

## **Pennsylvania Milk Marketing Board** **SALES IN PMMB AREA 2 BY TYPE OF MILK**

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

Standard Milk	28.50
Flavored Milk	2.36
Egg Nog	0.16
Reduced Fat Flavored Milk	3.25
Nonfat Flavored Milk	5.71
Reduced Fat Milk	28.69
Low Fat Milk	17.84
Buttermilk	0.74
Nonfat Milk	<u>12.75</u>
	<u>100.0%</u>

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

Standard Milk	28.60
Flavored Milk	2.35
Egg Nog	0.17
Reduced Fat Flavored Milk	2.20
Nonfat Flavored Milk	5.86
Reduced Fat Milk	30.35
Low Fat Milk	18.16
Buttermilk	1.00
Nonfat Milk	<u>11.31</u>
	<u>100.0%</u>

<sup>(1)</sup> Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2015.

<sup>(2)</sup> Pounds of milk used in deriving percentages.

<sup>(3)</sup> The Area 2 cross section dealers contribute 66.1% of the total milk to this area.

\* Clover Farms Dairy Company

\* Dean Dairy Holdings Inc. (doing business as Swiss Premium Dairy)

\* Turkey Hill LP

\* Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)

**REDACTED  
PURSUANT TO PROTECTIVE  
ORDER DATED MAY 30, 2017**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

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

Cost Center	Weighted Costs	Weighted Points	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 2**

**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-2017) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 619,637	3,937,453	\$ 0.1574			
GALLON - Plastic	Purchased	\$ 503,372	2,906,541	\$ 0.1732			
GALLON - Combined		\$ 1,123,009	6,843,994	\$ 0.1641	\$ 0.1734	1.70%	\$ 0.1763
1/2 GALLON - Plastic	Purchased	\$ 815,935	5,697,335	\$ 0.1432	\$ 0.1334	1.22%	\$ 0.1350
QUART - Plastic	Purchased	\$ 274,099	2,544,758	\$ 0.1077			
QUART - Paper	Purchased	\$ 59,831	726,981	\$ 0.0823			
QUART - Combined		\$ 333,930	3,271,739	\$ 0.1021	\$ 0.1072	1.57%	\$ 0.1089
PINT - Plastic	Purchased	\$ 82,220	1,006,878	\$ 0.0817			
PINT - Paper	Purchased	\$ 10,234	234,409	\$ 0.0437			
PINT - Combined		\$ 92,454	1,241,287	\$ 0.0745	\$ 0.0807	1.62%	\$ 0.0820
12 Ounce	Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce	Purchased			\$ 0.0855	\$ 0.0855		\$ 0.0855
1/2 PINT - Plastic	Purchased	\$ 96,099	1,425,849	\$ 0.0674	\$ 0.0693	0.92%	\$ 0.0699
1/2 PINT - Paper	Purchased	\$ 752,409	28,686,661	\$ 0.0262	\$ 0.0310	0.85%	\$ 0.0313
4 Ounce	Purchased	\$ 51,501	1,962,113	\$ 0.0262	\$ 0.0262	1.53%	\$ 0.0266
Bulk Per Quart	Purchased	\$ 86,087	1,811,053	\$ 0.0475	\$ 0.0475	1.30%	\$ 0.0481

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**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>Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 532	30,953,995	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 5,637	32,816,802	\$ 0.0002
<b>Low Fat (1%) Milk</b>	\$ 3,068	19,936,909	\$ 0.0002
<b>Non Fat (Skim) Milk</b>	\$ 1,825	12,134,592	\$ 0.0002
<b>Flavored Milk</b>	\$ 119,637	2,603,473	\$ 0.0460
<b>Flavored Reduced Fat Milk</b>	\$ 42,861	1,473,131	\$ 0.0291
<b>Flavored NONFAT Milk</b>	\$ 172,507	6,127,319	\$ 0.0282
<b>Buttermilk</b>	\$ 1,169	35,843	\$ 0.0326
<b>Egg Nog</b>	\$ 25,024	102,577	\$ 0.2440

