

STAFF TESTIMONY BEFORE THE PENNSYLVANIA MILK MARKETING BOARD
COST REPLACEMENT HEARING – MILK MARKETING AREA 4
February 6, 2018

Staff Exhibit 1

Good Morning. My name is Clifford Ackman. As the Statistician for the Pennsylvania Milk Marketing Board, I collected the information for and produced Staff Exhibit 1, dealing with the cross-section of milk dealers in the SouthCentral Milk Marketing Area (Area 4). I have listed these milk dealers in footnote 3 along with the percentage of sales by those dealers compared to all dealers selling into Area 4. As a representative sample of the entire area, these dealers were used to compile the data for the remaining Exhibits.

This cross-section of dealers' 2016 information contains the same companies as presented in the previous Area 4 cost replacement hearing. The cross-section data continues to represent over eighty percent of the Area's market.

This Exhibit offers the cross-section of dealers as presenting a significant portion of all sales into the marketplace. It demonstrates the comparability of Class 1 controlled product sales by all dealers (the top section of the Exhibit) and the cross-section dealers (in the lower half of the Exhibit). The sales of cross-section dealer products compares favorably with the sales of all dealers in the marketplace falling within statistically acceptable limits.

I also studied the size and types of deliveries of the cross-section dealers along with the types of customers served by them. As a group, the cross-section dealers serve a variety of customers: schools, restaurants, convenience stores, supermarkets, etc. which is comparable to all dealer sales into Area 4. I also found that the cross-section dealers employ all types of delivery systems (tractor-trailers and smaller, straight body trucks) which are common to this Area as well.

Based on the amount and type of milk sold by these cross-section dealers, the types of customers and the delivery techniques employed by these listed dealers, I find this cross-section to be representative of all dealers doing business in Area 4.

Good morning. My name is Gary Gojsovich. I am employed by the Pennsylvania Milk Marketing Board as an Audit Supervisor. This morning I will be testifying to Staff Exhibits 2 through 11.

Staff Exhibit 2

Staff Exhibit 2 provides information about the average weighted cost for processing, packaging and delivering milk for the Area 4 cross-section milk dealers. For each of the major cost centers listed in this exhibit, we have matched the expenses associated with the cost center with the volume of milk or other products that flowed through that cost center. The volumes in this exhibit are stated in points (where a point equals a quart or quart equivalent). All costs and points are weighted using the sales weighting method. For example, if a dealer has 25% of their sales in Area 4 then we include 25% of their costs and 25% of their points in the Area 4 cost centers.

Staff recommends that the Board replace the costs in the current Order with those costs in Staff Exhibit 2.

Staff Exhibit 3

Staff Exhibit 3 provides information on the cost of containers for the cross-section dealers. We initially use the costs of the cross-section dealers for plastic containers, paper containers and resin as of April 2017 to calculate weighted cost per units. As has been done in previous hearings, we are using controlled container sales volumes for the previous year. We are therefore pairing current costs with the weighted units sold in the previous year to arrive at the most current weighted cost per unit available. Where the market has both paper and plastic containers, like the pint container, we have provided a combined paper/plastic price. After we established a cost for each container type in Column E, we are updating those April 2017 costs to the costs observed in our most current container surveys in Column F (January 2018). In Column G we are applying factors for container shrinkage. And Column H adds the shrinkage factor to the updated container cost from Column F.

Staff recommends that the Board replace the base container costs with those found in Column C and the base weighted units with those found in Column D and continue to update these costs using the audited surveys submitted by the cross-section dealers. Staff also recommends that the Board continue the practice of providing separate plastic and paper half-pint prices through a plastic add-on.

Staff further recommends that the Board replace the current container costs with the container costs found in column E of this exhibit.

Staff Exhibit 4

Staff Exhibit 4 provides information on the cost of ingredients added to the various milk products like chocolate powder and sugar used in chocolate milk. This Exhibit pairs Year 2016 sales activity with April 2017 costs to get current weighted costs.

Staff recommends replacing the current ingredient costs with those found in Staff Exhibit 4. Staff further recommends the continuance of updating chocolate and sweetener costs quarterly.

Staff Exhibit 5

Dealers typically sell off excess bulk milk and cream they are unable to use in their own plants and they will recognize either a profit or a loss on these sales. Dealers also lose small amounts of milk as the milk moves through the plant; this loss is called shrinkage and it has a cost associated with it.

Row 1 shows the calculation for shrinkage cost. Column G shows the weighted costs using the sales weighting methodology.

Rows 2, 3 and 5 show calculations for determining profits and/or losses on diverted or transferred sales of bulk milk and cream. Dealers incur additional costs to process and sell transferred milk and cream (Column E). We add these additional processing costs to the producer costs in Column D to determine if the dealers made a profit or loss on the transactions.

The costs in the top panel are summarized in Column H. We divide these costs by the number of pounds of product sold or manufactured by the dealers (net of purchased packaged products) as represented in Column I. By dividing the costs in Column H by the pounds in Column I we arrive at a weighted cost per pound in Column J.

Staff recommends that the Board use the costs and profits in Staff Exhibit 5 to replace those in the existing Order.

Staff Exhibit 6

Staff Exhibit 6 summarizes the components of the milk cost prior to the milk going into the container. We are using the most current announced milk prices available prior to the submission date for the Exhibits. The current fat and skim prices for Class I products are in the top numeric panel of the Exhibit. In the lower numeric panel we show the actual pounds of the Class I products (Columns A and B) sold by the cross-section dealers in this Area. We have labeled the columns A through K and show how we arrive at the cost per pound for each of the products in the table.

Staff recommends that the Board continue to use this methodology for establishing the before-bottling costs.

Staff Exhibit 7

In Staff Exhibit 7 we compare the costs and related plant volumes for three significant categories (labor, utilities, and insurance) for the 1st half of Year 2017 with the 1st half of 2016 to update the cost per point from Staff Exhibit 2. We use bottling points as the denominator for this exhibit as they are a good measure of the plants' overall volume or activity. In columns A and B, we list the first half-year costs for 2017 and 2016 for each of the cost categories. In the next two columns, we list the bottling points for 2017 and 2016 for the first half-year. By dividing the costs by the points in columns E and F, we can compare the cost increase or decrease per point in column G.

