

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 IN PMMB AREA 3 ^{(1) (2)}

Standard Milk	27.22
Flavored Milk	2.23
Egg Nog	0.42
Reduced Fat Flavored Milk	8.73
Nonfat Flavored Milk	3.31
Reduced Fat Milk	29.77
Low Fat Milk	12.61
Buttermilk	0.92
Nonfat Milk	<u>14.79</u>
	<u>100.0%</u>

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

Standard Milk	28.62
Flavored Milk	2.68
Egg Nog	0.35
Reduced Fat Flavored Milk	7.10
Nonfat Flavored Milk	4.27
Reduced Fat Milk	28.90
Low Fat Milk	13.00
Buttermilk	0.59
Nonfat Milk	<u>14.49</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⁾ Clover Farms Dairy, Guers Dairy, Pocono Mountain Dairy, Schneider's Dairy Inc. (Williamsport location), Tuscan/Lehigh Valley Dairies (Schuylkill Haven location), Turkey Hill Dairy and Dean Dairy (Lebanon Location). Tuscan/Lehigh Valley Dairies (Schuylkill Haven location) processes Pocono Mountain Dairy's producer milk. The cross section dealers contribute 71.3% of the total milk to this area.

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

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 1,458,303	111,716,579	\$ 0.0131
Standardization & Pasteurization	\$ 2,534,001	158,052,799	\$ 0.0160
Bottling	\$ 5,194,170	156,291,182	\$ 0.0332
Cold Room	\$ 6,126,008	167,922,502	\$ 0.0365
Delivery	\$ 15,944,161	127,785,085	\$ 0.1248
Selling	\$ 3,067,429	126,689,571	\$ 0.0242

Total Cost per Point **\$ 0.2478**

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

**CONTAINER COSTS
YEAR 2012 UNITS (@ APRIL 2013 COSTS)**

A	B	C	D	E	F	G	H
				(C÷D)			(F x (1+G))
Container Size	Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to DEC-2013) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
Gallon - Plastic	Blow Molded	\$ 883,629	4,826,198	\$ 0.1831			
Gallon - Plastic	Purchased	\$ 1,554,128	7,610,445	\$ 0.2042			
Gallon Combined		\$ 2,437,757	12,436,643	\$ 0.1960	\$ 0.2123	1.51%	\$ 0.2155
Half Gallon - Plastic	Purchased	\$ 1,381,270	9,631,023	\$ 0.1434			
Half Gallon - Paper	Purchased	\$ 192,636	1,348,616	\$ 0.1428			
Half Gallon Combined		\$ 1,573,906	10,979,639	\$ 0.1433	\$ 0.1530	1.22%	\$ 0.1549
Quart - Plastic	Purchased	\$ 298,320	2,305,207	\$ 0.1294			
Quart - Paper	Purchased	\$ 169,710	2,002,420	\$ 0.0848			
Quart Combined		\$ 468,030	4,307,627	\$ 0.1087	\$ 0.1190	1.57%	\$ 0.1209
Pint - Plastic	Purchased	\$ 321,110	3,370,004	\$ 0.0953			
Pint - Paper	Purchased	\$ 132,008	2,389,662	\$ 0.0552			
Pint Combined		\$ 453,118	5,759,666	\$ 0.0787	\$ 0.0827	1.62%	\$ 0.0840
12 Ounce	Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce	Purchased	\$ 22,183	404,645	\$ 0.0548	\$ 0.0548		\$ 0.0548
Half Pint - Plastic	Purchased	\$ 230,538	3,527,238	\$ 0.0654	\$ 0.0717	0.92%	\$ 0.0724
Half Pint - Paper	Purchased	\$ 1,515,592	53,117,112	\$ 0.0285	\$ 0.0284	0.85%	\$ 0.0286
4 Ounce	Purchased	\$ 104,453	3,842,576	\$ 0.0272	\$ 0.0272	1.53%	\$ 0.0276
Bulk Per Quart	Purchased	\$ 102,166	2,569,123	\$ 0.0398	\$ 0.0398	1.30%	\$ 0.0403

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

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

Product	Weighted Cost	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 1,262	50,978,229	\$ -
Reduced Fat (2%) Milk	\$ 44,589	52,832,576	\$ 0.0008
Low Fat (1%) Milk	\$ 24,057	29,551,666	\$ 0.0008
Non Fat (Skim) Milk	\$ 68,992	29,711,472	\$ 0.0023
Flavored Milk	\$ 126,469	3,124,231	\$ 0.0405
Flavored Reduced Fat Milk	\$ 112,196	2,858,326	\$ 0.0393
Flavored NONFAT Milk	\$ 192,446	6,016,745	\$ 0.0320
Buttermilk	\$ 3,465	95,434	\$ 0.0363
Egg Nog	\$ 189,699	1,122,330	\$ 0.1690

