

Pennsylvania Milk Marketing Board SALES IN PMMB AREA 3 BY TYPE OF MILK

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

Standard Milk	28.71
Flavored Milk	2.39
Egg Nog	0.53
Reduced Fat Flavored Milk	6.65
Nonfat Flavored Milk	5.73
Reduced Fat Milk	28.73
Low Fat Milk	13.48
Buttermilk	1.37
Nonfat Milk	<u>12.42</u>
	<u>100.01%</u>

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

Standard Milk	30.68
Flavored Milk	2.87
Egg Nog	0.35
Reduced Fat Flavored Milk	3.95
Nonfat Flavored Milk	7.63
Reduced Fat Milk	27.58
Low Fat Milk	14.38
Buttermilk	0.70
Nonfat Milk	<u>11.86</u>
	<u>100.00%</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 3 cross section dealers contribute 64.7% of the total milk to this area.

- * Clover Farms Dairy Company
- * Dan Ed Corporation (trading as Guers Dairy)
- * Dean Dairy Holdings Inc. (doing business as Swiss Premium Dairy)
- * Monroe County Milk Producers Coop (doing business as Pocono Mountain Dairy)
- * Schneider-Valley Farms (January through June)
- * Valley Farms Dairy LLC (July through December)
- * Turkey Hill LP
- * Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)

REDACTED PURSUANT
TO PROTECTIVE
ORDER DATED MAY 30,
2017

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$		
Standardization & Pasteurization	\$		
Bottling	\$		
Cold Room	\$		
Delivery	\$		
Selling	\$		
		Total Cost per Point	\$

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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 MAY-2017) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 893,542	5,677,967	\$ 0.1574			
GALLON - Plastic	Purchased	\$ 1,158,062	5,133,039	\$ 0.2256			
GALLON - Combined		\$ 2,051,604	10,811,006	\$ 0.1898	\$ 0.1901	1.65%	\$ 0.1932
1/2 GALLON - Plastic	Purchased	\$ 1,178,901	8,717,532	\$ 0.1352			
1/2 GALLON - Paper	Purchased	\$ 113,550	771,136	\$ 0.1473			
1/2 GALLON - Combined		\$ 1,292,451	9,488,668	\$ 0.1362	\$ 0.1378	1.22%	\$ 0.1395
QUART - Plastic	Purchased	\$ 360,619	3,184,810	\$ 0.1132			
QUART - Paper	Purchased	\$ 151,573	1,698,022	\$ 0.0893			
QUART - Combined		\$ 512,192	4,882,832	\$ 0.1049	\$ 0.1121	1.57%	\$ 0.1139
PINT - Plastic	Purchased	\$ 81,039	890,167	\$ 0.0910			
PINT - Paper	Purchased	\$ 136,196	2,405,931	\$ 0.0566			
PINT - Combined		\$ 217,235	3,296,098	\$ 0.0659	\$ 0.0692	1.62%	\$ 0.0703
12 Ounce	Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce	Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT - Plastic	Purchased	\$ 45,081	685,655	\$ 0.0657	\$ 0.0687	0.92%	\$ 0.0693
1/2 PINT - Paper	Purchased	\$ 1,066,600	40,059,747	\$ 0.0266	\$ 0.0322	0.85%	\$ 0.0325
4 Ounce	Purchased	\$ 70,989	2,583,940	\$ 0.0275	\$ 0.0275	1.53%	\$ 0.0279
Bulk Per Quart	Purchased	\$ 76,393	1,994,831	\$ 0.0383	\$ 0.0383	1.30%	\$ 0.0388

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

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

Product	Weighted Cost	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 1,485	53,067,499	\$ -
Reduced Fat (2%) Milk	\$ 8,341	48,549,038	\$ 0.0002
Low Fat (1%) Milk	\$ 5,154	25,459,791	\$ 0.0002
Non Fat (Skim) Milk	\$ 44,583	20,931,480	\$ 0.0021
Flavored Milk	\$ 137,685	3,779,201	\$ 0.0364
Flavored Reduced Fat Milk	\$ 193,971	6,010,514	\$ 0.0323
Flavored NONFAT Milk	\$ 304,227	11,308,149	\$ 0.0269
Buttermilk	\$ 547	50,909	\$ 0.0107
Egg Nog	\$ 115,103	530,413	\$ 0.2170

