

REDACTED  
PURSUANT TO  
PROTECTIVE  
ORDER DATED  
MAY 30, 2017

STAFF SURREBUTTAL EXHIBIT 1

## Pennsylvania Milk Marketing Board SALES IN PMMB AREA 6 BY TYPE OF MILK

### PERCENTAGE OF CLASS I MILK SALES FOR ALL CLASS I DEALERS SELLING IN PMMB AREA 6 <sup>(1) (2)</sup>

Standard Milk	22.98
Flavored Milk	4.77
Egg Nog	0.20
Reduced Fat Flavored Milk	4.16
Nonfat Flavored	3.44
Reduced Fat Milk	35.41
Low Fat Milk	14.14
Buttermilk	0.45
Nonfat Milk	<u>14.45</u>
	<u>100.00%</u>

### PERCENTAGE OF CLASS I MILK SALES FOR CROSS SECTION DEALERS SELLING IN PMMB AREA 6 <sup>(1) (2) (3)</sup>

Standard Milk	24.05
Flavored Milk	7.21
Egg Nog	0.13
Reduced Fat Flavored Milk	2.68
Nonfat Flavored	4.32
Reduced Fat Milk	34.82
Low Fat Milk	13.23
Buttermilk	0.47
Nonfat Milk	<u>13.09</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 6 cross section dealers contribute 59.0% of the total milk to this area.

- \* Dean Dairy Holdings Inc. (Sharpsville location)
- \* Dean Dairy Holdings Inc. (doing business as Meadowbrook)
- \* Galliker Dairy (Johnstown location)
- \* Schneider-Valley Farms (January through June)
- \* Valley Farms Dairy LLC (July- December)

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**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

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

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

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**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-17) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 1,036,089	6,172,690	\$ 0.1679			
GALLON - Plastic	Purchased	\$ 132,933	645,578	\$ 0.2059			
GALLON - Combined		\$ 1,169,022	6,818,268	\$ 0.1715	\$ 0.1871	2.05%	\$ 0.1909
1/2 GALLON - Plastic	Blow Molded	\$ 568,410	4,799,089	\$ 0.1184			
1/2 GALLON - Plastic	Purchased	\$ 72,115	515,833	\$ 0.1398			
1/2 GALLON - Paper	Purchased	\$ 13,699	93,035	\$ 0.1472			
1/2 GALLON - Combined		\$ 654,224	5,407,957	\$ 0.1210	\$ 0.1329	2.04%	\$ 0.1356
QUART - Plastic	Purchased	\$ 280,449	1,279,306	\$ 0.2192			
QUART - Paper	Purchased	\$ 58,516	658,893	\$ 0.0888			
QUART - Combined		\$ 338,965	1,938,199	\$ 0.1749	\$ 0.1734	1.57%	\$ 0.1761
PINT - Plastic	Purchased	\$ 550,378	4,206,776	\$ 0.1308			
PINT - Paper	Purchased	\$ 24,670	406,380	\$ 0.0607			
PINT - Combined		\$ 575,048	4,613,156	\$ 0.1247	\$ 0.1250	1.62%	\$ 0.1270
12 Ounce	Purchased			\$ 0.0367	\$ 0.0367		\$ 0.0367
10 Ounce	Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT - Plastic	Purchased	\$ 78,401	1,473,145	\$ 0.0532	\$ 0.0601	0.92%	\$ 0.0607
1/2 PINT - Paper	Purchased	\$ 957,316	32,657,502	\$ 0.0293	\$ 0.0282	0.85%	\$ 0.0284
4 Ounce	Purchased	\$ 18,474	654,434	\$ 0.0282	\$ 0.0282	1.53%	\$ 0.0286
Bulk Per Quart	Purchased	\$ 102,624	1,072,595	\$ 0.0957	\$ 0.0957	1.30%	\$ 0.0969

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

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

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Weighted Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 826	23,352,952	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 3,477	33,519,439	\$ 0.0001
<b>Low Fat (1%) Milk</b>	\$ 1,385	13,698,610	\$ 0.0001
<b>Non Fat (Skim) Milk</b>	\$ 10,633	12,675,647	\$ 0.0008
<b>Flavored Milk</b>	\$ 292,737	8,253,406	\$ 0.0355
<b>Flavored Reduced Fat Milk</b>	\$ 86,205	2,913,998	\$ 0.0296
<b>Flavored NONFAT Milk</b>	\$ 164,029	5,076,874	\$ 0.0323
<b>Buttermilk</b>	\$ 11,810	496,224	\$ 0.0238
<b>Egg Nog</b>	\$ 34,992	136,239	\$ 0.2568