Staff recommends replacing the first half cost adjustment in the current Order with the adjustment per Staff Exhibit 7.

Staff Exhibit 8

In Staff Exhibit 8 we update diesel fuel costs from the previous year (Year 2016) by indexing to diesel prices for the most current month (November 2017). Line 1 shows the weighted cost for diesel fuel for the cross-section dealers for Year 2016. Line 2 is the Year 2016 average On-Highway diesel price per gallon as posted by the Energy Information Administration (EIA). Line 3 is the current EIA On-Highway diesel price. Line 4 represents the percentage of change in the diesel price from Year 2016 to the current price. Using the percentage of change on line 4, line 5 shows the current presumed diesel cost. By subtracting line 1 from line 5 we find the changed diesel cost on line 6. By dividing the changed diesel cost on line 6 by the weighted delivery points of the cross-section dealers, we find the changed cost per point on line 8.

Staff recommends that the Board continue to include this adjustment in the cost replacement process. Staff also recommends that the Board replace the Year 2015 points and costs with the Year 2016 points and costs found in Staff Exhibit 8.

Staff Exhibit 9

Staff has calculated the current heating fuel add-on using the same methodology as in Staff Exhibit 8 except here we are using Standardization and Pasteurization points and the Pennsylvania Natural Gas Industrial price as posted by the EIA. Staff recommends that the Board continue to include this adjustment in the cost replacement process. Staff also recommends that the Board replace the 2015 points and costs with the 2016 points and costs found in Staff Exhibit 9.

Staff Exhibit 10

Staff Exhibit 10 summarizes the information from all previous exhibits and data from the base Order to arrive at proposed wholesale prices.

Column A is the milk cost from Staff Exhibit 6 which provides the milk cost per pound. We multiply the milk cost per pound by the number of pounds per container.

Column B lists the container costs from Staff Exhibit 3.

Column C combines the first half cost adjustment from Staff Exhibit 7 with the diesel and heating fuel adjustments from Staff Exhibits 8 and 9. It also includes an adjustment per OGO A-972 for the 'Discount Effect'.

Column D is the container efficiency adjustment from the base order.

Column E lists the processing costs from Staff Exhibit 2.

Column F is the sum of columns A through E.

Column G is profit. This percentage profit reflects the profit in the current Order.

Column H is the average price with profit.

Column I removes the average delivery. By removing the average delivery, we arrive at a cost for processing the milk and bringing it to the dock. All milk regardless of its ultimate destination will have the same cost at this point.

Column J adds back the cost of a relatively small high-cost delivery. By adding back the high-cost delivery, we have a price from which applicable discounts can be deducted.

Column K is the sum of Columns H, I and J and is our proposed wholesale price.

Column L is the wholesale price under the current cost replacement order.

Column M is the difference between the proposed wholesale price and the current wholesale price.

Staff Exhibit 11

Staff Exhibit 11 provides a methodology for arriving at the retail or out-of-store price for milk.

Column A is the proposed wholesale price from Staff Exhibit 10.

Column B is the deepest discount from the current general price order.

Column C is the average in-store handling cost from the current general order. This in-store handling cost has been updated monthly by the Consumer Price Index. Staff recommends that the Board continue to employ this form of cost update for the retail price.

Column D reflects the retail profit in the current Order.

Column E is the sum of columns A through D and is the proposed retail or out-of-store price.

Column F is the most recently announced retail price.

Column G is the difference between the proposed retail price and the current retail price.

Thank you.

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

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

Standard Milk	27.87
Flavored Milk	2.05
Egg Nog	0.32
Reduced Fat Flavored Milk	6.18
Nonfat Flavored Milk	3.75
Reduced Fat Milk	32.10
Low Fat Milk	15.60
Buttermilk	0.71
Nonfat Milk	<u>11.42</u>
	<u>100.0%</u>

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

Standard Milk	28.27
Flavored Milk	2.09
Egg Nog	0.25
Reduced Fat Flavored Milk	5.43
Nonfat Flavored Milk	4.38
Reduced Fat Milk	32.58
Low Fat Milk	16.06
Buttermilk	0.49
Nonfat Milk	<u>10.45</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 4 cross-section dealers contribute 82.0% of the total milk to this area:

- * Dean Dairy Holdings Inc. (doing business as Swiss Premium Dairy)
- * Galliker Dairy (Johnstown location)
- * Harrisburg Dairies Inc.
- * Rutter Brothers Dairy Inc.
- * Turkey Hill LP
- * Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)

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

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,149,631	194,469,972	\$ 0.0162
Standardization & Pasteurization	\$ 6,516,995	372,862,566	\$ 0.0175
Bottling	\$ 12,131,151	336,887,379	\$ 0.0360
Cold Room	\$ 12,181,086	360,696,141	\$ 0.0338
Delivery	\$ 17,859,885	161,964,619	\$ 0.1103
Selling	\$ 6,021,600	206,187,140	\$ 0.0292

Total Cost per Point **\$ 0.2430**

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

**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	\$ 345,419	1,939,135	\$ 0.1781			
		Purchased	\$ 3,584,232	22,028,502	\$ 0.1627			
			\$ 3,929,651	23,967,637	\$ 0.1640	\$ 0.1727	1.19%	\$ 0.1748
1/2 GALLON	Plastic	Blow Molded	\$ 19,469	134,890	\$ 0.1443			
		Purchased	\$ 2,115,299	17,201,858	\$ 0.1230			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,134,768	17,336,748	\$ 0.1231	\$ 0.1278	1.23%	\$ 0.1294
QUART	Plastic	Purchased	\$ 448,165	3,180,893	\$ 0.1409			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 448,165	3,180,893	\$ 0.1409	\$ 0.1399	1.57%	\$ 0.1421
PINT	Plastic	Purchased	\$ 1,049,379	9,382,326	\$ 0.1118			
	Paper	Purchased	\$ 5,772	142,977	\$ 0.0404			
	Combined		\$ 1,055,151	9,525,303	\$ 0.1108	\$ 0.1142	1.62%	\$ 0.1161
12 Ounce		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce		Purchased			\$ 0.0309	\$ 0.0309		\$ 0.0309
1/2 PINT	Plastic	Purchased	\$ 296,006	4,536,497	\$ 0.0652	\$ 0.0657	0.92%	\$ 0.0663
	Paper	Purchased	\$ 1,142,153	40,626,307	\$ 0.0281	\$ 0.0291	0.85%	\$ 0.0293
4 Ounce	Paper	Purchased	\$ 19,077	644,796	\$ 0.0296	\$ 0.0296	1.53%	\$ 0.0301
Bulk Per Quart		Purchased	\$ 1,707	30,238	\$ 0.0565	\$ 0.0565	1.30%	\$ 0.0572

