

Pennsylvania Milk Marketing Board SALES IN PMMB AREA 1 BY TYPE OF MILK

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

Standard Milk	27.91
Flavored Milk	1.46
Egg Nog	0.32
Reduced Fat Flavored Milk	5.34
Nonfat Flavored Milk	1.13
Reduced Fat Milk	27.95
Low Fat Milk	17.25
Buttermilk	0.42
Nonfat Milk	<u>18.22</u>
	<u>100.0%</u>

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

Standard Milk	27.32
Flavored Milk	0.97
Egg Nog	0.24
Reduced Fat Flavored Milk	5.38
Nonfat Flavored Milk	1.24
Reduced Fat Milk	27.76
Low Fat Milk	18.47
Buttermilk	0.42
Nonfat Milk	<u>18.20</u>
	<u>100.0%</u>

⁽¹⁾ Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2012

⁽²⁾ Pounds of milk used in deriving percentages.

⁽³⁾ H.P. Hood (Hatfield location), Tuscan/Lehigh Dairies (Lansdale location), Wawa Dairy and Balford Farms Dairy. The cross-section dealers contribute 74.8% of the total milk to this area.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2012 DATA**

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 1,952,897	166,157,125	\$ 0.0118
Standardization & Pasteurization	\$ 2,684,356	190,752,235	\$ 0.0141
Bottling	\$ 6,050,173	165,081,902	\$ 0.0366
Cold Room	\$ 10,097,955	196,368,922	\$ 0.0514
Delivery	\$ 25,087,867	198,066,046	\$ 0.1267
Selling	\$ 5,066,737	220,279,057	\$ 0.0230

Total Cost per Point **\$ 0.2636**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**CONTAINER COSTS
YEAR 2012 UNITS (@ APRIL 2013 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 DEC-2013) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 2,475,725	13,912,478	\$ 0.1779			
GALLON - Plastic	Purchased	\$ 1,450,635	7,144,763	\$ 0.2030			
GALLON - Combined		\$ 3,926,360	21,057,241	\$ 0.1865	\$ 0.1977	1.79%	\$ 0.2012
1/2 GALLON - Plastic	Blow Molded	\$ 983,436	7,988,271	\$ 0.1231			
1/2 GALLON - Plastic	Purchased	\$ 955,454	5,886,265	\$ 0.1623			
1/2 GALLON - Combined		\$ 1,938,890	13,874,536	\$ 0.1397	\$ 0.1452	1.75%	\$ 0.1477
QUART - Plastic	Purchased	\$ 1,366,844	11,199,558	\$ 0.1220	\$ 0.1294	1.57%	\$ 0.1314
PINT - Plastic	Purchased	\$ 512,172	5,834,049	\$ 0.0878	\$ 0.0900	1.62%	\$ 0.0915
12 Ounce	Purchased			\$ 0.0361	\$ 0.0361		\$ 0.0361
10 Ounce	Purchased			\$ 0.0301	\$ 0.0301		\$ 0.0301
1/2 PINT - Plastic	Purchased	\$ 458,422	7,314,430	\$ 0.0627	\$ 0.0635	0.92%	\$ 0.0641
1/2 PINT - Paper	Purchased	\$ 850,771	35,972,205	\$ 0.0237	\$ 0.0238	0.85%	\$ 0.0240
4 Ounce	Purchased	\$ 174,639	6,677,202	\$ 0.0262	\$ 0.0262	1.53%	\$ 0.0266
Bulk per Quart	Purchased	\$ 108,703	1,875,012	\$ 0.0580	\$ 0.0580	1.30%	\$ 0.0588

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2012 POUNDS (@ APRIL 2013 COSTS)**

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard Milk	\$ 2,518	90,600,124	\$ -
Reduced Fat (2%) Milk	\$ 10,033	77,987,184	\$ 0.0001
Low Fat (1%) Milk	\$ 5,255	43,018,534	\$ 0.0001
Non Fat (Skim) Milk	\$ 5,816	43,142,142	\$ 0.0001
Flavored Milk	\$ 43,278	601,331	\$ 0.0720
Flavored Reduced Fat Milk	\$ 220,173	5,273,459	\$ 0.0418
Flavored NONFAT Milk	\$ 131,008	3,586,606	\$ 0.0365
Buttermilk	\$ 14,180	1,084,904	\$ 0.0131
Egg Nog	\$ 38,238	329,327	\$ 0.1161

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2012 DATA**

Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Cost per Pound
Shrinkage	\$ 1,195,657		
Bulk Milk (Profit)/Loss	\$ 14,175		
Bulk Cream (Profit)/Loss	\$ (1,124,811)		
Total	\$ 85,021	350,476,679	\$ 0.0002

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**MILK COSTS BEFORE PACKAGING
DECEMBER 2013 MILK COSTS**

	Class I
Skim Rate	\$ 20.70
Butterfat Rate	\$ 1.6525

Product Description	A	B	C	D	E	F	G	H	I	J	K	
	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound	
		Pounds	Percentage									
			(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)	
Class 1	Standard Milk	90,600,124	2,989,783	3.3000%	87,610,341	\$ 4,940,616	\$ 18,135,341	\$ 23,075,957	\$ 0.2547	\$ -	\$ 0.0002	\$ 0.2549
	Reduced Fat (2%) Milk	77,987,184	1,515,622	1.9434%	76,471,562	\$ 2,504,565	\$ 15,829,613	\$ 18,334,178	\$ 0.2351	\$ 0.0001	\$ 0.0002	\$ 0.2354
	Low Fat (1%) Milk	43,018,534	417,449	0.9704%	42,601,085	\$ 689,834	\$ 8,818,425	\$ 9,508,259	\$ 0.2210	\$ 0.0001	\$ 0.0002	\$ 0.2213
	Non Fat (Skim) Milk	43,142,142	38,122	0.0884%	43,104,020	\$ 62,997	\$ 8,922,532	\$ 8,985,529	\$ 0.2083	\$ 0.0001	\$ 0.0002	\$ 0.2086
	Flavored Milk	601,331	20,028	3.3306%	581,303	\$ 33,096	\$ 120,330	\$ 153,426	\$ 0.2551	\$ 0.0720	\$ 0.0002	\$ 0.3273
	Flavored Reduced Fat Milk	5,273,459	40,064	0.7597%	5,233,395	\$ 66,206	\$ 1,083,313	\$ 1,149,519	\$ 0.2180	\$ 0.0418	\$ 0.0002	\$ 0.2600
	Flavored NONFAT Milk	3,586,606	1,475	0.0411%	3,585,131	\$ 2,437	\$ 742,122	\$ 744,559	\$ 0.2076	\$ 0.0365	\$ 0.0002	\$ 0.2443
	Buttermilk	1,084,904	21,226	1.9565%	1,063,678	\$ 35,076	\$ 220,181	\$ 255,257	\$ 0.2353	\$ 0.0131	\$ 0.0002	\$ 0.2486
	Egg Nog	329,327	22,968	6.9742%	306,359	\$ 37,955	\$ 63,416	\$ 101,371	\$ 0.3078	\$ 0.1161	\$ 0.0002	\$ 0.4241