## PENNSYLVANIA MILK MARKETING BOARD MILK MARKETING AREA 6

### COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES YEAR 2015 DATA

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 <b>Shrinkage</b>	13,525,209	700,234	n/a	\$ 2,486,726	n/a	\$ 2,486,726	\$ 286,229
2 <b>Bulk MILK - diverted</b>	133,196,653	5,036,948	\$ 21,118,158	\$ 21,068,979	n/a	\$ (49,179)	\$ (263,451)
3 <b>Bulk MILK - transferred</b>	-	-	\$ -	\$ -	\$ -	\$ -	\$ -
4 <b>Bulk MILK - TOTAL (Row 2 + Row 3)</b>	133,196,653	5,036,948	\$ 21,118,158	\$ 21,068,979	\$ -	\$ (49,179)	\$ (263,451)
5 <b>Bulk CREAM - transferred</b>	32,983,679	13,791,794	\$ 37,918,690	\$ 33,627,611	\$ 877,467	\$ (3,413,612)	\$ (141,280)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 <b>Shrinkage (Row 1)</b>	\$ 286,229		
7 <b>Bulk MILK (Profit)/Loss (Row 4)</b>	\$ (263,451)		
8 <b>Bulk CREAM (Profit)/Loss (Row 5)</b>	\$ (141,280)		
9 <b>Total</b>	\$ (118,502)	129,384,922	\$ <b>(0.0009)</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

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

	<b>Class I</b>
Skim Rate	\$ 12.12
Butterfat Rate	\$ 2.4234

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B x BF Rate)	(D X Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Test (%)	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>	23,352,952	750,834	3.2152%	22,602,118	\$ 1,819,571	\$ 2,739,377	\$ 4,558,948	\$ 0.1952	\$ -	\$ (0.0009)	\$ <b>0.1943</b>
<b>Reduced Fat (2%) Milk</b>	33,519,439	631,151	1.8829%	32,888,288	\$ 1,529,531	\$ 3,986,061	\$ 5,515,592	\$ 0.1645	\$ 0.0001	\$ (0.0009)	\$ <b>0.1637</b>
<b>Low Fat (1%) Milk</b>	13,698,610	122,799	0.8964%	13,575,811	\$ 297,591	\$ 1,645,388	\$ 1,942,979	\$ 0.1418	\$ 0.0001	\$ (0.0009)	\$ <b>0.1410</b>
<b>Non Fat (Skim) Milk</b>	12,675,647	15,844	0.1250%	12,659,803	\$ 38,396	\$ 1,534,368	\$ 1,572,764	\$ 0.1241	\$ 0.0008	\$ (0.0009)	\$ <b>0.1240</b>
<b>Flavored Milk</b>	8,253,406	264,037	3.1991%	7,989,369	\$ 639,867	\$ 968,312	\$ 1,608,179	\$ 0.1949	\$ 0.0355	\$ (0.0009)	\$ <b>0.2295</b>
<b>Flavored Reduced Fat Milk</b>	2,913,998	28,102	0.9644%	2,885,896	\$ 68,102	\$ 349,771	\$ 417,873	\$ 0.1434	\$ 0.0296	\$ (0.0009)	\$ <b>0.1721</b>
<b>Flavored NONFAT Milk</b>	5,076,874	7,164	0.1411%	5,069,710	\$ 17,361	\$ 614,449	\$ 631,810	\$ 0.1244	\$ 0.0323	\$ (0.0009)	\$ <b>0.1558</b>
<b>Buttermilk</b>	496,224	5,624	1.1334%	490,600	\$ 13,629	\$ 59,461	\$ 73,090	\$ 0.1473	\$ 0.0238	\$ (0.0009)	\$ <b>0.1702</b>
<b>Egg Nog</b>	136,239	8,262	6.0643%	127,977	\$ 20,022	\$ 15,511	\$ 35,533	\$ 0.2608	\$ 0.2568	\$ (0.0009)	\$ <b>0.5167</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**COST UPDATE ADJUSTMENT  
1<sup>st</sup> HALF COMPARISON (Year 2016 vs. Year 2015)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 <sup>st</sup> HALF EXPENSES		1 <sup>st</sup> HALF POINTS		1 <sup>st</sup> HALF COST/POINTS		INCREASE (DECREASE)
2016	2015	2016	2015	2016	2015	

