

Pennsylvania Milk Marketing Board SALES IN PMMB AREA 3 BY TYPE OF MILK

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

Standard Milk	30.64
Flavored Milk	2.69
Egg Nog	0.54
Reduced Fat Flavored Milk	6.59
Nonfat Flavored Milk	6.08
Reduced Fat Milk	27.25
Low Fat Milk	13.63
Buttermilk	1.04
Nonfat Milk	<u>11.54</u>
	<u>100.0%</u>

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

Standard Milk	32.00
Flavored Milk	2.82
Egg Nog	0.47
Reduced Fat Flavored Milk	4.27
Nonfat Flavored Milk	7.83
Reduced Fat Milk	26.66
Low Fat Milk	14.37
Buttermilk	0.65
Nonfat Milk	<u>10.93</u>
	<u>100.0%</u>

⁽¹⁾ Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2016.

⁽²⁾ Pounds of milk used in deriving percentages.

⁽³⁾ The Area 3 cross-section dealers contribute 69.2% of the total milk to this area:

- * Clover Farms Dairy Company
- * Dan Ed Corporation (trading as Guers Dairy)
- * Dean Dairy Holdings Inc. (doing business as Swiss Premium Dairy)
- * Monroe County Milk Producers Coop (doing business as Pocono Mountain Dairy)
- * Valley Farms Dairy
- * Turkey Hill LP
- * Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 1,615,628	97,054,344	\$ 0.0166
Standardization & Pasteurization	\$ 3,819,879	142,415,046	\$ 0.0268
Bottling	\$ 5,028,628	138,669,716	\$ 0.0363
Cold Room	\$ 6,776,499	151,365,320	\$ 0.0448
Delivery	\$ 13,178,764	107,409,214	\$ 0.1227
Selling	\$ 2,733,491	105,944,034	\$ 0.0258

Total Cost per Point **\$ 0.2730**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**CONTAINER COSTS
YEAR 2016 UNITS (@ APRIL 2017 COSTS)**

A		B	C	D	E	F	G	H
					(C ÷ D)			(F x (1+G))
Container Size		Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to JAN-2018) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 979,751	5,981,754	\$ 0.1638			
		Purchased	\$ 1,047,894	4,736,592	\$ 0.2212			
			\$ 2,027,645	10,718,346	\$ 0.1892	\$ 0.1984	1.68%	\$ 0.2017
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 1,358,512	10,154,451	\$ 0.1338			
	Paper	Purchased	\$ 72,688	532,980	\$ 0.1364			
	Combined		\$ 1,431,200	10,687,431	\$ 0.1339	\$ 0.1392	1.22%	\$ 0.1409
QUART	Plastic	Purchased	\$ 342,585	2,771,152	\$ 0.1236			
	Paper	Purchased	\$ 53,752	623,242	\$ 0.0862			
	Combined		\$ 396,337	3,394,394	\$ 0.1168	\$ 0.1194	1.57%	\$ 0.1213
PINT	Plastic	Purchased	\$ 150,421	1,615,220	\$ 0.0931			
	Paper	Purchased	\$ 178,022	3,210,343	\$ 0.0555			
	Combined		\$ 328,443	4,825,563	\$ 0.0681	\$ 0.0714	1.62%	\$ 0.0726
12 Ounce		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic	Purchased	\$ 8,426	129,135	\$ 0.0652	\$ 0.0657	0.92%	\$ 0.0663
	Paper	Purchased	\$ 1,115,210	43,607,167	\$ 0.0256	\$ 0.0327	0.85%	\$ 0.0330
4 Ounce	Paper	Purchased	\$ 23,483	799,881	\$ 0.0294	\$ 0.0294	1.53%	\$ 0.0298
Bulk Per Quart		Purchased	\$ 39,391	870,767	\$ 0.0452	\$ 0.0452	1.30%	\$ 0.0458

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 761	55,084,219	\$ -
Reduced Fat (2%) Milk	\$ 8,356	46,625,350	\$ 0.0002
Low Fat (1%) Milk	\$ 5,025	25,351,850	\$ 0.0002
Non Fat (Skim) Milk	\$ 30,761	18,898,259	\$ 0.0016
Flavored Milk	\$ 143,706	3,650,194	\$ 0.0394
Flavored Reduced Fat Milk	\$ 195,688	5,837,930	\$ 0.0335
Flavored NONFAT Milk	\$ 331,551	11,336,086	\$ 0.0292
Buttermilk	\$ 555	49,763	\$ 0.0112
Egg Nog	\$ 106,230	704,663	\$ 0.1508

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2016 DATA**

	A	B	C	D	E	F	G
						-(C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1	Shrinkage	25,400,907	732,439	n/a	\$ 2,607,752	n/a	\$ 2,607,752 \$ 500,943
2	Bulk MILK - diverted	46,013,592	1,753,676	\$ 7,350,961	\$ 7,015,667	n/a	\$ (335,294) \$ (42,378)
3	Bulk MILK - transferred	25,005,607	790,408	\$ 4,294,730	\$ 3,468,372	\$ 706,778	\$ (119,580) \$ (1,707)
4	Bulk MILK - TOTAL (Rows 2 + 3)	71,019,199	2,544,084	\$ 11,645,691	\$ 10,484,039	\$ 706,778	\$ (454,874) \$ (44,085)
5	Bulk CREAM - transferred	31,444,072	13,731,932	\$ 37,109,505	\$ 32,676,255	\$ 899,139	\$ (3,534,111) \$ (759,692)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 500,943	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ (44,085)	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (759,692)	
9	Total	\$ (302,834)	188,550,165 \$ (0.0016)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

