)

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

**MILK COSTS BEFORE PACKAGING
JANUARY 2018 MILK COSTS**

	Class I
Skim Rate	\$ 11.60
Butterfat Rate	\$ 2.4949

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 (Whole) Milk	35,897,374	1,171,571	3.2637%	34,725,803	\$ 2,922,952	\$ 4,028,193	\$ 6,951,145	\$ 0.1936	\$ -	\$ (0.0022)	\$ 0.1914
Reduced Fat (2%) Milk	33,667,496	664,220	1.9729%	33,003,276	\$ 1,657,162	\$ 3,828,380	\$ 5,485,542	\$ 0.1629	\$ 0.0002	\$ (0.0022)	\$ 0.1609
Low Fat (1%) Milk	19,979,351	196,035	0.9812%	19,783,316	\$ 489,088	\$ 2,294,865	\$ 2,783,953	\$ 0.1393	\$ 0.0001	\$ (0.0022)	\$ 0.1372
Non Fat (Skim) Milk	11,273,143	7,485	0.0664%	11,265,658	\$ 18,674	\$ 1,306,816	\$ 1,325,490	\$ 0.1176	\$ 0.0002	\$ (0.0022)	\$ 0.1156
Flavored Milk	3,213,114	105,024	3.2686%	3,108,090	\$ 262,024	\$ 360,538	\$ 622,562	\$ 0.1938	\$ 0.0450	\$ (0.0022)	\$ 0.2366
Flavored Reduced Fat Milk	1,381,035	13,106	0.9490%	1,367,929	\$ 32,698	\$ 158,680	\$ 191,378	\$ 0.1386	\$ 0.0283	\$ (0.0022)	\$ 0.1647
Flavored NONFAT Milk	5,971,374	2,973	0.0498%	5,968,401	\$ 7,417	\$ 692,335	\$ 699,752	\$ 0.1172	\$ 0.0291	\$ (0.0022)	\$ 0.1441
Buttermilk	35,843	564	1.5735%	35,279	\$ 1,407	\$ 4,092	\$ 5,499	\$ 0.1534	\$ 0.0326	\$ (0.0022)	\$ 0.1838
Egg Nog	114,396	8,479	7.4120%	105,917	\$ 21,154	\$ 12,286	\$ 33,440	\$ 0.2923	\$ 0.1475	\$ (0.0022)	\$ 0.4376

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

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2017 vs. Year 2016)**

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)
2017	2016	2017	2016	2017	2016	

WEIGHTED LABOR COSTS	\$ 5,007,845	\$ 4,702,211	41,528,402	40,599,226	\$ 0.1206	\$ 0.1158	\$ 0.0048
WEIGHTED UTILITY COSTS	\$ 268,542	\$ 302,280	41,528,402	40,599,226	\$ 0.0065	\$ 0.0074	\$ (0.0009)
WEIGHTED INSURANCE COSTS	\$ 47,101	\$ 41,876	41,528,402	40,599,226	\$ 0.0011	\$ 0.0010	\$ 0.0001

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0040

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2016 to NOVEMBER 2017

1. Weighted Diesel Fuel Costs - YEAR 2016	\$ 367,011
2. Average On-Highway Diesel Price per Gallon - YEAR 2016 ⁽¹⁾	\$ 2.437
3. On-Highway Diesel Price per Gallon - NOVEMBER 2017 ⁽¹⁾	\$ 3.031
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	24.37%
5. Presumed Diesel Fuel Costs - NOVEMBER 2017 ((Line 1 X Line 4) + Line 1)	<u>\$ 456,467</u>
6. Change in Diesel Fuel Costs from YEAR 2016 to NOVEMBER 2017 (Line 5 - Line 1)	\$ 89,456
7. Weighted Delivery Points - YEAR 2016	<u>64,314,042</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ 0.0014</u></u>

Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.
web address = https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2016 to SEPTEMBER 2017

1. Weighted Heating Fuel Costs - YEAR 2016	\$ 74,404
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2016 ⁽¹⁾	\$ 7.70
3. Pennsylvania Average Natural Gas Price - Industrial - SEPTEMBER 2017 ⁽¹⁾	\$ 9.09
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	18.05%
5. Presumed Heating Fuel Costs - SEPTEMBER 2017 ((Line 1 X Line 4) + Line 1)	<u>\$ 87,834</u>
6. Change in Heating Fuel Costs from YEAR 2016 to SEPTEMBER 2017 (Line 5 - Line 1)	\$ 13,430
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2016	<u>93,310,607</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 2**