<b>WEIGHTED LABOR COSTS</b>	\$ 9,209,643	\$ 8,732,271	39,549,673	37,194,587	\$ 0.2329	\$ 0.2348	\$ (0.0019)
<b>WEIGHTED UTILITY COSTS</b>	\$ 450,814	\$ 433,012	39,549,673	37,194,587	\$ 0.0114	\$ 0.0116	\$ (0.0002)
<b>WEIGHTED INSURANCE COSTS</b>	\$ 125,308	\$ 161,256	39,549,673	37,194,587	\$ 0.0032	\$ 0.0043	\$ (0.0011)

**COST UPDATE ADJUSTMENT per BOTTLING POINT    \$ (0.0032)**

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 6**

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

1. Weighted Diesel Fuel Costs - YEAR 2015	\$	1,698,387
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>1,596,314</u>
6. Change in Diesel Fuel Costs from YEAR 2015 to MARCH 2017 (Line 5 - Line 1)	\$	(102,073)
7. Weighted Delivery Points - YEAR 2015		<u>84,364,126</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>(0.0012)</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  
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**Heating Fuel Costs Adjustment  
Update of Heating Fuel Costs from YEAR 2015 to JANUARY 2017**

1. Weighted Heating Fuel Costs - YEAR 2015	\$ 119,271
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>\$ 96,598</u>
6. Change in Heating Fuel Costs from YEAR 2015 to JANUARY 2017 (Line 5 - Line 1)	\$ (22,673)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2015	<u>77,829,346</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u>\$ (0.0003)</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>