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

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

Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Cost per Pound
Shrinkage	\$ 641,159		
Bulk Milk (Profit)/Loss	\$ (408,037)		
Bulk Cream (Profit)/Loss	\$ (838,711)		
Total	\$ (605,589)	211,824,552	\$ (0.0029)

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

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

	Class 1
Skim Rate	\$ 20.36
Butterfat Rate	\$ 1.6491

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A) Percentage	(A - B) Pounds	(B X BF Rate) Value	(D X Skim Rate) Value	(E + F) Total Value	(G ÷ A) Cost per Pound	(EX. 4) Ingredient Cost	(EX. 5) Bulk Sale (Profit)/Loss	(H + I + J) Total Cost per Pound

Class 1	Standard (Whole) Milk	50,978,229	1,662,353	3.2609%	49,315,876	\$ 2,741,386	\$ 10,040,712	\$ 12,782,099	\$ 0.2507	\$ -	\$ (0.0029)	\$ 0.2478
	Reduced Fat (2%) Milk	52,832,576	1,034,518	1.9581%	51,798,058	\$ 1,706,024	\$ 10,546,085	\$ 12,252,108	\$ 0.2319	\$ 0.0008	\$ (0.0029)	\$ 0.2298
	Low Fat (1%) Milk	29,551,666	280,399	0.9488%	29,271,267	\$ 462,406	\$ 5,959,630	\$ 6,422,036	\$ 0.2173	\$ 0.0008	\$ (0.0029)	\$ 0.2152
	Non Fat (Skim) Milk	29,711,472	29,415	0.0990%	29,682,057	\$ 48,508	\$ 6,043,267	\$ 6,091,775	\$ 0.2050	\$ 0.0023	\$ (0.0029)	\$ 0.2044
	Flavored Milk	3,124,231	104,620	3.3487%	3,019,611	\$ 172,529	\$ 614,793	\$ 787,322	\$ 0.2520	\$ 0.0405	\$ (0.0029)	\$ 0.2896
	Flavored Reduced Fat Milk	2,858,326	38,514	1.3474%	2,819,812	\$ 63,513	\$ 574,114	\$ 637,627	\$ 0.2231	\$ 0.0393	\$ (0.0029)	\$ 0.2595
	Flavored NONFAT Milk	6,016,745	5,698	0.0947%	6,011,047	\$ 9,397	\$ 1,223,849	\$ 1,233,246	\$ 0.2050	\$ 0.0320	\$ (0.0029)	\$ 0.2341
	Buttermilk	95,434	3,626	3.7995%	91,808	\$ 5,980	\$ 18,692	\$ 24,672	\$ 0.2585	\$ 0.0363	\$ (0.0029)	\$ 0.2919
	Egg Nog	1,122,330	71,740	6.3921%	1,050,590	\$ 118,306	\$ 213,900	\$ 332,207	\$ 0.2960	\$ 0.1690	\$ (0.0029)	\$ 0.4621

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

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/POINT		INCREASE (DECREASE)
2013	2012	2013	2012	2013	2012	

WEIGHTED LABOR COSTS	\$ 5,262,071	\$ 5,236,213	39,049,208	41,789,478	\$ 0.1348	\$ 0.1253	\$ 0.0095
WEIGHTED UTILITY COSTS	\$ 336,269	\$ 276,466	39,049,208	41,789,478	\$ 0.0086	\$ 0.0066	\$ 0.0020
WEIGHTED INSURANCE COSTS	\$ 322,800	\$ 328,556	39,049,208	41,789,478	\$ 0.0083	\$ 0.0079	\$ 0.0004

COST UPDATE ADJUSTMENT per BOTTLING POINT

\$ 0.0119

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from Year 2012 to OCTOBER 2013

1. Weighted Diesel Fuel Costs - YEAR 2012	\$	2,559,662
2. Average On-Highway Diesel Price per Gallon - YEAR 2012 ⁽¹⁾	\$	4.100
3. On-Highway Diesel Price per Gallon - OCTOBER 2013 ⁽¹⁾	\$	3.961
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		-3.39%
5. Presumed Diesel Fuel Costs - OCTOBER 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>2,472,884</u>
6. Change in Diesel Fuel Costs from YEAR 2012 to OCTOBER 2013 (Line 5 - Line 1)	\$	(86,779)
7. Weighted Delivery Points - YEAR 2012		<u>127,785,085</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>(0.0007)</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 3