**WHOLESALE PRICE BUILDUP
JANUARY 2018 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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 1.6460	\$ 0.1882	\$ 0.0400	\$ (0.0794)	\$ 0.7648	\$ 2.5596	\$ 0.0928	\$ 2.6524	\$ (0.3356)	\$ 0.9364	\$ 3.2532	\$ 3.2569	\$ (0.0037)
	1/2 GALLON	\$ 0.8230	\$ 0.1381	\$ 0.0200	\$ (0.0314)	\$ 0.3824	\$ 1.3321	\$ 0.0483	\$ 1.3804	\$ (0.1678)	\$ 0.4682	\$ 1.6808	\$ 1.6845	\$ (0.0037)
	QUART	\$ 0.4115	\$ 0.1232	\$ 0.0100	\$ 0.0176	\$ 0.1912	\$ 0.7535	\$ 0.0273	\$ 0.7808	\$ (0.0839)	\$ 0.2341	\$ 0.9310	\$ 0.9228	\$ 0.0082
	PINT	\$ 0.2058	\$ 0.0909	\$ 0.0050	\$ 0.0363	\$ 0.0956	\$ 0.4336	\$ 0.0157	\$ 0.4493	\$ (0.0420)	\$ 0.1171	\$ 0.5244	\$ 0.5197	\$ 0.0047
	12 OUNCE	\$ 0.1543	\$ 0.0630	\$ 0.0038	\$ 0.0323	\$ 0.0717	\$ 0.3251	\$ 0.0118	\$ 0.3369	\$ (0.0315)	\$ 0.0878	\$ 0.3932	\$ 0.3936	\$ (0.0004)
	10 OUNCE	\$ 0.1286	\$ 0.0855	\$ 0.0031	\$ 0.0311	\$ 0.0598	\$ 0.3081	\$ 0.0112	\$ 0.3193	\$ (0.0262)	\$ 0.0732	\$ 0.3663	\$ 0.3666	\$ (0.0003)
	1/2 PINT	\$ 0.1029	\$ 0.0319	\$ 0.0025	\$ 0.0233	\$ 0.0478	\$ 0.2084	\$ 0.0076	\$ 0.2160	\$ (0.0210)	\$ 0.0585	\$ 0.2535	\$ 0.2520	\$ 0.0015
	4 OUNCE	\$ 0.0514	\$ 0.0272	\$ 0.0013	\$ 0.0398	\$ 0.0239	\$ 0.1436	\$ 0.0052	\$ 0.1488	\$ (0.0105)	\$ 0.0293	\$ 0.1676	\$ 0.1671	\$ 0.0005
	Bulk per Quart	\$ 0.4115	\$ 0.0550	\$ 0.0100	\$ 0.0255	\$ 0.1912	\$ 0.6932	\$ 0.0251	\$ 0.7183	\$ (0.0839)	\$ 0.2341	\$ 0.8685	\$ 0.8625	\$ 0.0060
REDUCED FAT (2%) MILK	GALLON	\$ 1.3870	\$ 0.1882	\$ 0.0400	\$ (0.0794)	\$ 0.7648	\$ 2.3006	\$ 0.0834	\$ 2.3840	\$ (0.3356)	\$ 0.9364	\$ 2.9848	\$ 2.9857	\$ (0.0009)
	1/2 GALLON	\$ 0.6935	\$ 0.1381	\$ 0.0200	\$ (0.0314)	\$ 0.3824	\$ 1.2026	\$ 0.0436	\$ 1.2462	\$ (0.1678)	\$ 0.4682	\$ 1.5466	\$ 1.5489	\$ (0.0023)
	QUART	\$ 0.3467	\$ 0.1232	\$ 0.0100	\$ 0.0176	\$ 0.1912	\$ 0.6887	\$ 0.0250	\$ 0.7137	\$ (0.0839)	\$ 0.2341	\$ 0.8639	\$ 0.8551	\$ 0.0088
	PINT	\$ 0.1734	\$ 0.0909	\$ 0.0050	\$ 0.0363	\$ 0.0956	\$ 0.4012	\$ 0.0146	\$ 0.4158	\$ (0.0420)	\$ 0.1171	\$ 0.4909	\$ 0.4858	\$ 0.0051
	12 OUNCE	\$ 0.1300	\$ 0.0630	\$ 0.0038	\$ 0.0323	\$ 0.0717	\$ 0.3008	\$ 0.0109	\$ 0.3117	\$ (0.0315)	\$ 0.0878	\$ 0.3680	\$ 0.3681	\$ (0.0001)
	10 OUNCE	\$ 0.1084	\$ 0.0855	\$ 0.0031	\$ 0.0311	\$ 0.0598	\$ 0.2879	\$ 0.0104	\$ 0.2983	\$ (0.0262)	\$ 0.0732	\$ 0.3453	\$ 0.3453	\$ -
	1/2 PINT	\$ 0.0867	\$ 0.0319	\$ 0.0025	\$ 0.0233	\$ 0.0478	\$ 0.1922	\$ 0.0070	\$ 0.1992	\$ (0.0210)	\$ 0.0585	\$ 0.2367	\$ 0.2350	\$ 0.0017
	4 OUNCE	\$ 0.0433	\$ 0.0272	\$ 0.0013	\$ 0.0398	\$ 0.0239	\$ 0.1355	\$ 0.0049	\$ 0.1404	\$ (0.0105)	\$ 0.0293	\$ 0.1592	\$ 0.1586	\$ 0.0006
	Bulk per Quart	\$ 0.3467	\$ 0.0550	\$ 0.0100	\$ 0.0255	\$ 0.1912	\$ 0.6284	\$ 0.0228	\$ 0.6512	\$ (0.0839)	\$ 0.2341	\$ 0.8014	\$ 0.7948	\$ 0.0066