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COST UPDATE ADJUSTMENT
2ND QUARTER COMPARISON (Year 2013 vs. Year 2012)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
2 ND QTR. EXPENSES		2 ND QTR. POINTS		2 ND QTR. COST/POINTS		INCREASE
2013	2012	2013	2012	2013	2012	(DECREASE)

WEIGHTED LABOR COSTS	\$ 6,839,756	\$ 7,129,894	48,241,176	50,928,737	\$ 0.1418	\$ 0.1400	\$ 0.0018
WEIGHTED UTILITY COSTS	\$ 368,693	\$ 378,694	48,241,176	50,928,737	\$ 0.0076	\$ 0.0074	\$ 0.0002
WEIGHTED INSURANCE COSTS	\$ 77,411	\$ 70,766	48,241,176	50,928,737	\$ 0.0016	\$ 0.0014	\$ 0.0002

COST UPDATE ADJUSTMENT per BOTTLING POINT

\$ 0.0022

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from Year 2012 to OCTOBER 2013

1. Weighted Diesel Fuel Costs - YEAR 2012	\$	2,749,506
2. Average On-Highway Diesel Price per Gallon - YEAR 2012 ⁽¹⁾	\$	4.100
3. On-Highway Diesel Price per Gallon - OCTOBER 2013 ⁽¹⁾	\$	3.961
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		-3.39%
5. Presumed Diesel Fuel Costs - OCTOBER 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>2,656,291</u>
6. Change in Diesel Fuel Costs from YEAR 2012 to OCTOBER 2013 (Line 5 - Line 1)	\$	(93,215)
7. Weighted Delivery Points - YEAR 2012		<u>198,066,046</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u><u>(0.0005)</u></u>

Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.
web address = http://tonto.eia.doe.gov/oog/info/wohdp/diesel_detail_report_combined.asp

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from Year 2012 to AUGUST 2013

1. Weighted Heating Fuel Costs - YEAR 2012	\$	168,897
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2012 ⁽¹⁾	\$	8.75
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2013 ⁽¹⁾	\$	9.53
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		8.91%
5. Presumed Heating Fuel Costs - AUGUST 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>183,946</u>
6. Change in Heating Fuel Costs from YEAR 2012 to AUGUST 2013 (Line 5 - Line 1)	\$	15,049
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2012		<u>204,584,170</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0001</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 1