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from Year 2012 to AUGUST 2013

1. Weighted Heating Fuel Costs - YEAR 2012	\$	298,853
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2012 ⁽¹⁾	\$	8.75
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2013 ⁽¹⁾	\$	9.53
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		8.91%
5. Presumed Heating Fuel Costs - AUGUST 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>325,481</u>
6. Change in Heating Fuel Costs from YEAR 2012 to AUGUST 2013 (Line 5 - Line 1)	\$	26,628
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2012		<u>158,052,799</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
DECEMBER 2013 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 2.1311	\$ 0.2155	\$ 0.0536	\$ (0.0812)	\$ 0.9912	\$ 3.3102	\$ 0.1165	\$ 3.4267	\$ (0.4284)	\$ 0.8000	\$ 3.7983	\$ 3.7439	\$ 0.0544
	Half Gallon	\$ 1.0655	\$ 0.1549	\$ 0.0268	\$ (0.0472)	\$ 0.4956	\$ 1.6956	\$ 0.0597	\$ 1.7553	\$ (0.2142)	\$ 0.4000	\$ 1.9411	\$ 1.9182	\$ 0.0229
	Quart	\$ 0.5328	\$ 0.1209	\$ 0.0134	\$ 0.0220	\$ 0.2478	\$ 0.9369	\$ 0.0330	\$ 0.9699	\$ (0.1071)	\$ 0.2000	\$ 1.0628	\$ 1.0505	\$ 0.0123
	Pint	\$ 0.2664	\$ 0.0840	\$ 0.0067	\$ 0.0422	\$ 0.1239	\$ 0.5232	\$ 0.0184	\$ 0.5416	\$ (0.0536)	\$ 0.1000	\$ 0.5880	\$ 0.5818	\$ 0.0062
	12 Ounce	\$ 0.1998	\$ 0.0630	\$ 0.0050	\$ 0.0435	\$ 0.0929	\$ 0.4042	\$ 0.0142	\$ 0.4184	\$ (0.0402)	\$ 0.0750	\$ 0.4532	\$ 0.4494	\$ 0.0038
	10 Ounce	\$ 0.1665	\$ 0.0548	\$ 0.0042	\$ 0.0462	\$ 0.0774	\$ 0.3491	\$ 0.0123	\$ 0.3614	\$ (0.0335)	\$ 0.0625	\$ 0.3904	\$ 0.3872	\$ 0.0032
	Half Pint	\$ 0.1332	\$ 0.0286	\$ 0.0034	\$ 0.0202	\$ 0.0620	\$ 0.2474	\$ 0.0087	\$ 0.2561	\$ (0.0268)	\$ 0.0500	\$ 0.2793	\$ 0.2764	\$ 0.0029
	4 ounce	\$ 0.0666	\$ 0.0276	\$ 0.0017	\$ 0.0303	\$ 0.0310	\$ 0.1572	\$ 0.0055	\$ 0.1627	\$ (0.0134)	\$ 0.0250	\$ 0.1743	\$ 0.1707	\$ 0.0036
	Dispenser	\$ 0.5328	\$ 0.0403	\$ 0.0134	\$ 0.0027	\$ 0.2478	\$ 0.8370	\$ 0.0295	\$ 0.8665	\$ (0.1071)	\$ 0.2000	\$ 0.9594	\$ 0.9511	\$ 0.0083