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

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

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 <b>Shrinkage</b>	11,042,818	496,172	n/a	\$ 1,891,469	n/a	\$ 1,891,469	\$ 218,345
2 <b>Bulk MILK - diverted</b>	31,926,268	1,222,183	\$ 5,346,898	\$ 5,194,331	n/a	\$ (152,567)	\$ (3,087)
3 <b>Bulk MILK - transferred</b>	26,374,463	814,385	\$ 4,771,806	\$ 3,889,250	\$ 711,688	\$ (170,868)	\$ (15,803)
4 <b>Bulk MILK - TOTAL (Rows 2 + 3)</b>	58,300,731	2,036,568	\$ 10,118,704	\$ 9,083,581	\$ 711,688	\$ (323,435)	\$ (18,890)
5 <b>Bulk CREAM - transferred</b>	25,315,157	11,087,455	\$ 30,255,719	\$ 26,649,339	\$ 327,441	\$ (3,278,939)	\$ (538,271)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 <b>Shrinkage (Row 1)</b>	\$ 218,345		
7 <b>Bulk MILK (Profit)/Loss (Row 4)</b>	\$ (18,890)		
8 <b>Bulk CREAM (Profit)/Loss (Row 5)</b>	\$ (538,271)		
9 <b>Total</b>	\$ (338,816)	121,280,162	\$ <b>(0.0028)</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

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

	<b>Class I</b>
Skim Rate	\$ 12.24
Butterfat Rate	\$ 2.4246

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)
<b>Standard (Whole) Milk</b>	30,953,995	1,010,674	3.2651%	29,943,321	\$ 2,450,480	\$ 3,665,062	\$ 6,115,542	\$ 0.1976	\$ -	\$ (0.0028)	<b>\$ 0.1948</b>
<b>Reduced Fat (2%) Milk</b>	32,816,802	644,009	1.9624%	32,172,793	\$ 1,561,464	\$ 3,937,950	\$ 5,499,414	\$ 0.1676	\$ 0.0002	\$ (0.0028)	<b>\$ 0.1650</b>
<b>Low Fat (1%) Milk</b>	19,936,909	193,981	0.9730%	19,742,928	\$ 470,326	\$ 2,416,534	\$ 2,886,860	\$ 0.1448	\$ 0.0002	\$ (0.0028)	<b>\$ 0.1422</b>
<b>Non Fat (Skim) Milk</b>	12,134,592	8,826	0.0727%	12,125,766	\$ 21,400	\$ 1,484,194	\$ 1,505,594	\$ 0.1241	\$ 0.0002	\$ (0.0028)	<b>\$ 0.1215</b>
<b>Flavored Milk</b>	2,603,473	85,192	3.2722%	2,518,281	\$ 206,557	\$ 308,238	\$ 514,795	\$ 0.1977	\$ 0.0460	\$ (0.0028)	<b>\$ 0.2409</b>
<b>Flavored Reduced Fat Milk</b>	1,473,131	13,037	0.8850%	1,460,094	\$ 31,610	\$ 178,716	\$ 210,326	\$ 0.1428	\$ 0.0291	\$ (0.0028)	<b>\$ 0.1691</b>
<b>Flavored NONFAT Milk</b>	6,127,319	3,834	0.0626%	6,123,485	\$ 9,296	\$ 749,515	\$ 758,811	\$ 0.1238	\$ 0.0282	\$ (0.0028)	<b>\$ 0.1492</b>
<b>Buttermilk</b>	35,843	564	1.5735%	35,279	\$ 1,367	\$ 4,318	\$ 5,685	\$ 0.1586	\$ 0.0326	\$ (0.0028)	<b>\$ 0.1884</b>
<b>Egg Nog</b>	102,577	8,281	8.0730%	94,296	\$ 20,078	\$ 11,542	\$ 31,620	\$ 0.3083	\$ 0.2440	\$ (0.0028)	<b>\$ 0.5495</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**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 COSTS		1 <sup>ST</sup> HALF POINTS		1 <sup>ST</sup> HALF COST per POINT		INCREASE (DECREASE)
2016	2015	2016	2015	2016	2015	

<b>WEIGHTED LABOR COSTS</b>	\$ 4,575,798	\$ 4,620,450	39,071,008	40,781,810	\$ 0.1171	\$ 0.1133	\$ 0.0038
<b>WEIGHTED UTILITY COSTS</b>	\$ 289,071	\$ 286,343	39,071,008	40,781,810	\$ 0.0074	\$ 0.0070	\$ 0.0004
<b>WEIGHTED INSURANCE COSTS</b>	\$ 37,774	\$ 36,970	39,071,008	40,781,810	\$ 0.0010	\$ 0.0009	\$ 0.0001