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

	Class I
Skim Rate	\$ 11.48
Butterfat Rate	\$ 2.4937

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	55,084,219	1,799,706	3.2672%	53,284,513	\$ 4,487,927	\$ 6,117,062	\$ 10,604,989	\$ 0.1925	\$ -	\$ (0.0016)	\$ 0.1909
Reduced Fat (2%) Milk	46,625,350	919,899	1.9730%	45,705,451	\$ 2,293,952	\$ 5,246,986	\$ 7,540,938	\$ 0.1617	\$ 0.0002	\$ (0.0016)	\$ 0.1603
Low Fat (1%) Milk	25,351,850	250,231	0.9870%	25,101,619	\$ 624,001	\$ 2,881,666	\$ 3,505,667	\$ 0.1383	\$ 0.0002	\$ (0.0016)	\$ 0.1369
Non Fat (Skim) Milk	18,898,259	16,962	0.0898%	18,881,297	\$ 42,298	\$ 2,167,573	\$ 2,209,871	\$ 0.1169	\$ 0.0016	\$ (0.0016)	\$ 0.1169
Flavored Milk	3,650,194	120,657	3.3055%	3,529,537	\$ 300,882	\$ 405,191	\$ 706,073	\$ 0.1934	\$ 0.0394	\$ (0.0016)	\$ 0.2312
Flavored Reduced Fat Milk	5,837,930	79,063	1.3543%	5,758,867	\$ 197,159	\$ 661,118	\$ 858,277	\$ 0.1470	\$ 0.0335	\$ (0.0016)	\$ 0.1789
Flavored NONFAT Milk	11,336,086	11,400	0.1006%	11,324,686	\$ 28,428	\$ 1,300,074	\$ 1,328,502	\$ 0.1172	\$ 0.0292	\$ (0.0016)	\$ 0.1448
Buttermilk	49,763	1,891	3.8000%	47,872	\$ 4,716	\$ 5,496	\$ 10,212	\$ 0.2052	\$ 0.0112	\$ (0.0016)	\$ 0.2148
Egg Nog	704,663	44,981	6.3833%	659,682	\$ 112,169	\$ 75,731	\$ 187,900	\$ 0.2667	\$ 0.1508	\$ (0.0016)	\$ 0.4159

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2017 vs. Year 2016)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 ST HALF COSTS		1 ST HALF POINTS		1 ST HALF COST per POINT		INCREASE (DECREASE)
2017	2016	2017	2016	2017	2016	

WEIGHTED LABOR COSTS	\$ 11,387,044	\$ 10,602,813	77,414,127	69,935,512	\$ 0.1471	\$ 0.1516	\$ (0.0045)
WEIGHTED UTILITY COSTS	\$ 574,608	\$ 606,397	77,414,127	69,935,512	\$ 0.0074	\$ 0.0087	\$ (0.0013)
WEIGHTED INSURANCE COSTS	\$ 290,471	\$ 310,138	77,414,127	69,935,512	\$ 0.0038	\$ 0.0044	\$ (0.0006)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0064)

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2016 to NOVEMBER 2017

1. Weighted Diesel Fuel Costs - YEAR 2016	\$ 1,187,799
2. Average On-Highway Diesel Price per Gallon - YEAR 2016 ⁽¹⁾	\$ 2.437
3. On-Highway Diesel Price per Gallon - NOVEMBER 2017 ⁽¹⁾	\$ 3.031
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	24.37%
5. Presumed Diesel Fuel Costs - NOVEMBER 2017 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,477,316</u>
6. Change in Diesel Fuel Costs from YEAR 2016 to NOVEMBER 2017 (Line 5 - Line 1)	\$ 289,517
7. Weighted Delivery Points - YEAR 2016	<u>107,409,214</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ 0.0027</u>

Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.
web address = https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2016 to SEPTEMBER 2017

1. Weighted Heating Fuel Costs - YEAR 2016	\$	181,564
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2016 ⁽¹⁾	\$	7.70
3. Pennsylvania Average Natural Gas Price - Industrial - SEPTEMBER 2017 ⁽¹⁾	\$	9.09
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		18.05%
5. Presumed Heating Fuel Costs - SEPTEMBER 2017 ((Line 1 X Line 4) + Line 1)	\$	<u>214,336</u>
6. Change in Heating Fuel Costs from YEAR 2016 to SEPTEMBER 2017 (Line 5 - Line 1)	\$	32,772
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2016		<u>142,415,046</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0002</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 3**