Submitted August 13, 2018

PADC EXHIBIT 4.4.A

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

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 1,470	90,639,633	\$ -
Reduced Fat (2%) Milk	\$ 189,264	103,993,082	\$ 0.0018
Low Fat (1%) Milk	\$ 97,586	52,483,568	\$ 0.0019
Non Fat (Skim) Milk	\$ 65,922	33,128,395	\$ 0.0020
Flavored Milk	\$ 244,291	5,596,108	\$ 0.0437
Flavored Reduced Fat Milk	\$ 284,255	8,222,862	\$ 0.0346
Flavored NONFAT Milk	\$ 384,592	13,657,536	\$ 0.0282
Buttermilk	\$ 6,642	263,871	\$ 0.0252
Egg Nog	\$ 91,768	597,343	\$ 0.1536

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

**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	11,987,584	643,867	n/a	\$ 2,244,832	n/a	\$ 2,244,832 \$ 869,966
2	Bulk MILK - diverted	94,679,856	3,552,629	\$ 13,457,281	\$ 13,908,916	n/a	\$ 451,635 \$ (203,306)
3	Bulk MILK - transferred	149,780	195	\$ 9,212	\$ 9,237	\$ 3,754	\$ 3,779 \$ 292
4	Bulk MILK - TOTAL (Rows 2 + 3)	94,829,636	3,552,824	\$ 13,466,493	\$ 13,918,153	\$ 3,754	\$ 455,414 \$ (203,014)
5	Bulk CREAM - transferred	27,012,583	11,653,035	\$ 31,864,135	\$ 27,852,752	\$ 821,035	\$ (3,190,348) \$ (1,557,414)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 869,966	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ (203,014)	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,557,414)	
9	Total	\$ (890,462)	367,369,682 \$ (0.0024)

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

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

	Class I
Skim Rate	\$ 11.54
Butterfat Rate	\$ 2.4943

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	90,639,633	2,975,503	3.2828%	87,664,130	\$ 7,421,797	\$ 10,116,441	\$ 17,538,238	\$ 0.1935	\$ -	\$ (0.0024)	\$ 0.1911
Reduced Fat (2%) Milk	103,993,082	2,035,351	1.9572%	101,957,731	\$ 5,076,776	\$ 11,765,922	\$ 16,842,698	\$ 0.1620	\$ 0.0018	\$ (0.0024)	\$ 0.1614
Low Fat (1%) Milk	52,483,568	505,870	0.9639%	51,977,698	\$ 1,261,792	\$ 5,998,226	\$ 7,260,018	\$ 0.1383	\$ 0.0019	\$ (0.0024)	\$ 0.1378
Non Fat (Skim) Milk	33,128,395	35,998	0.1087%	33,092,397	\$ 89,790	\$ 3,818,863	\$ 3,908,653	\$ 0.1180	\$ 0.0020	\$ (0.0024)	\$ 0.1176
Flavored Milk	5,596,108	180,938	3.2333%	5,415,170	\$ 451,314	\$ 624,911	\$ 1,076,225	\$ 0.1923	\$ 0.0437	\$ (0.0024)	\$ 0.2336
Flavored Reduced Fat Milk	8,222,862	81,450	0.9905%	8,141,412	\$ 203,161	\$ 939,519	\$ 1,142,680	\$ 0.1390	\$ 0.0346	\$ (0.0024)	\$ 0.1712
Flavored NONFAT Milk	13,657,536	13,551	0.0992%	13,643,985	\$ 33,800	\$ 1,574,516	\$ 1,608,316	\$ 0.1178	\$ 0.0282	\$ (0.0024)	\$ 0.1436
Buttermilk	263,871	2,639	1.0001%	261,232	\$ 6,582	\$ 30,146	\$ 36,728	\$ 0.1392	\$ 0.0252	\$ (0.0024)	\$ 0.1620
Egg Nog	597,343	42,391	7.0966%	554,952	\$ 105,736	\$ 64,041	\$ 169,777	\$ 0.2842	\$ 0.1536	\$ (0.0024)	\$ 0.4354

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

**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	\$ 19,613,161	\$ 18,869,538	146,195,144	156,387,828	\$ 0.1342	\$ 0.1207	\$ 0.0135
WEIGHTED UTILITY COSTS	\$ 857,559	\$ 929,028	146,195,144	156,387,828	\$ 0.0059	\$ 0.0059	\$ -
WEIGHTED INSURANCE COSTS	\$ 217,226	\$ 149,387	146,195,144	156,387,828	\$ 0.0015	\$ 0.0010	\$ 0.0005

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0140

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2016 to NOVEMBER 2017

1. Weighted Diesel Fuel Costs - YEAR 2016	\$ 1,301,124
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>\$ 1,618,263</u>
6. Change in Diesel Fuel Costs from YEAR 2016 to NOVEMBER 2017 (Line 5 - Line 1)	\$ 317,139
7. Weighted Delivery Points - YEAR 2016	<u>161,964,619</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ 0.0020</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 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2016 to SEPTEMBER 2017

