

Pennsylvania Milk Marketing Board SALES IN PMMB AREA 5 BY TYPE OF MILK

PERCENTAGE OF CLASS I MILK SALES FOR ALL HANDLERS SELLING IN PMMB AREA 5 ⁽¹⁾⁽²⁾

Standard Milk	17.94
Flavored Milk	4.04
Egg Nog	0.29
Reduced Fat Flavored Milk	6.37
Nonfat Flavored Milk	2.81
Reduced Fat Milk	38.40
Low Fat Milk	11.76
Buttermilk	1.06
Nonfat Milk	<u>17.33</u>
	<u>100.0%</u>

PERCENTAGE OF CLASS I MILK SALES FOR CROSS SECTION DEALERS SELLING IN PMMB AREA 5 ^{(1) (2) (3)}

Standard Milk	17.95
Flavored Milk	3.37
Egg Nog	0.30
Reduced Fat Flavored Milk	6.18
Nonfat Flavored Milk	3.05
Reduced Fat Milk	39.60
Low Fat Milk	11.75
Buttermilk	0.78
Nonfat Milk	<u>17.02</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⁾ Dean Dairy, Inc (Sharpsville); Meadowbrook; Schneider's (Pittsburgh location); Turner Dairy Farms; United Dairy (Martin's Ferry); United Dairy (Uniontown). The cross section dealers contribute 83.0% of the total milk to this area.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

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

Cost Center	Weighted Costs	Weighted Points	Weighted Cost per Point
Receiving, Lab & Field Work	\$ 2,196,490	215,598,142	\$ 0.0102
Standardization & Pasteurization	\$ 4,879,024	239,914,812	\$ 0.0203
Bottling	\$ 8,715,033	243,561,766	\$ 0.0358
Cold Room	\$ 11,802,940	276,717,208	\$ 0.0427
Delivery	\$ 34,649,843	265,471,300	\$ 0.1305
Selling	\$ 7,770,701	265,623,733	\$ 0.0293

Total Cost per Point **\$ 0.2688**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**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 JAN-14) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
Gallon - Plastic	Blow Molded	\$ 3,869,224	24,724,597	\$ 0.1565			
Gallon - Plastic	Purchased	\$ 1,283,163	6,386,704	\$ 0.2009			
Gallon Combined		\$ 5,152,387	31,111,301	\$ 0.1656	\$ 0.1713	1.93%	\$ 0.1746
1/2 Gallon - Plastic	Blow Molded	\$ 814,290	6,912,944	\$ 0.1178			
1/2 Gallon - Plastic	Purchased	\$ 1,390,807	9,836,931	\$ 0.1414			
1/2 Gallon - Paper	Purchased	\$ 66,585	474,175	\$ 0.1404			
Half Gallon Combined		\$ 2,271,682	17,224,050	\$ 0.1319	\$ 0.1348	1.59%	\$ 0.1369
Quart - Plastic	Purchased	\$ 291,426	2,370,786	\$ 0.1229			
Quart - Paper	Purchased	\$ 227,758	2,626,583	\$ 0.0867			
Quart Combined		\$ 519,184	4,997,369	\$ 0.1039	\$ 0.1069	1.57%	\$ 0.1086
Pint - Plastic	Purchased	\$ 1,312,035	13,093,234	\$ 0.1002			
Pint - Paper	Purchased	\$ 5,616	112,700	\$ 0.0498			
Pint Combined		\$ 1,317,651	13,205,934	\$ 0.0998	\$ 0.0995	1.62%	\$ 0.1011
12 Ounce	Purchased			\$ 0.0463	\$ 0.0463		\$ 0.0463
10 Ounce	Purchased	\$ 140	2,578	\$ 0.0543	\$ 0.0543		\$ 0.0543
1/2 Pint - Plastic	Purchased	\$ 538,920	9,025,760	\$ 0.0597	\$ 0.0611	0.92%	\$ 0.0617
1/2 Pint - Paper	Purchased	\$ 2,192,414	77,959,157	\$ 0.0281	\$ 0.0287	0.85%	\$ 0.0289
4 Ounce	Purchased	\$ 184,882	6,793,498	\$ 0.0272	\$ 0.0272	1.53%	\$ 0.0276
Bulk Per Quart	Purchased	\$ 138,276	1,862,819	\$ 0.0742	\$ 0.0742	1.30%	\$ 0.0752

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

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

Product	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
Standard (Whole) Milk	\$ 2,456	80,810,649	\$ -
Reduced Fat (2%) Milk	\$ 12,969	156,629,029	\$ 0.0001
Low Fat (1%) Milk	\$ 7,755	49,989,096	\$ 0.0002
Non Fat (Skim) Milk	\$ 45,692	62,067,508	\$ 0.0007
Flavored Milk	\$ 561,560	11,029,980	\$ 0.0509
Flavored Reduced Fat Milk	\$ 224,834	6,649,753	\$ 0.0338
Flavored NONFAT Milk	\$ 380,892	11,193,441	\$ 0.0340
Buttermilk	\$ 100,123	3,950,662	\$ 0.0253
Egg Nog	\$ 157,888	1,210,718	\$ 0.1304

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

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

Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
Shrinkage	\$ 1,286,045		
Bulk Milk (Profit)/Loss	\$ 260,006		
Bulk Cream (Profit)/Loss	\$ (1,093,965)		
Total	\$ 452,086	545,890,891	\$ 0.0008