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2015 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	12,439,770	655,055	n/a	\$ 2,354,632	n/a	\$ 2,354,632	\$ 519,002
2	Bulk MILK - diverted	40,511,990	1,558,549	\$ 6,774,454	\$ 6,568,767	n/a	\$ (205,687)	\$ (49,233)
3	Bulk MILK - transferred	26,374,463	814,385	\$ 4,771,806	\$ 3,889,250	\$ 711,688	\$ (170,868)	\$ (2,461)
4	Bulk MILK - TOTAL (Rows 2 + 3)	66,886,453	2,372,934	\$ 11,546,260	\$ 10,458,017	\$ 711,688	\$ (376,555)	\$ (51,694)
5	Bulk CREAM - transferred	27,541,814	11,990,681	\$ 32,654,758	\$ 28,822,188	\$ 417,372	\$ (3,415,198)	\$ (795,895)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 519,002	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ (51,694)	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (795,895)	
9	Total	\$ (328,587)	\$ (0.0017)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**MILK COSTS BEFORE PACKAGING
MAY 2017 MILK COSTS**

	Class 1
Skim Rate	\$ 12.09
Butterfat Rate	\$ 2.4231

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A) Percentage	(A - B) Pounds	(B × BF Rate) Value	(D × Skim Rate) Value	(E + F) Total Value	(G ÷ A) Cost per Pound	(EX. 4) Ingredient Cost	(EX. 5) Bulk Sale (Profit)/Loss	(H + I + J) Total Cost per Pound
Standard (Whole) Milk	53,067,499	1,732,523	3.2648%	51,334,976	\$ 4,198,076	\$ 6,206,399	\$ 10,404,475	\$ 0.1961	\$ -	\$ (0.0017)	\$ 0.1944
Reduced Fat (2%) Milk	48,549,038	941,242	1.9387%	47,607,796	\$ 2,280,723	\$ 5,755,783	\$ 8,036,506	\$ 0.1655	\$ 0 0002	\$ (0.0017)	\$ 0.1640
Low Fat (1%) Milk	25,459,791	245,541	0.9644%	25,214,250	\$ 594,970	\$ 3,048,403	\$ 3,643,373	\$ 0.1431	\$ 0 0002	\$ (0.0017)	\$ 0.1416
Non Fat (Skim) Milk	20,931,480	19,055	0.0910%	20,912,425	\$ 46,172	\$ 2,528,312	\$ 2,574,484	\$ 0.1230	\$ 0 0021	\$ (0.0017)	\$ 0.1234
Flavored Milk	3,779,201	124,863	3.3040%	3,654,338	\$ 302,556	\$ 441,809	\$ 744,365	\$ 0.1970	\$ 0 0364	\$ (0.0017)	\$ 0.2317
Flavored Reduced Fat Milk	6,010,514	79,911	1.3295%	5,930,603	\$ 193,632	\$ 717,010	\$ 910,642	\$ 0.1515	\$ 0 0323	\$ (0.0017)	\$ 0.1821
Flavored NONFAT Milk	11,308,149	9,823	0.0869%	11,298,326	\$ 23,802	\$ 1,365,968	\$ 1,389,770	\$ 0.1229	\$ 0 0269	\$ (0.0017)	\$ 0.1481
Buttermilk	50,909	1,935	3.8009%	48,974	\$ 4,689	\$ 5,921	\$ 10,610	\$ 0.2084	\$ 0 0107	\$ (0.0017)	\$ 0.2174
Egg Nog	530,413	38,059	7.1754%	492,354	\$ 92,221	\$ 59,526	\$ 151,746	\$ 0.2861	\$ 0 2170	\$ (0.0017)	\$ 0.5014

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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 per POINT		INCREASE
2016	2015	2016	2015	2016	2015	(DECREASE)

WEIGHTED LABOR COSTS	\$ 10,023,064	\$ 9,890,385	65,757,063	70,075,409	\$ 0.1524	\$ 0.1411	\$ 0.0113
WEIGHTED UTILITY COSTS	\$ 582,553	\$ 575,163	65,757,063	70,075,409	\$ 0.0089	\$ 0.0082	\$ 0.0007
WEIGHTED INSURANCE COSTS	\$ 311,909	\$ 313,346	65,757,063	70,075,409	\$ 0.0047	\$ 0.0045	\$ 0.0002

COST UPDATE ADJUSTMENT per BOTTLING POINT **\$ 0.0122**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