**WHOLESALE PRICE BUILDUP
JANUARY 2018 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 1.6417	\$ 0.2017	\$ 0.0052	\$ (0.0812)	\$ 1.0920	\$ 2.8594	\$ 0.1006	\$ 2.9600	\$ (0.4992)	\$ 0.9448	\$ 3.4056	\$ 3.4788	\$ (0.0732)
	1/2 GALLON	\$ 0.8209	\$ 0.1409	\$ 0.0026	\$ (0.0472)	\$ 0.5460	\$ 1.4632	\$ 0.0515	\$ 1.5147	\$ (0.2496)	\$ 0.4724	\$ 1.7375	\$ 1.7773	\$ (0.0398)
	QUART	\$ 0.4104	\$ 0.1213	\$ 0.0013	\$ 0.0220	\$ 0.2730	\$ 0.8280	\$ 0.0291	\$ 0.8571	\$ (0.1248)	\$ 0.2362	\$ 0.9685	\$ 0.9748	\$ (0.0063)
	PINT	\$ 0.2052	\$ 0.0726	\$ 0.0006	\$ 0.0422	\$ 0.1365	\$ 0.4571	\$ 0.0161	\$ 0.4732	\$ (0.0624)	\$ 0.1181	\$ 0.5289	\$ 0.5326	\$ (0.0037)
	12 OUNCE	\$ 0.1539	\$ 0.0630	\$ 0.0005	\$ 0.0435	\$ 0.1024	\$ 0.3633	\$ 0.0128	\$ 0.3761	\$ (0.0468)	\$ 0.0886	\$ 0.4179	\$ 0.4243	\$ (0.0064)
	10 OUNCE	\$ 0.1283	\$ 0.0587	\$ 0.0004	\$ 0.0462	\$ 0.0853	\$ 0.3189	\$ 0.0112	\$ 0.3301	\$ (0.0390)	\$ 0.0738	\$ 0.3649	\$ 0.3701	\$ (0.0052)
	1/2 PINT	\$ 0.1026	\$ 0.0330	\$ 0.0003	\$ 0.0202	\$ 0.0683	\$ 0.2244	\$ 0.0079	\$ 0.2323	\$ (0.0312)	\$ 0.0591	\$ 0.2602	\$ 0.2607	\$ (0.0005)
	4 OUNCE	\$ 0.0513	\$ 0.0298	\$ 0.0002	\$ 0.0303	\$ 0.0341	\$ 0.1457	\$ 0.0051	\$ 0.1508	\$ (0.0156)	\$ 0.0295	\$ 0.1647	\$ 0.1648	\$ (0.0001)
	Bulk per Quart	\$ 0.4104	\$ 0.0458	\$ 0.0013	\$ 0.0027	\$ 0.2730	\$ 0.7332	\$ 0.0258	\$ 0.7590	\$ (0.1248)	\$ 0.2362	\$ 0.8704	\$ 0.8801	\$ (0.0097)
REDUCED FAT (2%) MILK	GALLON	\$ 1.3818	\$ 0.2017	\$ 0.0052	\$ (0.0812)	\$ 1.0920	\$ 2.5995	\$ 0.0915	\$ 2.6910	\$ (0.4992)	\$ 0.9448	\$ 3.1366	\$ 3.2026	\$ (0.0660)
	1/2 GALLON	\$ 0.6909	\$ 0.1409	\$ 0.0026	\$ (0.0472)	\$ 0.5460	\$ 1.3332	\$ 0.0469	\$ 1.3801	\$ (0.2496)	\$ 0.4724	\$ 1.6029	\$ 1.6392	\$ (0.0363)
	QUART	\$ 0.3454	\$ 0.1213	\$ 0.0013	\$ 0.0220	\$ 0.2730	\$ 0.7630	\$ 0.0269	\$ 0.7899	\$ (0.1248)	\$ 0.2362	\$ 0.9013	\$ 0.9056	\$ (0.0043)
	PINT	\$ 0.1727	\$ 0.0726	\$ 0.0006	\$ 0.0422	\$ 0.1365	\$ 0.4246	\$ 0.0149	\$ 0.4395	\$ (0.0624)	\$ 0.1181	\$ 0.4952	\$ 0.4981	\$ (0.0029)
	12 OUNCE	\$ 0.1295	\$ 0.0630	\$ 0.0005	\$ 0.0435	\$ 0.1024	\$ 0.3389	\$ 0.0119	\$ 0.3508	\$ (0.0468)	\$ 0.0886	\$ 0.3926	\$ 0.3984	\$ (0.0058)
	10 OUNCE	\$ 0.1080	\$ 0.0587	\$ 0.0004	\$ 0.0462	\$ 0.0853	\$ 0.2986	\$ 0.0105	\$ 0.3091	\$ (0.0390)	\$ 0.0738	\$ 0.3439	\$ 0.3486	\$ (0.0047)
	1/2 PINT	\$ 0.0864	\$ 0.0330	\$ 0.0003	\$ 0.0202	\$ 0.0683	\$ 0.2082	\$ 0.0073	\$ 0.2155	\$ (0.0312)	\$ 0.0591	\$ 0.2434	\$ 0.2434	\$ -
	4 OUNCE	\$ 0.0432	\$ 0.0298	\$ 0.0002	\$ 0.0303	\$ 0.0341	\$ 0.1376	\$ 0.0048	\$ 0.1424	\$ (0.0156)	\$ 0.0295	\$ 0.1563	\$ 0.1562	\$ 0.0001
	Bulk per Quart	\$ 0.3454	\$ 0.0458	\$ 0.0013	\$ 0.0027	\$ 0.2730	\$ 0.6682	\$ 0.0235	\$ 0.6917	\$ (0.1248)	\$ 0.2362	\$ 0.8031	\$ 0.8110	\$ (0.0079)
LOW FAT (1%) MILK	GALLON	\$ 1.1801	\$ 0.2017	\$ 0.0052	\$ (0.0812)	\$ 1.0920	\$ 2.3978	\$ 0.0844	\$ 2.4822	\$ (0.4992)	\$ 0.9448	\$ 2.9278	\$ 2.9956	\$ (0.0678)
	1/2 GALLON	\$ 0.5900	\$ 0.1409	\$ 0.0026	\$ (0.0472)	\$ 0.5460	\$ 1.2323	\$ 0.0434	\$ 1.2757	\$ (0.2496)	\$ 0.4724	\$ 1.4985	\$ 1.5356	\$ (0.0371)
	QUART	\$ 0.2950	\$ 0.1213	\$ 0.0013	\$ 0.0220	\$ 0.2730	\$ 0.7126	\$ 0.0251	\$ 0.7377	\$ (0.1248)	\$ 0.2362	\$ 0.8491	\$ 0.8538	\$ (0.0047)