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**MILK COSTS BEFORE PACKAGING
JANUARY 2014 MILK COSTS**

	Class I
Skim Rate	\$ 20.51
Butterfat Rate	\$ 1.8261

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

Class I	Standard Milk	80,810,649	2,637,604	3.2639%	78,173,045	\$ 4,816,529	\$ 16,033,292	\$ 20,849,821	\$ 0.2580	\$ -	\$ 0.0008	\$ 0.2588
	Reduced Fat (2%) Milk	156,629,029	3,039,120	1.9403%	153,589,909	\$ 5,549,737	\$ 31,501,290	\$ 37,051,027	\$ 0.2366	\$ 0.0001	\$ 0.0008	\$ 0.2375
	Low Fat (1%) Milk	49,989,096	481,900	0.9640%	49,507,196	\$ 879,998	\$ 10,153,926	\$ 11,033,924	\$ 0.2207	\$ 0.0002	\$ 0.0008	\$ 0.2217
	Non Fat (Skim) Milk	62,067,508	59,646	0.0961%	62,007,862	\$ 108,920	\$ 12,717,812	\$ 12,826,732	\$ 0.2067	\$ 0.0007	\$ 0.0008	\$ 0.2082
	Flavored Milk	11,029,980	370,458	3.3586%	10,659,522	\$ 676,493	\$ 2,186,268	\$ 2,862,761	\$ 0.2595	\$ 0.0509	\$ 0.0008	\$ 0.3112
	Flavored Reduced Fat Milk	6,649,753	68,062	1.0235%	6,581,691	\$ 124,288	\$ 1,349,905	\$ 1,474,193	\$ 0.2217	\$ 0.0338	\$ 0.0008	\$ 0.2563
	Flavored NONFAT Milk	11,193,441	17,785	0.1589%	11,175,656	\$ 32,477	\$ 2,292,127	\$ 2,324,604	\$ 0.2077	\$ 0.0340	\$ 0.0008	\$ 0.2425
	Buttermilk	3,950,662	84,966	2.1507%	3,865,696	\$ 155,156	\$ 792,854	\$ 948,010	\$ 0.2400	\$ 0.0253	\$ 0.0008	\$ 0.2661
	Egg Nog	1,210,718	82,186	6.7882%	1,128,532	\$ 150,080	\$ 231,462	\$ 381,542	\$ 0.3151	\$ 0.1304	\$ 0.0008	\$ 0.4463

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**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 (DECREASE)
2013	2012	2013	2012	2013	2012	

WEIGHTED LABOR COSTS	\$ 10,873,655	\$ 10,654,523	58,440,204	58,431,326	\$ 0.1861	\$ 0.1823	\$ 0.0038
WEIGHTED UTILITY COSTS	\$ 656,228	\$ 654,245	58,440,204	58,431,326	\$ 0.0112	\$ 0.0112	\$ -
WEIGHTED INSURANCE COSTS	\$ 82,189	\$ 74,135	58,440,204	58,431,326	\$ 0.0014	\$ 0.0013	\$ 0.0001

COST UPDATE ADJUSTMENT per BOTTLING POINT

\$ 0.0039

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from Year 2012 to NOVEMBER 2013

1. Weighted Diesel Fuel Costs - YEAR 2012	\$	4,837,463
2. Average On-Highway Diesel Price per Gallon - YEAR 2012 ⁽¹⁾	\$	4.100
3. On-Highway Diesel Price per Gallon - NOVEMBER 2013 ⁽¹⁾	\$	3.913
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		-4.56%
5. Presumed Diesel Fuel Costs - NOVEMBER 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>4,616,875</u>
6. Change in Diesel Fuel Costs from YEAR 2012 to NOVEMBER 2013 (Line 5 - Line 1)	\$	(220,588)
7. Weighted Delivery Points - YEAR 2012		<u>265,471,300</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>(0.0008)</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 5

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from Year 2012 to SEPTEMBER 2013

1. Weighted Heating Fuel Costs - YEAR 2012	\$	369,085
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2012 ⁽¹⁾	\$	8.75
3. Pennsylvania Average Natural Gas Price - Industrial - SEPTEMBER 2013 ⁽¹⁾	\$	8.84
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		1.03%
5. Presumed Heating Fuel Costs - SEPTEMBER 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>372,887</u>
6. Change in Heating Fuel Costs from YEAR 2012 to SEPTEMBER 2013 (Line 5 - Line 1)	\$	3,802
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2012		<u>239,914,812</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>-</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 5