REDUCED FAT (2%) MILK	Gallon	\$ 1.9809	\$ 0.2155	\$ 0.0536	\$ (0.0812)	\$ 0.9912	\$ 3.1600	\$ 0.1112	\$ 3.2712	\$ (0.4284)	\$ 0.8000	\$ 3.6428	\$ 3.5875	\$ 0.0553
	Half Gallon	\$ 0.9904	\$ 0.1549	\$ 0.0268	\$ (0.0472)	\$ 0.4956	\$ 1.6205	\$ 0.0570	\$ 1.6775	\$ (0.2142)	\$ 0.4000	\$ 1.8633	\$ 1.8400	\$ 0.0233
	Quart	\$ 0.4952	\$ 0.1209	\$ 0.0134	\$ 0.0220	\$ 0.2478	\$ 0.8993	\$ 0.0317	\$ 0.9310	\$ (0.1071)	\$ 0.2000	\$ 1.0239	\$ 1.0113	\$ 0.0126
	Pint	\$ 0.2476	\$ 0.0840	\$ 0.0067	\$ 0.0422	\$ 0.1239	\$ 0.5044	\$ 0.0178	\$ 0.5222	\$ (0.0536)	\$ 0.1000	\$ 0.5686	\$ 0.5622	\$ 0.0064
	12 Ounce	\$ 0.1857	\$ 0.0630	\$ 0.0050	\$ 0.0435	\$ 0.0929	\$ 0.3901	\$ 0.0137	\$ 0.4038	\$ (0.0402)	\$ 0.0750	\$ 0.4386	\$ 0.4347	\$ 0.0039
	10 Ounce	\$ 0.1548	\$ 0.0548	\$ 0.0042	\$ 0.0462	\$ 0.0774	\$ 0.3374	\$ 0.0119	\$ 0.3493	\$ (0.0357)	\$ 0.0667	\$ 0.3803	\$ 0.3750	\$ 0.0053
	Half Pint	\$ 0.1238	\$ 0.0286	\$ 0.0034	\$ 0.0202	\$ 0.0620	\$ 0.2380	\$ 0.0084	\$ 0.2464	\$ (0.0268)	\$ 0.0500	\$ 0.2696	\$ 0.2667	\$ 0.0029
	4 ounce	\$ 0.0619	\$ 0.0276	\$ 0.0017	\$ 0.0303	\$ 0.0310	\$ 0.1525	\$ 0.0054	\$ 0.1579	\$ (0.0134)	\$ 0.0250	\$ 0.1695	\$ 0.1657	\$ 0.0038
	Dispenser	\$ 0.4952	\$ 0.0403	\$ 0.0134	\$ 0.0027	\$ 0.2478	\$ 0.7994	\$ 0.0281	\$ 0.8275	\$ (0.1071)	\$ 0.2000	\$ 0.9204	\$ 0.9119	\$ 0.0085
LOWFAT (1%) MILK	Gallon	\$ 1.8550	\$ 0.2155	\$ 0.0536	\$ (0.0812)	\$ 0.9912	\$ 3.0341	\$ 0.1068	\$ 3.1409	\$ (0.4284)	\$ 0.8000	\$ 3.5125	\$ 3.4572	\$ 0.0553
	Half Gallon	\$ 0.9275	\$ 0.1549	\$ 0.0268	\$ (0.0472)	\$ 0.4956	\$ 1.5576	\$ 0.0548	\$ 1.6124	\$ (0.2142)	\$ 0.4000	\$ 1.7982	\$ 1.7749	\$ 0.0233
	Quart	\$ 0.4638	\$ 0.1209	\$ 0.0134	\$ 0.0220	\$ 0.2478	\$ 0.8679	\$ 0.0305	\$ 0.8984	\$ (0.1071)	\$ 0.2000	\$ 0.9913	\$ 0.9787	\$ 0.0126
	Pint	\$ 0.2319	\$ 0.0840	\$ 0.0067	\$ 0.0422	\$ 0.1239	\$ 0.4887	\$ 0.0172	\$ 0.5059	\$ (0.0536)	\$ 0.1000	\$ 0.5523	\$ 0.5460	\$ 0.0063