	PINT	\$ 0.1475	\$ 0.0726	\$ 0.0006	\$ 0.0422	\$ 0.1365	\$ 0.3994	\$ 0.0141	\$ 0.4135	\$ (0.0624)	\$ 0.1181	\$ 0.4692	\$ 0.4723	\$ (0.0031)
	12 OUNCE	\$ 0.1106	\$ 0.0630	\$ 0.0005	\$ 0.0435	\$ 0.1024	\$ 0.3200	\$ 0.0113	\$ 0.3313	\$ (0.0468)	\$ 0.0886	\$ 0.3731	\$ 0.3790	\$ (0.0059)
	10 OUNCE	\$ 0.0922	\$ 0.0587	\$ 0.0004	\$ 0.0462	\$ 0.0853	\$ 0.2828	\$ 0.0100	\$ 0.2928	\$ (0.0390)	\$ 0.0738	\$ 0.3276	\$ 0.3324	\$ (0.0048)
	1/2 PINT	\$ 0.0738	\$ 0.0330	\$ 0.0003	\$ 0.0202	\$ 0.0683	\$ 0.1956	\$ 0.0069	\$ 0.2025	\$ (0.0312)	\$ 0.0591	\$ 0.2304	\$ 0.2305	\$ (0.0001)
	4 OUNCE	\$ 0.0369	\$ 0.0298	\$ 0.0002	\$ 0.0303	\$ 0.0341	\$ 0.1313	\$ 0.0046	\$ 0.1359	\$ (0.0156)	\$ 0.0295	\$ 0.1498	\$ 0.1497	\$ 0.0001
	Bulk per Quart	\$ 0.2950	\$ 0.0458	\$ 0.0013	\$ 0.0027	\$ 0.2730	\$ 0.6178	\$ 0.0217	\$ 0.6395	\$ (0.1248)	\$ 0.2362	\$ 0.7509	\$ 0.7592	\$ (0.0083)
NON FAT (SKIM) MILK	GALLON	\$ 1.0088	\$ 0.2017	\$ 0.0052	\$ (0.0812)	\$ 1.0920	\$ 2.2265	\$ 0.0784	\$ 2.3049	\$ (0.4992)	\$ 0.9448	\$ 2.7505	\$ 2.8290	\$ (0.0785)
	1/2 GALLON	\$ 0.5044	\$ 0.1409	\$ 0.0026	\$ (0.0472)	\$ 0.5460	\$ 1.1467	\$ 0.0404	\$ 1.1871	\$ (0.2496)	\$ 0.4724	\$ 1.4099	\$ 1.4523	\$ (0.0424)
	QUART	\$ 0.2522	\$ 0.1213	\$ 0.0013	\$ 0.0220	\$ 0.2730	\$ 0.6698	\$ 0.0236	\$ 0.6934	\$ (0.1248)	\$ 0.2362	\$ 0.8048	\$ 0.8122	\$ (0.0074)
	PINT	\$ 0.1261	\$ 0.0726	\$ 0.0006	\$ 0.0422	\$ 0.1365	\$ 0.3780	\$ 0.0133	\$ 0.3913	\$ (0.0624)	\$ 0.1181	\$ 0.4470	\$ 0.4515	\$ (0.0045)
	12 OUNCE	\$ 0.0946	\$ 0.0630	\$ 0.0005	\$ 0.0435	\$ 0.1024	\$ 0.3040	\$ 0.0107	\$ 0.3147	\$ (0.0468)	\$ 0.0886	\$ 0.3565	\$ 0.3633	\$ (0.0068)
	10 OUNCE	\$ 0.0788	\$ 0.0587	\$ 0.0004	\$ 0.0462	\$ 0.0853	\$ 0.2694	\$ 0.0095	\$ 0.2789	\$ (0.0390)	\$ 0.0738	\$ 0.3137	\$ 0.3194	\$ (0.0057)
	1/2 PINT	\$ 0.0631	\$ 0.0330	\$ 0.0003	\$ 0.0202	\$ 0.0683	\$ 0.1849	\$ 0.0065	\$ 0.1914	\$ (0.0312)	\$ 0.0591	\$ 0.2193	\$ 0.2200	\$ (0.0007)
	4 OUNCE	\$ 0.0315	\$ 0.0298	\$ 0.0002	\$ 0.0303	\$ 0.0341	\$ 0.1259	\$ 0.0044	\$ 0.1303	\$ (0.0156)	\$ 0.0295	\$ 0.1442	\$ 0.1445	\$ (0.0003)
	Bulk per Quart	\$ 0.2522	\$ 0.0458	\$ 0.0013	\$ 0.0027	\$ 0.2730	\$ 0.5750	\$ 0.0202	\$ 0.5952	\$ (0.1248)	\$ 0.2362	\$ 0.7066	\$ 0.7176	\$ (0.0110)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0048 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP
JANUARY 2018 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 1.8496	\$ 0.2017	\$ 0.0052	\$ (0.0812)	\$ 1.0920	\$ 3.0673	\$ 0.1080	\$ 3.1753	\$ (0.4992)	\$ 0.9448	\$ 3.6209	\$ 3.7113	\$ (0.0904)
	1/2 GALLON	\$ 0.9248	\$ 0.1409	\$ 0.0026	\$ (0.0472)	\$ 0.5460	\$ 1.5671	\$ 0.0552	\$ 1.6223	\$ (0.2496)	\$ 0.4724	\$ 1.8451	\$ 1.8935	\$ (0.0484)
	QUART	\$ 0.4624	\$ 0.1213	\$ 0.0013	\$ 0.0220	\$ 0.2730	\$ 0.8800	\$ 0.0310	\$ 0.9110	\$ (0.1248)	\$ 0.2362	\$ 1.0224	\$ 1.0328	\$ (0.0104)
	PINT	\$ 0.2312	\$ 0.0726	\$ 0.0006	\$ 0.0422	\$ 0.1365	\$ 0.4831	\$ 0.0170	\$ 0.5001	\$ (0.0624)	\$ 0.1181	\$ 0.5558	\$ 0.5617	\$ (0.0059)
	12 OUNCE	\$ 0.1734	\$ 0.0630	\$ 0.0005	\$ 0.0435	\$ 0.1024	\$ 0.3828	\$ 0.0135	\$ 0.3963	\$ (0.0468)	\$ 0.0886	\$ 0.4381	\$ 0.4461	\$ (0.0080)
	10 OUNCE	\$ 0.1445	\$ 0.0587	\$ 0.0004	\$ 0.0462	\$ 0.0853	\$ 0.3351	\$ 0.0118	\$ 0.3469	\$ (0.0390)	\$ 0.0738	\$ 0.3817	\$ 0.3883	\$ (0.0066)