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**WHOLESALE PRICE BUILDUP  
MAY 2017 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	\$ 1.6710	\$ 0.1909	\$ (0.0176)	\$ (0.0936)				\$ (0.5640)	\$ 0.9864		\$ 3.5922	\$
	1/2 GALLON	\$ 0.8355	\$ 0.1356	\$ (0.0088)	\$ (0.0324)				\$ (0.2820)	\$ 0.4932		\$ 1.8374	\$
	QUART	\$ 0.4177	\$ 0.1761	\$ (0.0044)	\$ 0.0264				\$ (0.1410)	\$ 0.2466		\$ 1.0816	\$
	PINT	\$ 0.2089	\$ 0.1270	\$ (0.0022)	\$ 0.0249				\$ (0.0705)	\$ 0.1233		\$ 0.5979	\$
	12 OUNCE	\$ 0.1567	\$ 0.0367	\$ (0.0017)	\$ 0.0194				\$ (0.0529)	\$ 0.0925		\$ 0.3850	\$
	10 OUNCE	\$ 0.1305	\$ 0.0587	\$ (0.0014)	\$ 0.0139				\$ (0.0441)	\$ 0.0771		\$ 0.3476	\$
	1/2 PINT	\$ 0.1044	\$ 0.0284	\$ (0.0011)	\$ 0.0139				\$ (0.0353)	\$ 0.0617		\$ 0.2619	\$
	4 OUNCE	\$ 0.0522	\$ 0.0286	\$ (0.0006)	\$ 0.0200				\$ (0.0177)	\$ 0.0309		\$ 0.1585	\$
	Bulk per Quart	\$ 0.4177	\$ 0.0969	\$ (0.0044)	\$ 0.1078				\$ (0.1410)	\$ 0.2466		\$ 1.0773	\$
REDUCED FAT (2%) MILK	GALLON	\$ 1.4111	\$ 0.1909	\$ (0.0176)	\$ (0.0936)				\$ (0.5640)	\$ 0.9864		\$ 3.3232	\$
	1/2 GALLON	\$ 0.7055	\$ 0.1356	\$ (0.0088)	\$ (0.0324)				\$ (0.2820)	\$ 0.4932		\$ 1.7029	\$
	QUART	\$ 0.3528	\$ 0.1761	\$ (0.0044)	\$ 0.0264				\$ (0.1410)	\$ 0.2466		\$ 1.0144	\$
	PINT	\$ 0.1764	\$ 0.1270	\$ (0.0022)	\$ 0.0249				\$ (0.0705)	\$ 0.1233		\$ 0.5643	\$
	12 OUNCE	\$ 0.1320	\$ 0.0367	\$ (0.0017)	\$ 0.0194				\$ (0.0529)	\$ 0.0925		\$ 0.3598	\$
	10 OUNCE	\$ 0.1102	\$ 0.0587	\$ (0.0014)	\$ 0.0139				\$ (0.0441)	\$ 0.0771		\$ 0.3266	\$
	1/2 PINT	\$ 0.0882	\$ 0.0284	\$ (0.0011)	\$ 0.0139				\$ (0.0353)	\$ 0.0617		\$ 0.2451	\$
	4 OUNCE	\$ 0.0441	\$ 0.0286	\$ (0.0006)	\$ 0.0200				\$ (0.0177)	\$ 0.0309		\$ 0.1501	\$
	Bulk per Quart	\$ 0.3528	\$ 0.0969	\$ (0.0044)	\$ 0.1078				\$ (0.1410)	\$ 0.2466		\$ 1.0102	\$
LOWFAT (1%) MILK	GALLON	\$ 1.2154	\$ 0.1909	\$ (0.0176)	\$ (0.0936)				\$ (0.5640)	\$ 0.9864		\$ 3.1198	\$
	1/2 GALLON	\$ 0.6077	\$ 0.1356	\$ (0.0088)	\$ (0.0324)				\$ (0.2820)	\$ 0.4932		\$ 1.6012	\$
	QUART	\$ 0.3039	\$ 0.1761	\$ (0.0044)	\$ 0.0264				\$ (0.1410)	\$ 0.2466		\$ 0.9635	\$
	PINT	\$ 0.1519	\$ 0.1270	\$ (0.0022)	\$ 0.0249				\$ (0.0705)	\$ 0.1233		\$ 0.5388	\$
	12 OUNCE	\$ 0.1139	\$ 0.0367	\$ (0.0017)	\$ 0.0194				\$ (0.0529)	\$ 0.0925		\$ 0.3407	\$
	10 OUNCE	\$ 0.0950	\$ 0.0587	\$ (0.0014)	\$ 0.0139				\$ (0.0441)	\$ 0.0771		\$ 0.3106	\$
	1/2 PINT	\$ 0.0760	\$ 0.0284	\$ (0.0011)	\$ 0.0139				\$ (0.0353)	\$ 0.0617		\$ 0.2324	\$
	4 OUNCE	\$ 0.0380	\$ 0.0286	\$ (0.0006)	\$ 0.0200				\$ (0.0177)	\$ 0.0309		\$ 0.1437	\$
	Bulk per Quart	\$ 0.3039	\$ 0.0969	\$ (0.0044)	\$ 0.1078				\$ (0.1410)	\$ 0.2466		\$ 0.9592	\$
NONFAT (SKIM) MILK	GALLON	\$ 1.0701	\$ 0.1909	\$ (0.0176)	\$ (0.0936)				\$ (0.5640)	\$ 0.9864		\$ 2.9712	\$
	1/2 GALLON	\$ 0.5351	\$ 0.1356	\$ (0.0088)	\$ (0.0324)				\$ (0.2820)	\$ 0.4932		\$ 1.5268	\$
	QUART	\$ 0.2675	\$ 0.1761	\$ (0.0044)	\$ 0.0264				\$ (0.1410)	\$ 0.2466		\$ 0.9264	\$
	PINT	\$ 0.1338	\$ 0.1270	\$ (0.0022)	\$ 0.0249				\$ (0.0705)	\$ 0.1233		\$ 0.5203	\$
	12 OUNCE	\$ 0.1003	\$ 0.0367	\$ (0.0017)	\$ 0.0194				\$ (0.0529)	\$ 0.0925		\$ 0.3269	\$
	10 OUNCE	\$ 0.0836	\$ 0.0587	\$ (0.0014)	\$ 0.0139				\$ (0.0441)	\$ 0.0771		\$ 0.2990	\$
	1/2 PINT	\$ 0.0669	\$ 0.0284	\$ (0.0011)	\$ 0.0139				\$ (0.0353)	\$ 0.0617		\$ 0.2231	\$
	4 OUNCE	\$ 0.0334	\$ 0.0286	\$ (0.0006)	\$ 0.0200				\$ (0.0177)	\$ 0.0309		\$ 0.1391	\$
	Bulk per Quart	\$ 0.2675	\$ 0.0969	\$ (0.0044)	\$ 0.1078				\$ (0.1410)	\$ 0.2466		\$ 0.9222	\$

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0003 per quart equivalent.