**COST UPDATE ADJUSTMENT per BOTTLING POINT     \$ 0.0043**

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

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

1. Weighted Diesel Fuel Costs - YEAR 2015	\$ 429,424
2. Average On-Highway Diesel Price per Gallon - YEAR 2015 <sup>(1)</sup>	\$ 2.927
3. On-Highway Diesel Price per Gallon - MARCH 2017 <sup>(1)</sup>	\$ 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>\$ 403,603</u>
6. Change in Diesel Fuel Costs from YEAR 2015 to MARCH 2017 (Line 5 - Line 1)	\$ (25,821)
7. Weighted Delivery Points - YEAR 2015	<u>63,003,380</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b><u>\$ (0.0004)</u></b>

## Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.  
web address = [https://www.eia.gov/dnav/pet/pet\\_pri\\_gnd\\_dcus\\_r1y\\_w.htm](https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm)



**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

**Heating Fuel Costs Adjustment**  
**Update of Heating Fuel Costs from YEAR 2015 to JANUARY 2017**

1. Weighted Heating Fuel Costs - YEAR 2015	\$	82,973
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2015 <sup>(1)</sup>	\$	9.73
3. Pennsylvania Average Natural Gas Price - Industrial - JANUARY 2017 <sup>(1)</sup>	\$	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>67,200</u>
6. Change in Heating Fuel Costs from YEAR 2015 to JANUARY 2017 (Line 5 - Line 1)	\$	(15,773)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2015		<u>90,376,887</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>(0.0002)</u></b>

## Footnote:

- Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.  
web address = <http://tonto.eia.doe.gov/dnav/ng/hist/n3035pa3m.htm>