Diesel Fuel Costs Adjustment
Update of Diesel Fuel Costs from YEAR 2015 to MARCH 2017

1. Weighted Diesel Fuel Costs - YEAR 2015	\$ 1,452,221
2. Average On-Highway Diesel Price per Gallon - YEAR 2015 (1)	\$ 2.927
3. On-Highway Diesel Price per Gallon - MARCH 2017 (1)	\$ 2.751
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-6.01%
5. Presumed Diesel Fuel Costs - MARCH 2017 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,364,899</u>
6. Change in Diesel Fuel Costs from YEAR 2015 to MARCH 2017 (Line 5 - Line 1)	\$ (87,322)
7. Weighted Delivery Points - YEAR 2015	<u>107,332,853</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ (0.0008)</u></u>

Footnote:

- 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 3

Heating Fuel Costs Adjustment
Update of Heating Fuel Costs from YEAR 2015 to JANUARY 2017

1. Weighted Heating Fuel Costs - YEAR 2015	\$	230,316
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2015 (1)	\$	9.73
3. Pennsylvania Average Natural Gas Price - Industrial - JANUARY 2017 (1)	\$	7.88
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		-19.01%
5. Presumed Heating Fuel Costs - JANUARY 2017 ((Line 1 X Line 4) + Line 1)	\$	<u>186,533</u>
6. Change in Heating Fuel Costs from YEAR 2015 to JANUARY 2017 (Line 5 - Line 1)	\$	(43,783)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2015		<u>134,105,197</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>(0.0003)</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>

