

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

STAFF SURREBUTTAL EXHIBIT 1

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

### **PERCENTAGE OF CLASS I MILK SALES FOR ALL CLASS I DEALERS SELLING IN PMMB AREA 5** <sup>(1) (2)</sup>

Standard Milk	19.78
Flavored Milk	4.90
Egg Nog	0.32
Reduced Fat Flavored Milk	4.08
Nonfat Flavored Milk	5.16
Reduced Fat Milk	37.93
Low Fat Milk	12.69
Buttermilk	1.29
Nonfat Milk	<u>13.85</u>
	<u>100.00%</u>

### **PERCENTAGE OF CLASS I MILK SALES FOR CROSS SECTION DEALERS SELLING IN PMMB AREA 5** <sup>(1) (2) (3)</sup>

Standard Milk	19.73
Flavored Milk	4.22
Egg Nog	0.30
Reduced Fat Flavored Milk	3.99
Nonfat Flavored Milk	5.62
Reduced Fat Milk	39.06
Low Fat Milk	12.74
Buttermilk	0.84
Nonfat Milk	<u>13.51</u>
	<u>100.01%</u>

(1) Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2015

(2) Pounds of Milk used in deriving percentages.

(3) The cross section dealers contribute 82.1% of the total milk to this area.

- \* Dean Dairy Holdings Inc. (Sharpsville location)
- \* Dean Dairy Holdings Inc. (doing business as Meadowbrook)
- \* Schneider's Dairy Inc.
- \* Turner Dairy Farms Inc.
- \* United Dairy Inc. (Martin's Ferry location)
- \* United Dairy Inc. (Uniontown location)

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# PENNSYLVANIA MILK MARKETING BOARD MILK MARKETING AREA 5

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

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

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

**CONTAINER COSTS  
YEAR 2015 UNITS (@ APRIL 2016 COSTS)**

A	B	C	D	E	F	G	H
				(C÷D)			(F x (1+G))
Container Size	Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to MAY-17) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 2,693,436	19,920,955	\$ 0.1352			
GALLON - Plastic	Purchased	\$ 1,067,927	5,691,654	\$ 0.1876			
GALLON - Combined		\$ 3,761,363	25,612,609	\$ 0.1469	\$ 0.1595	1.91%	\$ 0.1625
1/2 GALLON - Plastic	Blow Molded	\$ 736,110	7,031,340	\$ 0.1047			
1/2 GALLON - Plastic	Purchased	\$ 1,086,013	8,192,440	\$ 0.1326			
1/2 GALLON - Combined		\$ 1,822,123	15,223,780	\$ 0.1197	\$ 0.1269	1.65%	\$ 0.1290
QUART - Plastic	Purchased	\$ 276,334	2,365,547	\$ 0.1168			
QUART - Paper	Purchased	\$ 124,913	1,498,495	\$ 0.0834			
QUART - Combined		\$ 401,247	3,864,042	\$ 0.1038	\$ 0.1134	1.57%	\$ 0.1152
PINT - Plastic	Purchased	\$ 1,151,165	13,718,615	\$ 0.0839			
PINT - Paper	Purchased	\$ 5,401	114,161	\$ 0.0473			
PINT - Combined		\$ 1,156,566	13,832,776	\$ 0.0836	\$ 0.0920	1.62%	\$ 0.0935
12 Ounce	Purchased	\$ 5,031	45,765	\$ 0.1099	\$ 0.1099		\$ 0.1099
10 Ounce	Purchased	\$ 94	1,727	\$ 0.0544	\$ 0.0544		\$ 0.0544
1/2 PINT - Plastic	Purchased	\$ 947,897	17,469,819	\$ 0.0543	\$ 0.0594	0.92%	\$ 0.0599
1/2 PINT - Paper	Purchased	\$ 2,074,978	71,607,379	\$ 0.0290	\$ 0.0278	0.85%	\$ 0.0280
4 Ounce	Purchased	\$ 161,842	5,705,520	\$ 0.0284	\$ 0.0284	1.53%	\$ 0.0288
Bulk Per Quart	Purchased	\$ 100,913	1,381,591	\$ 0.0730	\$ 0.0730	1.30%	\$ 0.0740

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

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER  
YEAR 2015 POUNDS (@ MAY 2017 COSTS)**