	12 Ounce	\$ 0.1739	\$ 0.0630	\$ 0.0050	\$ 0.0435	\$ 0.0929	\$ 0.3783	\$ 0.0133	\$ 0.3916	\$ (0.0402)	\$ 0.0750	\$ 0.4264	\$ 0.4225	\$ 0.0039
	10 Ounce	\$ 0.1449	\$ 0.0548	\$ 0.0042	\$ 0.0462	\$ 0.0774	\$ 0.3275	\$ 0.0115	\$ 0.3390	\$ (0.0357)	\$ 0.0667	\$ 0.3700	\$ 0.3648	\$ 0.0052
	Half Pint	\$ 0.1159	\$ 0.0286	\$ 0.0034	\$ 0.0202	\$ 0.0620	\$ 0.2301	\$ 0.0081	\$ 0.2382	\$ (0.0268)	\$ 0.0500	\$ 0.2614	\$ 0.2585	\$ 0.0029
	4 ounce	\$ 0.0580	\$ 0.0276	\$ 0.0017	\$ 0.0303	\$ 0.0310	\$ 0.1486	\$ 0.0052	\$ 0.1538	\$ (0.0134)	\$ 0.0250	\$ 0.1654	\$ 0.1617	\$ 0.0037
	Dispenser	\$ 0.4638	\$ 0.0403	\$ 0.0134	\$ 0.0027	\$ 0.2478	\$ 0.7680	\$ 0.0270	\$ 0.7950	\$ (0.1071)	\$ 0.2000	\$ 0.8879	\$ 0.8793	\$ 0.0086
NONFAT (SKIM) MILK	Gallon	\$ 1.7640	\$ 0.2155	\$ 0.0536	\$ (0.0812)	\$ 0.9912	\$ 2.9431	\$ 0.1036	\$ 3.0467	\$ (0.4284)	\$ 0.8000	\$ 3.4183	\$ 3.3621	\$ 0.0562
	Half Gallon	\$ 0.8820	\$ 0.1549	\$ 0.0268	\$ (0.0472)	\$ 0.4956	\$ 1.5121	\$ 0.0532	\$ 1.5653	\$ (0.2142)	\$ 0.4000	\$ 1.7511	\$ 1.7273	\$ 0.0238
	Quart	\$ 0.4410	\$ 0.1209	\$ 0.0134	\$ 0.0220	\$ 0.2478	\$ 0.8451	\$ 0.0297	\$ 0.8748	\$ (0.1071)	\$ 0.2000	\$ 0.9677	\$ 0.9550	\$ 0.0127
	Pint	\$ 0.2205	\$ 0.0840	\$ 0.0067	\$ 0.0422	\$ 0.1239	\$ 0.4773	\$ 0.0168	\$ 0.4941	\$ (0.0536)	\$ 0.1000	\$ 0.5405	\$ 0.5341	\$ 0.0064
	12 Ounce	\$ 0.1654	\$ 0.0630	\$ 0.0050	\$ 0.0435	\$ 0.0929	\$ 0.3698	\$ 0.0130	\$ 0.3828	\$ (0.0402)	\$ 0.0750	\$ 0.4176	\$ 0.4136	\$ 0.0040
	10 Ounce	\$ 0.1378	\$ 0.0548	\$ 0.0042	\$ 0.0462	\$ 0.0774	\$ 0.3204	\$ 0.0113	\$ 0.3317	\$ (0.0357)	\$ 0.0667	\$ 0.3627	\$ 0.3574	\$ 0.0053
	Half Pint	\$ 0.1102	\$ 0.0286	\$ 0.0034	\$ 0.0202	\$ 0.0620	\$ 0.2244	\$ 0.0079	\$ 0.2323	\$ (0.0268)	\$ 0.0500	\$ 0.2555	\$ 0.2526	\$ 0.0029
	4 ounce	\$ 0.0551	\$ 0.0276	\$ 0.0017	\$ 0.0303	\$ 0.0310	\$ 0.1457	\$ 0.0051	\$ 0.1508	\$ (0.0134)	\$ 0.0250	\$ 0.1624	\$ 0.1587	\$ 0.0037
	Dispenser	\$ 0.4410	\$ 0.0403	\$ 0.0134	\$ 0.0027	\$ 0.2478	\$ 0.7452	\$ 0.0262	\$ 0.7714	\$ (0.1071)	\$ 0.2000	\$ 0.8643	\$ 0.8556	\$ 0.0087