LOW FAT (1%) MILK	GALLON	\$ 1.1827	\$ 0.1882	\$ 0.0400	\$ (0.0794)	\$ 0.7648	\$ 2.0963	\$ 0.0760	\$ 2.1723	\$ (0.3356)	\$ 0.9364	\$ 2.7731	\$ 2.7749	\$ (0.0018)
	1/2 GALLON	\$ 0.5913	\$ 0.1381	\$ 0.0200	\$ (0.0314)	\$ 0.3824	\$ 1.1004	\$ 0.0399	\$ 1.1403	\$ (0.1678)	\$ 0.4682	\$ 1.4407	\$ 1.4435	\$ (0.0028)
	QUART	\$ 0.2957	\$ 0.1232	\$ 0.0100	\$ 0.0176	\$ 0.1912	\$ 0.6377	\$ 0.0231	\$ 0.6608	\$ (0.0839)	\$ 0.2341	\$ 0.8110	\$ 0.8023	\$ 0.0087
	PINT	\$ 0.1478	\$ 0.0909	\$ 0.0050	\$ 0.0363	\$ 0.0956	\$ 0.3756	\$ 0.0136	\$ 0.3892	\$ (0.0420)	\$ 0.1171	\$ 0.4643	\$ 0.4595	\$ 0.0048
	12 OUNCE	\$ 0.1109	\$ 0.0630	\$ 0.0038	\$ 0.0323	\$ 0.0717	\$ 0.2817	\$ 0.0102	\$ 0.2919	\$ (0.0315)	\$ 0.0878	\$ 0.3482	\$ 0.3484	\$ (0.0002)
	10 OUNCE	\$ 0.0924	\$ 0.0855	\$ 0.0031	\$ 0.0311	\$ 0.0598	\$ 0.2719	\$ 0.0099	\$ 0.2818	\$ (0.0262)	\$ 0.0732	\$ 0.3288	\$ 0.3289	\$ (0.0001)
	1/2 PINT	\$ 0.0739	\$ 0.0319	\$ 0.0025	\$ 0.0233	\$ 0.0478	\$ 0.1794	\$ 0.0065	\$ 0.1859	\$ (0.0210)	\$ 0.0585	\$ 0.2234	\$ 0.2219	\$ 0.0015
	4 OUNCE	\$ 0.0370	\$ 0.0272	\$ 0.0013	\$ 0.0398	\$ 0.0239	\$ 0.1292	\$ 0.0047	\$ 0.1339	\$ (0.0105)	\$ 0.0293	\$ 0.1527	\$ 0.1521	\$ 0.0006
	Bulk per Quart	\$ 0.2957	\$ 0.0550	\$ 0.0100	\$ 0.0255	\$ 0.1912	\$ 0.5774	\$ 0.0209	\$ 0.5983	\$ (0.0839)	\$ 0.2341	\$ 0.7485	\$ 0.7420	\$ 0.0065
NON FAT (SKIM) MILK	GALLON	\$ 0.9976	\$ 0.1882	\$ 0.0400	\$ (0.0794)	\$ 0.7648	\$ 1.9112	\$ 0.0693	\$ 1.9805	\$ (0.3356)	\$ 0.9364	\$ 2.5813	\$ 2.5849	\$ (0.0036)
	1/2 GALLON	\$ 0.4988	\$ 0.1381	\$ 0.0200	\$ (0.0314)	\$ 0.3824	\$ 1.0079	\$ 0.0366	\$ 1.0445	\$ (0.1678)	\$ 0.4682	\$ 1.3449	\$ 1.3486	\$ (0.0037)
	QUART	\$ 0.2494	\$ 0.1232	\$ 0.0100	\$ 0.0176	\$ 0.1912	\$ 0.5914	\$ 0.0214	\$ 0.6128	\$ (0.0839)	\$ 0.2341	\$ 0.7630	\$ 0.7549	\$ 0.0081
	PINT	\$ 0.1247	\$ 0.0909	\$ 0.0050	\$ 0.0363	\$ 0.0956	\$ 0.3525	\$ 0.0128	\$ 0.3653	\$ (0.0420)	\$ 0.1171	\$ 0.4404	\$ 0.4357	\$ 0.0047
	12 OUNCE	\$ 0.0935	\$ 0.0630	\$ 0.0038	\$ 0.0323	\$ 0.0717	\$ 0.2643	\$ 0.0096	\$ 0.2739	\$ (0.0315)	\$ 0.0878	\$ 0.3302	\$ 0.3306	\$ (0.0004)
	10 OUNCE	\$ 0.0779	\$ 0.0855	\$ 0.0031	\$ 0.0311	\$ 0.0598	\$ 0.2574	\$ 0.0093	\$ 0.2667	\$ (0.0262)	\$ 0.0732	\$ 0.3137	\$ 0.3140	\$ (0.0003)
	1/2 PINT	\$ 0.0624	\$ 0.0319	\$ 0.0025	\$ 0.0233	\$ 0.0478	\$ 0.1679	\$ 0.0061	\$ 0.1740	\$ (0.0210)	\$ 0.0585	\$ 0.2115	\$ 0.2099	\$ 0.0016
	4 OUNCE	\$ 0.0312	\$ 0.0272	\$ 0.0013	\$ 0.0398	\$ 0.0239	\$ 0.1234	\$ 0.0045	\$ 0.1279	\$ (0.0105)	\$ 0.0293	\$ 0.1467	\$ 0.1461	\$ 0.0006
	Bulk per Quart	\$ 0.2494	\$ 0.0550	\$ 0.0100	\$ 0.0255	\$ 0.1912	\$ 0.5311	\$ 0.0193	\$ 0.5504	\$ (0.0839)	\$ 0.2341	\$ 0.7006	\$ 0.6946	\$ 0.0060