WHOLESALE PRICE BUILDUP JANUARY 2014 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 2.2257	\$ 0.1746	\$ 0.0220	\$ (0.1067)	\$ 1.0752	\$ 3.3908	\$ 0.1230	\$ 3.5138	\$ (0.4664)	\$ 0.8536	\$ 3.9010	\$ 3.8933	\$ 0.0077
	1/2 Gallon	\$ 1.1128	\$ 0.1369	\$ 0.0110	\$ (0.0419)	\$ 0.5376	\$ 1.7564	\$ 0.0637	\$ 1.8201	\$ (0.2332)	\$ 0.4268	\$ 2.0137	\$ 2.0092	\$ 0.0045
	Quart	\$ 0.5564	\$ 0.1086	\$ 0.0055	\$ 0.0330	\$ 0.2688	\$ 0.9723	\$ 0.0353	\$ 1.0076	\$ (0.1166)	\$ 0.2134	\$ 1.1044	\$ 1.1014	\$ 0.0030
	Pint	\$ 0.2782	\$ 0.1011	\$ 0.0028	\$ 0.0755	\$ 0.1344	\$ 0.5920	\$ 0.0215	\$ 0.6135	\$ (0.0583)	\$ 0.1067	\$ 0.6619	\$ 0.6628	\$ (0.0009)
	12 Ounce	\$ 0.2087	\$ 0.0463	\$ 0.0021	\$ 0.0124	\$ 0.1008	\$ 0.3703	\$ 0.0134	\$ 0.3837	\$ (0.0437)	\$ 0.0800	\$ 0.4200	\$ 0.4184	\$ 0.0016
	10 Ounce	\$ 0.1739	\$ 0.0543	\$ 0.0017	\$ 0.0103	\$ 0.0840	\$ 0.3242	\$ 0.0118	\$ 0.3360	\$ (0.0389)	\$ 0.0711	\$ 0.3682	\$ 0.3667	\$ 0.0015
	1/2 Pint	\$ 0.1391	\$ 0.0289	\$ 0.0014	\$ 0.0367	\$ 0.0672	\$ 0.2733	\$ 0.0099	\$ 0.2832	\$ (0.0292)	\$ 0.0534	\$ 0.3074	\$ 0.3074	\$ -
	4 Ounce	\$ 0.0696	\$ 0.0276	\$ 0.0007	\$ 0.0373	\$ 0.0336	\$ 0.1688	\$ 0.0061	\$ 0.1749	\$ (0.0146)	\$ 0.0267	\$ 0.1870	\$ 0.1859	\$ 0.0011
	Bulk per Quart	\$ 0.5564	\$ 0.0752	\$ 0.0055	\$ 0.1058	\$ 0.2688	\$ 1.0117	\$ 0.0367	\$ 1.0484	\$ (0.1166)	\$ 0.2134	\$ 1.1452	\$ 1.1356	\$ 0.0096
REDUCED FAT (2%) MILK	Gallon	\$ 2.0473	\$ 0.1746	\$ 0.0220	\$ (0.1067)	\$ 1.0752	\$ 3.2124	\$ 0.1165	\$ 3.3289	\$ (0.4664)	\$ 0.8536	\$ 3.7161	\$ 3.7102	\$ 0.0059
	1/2 Gallon	\$ 1.0236	\$ 0.1369	\$ 0.0110	\$ (0.0419)	\$ 0.5376	\$ 1.6672	\$ 0.0605	\$ 1.7277	\$ (0.2332)	\$ 0.4268	\$ 1.9213	\$ 1.9177	\$ 0.0036
	Quart	\$ 0.5118	\$ 0.1086	\$ 0.0055	\$ 0.0330	\$ 0.2688	\$ 0.9277	\$ 0.0336	\$ 0.9613	\$ (0.1166)	\$ 0.2134	\$ 1.0581	\$ 1.0556	\$ 0.0025
	Pint	\$ 0.2559	\$ 0.1011	\$ 0.0028	\$ 0.0755	\$ 0.1344	\$ 0.5697	\$ 0.0207	\$ 0.5904	\$ (0.0583)	\$ 0.1067	\$ 0.6388	\$ 0.6399	\$ (0.0011)
	12 Ounce	\$ 0.1919	\$ 0.0463	\$ 0.0021	\$ 0.0124	\$ 0.1008	\$ 0.3535	\$ 0.0128	\$ 0.3663	\$ (0.0437)	\$ 0.0800	\$ 0.4026	\$ 0.4012	\$ 0.0014
	10 Ounce	\$ 0.1599	\$ 0.0543	\$ 0.0017	\$ 0.0103	\$ 0.0840	\$ 0.3102	\$ 0.0113	\$ 0.3215	\$ (0.0389)	\$ 0.0711	\$ 0.3537	\$ 0.3524	\$ 0.0013
	1/2 Pint	\$ 0.1280	\$ 0.0289	\$ 0.0014	\$ 0.0367	\$ 0.0672	\$ 0.2622	\$ 0.0095	\$ 0.2717	\$ (0.0292)	\$ 0.0534	\$ 0.2959	\$ 0.2959	\$ -
	4 Ounce	\$ 0.0640	\$ 0.0276	\$ 0.0007	\$ 0.0373	\$ 0.0336	\$ 0.1632	\$ 0.0059	\$ 0.1691	\$ (0.0146)	\$ 0.0267	\$ 0.1812	\$ 0.1802	\$ 0.0010
	Bulk per Quart	\$ 0.5118	\$ 0.0752	\$ 0.0055	\$ 0.1058	\$ 0.2688	\$ 0.9671	\$ 0.0351	\$ 1.0022	\$ (0.1166)	\$ 0.2134	\$ 1.0990	\$ 1.0898	\$ 0.0092
LOW FAT (1%) MILK	Gallon	\$ 1.9111	\$ 0.1746	\$ 0.0220	\$ (0.1067)	\$ 1.0752	\$ 3.0762	\$ 0.1116	\$ 3.1878	\$ (0.4664)	\$ 0.8536	\$ 3.5750	\$ 3.5691	\$ 0.0059
	1/2 Gallon	\$ 0.9555	\$ 0.1369	\$ 0.0110	\$ (0.0419)	\$ 0.5376	\$ 1.5991	\$ 0.0580	\$ 1.6571	\$ (0.2332)	\$ 0.4268	\$ 1.8507	\$ 1.8472	\$ 0.0035
	Quart	\$ 0.4778	\$ 0.1086	\$ 0.0055	\$ 0.0330	\$ 0.2688	\$ 0.8937	\$ 0.0324	\$ 0.9261	\$ (0.1166)	\$ 0.2134	\$ 1.0229	\$ 1.0203	\$ 0.0026
	Pint	\$ 0.2389	\$ 0.1011	\$ 0.0028	\$ 0.0755	\$ 0.1344	\$ 0.5527	\$ 0.0200	\$ 0.5727	\$ (0.0583)	\$ 0.1067	\$ 0.6211	\$ 0.6223	\$ (0.0012)
	12 Ounce	\$ 0.1792	\$ 0.0463	\$ 0.0021	\$ 0.0124	\$ 0.1008	\$ 0.3408	\$ 0.0124	\$ 0.3532	\$ (0.0437)	\$ 0.0800	\$ 0.3895	\$ 0.3879	\$ 0.0016
	10 Ounce	\$ 0.1493	\$ 0.0543	\$ 0.0017	\$ 0.0103	\$ 0.0840	\$ 0.2996	\$ 0.0109	\$ 0.3105	\$ (0.0389)	\$ 0.0711	\$ 0.3427	\$ 0.3414	\$ 0.0013
	1/2 Pint	\$ 0.1194	\$ 0.0289	\$ 0.0014	\$ 0.0367	\$ 0.0672	\$ 0.2536	\$ 0.0092	\$ 0.2628	\$ (0.0292)	\$ 0.0534	\$ 0.2870	\$ 0.2871	\$ (0.0001)
	4 Ounce	\$ 0.0597	\$ 0.0276	\$ 0.0007	\$ 0.0373	\$ 0.0336	\$ 0.1589	\$ 0.0058	\$ 0.1647	\$ (0.0146)	\$ 0.0267	\$ 0.1768	\$ 0.1757	\$ 0.0011
	Bulk per Quart	\$ 0.4778	\$ 0.0752	\$ 0.0055	\$ 0.1058	\$ 0.2688	\$ 0.9331	\$ 0.0338	\$ 0.9669	\$ (0.1166)	\$ 0.2134	\$ 1.0637	\$ 1.0545	\$ 0.0092
NON FAT (SKIM) MILK	Gallon	\$ 1.7968	\$ 0.1746	\$ 0.0220	\$ (0.1067)	\$ 1.0752	\$ 2.9619	\$ 0.1074	\$ 3.0693	\$ (0.4664)	\$ 0.8536	\$ 3.4565	\$ 3.4525	\$ 0.0040
	1/2 Gallon	\$ 0.8984	\$ 0.1369	\$ 0.0110	\$ (0.0419)	\$ 0.5376	\$ 1.5420	\$ 0.0559	\$ 1.5979	\$ (0.2332)	\$ 0.4268	\$ 1.7915	\$ 1.7888	\$ 0.0027
	Quart	\$ 0.4492	\$ 0.1086	\$ 0.0055	\$ 0.0330	\$ 0.2688	\$ 0.8651	\$ 0.0314	\$ 0.8965	\$ (0.1166)	\$ 0.2134	\$ 0.9933	\$ 0.9911	\$ 0.0022
	Pint	\$ 0.2246	\$ 0.1011	\$ 0.0028	\$ 0.0755	\$ 0.1344	\$ 0.5384	\$ 0.0195	\$ 0.5579	\$ (0.0583)	\$ 0.1067	\$ 0.6063	\$ 0.6077	\$ (0.0014)
	12 Ounce	\$ 0.1684	\$ 0.0463	\$ 0.0021	\$ 0.0124	\$ 0.1008	\$ 0.3300	\$ 0.0120	\$ 0.3420	\$ (0.0437)	\$ 0.0800	\$ 0.3783	\$ 0.3770	\$ 0.0013
	10 Ounce	\$ 0.1404	\$ 0.0543	\$ 0.0017	\$ 0.0103	\$ 0.0840	\$ 0.2907	\$ 0.0105	\$ 0.3012	\$ (0.0389)	\$ 0.0711	\$ 0.3334	\$ 0.3323	\$ 0.0011
	1/2 Pint	\$ 0.1123	\$ 0.0289	\$ 0.0014	\$ 0.0367	\$ 0.0672	\$ 0.2465	\$ 0.0089	\$ 0.2554	\$ (0.0292)	\$ 0.0534	\$ 0.2796	\$ 0.2798	\$ (0.0002)
	4 Ounce	\$ 0.0561	\$ 0.0276	\$ 0.0007	\$ 0.0373	\$ 0.0336	\$ 0.1553	\$ 0.0056	\$ 0.1609	\$ (0.0146)	\$ 0.0267	\$ 0.1730	\$ 0.1721	\$ 0.0009
	Bulk per Quart	\$ 0.4492	\$ 0.0752	\$ 0.0055	\$ 0.1058	\$ 0.2688	\$ 0.9045	\$ 0.0328	\$ 0.9373	\$ (0.1166)	\$ 0.2134	\$ 1.0341	\$ 1.0253	\$ 0.0088