**REDACTED PURSUANT
TO PROTECTIVE
ORDER DATED MAY 30,
2017**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP
MAY 2017 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	\$ 1.6718	\$ 0.1932	\$ 0.0452	\$ (0.0812)				\$ (0.4992)	\$ 0.9448		\$ 3.3804	\$
	1/2 GALLON	\$ 0.8359	\$ 0.1395	\$ 0.0226	\$ (0.0472)				\$ (0.2496)	\$ 0.4724		\$ 1.7226	\$
	QUART	\$ 0.4180	\$ 0.1139	\$ 0.0113	\$ 0.0220				\$ (0.1248)	\$ 0.2362		\$ 0.9632	\$
	PINT	\$ 0.2090	\$ 0.0703	\$ 0.0057	\$ 0.0422				\$ (0.0624)	\$ 0.1181		\$ 0.5372	\$
	12 OUNCE	\$ 0.1567	\$ 0.0630	\$ 0.0042	\$ 0.0435				\$ (0.0468)	\$ 0.0886		\$ 0.4158	\$
	10 OUNCE	\$ 0.1306	\$ 0.0587	\$ 0.0035	\$ 0.0462				\$ (0.0390)	\$ 0.0738		\$ 0.3632	\$
	1/2 PINT	\$ 0.1045	\$ 0.0325	\$ 0.0028	\$ 0.0202				\$ (0.0312)	\$ 0.0591		\$ 0.2586	\$
	4 OUNCE	\$ 0.0522	\$ 0.0279	\$ 0.0014	\$ 0.0303				\$ (0.0156)	\$ 0.0295		\$ 0.1612	\$
	Bulk per Quar	\$ 0.4180	\$ 0.0388	\$ 0.0113	\$ 0.0027				\$ (0.1248)	\$ 0.2362		\$ 0.8620	\$
REDUCED FAT (2%) MILK	GALLON	\$ 1.4137	\$ 0.1932	\$ 0.0452	\$ (0.0812)				\$ (0.4992)	\$ 0.9448		\$ 3.1150	\$
	1/2 GALLON	\$ 0.7068	\$ 0.1395	\$ 0.0226	\$ (0.0472)				\$ (0.2496)	\$ 0.4724		\$ 1.5899	\$
	QUART	\$ 0.3534	\$ 0.1139	\$ 0.0113	\$ 0.0220				\$ (0.1248)	\$ 0.2362		\$ 0.8968	\$
	PINT	\$ 0.1767	\$ 0.0703	\$ 0.0057	\$ 0.0422				\$ (0.0624)	\$ 0.1181		\$ 0.5039	\$
	12 OUNCE	\$ 0.1325	\$ 0.0630	\$ 0.0042	\$ 0.0435				\$ (0.0468)	\$ 0.0886		\$ 0.3909	\$
	10 OUNCE	\$ 0.1104	\$ 0.0587	\$ 0.0035	\$ 0.0462				\$ (0.0416)	\$ 0.0787		\$ 0.3425	\$
	1/2 PINT	\$ 0.0884	\$ 0.0325	\$ 0.0028	\$ 0.0202				\$ (0.0312)	\$ 0.0591		\$ 0.2421	\$
	4 OUNCE	\$ 0.0442	\$ 0.0279	\$ 0.0014	\$ 0.0303				\$ (0.0156)	\$ 0.0295		\$ 0.1529	\$
	Bulk per Quar	\$ 0.3534	\$ 0.0388	\$ 0.0113	\$ 0.0027				\$ (0.1248)	\$ 0.2362		\$ 0.7957	\$
LOWFAT (1%) MILK	GALLON	\$ 1.2206	\$ 0.1932	\$ 0.0452	\$ (0.0812)				\$ (0.4992)	\$ 0.9448		\$ 2.9142	\$
	1/2 GALLON	\$ 0.6103	\$ 0.1395	\$ 0.0226	\$ (0.0472)				\$ (0.2496)	\$ 0.4724		\$ 1.4895	\$
	QUART	\$ 0.3051	\$ 0.1139	\$ 0.0113	\$ 0.0220				\$ (0.1248)	\$ 0.2362		\$ 0.8466	\$
	PINT	\$ 0.1526	\$ 0.0703	\$ 0.0057	\$ 0.0422				\$ (0.0624)	\$ 0.1181		\$ 0.4789	\$
	12 OUNCE	\$ 0.1144	\$ 0.0630	\$ 0.0042	\$ 0.0435				\$ (0.0468)	\$ 0.0886		\$ 0.3721	\$
	10 OUNCE	\$ 0.0954	\$ 0.0587	\$ 0.0035	\$ 0.0462				\$ (0.0416)	\$ 0.0787		\$ 0.3267	\$
	1/2 PINT	\$ 0.0763	\$ 0.0325	\$ 0.0028	\$ 0.0202				\$ (0.0312)	\$ 0.0591		\$ 0.2295	\$
	4 OUNCE	\$ 0.0381	\$ 0.0279	\$ 0.0014	\$ 0.0303				\$ (0.0156)	\$ 0.0295		\$ 0.1466	\$
	Bulk per Quar	\$ 0.3051	\$ 0.0388	\$ 0.0113	\$ 0.0027				\$ (0.1248)	\$ 0.2362		\$ 0.7455	\$
NONFAT (SKIM) MILK	GALLON	\$ 1.0649	\$ 0.1932	\$ 0.0452	\$ (0.0812)				\$ (0.4992)	\$ 0.9448		\$ 2.7522	\$
	1/2 GALLON	\$ 0.5325	\$ 0.1395	\$ 0.0226	\$ (0.0472)				\$ (0.2496)	\$ 0.4724		\$ 1.4085	\$
	QUART	\$ 0.2662	\$ 0.1139	\$ 0.0113	\$ 0.0220				\$ (0.1248)	\$ 0.2362		\$ 0.8060	\$
	PINT	\$ 0.1331	\$ 0.0703	\$ 0.0057	\$ 0.0422				\$ (0.0624)	\$ 0.1181		\$ 0.4586	\$
	12 OUNCE	\$ 0.0998	\$ 0.0630	\$ 0.0042	\$ 0.0435				\$ (0.0468)	\$ 0.0886		\$ 0.3569	\$
	10 OUNCE	\$ 0.0832	\$ 0.0587	\$ 0.0035	\$ 0.0462				\$ (0.0416)	\$ 0.0787		\$ 0.3141	\$
	1/2 PINT	\$ 0.0666	\$ 0.0325	\$ 0.0028	\$ 0.0202				\$ (0.0312)	\$ 0.0591		\$ 0.2194	\$
	4 OUNCE	\$ 0.0333	\$ 0.0279	\$ 0.0014	\$ 0.0303				\$ (0.0156)	\$ 0.0295		\$ 0.1415	\$
	Bulk per Quar	\$ 0.2662	\$ 0.0388	\$ 0.0113	\$ 0.0027				\$ (0.1248)	\$ 0.2362		\$ 0.7049	\$

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0002 per quart equivalent.