WHOLESALE PRICE BUILDUP
DECEMBER 2013 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	\$ 2.1921	\$ 0.2012	\$ 0.0088	\$ (0.0720)	\$ 1.0544	\$ 3.3845	\$ 0.1191	\$ 3.5036	\$ (0.4644)	\$ 0.9364	\$ 3.9756	\$ 3.9421	\$ 0.0335
	1/2 Gallon	\$ 1.0961	\$ 0.1477	\$ 0.0044	\$ (0.0455)	\$ 0.5272	\$ 1.7299	\$ 0.0609	\$ 1.7908	\$ (0.2322)	\$ 0.4682	\$ 2.0268	\$ 2.0017	\$ 0.0251
	Quart	\$ 0.5480	\$ 0.1314	\$ 0.0022	\$ 0.0252	\$ 0.2636	\$ 0.9704	\$ 0.0342	\$ 1.0046	\$ (0.1161)	\$ 0.2341	\$ 1.1226	\$ 1.1132	\$ 0.0094
	Pint	\$ 0.2740	\$ 0.0915	\$ 0.0011	\$ 0.0763	\$ 0.1318	\$ 0.5747	\$ 0.0202	\$ 0.5949	\$ (0.0581)	\$ 0.1171	\$ 0.6539	\$ 0.6492	\$ 0.0047
	12 Ounce	\$ 0.2055	\$ 0.0361	\$ 0.0008	\$ 0.0487	\$ 0.0989	\$ 0.3900	\$ 0.0137	\$ 0.4037	\$ (0.0435)	\$ 0.0878	\$ 0.4480	\$ 0.4446	\$ 0.0034
	10 Ounce	\$ 0.1713	\$ 0.0301	\$ 0.0007	\$ 0.0370	\$ 0.0824	\$ 0.3215	\$ 0.0113	\$ 0.3328	\$ (0.0363)	\$ 0.0732	\$ 0.3697	\$ 0.3667	\$ 0.0030
	1/2 Pint	\$ 0.1370	\$ 0.0240	\$ 0.0005	\$ 0.0268	\$ 0.0659	\$ 0.2542	\$ 0.0089	\$ 0.2631	\$ (0.0290)	\$ 0.0585	\$ 0.2926	\$ 0.2907	\$ 0.0019
	4 Ounce	\$ 0.0685	\$ 0.0266	\$ 0.0003	\$ 0.0276	\$ 0.0330	\$ 0.1560	\$ 0.0055	\$ 0.1615	\$ (0.0145)	\$ 0.0293	\$ 0.1763	\$ 0.1699	\$ 0.0064
	Bulk per Quart	\$ 0.5480	\$ 0.0588	\$ 0.0022	\$ 0.0655	\$ 0.2636	\$ 0.9381	\$ 0.0330	\$ 0.9711	\$ (0.1161)	\$ 0.2341	\$ 1.0891	\$ 1.0777	\$ 0.0114
REDUCED FAT (2%) MILK	Gallon	\$ 2.0291	\$ 0.2012	\$ 0.0088	\$ (0.0720)	\$ 1.0544	\$ 3.2215	\$ 0.1134	\$ 3.3349	\$ (0.4644)	\$ 0.9364	\$ 3.8069	\$ 3.7752	\$ 0.0317
	1/2 Gallon	\$ 1.0146	\$ 0.1477	\$ 0.0044	\$ (0.0455)	\$ 0.5272	\$ 1.6484	\$ 0.0580	\$ 1.7064	\$ (0.2322)	\$ 0.4682	\$ 1.9424	\$ 1.9182	\$ 0.0242
	Quart	\$ 0.5073	\$ 0.1314	\$ 0.0022	\$ 0.0252	\$ 0.2636	\$ 0.9297	\$ 0.0327	\$ 0.9624	\$ (0.1161)	\$ 0.2341	\$ 1.0804	\$ 1.0715	\$ 0.0089
	Pint	\$ 0.2536	\$ 0.0915	\$ 0.0011	\$ 0.0763	\$ 0.1318	\$ 0.5543	\$ 0.0195	\$ 0.5738	\$ (0.0581)	\$ 0.1171	\$ 0.6328	\$ 0.6284	\$ 0.0044
	12 Ounce	\$ 0.1902	\$ 0.0361	\$ 0.0008	\$ 0.0487	\$ 0.0989	\$ 0.3747	\$ 0.0132	\$ 0.3879	\$ (0.0435)	\$ 0.0878	\$ 0.4322	\$ 0.4290	\$ 0.0032
	10 Ounce	\$ 0.1585	\$ 0.0301	\$ 0.0007	\$ 0.0370	\$ 0.0824	\$ 0.3087	\$ 0.0109	\$ 0.3196	\$ (0.0363)	\$ 0.0732	\$ 0.3565	\$ 0.3537	\$ 0.0028
	1/2 Pint	\$ 0.1268	\$ 0.0240	\$ 0.0005	\$ 0.0268	\$ 0.0659	\$ 0.2440	\$ 0.0086	\$ 0.2526	\$ (0.0290)	\$ 0.0585	\$ 0.2821	\$ 0.2802	\$ 0.0019
	4 Ounce	\$ 0.0634	\$ 0.0266	\$ 0.0003	\$ 0.0276	\$ 0.0330	\$ 0.1509	\$ 0.0053	\$ 0.1562	\$ (0.0145)	\$ 0.0293	\$ 0.1710	\$ 0.1647	\$ 0.0063
	Bulk per Quart	\$ 0.5073	\$ 0.0588	\$ 0.0022	\$ 0.0655	\$ 0.2636	\$ 0.8974	\$ 0.0316	\$ 0.9290	\$ (0.1161)	\$ 0.2341	\$ 1.0470	\$ 1.0360	\$ 0.0110
LOW FAT (1%) MILK	Gallon	\$ 1.9076	\$ 0.2012	\$ 0.0088	\$ (0.0720)	\$ 1.0544	\$ 3.1000	\$ 0.1091	\$ 3.2091	\$ (0.4644)	\$ 0.9364	\$ 3.6811	\$ 3.6476	\$ 0.0335
	1/2 Gallon	\$ 0.9538	\$ 0.1477	\$ 0.0044	\$ (0.0455)	\$ 0.5272	\$ 1.5876	\$ 0.0559	\$ 1.6435	\$ (0.2322)	\$ 0.4682	\$ 1.8795	\$ 1.8544	\$ 0.0251
	Quart	\$ 0.4769	\$ 0.1314	\$ 0.0022	\$ 0.0252	\$ 0.2636	\$ 0.8993	\$ 0.0317	\$ 0.9310	\$ (0.1161)	\$ 0.2341	\$ 1.0490	\$ 1.0395	\$ 0.0095
	Pint	\$ 0.2385	\$ 0.0915	\$ 0.0011	\$ 0.0763	\$ 0.1318	\$ 0.5392	\$ 0.0190	\$ 0.5582	\$ (0.0581)	\$ 0.1171	\$ 0.6172	\$ 0.6124	\$ 0.0048
	12 Ounce	\$ 0.1788	\$ 0.0361	\$ 0.0008	\$ 0.0487	\$ 0.0989	\$ 0.3633	\$ 0.0128	\$ 0.3761	\$ (0.0435)	\$ 0.0878	\$ 0.4204	\$ 0.4170	\$ 0.0034
	10 Ounce	\$ 0.1490	\$ 0.0301	\$ 0.0007	\$ 0.0370	\$ 0.0824	\$ 0.2992	\$ 0.0105	\$ 0.3097	\$ (0.0363)	\$ 0.0732	\$ 0.3466	\$ 0.3437	\$ 0.0029
	1/2 Pint	\$ 0.1192	\$ 0.0240	\$ 0.0005	\$ 0.0268	\$ 0.0659	\$ 0.2364	\$ 0.0083	\$ 0.2447	\$ (0.0290)	\$ 0.0585	\$ 0.2742	\$ 0.2723	\$ 0.0019
	4 Ounce	\$ 0.0596	\$ 0.0266	\$ 0.0003	\$ 0.0276	\$ 0.0330	\$ 0.1471	\$ 0.0052	\$ 0.1523	\$ (0.0145)	\$ 0.0293	\$ 0.1671	\$ 0.1607	\$ 0.0064
	Bulk per Quart	\$ 0.4769	\$ 0.0588	\$ 0.0022	\$ 0.0655	\$ 0.2636	\$ 0.8670	\$ 0.0305	\$ 0.8975	\$ (0.1161)	\$ 0.2341	\$ 1.0155	\$ 1.0040	\$ 0.0115
NON FAT (SKIM) MILK	Gallon	\$ 1.8002	\$ 0.2012	\$ 0.0088	\$ (0.0720)	\$ 1.0544	\$ 2.9926	\$ 0.1053	\$ 3.0979	\$ (0.4644)	\$ 0.9364	\$ 3.5699	\$ 3.5391	\$ 0.0308
	1/2 Gallon	\$ 0.9001	\$ 0.1477	\$ 0.0044	\$ (0.0455)	\$ 0.5272	\$ 1.5339	\$ 0.0540	\$ 1.5879	\$ (0.2322)	\$ 0.4682	\$ 1.8239	\$ 1.8002	\$ 0.0237
	Quart	\$ 0.4501	\$ 0.1314	\$ 0.0022	\$ 0.0252	\$ 0.2636	\$ 0.8725	\$ 0.0307	\$ 0.9032	\$ (0.1161)	\$ 0.2341	\$ 1.0212	\$ 1.0124	\$ 0.0088
	Pint	\$ 0.2250	\$ 0.0915	\$ 0.0011	\$ 0.0763	\$ 0.1318	\$ 0.5257	\$ 0.0185	\$ 0.5442	\$ (0.0581)	\$ 0.1171	\$ 0.6032	\$ 0.5989	\$ 0.0043
	12 Ounce	\$ 0.1688	\$ 0.0361	\$ 0.0008	\$ 0.0487	\$ 0.0989	\$ 0.3533	\$ 0.0124	\$ 0.3657	\$ (0.0435)	\$ 0.0878	\$ 0.4100	\$ 0.4068	\$ 0.0032
	10 Ounce	\$ 0.1406	\$ 0.0301	\$ 0.0007	\$ 0.0370	\$ 0.0824	\$ 0.2908	\$ 0.0102	\$ 0.3010	\$ (0.0363)	\$ 0.0732	\$ 0.3379	\$ 0.3352	\$ 0.0027
	1/2 Pint	\$ 0.1125	\$ 0.0240	\$ 0.0005	\$ 0.0268	\$ 0.0659	\$ 0.2297	\$ 0.0081	\$ 0.2378	\$ (0.0290)	\$ 0.0585	\$ 0.2673	\$ 0.2654	\$ 0.0019
	4 Ounce	\$ 0.0563	\$ 0.0266	\$ 0.0003	\$ 0.0276	\$ 0.0330	\$ 0.1438	\$ 0.0051	\$ 0.1489	\$ (0.0145)	\$ 0.0293	\$ 0.1637	\$ 0.1573	\$ 0.0064
	Bulk per Quart	\$ 0.4501	\$ 0.0588	\$ 0.0022	\$ 0.0655	\$ 0.2636	\$ 0.8402	\$ 0.0296	\$ 0.8698	\$ (0.1161)	\$ 0.2341	\$ 0.9878	\$ 0.9769	\$ 0.0109