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0024 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD MILK MARKETING AREA 5

WHOLESALE PRICE BUILDUP JANUARY 2014 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	Gallon	\$ 2.4896	\$ 0.1746	\$ 0.0220	\$ (0.1067)	\$ 1.0752	\$ 3.6547	\$ 0.1326	\$ 3.7873	\$ (0.4664)	\$ 0.8536	\$ 4.1745	\$ 4.1031	\$ 0.0714
	1/2 Gallon	\$ 1.2448	\$ 0.1369	\$ 0.0110	\$ (0.0419)	\$ 0.5376	\$ 1.8884	\$ 0.0685	\$ 1.9569	\$ (0.2332)	\$ 0.4268	\$ 2.1505	\$ 2.1141	\$ 0.0364
	Quart	\$ 0.6224	\$ 0.1086	\$ 0.0055	\$ 0.0330	\$ 0.2688	\$ 1.0383	\$ 0.0377	\$ 1.0760	\$ (0.1166)	\$ 0.2134	\$ 1.1728	\$ 1.1538	\$ 0.0190
	Pint	\$ 0.3112	\$ 0.1011	\$ 0.0028	\$ 0.0755	\$ 0.1344	\$ 0.6250	\$ 0.0227	\$ 0.6477	\$ (0.0583)	\$ 0.1067	\$ 0.6961	\$ 0.6890	\$ 0.0071
	12 Ounce	\$ 0.2334	\$ 0.0463	\$ 0.0021	\$ 0.0124	\$ 0.1008	\$ 0.3950	\$ 0.0143	\$ 0.4093	\$ (0.0437)	\$ 0.0800	\$ 0.4456	\$ 0.4381	\$ 0.0075
	10 Ounce	\$ 0.1945	\$ 0.0543	\$ 0.0017	\$ 0.0103	\$ 0.0840	\$ 0.3448	\$ 0.0125	\$ 0.3573	\$ (0.0389)	\$ 0.0711	\$ 0.3895	\$ 0.3831	\$ 0.0064
	1/2 Pint	\$ 0.1556	\$ 0.0289	\$ 0.0014	\$ 0.0367	\$ 0.0672	\$ 0.2898	\$ 0.0105	\$ 0.3003	\$ (0.0292)	\$ 0.0534	\$ 0.3245	\$ 0.3205	\$ 0.0040
	4 Ounce	\$ 0.0778	\$ 0.0276	\$ 0.0007	\$ 0.0373	\$ 0.0336	\$ 0.1770	\$ 0.0064	\$ 0.1834	\$ (0.0146)	\$ 0.0267	\$ 0.1955	\$ 0.1925	\$ 0.0030
Bulk per Quart	\$ 0.6224	\$ 0.0752	\$ 0.0055	\$ 0.1058	\$ 0.2688	\$ 1.0777	\$ 0.0391	\$ 1.1168	\$ (0.1166)	\$ 0.2134	\$ 1.2136	\$ 1.1880	\$ 0.0256	
FLAVORED REDUCED FAT MILK	Gallon	\$ 2.0504	\$ 0.1746	\$ 0.0220	\$ (0.1067)	\$ 1.0752	\$ 3.2155	\$ 0.1166	\$ 3.3321	\$ (0.4664)	\$ 0.8536	\$ 3.7193	\$ 3.7076	\$ 0.0117
	1/2 Gallon	\$ 1.0252	\$ 0.1369	\$ 0.0110	\$ (0.0419)	\$ 0.5376	\$ 1.6688	\$ 0.0605	\$ 1.7293	\$ (0.2332)	\$ 0.4268	\$ 1.9229	\$ 1.9164	\$ 0.0065
	Quart	\$ 0.5126	\$ 0.1086	\$ 0.0055	\$ 0.0330	\$ 0.2688	\$ 0.9285	\$ 0.0337	\$ 0.9622	\$ (0.1166)	\$ 0.2134	\$ 1.0590	\$ 1.0549	\$ 0.0041
	Pint	\$ 0.2563	\$ 0.1011	\$ 0.0028	\$ 0.0755	\$ 0.1344	\$ 0.5701	\$ 0.0207	\$ 0.5908	\$ (0.0583)	\$ 0.1067	\$ 0.6392	\$ 0.6396	\$ (0.0004)
	12 Ounce	\$ 0.1922	\$ 0.0463	\$ 0.0021	\$ 0.0124	\$ 0.1008	\$ 0.3538	\$ 0.0128	\$ 0.3666	\$ (0.0437)	\$ 0.0800	\$ 0.4029	\$ 0.4010	\$ 0.0019
	10 Ounce	\$ 0.1602	\$ 0.0543	\$ 0.0017	\$ 0.0103	\$ 0.0840	\$ 0.3105	\$ 0.0113	\$ 0.3218	\$ (0.0389)	\$ 0.0711	\$ 0.3540	\$ 0.3522	\$ 0.0018
	1/2 Pint	\$ 0.1282	\$ 0.0289	\$ 0.0014	\$ 0.0367	\$ 0.0672	\$ 0.2624	\$ 0.0095	\$ 0.2719	\$ (0.0292)	\$ 0.0534	\$ 0.2961	\$ 0.2958	\$ 0.0003
	4 Ounce	\$ 0.0641	\$ 0.0276	\$ 0.0007	\$ 0.0373	\$ 0.0336	\$ 0.1633	\$ 0.0059	\$ 0.1692	\$ (0.0146)	\$ 0.0267	\$ 0.1813	\$ 0.1801	\$ 0.0012
Bulk per Quart	\$ 0.5126	\$ 0.0752	\$ 0.0055	\$ 0.1058	\$ 0.2688	\$ 0.9679	\$ 0.0351	\$ 1.0030	\$ (0.1166)	\$ 0.2134	\$ 1.0998	\$ 1.0891	\$ 0.0107	
FLAVORED NONFAT MILK	Gallon	\$ 1.9400	\$ 0.1746	\$ 0.0220	\$ (0.1067)	\$ 1.0752	\$ 3.1051	\$ 0.1126	\$ 3.2177	\$ (0.4664)	\$ 0.8536	\$ 3.6049	\$ 3.6720	\$ (0.0671)
	1/2 Gallon	\$ 0.9700	\$ 0.1369	\$ 0.0110	\$ (0.0419)	\$ 0.5376	\$ 1.6136	\$ 0.0585	\$ 1.6721	\$ (0.2332)	\$ 0.4268	\$ 1.8657	\$ 1.8986	\$ (0.0329)
	Quart	\$ 0.4850	\$ 0.1086	\$ 0.0055	\$ 0.0330	\$ 0.2688	\$ 0.9009	\$ 0.0327	\$ 0.9336	\$ (0.1166)	\$ 0.2134	\$ 1.0304	\$ 1.0460	\$ (0.0156)
	Pint	\$ 0.2425	\$ 0.1011	\$ 0.0028	\$ 0.0755	\$ 0.1344	\$ 0.5563	\$ 0.0202	\$ 0.5765	\$ (0.0583)	\$ 0.1067	\$ 0.6249	\$ 0.6351	\$ (0.0102)