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0045 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
JANUARY 2018 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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 1.8928	\$ 0.1882	\$ 0.0400	\$ (0.0794)	\$ 0.7648	\$ 2.8064	\$ 0.1018	\$ 2.9082	\$ (0.3356)	\$ 0.9364	\$ 3.5090	\$ 3.5310	\$ (0.0220)
	1/2 GALLON	\$ 0.9464	\$ 0.1381	\$ 0.0200	\$ (0.0314)	\$ 0.3824	\$ 1.4555	\$ 0.0528	\$ 1.5083	\$ (0.1678)	\$ 0.4682	\$ 1.8087	\$ 1.8215	\$ (0.0128)
	QUART	\$ 0.4732	\$ 0.1232	\$ 0.0100	\$ 0.0176	\$ 0.1912	\$ 0.8152	\$ 0.0296	\$ 0.8448	\$ (0.0839)	\$ 0.2341	\$ 0.9950	\$ 0.9913	\$ 0.0037
	PINT	\$ 0.2366	\$ 0.0909	\$ 0.0050	\$ 0.0363	\$ 0.0956	\$ 0.4644	\$ 0.0168	\$ 0.4812	\$ (0.0420)	\$ 0.1171	\$ 0.5563	\$ 0.5540	\$ 0.0023
	12 OUNCE	\$ 0.1775	\$ 0.0630	\$ 0.0038	\$ 0.0323	\$ 0.0717	\$ 0.3483	\$ 0.0126	\$ 0.3609	\$ (0.0315)	\$ 0.0878	\$ 0.4172	\$ 0.4193	\$ (0.0021)
	10 OUNCE	\$ 0.1479	\$ 0.0855	\$ 0.0031	\$ 0.0311	\$ 0.0598	\$ 0.3274	\$ 0.0119	\$ 0.3393	\$ (0.0262)	\$ 0.0732	\$ 0.3863	\$ 0.3879	\$ (0.0016)
	1/2 PINT	\$ 0.1183	\$ 0.0319	\$ 0.0025	\$ 0.0233	\$ 0.0478	\$ 0.2238	\$ 0.0081	\$ 0.2319	\$ (0.0210)	\$ 0.0585	\$ 0.2694	\$ 0.2691	\$ 0.0003
	4 OUNCE	\$ 0.0592	\$ 0.0272	\$ 0.0013	\$ 0.0398	\$ 0.0239	\$ 0.1514	\$ 0.0055	\$ 0.1569	\$ (0.0105)	\$ 0.0293	\$ 0.1757	\$ 0.1757	\$ -
	Bulk per Quart	\$ 0.4732	\$ 0.0550	\$ 0.0100	\$ 0.0255	\$ 0.1912	\$ 0.7549	\$ 0.0274	\$ 0.7823	\$ (0.0839)	\$ 0.2341	\$ 0.9325	\$ 0.9310	\$ 0.0015
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.3176	\$ 0.1882	\$ 0.0400	\$ (0.0794)	\$ 0.7648	\$ 2.2312	\$ 0.0809	\$ 2.3121	\$ (0.3356)	\$ 0.9364	\$ 2.9129	\$ 2.9548	\$ (0.0419)
	1/2 GALLON	\$ 0.6588	\$ 0.1381	\$ 0.0200	\$ (0.0314)	\$ 0.3824	\$ 1.1679	\$ 0.0424	\$ 1.2103	\$ (0.1678)	\$ 0.4682	\$ 1.5107	\$ 1.5335	\$ (0.0228)
	QUART	\$ 0.3294	\$ 0.1232	\$ 0.0100	\$ 0.0176	\$ 0.1912	\$ 0.6714	\$ 0.0244	\$ 0.6958	\$ (0.0839)	\$ 0.2341	\$ 0.8460	\$ 0.8473	\$ (0.0013)
	PINT	\$ 0.1647	\$ 0.0909	\$ 0.0050	\$ 0.0363	\$ 0.0956	\$ 0.3925	\$ 0.0142	\$ 0.4067	\$ (0.0420)	\$ 0.1171	\$ 0.4818	\$ 0.4819	\$ (0.0001)
	12 OUNCE	\$ 0.1235	\$ 0.0630	\$ 0.0038	\$ 0.0323	\$ 0.0717	\$ 0.2943	\$ 0.0107	\$ 0.3050	\$ (0.0315)	\$ 0.0878	\$ 0.3613	\$ 0.3652	\$ (0.0039)
	10 OUNCE	\$ 0.1029	\$ 0.0855	\$ 0.0031	\$ 0.0311	\$ 0.0598	\$ 0.2824	\$ 0.0102	\$ 0.2926	\$ (0.0262)	\$ 0.0732	\$ 0.3396	\$ 0.3430	\$ (0.0034)
	1/2 PINT	\$ 0.0824	\$ 0.0319	\$ 0.0025	\$ 0.0233	\$ 0.0478	\$ 0.1879	\$ 0.0068	\$ 0.1947	\$ (0.0210)	\$ 0.0585	\$ 0.2322	\$ 0.2331	\$ (0.0009)
	4 OUNCE	\$ 0.0412	\$ 0.0272	\$ 0.0013	\$ 0.0398	\$ 0.0239	\$ 0.1334	\$ 0.0048	\$ 0.1382	\$ (0.0105)	\$ 0.0293	\$ 0.1570	\$ 0.1577	\$ (0.0007)