	1/2 PINT	\$ 0.1156	\$ 0.0330	\$ 0.0003	\$ 0.0202	\$ 0.0683	\$ 0.2374	\$ 0.0084	\$ 0.2458	\$ (0.0312)	\$ 0.0591	\$ 0.2737	\$ 0.2752	\$ (0.0015)
	4 OUNCE	\$ 0.0578	\$ 0.0298	\$ 0.0002	\$ 0.0303	\$ 0.0341	\$ 0.1522	\$ 0.0054	\$ 0.1576	\$ (0.0156)	\$ 0.0295	\$ 0.1715	\$ 0.1722	\$ (0.0007)
	Bulk per Quart	\$ 0.4624	\$ 0.0458	\$ 0.0013	\$ 0.0027	\$ 0.2730	\$ 0.7852	\$ 0.0276	\$ 0.8128	\$ (0.1248)	\$ 0.2362	\$ 0.9242	\$ 0.9382	\$ (0.0140)
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.4312	\$ 0.2017	\$ 0.0052	\$ (0.0812)	\$ 1.0920	\$ 2.6489	\$ 0.0932	\$ 2.7421	\$ (0.4992)	\$ 0.9448	\$ 3.1877	\$ 3.2732	\$ (0.0855)
	1/2 GALLON	\$ 0.7156	\$ 0.1409	\$ 0.0026	\$ (0.0472)	\$ 0.5460	\$ 1.3579	\$ 0.0478	\$ 1.4057	\$ (0.2496)	\$ 0.4724	\$ 1.6285	\$ 1.6745	\$ (0.0460)
	QUART	\$ 0.3578	\$ 0.1213	\$ 0.0013	\$ 0.0220	\$ 0.2730	\$ 0.7754	\$ 0.0273	\$ 0.8027	\$ (0.1248)	\$ 0.2362	\$ 0.9141	\$ 0.9233	\$ (0.0092)
	PINT	\$ 0.1789	\$ 0.0726	\$ 0.0006	\$ 0.0422	\$ 0.1365	\$ 0.4308	\$ 0.0152	\$ 0.4460	\$ (0.0624)	\$ 0.1181	\$ 0.5017	\$ 0.5069	\$ (0.0052)
	12 OUNCE	\$ 0.1342	\$ 0.0630	\$ 0.0005	\$ 0.0435	\$ 0.1024	\$ 0.3436	\$ 0.0121	\$ 0.3557	\$ (0.0468)	\$ 0.0886	\$ 0.3975	\$ 0.4051	\$ (0.0076)
	10 OUNCE	\$ 0.1118	\$ 0.0587	\$ 0.0004	\$ 0.0462	\$ 0.0853	\$ 0.3024	\$ 0.0106	\$ 0.3130	\$ (0.0390)	\$ 0.0738	\$ 0.3478	\$ 0.3541	\$ (0.0063)
	1/2 PINT	\$ 0.0895	\$ 0.0330	\$ 0.0003	\$ 0.0202	\$ 0.0683	\$ 0.2113	\$ 0.0074	\$ 0.2187	\$ (0.0312)	\$ 0.0591	\$ 0.2466	\$ 0.2479	\$ (0.0013)
	4 OUNCE	\$ 0.0447	\$ 0.0298	\$ 0.0002	\$ 0.0303	\$ 0.0341	\$ 0.1391	\$ 0.0049	\$ 0.1440	\$ (0.0156)	\$ 0.0295	\$ 0.1579	\$ 0.1584	\$ (0.0005)
	Bulk per Quart	\$ 0.3578	\$ 0.0458	\$ 0.0013	\$ 0.0027	\$ 0.2730	\$ 0.6806	\$ 0.0240	\$ 0.7046	\$ (0.1248)	\$ 0.2362	\$ 0.8160	\$ 0.8287	\$ (0.0127)
FLAVORED NONFAT MILK	GALLON	\$ 1.1584	\$ 0.2017	\$ 0.0052	\$ (0.0812)	\$ 1.0920	\$ 2.3761	\$ 0.0836	\$ 2.4597	\$ (0.4992)	\$ 0.9448	\$ 2.9053	\$ 2.9867	\$ (0.0814)
	1/2 GALLON	\$ 0.5792	\$ 0.1409	\$ 0.0026	\$ (0.0472)	\$ 0.5460	\$ 1.2215	\$ 0.0430	\$ 1.2645	\$ (0.2496)	\$ 0.4724	\$ 1.4873	\$ 1.5312	\$ (0.0439)
	QUART	\$ 0.2896	\$ 0.1213	\$ 0.0013	\$ 0.0220	\$ 0.2730	\$ 0.7072	\$ 0.0249	\$ 0.7321	\$ (0.1248)	\$ 0.2362	\$ 0.8435	\$ 0.8517	\$ (0.0082)
	PINT	\$ 0.1448	\$ 0.0726	\$ 0.0006	\$ 0.0422	\$ 0.1365	\$ 0.3967	\$ 0.0140	\$ 0.4107	\$ (0.0624)	\$ 0.1181	\$ 0.4664	\$ 0.4711	\$ (0.0047)
	12 OUNCE	\$ 0.1086	\$ 0.0630	\$ 0.0005	\$ 0.0435	\$ 0.1024	\$ 0.3180	\$ 0.0112	\$ 0.3292	\$ (0.0468)	\$ 0.0886	\$ 0.3710	\$ 0.3781	\$ (0.0071)
	10 OUNCE	\$ 0.0905	\$ 0.0587	\$ 0.0004	\$ 0.0462	\$ 0.0853	\$ 0.2811	\$ 0.0099	\$ 0.2910	\$ (0.0390)	\$ 0.0738	\$ 0.3258	\$ 0.3317	\$ (0.0059)
	1/2 PINT	\$ 0.0724	\$ 0.0330	\$ 0.0003	\$ 0.0202	\$ 0.0683	\$ 0.1942	\$ 0.0068	\$ 0.2010	\$ (0.0312)	\$ 0.0591	\$ 0.2289	\$ 0.2300	\$ (0.0011)
	4 OUNCE	\$ 0.0362	\$ 0.0298	\$ 0.0002	\$ 0.0303	\$ 0.0341	\$ 0.1306	\$ 0.0046	\$ 0.1352	\$ (0.0156)	\$ 0.0295	\$ 0.1491	\$ 0.1495	\$ (0.0004)
	Bulk per Quart	\$ 0.2896	\$ 0.0458	\$ 0.0013	\$ 0.0027	\$ 0.2730	\$ 0.6124	\$ 0.0216	\$ 0.6340	\$ (0.1248)	\$ 0.2362	\$ 0.7454	\$ 0.7571	\$ (0.0117)
BUTTERMILK	GALLON	\$ 1.8516	\$ 0.2017	\$ 0.0052	\$ (0.0812)	\$ 1.0920	\$ 3.0693	\$ 0.1080	\$ 3.1773	\$ (0.4992)	\$ 0.9448	\$ 3.6229	\$ 3.6871	\$ (0.0642)