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Weighted Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 1,683	72,271,696	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 10,422	140,667,798	\$ 0.0001
<b>Low Fat (1%) Milk</b>	\$ 5,702	47,617,163	\$ 0.0001
<b>Non Fat (Skim) Milk</b>	\$ 52,295	49,864,967	\$ 0.0010
<b>Flavored Milk</b>	\$ 500,221	14,001,638	\$ 0.0357
<b>Flavored Reduced Fat Milk</b>	\$ 374,658	13,355,781	\$ 0.0281
<b>Flavored NONFAT Milk</b>	\$ 655,659	19,961,609	\$ 0.0328
<b>Buttermilk</b>	\$ 55,318	2,563,253	\$ 0.0216
<b>Egg Nog</b>	\$ 198,759	1,098,247	\$ 0.1810

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

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

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	18,523,018	912,805	n/a	\$ 3,326,152	n/a	\$ 3,326,152	\$ 1,316,459
2 Bulk MILK - diverted	272,327,252	10,492,856	\$ 47,753,934	\$ 46,321,028	n/a	\$ (1,432,906)	\$ (915,657)
3 Bulk MILK - transferred	10,659,949	259,554	\$ 2,163,120	\$ 1,450,075	\$ 566,489	\$ (146,556)	\$ (125,817)
4 Bulk MILK - TOTAL (Row 2 + Row 3)	282,987,201	10,752,410	\$ 49,917,054	\$ 47,771,103	\$ 566,489	\$ (1,579,462)	\$ (1,041,474)
5 Bulk CREAM - transferred	48,031,714	20,179,351	\$ 54,963,892	\$ 48,316,860	\$ 938,291	\$ (5,708,741)	\$ (1,913,463)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,316,459		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ (1,041,474)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,913,463)		
9 Total	\$ (1,638,478)	372,048,415	\$ (0.0044)

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

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

	<b>Class I</b>
Skim Rate	\$ 11.76
Butterfat Rate	\$ 2.4198

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>Standard Milk</b>	72,271,696	2,365,490	3.2731%	69,906,206	\$ 5,724,013	\$ 8,220,970	\$ 13,944,983	\$ 0.1930	\$ -	\$ (0.0044)	<b>\$ 0.1886</b>
<b>Reduced Fat (2%) Milk</b>	140,667,798	2,730,262	1.9409%	137,937,536	\$ 6,606,688	\$ 16,221,454	\$ 22,828,142	\$ 0.1623	\$ 0.0001	\$ (0.0044)	<b>\$ 0.158000</b>
<b>Low Fat (1%) Milk</b>	47,617,163	456,616	0.9589%	47,160,547	\$ 1,104,919	\$ 5,546,080	\$ 6,650,999	\$ 0.1397	\$ 0.0001	\$ (0.0044)	<b>\$ 0.1354</b>
<b>Non Fat (Skim) Milk</b>	49,864,967	48,834	0.0979%	49,816,133	\$ 118,169	\$ 5,858,377	\$ 5,976,546	\$ 0.1199	\$ 0.0010	\$ (0.0044)	<b>\$ 0.1165</b>
<b>Flavored Milk</b>	14,001,638	476,470	3.4030%	13,525,168	\$ 1,152,962	\$ 1,590,560	\$ 2,743,522	\$ 0.1959	\$ 0.0357	\$ (0.0044)	<b>\$ 0.2272</b>
<b>Flavored Reduced Fat Milk</b>	13,355,781	139,340	1.0433%	13,216,441	\$ 337,175	\$ 1,554,253	\$ 1,891,428	\$ 0.1416	\$ 0.0281	\$ (0.0044)	<b>\$ 0.1653</b>
<b>Flavored NONFAT Milk</b>	19,961,609	41,907	0.2099%	19,919,702	\$ 101,407	\$ 2,342,557	\$ 2,443,964	\$ 0.1224	\$ 0.0328	\$ (0.0044)	<b>\$ 0.1508</b>
<b>Buttermilk</b>	2,563,253	56,046	2.1865%	2,507,207	\$ 135,620	\$ 294,848	\$ 430,468	\$ 0.1679	\$ 0.0216	\$ (0.0044)	<b>\$ 0.1851</b>
<b>Egg Nog</b>	1,098,247	69,413	6.3203%	1,028,834	\$ 167,966	\$ 120,991	\$ 288,957	\$ 0.2631	\$ 0.1810	\$ (0.0044)	<b>\$ 0.4397</b>