1. Weighted Heating Fuel Costs - YEAR 2016	\$ 189,864
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>\$ 224,134</u>
6. Change in Heating Fuel Costs from YEAR 2016 to SEPTEMBER 2017 (Line 5 - Line 1)	\$ 34,270
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2016	<u>372,862,566</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 4**

**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 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 1.6435	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.7717	\$ 0.0976	\$ 2.8693	\$ (0.4352)	\$ 0.9664	\$ 3.4005	\$ 3.3128	\$ 0.0877
	1/2 GALLON	\$ 0.8217	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.4359	\$ 0.0505	\$ 1.4864	\$ (0.2176)	\$ 0.4832	\$ 1.7520	\$ 1.7072	\$ 0.0448
	QUART	\$ 0.4109	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.8312	\$ 0.0293	\$ 0.8605	\$ (0.1088)	\$ 0.2416	\$ 0.9933	\$ 0.9966	\$ (0.0033)
	PINT	\$ 0.2054	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.5079	\$ 0.0179	\$ 0.5258	\$ (0.0544)	\$ 0.1208	\$ 0.5922	\$ 0.5886	\$ 0.0036
	12 OUNCE	\$ 0.1541	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3724	\$ 0.0131	\$ 0.3855	\$ (0.0408)	\$ 0.0906	\$ 0.4353	\$ 0.4262	\$ 0.0091
	10 OUNCE	\$ 0.1284	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.3016	\$ 0.0106	\$ 0.3122	\$ (0.0340)	\$ 0.0755	\$ 0.3537	\$ 0.3463	\$ 0.0074
	1/2 PINT	\$ 0.1027	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2179	\$ 0.0077	\$ 0.2256	\$ (0.0272)	\$ 0.0604	\$ 0.2588	\$ 0.2539	\$ 0.0049
	4 OUNCE	\$ 0.0514	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1592	\$ 0.0056	\$ 0.1648	\$ (0.0136)	\$ 0.0302	\$ 0.1814	\$ 0.1789	\$ 0.0025
	Bulk per Quart	\$ 0.4109	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.8793	\$ 0.0309	\$ 0.9102	\$ (0.1088)	\$ 0.2416	\$ 1.0430	\$ 1.0015	\$ 0.0415
REDUCED FAT (2%) MILK	GALLON	\$ 1.3913	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.5195	\$ 0.0887	\$ 2.6082	\$ (0.4352)	\$ 0.9664	\$ 3.1394	\$ 3.0490	\$ 0.0904
	1/2 GALLON	\$ 0.6956	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.3098	\$ 0.0461	\$ 1.3559	\$ (0.2176)	\$ 0.4832	\$ 1.6215	\$ 1.5753	\$ 0.0462
	QUART	\$ 0.3478	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7681	\$ 0.0270	\$ 0.7951	\$ (0.1088)	\$ 0.2416	\$ 0.9279	\$ 0.9306	\$ (0.0027)
	PINT	\$ 0.1739	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4764	\$ 0.0168	\$ 0.4932	\$ (0.0544)	\$ 0.1208	\$ 0.5596	\$ 0.5556	\$ 0.0040
	12 OUNCE	\$ 0.1304	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3487	\$ 0.0123	\$ 0.3610	\$ (0.0408)	\$ 0.0906	\$ 0.4108	\$ 0.4015	\$ 0.0093
	10 OUNCE	\$ 0.1087	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2819	\$ 0.0099	\$ 0.2918	\$ (0.0340)	\$ 0.0755	\$ 0.3333	\$ 0.3257	\$ 0.0076
	1/2 PINT	\$ 0.0870	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2022	\$ 0.0071	\$ 0.2093	\$ (0.0272)	\$ 0.0604	\$ 0.2425	\$ 0.2373	\$ 0.0052
	4 OUNCE	\$ 0.0435	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1513	\$ 0.0053	\$ 0.1566	\$ (0.0136)	\$ 0.0302	\$ 0.1732	\$ 0.1706	\$ 0.0026
	Bulk per Quart	\$ 0.3478	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.8162	\$ 0.0287	\$ 0.8449	\$ (0.1088)	\$ 0.2416	\$ 0.9777	\$ 0.9356	\$ 0.0421
LOW FAT (1%) MILK	GALLON	\$ 1.1878	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.3160	\$ 0.0815	\$ 2.3975	\$ (0.4352)	\$ 0.9664	\$ 2.9287	\$ 2.8402	\$ 0.0885
	1/2 GALLON	\$ 0.5939	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.2081	\$ 0.0425	\$ 1.2506	\$ (0.2176)	\$ 0.4832	\$ 1.5162	\$ 1.4709	\$ 0.0453
	QUART	\$ 0.2970	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7173	\$ 0.0252	\$ 0.7425	\$ (0.1088)	\$ 0.2416	\$ 0.8753	\$ 0.8785	\$ (0.0032)
	PINT	\$ 0.1485	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4510	\$ 0.0159	\$ 0.4669	\$ (0.0544)	\$ 0.1208	\$ 0.5333	\$ 0.5295	\$ 0.0038
	12 OUNCE	\$ 0.1114	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3297	\$ 0.0116	\$ 0.3413	\$ (0.0408)	\$ 0.0906	\$ 0.3911	\$ 0.3819	\$ 0.0092
	10 OUNCE	\$ 0.0928	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2660	\$ 0.0094	\$ 0.2754	\$ (0.0340)	\$ 0.0755	\$ 0.3169	\$ 0.3093	\$ 0.0076
	1/2 PINT	\$ 0.0742	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.1894	\$ 0.0067	\$ 0.1961	\$ (0.0272)	\$ 0.0604	\$ 0.2293	\$ 0.2243	\$ 0.0050
	4 OUNCE	\$ 0.0371	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1449	\$ 0.0051	\$ 0.1500	\$ (0.0136)	\$ 0.0302	\$ 0.1666	\$ 0.1641	\$ 0.0025
	Bulk per Quart	\$ 0.2970	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.7654	\$ 0.0269	\$ 0.7923	\$ (0.1088)	\$ 0.2416	\$ 0.9251	\$ 0.8834	\$ 0.0417
NON FAT (SKIM) MILK	GALLON	\$ 1.0149	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.1431	\$ 0.0754	\$ 2.2185	\$ (0.4352)	\$ 0.9664	\$ 2.7497	\$ 2.6612	\$ 0.0885
	1/2 GALLON	\$ 0.5074	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.1216	\$ 0.0395	\$ 1.1611	\$ (0.2176)	\$ 0.4832	\$ 1.4267	\$ 1.3813	\$ 0.0454
	QUART	\$ 0.2537	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.6740	\$ 0.0237	\$ 0.6977	\$ (0.1088)	\$ 0.2416	\$ 0.8305	\$ 0.8336	\$ (0.0031)
	PINT	\$ 0.1269	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4294	\$ 0.0151	\$ 0.4445	\$ (0.0544)	\$ 0.1208	\$ 0.5109	\$ 0.5072	\$ 0.0037
	12 OUNCE	\$ 0.0951	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3134	\$ 0.0110	\$ 0.3244	\$ (0.0408)	\$ 0.0906	\$ 0.3742	\$ 0.3650	\$ 0.0092
	10 OUNCE	\$ 0.0793	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2525	\$ 0.0089	\$ 0.2614	\$ (0.0340)	\$ 0.0755	\$ 0.3029	\$ 0.2953	\$ 0.0076
	1/2 PINT	\$ 0.0634	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.1786	\$ 0.0063	\$ 0.1849	\$ (0.0272)	\$ 0.0604	\$ 0.2181	\$ 0.2131	\$ 0.0050
	4 OUNCE	\$ 0.0317	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1395	\$ 0.0049	\$ 0.1444	\$ (0.0136)	\$ 0.0302	\$ 0.1610	\$ 0.1585	\$ 0.0025
	Bulk per Quart	\$ 0.2537	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.7221	\$ 0.0254	\$ 0.7475	\$ (0.1088)	\$ 0.2416	\$ 0.8803	\$ 0.8386	\$ 0.0417