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0004 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
DECEMBER 2013 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) FLAVORED MILK	Gallon	\$ 2.6184	\$ 0.2012	\$ 0.0088	\$ (0.0720)	\$ 1.0544	\$ 3.8108	\$ 0.1341	\$ 3.9449	\$ (0.4644)	\$ 0.9364	\$ 4.4169	\$ 4.3252	\$ 0.0917
	1/2 Gallon	\$ 1.3092	\$ 0.1477	\$ 0.0044	\$ (0.0455)	\$ 0.5272	\$ 1.9430	\$ 0.0684	\$ 2.0114	\$ (0.2322)	\$ 0.4682	\$ 2.2474	\$ 2.1932	\$ 0.0542
	Quart	\$ 0.6546	\$ 0.1314	\$ 0.0022	\$ 0.0252	\$ 0.2636	\$ 1.0770	\$ 0.0379	\$ 1.1149	\$ (0.1161)	\$ 0.2341	\$ 1.2329	\$ 1.2090	\$ 0.0239
	Pint	\$ 0.3273	\$ 0.0915	\$ 0.0011	\$ 0.0763	\$ 0.1318	\$ 0.6280	\$ 0.0221	\$ 0.6501	\$ (0.0581)	\$ 0.1171	\$ 0.7091	\$ 0.6971	\$ 0.0120
	12 Ounce	\$ 0.2455	\$ 0.0361	\$ 0.0008	\$ 0.0487	\$ 0.0989	\$ 0.4300	\$ 0.0151	\$ 0.4451	\$ (0.0435)	\$ 0.0878	\$ 0.4894	\$ 0.4805	\$ 0.0089
	10 Ounce	\$ 0.2046	\$ 0.0301	\$ 0.0007	\$ 0.0370	\$ 0.0824	\$ 0.3548	\$ 0.0125	\$ 0.3673	\$ (0.0363)	\$ 0.0732	\$ 0.4042	\$ 0.3966	\$ 0.0076
	1/2 Pint	\$ 0.1637	\$ 0.0240	\$ 0.0005	\$ 0.0268	\$ 0.0659	\$ 0.2809	\$ 0.0099	\$ 0.2908	\$ (0.0290)	\$ 0.0585	\$ 0.3203	\$ 0.3146	\$ 0.0057
	4 Ounce	\$ 0.0818	\$ 0.0266	\$ 0.0003	\$ 0.0276	\$ 0.0330	\$ 0.1693	\$ 0.0060	\$ 0.1753	\$ (0.0145)	\$ 0.0293	\$ 0.1901	\$ 0.1819	\$ 0.0082
	Bulk per Quart	\$ 0.6546	\$ 0.0588	\$ 0.0022	\$ 0.0655	\$ 0.2636	\$ 1.0447	\$ 0.0368	\$ 1.0815	\$ (0.1161)	\$ 0.2341	\$ 1.1995	\$ 1.1735	\$ 0.0260
REDUCED FAT FLAVORED MILK	Gallon	\$ 2.0800	\$ 0.2012	\$ 0.0088	\$ (0.0720)	\$ 1.0544	\$ 3.2724	\$ 0.1152	\$ 3.3876	\$ (0.4644)	\$ 0.9364	\$ 3.8596	\$ 3.8325	\$ 0.0271
	1/2 Gallon	\$ 1.0400	\$ 0.1477	\$ 0.0044	\$ (0.0455)	\$ 0.5272	\$ 1.6738	\$ 0.0589	\$ 1.7327	\$ (0.2322)	\$ 0.4682	\$ 1.9687	\$ 1.9469	\$ 0.0218
	Quart	\$ 0.5200	\$ 0.1314	\$ 0.0022	\$ 0.0252	\$ 0.2636	\$ 0.9424	\$ 0.0332	\$ 0.9756	\$ (0.1161)	\$ 0.2341	\$ 1.0936	\$ 1.0858	\$ 0.0078
	Pint	\$ 0.2600	\$ 0.0915	\$ 0.0011	\$ 0.0763	\$ 0.1318	\$ 0.5607	\$ 0.0197	\$ 0.5804	\$ (0.0581)	\$ 0.1171	\$ 0.6394	\$ 0.6355	\$ 0.0039
	12 Ounce	\$ 0.1950	\$ 0.0361	\$ 0.0008	\$ 0.0487	\$ 0.0989	\$ 0.3795	\$ 0.0134	\$ 0.3929	\$ (0.0435)	\$ 0.0878	\$ 0.4372	\$ 0.4344	\$ 0.0028
	10 Ounce	\$ 0.1625	\$ 0.0301	\$ 0.0007	\$ 0.0370	\$ 0.0824	\$ 0.3127	\$ 0.0110	\$ 0.3237	\$ (0.0363)	\$ 0.0732	\$ 0.3606	\$ 0.3581	\$ 0.0025
	1/2 Pint	\$ 0.1300	\$ 0.0240	\$ 0.0005	\$ 0.0268	\$ 0.0659	\$ 0.2472	\$ 0.0087	\$ 0.2559	\$ (0.0290)	\$ 0.0585	\$ 0.2854	\$ 0.2838	\$ 0.0016
	4 Ounce	\$ 0.0650	\$ 0.0266	\$ 0.0003	\$ 0.0276	\$ 0.0330	\$ 0.1525	\$ 0.0054	\$ 0.1579	\$ (0.0145)	\$ 0.0293	\$ 0.1727	\$ 0.1665	\$ 0.0062
	Bulk per Quart	\$ 0.5200	\$ 0.0588	\$ 0.0022	\$ 0.0655	\$ 0.2636	\$ 0.9101	\$ 0.0320	\$ 0.9421	\$ (0.1161)	\$ 0.2341	\$ 1.0601	\$ 1.0503	\$ 0.0098
NONFAT FLAVORED MILK	Gallon	\$ 1.9544	\$ 0.2012	\$ 0.0088	\$ (0.0720)	\$ 1.0544	\$ 3.1468	\$ 0.1108	\$ 3.2576	\$ (0.4644)	\$ 0.9364	\$ 3.7296	\$ 3.7207	\$ 0.0089
	1/2 Gallon	\$ 0.9772	\$ 0.1477	\$ 0.0044	\$ (0.0455)	\$ 0.5272	\$ 1.6110	\$ 0.0567	\$ 1.6677	\$ (0.2322)	\$ 0.4682	\$ 1.9037	\$ 1.8910	\$ 0.0127
	Quart	\$ 0.4886	\$ 0.1314	\$ 0.0022	\$ 0.0252	\$ 0.2636	\$ 0.9110	\$ 0.0321	\$ 0.9431	\$ (0.1161)	\$ 0.2341	\$ 1.0611	\$ 1.0579	\$ 0.0032
	Pint	\$ 0.2443	\$ 0.0915	\$ 0.0011	\$ 0.0763	\$ 0.1318	\$ 0.5450	\$ 0.0192	\$ 0.5642	\$ (0.0581)	\$ 0.1171	\$ 0.6232	\$ 0.6215	\$ 0.0017
	12 Ounce	\$ 0.1832	\$ 0.0361	\$ 0.0008	\$ 0.0487	\$ 0.0989	\$ 0.3677	\$ 0.0129	\$ 0.3806	\$ (0.0435)	\$ 0.0878	\$ 0.4249	\$ 0.4239	\$ 0.0010
	10 Ounce	\$ 0.1527	\$ 0.0301	\$ 0.0007	\$ 0.0370	\$ 0.0824	\$ 0.3029	\$ 0.0107	\$ 0.3136	\$ (0.0363)	\$ 0.0732	\$ 0.3505	\$ 0.3494	\$ 0.0011
	1/2 Pint	\$ 0.1222	\$ 0.0240	\$ 0.0005	\$ 0.0268	\$ 0.0659	\$ 0.2394	\$ 0.0084	\$ 0.2478	\$ (0.0290)	\$ 0.0585	\$ 0.2773	\$ 0.2768	\$ 0.0005
	4 Ounce	\$ 0.0611	\$ 0.0266	\$ 0.0003	\$ 0.0276	\$ 0.0330	\$ 0.1486	\$ 0.0052	\$ 0.1538	\$ (0.0145)	\$ 0.0293	\$ 0.1686	\$ 0.1630	\$ 0.0056
	Bulk per Quart	\$ 0.4886	\$ 0.0588	\$ 0.0022	\$ 0.0655	\$ 0.2636	\$ 0.8787	\$ 0.0309	\$ 0.9096	\$ (0.1161)	\$ 0.2341	\$ 1.0276	\$ 1.0223	\$ 0.0053
BUTTERMILK	Gallon	\$ 2.1429	\$ 0.2012	\$ 0.0088	\$ (0.0720)	\$ 1.0544	\$ 3.3353	\$ 0.1174	\$ 3.4527	\$ (0.4644)	\$ 0.9364	\$ 3.9247	\$ 3.9170	\$ 0.0077
	1/2 Gallon	\$ 1.0715	\$ 0.1477	\$ 0.0044	\$ (0.0455)	\$ 0.5272	\$ 1.7053	\$ 0.0600	\$ 1.7653	\$ (0.2322)	\$ 0.4682	\$ 2.0013	\$ 1.9892	\$ 0.0121
	Quart	\$ 0.5357	\$ 0.1314	\$ 0.0022	\$ 0.0252	\$ 0.2636	\$ 0.9581	\$ 0.0337	\$ 0.9918	\$ (0.1161)	\$ 0.2341	\$ 1.1098	\$ 1.1069	\$ 0.0029
	Pint	\$ 0.2679	\$ 0.0915	\$ 0.0011	\$ 0.0763	\$ 0.1318	\$ 0.5686	\$ 0.0200	\$ 0.5886	\$ (0.0581)	\$ 0.1171	\$ 0.6476	\$ 0.6461	\$ 0.0015
	12 Ounce	\$ 0.2009	\$ 0.0361	\$ 0.0008	\$ 0.0487	\$ 0.0989	\$ 0.3854	\$ 0.0136	\$ 0.3990	\$ (0.0435)	\$ 0.0878	\$ 0.4433	\$ 0.4422	\$ 0.0011
	10 Ounce	\$ 0.1674	\$ 0.0301	\$ 0.0007	\$ 0.0370	\$ 0.0824	\$ 0.3176	\$ 0.0112	\$ 0.3288	\$ (0.0363)	\$ 0.0732	\$ 0.3657	\$ 0.3647	\$ 0.0010
	1/2 Pint	\$ 0.1339	\$ 0.0240	\$ 0.0005	\$ 0.0268	\$ 0.0659	\$ 0.2511	\$ 0.0088	\$ 0.2599	\$ (0.0290)	\$ 0.0585	\$ 0.2894	\$ 0.2891	\$ 0.0003
	4 Ounce	\$ 0.0670	\$ 0.0266	\$ 0.0003	\$ 0.0276	\$ 0.0330	\$ 0.1545	\$ 0.0054	\$ 0.1599	\$ (0.0145)	\$ 0.0293	\$ 0.1747	\$ 0.1691	\$ 0.0056
	Bulk per Quart	\$ 0.5357	\$ 0.0588	\$ 0.0022	\$ 0.0655	\$ 0.2636	\$ 0.9258	\$ 0.0326	\$ 0.9584	\$ (0.1161)	\$ 0.2341	\$ 1.0764	\$ 1.0714	\$ 0.0050