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

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

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

<b>WEIGHTED LABOR COSTS</b>	\$ 19,748,463	\$ 19,779,336	102,479,661	106,241,113	\$ 0.1927	\$ 0.1862	\$ 0.0065
<b>WEIGHTED UTILITY COSTS</b>	\$ 1,179,962	\$ 1,259,196	102,479,661	106,241,113	\$ 0.0115	\$ 0.0119	\$ (0.0004)
<b>WEIGHTED INSURANCE COSTS</b>	\$ 194,151	\$ 174,722	102,479,661	106,241,113	\$ 0.0019	\$ 0.0016	\$ 0.0003

**COST UPDATE ADJUSTMENT per BOTTLING POINT**      **\$ 0.0064**

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

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

1. Weighted Diesel Fuel Costs - YEAR 2015	\$ 2,866,669
2. Average On-Highway Diesel Price per Gallon - YEAR 2015 (1)	\$ 2.927
3. On-Highway Diesel Price per Gallon - MARCH 2017 (1)	\$ 2.751
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-6.01%
5. Presumed Diesel Fuel Costs - MARCH 2017 ((Line 1 X Line 4) + Line 1)	<u>\$ 2,694,382</u>
6. Change in Diesel Fuel Costs from YEAR 2015 to MARCH 2017 (Line 5 - Line 1)	\$ (172,287)
7. Weighted Delivery Points - YEAR 2015	<u>226,579,498</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b><u>\$ (0.0008)</u></b>

Footnote:

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



**PENNSYLVANIA MILK MARKETING BOARD  
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**Heating Fuel Costs Adjustment  
Update of Heating Fuel Costs from YEAR 2015 to JANUARY 2017**

1. Weighted Heating Fuel Costs - YEAR 2015	\$ 285,001
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2015 (1)	\$ 9.73
3. Pennsylvania Average Natural Gas Price - Industrial - JANUARY 2017 (1)	\$ 7.88
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-19.01%
5. Presumed Heating Fuel Costs - JANUARY 2017 ((Line 1 X Line 4) + Line 1)	<u>\$ 230,822</u>
6. Change in Heating Fuel Costs from YEAR 2015 to JANUARY 2017 (Line 5 - Line 1)	\$ (54,179)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2015	<u>207,096,562</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u>\$ (0.0003)</u></b>

Footnote:

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

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**WHOLESALE PRICE BUILDUP  
MAY 2017 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	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	\$ 1.6220	\$ 0.1625	\$ 0.0216	\$ (0.1067)				\$ (0.5220)	\$ 0.9748		\$ 3.4054	\$
	1/2 GALLON	\$ 0.8110	\$ 0.1290	\$ 0.0108	\$ (0.0419)				\$ (0.2610)	\$ 0.4874		\$ 1.7634	\$
	QUART	\$ 0.4055	\$ 0.1152	\$ 0.0054	\$ 0.0330				\$ (0.1305)	\$ 0.2437		\$ 0.9804	\$
	PINT	\$ 0.2027	\$ 0.0935	\$ 0.0027	\$ 0.0755				\$ (0.0653)	\$ 0.1219		\$ 0.5941	\$
	12 OUNCE	\$ 0.1521	\$ 0.1099	\$ 0.0020	\$ 0.0124				\$ (0.0489)	\$ 0.0914		\$ 0.4527	\$
	10 OUNCE	\$ 0.1267	\$ 0.0544	\$ 0.0017	\$ 0.0103				\$ (0.0435)	\$ 0.0812		\$ 0.3310	\$
	1/2 PINT	\$ 0.1014	\$ 0.0280	\$ 0.0014	\$ 0.0367				\$ (0.0326)	\$ 0.0609		\$ 0.2765	\$
	4 OUNCE	\$ 0.0507	\$ 0.0288	\$ 0.0007	\$ 0.0373				\$ (0.0163)	\$ 0.0305		\$ 0.1710	\$
	Bulk per Quart	\$ 0.4055	\$ 0.0740	\$ 0.0054	\$ 0.1058				\$ (0.1305)	\$ 0.2437		\$ 1.0213	\$
REDUCED FAT (2%) MILK	GALLON	\$ 1.3620	\$ 0.1625	\$ 0.0216	\$ (0.1067)				\$ (0.5220)	\$ 0.9748		\$ 3.1360	\$
	1/2 GALLON	\$ 0.6810	\$ 0.1290	\$ 0.0108	\$ (0.0419)				\$ (0.2610)	\$ 0.4874		\$ 1.6288	\$
	QUART	\$ 0.3405	\$ 0.1152	\$ 0.0054	\$ 0.0330				\$ (0.1305)	\$ 0.2437		\$ 0.9130	\$
	PINT	\$ 0.1702	\$ 0.0935	\$ 0.0027	\$ 0.0755				\$ (0.0653)	\$ 0.1219		\$ 0.5604	\$
	12 OUNCE	\$ 0.1277	\$ 0.1099	\$ 0.0020	\$ 0.0124				\$ (0.0489)	\$ 0.0914		\$ 0.4274	\$
	10 OUNCE	\$ 0.1064	\$ 0.0544	\$ 0.0017	\$ 0.0103				\$ (0.0435)	\$ 0.0812		\$ 0.3099	\$
	1/2 PINT	\$ 0.0851	\$ 0.0280	\$ 0.0014	\$ 0.0367				\$ (0.0326)	\$ 0.0609		\$ 0.2596	\$
	4 OUNCE	\$ 0.0426	\$ 0.0288	\$ 0.0007	\$ 0.0373				\$ (0.0163)	\$ 0.0305		\$ 0.1626	\$
	Bulk per Quart	\$ 0.3405	\$ 0.0740	\$ 0.0054	\$ 0.1058				\$ (0.1305)	\$ 0.2437		\$ 0.9539	\$
LOW FAT (1%) MILK	GALLON	\$ 1.1671	\$ 0.1625	\$ 0.0216	\$ (0.1067)				\$ (0.5220)	\$ 0.9748		\$ 2.9359	\$
	1/2 GALLON	\$ 0.5836	\$ 0.1290	\$ 0.0108	\$ (0.0419)				\$ (0.2610)	\$ 0.4874		\$ 1.5287	\$
	QUART	\$ 0.2918	\$ 0.1152	\$ 0.0054	\$ 0.0330				\$ (0.1305)	\$ 0.2437		\$ 0.8630	\$
	PINT	\$ 0.1459	\$ 0.0935	\$ 0.0027	\$ 0.0755				\$ (0.0653)	\$ 0.1219		\$ 0.5355	\$
	12 OUNCE	\$ 0.1094	\$ 0.1099	\$ 0.0020	\$ 0.0124				\$ (0.0489)	\$ 0.0914		\$ 0.4086	\$
	10 OUNCE	\$ 0.0912	\$ 0.0544	\$ 0.0017	\$ 0.0103				\$ (0.0435)	\$ 0.0812		\$ 0.2943	\$
	1/2 PINT	\$ 0.0729	\$ 0.0280	\$ 0.0014	\$ 0.0367				\$ (0.0326)	\$ 0.0609		\$ 0.2471	\$
	4 OUNCE	\$ 0.0365	\$ 0.0288	\$ 0.0007	\$ 0.0373				\$ (0.0163)	\$ 0.0305		\$ 0.1564	\$
	Bulk per Quart	\$ 0.2918	\$ 0.0740	\$ 0.0054	\$ 0.1058				\$ (0.1305)	\$ 0.2437		\$ 0.9040	\$
NON FAT (SKIM) MILK	GALLON	\$ 1.0054	\$ 0.1625	\$ 0.0216	\$ (0.1067)				\$ (0.5220)	\$ 0.9748		\$ 2.7656	\$
	1/2 GALLON	\$ 0.5027	\$ 0.1290	\$ 0.0108	\$ (0.0419)				\$ (0.2610)	\$ 0.4874		\$ 1.4436	\$
	QUART	\$ 0.2513	\$ 0.1152	\$ 0.0054	\$ 0.0330				\$ (0.1305)	\$ 0.2437		\$ 0.8205	\$
	PINT	\$ 0.1257	\$ 0.0935	\$ 0.0027	\$ 0.0755				\$ (0.0653)	\$ 0.1219		\$ 0.5141	\$
	12 OUNCE	\$ 0.0943	\$ 0.1099	\$ 0.0020	\$ 0.0124				\$ (0.0489)	\$ 0.0914		\$ 0.3927	\$
	10 OUNCE	\$ 0.0785	\$ 0.0544	\$ 0.0017	\$ 0.0103				\$ (0.0435)	\$ 0.0812		\$ 0.2809	\$
	1/2 PINT	\$ 0.0628	\$ 0.0280	\$ 0.0014	\$ 0.0367				\$ (0.0326)	\$ 0.0609		\$ 0.2365	\$
	4 OUNCE	\$ 0.0314	\$ 0.0288	\$ 0.0007	\$ 0.0373				\$ (0.0163)	\$ 0.0305		\$ 0.1510	\$
	Bulk per Quart	\$ 0.2513	\$ 0.0740	\$ 0.0054	\$ 0.1058				\$ (0.1305)	\$ 0.2437		\$ 0.8614	\$

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0001 per quart equivalent.