**REDACTED PURSUANT
TO PROTECTIVE ORDER
DATED MAY 30, 2017**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP
MAY 2017 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)
FLAVORED MILK	GALLON	\$ 1.8536	\$ 0.1932	\$ 0.0452	\$ (0.0812)				\$ (0.4992)	\$ 0.9448		\$ 3.6257	\$
	1/2 GALLON	\$ 0.9268	\$ 0.1395	\$ 0.0226	\$ (0.0472)				\$ (0.2496)	\$ 0.4724		\$ 1.8453	\$
	QUART	\$ 0.4634	\$ 0.1139	\$ 0.0113	\$ 0.0220				\$ (0.1248)	\$ 0.2362		\$ 1.0244	\$
	PINT	\$ 0.2317	\$ 0.0703	\$ 0.0057	\$ 0.0422				\$ (0.0624)	\$ 0.1181		\$ 0.5678	\$
	12 OUNCE	\$ 0.1738	\$ 0.0630	\$ 0.0042	\$ 0.0435				\$ (0.0468)	\$ 0.0886		\$ 0.4388	\$
	10 OUNCE	\$ 0.1448	\$ 0.0587	\$ 0.0035	\$ 0.0462				\$ (0.0416)	\$ 0.0787		\$ 0.3823	\$
	1/2 PINT	\$ 0.1159	\$ 0.0325	\$ 0.0028	\$ 0.0202				\$ (0.0312)	\$ 0.0591		\$ 0.2740	\$
	4 OUNCE	\$ 0.0579	\$ 0.0279	\$ 0.0014	\$ 0.0303				\$ (0.0156)	\$ 0.0295		\$ 0.1689	\$
	Bulk per Quar	\$ 0.4634	\$ 0.0388	\$ 0.0113	\$ 0.0027				\$ (0.1248)	\$ 0.2362		\$ 0.9233	\$
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.4568	\$ 0.1932	\$ 0.0452	\$ (0.0812)				\$ (0.4992)	\$ 0.9448		\$ 3.1926	\$
	1/2 GALLON	\$ 0.7284	\$ 0.1395	\$ 0.0226	\$ (0.0472)				\$ (0.2496)	\$ 0.4724		\$ 1.6287	\$
	QUART	\$ 0.3642	\$ 0.1139	\$ 0.0113	\$ 0.0220				\$ (0.1248)	\$ 0.2362		\$ 0.9162	\$
	PINT	\$ 0.1821	\$ 0.0703	\$ 0.0057	\$ 0.0422				\$ (0.0624)	\$ 0.1181		\$ 0.5137	\$
	12 OUNCE	\$ 0.1366	\$ 0.0630	\$ 0.0042	\$ 0.0435				\$ (0.0468)	\$ 0.0886		\$ 0.3982	\$
	10 OUNCE	\$ 0.1138	\$ 0.0587	\$ 0.0035	\$ 0.0462				\$ (0.0416)	\$ 0.0787		\$ 0.3485	\$
	1/2 PINT	\$ 0.0911	\$ 0.0325	\$ 0.0028	\$ 0.0202				\$ (0.0312)	\$ 0.0591		\$ 0.2469	\$
	4 OUNCE	\$ 0.0455	\$ 0.0279	\$ 0.0014	\$ 0.0303				\$ (0.0156)	\$ 0.0295		\$ 0.1553	\$
	Bulk per Quar	\$ 0.3642	\$ 0.0388	\$ 0.0113	\$ 0.0027				\$ (0.1248)	\$ 0.2362		\$ 0.8150	\$
FLAVORED NONFAT MILK	GALLON	\$ 1.1848	\$ 0.1932	\$ 0.0452	\$ (0.0812)				\$ (0.4992)	\$ 0.9448		\$ 2.9450	\$
	1/2 GALLON	\$ 0.5924	\$ 0.1395	\$ 0.0226	\$ (0.0472)				\$ (0.2496)	\$ 0.4724		\$ 1.5049	\$
	QUART	\$ 0.2962	\$ 0.1139	\$ 0.0113	\$ 0.0220				\$ (0.1248)	\$ 0.2362		\$ 0.8543	\$
	PINT	\$ 0.1481	\$ 0.0703	\$ 0.0057	\$ 0.0422				\$ (0.0624)	\$ 0.1181		\$ 0.4827	\$
	12 OUNCE	\$ 0.1111	\$ 0.0630	\$ 0.0042	\$ 0.0435				\$ (0.0468)	\$ 0.0886		\$ 0.3750	\$
	10 OUNCE	\$ 0.0926	\$ 0.0587	\$ 0.0035	\$ 0.0462				\$ (0.0416)	\$ 0.0787		\$ 0.3291	\$
	1/2 PINT	\$ 0.0741	\$ 0.0325	\$ 0.0028	\$ 0.0202				\$ (0.0312)	\$ 0.0591		\$ 0.2314	\$
	4 OUNCE	\$ 0.0370	\$ 0.0279	\$ 0.0014	\$ 0.0303				\$ (0.0156)	\$ 0.0295		\$ 0.1476	\$
	Bulk per Quar	\$ 0.2962	\$ 0.0388	\$ 0.0113	\$ 0.0027				\$ (0.1248)	\$ 0.2362		\$ 0.7531	\$
BUTTERMILK	GALLON	\$ 1.8696	\$ 0.1932	\$ 0.0452	\$ (0.0812)				\$ (0.4992)	\$ 0.9448		\$ 3.6680	\$
	1/2 GALLON	\$ 0.9348	\$ 0.1395	\$ 0.0226	\$ (0.0472)				\$ (0.2496)	\$ 0.4724		\$ 1.8664	\$
	QUART	\$ 0.4674	\$ 0.1139	\$ 0.0113	\$ 0.0220				\$ (0.1248)	\$ 0.2362		\$ 1.0350	\$
	PINT	\$ 0.2337	\$ 0.0703	\$ 0.0057	\$ 0.0422				\$ (0.0624)	\$ 0.1181		\$ 0.5731	\$
	12 OUNCE	\$ 0.1753	\$ 0.0630	\$ 0.0042	\$ 0.0435				\$ (0.0468)	\$ 0.0886		\$ 0.4427	\$
	10 OUNCE	\$ 0.1461	\$ 0.0587	\$ 0.0035	\$ 0.0462				\$ (0.0416)	\$ 0.0787		\$ 0.3856	\$
	1/2 PINT	\$ 0.1169	\$ 0.0325	\$ 0.0028	\$ 0.0202				\$ (0.0312)	\$ 0.0591		\$ 0.2767	\$
	4 OUNCE	\$ 0.0584	\$ 0.0279	\$ 0.0014	\$ 0.0303				\$ (0.0156)	\$ 0.0295		\$ 0.1702	\$
	Bulk per Quar	\$ 0.4674	\$ 0.0388	\$ 0.0113	\$ 0.0027				\$ (0.1248)	\$ 0.2362		\$ 0.9339	\$