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0004 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
DECEMBER 2013 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	\$ 3.3928	\$ 0.2012	\$ 0.0088	\$ (0.0720)	\$ 1.0544	\$ 4.5852	\$ 0.1614	\$ 4.7466	\$ (0.4644)	\$ 0.9364	\$ 5.2186	\$ 5.1964	\$ 0.0222
	1/2 Gallon	\$ 1.6964	\$ 0.1477	\$ 0.0044	\$ (0.0455)	\$ 0.5272	\$ 2.3302	\$ 0.0820	\$ 2.4122	\$ (0.2322)	\$ 0.4682	\$ 2.6482	\$ 2.6289	\$ 0.0193
	Quart	\$ 0.8482	\$ 0.1314	\$ 0.0022	\$ 0.0252	\$ 0.2636	\$ 1.2706	\$ 0.0447	\$ 1.3153	\$ (0.1161)	\$ 0.2341	\$ 1.4333	\$ 1.4268	\$ 0.0065
	Pint	\$ 0.4241	\$ 0.0915	\$ 0.0011	\$ 0.0763	\$ 0.1318	\$ 0.7248	\$ 0.0255	\$ 0.7503	\$ (0.0581)	\$ 0.1171	\$ 0.8093	\$ 0.8060	\$ 0.0033
	12 Ounce	\$ 0.3181	\$ 0.0361	\$ 0.0008	\$ 0.0487	\$ 0.0989	\$ 0.5026	\$ 0.0177	\$ 0.5203	\$ (0.0435)	\$ 0.0878	\$ 0.5646	\$ 0.5622	\$ 0.0024
	10 Ounce	\$ 0.2651	\$ 0.0301	\$ 0.0007	\$ 0.0370	\$ 0.0824	\$ 0.4153	\$ 0.0146	\$ 0.4299	\$ (0.0363)	\$ 0.0732	\$ 0.4668	\$ 0.4647	\$ 0.0021
	1/2 Pint	\$ 0.2121	\$ 0.0240	\$ 0.0005	\$ 0.0268	\$ 0.0659	\$ 0.3293	\$ 0.0116	\$ 0.3409	\$ (0.0290)	\$ 0.0585	\$ 0.3704	\$ 0.3690	\$ 0.0014
	4 Ounce	\$ 0.1060	\$ 0.0266	\$ 0.0003	\$ 0.0276	\$ 0.0330	\$ 0.1935	\$ 0.0068	\$ 0.2003	\$ (0.0145)	\$ 0.0293	\$ 0.2151	\$ 0.2091	\$ 0.0060
	Bulk per Quart	\$ 0.8482	\$ 0.0588	\$ 0.0022	\$ 0.0655	\$ 0.2636	\$ 1.2383	\$ 0.0436	\$ 1.2819	\$ (0.1161)	\$ 0.2341	\$ 1.3999	\$ 1.3913	\$ 0.0086