**REDACTED  
PURSUANT TO PROTECTIVE  
ORDER DATED MAY 30, 2017**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**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 3.50%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 1.6753	\$ 0.1763	\$ 0.0140	\$ (0.0794)				\$ (0.3356)	\$ 0.9364		\$ 3.2477	\$
	1/2 GALLON	\$ 0.8376	\$ 0.1472	\$ 0.0070	\$ (0.0314)				\$ (0.1678)	\$ 0.4682		\$ 1.6734	\$
	QUART	<b>\$ 0.4188</b>	<b>\$ 0.1089</b>	<b>\$ 0.0035</b>	<b>\$ 0.0176</b>				<b>\$ (0.0839)</b>	<b>\$ 0.2341</b>		<b>\$ 0.9243</b>	<b>\$</b>
	PINT	\$ 0.2094	\$ 0.0820	\$ 0.0018	\$ 0.0363				\$ (0.0420)	\$ 0.1171		\$ 0.5169	\$
	12 OUNCE	\$ 0.1571	\$ 0.0630	\$ 0.0013	\$ 0.0323				\$ (0.0315)	\$ 0.0878		\$ 0.3929	\$
	10 OUNCE	\$ 0.1309	\$ 0.0855	\$ 0.0011	\$ 0.0311				\$ (0.0262)	\$ 0.0732		\$ 0.3661	\$
	1/2 PINT	\$ 0.1047	\$ 0.0313	\$ 0.0009	\$ 0.0233				\$ (0.0210)	\$ 0.0585		\$ 0.2529	\$
	4 OUNCE	\$ 0.0524	\$ 0.0266	\$ 0.0004	\$ 0.0398				\$ (0.0105)	\$ 0.0293		\$ 0.1670	\$
Bulk per Quart	\$ 0.4188	\$ 0.0481	\$ 0.0035	\$ 0.0255				\$ (0.0839)	\$ 0.2341		\$ 0.8588	\$	
REDUCED FAT (2%) MILK	GALLON	\$ 1.4223	\$ 0.1763	\$ 0.0140	\$ (0.0794)				\$ (0.3356)	\$ 0.9364		\$ 2.9857	\$
	1/2 GALLON	\$ 0.7112	\$ 0.1472	\$ 0.0070	\$ (0.0314)				\$ (0.1678)	\$ 0.4682		\$ 1.5423	\$
	QUART	\$ 0.3556	\$ 0.1089	\$ 0.0035	\$ 0.0176				\$ (0.0839)	\$ 0.2341		\$ 0.8587	\$
	PINT	\$ 0.1778	\$ 0.0820	\$ 0.0018	\$ 0.0363				\$ (0.0420)	\$ 0.1171		\$ 0.4841	\$
	12 OUNCE	\$ 0.1333	\$ 0.0630	\$ 0.0013	\$ 0.0323				\$ (0.0315)	\$ 0.0878		\$ 0.3683	\$
	10 OUNCE	\$ 0.1111	\$ 0.0855	\$ 0.0011	\$ 0.0311				\$ (0.0262)	\$ 0.0732		\$ 0.3455	\$
	1/2 PINT	\$ 0.0889	\$ 0.0313	\$ 0.0009	\$ 0.0233				\$ (0.0210)	\$ 0.0585		\$ 0.2366	\$
	4 OUNCE	\$ 0.0444	\$ 0.0266	\$ 0.0004	\$ 0.0398				\$ (0.0105)	\$ 0.0293		\$ 0.1588	\$
Bulk per Quart	\$ 0.3556	\$ 0.0481	\$ 0.0035	\$ 0.0255				\$ (0.0839)	\$ 0.2341		\$ 0.7932	\$	
LOW FAT (1%) MILK	GALLON	\$ 1.2258	\$ 0.1763	\$ 0.0140	\$ (0.0794)				\$ (0.3356)	\$ 0.9364		\$ 2.7829	\$
	1/2 GALLON	\$ 0.6129	\$ 0.1472	\$ 0.0070	\$ (0.0314)				\$ (0.1678)	\$ 0.4682		\$ 1.4409	\$
	QUART	\$ 0.3064	\$ 0.1089	\$ 0.0035	\$ 0.0176				\$ (0.0839)	\$ 0.2341		\$ 0.8080	\$
	PINT	\$ 0.1532	\$ 0.0820	\$ 0.0018	\$ 0.0363				\$ (0.0420)	\$ 0.1171		\$ 0.4588	\$
	12 OUNCE	\$ 0.1149	\$ 0.0630	\$ 0.0013	\$ 0.0323				\$ (0.0315)	\$ 0.0878		\$ 0.3494	\$
	10 OUNCE	\$ 0.0958	\$ 0.0855	\$ 0.0011	\$ 0.0311				\$ (0.0262)	\$ 0.0732		\$ 0.3297	\$
	1/2 PINT	\$ 0.0766	\$ 0.0313	\$ 0.0009	\$ 0.0233				\$ (0.0210)	\$ 0.0585		\$ 0.2238	\$
	4 OUNCE	\$ 0.0383	\$ 0.0266	\$ 0.0004	\$ 0.0398				\$ (0.0105)	\$ 0.0293		\$ 0.1525	\$
Bulk per Quart	\$ 0.3064	\$ 0.0481	\$ 0.0035	\$ 0.0255				\$ (0.0839)	\$ 0.2341		\$ 0.7425	\$	
NON FAT (SKIM) MILK	GALLON	\$ 1.0485	\$ 0.1763	\$ 0.0140	\$ (0.0794)				\$ (0.3356)	\$ 0.9364		\$ 2.6019	\$
	1/2 GALLON	\$ 0.5243	\$ 0.1472	\$ 0.0070	\$ (0.0314)				\$ (0.1678)	\$ 0.4682		\$ 1.3505	\$
	QUART	\$ 0.2621	\$ 0.1089	\$ 0.0035	\$ 0.0176				\$ (0.0839)	\$ 0.2341		\$ 0.7628	\$
	PINT	\$ 0.1311	\$ 0.0820	\$ 0.0018	\$ 0.0363				\$ (0.0420)	\$ 0.1171		\$ 0.4361	\$
	12 OUNCE	\$ 0.0983	\$ 0.0630	\$ 0.0013	\$ 0.0323				\$ (0.0315)	\$ 0.0878		\$ 0.3324	\$
	10 OUNCE	\$ 0.0819	\$ 0.0855	\$ 0.0011	\$ 0.0311				\$ (0.0262)	\$ 0.0732		\$ 0.3156	\$
	1/2 PINT	\$ 0.0655	\$ 0.0313	\$ 0.0009	\$ 0.0233				\$ (0.0210)	\$ 0.0585		\$ 0.2125	\$
	4 OUNCE	\$ 0.0328	\$ 0.0266	\$ 0.0004	\$ 0.0398				\$ (0.0105)	\$ 0.0293		\$ 0.1468	\$
Bulk per Quart	\$ 0.2621	\$ 0.0481	\$ 0.0035	\$ 0.0255				\$ (0.0839)	\$ 0.2341		\$ 0.6974	\$	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0002 per quart equivalent.

