



**Commonwealth of Pennsylvania**  
Milk Marketing Board  
2301 North Cameron Street  
Harrisburg, PA 17110-9408

717/787-4194  
Fax 717/783-6492

WEB SITE: <http://www.mmb.state.pa.us>

E-mail: [ra-pmmb@pa.gov](mailto:ra-pmmb@pa.gov)

Official General  
Order No. A-963 (CRO 8)

Posted: March 7, 2018  
Effective: April 1, 2018

### **COST REPLACEMENT ORDER FOR THE SOUTH CENTRAL MILK MARKETING AREA, AREA 4**

NOW, this 7<sup>th</sup> day of March 2018, the Commonwealth of Pennsylvania, Milk Marketing Board, issues this official general order pursuant to the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204. This order will become effective at 12:01 a.m. on April 1, 2018.

#### **SECTION A INCORPORATION**

The attached Findings of Fact, Conclusions of Law, and Attachments are incorporated herein by reference as though fully set forth in this order.

#### **SECTION B SCOPE**

(a) The costs adopted by the Board in this order shall replace the costs in the appropriate cost centers embodied in Official General Order A-963 (CRO 7) and will be incorporated into the wholesale and retail prices of Class I and II price-controlled packaged products sold in Milk Marketing Area No. 4, as defined in Section B of Official General Order A-963. Wholesale and retail prices will be adjusted as well by the increase in labor, insurance, and utility costs that the Board adopts in this order.

(b) The rate of return to dealers is 3.4%.

(c) The rate of return to retailers is 2.5%.

**SECTION C**  
**EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-963**

All parts of Official General Order A-963 (CRO 7) not inconsistent with Section B (relating to scope) continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

---

Luke F. Brubaker, Chairman

---

Lynda J. Bowman, Consumer Member

---

James A. Van Blarcom, Member

Date: March 7, 2018

IF YOU REQUIRE THIS INFORMATION IN AN ALTERNATE FORMAT, PLEASE CALL 717-787-4194 OR 1-800-654-5984 (PA RELAY SERVICE FOR TDD USERS).

**FINDINGS OF FACT AND CONCLUSIONS OF LAW**  
**COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 4**  
**FEBRUARY 6, 2018**

I. FINDINGS OF FACT

1. On February 6, 2018, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 4.

2. Notice of the hearing was published at 47 Pennsylvania Bulletin 7405 dated December 2, 2017. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1541, dated November 14, 2017. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross section used by both Board Staff and the Area 4 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of Harrisburg Dairies, Inc.; Rutter Bros. Dairy, Inc.; Turkey Hill L.P.; Tuscan/Lehigh Dairies, L.P. – Schuylkill Haven; Galliker Dairy Co., Inc.; and Swiss Premium Dairy, Inc.

4. Clifford Ackman, appearing on behalf of Board Staff as an expert in milk statistics, testified that the dealer cross section was representative of the dealers doing business in Area 4. Mr. Ackman based his opinion on the amounts and types of milk sold by the cross section dealers, the types of customers served by the cross section dealers, and the delivery techniques employed by the cross section dealers. Carl Herbein, appearing on behalf of the Area 4 milk dealers as an expert in cost accounting and milk cost accounting, testified that the dealer cross section processed, packaged, and delivered a majority of the fluid milk products in Area 4 and delivered to a range of customers in Area 4 which included supermarkets, convenience stores, schools, institutions, and small retail outlets. Mr. Herbein opined that the cross-section was representative of the dealers selling in Area 4. Based on the factors outlined by Mr. Ackman and Mr. Herbein, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 4.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting. Mr. Gojsovich and Mr. Herbein testified that the cross-section dealers incurred a cost of \$0.2430 per point for processing, packaging, and delivering milk in 2016. Based on this concurring testimony, the Board finds that the cross section dealers incurred a cost of \$0.2430 per point for processing, packaging, and delivery, and further finds that \$0.2430 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Herbein testified to the following 2017 ingredient costs, based on year 2016 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0018/lb; Low Fat Milk - \$0.0019/lb; Non-Fat Milk - \$0.0020/lb; Flavored Milk - \$0.0437/lb; Flavored Reduced Fat Milk - \$0.0346/lb; Flavored Non-Fat Milk - \$0.0282; Buttermilk - \$0.0252/lb; Egg Nog - \$0.1536/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Herbein presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0140 per point between the first halves of 2016 and 2017. The Board finds that \$0.0140 per point should be used in this order.