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**WHOLESALE PRICE BUILDUP  
MAY 2017 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	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	\$ 1.8176	\$ 0.1625	\$ 0.0216	\$ (0.1067)	\$			\$ (0.5220)	\$ 0.9748		\$ 3.6358	\$
	1/2 GALLON	\$ 0.9088	\$ 0.1290	\$ 0.0108	\$ (0.0419)	\$			\$ (0.2610)	\$ 0.4874		\$ 1.8786	\$
	QUART	\$ 0.4544	\$ 0.1152	\$ 0.0054	\$ 0.0330	\$			\$ (0.1305)	\$ 0.2437		\$ 1.0380	\$
	PINT	\$ 0.2272	\$ 0.0935	\$ 0.0027	\$ 0.0755	\$			\$ (0.0653)	\$ 0.1219		\$ 0.6229	\$
	12 OUNCE	\$ 0.1704	\$ 0.1099	\$ 0.0020	\$ 0.0124	\$			\$ (0.0489)	\$ 0.0914		\$ 0.4742	\$
	10 OUNCE	\$ 0.1420	\$ 0.0544	\$ 0.0017	\$ 0.0103	\$			\$ (0.0435)	\$ 0.0812		\$ 0.3489	\$
	1/2 PINT	\$ 0.1136	\$ 0.0280	\$ 0.0014	\$ 0.0367	\$			\$ (0.0326)	\$ 0.0609		\$ 0.2909	\$
	4 OUNCE	\$ 0.0568	\$ 0.0288	\$ 0.0007	\$ 0.0373	\$			\$ (0.0163)	\$ 0.0305		\$ 0.1782	\$
	Bulk per Quart	\$ 0.4544	\$ 0.0740	\$ 0.0054	\$ 0.1058	\$			\$ (0.1305)	\$ 0.2437		\$ 1.0789	\$
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.3224	\$ 0.1625	\$ 0.0216	\$ (0.1067)	\$			\$ (0.5220)	\$ 0.9748		\$ 3.1061	\$
	1/2 GALLON	\$ 0.6612	\$ 0.1290	\$ 0.0108	\$ (0.0419)	\$			\$ (0.2610)	\$ 0.4874		\$ 1.6138	\$
	QUART	\$ 0.3306	\$ 0.1152	\$ 0.0054	\$ 0.0330	\$			\$ (0.1305)	\$ 0.2437		\$ 0.9055	\$
	PINT	\$ 0.1653	\$ 0.0935	\$ 0.0027	\$ 0.0755	\$			\$ (0.0653)	\$ 0.1219		\$ 0.5567	\$
	12 OUNCE	\$ 0.1240	\$ 0.1099	\$ 0.0020	\$ 0.0124	\$			\$ (0.0489)	\$ 0.0914		\$ 0.4246	\$
	10 OUNCE	\$ 0.1033	\$ 0.0544	\$ 0.0017	\$ 0.0103	\$			\$ (0.0435)	\$ 0.0812		\$ 0.3075	\$
	1/2 PINT	\$ 0.0827	\$ 0.0280	\$ 0.0014	\$ 0.0367	\$			\$ (0.0326)	\$ 0.0609		\$ 0.2577	\$
	4 OUNCE	\$ 0.0413	\$ 0.0288	\$ 0.0007	\$ 0.0373	\$			\$ (0.0163)	\$ 0.0305		\$ 0.1617	\$
	Bulk per Quart	\$ 0.3306	\$ 0.0740	\$ 0.0054	\$ 0.1058	\$			\$ (0.1305)	\$ 0.2437		\$ 0.9465	\$
FLAVORED NONFAT MILK	GALLON	\$ 1.2064	\$ 0.1625	\$ 0.0216	\$ (0.1067)	\$			\$ (0.5220)	\$ 0.9748		\$ 2.9444	\$
	1/2 GALLON	\$ 0.6032	\$ 0.1290	\$ 0.0108	\$ (0.0419)	\$			\$ (0.2610)	\$ 0.4874		\$ 1.5329	\$
	QUART	\$ 0.3016	\$ 0.1152	\$ 0.0054	\$ 0.0330	\$			\$ (0.1305)	\$ 0.2437		\$ 0.8651	\$
	PINT	\$ 0.1508	\$ 0.0935	\$ 0.0027	\$ 0.0755	\$			\$ (0.0653)	\$ 0.1219		\$ 0.5365	\$
	12 OUNCE	\$ 0.1131	\$ 0.1099	\$ 0.0020	\$ 0.0124	\$			\$ (0.0489)	\$ 0.0914		\$ 0.4094	\$
	10 OUNCE	\$ 0.0943	\$ 0.0544	\$ 0.0017	\$ 0.0103	\$			\$ (0.0435)	\$ 0.0812		\$ 0.2949	\$
	1/2 PINT	\$ 0.0754	\$ 0.0280	\$ 0.0014	\$ 0.0367	\$			\$ (0.0326)	\$ 0.0609		\$ 0.2477	\$
	4 OUNCE	\$ 0.0377	\$ 0.0288	\$ 0.0007	\$ 0.0373	\$			\$ (0.0163)	\$ 0.0305		\$ 0.1566	\$
	Bulk per Quart	\$ 0.3016	\$ 0.0740	\$ 0.0054	\$ 0.1058	\$			\$ (0.1305)	\$ 0.2437		\$ 0.9060	\$
BUTTER MILK	GALLON	\$ 1.5956	\$ 0.1625	\$ 0.0216	\$ (0.1067)	\$			\$ (0.5220)	\$ 0.9748		\$ 3.4380	\$
	1/2 GALLON	\$ 0.7978	\$ 0.1290	\$ 0.0108	\$ (0.0419)	\$			\$ (0.2610)	\$ 0.4874		\$ 1.7797	\$
	QUART	\$ 0.3989	\$ 0.1152	\$ 0.0054	\$ 0.0330	\$			\$ (0.1305)	\$ 0.2437		\$ 0.9885	\$
	PINT	\$ 0.1994	\$ 0.0935	\$ 0.0027	\$ 0.0755	\$			\$ (0.0653)	\$ 0.1219		\$ 0.5982	\$
	12 OUNCE	\$ 0.1496	\$ 0.1099	\$ 0.0020	\$ 0.0124	\$			\$ (0.0489)	\$ 0.0914		\$ 0.4557	\$
	10 OUNCE	\$ 0.1247	\$ 0.0544	\$ 0.0017	\$ 0.0103	\$			\$ (0.0435)	\$ 0.0812		\$ 0.3335	\$
	1/2 PINT	\$ 0.0997	\$ 0.0280	\$ 0.0014	\$ 0.0367	\$			\$ (0.0326)	\$ 0.0609		\$ 0.2785	\$
	4 OUNCE	\$ 0.0499	\$ 0.0288	\$ 0.0007	\$ 0.0373	\$			\$ (0.0163)	\$ 0.0305		\$ 0.1720	\$
	Bulk per Quart	\$ 0.3989	\$ 0.0740	\$ 0.0054	\$ 0.1058	\$			\$ (0.1305)	\$ 0.2437		\$ 1.0295	\$