**REDACTED  
PURSUANT TO PROTECTIVE  
ORDER DATED MAY 30, 2017**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**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 3.50%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 1.9272	\$ 0.1763	\$ 0.0140	\$ (0.0794)				\$ (0.3356)	\$ 0.9364		\$ 3.5758	\$
	1/2 GALLON	\$ 0.9636	\$ 0.1472	\$ 0.0070	\$ (0.0314)				\$ (0.1678)	\$ 0.4682		\$ 1.8374	\$
	QUART	\$ 0.4818	\$ 0.1089	\$ 0.0035	\$ 0.0176				\$ (0.0839)	\$ 0.2341		\$ 1.0063	\$
	PINT	\$ 0.2409	\$ 0.0820	\$ 0.0018	\$ 0.0363				\$ (0.0420)	\$ 0.1171		\$ 0.5579	\$
	12 OUNCE	\$ 0.1807	\$ 0.0630	\$ 0.0013	\$ 0.0323				\$ (0.0315)	\$ 0.0878		\$ 0.4237	\$
	10 OUNCE	\$ 0.1506	\$ 0.0855	\$ 0.0011	\$ 0.0311				\$ (0.0262)	\$ 0.0732		\$ 0.3917	\$
	1/2 PINT	\$ 0.1205	\$ 0.0313	\$ 0.0009	\$ 0.0233				\$ (0.0210)	\$ 0.0585		\$ 0.2735	\$
	4 OUNCE	\$ 0.0602	\$ 0.0266	\$ 0.0004	\$ 0.0398				\$ (0.0105)	\$ 0.0293		\$ 0.1772	\$
Bulk per Quart	\$ 0.4818	\$ 0.0481	\$ 0.0035	\$ 0.0255				\$ (0.0839)	\$ 0.2341		\$ 0.9408	\$	
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.3528	\$ 0.1763	\$ 0.0140	\$ (0.0794)				\$ (0.3356)	\$ 0.9364		\$ 2.9715	\$
	1/2 GALLON	\$ 0.6764	\$ 0.1472	\$ 0.0070	\$ (0.0314)				\$ (0.1678)	\$ 0.4682		\$ 1.5352	\$
	QUART	\$ 0.3382	\$ 0.1089	\$ 0.0035	\$ 0.0176				\$ (0.0839)	\$ 0.2341		\$ 0.8552	\$
	PINT	\$ 0.1691	\$ 0.0820	\$ 0.0018	\$ 0.0363				\$ (0.0420)	\$ 0.1171		\$ 0.4824	\$
	12 OUNCE	\$ 0.1268	\$ 0.0630	\$ 0.0013	\$ 0.0323				\$ (0.0315)	\$ 0.0878		\$ 0.3671	\$
	10 OUNCE	\$ 0.1057	\$ 0.0855	\$ 0.0011	\$ 0.0311				\$ (0.0262)	\$ 0.0732		\$ 0.3444	\$
	1/2 PINT	\$ 0.0846	\$ 0.0313	\$ 0.0009	\$ 0.0233				\$ (0.0210)	\$ 0.0585		\$ 0.2356	\$
	4 OUNCE	\$ 0.0423	\$ 0.0266	\$ 0.0004	\$ 0.0398				\$ (0.0105)	\$ 0.0293		\$ 0.1584	\$
Bulk per Quart	\$ 0.3382	\$ 0.0481	\$ 0.0035	\$ 0.0255				\$ (0.0839)	\$ 0.2341		\$ 0.7897	\$	
FLAVORED NONFAT MILK	GALLON	\$ 1.1936	\$ 0.1763	\$ 0.0140	\$ (0.0794)				\$ (0.3356)	\$ 0.9364		\$ 2.7816	\$
	1/2 GALLON	\$ 0.5968	\$ 0.1472	\$ 0.0070	\$ (0.0314)				\$ (0.1678)	\$ 0.4682		\$ 1.4403	\$
	QUART	\$ 0.2984	\$ 0.1089	\$ 0.0035	\$ 0.0176				\$ (0.0839)	\$ 0.2341		\$ 0.8077	\$
	PINT	\$ 0.1492	\$ 0.0820	\$ 0.0018	\$ 0.0363				\$ (0.0420)	\$ 0.1171		\$ 0.4586	\$
	12 OUNCE	\$ 0.1119	\$ 0.0630	\$ 0.0013	\$ 0.0323				\$ (0.0315)	\$ 0.0878		\$ 0.3493	\$
	10 OUNCE	\$ 0.0933	\$ 0.0855	\$ 0.0011	\$ 0.0311				\$ (0.0262)	\$ 0.0732		\$ 0.3296	\$
	1/2 PINT	\$ 0.0746	\$ 0.0313	\$ 0.0009	\$ 0.0233				\$ (0.0210)	\$ 0.0585		\$ 0.2238	\$
	4 OUNCE	\$ 0.0373	\$ 0.0266	\$ 0.0004	\$ 0.0398				\$ (0.0105)	\$ 0.0293		\$ 0.1524	\$
Bulk per Quart	\$ 0.2984	\$ 0.0481	\$ 0.0035	\$ 0.0255				\$ (0.0839)	\$ 0.2341		\$ 0.7422	\$	
BUTTERMILK	GALLON	\$ 1.6240	\$ 0.1763	\$ 0.0140	\$ (0.0794)				\$ (0.3356)	\$ 0.9364		\$ 3.1964	\$
	1/2 GALLON	\$ 0.8120	\$ 0.1472	\$ 0.0070	\$ (0.0314)				\$ (0.1678)	\$ 0.4682		\$ 1.6478	\$
	QUART	\$ 0.4060	\$ 0.1089	\$ 0.0035	\$ 0.0176				\$ (0.0839)	\$ 0.2341		\$ 0.9114	\$
	PINT	\$ 0.2030	\$ 0.0820	\$ 0.0018	\$ 0.0363				\$ (0.0420)	\$ 0.1171		\$ 0.5104	\$
	12 OUNCE	\$ 0.1523	\$ 0.0630	\$ 0.0013	\$ 0.0323				\$ (0.0315)	\$ 0.0878		\$ 0.3881	\$
	10 OUNCE	\$ 0.1269	\$ 0.0855	\$ 0.0011	\$ 0.0311				\$ (0.0262)	\$ 0.0732		\$ 0.3620	\$
	1/2 PINT	\$ 0.1015	\$ 0.0313	\$ 0.0009	\$ 0.0233				\$ (0.0210)	\$ 0.0585		\$ 0.2497	\$
	4 OUNCE	\$ 0.0508	\$ 0.0266	\$ 0.0004	\$ 0.0398				\$ (0.0105)	\$ 0.0293		\$ 0.1653	\$
Bulk per Quart	\$ 0.4060	\$ 0.0481	\$ 0.0035	\$ 0.0255				\$ (0.0839)	\$ 0.2341		\$ 0.8460	\$	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0002 per quart equivalent.