	12 Ounce	\$ 0.1819	\$ 0.0463	\$ 0.0021	\$ 0.0124	\$ 0.1008	\$ 0.3435	\$ 0.0125	\$ 0.3560	\$ (0.0437)	\$ 0.0800	\$ 0.3923	\$ 0.3976	\$ (0.0053)
	10 Ounce	\$ 0.1516	\$ 0.0543	\$ 0.0017	\$ 0.0103	\$ 0.0840	\$ 0.3019	\$ 0.0110	\$ 0.3129	\$ (0.0389)	\$ 0.0711	\$ 0.3451	\$ 0.3494	\$ (0.0043)
	1/2 Pint	\$ 0.1213	\$ 0.0289	\$ 0.0014	\$ 0.0367	\$ 0.0672	\$ 0.2555	\$ 0.0093	\$ 0.2648	\$ (0.0292)	\$ 0.0534	\$ 0.2890	\$ 0.2935	\$ (0.0045)
	4 Ounce	\$ 0.0606	\$ 0.0276	\$ 0.0007	\$ 0.0373	\$ 0.0336	\$ 0.1598	\$ 0.0058	\$ 0.1656	\$ (0.0146)	\$ 0.0267	\$ 0.1777	\$ 0.1790	\$ (0.0013)
Bulk per Quart	\$ 0.4850	\$ 0.0752	\$ 0.0055	\$ 0.1058	\$ 0.2688	\$ 0.9403	\$ 0.0341	\$ 0.9744	\$ (0.1166)	\$ 0.2134	\$ 1.0712	\$ 1.0802	\$ (0.0090)	
BUTTERMILK	Gallon	\$ 2.2938	\$ 0.1746	\$ 0.0220	\$ (0.1067)	\$ 1.0752	\$ 3.4589	\$ 0.1255	\$ 3.5844	\$ (0.4664)	\$ 0.8536	\$ 3.9716	\$ 3.9202	\$ 0.0514
	1/2 Gallon	\$ 1.1469	\$ 0.1369	\$ 0.0110	\$ (0.0419)	\$ 0.5376	\$ 1.7905	\$ 0.0649	\$ 1.8554	\$ (0.2332)	\$ 0.4268	\$ 2.0490	\$ 2.0226	\$ 0.0264
	Quart	\$ 0.5734	\$ 0.1086	\$ 0.0055	\$ 0.0330	\$ 0.2688	\$ 0.9893	\$ 0.0359	\$ 1.0252	\$ (0.1166)	\$ 0.2134	\$ 1.1220	\$ 1.1081	\$ 0.0139
	Pint	\$ 0.2867	\$ 0.1011	\$ 0.0028	\$ 0.0755	\$ 0.1344	\$ 0.6005	\$ 0.0218	\$ 0.6223	\$ (0.0583)	\$ 0.1067	\$ 0.6707	\$ 0.6661	\$ 0.0046
	12 Ounce	\$ 0.2150	\$ 0.0463	\$ 0.0021	\$ 0.0124	\$ 0.1008	\$ 0.3766	\$ 0.0137	\$ 0.3903	\$ (0.0437)	\$ 0.0800	\$ 0.4266	\$ 0.4209	\$ 0.0057
	10 Ounce	\$ 0.1792	\$ 0.0543	\$ 0.0017	\$ 0.0103	\$ 0.0840	\$ 0.3295	\$ 0.0120	\$ 0.3415	\$ (0.0389)	\$ 0.0711	\$ 0.3737	\$ 0.3688	\$ 0.0049
	1/2 Pint	\$ 0.1434	\$ 0.0289	\$ 0.0014	\$ 0.0367	\$ 0.0672	\$ 0.2776	\$ 0.0101	\$ 0.2877	\$ (0.0292)	\$ 0.0534	\$ 0.3119	\$ 0.3091	\$ 0.0028
	4 Ounce	\$ 0.0717	\$ 0.0276	\$ 0.0007	\$ 0.0373	\$ 0.0336	\$ 0.1709	\$ 0.0062	\$ 0.1771	\$ (0.0146)	\$ 0.0267	\$ 0.1892	\$ 0.1867	\$ 0.0025
Bulk per Quart	\$ 0.5734	\$ 0.0752	\$ 0.0055	\$ 0.1058	\$ 0.2688	\$ 1.0287	\$ 0.0373	\$ 1.0660	\$ (0.1166)	\$ 0.2134	\$ 1.1628	\$ 1.1423	\$ 0.0205	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0024 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP
JANUARY 2014 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
EGG NOG	Gallon	\$ 3.5704	\$ 0.1746	\$ 0.0220	\$ (0.1067)	\$ 1.0752	\$ 4.7355	\$ 0.1718	\$ 4.9073	\$ (0.4664)	\$ 0.8536	\$ 5.2945	\$ 5.2421	\$ 0.0524
	1/2 Gallon	\$ 1.7852	\$ 0.1369	\$ 0.0110	\$ (0.0419)	\$ 0.5376	\$ 2.4288	\$ 0.0881	\$ 2.5169	\$ (0.2332)	\$ 0.4268	\$ 2.7105	\$ 2.6837	\$ 0.0268
	Quart	\$ 0.8926	\$ 0.1086	\$ 0.0055	\$ 0.0330	\$ 0.2688	\$ 1.3085	\$ 0.0475	\$ 1.3560	\$ (0.1166)	\$ 0.2134	\$ 1.4528	\$ 1.4386	\$ 0.0142
	Pint	\$ 0.4463	\$ 0.1011	\$ 0.0028	\$ 0.0755	\$ 0.1344	\$ 0.7601	\$ 0.0276	\$ 0.7877	\$ (0.0583)	\$ 0.1067	\$ 0.8361	\$ 0.8314	\$ 0.0047
	12 Ounce	\$ 0.3347	\$ 0.0463	\$ 0.0021	\$ 0.0124	\$ 0.1008	\$ 0.4963	\$ 0.0180	\$ 0.5143	\$ (0.0437)	\$ 0.0800	\$ 0.5506	\$ 0.5448	\$ 0.0058
	10 Ounce	\$ 0.2789	\$ 0.0543	\$ 0.0017	\$ 0.0103	\$ 0.0840	\$ 0.4292	\$ 0.0156	\$ 0.4448	\$ (0.0389)	\$ 0.0711	\$ 0.4770	\$ 0.4721	\$ 0.0049
	1/2 Pint	\$ 0.2232	\$ 0.0289	\$ 0.0014	\$ 0.0367	\$ 0.0672	\$ 0.3574	\$ 0.0130	\$ 0.3704	\$ (0.0292)	\$ 0.0534	\$ 0.3946	\$ 0.3917	\$ 0.0029
	4 Ounce	\$ 0.1116	\$ 0.0276	\$ 0.0007	\$ 0.0373	\$ 0.0336	\$ 0.2108	\$ 0.0076	\$ 0.2184	\$ (0.0146)	\$ 0.0267	\$ 0.2305	\$ 0.2281	\$ 0.0024
	Bulk per Quart	\$ 0.8926	\$ 0.0752	\$ 0.0055	\$ 0.1058	\$ 0.2688	\$ 1.3479	\$ 0.0489	\$ 1.3968	\$ (0.1166)	\$ 0.2134	\$ 1.4936	\$ 1.4728	\$ 0.0208