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0001 per quart equivalent.

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

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

**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	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	\$ 3.5176	\$ 0.1625	\$ 0.0216	\$ (0.1067)				\$ (0.5220)	\$ 0.9748		\$ 4.6497	\$
	1/2 GALLON	\$ 1.7588	\$ 0.1290	\$ 0.0108	\$ (0.0419)				\$ (0.2610)	\$ 0.4874		\$ 2.3856	\$
	QUART	\$ 0.8794	\$ 0.1152	\$ 0.0054	\$ 0.0330				\$ (0.1305)	\$ 0.2437		\$ 1.2914	\$
	PINT	\$ 0.4397	\$ 0.0935	\$ 0.0027	\$ 0.0755				\$ (0.0653)	\$ 0.1219		\$ 0.7497	\$
	12 OUNCE	\$ 0.3298	\$ 0.1099	\$ 0.0020	\$ 0.0124				\$ (0.0489)	\$ 0.0914		\$ 0.5693	\$
	10 OUNCE	\$ 0.2748	\$ 0.0544	\$ 0.0017	\$ 0.0103				\$ (0.0435)	\$ 0.0812		\$ 0.4282	\$
	1/2 PINT	\$ 0.2199	\$ 0.0280	\$ 0.0014	\$ 0.0367				\$ (0.0326)	\$ 0.0609		\$ 0.3542	\$
	4 OUNCE	\$ 0.1099	\$ 0.0288	\$ 0.0007	\$ 0.0373				\$ (0.0163)	\$ 0.0305		\$ 0.2100	\$
	Bulk per Quart	\$ 0.8794	\$ 0.0740	\$ 0.0054	\$ 0.1058				\$ (0.1305)	\$ 0.2437		\$ 1.3324	\$

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0001 per quart equivalent.