	Bulk per Quart	\$ 0.3294	\$ 0.0550	\$ 0.0100	\$ 0.0255	\$ 0.1912	\$ 0.6111	\$ 0.0222	\$ 0.6333	\$ (0.0839)	\$ 0.2341	\$ 0.7835	\$ 0.7870	\$ (0.0035)
FLAVORED NONFAT MILK	GALLON	\$ 1.1528	\$ 0.1882	\$ 0.0400	\$ (0.0794)	\$ 0.7648	\$ 2.0664	\$ 0.0749	\$ 2.1413	\$ (0.3356)	\$ 0.9364	\$ 2.7421	\$ 2.7707	\$ (0.0286)
	1/2 GALLON	\$ 0.5764	\$ 0.1381	\$ 0.0200	\$ (0.0314)	\$ 0.3824	\$ 1.0855	\$ 0.0394	\$ 1.1249	\$ (0.1678)	\$ 0.4682	\$ 1.4253	\$ 1.4414	\$ (0.0161)
	QUART	\$ 0.2882	\$ 0.1232	\$ 0.0100	\$ 0.0176	\$ 0.1912	\$ 0.6302	\$ 0.0229	\$ 0.6531	\$ (0.0839)	\$ 0.2341	\$ 0.8033	\$ 0.8013	\$ 0.0020
	PINT	\$ 0.1441	\$ 0.0909	\$ 0.0050	\$ 0.0363	\$ 0.0956	\$ 0.3719	\$ 0.0135	\$ 0.3854	\$ (0.0420)	\$ 0.1171	\$ 0.4605	\$ 0.4589	\$ 0.0016
	12 OUNCE	\$ 0.1081	\$ 0.0630	\$ 0.0038	\$ 0.0323	\$ 0.0717	\$ 0.2789	\$ 0.0101	\$ 0.2890	\$ (0.0315)	\$ 0.0878	\$ 0.3453	\$ 0.3480	\$ (0.0027)
	10 OUNCE	\$ 0.0901	\$ 0.0855	\$ 0.0031	\$ 0.0311	\$ 0.0598	\$ 0.2696	\$ 0.0098	\$ 0.2794	\$ (0.0262)	\$ 0.0732	\$ 0.3264	\$ 0.3286	\$ (0.0022)
	1/2 PINT	\$ 0.0721	\$ 0.0319	\$ 0.0025	\$ 0.0233	\$ 0.0478	\$ 0.1776	\$ 0.0064	\$ 0.1840	\$ (0.0210)	\$ 0.0585	\$ 0.2215	\$ 0.2216	\$ (0.0001)
	4 OUNCE	\$ 0.0360	\$ 0.0272	\$ 0.0013	\$ 0.0398	\$ 0.0239	\$ 0.1282	\$ 0.0047	\$ 0.1329	\$ (0.0105)	\$ 0.0293	\$ 0.1517	\$ 0.1519	\$ (0.0002)
	Bulk per Quart	\$ 0.2882	\$ 0.0550	\$ 0.0100	\$ 0.0255	\$ 0.1912	\$ 0.5699	\$ 0.0207	\$ 0.5906	\$ (0.0839)	\$ 0.2341	\$ 0.7408	\$ 0.7410	\$ (0.0002)
BUTTERMILK	GALLON	\$ 1.5844	\$ 0.1882	\$ 0.0400	\$ (0.0794)	\$ 0.7648	\$ 2.4980	\$ 0.0906	\$ 2.5886	\$ (0.3356)	\$ 0.9364	\$ 3.1894	\$ 3.1921	\$ (0.0027)
	1/2 GALLON	\$ 0.7922	\$ 0.1381	\$ 0.0200	\$ (0.0314)	\$ 0.3824	\$ 1.3013	\$ 0.0472	\$ 1.3485	\$ (0.1678)	\$ 0.4682	\$ 1.6489	\$ 1.6521	\$ (0.0032)
	QUART	\$ 0.3961	\$ 0.1232	\$ 0.0100	\$ 0.0176	\$ 0.1912	\$ 0.7381	\$ 0.0268	\$ 0.7649	\$ (0.0839)	\$ 0.2341	\$ 0.9151	\$ 0.9066	\$ 0.0085
	PINT	\$ 0.1980	\$ 0.0909	\$ 0.0050	\$ 0.0363	\$ 0.0956	\$ 0.4258	\$ 0.0154	\$ 0.4412	\$ (0.0420)	\$ 0.1171	\$ 0.5163	\$ 0.5116	\$ 0.0047
	12 OUNCE	\$ 0.1485	\$ 0.0630	\$ 0.0038	\$ 0.0323	\$ 0.0717	\$ 0.3193	\$ 0.0116	\$ 0.3309	\$ (0.0315)	\$ 0.0878	\$ 0.3872	\$ 0.3875	\$ (0.0003)
	10 OUNCE	\$ 0.1238	\$ 0.0855	\$ 0.0031	\$ 0.0311	\$ 0.0598	\$ 0.3033	\$ 0.0110	\$ 0.3143	\$ (0.0262)	\$ 0.0732	\$ 0.3613	\$ 0.3615	\$ (0.0002)
	1/2 PINT	\$ 0.0990	\$ 0.0319	\$ 0.0025	\$ 0.0233	\$ 0.0478	\$ 0.2045	\$ 0.0074	\$ 0.2119	\$ (0.0210)	\$ 0.0585	\$ 0.2494	\$ 0.2480	\$ 0.0014
	4 OUNCE	\$ 0.0495	\$ 0.0272	\$ 0.0013	\$ 0.0398	\$ 0.0239	\$ 0.1417	\$ 0.0051	\$ 0.1468	\$ (0.0105)	\$ 0.0293	\$ 0.1656	\$ 0.1650	\$ 0.0006
	Bulk per Quart	\$ 0.3961	\$ 0.0550	\$ 0.0100	\$ 0.0255	\$ 0.1912	\$ 0.6778	\$ 0.0246	\$ 0.7024	\$ (0.0839)	\$ 0.2341	\$ 0.8526	\$ 0.8463	\$ 0.0063