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0024 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
JANUARY 2014 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1401	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 3.9010	\$ (0.4681)	\$ 0.5604	\$ 0.1108	\$ 4.10	\$ 4.10	\$ -
	1/2 Gallon	\$ 2.0137	\$ (0.2416)	\$ 0.2802	\$ 0.0569	\$ 2.11	\$ 2.11	\$ -
	Quart	\$ 1.1044	\$ (0.1325)	\$ 0.1401	\$ 0.0309	\$ 1.14	\$ 1.14	\$ -
	Pint	\$ 0.6619	\$ (0.0794)	\$ 0.0701	\$ 0.0181	\$ 0.67	\$ 0.67	\$ -
	12 Ounce	\$ 0.4200	\$ (0.0504)	\$ 0.0525	\$ 0.0117	\$ 0.43	\$ 0.43	\$ -
	10 Ounce	\$ 0.3682	\$ (0.0442)	\$ 0.0438	\$ 0.0102	\$ 0.38	\$ 0.38	\$ -
	1/2 Pint	\$ 0.3074	\$ (0.0369)	\$ 0.0350	\$ 0.0085	\$ 0.31	\$ 0.31	\$ -
	4 Ounce	\$ 0.1870	\$ (0.0224)	\$ 0.0175	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1452	\$ (0.1374)	\$ 0.1401	\$ 0.0319	\$ 1.18	\$ 1.17	\$ 0.01
REDUCED FAT (2%) MILK	Gallon	\$ 3.7161	\$ (0.4459)	\$ 0.5604	\$ 0.1063	\$ 3.94	\$ 3.93	\$ 0.01
	1/2 Gallon	\$ 1.9213	\$ (0.2306)	\$ 0.2802	\$ 0.0547	\$ 2.03	\$ 2.02	\$ 0.01
	Quart	\$ 1.0581	\$ (0.1270)	\$ 0.1401	\$ 0.0297	\$ 1.10	\$ 1.10	\$ -
	Pint	\$ 0.6388	\$ (0.0767)	\$ 0.0701	\$ 0.0175	\$ 0.65	\$ 0.65	\$ -
	12 Ounce	\$ 0.4026	\$ (0.0483)	\$ 0.0525	\$ 0.0113	\$ 0.42	\$ 0.42	\$ -
	10 Ounce	\$ 0.3537	\$ (0.0424)	\$ 0.0438	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 Pint	\$ 0.2959	\$ (0.0355)	\$ 0.0350	\$ 0.0082	\$ 0.30	\$ 0.30	\$ -
	4 Ounce	\$ 0.1812	\$ (0.0217)	\$ 0.0175	\$ 0.0049	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.0990	\$ (0.1319)	\$ 0.1401	\$ 0.0307	\$ 1.14	\$ 1.13	\$ 0.01
LOWFAT (1%) MILK	Gallon	\$ 3.5750	\$ (0.4290)	\$ 0.5604	\$ 0.1028	\$ 3.81	\$ 3.80	\$ 0.01
	1/2 Gallon	\$ 1.8507	\$ (0.2221)	\$ 0.2802	\$ 0.0530	\$ 1.96	\$ 1.96	\$ -
	Quart	\$ 1.0229	\$ (0.1227)	\$ 0.1401	\$ 0.0289	\$ 1.07	\$ 1.07	\$ -
	Pint	\$ 0.6211	\$ (0.0745)	\$ 0.0701	\$ 0.0171	\$ 0.63	\$ 0.63	\$ -
	12 Ounce	\$ 0.3895	\$ (0.0467)	\$ 0.0525	\$ 0.0110	\$ 0.41	\$ 0.40	\$ 0.01
	10 Ounce	\$ 0.3427	\$ (0.0411)	\$ 0.0438	\$ 0.0096	\$ 0.36	\$ 0.35	\$ 0.01
	1/2 Pint	\$ 0.2870	\$ (0.0344)	\$ 0.0350	\$ 0.0080	\$ 0.30	\$ 0.30	\$ -
	4 Ounce	\$ 0.1768	\$ (0.0212)	\$ 0.0175	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0637	\$ (0.1276)	\$ 0.1401	\$ 0.0299	\$ 1.11	\$ 1.10	\$ 0.01
NONFAT (SKIM) MILK	Gallon	\$ 3.4565	\$ (0.4148)	\$ 0.5604	\$ 0.1000	\$ 3.70	\$ 3.70	\$ -
	1/2 Gallon	\$ 1.7915	\$ (0.2150)	\$ 0.2802	\$ 0.0515	\$ 1.91	\$ 1.91	\$ -
	Quart	\$ 0.9933	\$ (0.1192)	\$ 0.1401	\$ 0.0281	\$ 1.04	\$ 1.04	\$ -
	Pint	\$ 0.6063	\$ (0.0728)	\$ 0.0701	\$ 0.0167	\$ 0.62	\$ 0.62	\$ -
	12 Ounce	\$ 0.3783	\$ (0.0454)	\$ 0.0525	\$ 0.0107	\$ 0.40	\$ 0.40	\$ -
	10 Ounce	\$ 0.3334	\$ (0.0400)	\$ 0.0438	\$ 0.0094	\$ 0.35	\$ 0.35	\$ -
	1/2 Pint	\$ 0.2796	\$ (0.0336)	\$ 0.0350	\$ 0.0078	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1730	\$ (0.0208)	\$ 0.0175	\$ 0.0047	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0341	\$ (0.1241)	\$ 0.1401	\$ 0.0291	\$ 1.08	\$ 1.07	\$ 0.01