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0004 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
DECEMBER 2013 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1451	Store Profit 2.50%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 3.9756	\$ (0.5963)	\$ 0.5804	\$ 0.1015	\$ 4.06	\$ 4.03	\$ 0.03
	1/2 Gallon	\$ 2.0268	\$ (0.3040)	\$ 0.2902	\$ 0.0516	\$ 2.06	\$ 2.04	\$ 0.02
	Quart	\$ 1.1226	\$ (0.1684)	\$ 0.1451	\$ 0.0282	\$ 1.13	\$ 1.12	\$ 0.01
	Pint	\$ 0.6539	\$ (0.0981)	\$ 0.0726	\$ 0.0161	\$ 0.66	\$ 0.65	\$ 0.01
	12 Ounce	\$ 0.4480	\$ (0.0672)	\$ 0.0544	\$ 0.0112	\$ 0.45	\$ 0.45	\$ -
	10 Ounce	\$ 0.3697	\$ (0.0555)	\$ 0.0453	\$ 0.0092	\$ 0.37	\$ 0.37	\$ -
	1/2 Pint	\$ 0.2926	\$ (0.0439)	\$ 0.0363	\$ 0.0073	\$ 0.30	\$ 0.30	\$ -
	4 Ounce	\$ 0.1763	\$ (0.0264)	\$ 0.0181	\$ 0.0043	\$ 0.19	\$ 0.17	\$ 0.02
	Bulk per Quart	\$ 1.0891	\$ (0.1634)	\$ 0.1451	\$ 0.0275	\$ 1.10	\$ 1.09	\$ 0.01
REDUCED FAT (2%) MILK	Gallon	\$ 3.8069	\$ (0.5710)	\$ 0.5804	\$ 0.0979	\$ 3.91	\$ 3.89	\$ 0.02
	Half Gallon	\$ 1.9424	\$ (0.2914)	\$ 0.2902	\$ 0.0498	\$ 1.99	\$ 1.97	\$ 0.02
	Quart	\$ 1.0804	\$ (0.1621)	\$ 0.1451	\$ 0.0273	\$ 1.09	\$ 1.08	\$ 0.01
	Pint	\$ 0.6328	\$ (0.0949)	\$ 0.0726	\$ 0.0157	\$ 0.64	\$ 0.63	\$ 0.01
	12 Ounce	\$ 0.4322	\$ (0.0648)	\$ 0.0544	\$ 0.0108	\$ 0.44	\$ 0.43	\$ 0.01
	10 Ounce	\$ 0.3565	\$ (0.0535)	\$ 0.0453	\$ 0.0089	\$ 0.36	\$ 0.36	\$ -
	Half Pint	\$ 0.2821	\$ (0.0423)	\$ 0.0363	\$ 0.0071	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1710	\$ (0.0257)	\$ 0.0181	\$ 0.0042	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0470	\$ (0.1571)	\$ 0.1451	\$ 0.0265	\$ 1.06	\$ 1.05	\$ 0.01
LOWFAT (1%) MILK	Gallon	\$ 3.6811	\$ (0.5522)	\$ 0.5804	\$ 0.0951	\$ 3.80	\$ 3.78	\$ 0.02
	Half Gallon	\$ 1.8795	\$ (0.2819)	\$ 0.2902	\$ 0.0484	\$ 1.94	\$ 1.91	\$ 0.03
	Quart	\$ 1.0490	\$ (0.1574)	\$ 0.1451	\$ 0.0266	\$ 1.06	\$ 1.06	\$ -
	Pint	\$ 0.6172	\$ (0.0926)	\$ 0.0726	\$ 0.0153	\$ 0.63	\$ 0.62	\$ 0.01
	12 Ounce	\$ 0.4204	\$ (0.0631)	\$ 0.0544	\$ 0.0106	\$ 0.43	\$ 0.42	\$ 0.01
	10 Ounce	\$ 0.3466	\$ (0.0520)	\$ 0.0453	\$ 0.0087	\$ 0.35	\$ 0.35	\$ -
	Half Pint	\$ 0.2742	\$ (0.0411)	\$ 0.0363	\$ 0.0069	\$ 0.28	\$ 0.28	\$ -
	4 Ounce	\$ 0.1671	\$ (0.0251)	\$ 0.0181	\$ 0.0041	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0155	\$ (0.1523)	\$ 0.1451	\$ 0.0259	\$ 1.03	\$ 1.02	\$ 0.01
NONFAT (SKIM) MILK	Gallon	\$ 3.5699	\$ (0.5355)	\$ 0.5804	\$ 0.0927	\$ 3.71	\$ 3.68	\$ 0.03
	Half Gallon	\$ 1.8239	\$ (0.2736)	\$ 0.2902	\$ 0.0472	\$ 1.89	\$ 1.87	\$ 0.02
	Quart	\$ 1.0212	\$ (0.1532)	\$ 0.1451	\$ 0.0260	\$ 1.04	\$ 1.03	\$ 0.01
	Pint	\$ 0.6032	\$ (0.0905)	\$ 0.0726	\$ 0.0150	\$ 0.61	\$ 0.60	\$ 0.01
	12 Ounce	\$ 0.4100	\$ (0.0615)	\$ 0.0544	\$ 0.0103	\$ 0.42	\$ 0.41	\$ 0.01
	10 Ounce	\$ 0.3379	\$ (0.0507)	\$ 0.0453	\$ 0.0085	\$ 0.34	\$ 0.34	\$ -
	Half Pint	\$ 0.2673	\$ (0.0401)	\$ 0.0363	\$ 0.0068	\$ 0.27	\$ 0.27	\$ -
	4 Ounce	\$ 0.1637	\$ (0.0246)	\$ 0.0181	\$ 0.0040	\$ 0.17	\$ 0.16	\$ 0.01
	Bulk per Quart	\$ 0.9878	\$ (0.1482)	\$ 0.1451	\$ 0.0252	\$ 1.01	\$ 1.00	\$ 0.01