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0002 per quart equivalent.

**REDACTED PURSUANT TO
PROTECTIVE ORDER
DATED MAY 30, 2017**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP
MAY 2017 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	\$ 4.0112	\$ 0.1932	\$ 0.0452	\$ (0.0812)				\$ (0.4992)	\$ 0.9448		\$ 5.2539	\$
	1/2 GALLON	\$ 2.0056	\$ 0.1395	\$ 0.0226	\$ (0.0472)				\$ (0.2496)	\$ 0.4724		\$ 2.6593	\$
	QUART	\$ 1.0028	\$ 0.1139	\$ 0.0113	\$ 0.0220				\$ (0.1248)	\$ 0.2362		\$ 1.4315	\$
	PINT	\$ 0.5014	\$ 0.0703	\$ 0.0057	\$ 0.0422				\$ (0.0624)	\$ 0.1181		\$ 0.7713	\$
	12 OUNCE	\$ 0.3761	\$ 0.0630	\$ 0.0042	\$ 0.0435				\$ (0.0468)	\$ 0.0886		\$ 0.5915	\$
	10 OUNCE	\$ 0.3134	\$ 0.0587	\$ 0.0035	\$ 0.0462				\$ (0.0416)	\$ 0.0787		\$ 0.5095	\$
	1/2 PINT	\$ 0.2507	\$ 0.0325	\$ 0.0028	\$ 0.0202				\$ (0.0312)	\$ 0.0591		\$ 0.3757	\$
	4 OUNCE	\$ 0.1254	\$ 0.0279	\$ 0.0014	\$ 0.0303				\$ (0.0156)	\$ 0.0295		\$ 0.2198	\$
	Bulk per Quar	\$ 1.0028	\$ 0.0388	\$ 0.0113	\$ 0.0027				\$ (0.1248)	\$ 0.2362		\$ 1.3303	\$

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0002 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**REDACTED PURSUANT
TO PROTECTIVE ORDER
DATED MAY 30, 2017**