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

**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 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 1.8688	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.9970	\$ 0.1055	\$ 3.1025	\$ (0.4352)	\$ 0.9664	\$ 3.6337	\$ 3.5535	\$ 0.0802
	1/2 GALLON	\$ 0.9344	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.5486	\$ 0.0545	\$ 1.6031	\$ (0.2176)	\$ 0.4832	\$ 1.8687	\$ 1.8275	\$ 0.0412
	QUART	\$ 0.4672	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.8875	\$ 0.0312	\$ 0.9187	\$ (0.1088)	\$ 0.2416	\$ 1.0515	\$ 1.0567	\$ (0.0052)
	PINT	\$ 0.2336	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.5361	\$ 0.0189	\$ 0.5550	\$ (0.0544)	\$ 0.1208	\$ 0.6214	\$ 0.6187	\$ 0.0027
	12 OUNCE	\$ 0.1752	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3935	\$ 0.0138	\$ 0.4073	\$ (0.0408)	\$ 0.0906	\$ 0.4571	\$ 0.4488	\$ 0.0083
	10 OUNCE	\$ 0.1460	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.3192	\$ 0.0112	\$ 0.3304	\$ (0.0340)	\$ 0.0755	\$ 0.3719	\$ 0.3650	\$ 0.0069
	1/2 PINT	\$ 0.1168	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2320	\$ 0.0082	\$ 0.2402	\$ (0.0272)	\$ 0.0604	\$ 0.2734	\$ 0.2689	\$ 0.0045
	4 OUNCE	\$ 0.0584	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1662	\$ 0.0058	\$ 0.1720	\$ (0.0136)	\$ 0.0302	\$ 0.1886	\$ 0.1865	\$ 0.0021
	Bulk per Quart	\$ 0.4672	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.9356	\$ 0.0329	\$ 0.9685	\$ (0.1088)	\$ 0.2416	\$ 1.1013	\$ 1.0617	\$ 0.0396
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.3696	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.4978	\$ 0.0879	\$ 2.5857	\$ (0.4352)	\$ 0.9664	\$ 3.1169	\$ 3.0342	\$ 0.0827
	1/2 GALLON	\$ 0.6848	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.2990	\$ 0.0457	\$ 1.3447	\$ (0.2176)	\$ 0.4832	\$ 1.6103	\$ 1.5679	\$ 0.0424
	QUART	\$ 0.3424	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7627	\$ 0.0268	\$ 0.7895	\$ (0.1088)	\$ 0.2416	\$ 0.9223	\$ 0.9269	\$ (0.0046)
	PINT	\$ 0.1712	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4737	\$ 0.0167	\$ 0.4904	\$ (0.0544)	\$ 0.1208	\$ 0.5568	\$ 0.5538	\$ 0.0030
	12 OUNCE	\$ 0.1284	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3467	\$ 0.0122	\$ 0.3589	\$ (0.0408)	\$ 0.0906	\$ 0.4087	\$ 0.4000	\$ 0.0087
	10 OUNCE	\$ 0.1070	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2802	\$ 0.0099	\$ 0.2901	\$ (0.0340)	\$ 0.0755	\$ 0.3316	\$ 0.3244	\$ 0.0072
	1/2 PINT	\$ 0.0856	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2008	\$ 0.0071	\$ 0.2079	\$ (0.0272)	\$ 0.0604	\$ 0.2411	\$ 0.2365	\$ 0.0046
	4 OUNCE	\$ 0.0428	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1506	\$ 0.0053	\$ 0.1559	\$ (0.0136)	\$ 0.0302	\$ 0.1725	\$ 0.1702	\$ 0.0023
	Bulk per Quart	\$ 0.3424	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.8108	\$ 0.0285	\$ 0.8393	\$ (0.1088)	\$ 0.2416	\$ 0.9721	\$ 0.9319	\$ 0.0402
FLAVORED NONFAT MILK	GALLON	\$ 1.1488	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.2770	\$ 0.0801	\$ 2.3571	\$ (0.4352)	\$ 0.9664	\$ 2.8883	\$ 2.7965	\$ 0.0918
	1/2 GALLON	\$ 0.5744	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.1886	\$ 0.0418	\$ 1.2304	\$ (0.2176)	\$ 0.4832	\$ 1.4960	\$ 1.4490	\$ 0.0470
	QUART	\$ 0.2872	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7075	\$ 0.0249	\$ 0.7324	\$ (0.1088)	\$ 0.2416	\$ 0.8652	\$ 0.8675	\$ (0.0023)
	PINT	\$ 0.1436	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4461	\$ 0.0157	\$ 0.4618	\$ (0.0544)	\$ 0.1208	\$ 0.5282	\$ 0.5241	\$ 0.0041
	12 OUNCE	\$ 0.1077	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3260	\$ 0.0115	\$ 0.3375	\$ (0.0408)	\$ 0.0906	\$ 0.3873	\$ 0.3778	\$ 0.0095
	10 OUNCE	\$ 0.0898	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2630	\$ 0.0093	\$ 0.2723	\$ (0.0340)	\$ 0.0755	\$ 0.3138	\$ 0.3059	\$ 0.0079
	1/2 PINT	\$ 0.0718	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.1870	\$ 0.0066	\$ 0.1936	\$ (0.0272)	\$ 0.0604	\$ 0.2268	\$ 0.2216	\$ 0.0052
	4 OUNCE	\$ 0.0359	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1437	\$ 0.0051	\$ 0.1488	\$ (0.0136)	\$ 0.0302	\$ 0.1654	\$ 0.1628	\$ 0.0026
	Bulk per Quart	\$ 0.2872	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.7556	\$ 0.0266	\$ 0.7822	\$ (0.1088)	\$ 0.2416	\$ 0.9150	\$ 0.8724	\$ 0.0426
BUTTERMILK	GALLON	\$ 1.3964	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.5246	\$ 0.0889	\$ 2.6135	\$ (0.4352)	\$ 0.9664	\$ 3.1447	\$ 3.0516	\$ 0.0931
	1/2 GALLON	\$ 0.6982	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.3124	\$ 0.0462	\$ 1.3586	\$ (0.2176)	\$ 0.4832	\$ 1.6242	\$ 1.5766	\$ 0.0476
	QUART	\$ 0.3491	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7694	\$ 0.0271	\$ 0.7965	\$ (0.1088)	\$ 0.2416	\$ 0.9293	\$ 0.9312	\$ (0.0019)
	PINT	\$ 0.1746	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4771	\$ 0.0168	\$ 0.4939	\$ (0.0544)	\$ 0.1208	\$ 0.5603	\$ 0.5559	\$ 0.0044
	12 OUNCE	\$ 0.1309	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3492	\$ 0.0123	\$ 0.3615	\$ (0.0408)	\$ 0.0906	\$ 0.4113	\$ 0.4017	\$ 0.0096
	10 OUNCE	\$ 0.1091	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2823	\$ 0.0099	\$ 0.2922	\$ (0.0340)	\$ 0.0755	\$ 0.3337	\$ 0.3259	\$ 0.0078
	1/2 PINT	\$ 0.0873	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2025	\$ 0.0071	\$ 0.2096	\$ (0.0272)	\$ 0.0604	\$ 0.2428	\$ 0.2375	\$ 0.0053
	4 OUNCE	\$ 0.0436	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1514	\$ 0.0053	\$ 0.1567	\$ (0.0136)	\$ 0.0302	\$ 0.1733	\$ 0.1707	\$ 0.0026
	Bulk per Quart	\$ 0.3491	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.8175	\$ 0.0288	\$ 0.8463	\$ (0.1088)	\$ 0.2416	\$ 0.9791	\$ 0.9362	\$ 0.0429