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**PENNSYLVANIA MILK MARKETING BOARD  
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**WHOLESALE PRICE BUILDUP  
MAY 2017 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)
FLAVORED MILK	GALLON	\$ 1.8360	\$ 0.1909	\$ (0.0176)	\$ (0.0936)				\$ (0.5640)	\$ 0.9864		\$ 3.7747	\$
	1/2 GALLON	\$ 0.9180	\$ 0.1356	\$ (0.0088)	\$ (0.0324)				\$ (0.2820)	\$ 0.4932		\$ 1.9286	\$
	QUART	\$ 0.4590	\$ 0.1761	\$ (0.0044)	\$ 0.0264				\$ (0.1410)	\$ 0.2466		\$ 1.1272	\$
	PINT	\$ 0.2295	\$ 0.1270	\$ (0.0022)	\$ 0.0249				\$ (0.0705)	\$ 0.1233		\$ 0.6207	\$
	12 OUNCE	\$ 0.1721	\$ 0.0367	\$ (0.0017)	\$ 0.0194				\$ (0.0529)	\$ 0.0925		\$ 0.4021	\$
	10 OUNCE	\$ 0.1434	\$ 0.0587	\$ (0.0014)	\$ 0.0139				\$ (0.0441)	\$ 0.0771		\$ 0.3618	\$
	1/2 PINT	\$ 0.1148	\$ 0.0284	\$ (0.0011)	\$ 0.0139				\$ (0.0353)	\$ 0.0617		\$ 0.2734	\$
	4 OUNCE	\$ 0.0574	\$ 0.0286	\$ (0.0006)	\$ 0.0200				\$ (0.0177)	\$ 0.0309		\$ 0.1642	\$
Bulk per Quart	\$ 0.4590	\$ 0.0969	\$ (0.0044)	\$ 0.1078				\$ (0.1410)	\$ 0.2466		\$ 1.1230	\$	
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.3768	\$ 0.1909	\$ (0.0176)	\$ (0.0936)				\$ (0.5640)	\$ 0.9864		\$ 3.3126	\$
	1/2 GALLON	\$ 0.6884	\$ 0.1356	\$ (0.0088)	\$ (0.0324)				\$ (0.2820)	\$ 0.4932		\$ 1.6975	\$
	QUART	\$ 0.3442	\$ 0.1761	\$ (0.0044)	\$ 0.0264				\$ (0.1410)	\$ 0.2466		\$ 1.0117	\$
	PINT	\$ 0.1721	\$ 0.1270	\$ (0.0022)	\$ 0.0249				\$ (0.0705)	\$ 0.1233		\$ 0.5629	\$
	12 OUNCE	\$ 0.1291	\$ 0.0367	\$ (0.0017)	\$ 0.0194				\$ (0.0529)	\$ 0.0925		\$ 0.3589	\$
	10 OUNCE	\$ 0.1076	\$ 0.0587	\$ (0.0014)	\$ 0.0139				\$ (0.0441)	\$ 0.0771		\$ 0.3258	\$
	1/2 PINT	\$ 0.0861	\$ 0.0284	\$ (0.0011)	\$ 0.0139				\$ (0.0353)	\$ 0.0617		\$ 0.2445	\$
	4 OUNCE	\$ 0.0430	\$ 0.0286	\$ (0.0006)	\$ 0.0200				\$ (0.0177)	\$ 0.0309		\$ 0.1497	\$
Bulk per Quart	\$ 0.3442	\$ 0.0969	\$ (0.0044)	\$ 0.1078				\$ (0.1410)	\$ 0.2466		\$ 1.0075	\$	
FLAVORED NONFAT MILK	GALLON	\$ 1.2464	\$ 0.1909	\$ (0.0176)	\$ (0.0936)				\$ (0.5640)	\$ 0.9864		\$ 3.1759	\$
	1/2 GALLON	\$ 0.6232	\$ 0.1356	\$ (0.0088)	\$ (0.0324)				\$ (0.2820)	\$ 0.4932		\$ 1.6292	\$
	QUART	\$ 0.3116	\$ 0.1761	\$ (0.0044)	\$ 0.0264				\$ (0.1410)	\$ 0.2466		\$ 0.9775	\$
	PINT	\$ 0.1558	\$ 0.1270	\$ (0.0022)	\$ 0.0249				\$ (0.0705)	\$ 0.1233		\$ 0.5459	\$
	12 OUNCE	\$ 0.1169	\$ 0.0367	\$ (0.0017)	\$ 0.0194				\$ (0.0529)	\$ 0.0925		\$ 0.3460	\$
	10 OUNCE	\$ 0.0974	\$ 0.0587	\$ (0.0014)	\$ 0.0139				\$ (0.0441)	\$ 0.0771		\$ 0.3151	\$
	1/2 PINT	\$ 0.0779	\$ 0.0284	\$ (0.0011)	\$ 0.0139				\$ (0.0353)	\$ 0.0617		\$ 0.2359	\$
	4 OUNCE	\$ 0.0390	\$ 0.0286	\$ (0.0006)	\$ 0.0200				\$ (0.0177)	\$ 0.0309		\$ 0.1455	\$
Bulk per Quart	\$ 0.3116	\$ 0.0969	\$ (0.0044)	\$ 0.1078				\$ (0.1410)	\$ 0.2466		\$ 0.9733	\$	
BUTTERMILK	GALLON	\$ 1.4671	\$ 0.1909	\$ (0.0176)	\$ (0.0936)				\$ (0.5640)	\$ 0.9864		\$ 3.4214	\$
	1/2 GALLON	\$ 0.7336	\$ 0.1356	\$ (0.0088)	\$ (0.0324)				\$ (0.2820)	\$ 0.4932		\$ 1.7520	\$
	QUART	\$ 0.3668	\$ 0.1761	\$ (0.0044)	\$ 0.0264				\$ (0.1410)	\$ 0.2466		\$ 1.0389	\$
	PINT	\$ 0.1834	\$ 0.1270	\$ (0.0022)	\$ 0.0249				\$ (0.0705)	\$ 0.1233		\$ 0.5765	\$
	12 OUNCE	\$ 0.1375	\$ 0.0367	\$ (0.0017)	\$ 0.0194				\$ (0.0529)	\$ 0.0925		\$ 0.3690	\$
	10 OUNCE	\$ 0.1146	\$ 0.0587	\$ (0.0014)	\$ 0.0139				\$ (0.0441)	\$ 0.0771		\$ 0.3342	\$
	1/2 PINT	\$ 0.0917	\$ 0.0284	\$ (0.0011)	\$ 0.0139				\$ (0.0353)	\$ 0.0617		\$ 0.2512	\$
	4 OUNCE	\$ 0.0458	\$ 0.0286	\$ (0.0006)	\$ 0.0200				\$ (0.0177)	\$ 0.0309		\$ 0.1532	\$
Bulk per Quart	\$ 0.3668	\$ 0.0969	\$ (0.0044)	\$ 0.1078				\$ (0.1410)	\$ 0.2466		\$ 1.0347	\$	