8. Mr. Gojsovich and Mr. Herbein recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in diesel fuel costs continue in Area 4. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Mr. Herbein recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in heating fuel costs continue in Area 4. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Mr. Herbein presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$(0.0024) per pound. Based on the concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$(0.0024) per pound.

11. Based on the concurring container costs evidence presented by Mr. Gojsovich and Mr. Herbein, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.1640; Half Gallon (combined) - \$0.1231; Quart - \$0.1409; Pint (combined) - \$0.1108; Half Pint (paper) - \$0.0281; Half Pint (plastic) - \$0.0652; 12 Ounce - \$0.0630; 10 Ounce - \$0.0309; 4 Ounce - \$0.0296; Bulk Per Quart (Dispenser) - \$0.0565. Both Mr. Gojsovich and Mr. Herbein testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly, based on the base costs testified to by Mr. Gojsovich and Mr. Herbein that are listed above.

Mr. Gojsovich and Mr. Herbein testified that a blended (or combined) container cost be used for products sold in containers that are available in both paper and plastic, except for half pint containers. They recommended that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on for products sold in rigid plastic containers. The Board finds that the blended container concept should continue to be used, except for half pint containers. The Board finds that minimum resale prices for products sold in paper half pint containers should be calculated using the paper container cost and that minimum resale prices for products sold in rigid plastic containers should be calculated by applying a plastic add-on to the paper container cost. The Board further finds that the base plastic add-on is \$0.0371 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

12. No party presented evidence regarding Class II products. Mr. Herbein recommended that the Board continue using the existing methodology to price Class II products. Since there was no proposal by any party to change Class II pricing, the Board finds that the

current Class II pricing methodology shall continue until a Class II hearing is called and the results memorialized in an Official General Order.

13. Mr. Herbein recommended that the dealer rate of return remain 3.4%. No evidence to the contrary was presented. The Board finds that the dealer rate of return should remain 3.4%.

14. Josh Pollett testified on behalf of the Pennsylvania Food Merchants Association as an expert in cost accounting. Mr. Price recommended that the retail rate of return remain unchanged and that the Board continue to utilize the monthly CPI adjustment to minimum retail prices. The Board finds that the retail rate of return should remain at 2.5% and that the monthly CPI adjustment should remain in place.

II. CONCLUSIONS OF LAW

1. The February 6, 2018, cost replacement hearing for Milk Marketing Area No. 4 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.

2. The record of the Area 2 hearing held on February 6, 2018, was incorporated by reference into the record of this Area 4 hearing.

3. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.

4. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.

5. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

PENNSYLVANIA MILK MARKETING BOARD

---

Luke F. Brubaker, Chairman

---

Lynda J. Bowman, Consumer Member

---

James A. Van Blarcom, Member

Date: March 7, 2018

IF YOU REQUIRE THIS INFORMATION IN AN ALTERNATE FORMAT, PLEASE CALL (717) 787-4194 OR 1-800-654-5984 (PA RELAY SERVICE FOR TDD USERS).

**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 <sup>(1)</sup>	\$	2.437
3. On-Highway Diesel Price per Gallon - NOVEMBER 2017 <sup>(1)</sup>	\$	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>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>0.0020</u></b>

## 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](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 <sup>(1)</sup>	\$	7.70
3. Pennsylvania Average Natural Gas Price - Industrial - SEPTEMBER 2017 <sup>(1)</sup>	\$	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>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u><u>0.0001</u></u></b>