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
JANUARY 2014 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1401	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	Gallon	\$ 4.1745	\$ (0.5009)	\$ 0.5604	\$ 0.1175	\$ 4.35	\$ 4.29	\$ 0.06
	1/2 Gallon	\$ 2.1505	\$ (0.2581)	\$ 0.2802	\$ 0.0603	\$ 2.23	\$ 2.20	\$ 0.03
	Quart	\$ 1.1728	\$ (0.1407)	\$ 0.1401	\$ 0.0325	\$ 1.20	\$ 1.19	\$ 0.01
	Pint	\$ 0.6961	\$ (0.0835)	\$ 0.0701	\$ 0.0189	\$ 0.70	\$ 0.70	\$ -
	12 Ounce	\$ 0.4456	\$ (0.0535)	\$ 0.0525	\$ 0.0123	\$ 0.46	\$ 0.45	\$ 0.01
	10 Ounce	\$ 0.3895	\$ (0.0467)	\$ 0.0438	\$ 0.0107	\$ 0.40	\$ 0.39	\$ 0.01
	1/2 Pint	\$ 0.3245	\$ (0.0389)	\$ 0.0350	\$ 0.0089	\$ 0.33	\$ 0.33	\$ -
	4 Ounce	\$ 0.1955	\$ (0.0235)	\$ 0.0175	\$ 0.0053	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2136	\$ (0.1456)	\$ 0.1401	\$ 0.0335	\$ 1.24	\$ 1.22	\$ 0.02
FLAVORED REDUCED FAT MILK	Gallon	\$ 3.7193	\$ (0.4463)	\$ 0.5604	\$ 0.1064	\$ 3.94	\$ 3.93	\$ 0.01
	1/2 Gallon	\$ 1.9229	\$ (0.2307)	\$ 0.2802	\$ 0.0547	\$ 2.03	\$ 2.02	\$ 0.01
	Quart	\$ 1.0590	\$ (0.1271)	\$ 0.1401	\$ 0.0297	\$ 1.10	\$ 1.10	\$ -
	Pint	\$ 0.6392	\$ (0.0767)	\$ 0.0701	\$ 0.0176	\$ 0.65	\$ 0.65	\$ -
	12 Ounce	\$ 0.4029	\$ (0.0483)	\$ 0.0525	\$ 0.0113	\$ 0.42	\$ 0.42	\$ -
	10 Ounce	\$ 0.3540	\$ (0.0425)	\$ 0.0438	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 Pint	\$ 0.2961	\$ (0.0355)	\$ 0.0350	\$ 0.0082	\$ 0.30	\$ 0.30	\$ -
	4 Ounce	\$ 0.1813	\$ (0.0218)	\$ 0.0175	\$ 0.0049	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.0998	\$ (0.1320)	\$ 0.1401	\$ 0.0307	\$ 1.14	\$ 1.13	\$ 0.01
FLAVORED NONFAT MILK	Gallon	\$ 3.6049	\$ (0.4326)	\$ 0.5604	\$ 0.1036	\$ 3.84	\$ 3.90	\$ (0.06)
	1/2 Gallon	\$ 1.8657	\$ (0.2239)	\$ 0.2802	\$ 0.0533	\$ 1.98	\$ 2.01	\$ (0.03)
	Quart	\$ 1.0304	\$ (0.1236)	\$ 0.1401	\$ 0.0291	\$ 1.08	\$ 1.09	\$ (0.01)
	Pint	\$ 0.6249	\$ (0.0750)	\$ 0.0701	\$ 0.0172	\$ 0.64	\$ 0.65	\$ (0.01)
	12 Ounce	\$ 0.3923	\$ (0.0471)	\$ 0.0525	\$ 0.0110	\$ 0.41	\$ 0.41	\$ -
	10 Ounce	\$ 0.3451	\$ (0.0414)	\$ 0.0438	\$ 0.0096	\$ 0.36	\$ 0.36	\$ -
	1/2 Pint	\$ 0.2890	\$ (0.0347)	\$ 0.0350	\$ 0.0080	\$ 0.30	\$ 0.30	\$ -
	4 Ounce	\$ 0.1777	\$ (0.0213)	\$ 0.0175	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0712	\$ (0.1285)	\$ 0.1401	\$ 0.0300	\$ 1.11	\$ 1.12	\$ (0.01)
BUTTERMILK	Gallon	\$ 3.9716	\$ (0.4766)	\$ 0.5604	\$ 0.1125	\$ 4.17	\$ 4.12	\$ 0.05
	1/2 Gallon	\$ 2.0490	\$ (0.2459)	\$ 0.2802	\$ 0.0578	\$ 2.14	\$ 2.12	\$ 0.02
	Quart	\$ 1.1220	\$ (0.1346)	\$ 0.1401	\$ 0.0313	\$ 1.16	\$ 1.15	\$ 0.01
	Pint	\$ 0.6707	\$ (0.0805)	\$ 0.0701	\$ 0.0183	\$ 0.68	\$ 0.67	\$ 0.01
	12 Ounce	\$ 0.4266	\$ (0.0512)	\$ 0.0525	\$ 0.0119	\$ 0.44	\$ 0.43	\$ 0.01
	10 Ounce	\$ 0.3737	\$ (0.0448)	\$ 0.0438	\$ 0.0103	\$ 0.38	\$ 0.38	\$ -
	1/2 Pint	\$ 0.3119	\$ (0.0374)	\$ 0.0350	\$ 0.0086	\$ 0.32	\$ 0.32	\$ -
	4 Ounce	\$ 0.1892	\$ (0.0227)	\$ 0.0175	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1628	\$ (0.1395)	\$ 0.1401	\$ 0.0323	\$ 1.20	\$ 1.18	\$ 0.02