	1/2 GALLON	\$ 0.9258	\$ 0.1409	\$ 0.0026	\$ (0.0472)	\$ 0.5460	\$ 1.5681	\$ 0.0552	\$ 1.6233	\$ (0.2496)	\$ 0.4724	\$ 1.8461	\$ 1.8814	\$ (0.0353)
	QUART	\$ 0.4629	\$ 0.1213	\$ 0.0013	\$ 0.0220	\$ 0.2730	\$ 0.8805	\$ 0.0310	\$ 0.9115	\$ (0.1248)	\$ 0.2362	\$ 1.0229	\$ 1.0268	\$ (0.0039)
	PINT	\$ 0.2314	\$ 0.0726	\$ 0.0006	\$ 0.0422	\$ 0.1365	\$ 0.4833	\$ 0.0170	\$ 0.5003	\$ (0.0624)	\$ 0.1181	\$ 0.5560	\$ 0.5587	\$ (0.0027)
	12 OUNCE	\$ 0.1736	\$ 0.0630	\$ 0.0005	\$ 0.0435	\$ 0.1024	\$ 0.3830	\$ 0.0135	\$ 0.3965	\$ (0.0468)	\$ 0.0886	\$ 0.4383	\$ 0.4439	\$ (0.0056)
	10 OUNCE	\$ 0.1447	\$ 0.0587	\$ 0.0004	\$ 0.0462	\$ 0.0853	\$ 0.3353	\$ 0.0118	\$ 0.3471	\$ (0.0390)	\$ 0.0738	\$ 0.3819	\$ 0.3865	\$ (0.0046)
	1/2 PINT	\$ 0.1157	\$ 0.0330	\$ 0.0003	\$ 0.0202	\$ 0.0683	\$ 0.2375	\$ 0.0084	\$ 0.2459	\$ (0.0312)	\$ 0.0591	\$ 0.2738	\$ 0.2737	\$ 0.0001
	4 OUNCE	\$ 0.0579	\$ 0.0298	\$ 0.0002	\$ 0.0303	\$ 0.0341	\$ 0.1523	\$ 0.0054	\$ 0.1577	\$ (0.0156)	\$ 0.0295	\$ 0.1716	\$ 0.1714	\$ 0.0002
	Bulk per Quart	\$ 0.4629	\$ 0.0458	\$ 0.0013	\$ 0.0027	\$ 0.2730	\$ 0.7857	\$ 0.0277	\$ 0.8134	\$ (0.1248)	\$ 0.2362	\$ 0.9248	\$ 0.9322	\$ (0.0074)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0048 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP
JANUARY 2018 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 3.3272	\$ 0.2017	\$ 0.0052	\$ (0.0812)	\$ 1.0920	\$ 4.5449	\$ 0.1600	\$ 4.7049	\$ (0.4992)	\$ 0.9448	\$ 5.1505	\$ 5.9275	\$ (0.7770)
	1/2 GALLON	\$ 1.6636	\$ 0.1409	\$ 0.0026	\$ (0.0472)	\$ 0.5460	\$ 2.3059	\$ 0.0812	\$ 2.3871	\$ (0.2496)	\$ 0.4724	\$ 2.6099	\$ 3.0016	\$ (0.3917)
	QUART	\$ 0.8318	\$ 0.1213	\$ 0.0013	\$ 0.0220	\$ 0.2730	\$ 1.2494	\$ 0.0440	\$ 1.2934	\$ (0.1248)	\$ 0.2362	\$ 1.4048	\$ 1.5869	\$ (0.1821)
	PINT	\$ 0.4159	\$ 0.0726	\$ 0.0006	\$ 0.0422	\$ 0.1365	\$ 0.6678	\$ 0.0235	\$ 0.6913	\$ (0.0624)	\$ 0.1181	\$ 0.7470	\$ 0.8387	\$ (0.0917)
	12 OUNCE	\$ 0.3119	\$ 0.0630	\$ 0.0005	\$ 0.0435	\$ 0.1024	\$ 0.5213	\$ 0.0183	\$ 0.5396	\$ (0.0468)	\$ 0.0886	\$ 0.5814	\$ 0.6539	\$ (0.0725)
	10 OUNCE	\$ 0.2599	\$ 0.0587	\$ 0.0004	\$ 0.0462	\$ 0.0853	\$ 0.4505	\$ 0.0159	\$ 0.4664	\$ (0.0390)	\$ 0.0738	\$ 0.5012	\$ 0.5614	\$ (0.0602)
	1/2 PINT	\$ 0.2080	\$ 0.0330	\$ 0.0003	\$ 0.0202	\$ 0.0683	\$ 0.3298	\$ 0.0116	\$ 0.3414	\$ (0.0312)	\$ 0.0591	\$ 0.3693	\$ 0.4137	\$ (0.0444)
	4 OUNCE	\$ 0.1040	\$ 0.0298	\$ 0.0002	\$ 0.0303	\$ 0.0341	\$ 0.1984	\$ 0.0070	\$ 0.2054	\$ (0.0156)	\$ 0.0295	\$ 0.2193	\$ 0.2414	\$ (0.0221)
	Bulk per Quart	\$ 0.8318	\$ 0.0458	\$ 0.0013	\$ 0.0027	\$ 0.2730	\$ 1.1546	\$ 0.0406	\$ 1.1952	\$ (0.1248)	\$ 0.2362	\$ 1.3066	\$ 1.4922	\$ (0.1856)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0048 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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 13.00%	In-Store Handling \$ 0.1332	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.4056	\$ (0.4427)	\$ 0.5328	\$ 0.0970	\$ 3.59	\$ 3.66	\$ (0.07)
	1/2 GALLON	\$ 1.7375	\$ (0.2259)	\$ 0.2664	\$ 0.0493	\$ 1.83	\$ 1.86	\$ (0.03)
	QUART	\$ 0.9685	\$ (0.1259)	\$ 0.1332	\$ 0.0271	\$ 1.00	\$ 1.01	\$ (0.01)
	PINT	\$ 0.5289	\$ (0.0688)	\$ 0.0666	\$ 0.0146	\$ 0.54	\$ 0.54	\$ -