**RETAIL PRICE BUILDUP
MAY 2017 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1317	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON		\$ (0.4457)	\$ 0.5268		\$ 3.56	\$
	1/2 GALLON		\$ (0.2278)	\$ 0.2634		\$ 1.81	\$
	QUART		\$ (0.1260)	\$ 0.1317		\$ 1.00	\$
	PINT		\$ (0.0690)	\$ 0.0659		\$ 0.55	\$
	12 OUNCE		\$ (0.0547)	\$ 0.0494		\$ 0.42	\$
	10 OUNCE		\$ (0.0478)	\$ 0.0412		\$ 0.37	\$
	1/2 PINT		\$ (0.0340)	\$ 0.0329		\$ 0.27	\$
	4 OUNCE		\$ (0.0213)	\$ 0.0165		\$ 0.17	\$
	Bulk per Quart		\$ (0.1133)	\$ 0.1317		\$ 0.91	\$
REDUCED FAT (2%) MILK	GALLON		\$ (0.4110)	\$ 0.5268		\$ 3.33	\$
	1/2 GALLON		\$ (0.2104)	\$ 0.2634		\$ 1.69	\$
	QUART		\$ (0.1173)	\$ 0.1317		\$ 0.94	\$
	PINT		\$ (0.0646)	\$ 0.0659		\$ 0.52	\$
	12 OUNCE		\$ (0.0514)	\$ 0.0494		\$ 0.40	\$
	10 OUNCE		\$ (0.0453)	\$ 0.0412		\$ 0.35	\$
	1/2 PINT		\$ (0.0319)	\$ 0.0329		\$ 0.25	\$
	4 OUNCE		\$ (0.0202)	\$ 0.0165		\$ 0.16	\$
	Bulk per Quart		\$ (0.1046)	\$ 0.1317		\$ 0.85	\$
LOWFAT (1%) MILK	GALLON		\$ (0.3850)	\$ 0.5268		\$ 3.15	\$
	1/2 GALLON		\$ (0.1974)	\$ 0.2634		\$ 1.60	\$
	QUART		\$ (0.1108)	\$ 0.1317		\$ 0.89	\$
	PINT		\$ (0.0614)	\$ 0.0659		\$ 0.50	\$
	12 OUNCE		\$ (0.0490)	\$ 0.0494		\$ 0.38	\$
	10 OUNCE		\$ (0.0433)	\$ 0.0412		\$ 0.33	\$
	1/2 PINT		\$ (0.0302)	\$ 0.0329		\$ 0.24	\$
	4 OUNCE		\$ (0.0194)	\$ 0.0165		\$ 0.15	\$
	Bulk per Quart		\$ (0.0981)	\$ 0.1317		\$ 0.80	\$
NONFAT (SKIM) MILK	GALLON		\$ (0.3641)	\$ 0.5268		\$ 3.00	\$
	1/2 GALLON		\$ (0.1869)	\$ 0.2634		\$ 1.53	\$
	QUART		\$ (0.1055)	\$ 0.1317		\$ 0.86	\$
	PINT		\$ (0.0588)	\$ 0.0659		\$ 0.48	\$
	12 OUNCE		\$ (0.0470)	\$ 0.0494		\$ 0.37	\$
	10 OUNCE		\$ (0.0417)	\$ 0.0412		\$ 0.32	\$
	1/2 PINT		\$ (0.0289)	\$ 0.0329		\$ 0.23	\$
	4 OUNCE		\$ (0.0187)	\$ 0.0165		\$ 0.15	\$
	Bulk per Quart		\$ (0.0928)	\$ 0.1317		\$ 0.77	\$