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

**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 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 3.4832	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 4.6114	\$ 0.1623	\$ 4.7737	\$ (0.4352)	\$ 0.9664	\$ 5.3049	\$ 6.1092	\$ (0.8043)
	1/2 GALLON	\$ 1.7416	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 2.3558	\$ 0.0829	\$ 2.4387	\$ (0.2176)	\$ 0.4832	\$ 2.7043	\$ 3.1054	\$ (0.4011)
	QUART	\$ 0.8708	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 1.2911	\$ 0.0454	\$ 1.3365	\$ (0.1088)	\$ 0.2416	\$ 1.4693	\$ 1.6956	\$ (0.2263)
	PINT	\$ 0.4354	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.7379	\$ 0.0260	\$ 0.7639	\$ (0.0544)	\$ 0.1208	\$ 0.8303	\$ 0.9381	\$ (0.1078)
	12 OUNCE	\$ 0.3266	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.5449	\$ 0.0192	\$ 0.5641	\$ (0.0408)	\$ 0.0906	\$ 0.6139	\$ 0.6883	\$ (0.0744)
	10 OUNCE	\$ 0.2721	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.4453	\$ 0.0157	\$ 0.4610	\$ (0.0340)	\$ 0.0755	\$ 0.5025	\$ 0.5647	\$ (0.0622)
	1/2 PINT	\$ 0.2177	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.3329	\$ 0.0117	\$ 0.3446	\$ (0.0272)	\$ 0.0604	\$ 0.3778	\$ 0.4286	\$ (0.0508)
	4 OUNCE	\$ 0.1089	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.2167	\$ 0.0076	\$ 0.2243	\$ (0.0136)	\$ 0.0302	\$ 0.2409	\$ 0.2663	\$ (0.0254)
	Bulk per Quart	\$ 0.8708	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 1.3392	\$ 0.0471	\$ 1.3863	\$ (0.1088)	\$ 0.2416	\$ 1.5191	\$ 1.7006	\$ (0.1815)