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

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

**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	12.0% Deepest Discount	In-Store Handling \$ 0.1466	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ (0.4074)	\$ 0.5864	\$	\$	\$ 3.68	
	1/2 GALLON	\$ (0.2111)	\$ 0.2932	\$	\$	\$ 1.90	
	QUART	<b>\$ (0.1185)</b>	<b>\$ 0.1466</b>	<b>\$</b>	<b>\$</b>	<b>\$ 1.04</b>	
	PINT	\$ (0.0711)	\$ 0.0733	\$	\$	\$ 0.61	
	12 OUNCE	\$ (0.0528)	\$ 0.0550	\$	\$	\$ 0.47	
	10 OUNCE	\$ (0.0396)	\$ 0.0458	\$	\$	\$ 0.35	
	1/2 PINT	\$ (0.0331)	\$ 0.0367	\$	\$	\$ 0.29	
	4 OUNCE	\$ (0.0207)	\$ 0.0183	\$	\$	\$ 0.18	
	Bulk per Quart	\$ (0.1225)	\$ 0.1466	\$	\$	\$ 1.07	
REDUCED FAT (2%) MILK	GALLON	\$ (0.3751)	\$ 0.5864	\$	\$	\$ 3.44	
	1/2 GALLON	\$ (0.1949)	\$ 0.2932	\$	\$	\$ 1.77	
	QUART	\$ (0.1105)	\$ 0.1466	\$	\$	\$ 0.98	
	PINT	\$ (0.0670)	\$ 0.0733	\$	\$	\$ 0.58	
	12 OUNCE	\$ (0.0497)	\$ 0.0550	\$	\$	\$ 0.44	
	10 OUNCE	\$ (0.0371)	\$ 0.0458	\$	\$	\$ 0.33	
	1/2 PINT	\$ (0.0311)	\$ 0.0367	\$	\$	\$ 0.27	
	4 OUNCE	\$ (0.0197)	\$ 0.0183	\$	\$	\$ 0.17	
	Bulk per Quart	\$ (0.1144)	\$ 0.1466	\$	\$	\$ 1.01	
LOWFAT (1%) MILK	GALLON	\$ (0.3509)	\$ 0.5864	\$	\$	\$ 3.26	
	1/2 GALLON	\$ (0.1828)	\$ 0.2932	\$	\$	\$ 1.68	
	QUART	\$ (0.1044)	\$ 0.1466	\$	\$	\$ 0.93	
	PINT	\$ (0.0640)	\$ 0.0733	\$	\$	\$ 0.56	
	12 OUNCE	\$ (0.0475)	\$ 0.0550	\$	\$	\$ 0.43	
	10 OUNCE	\$ (0.0352)	\$ 0.0458	\$	\$	\$ 0.31	
	1/2 PINT	\$ (0.0295)	\$ 0.0367	\$	\$	\$ 0.26	
	4 OUNCE	\$ (0.0190)	\$ 0.0183	\$	\$	\$ 0.16	
	Bulk per Quart	\$ (0.1083)	\$ 0.1466	\$	\$	\$ 0.97	
NONFAT (SKIM) MILK	GALLON	\$ (0.3307)	\$ 0.5864	\$	\$	\$ 3.10	
	1/2 GALLON	\$ (0.1727)	\$ 0.2932	\$	\$	\$ 1.61	
	QUART	\$ (0.0994)	\$ 0.1466	\$	\$	\$ 0.89	
	PINT	\$ (0.0615)	\$ 0.0733	\$	\$	\$ 0.54	
	12 OUNCE	\$ (0.0456)	\$ 0.0550	\$	\$	\$ 0.41	
	10 OUNCE	\$ (0.0336)	\$ 0.0458	\$	\$	\$ 0.30	
	1/2 PINT	\$ (0.0283)	\$ 0.0367	\$	\$	\$ 0.25	
	4 OUNCE	\$ (0.0183)	\$ 0.0183	\$	\$	\$ 0.16	
	Bulk per Quart	\$ (0.1033)	\$ 0.1466	\$	\$	\$ 0.93	