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**REDACTED PURSUANT TO
PROTECTIVE ORDER DATED
MAY 30, 2017**

**RETAIL PRICE BUILDUP
MAY 2017 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1317	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ (0.4702)	\$ 0.5268	\$	\$	\$ 3.78	\$
	1/2 GALLON	\$ (0.2400)	\$ 0.2634	\$	\$	\$ 1.92	\$
	QUART	\$ (0.1321)	\$ 0.1317	\$	\$	\$ 1.05	\$
	PINT	\$ (0.0720)	\$ 0.0659	\$	\$	\$ 0.58	\$
	12 OUNCE	\$ (0.0570)	\$ 0.0494	\$	\$	\$ 0.44	\$
	10 OUNCE	\$ (0.0500)	\$ 0.0412	\$	\$	\$ 0.39	\$
	1/2 PINT	\$ (0.0355)	\$ 0.0329	\$	\$	\$ 0.28	\$
	4 OUNCE	\$ (0.0220)	\$ 0.0165	\$	\$	\$ 0.17	\$
	Bulk per Quart	\$ (0.1194)	\$ 0.1317	\$	\$	\$ 0.96	\$
FLAVORED REDUCED-FAT MILK	GALLON	\$ (0.4168)	\$ 0.5268	\$	\$	\$ 3.40	\$
	1/2 GALLON	\$ (0.2133)	\$ 0.2634	\$	\$	\$ 1.73	\$
	QUART	\$ (0.1187)	\$ 0.1317	\$	\$	\$ 0.95	\$
	PINT	\$ (0.0654)	\$ 0.0659	\$	\$	\$ 0.53	\$
	12 OUNCE	\$ (0.0520)	\$ 0.0494	\$	\$	\$ 0.41	\$
	10 OUNCE	\$ (0.0458)	\$ 0.0412	\$	\$	\$ 0.35	\$
	1/2 PINT	\$ (0.0322)	\$ 0.0329	\$	\$	\$ 0.25	\$
	4 OUNCE	\$ (0.0204)	\$ 0.0165	\$	\$	\$ 0.16	\$
	Bulk per Quart	\$ (0.1060)	\$ 0.1317	\$	\$	\$ 0.86	\$
FLAVORED NONFAT MILK	GALLON	\$ (0.3802)	\$ 0.5268	\$	\$	\$ 3.17	\$
	1/2 GALLON	\$ (0.1950)	\$ 0.2634	\$	\$	\$ 1.62	\$
	QUART	\$ (0.1096)	\$ 0.1317	\$	\$	\$ 0.90	\$
	PINT	\$ (0.0608)	\$ 0.0659	\$	\$	\$ 0.50	\$
	12 OUNCE	\$ (0.0486)	\$ 0.0494	\$	\$	\$ 0.39	\$
	10 OUNCE	\$ (0.0430)	\$ 0.0412	\$	\$	\$ 0.34	\$
	1/2 PINT	\$ (0.0299)	\$ 0.0329	\$	\$	\$ 0.24	\$
	4 OUNCE	\$ (0.0192)	\$ 0.0165	\$	\$	\$ 0.15	\$
	Bulk per Quart	\$ (0.0969)	\$ 0.1317	\$	\$	\$ 0.81	\$
BUTTERMILK	GALLON	\$ (0.4724)	\$ 0.5268	\$	\$	\$ 3.82	\$
	1/2 GALLON	\$ (0.2411)	\$ 0.2634	\$	\$	\$ 1.94	\$
	QUART	\$ (0.1326)	\$ 0.1317	\$	\$	\$ 1.06	\$
	PINT	\$ (0.0723)	\$ 0.0659	\$	\$	\$ 0.58	\$
	12 OUNCE	\$ (0.0572)	\$ 0.0494	\$	\$	\$ 0.45	\$
	10 OUNCE	\$ (0.0502)	\$ 0.0412	\$	\$	\$ 0.39	\$
	1/2 PINT	\$ (0.0357)	\$ 0.0329	\$	\$	\$ 0.28	\$
	4 OUNCE	\$ (0.0221)	\$ 0.0165	\$	\$	\$ 0.18	\$
	Bulk per Quart	\$ (0.1199)	\$ 0.1317	\$	\$	\$ 0.97	\$

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**REDACTED
PURSUANT TO
PROTECTIVE ORDER
DATED MAY 30, 2017**

**RETAIL PRICE BUILDUP
MAY 2017 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1317	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON		\$ (0.7606)	\$ 0.5268		\$ 5.26	\$
	1/2 GALLON		\$ (0.3852)	\$ 0.2634		\$ 2.67	\$
	QUART		\$ (0.2047)	\$ 0.1317		\$ 1.44	\$
	PINT		\$ (0.1083)	\$ 0.0659		\$ 0.78	\$
	12 OUNCE		\$ (0.0842)	\$ 0.0494		\$ 0.60	\$
	10 OUNCE		\$ (0.0727)	\$ 0.0412		\$ 0.52	\$
	1/2 PINT		\$ (0.0537)	\$ 0.0329		\$ 0.39	\$
	4 OUNCE		\$ (0.0311)	\$ 0.0165		\$ 0.23	\$
	Bulk per Quart		\$ (0.1920)	\$ 0.1317		\$ 1.34	\$