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

**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 \$ 0.1010	In-Store Handling \$ 0.1762	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.4005	\$ (0.4040)	\$ 0.7048	\$ 0.0949	\$ 3.80	\$ 3.71	\$ 0.09
	1/2 GALLON	\$ 1.7520	\$ (0.2020)	\$ 0.3524	\$ 0.0488	\$ 1.95	\$ 1.91	\$ 0.04
	QUART	\$ 0.9933	\$ (0.1010)	\$ 0.1762	\$ 0.0274	\$ 1.10	\$ 1.10	\$ -
	PINT	\$ 0.5922	\$ (0.0505)	\$ 0.0881	\$ 0.0161	\$ 0.65	\$ 0.64	\$ 0.01
	12 OUNCE	\$ 0.4353	\$ (0.0379)	\$ 0.0661	\$ 0.0119	\$ 0.48	\$ 0.47	\$ 0.01
	10 OUNCE	\$ 0.3537	\$ (0.0316)	\$ 0.0551	\$ 0.0097	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.2588	\$ (0.0253)	\$ 0.0441	\$ 0.0071	\$ 0.28	\$ 0.28	\$ -
	4 OUNCE	\$ 0.1814	\$ (0.0126)	\$ 0.0220	\$ 0.0049	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.0430	\$ (0.1010)	\$ 0.1762	\$ 0.0287	\$ 1.15	\$ 1.10	\$ 0.05
REDUCED FAT (2%) MILK	GALLON	\$ 3.1394	\$ (0.4040)	\$ 0.7048	\$ 0.0882	\$ 3.53	\$ 3.44	\$ 0.09
	1/2 GALLON	\$ 1.6215	\$ (0.2020)	\$ 0.3524	\$ 0.0454	\$ 1.82	\$ 1.77	\$ 0.05
	QUART	\$ 0.9279	\$ (0.1010)	\$ 0.1762	\$ 0.0257	\$ 1.03	\$ 1.03	\$ -
	PINT	\$ 0.5596	\$ (0.0505)	\$ 0.0881	\$ 0.0153	\$ 0.61	\$ 0.61	\$ -
	12 OUNCE	\$ 0.4108	\$ (0.0379)	\$ 0.0661	\$ 0.0113	\$ 0.45	\$ 0.44	\$ 0.01
	10 OUNCE	\$ 0.3333	\$ (0.0316)	\$ 0.0551	\$ 0.0091	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2425	\$ (0.0253)	\$ 0.0441	\$ 0.0067	\$ 0.27	\$ 0.26	\$ 0.01
	4 OUNCE	\$ 0.1732	\$ (0.0126)	\$ 0.0220	\$ 0.0047	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 0.9777	\$ (0.1010)	\$ 0.1762	\$ 0.0270	\$ 1.08	\$ 1.04	\$ 0.04
LOW FAT (1%) MILK	GALLON	\$ 2.9287	\$ (0.4040)	\$ 0.7048	\$ 0.0828	\$ 3.31	\$ 3.22	\$ 0.09
	1/2 GALLON	\$ 1.5162	\$ (0.2020)	\$ 0.3524	\$ 0.0427	\$ 1.71	\$ 1.66	\$ 0.05
	QUART	\$ 0.8753	\$ (0.1010)	\$ 0.1762	\$ 0.0244	\$ 0.97	\$ 0.98	\$ (0.01)
	PINT	\$ 0.5333	\$ (0.0505)	\$ 0.0881	\$ 0.0146	\$ 0.59	\$ 0.58	\$ 0.01
	12 OUNCE	\$ 0.3911	\$ (0.0379)	\$ 0.0661	\$ 0.0108	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3169	\$ (0.0316)	\$ 0.0551	\$ 0.0087	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2293	\$ (0.0253)	\$ 0.0441	\$ 0.0064	\$ 0.25	\$ 0.25	\$ -
	4 OUNCE	\$ 0.1666	\$ (0.0126)	\$ 0.0220	\$ 0.0045	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9251	\$ (0.1010)	\$ 0.1762	\$ 0.0256	\$ 1.03	\$ 0.98	\$ 0.05
NON FAT (SKIM) MILK	GALLON	\$ 2.7497	\$ (0.4040)	\$ 0.7048	\$ 0.0782	\$ 3.13	\$ 3.04	\$ 0.09
	1/2 GALLON	\$ 1.4267	\$ (0.2020)	\$ 0.3524	\$ 0.0404	\$ 1.62	\$ 1.57	\$ 0.05
	QUART	\$ 0.8305	\$ (0.1010)	\$ 0.1762	\$ 0.0232	\$ 0.93	\$ 0.93	\$ -
	PINT	\$ 0.5109	\$ (0.0505)	\$ 0.0881	\$ 0.0141	\$ 0.56	\$ 0.56	\$ -
	12 OUNCE	\$ 0.3742	\$ (0.0379)	\$ 0.0661	\$ 0.0103	\$ 0.41	\$ 0.40	\$ 0.01
	10 OUNCE	\$ 0.3029	\$ (0.0316)	\$ 0.0551	\$ 0.0084	\$ 0.33	\$ 0.33	\$ -
	1/2 PINT	\$ 0.2181	\$ (0.0253)	\$ 0.0441	\$ 0.0061	\$ 0.24	\$ 0.24	\$ -
	4 OUNCE	\$ 0.1610	\$ (0.0126)	\$ 0.0220	\$ 0.0044	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 0.8803	\$ (0.1010)	\$ 0.1762	\$ 0.0245	\$ 0.98	\$ 0.94	\$ 0.04