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0003 per quart equivalent.

**REDACTED  
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**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**WHOLESALE PRICE BUILDUP  
MAY 2017 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>	\$ 4.1336	\$ 0.1909	\$ (0.0176)	\$ (0.0936)				\$ (0.5640)	\$ 0.9864		\$ 5.0591	
	<b>1/2 GALLON</b>	\$ 2.0668	\$ 0.1356	\$ (0.0088)	\$ (0.0324)				\$ (0.2820)	\$ 0.4932		\$ 2.5708	
	<b>QUART</b>	\$ 1.0334	\$ 0.1761	\$ (0.0044)	\$ 0.0264				\$ (0.1410)	\$ 0.2466		\$ 1.4484	
	<b>PINT</b>	\$ 0.5167	\$ 0.1270	\$ (0.0022)	\$ 0.0249				\$ (0.0705)	\$ 0.1233		\$ 0.7813	
	<b>12 OUNCE</b>	\$ 0.3875	\$ 0.0367	\$ (0.0017)	\$ 0.0194				\$ (0.0529)	\$ 0.0925		\$ 0.5226	
	<b>10 OUNCE</b>	\$ 0.3229	\$ 0.0587	\$ (0.0014)	\$ 0.0139				\$ (0.0441)	\$ 0.0771		\$ 0.4622	
	<b>1/2 PINT</b>	\$ 0.2584	\$ 0.0284	\$ (0.0011)	\$ 0.0139				\$ (0.0353)	\$ 0.0617		\$ 0.3536	
	<b>4 OUNCE</b>	\$ 0.1292	\$ 0.0286	\$ (0.0006)	\$ 0.0200				\$ (0.0177)	\$ 0.0309		\$ 0.2044	
	<b>Bulk per Quart</b>	\$ 1.0334	\$ 0.0969	\$ (0.0044)	\$ 0.1078				\$ (0.1410)	\$ 0.2466		\$ 1.4441	