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0045 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
JANUARY 2018 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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 3.5008	\$ 0.1882	\$ 0.0400	\$ (0.0794)	\$ 0.7648	\$ 4.4144	\$ 0.1601	\$ 4.5745	\$ (0.3356)	\$ 0.9364	\$ 5.1753	\$ 6.1084	\$ (0.9331)
	1/2 GALLON	\$ 1.7504	\$ 0.1381	\$ 0.0200	\$ (0.0314)	\$ 0.3824	\$ 2.2595	\$ 0.0819	\$ 2.3414	\$ (0.1678)	\$ 0.4682	\$ 2.6418	\$ 3.1102	\$ (0.4684)
	QUART	\$ 0.8752	\$ 0.1232	\$ 0.0100	\$ 0.0176	\$ 0.1912	\$ 1.2172	\$ 0.0441	\$ 1.2613	\$ (0.0839)	\$ 0.2341	\$ 1.4115	\$ 1.6357	\$ (0.2242)
	PINT	\$ 0.4376	\$ 0.0909	\$ 0.0050	\$ 0.0363	\$ 0.0956	\$ 0.6654	\$ 0.0241	\$ 0.6895	\$ (0.0420)	\$ 0.1171	\$ 0.7646	\$ 0.8761	\$ (0.1115)
	12 OUNCE	\$ 0.3282	\$ 0.0630	\$ 0.0038	\$ 0.0323	\$ 0.0717	\$ 0.4990	\$ 0.0181	\$ 0.5171	\$ (0.0315)	\$ 0.0878	\$ 0.5734	\$ 0.6609	\$ (0.0875)
	10 OUNCE	\$ 0.2735	\$ 0.0855	\$ 0.0031	\$ 0.0311	\$ 0.0598	\$ 0.4530	\$ 0.0164	\$ 0.4694	\$ (0.0262)	\$ 0.0732	\$ 0.5164	\$ 0.5893	\$ (0.0729)
	1/2 PINT	\$ 0.2188	\$ 0.0319	\$ 0.0025	\$ 0.0233	\$ 0.0478	\$ 0.3243	\$ 0.0118	\$ 0.3361	\$ (0.0210)	\$ 0.0585	\$ 0.3736	\$ 0.4302	\$ (0.0566)
	4 OUNCE	\$ 0.1094	\$ 0.0272	\$ 0.0013	\$ 0.0398	\$ 0.0239	\$ 0.2016	\$ 0.0073	\$ 0.2089	\$ (0.0105)	\$ 0.0293	\$ 0.2277	\$ 0.2562	\$ (0.0285)
	Bulk per Quart	\$ 0.8752	\$ 0.0550	\$ 0.0100	\$ 0.0255	\$ 0.1912	\$ 1.1569	\$ 0.0420	\$ 1.1989	\$ (0.0839)	\$ 0.2341	\$ 1.3491	\$ 1.5754	\$ (0.2263)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0045 per quart equivalent.