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

**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 \$ 0.1010	In-Store Handling \$ 0.1762	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 3.6337	\$ (0.4040)	\$ 0.7048	\$ 0.1009	\$ 4.04	\$ 3.95	\$ 0.09
	1/2 GALLON	\$ 1.8687	\$ (0.2020)	\$ 0.3524	\$ 0.0518	\$ 2.07	\$ 2.03	\$ 0.04
	QUART	\$ 1.0515	\$ (0.1010)	\$ 0.1762	\$ 0.0289	\$ 1.16	\$ 1.16	\$ -
	PINT	\$ 0.6214	\$ (0.0505)	\$ 0.0881	\$ 0.0169	\$ 0.68	\$ 0.67	\$ 0.01
	12 OUNCE	\$ 0.4571	\$ (0.0379)	\$ 0.0661	\$ 0.0124	\$ 0.50	\$ 0.49	\$ 0.01
	10 OUNCE	\$ 0.3719	\$ (0.0316)	\$ 0.0551	\$ 0.0101	\$ 0.41	\$ 0.40	\$ 0.01
	1/2 PINT	\$ 0.2734	\$ (0.0253)	\$ 0.0441	\$ 0.0075	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1886	\$ (0.0126)	\$ 0.0220	\$ 0.0051	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.1013	\$ (0.1010)	\$ 0.1762	\$ 0.0302	\$ 1.21	\$ 1.17	\$ 0.04
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.1169	\$ (0.4040)	\$ 0.7048	\$ 0.0876	\$ 3.51	\$ 3.42	\$ 0.09
	1/2 GALLON	\$ 1.6103	\$ (0.2020)	\$ 0.3524	\$ 0.0451	\$ 1.81	\$ 1.76	\$ 0.05
	QUART	\$ 0.9223	\$ (0.1010)	\$ 0.1762	\$ 0.0256	\$ 1.02	\$ 1.03	\$ (0.01)
	PINT	\$ 0.5568	\$ (0.0505)	\$ 0.0881	\$ 0.0152	\$ 0.61	\$ 0.61	\$ -
	12 OUNCE	\$ 0.4087	\$ (0.0379)	\$ 0.0661	\$ 0.0112	\$ 0.45	\$ 0.44	\$ 0.01
	10 OUNCE	\$ 0.3316	\$ (0.0316)	\$ 0.0551	\$ 0.0091	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2411	\$ (0.0253)	\$ 0.0441	\$ 0.0067	\$ 0.27	\$ 0.26	\$ 0.01
	4 OUNCE	\$ 0.1725	\$ (0.0126)	\$ 0.0220	\$ 0.0047	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 0.9721	\$ (0.1010)	\$ 0.1762	\$ 0.0269	\$ 1.07	\$ 1.03	\$ 0.04
FLAVORED NONFAT MILK	GALLON	\$ 2.8883	\$ (0.4040)	\$ 0.7048	\$ 0.0818	\$ 3.27	\$ 3.18	\$ 0.09
	1/2 GALLON	\$ 1.4960	\$ (0.2020)	\$ 0.3524	\$ 0.0422	\$ 1.69	\$ 1.64	\$ 0.05
	QUART	\$ 0.8652	\$ (0.1010)	\$ 0.1762	\$ 0.0241	\$ 0.96	\$ 0.97	\$ (0.01)
	PINT	\$ 0.5282	\$ (0.0505)	\$ 0.0881	\$ 0.0145	\$ 0.58	\$ 0.58	\$ -
	12 OUNCE	\$ 0.3873	\$ (0.0379)	\$ 0.0661	\$ 0.0107	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3138	\$ (0.0316)	\$ 0.0551	\$ 0.0086	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2268	\$ (0.0253)	\$ 0.0441	\$ 0.0063	\$ 0.25	\$ 0.25	\$ -
	4 OUNCE	\$ 0.1654	\$ (0.0126)	\$ 0.0220	\$ 0.0045	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9150	\$ (0.1010)	\$ 0.1762	\$ 0.0254	\$ 1.02	\$ 0.97	\$ 0.05
BUTTERMILK	GALLON	\$ 3.1447	\$ (0.4040)	\$ 0.7048	\$ 0.0883	\$ 3.53	\$ 3.44	\$ 0.09
	1/2 GALLON	\$ 1.6242	\$ (0.2020)	\$ 0.3524	\$ 0.0455	\$ 1.82	\$ 1.77	\$ 0.05
	QUART	\$ 0.9293	\$ (0.1010)	\$ 0.1762	\$ 0.0258	\$ 1.03	\$ 1.03	\$ -
	PINT	\$ 0.5603	\$ (0.0505)	\$ 0.0881	\$ 0.0153	\$ 0.61	\$ 0.61	\$ -
	12 OUNCE	\$ 0.4113	\$ (0.0379)	\$ 0.0661	\$ 0.0113	\$ 0.45	\$ 0.44	\$ 0.01
	10 OUNCE	\$ 0.3337	\$ (0.0316)	\$ 0.0551	\$ 0.0092	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2428	\$ (0.0253)	\$ 0.0441	\$ 0.0067	\$ 0.27	\$ 0.26	\$ 0.01
	4 OUNCE	\$ 0.1733	\$ (0.0126)	\$ 0.0220	\$ 0.0047	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 0.9791	\$ (0.1010)	\$ 0.1762	\$ 0.0270	\$ 1.08	\$ 1.04	\$ 0.04

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

**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 \$ 0.1010	In-Store Handling \$ 0.1762	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 5.3049	\$ (0.4040)	\$ 0.7048	\$ 0.1437	\$ 5.75	\$ 6.57	\$ (0.82)
	1/2 GALLON	\$ 2.7043	\$ (0.2020)	\$ 0.3524	\$ 0.0732	\$ 2.93	\$ 3.34	\$ (0.41)
	QUART	\$ 1.4693	\$ (0.1010)	\$ 0.1762	\$ 0.0396	\$ 1.58	\$ 1.82	\$ (0.24)
	PINT	\$ 0.8303	\$ (0.0505)	\$ 0.0881	\$ 0.0223	\$ 0.89	\$ 1.00	\$ (0.11)
	12 OUNCE	\$ 0.6139	\$ (0.0379)	\$ 0.0661	\$ 0.0165	\$ 0.66	\$ 0.73	\$ (0.07)
	10 OUNCE	\$ 0.5025	\$ (0.0316)	\$ 0.0551	\$ 0.0135	\$ 0.54	\$ 0.60	\$ (0.06)
	1/2 PINT	\$ 0.3778	\$ (0.0253)	\$ 0.0441	\$ 0.0102	\$ 0.41	\$ 0.46	\$ (0.05)
	4 OUNCE	\$ 0.2409	\$ (0.0126)	\$ 0.0220	\$ 0.0064	\$ 0.26	\$ 0.28	\$ (0.02)
	Bulk per Quart	\$ 1.5191	\$ (0.1010)	\$ 0.1762	\$ 0.0409	\$ 1.64	\$ 1.82	\$ (0.18)