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0003 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**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	12.5% Deepest Discount	In-Store Handling \$ 0.1417	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ (0.4372)	\$ 0.5668	\$	\$	\$ 3.81	\$
	1/2 GALLON	\$ (0.2256)	\$ 0.2834	\$	\$	\$ 1.94	\$
	QUART	\$ (0.1323)	\$ 0.1417	\$	\$	\$ 1.12	\$
	PINT	\$ (0.0727)	\$ 0.0709	\$	\$	\$ 0.61	\$
	12 OUNCE	\$ (0.0471)	\$ 0.0531	\$	\$	\$ 0.40	\$
	10 OUNCE	\$ (0.0426)	\$ 0.0443	\$	\$	\$ 0.36	\$
	1/2 PINT	\$ (0.0320)	\$ 0.0354	\$	\$	\$ 0.27	\$
	4 OUNCE	\$ (0.0196)	\$ 0.0177	\$	\$	\$ 0.16	\$
	Bulk per Quart	\$ (0.1326)	\$ 0.1417	\$	\$	\$ 1.11	\$
REDUCED FAT (2%) MILK	GALLON	\$ (0.4035)	\$ 0.5668	\$	\$	\$ 3.57	\$
	1/2 GALLON	\$ (0.2088)	\$ 0.2834	\$	\$	\$ 1.82	\$
	QUART	\$ (0.1239)	\$ 0.1417	\$	\$	\$ 1.06	\$
	PINT	\$ (0.0685)	\$ 0.0709	\$	\$	\$ 0.58	\$
	12 OUNCE	\$ (0.0439)	\$ 0.0531	\$	\$	\$ 0.38	\$
	10 OUNCE	\$ (0.0399)	\$ 0.0443	\$	\$	\$ 0.34	\$
	1/2 PINT	\$ (0.0299)	\$ 0.0354	\$	\$	\$ 0.26	\$
	4 OUNCE	\$ (0.0185)	\$ 0.0177	\$	\$	\$ 0.16	\$
	Bulk per Quart	\$ (0.1242)	\$ 0.1417	\$	\$	\$ 1.05	\$
LOWFAT (1%) MILK	GALLON	\$ (0.3782)	\$ 0.5668	\$	\$	\$ 3.39	\$
	1/2 GALLON	\$ (0.1962)	\$ 0.2834	\$	\$	\$ 1.73	\$
	QUART	\$ (0.1176)	\$ 0.1417	\$	\$	\$ 1.01	\$
	PINT	\$ (0.0654)	\$ 0.0709	\$	\$	\$ 0.56	\$
	12 OUNCE	\$ (0.0415)	\$ 0.0531	\$	\$	\$ 0.36	\$
	10 OUNCE	\$ (0.0380)	\$ 0.0443	\$	\$	\$ 0.32	\$
	1/2 PINT	\$ (0.0283)	\$ 0.0354	\$	\$	\$ 0.25	\$
	4 OUNCE	\$ (0.0177)	\$ 0.0177	\$	\$	\$ 0.15	\$
	Bulk per Quart	\$ (0.1179)	\$ 0.1417	\$	\$	\$ 1.01	\$
NONFAT (SKIM) MILK	GALLON	\$ (0.3594)	\$ 0.5668	\$	\$	\$ 3.25	\$
	1/2 GALLON	\$ (0.1868)	\$ 0.2834	\$	\$	\$ 1.66	\$
	QUART	\$ (0.1129)	\$ 0.1417	\$	\$	\$ 0.98	\$
	PINT	\$ (0.0630)	\$ 0.0709	\$	\$	\$ 0.54	\$
	12 OUNCE	\$ (0.0398)	\$ 0.0531	\$	\$	\$ 0.35	\$
	10 OUNCE	\$ (0.0365)	\$ 0.0443	\$	\$	\$ 0.31	\$
	1/2 PINT	\$ (0.0272)	\$ 0.0354	\$	\$	\$ 0.24	\$
	4 OUNCE	\$ (0.0171)	\$ 0.0177	\$	\$	\$ 0.14	\$
	Bulk per Quart	\$ (0.1132)	\$ 0.1417	\$	\$	\$ 0.97	\$

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**REDACTED  
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**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	12.5% Deepest Discount	In-Store Handling \$ 0.1417	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)