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

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

**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	12.0% Deepest Discount	In-Store Handling \$ 0.1466	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ (0.4317)	\$ 0.5864	\$	\$	\$ 3.89	
	1/2 GALLON	\$ (0.2232)	\$ 0.2932	\$	\$	\$ 2.00	
	QUART	\$ (0.1246)	\$ 0.1466	\$	\$	\$ 1.09	
	PINT	\$ (0.0741)	\$ 0.0733	\$	\$	\$ 0.64	
	12 OUNCE	\$ (0.0551)	\$ 0.0550	\$	\$	\$ 0.49	
	10 OUNCE	\$ (0.0415)	\$ 0.0458	\$	\$	\$ 0.36	
	1/2 PINT	\$ (0.0346)	\$ 0.0367	\$	\$	\$ 0.30	
	4 OUNCE	\$ (0.0215)	\$ 0.0183	\$	\$	\$ 0.18	
	Bulk per Quart	\$ (0.1286)	\$ 0.1466	\$	\$	\$ 1.13	
FLAVORED REDUCED FAT MILK	GALLON	\$ (0.3702)	\$ 0.5864	\$	\$	\$ 3.41	
	1/2 GALLON	\$ (0.1924)	\$ 0.2932	\$	\$	\$ 1.76	
	QUART	\$ (0.1092)	\$ 0.1466	\$	\$	\$ 0.97	
	PINT	\$ (0.0664)	\$ 0.0733	\$	\$	\$ 0.58	
	12 OUNCE	\$ (0.0493)	\$ 0.0550	\$	\$	\$ 0.44	
	10 OUNCE	\$ (0.0367)	\$ 0.0458	\$	\$	\$ 0.33	
	1/2 PINT	\$ (0.0308)	\$ 0.0367	\$	\$	\$ 0.27	
	4 OUNCE	\$ (0.0196)	\$ 0.0183	\$	\$	\$ 0.17	
	Bulk per Quart	\$ (0.1132)	\$ 0.1466	\$	\$	\$ 1.01	
FLAVORED NONFAT MILK	GALLON	\$ (0.3557)	\$ 0.5864	\$	\$	\$ 3.27	
	1/2 GALLON	\$ (0.1852)	\$ 0.2932	\$	\$	\$ 1.69	
	QUART	\$ (0.1056)	\$ 0.1466	\$	\$	\$ 0.93	
	PINT	\$ (0.0646)	\$ 0.0733	\$	\$	\$ 0.56	
	12 OUNCE	\$ (0.0479)	\$ 0.0550	\$	\$	\$ 0.43	
	10 OUNCE	\$ (0.0356)	\$ 0.0458	\$	\$	\$ 0.31	
	1/2 PINT	\$ (0.0299)	\$ 0.0367	\$	\$	\$ 0.26	
	4 OUNCE	\$ (0.0191)	\$ 0.0183	\$	\$	\$ 0.16	
	Bulk per Quart	\$ (0.1096)	\$ 0.1466	\$	\$	\$ 0.97	
BUTTERMILK	GALLON	\$ (0.4041)	\$ 0.5864	\$	\$	\$ 3.71	
	1/2 GALLON	\$ (0.2094)	\$ 0.2932	\$	\$	\$ 1.91	
	QUART	\$ (0.1177)	\$ 0.1466	\$	\$	\$ 1.04	
	PINT	\$ (0.0707)	\$ 0.0733	\$	\$	\$ 0.62	
	12 OUNCE	\$ (0.0525)	\$ 0.0550	\$	\$	\$ 0.47	
	10 OUNCE	\$ (0.0394)	\$ 0.0458	\$	\$	\$ 0.35	
	1/2 PINT	\$ (0.0329)	\$ 0.0367	\$	\$	\$ 0.29	
	4 OUNCE	\$ (0.0206)	\$ 0.0183	\$	\$	\$ 0.18	
	Bulk per Quart	\$ (0.1217)	\$ 0.1466	\$	\$	\$ 1.08	

**REDACTED  
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MAY 30, 2017**

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

**RETAIL PRICE BUILDUP  
MAY 2017 PRICES**

		A	B	C	D	E	F	G
		EX. 10				(A+B+C+D)		(E - F)
Container Size		Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1466	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON		\$ (0.6431)	\$ 0.5864			\$ 4.81	
	1/2 GALLON		\$ (0.3289)	\$ 0.2932			\$ 2.46	
	QUART		\$ (0.1775)	\$ 0.1466			\$ 1.32	
	PINT		\$ (0.1005)	\$ 0.0733			\$ 0.75	
	12 OUNCE		\$ (0.0749)	\$ 0.0550			\$ 0.57	
	10 OUNCE		\$ (0.0580)	\$ 0.0458			\$ 0.43	
	1/2 PINT		\$ (0.0478)	\$ 0.0367			\$ 0.36	
	4 OUNCE		\$ (0.0281)	\$ 0.0183			\$ 0.22	
	Bulk per Quart		\$ (0.1814)	\$ 0.1466			\$ 1.36	