## 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**

**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
<b>Standard (Whole) Milk</b>	90,639,633	2,975,503	3.2828%	87,664,130	\$ 7,421,797	\$ 10,116,441	\$ 17,538,238	\$ 0.1935	\$ -	\$ (0.0024)	\$ <b>0.1911</b>
<b>Reduced Fat (2%) Milk</b>	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)	\$ <b>0.1614</b>
<b>Low Fat (1%) Milk</b>	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)	\$ <b>0.1378</b>
<b>Non Fat (Skim) Milk</b>	33,128,395	35,998	0.1087%	33,092,397	\$ 89,790	\$ 3,818,863	\$ 3,908,653	\$ 0.1180	\$ 0.0020	\$ (0.0024)	\$ <b>0.1176</b>
<b>Flavored Milk</b>	5,596,108	180,938	3.2333%	5,415,170	\$ 451,314	\$ 624,911	\$ 1,076,225	\$ 0.1923	\$ 0.0437	\$ (0.0024)	\$ <b>0.2336</b>
<b>Flavored Reduced Fat Milk</b>	8,222,862	81,450	0.9905%	8,141,412	\$ 203,161	\$ 939,519	\$ 1,142,680	\$ 0.1390	\$ 0.0346	\$ (0.0024)	\$ <b>0.1712</b>
<b>Flavored NONFAT Milk</b>	13,657,536	13,551	0.0992%	13,643,985	\$ 33,800	\$ 1,574,516	\$ 1,608,316	\$ 0.1178	\$ 0.0282	\$ (0.0024)	\$ <b>0.1436</b>
<b>Buttermilk</b>	263,871	2,639	1.0001%	261,232	\$ 6,582	\$ 30,146	\$ 36,728	\$ 0.1392	\$ 0.0252	\$ (0.0024)	\$ <b>0.1620</b>
<b>Egg Nog</b>	597,343	42,391	7.0966%	554,952	\$ 105,736	\$ 64,041	\$ 169,777	\$ 0.2842	\$ 0.1536	\$ (0.0024)	\$ <b>0.4354</b>

**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 <sup>(1)</sup>	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	<b>\$ 0.4109</b>	<b>\$ 0.1421</b>	<b>\$ 0.0164</b>	<b>\$ 0.0188</b>	<b>\$ 0.2430</b>	<b>\$ 0.8312</b>	<b>\$ 0.0293</b>	<b>\$ 0.8605</b>	<b>\$ (0.1088)</b>	<b>\$ 0.2416</b>	<b>\$ 0.9933</b>	<b>\$ 0.9966</b>	<b>\$ (0.0033)</b>
	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

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0003 per quart equivalent.

**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 <sup>(1)</sup>	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)	
<b>FLAVORED MILK</b>	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
<b>FLAVORED REDUCED FAT MILK</b>	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
<b>FLAVORED NONFAT MILK</b>	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
<b>BUTTERMILK</b>	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

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0003 per quart equivalent.

**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 <sup>(1)</sup>	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)

<b>EGG NOG</b>	<b>GALLON</b>	\$ 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)
	<b>1/2 GALLON</b>	\$ 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)
	<b>QUART</b>	\$ 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)
	<b>PINT</b>	\$ 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)
	<b>12 OUNCE</b>	\$ 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)
	<b>10 OUNCE</b>	\$ 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)
	<b>1/2 PINT</b>	\$ 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)
	<b>4 OUNCE</b>	\$ 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)
	<b>Bulk per Quart</b>	\$ 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)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0003 per quart equivalent.

**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	<b>\$ 0.9933</b>	<b>\$ (0.1010)</b>	<b>\$ 0.1762</b>	<b>\$ 0.0274</b>	<b>\$ 1.10</b>	<b>\$ 1.10 \$ -</b>
	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)	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 5.3049	\$ (0.4040)	\$ 0.7048	\$ 0.1437	\$ 5.75	\$ 6.57	\$ (0.82)
	<b>1/2 GALLON</b>	\$ 2.7043	\$ (0.2020)	\$ 0.3524	\$ 0.0732	\$ 2.93	\$ 3.34	\$ (0.41)
	<b>QUART</b>	\$ 1.4693	\$ (0.1010)	\$ 0.1762	\$ 0.0396	\$ 1.58	\$ 1.82	\$ (0.24)
	<b>PINT</b>	\$ 0.8303	\$ (0.0505)	\$ 0.0881	\$ 0.0223	\$ 0.89	\$ 1.00	\$ (0.11)
	<b>12 OUNCE</b>	\$ 0.6139	\$ (0.0379)	\$ 0.0661	\$ 0.0165	\$ 0.66	\$ 0.73	\$ (0.07)
	<b>10 OUNCE</b>	\$ 0.5025	\$ (0.0316)	\$ 0.0551	\$ 0.0135	\$ 0.54	\$ 0.60	\$ (0.06)
	<b>1/2 PINT</b>	\$ 0.3778	\$ (0.0253)	\$ 0.0441	\$ 0.0102	\$ 0.41	\$ 0.46	\$ (0.05)
	<b>4 OUNCE</b>	\$ 0.2409	\$ (0.0126)	\$ 0.0220	\$ 0.0064	\$ 0.26	\$ 0.28	\$ (0.02)
	<b>Bulk per Quart</b>	\$ 1.5191	\$ (0.1010)	\$ 0.1762	\$ 0.0409	\$ 1.64	\$ 1.82	\$ (0.18)