	12 OUNCE	\$ 0.4179	\$ (0.0543)	\$ 0.0500	\$ 0.0115	\$ 0.43	\$ 0.43	\$ -
	10 OUNCE	\$ 0.3649	\$ (0.0474)	\$ 0.0416	\$ 0.0100	\$ 0.37	\$ 0.38	\$ (0.01)
	1/2 PINT	\$ 0.2602	\$ (0.0338)	\$ 0.0333	\$ 0.0072	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1647	\$ (0.0214)	\$ 0.0167	\$ 0.0044	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 0.8704	\$ (0.1132)	\$ 0.1332	\$ 0.0247	\$ 0.92	\$ 0.92	\$ -
REDUCED FAT (2%) MILK	GALLON	\$ 3.1366	\$ (0.4078)	\$ 0.5328	\$ 0.0905	\$ 3.35	\$ 3.41	\$ (0.06)
	1/2 GALLON	\$ 1.6029	\$ (0.2084)	\$ 0.2664	\$ 0.0461	\$ 1.71	\$ 1.74	\$ (0.03)
	QUART	\$ 0.9013	\$ (0.1172)	\$ 0.1332	\$ 0.0255	\$ 0.94	\$ 0.95	\$ (0.01)
	PINT	\$ 0.4952	\$ (0.0644)	\$ 0.0666	\$ 0.0138	\$ 0.51	\$ 0.51	\$ -
	12 OUNCE	\$ 0.3926	\$ (0.0510)	\$ 0.0500	\$ 0.0109	\$ 0.40	\$ 0.41	\$ (0.01)
	10 OUNCE	\$ 0.3439	\$ (0.0447)	\$ 0.0416	\$ 0.0095	\$ 0.35	\$ 0.35	\$ -
	1/2 PINT	\$ 0.2434	\$ (0.0316)	\$ 0.0333	\$ 0.0068	\$ 0.25	\$ 0.25	\$ -
	4 OUNCE	\$ 0.1563	\$ (0.0203)	\$ 0.0167	\$ 0.0042	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.8031	\$ (0.1044)	\$ 0.1332	\$ 0.0231	\$ 0.86	\$ 0.86	\$ -
LOW FAT (1%) MILK	GALLON	\$ 2.9278	\$ (0.3806)	\$ 0.5328	\$ 0.0855	\$ 3.17	\$ 3.23	\$ (0.06)
	1/2 GALLON	\$ 1.4985	\$ (0.1948)	\$ 0.2664	\$ 0.0436	\$ 1.61	\$ 1.65	\$ (0.04)
	QUART	\$ 0.8491	\$ (0.1104)	\$ 0.1332	\$ 0.0242	\$ 0.90	\$ 0.90	\$ -
	PINT	\$ 0.4692	\$ (0.0610)	\$ 0.0666	\$ 0.0132	\$ 0.49	\$ 0.49	\$ -
	12 OUNCE	\$ 0.3731	\$ (0.0485)	\$ 0.0500	\$ 0.0104	\$ 0.39	\$ 0.39	\$ -
	10 OUNCE	\$ 0.3276	\$ (0.0426)	\$ 0.0416	\$ 0.0091	\$ 0.34	\$ 0.34	\$ -
	1/2 PINT	\$ 0.2304	\$ (0.0300)	\$ 0.0333	\$ 0.0065	\$ 0.24	\$ 0.24	\$ -
	4 OUNCE	\$ 0.1498	\$ (0.0195)	\$ 0.0167	\$ 0.0041	\$ 0.15	\$ 0.15	\$ -
	Bulk per Quart	\$ 0.7509	\$ (0.0976)	\$ 0.1332	\$ 0.0218	\$ 0.81	\$ 0.82	\$ (0.01)
NON FAT (SKIM) MILK	GALLON	\$ 2.7505	\$ (0.3576)	\$ 0.5328	\$ 0.0812	\$ 3.01	\$ 3.08	\$ (0.07)
	1/2 GALLON	\$ 1.4099	\$ (0.1833)	\$ 0.2664	\$ 0.0414	\$ 1.53	\$ 1.57	\$ (0.04)
	QUART	\$ 0.8048	\$ (0.1046)	\$ 0.1332	\$ 0.0231	\$ 0.86	\$ 0.86	\$ -
	PINT	\$ 0.4470	\$ (0.0581)	\$ 0.0666	\$ 0.0126	\$ 0.47	\$ 0.47	\$ -
	12 OUNCE	\$ 0.3565	\$ (0.0463)	\$ 0.0500	\$ 0.0100	\$ 0.37	\$ 0.38	\$ (0.01)
	10 OUNCE	\$ 0.3137	\$ (0.0408)	\$ 0.0416	\$ 0.0087	\$ 0.32	\$ 0.33	\$ (0.01)
	1/2 PINT	\$ 0.2193	\$ (0.0285)	\$ 0.0333	\$ 0.0062	\$ 0.23	\$ 0.23	\$ -
	4 OUNCE	\$ 0.1442	\$ (0.0187)	\$ 0.0167	\$ 0.0039	\$ 0.15	\$ 0.15	\$ -
	Bulk per Quart	\$ 0.7066	\$ (0.0919)	\$ 0.1332	\$ 0.0208	\$ 0.77	\$ 0.78	\$ (0.01)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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 13.00%	In-Store Handling \$ 0.1332	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 3.6209	\$ (0.4707)	\$ 0.5328	\$ 0.1022	\$ 3.79	\$ 3.87	\$ (0.08)
	1/2 GALLON	\$ 1.8451	\$ (0.2399)	\$ 0.2664	\$ 0.0519	\$ 1.92	\$ 1.97	\$ (0.05)
	QUART	\$ 1.0224	\$ (0.1329)	\$ 0.1332	\$ 0.0284	\$ 1.05	\$ 1.06	\$ (0.01)
	PINT	\$ 0.5558	\$ (0.0723)	\$ 0.0666	\$ 0.0153	\$ 0.57	\$ 0.57	\$ -
	12 OUNCE	\$ 0.4381	\$ (0.0570)	\$ 0.0500	\$ 0.0120	\$ 0.44	\$ 0.45	\$ (0.01)
	10 OUNCE	\$ 0.3817	\$ (0.0496)	\$ 0.0416	\$ 0.0104	\$ 0.39	\$ 0.39	\$ -
	1/2 PINT	\$ 0.2737	\$ (0.0356)	\$ 0.0333	\$ 0.0075	\$ 0.28	\$ 0.28	\$ -