FLAVORED MILK	GALLON	\$ (0.4585)	\$ 0.5668	\$	\$	\$ 3.98	
	1/2 GALLON	\$ (0.2363)	\$ 0.2834	\$	\$	\$ 2.03	
	QUART	\$ (0.1377)	\$ 0.1417	\$	\$	\$ 1.16	
	PINT	\$ (0.0754)	\$ 0.0709	\$	\$	\$ 0.63	
	12 OUNCE	\$ (0.0491)	\$ 0.0531	\$	\$	\$ 0.42	
	10 OUNCE	\$ (0.0442)	\$ 0.0443	\$	\$	\$ 0.37	
	1/2 PINT	\$ (0.0334)	\$ 0.0354	\$	\$	\$ 0.28	
	4 OUNCE	\$ (0.0202)	\$ 0.0177	\$	\$	\$ 0.17	
	Bulk per Quart	\$ (0.1380)	\$ 0.1417	\$	\$	\$ 1.16	
FLAVORED REDUCED FAT MILK	GALLON	\$ (0.3991)	\$ 0.5668	\$	\$	\$ 3.56	
	1/2 GALLON	\$ (0.2066)	\$ 0.2834	\$	\$	\$ 1.82	
	QUART	\$ (0.1228)	\$ 0.1417	\$	\$	\$ 1.06	
	PINT	\$ (0.0680)	\$ 0.0709	\$	\$	\$ 0.58	
	12 OUNCE	\$ (0.0435)	\$ 0.0531	\$	\$	\$ 0.38	
	10 OUNCE	\$ (0.0396)	\$ 0.0443	\$	\$	\$ 0.34	
	1/2 PINT	\$ (0.0296)	\$ 0.0354	\$	\$	\$ 0.26	
	4 OUNCE	\$ (0.0184)	\$ 0.0177	\$	\$	\$ 0.15	
	Bulk per Quart	\$ (0.1231)	\$ 0.1417	\$	\$	\$ 1.05	
FLAVORED NONFAT MILK	GALLON	\$ (0.3822)	\$ 0.5668	\$	\$	\$ 3.44	
	1/2 GALLON	\$ (0.1982)	\$ 0.2834	\$	\$	\$ 1.76	
	QUART	\$ (0.1186)	\$ 0.1417	\$	\$	\$ 1.02	
	PINT	\$ (0.0659)	\$ 0.0709	\$	\$	\$ 0.56	
	12 OUNCE	\$ (0.0419)	\$ 0.0531	\$	\$	\$ 0.37	
	10 OUNCE	\$ (0.0383)	\$ 0.0443	\$	\$	\$ 0.33	
	1/2 PINT	\$ (0.0286)	\$ 0.0354	\$	\$	\$ 0.25	
	4 OUNCE	\$ (0.0178)	\$ 0.0177	\$	\$	\$ 0.15	
	Bulk per Quart	\$ (0.1189)	\$ 0.1417	\$	\$	\$ 1.02	
BUTTERMILK	GALLON	\$ (0.4108)	\$ 0.5668	\$	\$	\$ 3.66	
	1/2 GALLON	\$ (0.2125)	\$ 0.2834	\$	\$	\$ 1.87	
	QUART	\$ (0.1258)	\$ 0.1417	\$	\$	\$ 1.08	
	PINT	\$ (0.0694)	\$ 0.0709	\$	\$	\$ 0.59	
	12 OUNCE	\$ (0.0446)	\$ 0.0531	\$	\$	\$ 0.39	
	10 OUNCE	\$ (0.0405)	\$ 0.0443	\$	\$	\$ 0.35	
	1/2 PINT	\$ (0.0304)	\$ 0.0354	\$	\$	\$ 0.26	
	4 OUNCE	\$ (0.0187)	\$ 0.0177	\$	\$	\$ 0.16	
	Bulk per Quart	\$ (0.1260)	\$ 0.1417	\$	\$	\$ 1.08	

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

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**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	12.5% Deepest Discount	In-Store Handling \$ 0.1417	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON		\$ (0.7558)	\$ 0.5668		\$ 5.13	
	1/2 GALLON		\$ (0.3850)	\$ 0.2834		\$ 2.60	
	QUART		\$ (0.2120)	\$ 0.1417		\$ 1.45	
	PINT		\$ (0.1126)	\$ 0.0709		\$ 0.79	
	12 OUNCE		\$ (0.0769)	\$ 0.0531		\$ 0.53	
	10 OUNCE		\$ (0.0675)	\$ 0.0443		\$ 0.47	
	1/2 PINT		\$ (0.0519)	\$ 0.0354		\$ 0.36	
	4 OUNCE		\$ (0.0295)	\$ 0.0177		\$ 0.21	
	Bulk per Quart		\$ (0.2123)	\$ 0.1417		\$ 1.45	