**REDACTED  
PURSUANT TO PROTECTIVE  
ORDER DATED MAY 30, 2017**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**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 3.50%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 4.3960	\$ 0.1763	\$ 0.0140	\$ (0.0794)				\$ (0.3356)	\$ 0.9364		\$ 5.3499	\$
	1/2 GALLON	\$ 2.1980	\$ 0.1472	\$ 0.0070	\$ (0.0314)				\$ (0.1678)	\$ 0.4682		\$ 2.7244	\$
	QUART	\$ 1.0990	\$ 0.1089	\$ 0.0035	\$ 0.0176				\$ (0.0839)	\$ 0.2341		\$ 1.4498	\$
	PINT	\$ 0.5495	\$ 0.0820	\$ 0.0018	\$ 0.0363				\$ (0.0420)	\$ 0.1171		\$ 0.7797	\$
	12 OUNCE	\$ 0.4121	\$ 0.0630	\$ 0.0013	\$ 0.0323				\$ (0.0315)	\$ 0.0878		\$ 0.5900	\$
	10 OUNCE	\$ 0.3434	\$ 0.0855	\$ 0.0011	\$ 0.0311				\$ (0.0262)	\$ 0.0732		\$ 0.5302	\$
	1/2 PINT	\$ 0.2748	\$ 0.0313	\$ 0.0009	\$ 0.0233				\$ (0.0210)	\$ 0.0585		\$ 0.3843	\$
	4 OUNCE	\$ 0.1374	\$ 0.0266	\$ 0.0004	\$ 0.0398				\$ (0.0105)	\$ 0.0293		\$ 0.2327	\$
	Bulk per Quart	\$ 1.0990	\$ 0.0481	\$ 0.0035	\$ 0.0255				\$ (0.0839)	\$ 0.2341		\$ 1.3843	\$

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0002 per quart equivalent.