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

**RETAIL PRICE BUILDUP
JANUARY 2018 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 \$ 0.1578	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.2532	\$ (0.4392)	\$ 0.6312	\$ 0.0956	\$ 3.54	\$ 3.54	\$ -
	1/2 GALLON	\$ 1.6808	\$ (0.2269)	\$ 0.3156	\$ 0.0491	\$ 1.82	\$ 1.82	\$ -
	QUART	\$ 0.9310	\$ (0.1257)	\$ 0.1578	\$ 0.0267	\$ 0.99	\$ 0.98	\$ 0.01
	PINT	\$ 0.5244	\$ (0.0708)	\$ 0.0789	\$ 0.0148	\$ 0.55	\$ 0.54	\$ 0.01
	12 OUNCE	\$ 0.3932	\$ (0.0531)	\$ 0.0592	\$ 0.0111	\$ 0.41	\$ 0.41	\$ -
	10 OUNCE	\$ 0.3663	\$ (0.0495)	\$ 0.0493	\$ 0.0102	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.2535	\$ (0.0342)	\$ 0.0395	\$ 0.0072	\$ 0.27	\$ 0.26	\$ 0.01
	4 OUNCE	\$ 0.1676	\$ (0.0226)	\$ 0.0197	\$ 0.0046	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 0.8685	\$ (0.1172)	\$ 0.1578	\$ 0.0252	\$ 0.93	\$ 0.93	\$ -
REDUCED FAT (2%) MILK	GALLON	\$ 2.9848	\$ (0.4029)	\$ 0.6312	\$ 0.0892	\$ 3.30	\$ 3.30	\$ -
	1/2 GALLON	\$ 1.5466	\$ (0.2088)	\$ 0.3156	\$ 0.0459	\$ 1.70	\$ 1.70	\$ -
	QUART	\$ 0.8639	\$ (0.1166)	\$ 0.1578	\$ 0.0251	\$ 0.93	\$ 0.92	\$ 0.01
	PINT	\$ 0.4909	\$ (0.0663)	\$ 0.0789	\$ 0.0140	\$ 0.52	\$ 0.51	\$ 0.01
	12 OUNCE	\$ 0.3680	\$ (0.0497)	\$ 0.0592	\$ 0.0105	\$ 0.39	\$ 0.39	\$ -
	10 OUNCE	\$ 0.3453	\$ (0.0466)	\$ 0.0493	\$ 0.0097	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2367	\$ (0.0320)	\$ 0.0395	\$ 0.0068	\$ 0.25	\$ 0.25	\$ -
	4 OUNCE	\$ 0.1592	\$ (0.0215)	\$ 0.0197	\$ 0.0044	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.8014	\$ (0.1082)	\$ 0.1578	\$ 0.0236	\$ 0.87	\$ 0.87	\$ -
LOW FAT (1%) MILK	GALLON	\$ 2.7731	\$ (0.3744)	\$ 0.6312	\$ 0.0841	\$ 3.11	\$ 3.12	\$ (0.01)
	1/2 GALLON	\$ 1.4407	\$ (0.1945)	\$ 0.3156	\$ 0.0433	\$ 1.61	\$ 1.61	\$ -
	QUART	\$ 0.8110	\$ (0.1095)	\$ 0.1578	\$ 0.0238	\$ 0.88	\$ 0.88	\$ -
	PINT	\$ 0.4643	\$ (0.0627)	\$ 0.0789	\$ 0.0133	\$ 0.49	\$ 0.49	\$ -
	12 OUNCE	\$ 0.3482	\$ (0.0470)	\$ 0.0592	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	10 OUNCE	\$ 0.3288	\$ (0.0444)	\$ 0.0493	\$ 0.0093	\$ 0.34	\$ 0.34	\$ -
	1/2 PINT	\$ 0.2234	\$ (0.0302)	\$ 0.0395	\$ 0.0065	\$ 0.24	\$ 0.24	\$ -
	4 OUNCE	\$ 0.1527	\$ (0.0206)	\$ 0.0197	\$ 0.0042	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.7485	\$ (0.1010)	\$ 0.1578	\$ 0.0223	\$ 0.83	\$ 0.82	\$ 0.01
NON FAT (SKIM) MILK	GALLON	\$ 2.5813	\$ (0.3485)	\$ 0.6312	\$ 0.0795	\$ 2.94	\$ 2.95	\$ (0.01)
	1/2 GALLON	\$ 1.3449	\$ (0.1816)	\$ 0.3156	\$ 0.0410	\$ 1.52	\$ 1.52	\$ -
	QUART	\$ 0.7630	\$ (0.1030)	\$ 0.1578	\$ 0.0227	\$ 0.84	\$ 0.83	\$ 0.01
	PINT	\$ 0.4404	\$ (0.0595)	\$ 0.0789	\$ 0.0128	\$ 0.47	\$ 0.47	\$ -
	12 OUNCE	\$ 0.3302	\$ (0.0446)	\$ 0.0592	\$ 0.0096	\$ 0.35	\$ 0.35	\$ -
	10 OUNCE	\$ 0.3137	\$ (0.0423)	\$ 0.0493	\$ 0.0089	\$ 0.33	\$ 0.33	\$ -
	1/2 PINT	\$ 0.2115	\$ (0.0286)	\$ 0.0395	\$ 0.0062	\$ 0.23	\$ 0.23	\$ -
	4 OUNCE	\$ 0.1467	\$ (0.0198)	\$ 0.0197	\$ 0.0041	\$ 0.15	\$ 0.15	\$ -
	Bulk per Quart	\$ 0.7006	\$ (0.0946)	\$ 0.1578	\$ 0.0212	\$ 0.79	\$ 0.78	\$ 0.01