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
DECEMBER 2013 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1451	Store Profit 2.50%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) FLAVORED MILK	Gallon	\$ 4.4169	\$ (0.6625)	\$ 0.5804	\$ 0.1111	\$ 4.45	\$ 4.37	\$ 0.08
	Half Gallon	\$ 2.2474	\$ (0.3371)	\$ 0.2902	\$ 0.0564	\$ 2.26	\$ 2.21	\$ 0.05
	Quart	\$ 1.2329	\$ (0.1849)	\$ 0.1451	\$ 0.0306	\$ 1.24	\$ 1.21	\$ 0.03
	Pint	\$ 0.7091	\$ (0.1064)	\$ 0.0726	\$ 0.0173	\$ 0.72	\$ 0.70	\$ 0.02
	12 Ounce	\$ 0.4894	\$ (0.0734)	\$ 0.0544	\$ 0.0121	\$ 0.50	\$ 0.49	\$ 0.01
	10 Ounce	\$ 0.4042	\$ (0.0606)	\$ 0.0453	\$ 0.0100	\$ 0.41	\$ 0.40	\$ 0.01
	Half Pint	\$ 0.3203	\$ (0.0480)	\$ 0.0363	\$ 0.0079	\$ 0.33	\$ 0.32	\$ 0.01
	4 Ounce	\$ 0.1901	\$ (0.0285)	\$ 0.0181	\$ 0.0046	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1995	\$ (0.1799)	\$ 0.1451	\$ 0.0299	\$ 1.21	\$ 1.18	\$ 0.03
REDUCED FAT FLAVORED MILK	Gallon	\$ 3.8596	\$ (0.5789)	\$ 0.5804	\$ 0.0990	\$ 3.96	\$ 3.94	\$ 0.02
	Half Gallon	\$ 1.9687	\$ (0.2953)	\$ 0.2902	\$ 0.0503	\$ 2.01	\$ 1.99	\$ 0.02
	Quart	\$ 1.0936	\$ (0.1640)	\$ 0.1451	\$ 0.0276	\$ 1.10	\$ 1.10	\$ -
	Pint	\$ 0.6394	\$ (0.0959)	\$ 0.0726	\$ 0.0158	\$ 0.65	\$ 0.64	\$ 0.01
	12 Ounce	\$ 0.4372	\$ (0.0656)	\$ 0.0544	\$ 0.0109	\$ 0.44	\$ 0.44	\$ -
	10 Ounce	\$ 0.3606	\$ (0.0541)	\$ 0.0453	\$ 0.0090	\$ 0.37	\$ 0.36	\$ 0.01
	Half Pint	\$ 0.2854	\$ (0.0428)	\$ 0.0363	\$ 0.0072	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1727	\$ (0.0259)	\$ 0.0181	\$ 0.0042	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0601	\$ (0.1590)	\$ 0.1451	\$ 0.0268	\$ 1.07	\$ 1.06	\$ 0.01
NONFAT FLAVORED MILK	Gallon	\$ 3.7296	-0.5594	\$ 0.5804	\$ 0.0962	\$ 3.85	\$ 3.84	\$ 0.01
	Half Gallon	\$ 1.9037	\$ (0.2856)	\$ 0.2902	\$ 0.0489	\$ 1.96	\$ 1.95	\$ 0.01
	Quart	\$ 1.0611	\$ (0.1592)	\$ 0.1451	\$ 0.0268	\$ 1.07	\$ 1.07	\$ -
	Pint	\$ 0.6232	\$ (0.0935)	\$ 0.0726	\$ 0.0154	\$ 0.63	\$ 0.63	\$ -
	12 Ounce	\$ 0.4249	\$ (0.0637)	\$ 0.0544	\$ 0.0107	\$ 0.43	\$ 0.43	\$ -
	10 Ounce	\$ 0.3505	\$ (0.0526)	\$ 0.0453	\$ 0.0088	\$ 0.36	\$ 0.35	\$ 0.01
	Half Pint	\$ 0.2773	\$ (0.0416)	\$ 0.0363	\$ 0.0070	\$ 0.28	\$ 0.28	\$ -
	4 Ounce	\$ 0.1686	\$ (0.0253)	\$ 0.0181	\$ 0.0041	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 1.0276	\$ (0.1541)	\$ 0.1451	\$ 0.0261	\$ 1.04	\$ 1.04	\$ -
BUTTERMILK	Gallon	\$ 3.9247	\$ (0.5887)	\$ 0.5804	\$ 0.1004	\$ 4.02	\$ 4.01	\$ 0.01
	Half Gallon	\$ 2.0013	\$ (0.3002)	\$ 0.2902	\$ 0.0511	\$ 2.04	\$ 2.03	\$ 0.01
	Quart	\$ 1.1098	\$ (0.1665)	\$ 0.1451	\$ 0.0279	\$ 1.12	\$ 1.11	\$ 0.01
	Pint	\$ 0.6476	\$ (0.0971)	\$ 0.0726	\$ 0.0160	\$ 0.66	\$ 0.65	\$ 0.01
	12 Ounce	\$ 0.4433	\$ (0.0665)	\$ 0.0544	\$ 0.0111	\$ 0.45	\$ 0.45	\$ -
	10 Ounce	\$ 0.3657	\$ (0.0549)	\$ 0.0453	\$ 0.0091	\$ 0.37	\$ 0.37	\$ -
	Half Pint	\$ 0.2894	\$ (0.0434)	\$ 0.0363	\$ 0.0072	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1747	\$ (0.0262)	\$ 0.0181	\$ 0.0043	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0764	\$ (0.1615)	\$ 0.1451	\$ 0.0272	\$ 1.09	\$ 1.08	\$ 0.01