**REDACTED  
PURSUANT TO PROTECTIVE  
ORDER DATED MAY 30, 2017**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
MAY 2017 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1560	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$	\$ (0.4331)	\$ 0.6240		\$ 3.53	\$
	1/2 GALLON	\$	\$ (0.2260)	\$ 0.3120		\$ 1.81	\$
	QUART	\$	\$ (0.1226)	\$ 0.1560		\$ 0.98	\$
	PINT	\$	\$ (0.0690)	\$ 0.0780		\$ 0.54	\$
	12 OUNCE	\$	\$ (0.0527)	\$ 0.0585		\$ 0.41	\$
	10 OUNCE	\$	\$ (0.0491)	\$ 0.0488		\$ 0.38	\$
	1/2 PINT	\$	\$ (0.0339)	\$ 0.0390		\$ 0.27	\$
	4 OUNCE	\$	\$ (0.0224)	\$ 0.0195		\$ 0.17	\$
	Bulk per Quart	\$	\$ (0.1152)	\$ 0.1560		\$ 0.92	\$
REDUCED FAT (2%) MILK	GALLON	\$	\$ (0.3977)	\$ 0.6240		\$ 3.30	\$
	1/2 GALLON	\$	\$ (0.2083)	\$ 0.3120		\$ 1.69	\$
	QUART	\$	\$ (0.1137)	\$ 0.1560		\$ 0.92	\$
	PINT	\$	\$ (0.0646)	\$ 0.0780		\$ 0.51	\$
	12 OUNCE	\$	\$ (0.0493)	\$ 0.0585		\$ 0.39	\$
	10 OUNCE	\$	\$ (0.0463)	\$ 0.0488		\$ 0.36	\$
	1/2 PINT	\$	\$ (0.0316)	\$ 0.0390		\$ 0.25	\$
	4 OUNCE	\$	\$ (0.0213)	\$ 0.0195		\$ 0.16	\$
	Bulk per Quart	\$	\$ (0.1063)	\$ 0.1560		\$ 0.87	\$
LOW FAT (1%) MILK	GALLON	\$	\$ (0.3702)	\$ 0.6240		\$ 3.12	\$
	1/2 GALLON	\$	\$ (0.1945)	\$ 0.3120		\$ 1.60	\$
	QUART	\$	\$ (0.1069)	\$ 0.1560		\$ 0.88	\$
	PINT	\$	\$ (0.0611)	\$ 0.0780		\$ 0.49	\$
	12 OUNCE	\$	\$ (0.0468)	\$ 0.0585		\$ 0.37	\$
	10 OUNCE	\$	\$ (0.0442)	\$ 0.0488		\$ 0.34	\$
	1/2 PINT	\$	\$ (0.0299)	\$ 0.0390		\$ 0.24	\$
	4 OUNCE	\$	\$ (0.0204)	\$ 0.0195		\$ 0.16	\$
	Bulk per Quart	\$	\$ (0.0995)	\$ 0.1560		\$ 0.82	\$
NON FAT (SKIM) MILK	GALLON	\$	\$ (0.3454)	\$ 0.6240		\$ 2.95	\$
	1/2 GALLON	\$	\$ (0.1821)	\$ 0.3120		\$ 1.52	\$
	QUART	\$	\$ (0.1007)	\$ 0.1560		\$ 0.84	\$
	PINT	\$	\$ (0.0581)	\$ 0.0780		\$ 0.47	\$
	12 OUNCE	\$	\$ (0.0444)	\$ 0.0585		\$ 0.36	\$
	10 OUNCE	\$	\$ (0.0422)	\$ 0.0488		\$ 0.33	\$
	1/2 PINT	\$	\$ (0.0284)	\$ 0.0390		\$ 0.23	\$
	4 OUNCE	\$	\$ (0.0197)	\$ 0.0195		\$ 0.15	\$
	Bulk per Quart	\$	\$ (0.0933)	\$ 0.1560		\$ 0.78	\$

**REDACTED  
PURSUANT TO PROTECTIVE  
ORDER DATED MAY 30, 2017**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
MAY 2017 PRICES**