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
JANUARY 2014 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1401	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	Gallon	\$ 5.2945	\$ (0.6353)	\$ 0.5604	\$ 0.1448	\$ 5.36	\$ 5.32	\$ 0.04
	1/2 Gallon	\$ 2.7105	\$ (0.3253)	\$ 0.2802	\$ 0.0740	\$ 2.74	\$ 2.72	\$ 0.02
	Quart	\$ 1.4528	\$ (0.1743)	\$ 0.1401	\$ 0.0394	\$ 1.46	\$ 1.45	\$ 0.01
	Pint	\$ 0.8361	\$ (0.1003)	\$ 0.0701	\$ 0.0224	\$ 0.85	\$ 0.84	\$ 0.01
	12 Ounce	\$ 0.5506	\$ (0.0661)	\$ 0.0525	\$ 0.0149	\$ 0.56	\$ 0.55	\$ 0.01
	10 Ounce	\$ 0.4770	\$ (0.0572)	\$ 0.0438	\$ 0.0129	\$ 0.48	\$ 0.48	\$ -
	1/2 Pint	\$ 0.3946	\$ (0.0474)	\$ 0.0350	\$ 0.0106	\$ 0.40	\$ 0.40	\$ -
	4 Ounce	\$ 0.2305	\$ (0.0277)	\$ 0.0175	\$ 0.0061	\$ 0.24	\$ 0.23	\$ 0.01
	Bulk per Quart	\$ 1.4936	\$ (0.1792)	\$ 0.1401	\$ 0.0404	\$ 1.50	\$ 1.48	\$ 0.02