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
DECEMBER 2013 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1451	Store Profit 2.50%	Proposed Retail Price	Current Retail Price	Increase (Decrease)

EGG NOG	Gallon	\$ 5.2186	\$ (0.7828)	\$ 0.5804	\$ 0.1286	\$ 5.23	\$ 5.20	\$ 0.03
	Half Gallon	\$ 2.6482	\$ (0.3972)	\$ 0.2902	\$ 0.0652	\$ 2.66	\$ 2.63	\$ 0.03
	Quart	\$ 1.4333	\$ (0.2150)	\$ 0.1451	\$ 0.0350	\$ 1.44	\$ 1.43	\$ 0.01
	Pint	\$ 0.8093	\$ (0.1214)	\$ 0.0726	\$ 0.0195	\$ 0.82	\$ 0.81	\$ 0.01
	12 Ounce	\$ 0.5646	\$ (0.0847)	\$ 0.0544	\$ 0.0137	\$ 0.57	\$ 0.57	\$ -
	10 Ounce	\$ 0.4668	\$ (0.0700)	\$ 0.0453	\$ 0.0113	\$ 0.48	\$ 0.47	\$ 0.01
	Half Pint	\$ 0.3704	\$ (0.0556)	\$ 0.0363	\$ 0.0090	\$ 0.38	\$ 0.37	\$ 0.01
	4 Ounce	\$ 0.2151	\$ (0.0323)	\$ 0.0181	\$ 0.0052	\$ 0.23	\$ 0.21	\$ 0.02
	Bulk per Quart	\$ 1.3999	\$ (0.2100)	\$ 0.1451	\$ 0.0342	\$ 1.41	\$ 1.40	\$ 0.01