	4 OUNCE	\$ 0.1715	\$ (0.0223)	\$ 0.0167	\$ 0.0046	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9242	\$ (0.1201)	\$ 0.1332	\$ 0.0260	\$ 0.96	\$ 0.98	\$ (0.02)
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.1877	\$ (0.4144)	\$ 0.5328	\$ 0.0917	\$ 3.40	\$ 3.47	\$ (0.07)
	1/2 GALLON	\$ 1.6285	\$ (0.2117)	\$ 0.2664	\$ 0.0467	\$ 1.73	\$ 1.77	\$ (0.04)
	QUART	\$ 0.9141	\$ (0.1188)	\$ 0.1332	\$ 0.0258	\$ 0.95	\$ 0.96	\$ (0.01)
	PINT	\$ 0.5017	\$ (0.0652)	\$ 0.0666	\$ 0.0140	\$ 0.52	\$ 0.52	\$ -
	12 OUNCE	\$ 0.3975	\$ (0.0517)	\$ 0.0500	\$ 0.0110	\$ 0.41	\$ 0.41	\$ -
	10 OUNCE	\$ 0.3478	\$ (0.0452)	\$ 0.0416	\$ 0.0096	\$ 0.35	\$ 0.36	\$ (0.01)
	1/2 PINT	\$ 0.2466	\$ (0.0321)	\$ 0.0333	\$ 0.0069	\$ 0.25	\$ 0.26	\$ (0.01)
	4 OUNCE	\$ 0.1579	\$ (0.0205)	\$ 0.0167	\$ 0.0043	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.8160	\$ (0.1061)	\$ 0.1332	\$ 0.0234	\$ 0.87	\$ 0.88	\$ (0.01)
FLAVORED NONFAT MILK	GALLON	\$ 2.9053	\$ (0.3777)	\$ 0.5328	\$ 0.0849	\$ 3.15	\$ 3.22	\$ (0.07)
	1/2 GALLON	\$ 1.4873	\$ (0.1933)	\$ 0.2664	\$ 0.0433	\$ 1.60	\$ 1.64	\$ (0.04)
	QUART	\$ 0.8435	\$ (0.1097)	\$ 0.1332	\$ 0.0241	\$ 0.89	\$ 0.90	\$ (0.01)
	PINT	\$ 0.4664	\$ (0.0606)	\$ 0.0666	\$ 0.0131	\$ 0.49	\$ 0.49	\$ -
	12 OUNCE	\$ 0.3710	\$ (0.0482)	\$ 0.0500	\$ 0.0103	\$ 0.38	\$ 0.39	\$ (0.01)
	10 OUNCE	\$ 0.3258	\$ (0.0424)	\$ 0.0416	\$ 0.0090	\$ 0.33	\$ 0.34	\$ (0.01)
	1/2 PINT	\$ 0.2289	\$ (0.0298)	\$ 0.0333	\$ 0.0064	\$ 0.24	\$ 0.24	\$ -
	4 OUNCE	\$ 0.1491	\$ (0.0194)	\$ 0.0167	\$ 0.0041	\$ 0.15	\$ 0.15	\$ -
	Bulk per Quart	\$ 0.7454	\$ (0.0969)	\$ 0.1332	\$ 0.0217	\$ 0.80	\$ 0.81	\$ (0.01)
BUTTERMILK	GALLON	\$ 3.6229	\$ (0.4710)	\$ 0.5328	\$ 0.1022	\$ 3.79	\$ 3.84	\$ (0.05)
	1/2 GALLON	\$ 1.8461	\$ (0.2400)	\$ 0.2664	\$ 0.0520	\$ 1.92	\$ 1.96	\$ (0.04)
	QUART	\$ 1.0229	\$ (0.1330)	\$ 0.1332	\$ 0.0284	\$ 1.05	\$ 1.06	\$ (0.01)
	PINT	\$ 0.5560	\$ (0.0723)	\$ 0.0666	\$ 0.0153	\$ 0.57	\$ 0.57	\$ -
	12 OUNCE	\$ 0.4383	\$ (0.0570)	\$ 0.0500	\$ 0.0120	\$ 0.44	\$ 0.45	\$ (0.01)
	10 OUNCE	\$ 0.3819	\$ (0.0496)	\$ 0.0416	\$ 0.0104	\$ 0.39	\$ 0.39	\$ -
	1/2 PINT	\$ 0.2738	\$ (0.0356)	\$ 0.0333	\$ 0.0075	\$ 0.28	\$ 0.28	\$ -
	4 OUNCE	\$ 0.1716	\$ (0.0223)	\$ 0.0167	\$ 0.0046	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9248	\$ (0.1202)	\$ 0.1332	\$ 0.0260	\$ 0.96	\$ 0.97	\$ (0.01)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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 13.00%	In-Store Handling \$ 0.1332	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 5.1505	\$ (0.6696)	\$ 0.5328	\$ 0.1391	\$ 5.16	\$ 5.94	\$ (0.78)
	1/2 GALLON	\$ 2.6099	\$ (0.3393)	\$ 0.2664	\$ 0.0704	\$ 2.61	\$ 3.01	\$ (0.40)
	QUART	\$ 1.4048	\$ (0.1826)	\$ 0.1332	\$ 0.0376	\$ 1.41	\$ 1.60	\$ (0.19)
	PINT	\$ 0.7470	\$ (0.0971)	\$ 0.0666	\$ 0.0199	\$ 0.76	\$ 0.85	\$ (0.09)
	12 OUNCE	\$ 0.5814	\$ (0.0756)	\$ 0.0500	\$ 0.0154	\$ 0.59	\$ 0.66	\$ (0.07)
	10 OUNCE	\$ 0.5012	\$ (0.0652)	\$ 0.0416	\$ 0.0133	\$ 0.51	\$ 0.57	\$ (0.06)
	1/2 PINT	\$ 0.3693	\$ (0.0480)	\$ 0.0333	\$ 0.0098	\$ 0.38	\$ 0.42	\$ (0.04)
	4 OUNCE	\$ 0.2193	\$ (0.0285)	\$ 0.0167	\$ 0.0058	\$ 0.23	\$ 0.25	\$ (0.02)
	Bulk per Quart	\$ 1.3066	\$ (0.1699)	\$ 0.1332	\$ 0.0352	\$ 1.31	\$ 1.50	\$ (0.19)