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

**RETAIL PRICE BUILDUP
JANUARY 2018 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 \$ 0.1578	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 3.5090	\$ (0.4737)	\$ 0.6312	\$ 0.1017	\$ 3.77	\$ 3.79	\$ (0.02)
	1/2 GALLON	\$ 1.8087	\$ (0.2442)	\$ 0.3156	\$ 0.0522	\$ 1.93	\$ 1.94	\$ (0.01)
	QUART	\$ 0.9950	\$ (0.1343)	\$ 0.1578	\$ 0.0283	\$ 1.05	\$ 1.04	\$ 0.01
	PINT	\$ 0.5563	\$ (0.0751)	\$ 0.0789	\$ 0.0155	\$ 0.58	\$ 0.57	\$ 0.01
	12 OUNCE	\$ 0.4172	\$ (0.0563)	\$ 0.0592	\$ 0.0117	\$ 0.43	\$ 0.43	\$ -
	10 OUNCE	\$ 0.3863	\$ (0.0522)	\$ 0.0493	\$ 0.0106	\$ 0.39	\$ 0.40	\$ (0.01)
	1/2 PINT	\$ 0.2694	\$ (0.0364)	\$ 0.0395	\$ 0.0076	\$ 0.28	\$ 0.28	\$ -
	4 OUNCE	\$ 0.1757	\$ (0.0237)	\$ 0.0197	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9325	\$ (0.1259)	\$ 0.1578	\$ 0.0268	\$ 0.99	\$ 0.99	\$ -
FLAVORED REDUCED FAT MILK	GALLON	\$ 2.9129	\$ (0.3932)	\$ 0.6312	\$ 0.0874	\$ 3.24	\$ 3.28	\$ (0.04)
	1/2 GALLON	\$ 1.5107	\$ (0.2039)	\$ 0.3156	\$ 0.0450	\$ 1.67	\$ 1.69	\$ (0.02)
	QUART	\$ 0.8460	\$ (0.1142)	\$ 0.1578	\$ 0.0247	\$ 0.91	\$ 0.92	\$ (0.01)
	PINT	\$ 0.4818	\$ (0.0650)	\$ 0.0789	\$ 0.0138	\$ 0.51	\$ 0.51	\$ -
	12 OUNCE	\$ 0.3613	\$ (0.0488)	\$ 0.0592	\$ 0.0103	\$ 0.38	\$ 0.39	\$ (0.01)
	10 OUNCE	\$ 0.3396	\$ (0.0458)	\$ 0.0493	\$ 0.0095	\$ 0.35	\$ 0.36	\$ (0.01)
	1/2 PINT	\$ 0.2322	\$ (0.0313)	\$ 0.0395	\$ 0.0067	\$ 0.25	\$ 0.25	\$ -
	4 OUNCE	\$ 0.1570	\$ (0.0212)	\$ 0.0197	\$ 0.0043	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.7835	\$ (0.1058)	\$ 0.1578	\$ 0.0232	\$ 0.86	\$ 0.86	\$ -
FLAVORED NONFAT MILK	GALLON	\$ 2.7421	\$ (0.3702)	\$ 0.6312	\$ 0.0833	\$ 3.09	\$ 3.11	\$ (0.02)
	1/2 GALLON	\$ 1.4253	\$ (0.1924)	\$ 0.3156	\$ 0.0430	\$ 1.59	\$ 1.61	\$ (0.02)
	QUART	\$ 0.8033	\$ (0.1084)	\$ 0.1578	\$ 0.0237	\$ 0.88	\$ 0.87	\$ 0.01
	PINT	\$ 0.4605	\$ (0.0622)	\$ 0.0789	\$ 0.0132	\$ 0.49	\$ 0.49	\$ -
	12 OUNCE	\$ 0.3453	\$ (0.0466)	\$ 0.0592	\$ 0.0099	\$ 0.37	\$ 0.37	\$ -
	10 OUNCE	\$ 0.3264	\$ (0.0441)	\$ 0.0493	\$ 0.0092	\$ 0.34	\$ 0.34	\$ -
	1/2 PINT	\$ 0.2215	\$ (0.0299)	\$ 0.0395	\$ 0.0064	\$ 0.24	\$ 0.24	\$ -
	4 OUNCE	\$ 0.1517	\$ (0.0205)	\$ 0.0197	\$ 0.0042	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.7408	\$ (0.1000)	\$ 0.1578	\$ 0.0222	\$ 0.82	\$ 0.82	\$ -
BUTTERMILK	GALLON	\$ 3.1894	\$ (0.4306)	\$ 0.6312	\$ 0.0941	\$ 3.48	\$ 3.49	\$ (0.01)
	1/2 GALLON	\$ 1.6489	\$ (0.2226)	\$ 0.3156	\$ 0.0483	\$ 1.79	\$ 1.79	\$ -
	QUART	\$ 0.9151	\$ (0.1235)	\$ 0.1578	\$ 0.0263	\$ 0.98	\$ 0.97	\$ 0.01
	PINT	\$ 0.5163	\$ (0.0697)	\$ 0.0789	\$ 0.0146	\$ 0.54	\$ 0.54	\$ -
	12 OUNCE	\$ 0.3872	\$ (0.0523)	\$ 0.0592	\$ 0.0109	\$ 0.41	\$ 0.41	\$ -
	10 OUNCE	\$ 0.3613	\$ (0.0488)	\$ 0.0493	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2494	\$ (0.0337)	\$ 0.0395	\$ 0.0071	\$ 0.26	\$ 0.26	\$ -
	4 OUNCE	\$ 0.1656	\$ (0.0224)	\$ 0.0197	\$ 0.0045	\$ 0.17	\$ 0.17	\$ -
Bulk per Quart	\$ 0.8526	\$ (0.1151)	\$ 0.1578	\$ 0.0248	\$ 0.92	\$ 0.91	\$ 0.01	

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

**RETAIL PRICE BUILDUP
JANUARY 2018 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 \$ 0.1578	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 5.1753	\$ (0.6987)	\$ 0.6312	\$ 0.1417	\$ 5.25	\$ 6.11	\$ (0.86)
	1/2 GALLON	\$ 2.6418	\$ (0.3566)	\$ 0.3156	\$ 0.0722	\$ 2.67	\$ 3.12	\$ (0.45)
	QUART	\$ 1.4115	\$ (0.1906)	\$ 0.1578	\$ 0.0383	\$ 1.42	\$ 1.64	\$ (0.22)
	PINT	\$ 0.7646	\$ (0.1032)	\$ 0.0789	\$ 0.0205	\$ 0.77	\$ 0.88	\$ (0.11)
	12 OUNCE	\$ 0.5734	\$ (0.0774)	\$ 0.0592	\$ 0.0154	\$ 0.58	\$ 0.67	\$ (0.09)
	10 OUNCE	\$ 0.5164	\$ (0.0697)	\$ 0.0493	\$ 0.0138	\$ 0.53	\$ 0.59	\$ (0.06)
	1/2 PINT	\$ 0.3736	\$ (0.0504)	\$ 0.0395	\$ 0.0101	\$ 0.38	\$ 0.44	\$ (0.06)
	4 OUNCE	\$ 0.2277	\$ (0.0307)	\$ 0.0197	\$ 0.0060	\$ 0.24	\$ 0.26	\$ (0.02)
	Bulk per Quart	\$ 1.3491	\$ (0.1821)	\$ 0.1578	\$ 0.0368	\$ 1.36	\$ 1.58	\$ (0.22)