		A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1560	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON		\$ (0.4684)	\$ 0.6240		\$ 3.82		
	1/2 GALLON		\$ (0.2436)	\$ 0.3120		\$ 1.95		
	QUART		\$ (0.1314)	\$ 0.1560		\$ 1.05		
	PINT		\$ (0.0734)	\$ 0.0780		\$ 0.58		
	12 OUNCE		\$ (0.0560)	\$ 0.0585		\$ 0.44		
	10 OUNCE		\$ (0.0519)	\$ 0.0488		\$ 0.40		
	1/2 PINT		\$ (0.0361)	\$ 0.0390		\$ 0.28		
	4 OUNCE		\$ (0.0235)	\$ 0.0195		\$ 0.18		
	Bulk per Quart		\$ (0.1240)	\$ 0.1560		\$ 1.00		
FLAVORED REDUCED FAT MILK	GALLON		\$ (0.3880)	\$ 0.6240		\$ 3.28		
	1/2 GALLON		\$ (0.2034)	\$ 0.3120		\$ 1.69		
	QUART		\$ (0.1113)	\$ 0.1560		\$ 0.92		
	PINT		\$ (0.0634)	\$ 0.0780		\$ 0.51		
	12 OUNCE		\$ (0.0484)	\$ 0.0585		\$ 0.39		
	10 OUNCE		\$ (0.0456)	\$ 0.0488		\$ 0.36		
	1/2 PINT		\$ (0.0310)	\$ 0.0390		\$ 0.25		
	4 OUNCE		\$ (0.0210)	\$ 0.0195		\$ 0.16		
	Bulk per Quart		\$ (0.1039)	\$ 0.1560		\$ 0.86		
FLAVORED NONFAT MILK	GALLON		\$ (0.3657)	\$ 0.6240		\$ 3.11		
	1/2 GALLON		\$ (0.1923)	\$ 0.3120		\$ 1.60		
	QUART		\$ (0.1057)	\$ 0.1560		\$ 0.88		
	PINT		\$ (0.0606)	\$ 0.0780		\$ 0.49		
	12 OUNCE		\$ (0.0463)	\$ 0.0585		\$ 0.37		
	10 OUNCE		\$ (0.0438)	\$ 0.0488		\$ 0.34		
	1/2 PINT		\$ (0.0296)	\$ 0.0390		\$ 0.24		
	4 OUNCE		\$ (0.0203)	\$ 0.0195		\$ 0.16		
	Bulk per Quart		\$ (0.0983)	\$ 0.1560		\$ 0.82		
BUTTERMILK	GALLON		\$ (0.4259)	\$ 0.6240		\$ 3.48		
	1/2 GALLON		\$ (0.2224)	\$ 0.3120		\$ 1.79		
	QUART		\$ (0.1208)	\$ 0.1560		\$ 0.97		
	PINT		\$ (0.0681)	\$ 0.0780		\$ 0.53		
	12 OUNCE		\$ (0.0520)	\$ 0.0585		\$ 0.41		
	10 OUNCE		\$ (0.0485)	\$ 0.0488		\$ 0.37		
	1/2 PINT		\$ (0.0334)	\$ 0.0390		\$ 0.26		
	4 OUNCE		\$ (0.0222)	\$ 0.0195		\$ 0.17		
	Bulk per Quart		\$ (0.1134)	\$ 0.1560		\$ 0.91		

**REDACTED  
PURSUANT TO  
PROTECTIVE ORDER  
DATED MAY 30, 2017**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
MAY 2017 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1560	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	\$	\$ (0.8137)	\$ 0.6240	\$	\$ 5.40	
	1/2 GALLON	\$	\$ (0.4163)	\$ 0.3120	\$	\$ 2.74	
	QUART	\$	\$ (0.2177)	\$ 0.1560	\$	\$ 1.45	
	PINT	\$	\$ (0.1166)	\$ 0.0780	\$	\$ 0.78	
	12 OUNCE	\$	\$ (0.0883)	\$ 0.0585	\$	\$ 0.60	
	10 OUNCE	\$	\$ (0.0788)	\$ 0.0488	\$	\$ 0.54	
	1/2 PINT	\$	\$ (0.0576)	\$ 0.0390	\$	\$ 0.39	
	4 OUNCE	\$	\$ (0.0343)	\$ 0.0195	\$	\$ 0.24	
	Bulk per Quart	\$	\$ (0.2103)	\$ 0.1560	\$	\$ 1.39	