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0020 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

WHOLESALE PRICE BUILDUP
DECEMBER 2013 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	Gallon	\$ 2.3168	\$ 0.2155	\$ 0.0536	\$ (0.0812)	\$ 0.9912	\$ 3.4959	\$ 0.1230	\$ 3.6189	\$ (0.4284)	\$ 0.8000	\$ 3.9905	\$ 3.9267	\$ 0.0638
	Half Gallon	\$ 1.1584	\$ 0.1549	\$ 0.0268	\$ (0.0472)	\$ 0.4956	\$ 1.7885	\$ 0.0629	\$ 1.8514	\$ (0.2142)	\$ 0.4000	\$ 2.0372	\$ 2.0096	\$ 0.0276
	Quart	\$ 0.5792	\$ 0.1209	\$ 0.0134	\$ 0.0220	\$ 0.2478	\$ 0.9833	\$ 0.0346	\$ 1.0179	\$ (0.1071)	\$ 0.2000	\$ 1.1108	\$ 1.0961	\$ 0.0147
	Pint	\$ 0.2896	\$ 0.0840	\$ 0.0067	\$ 0.0422	\$ 0.1239	\$ 0.5464	\$ 0.0192	\$ 0.5656	\$ (0.0536)	\$ 0.1000	\$ 0.6120	\$ 0.6047	\$ 0.0073
	12 Ounce	\$ 0.2172	\$ 0.0630	\$ 0.0050	\$ 0.0435	\$ 0.0929	\$ 0.4216	\$ 0.0148	\$ 0.4364	\$ (0.0402)	\$ 0.0750	\$ 0.4712	\$ 0.4665	\$ 0.0047
	10 Ounce	\$ 0.1810	\$ 0.0548	\$ 0.0042	\$ 0.0462	\$ 0.0774	\$ 0.3636	\$ 0.0128	\$ 0.3764	\$ (0.0357)	\$ 0.0667	\$ 0.4074	\$ 0.4015	\$ 0.0059
	Half Pint	\$ 0.1448	\$ 0.0286	\$ 0.0034	\$ 0.0202	\$ 0.0620	\$ 0.2590	\$ 0.0091	\$ 0.2681	\$ (0.0268)	\$ 0.0500	\$ 0.2913	\$ 0.2879	\$ 0.0034
	4 ounce	\$ 0.0724	\$ 0.0276	\$ 0.0017	\$ 0.0303	\$ 0.0310	\$ 0.1630	\$ 0.0057	\$ 0.1687	\$ (0.0134)	\$ 0.0250	\$ 0.1803	\$ 0.1764	\$ 0.0039
	Dispenser	\$ 0.5792	\$ 0.0403	\$ 0.0134	\$ 0.0027	\$ 0.2478	\$ 0.8834	\$ 0.0311	\$ 0.9145	\$ (0.1071)	\$ 0.2000	\$ 1.0074	\$ 0.9967	\$ 0.0107
FLAVORED REDUCED FAT MILK	Gallon	\$ 2.0760	\$ 0.2155	\$ 0.0536	\$ (0.0812)	\$ 0.9912	\$ 3.2551	\$ 0.1146	\$ 3.3697	\$ (0.4284)	\$ 0.8000	\$ 3.7413	\$ 3.5996	\$ 0.1417
	Half Gallon	\$ 1.0380	\$ 0.1549	\$ 0.0268	\$ (0.0472)	\$ 0.4956	\$ 1.6681	\$ 0.0587	\$ 1.7268	\$ (0.2142)	\$ 0.4000	\$ 1.9126	\$ 1.8460	\$ 0.0666
	Quart	\$ 0.5190	\$ 0.1209	\$ 0.0134	\$ 0.0220	\$ 0.2478	\$ 0.9231	\$ 0.0325	\$ 0.9556	\$ (0.1071)	\$ 0.2000	\$ 1.0485	\$ 1.0143	\$ 0.0342
	Pint	\$ 0.2595	\$ 0.0840	\$ 0.0067	\$ 0.0422	\$ 0.1239	\$ 0.5163	\$ 0.0182	\$ 0.5345	\$ (0.0536)	\$ 0.1000	\$ 0.5809	\$ 0.5638	\$ 0.0171
	12 Ounce	\$ 0.1946	\$ 0.0630	\$ 0.0050	\$ 0.0435	\$ 0.0929	\$ 0.3990	\$ 0.0140	\$ 0.4130	\$ (0.0402)	\$ 0.0750	\$ 0.4478	\$ 0.4358	\$ 0.0120
	10 Ounce	\$ 0.1622	\$ 0.0548	\$ 0.0042	\$ 0.0462	\$ 0.0774	\$ 0.3448	\$ 0.0121	\$ 0.3569	\$ (0.0357)	\$ 0.0667	\$ 0.3879	\$ 0.3759	\$ 0.0120
	Half Pint	\$ 0.1298	\$ 0.0286	\$ 0.0034	\$ 0.0202	\$ 0.0620	\$ 0.2440	\$ 0.0086	\$ 0.2526	\$ (0.0268)	\$ 0.0500	\$ 0.2758	\$ 0.2674	\$ 0.0084
	4 ounce	\$ 0.0649	\$ 0.0276	\$ 0.0017	\$ 0.0303	\$ 0.0310	\$ 0.1555	\$ 0.0055	\$ 0.1610	\$ (0.0134)	\$ 0.0250	\$ 0.1726	\$ 0.1662	\$ 0.0064
	Dispenser	\$ 0.5190	\$ 0.0403	\$ 0.0134	\$ 0.0027	\$ 0.2478	\$ 0.8232	\$ 0.0290	\$ 0.8522	\$ (0.1071)	\$ 0.2000	\$ 0.9451	\$ 0.9149	\$ 0.0302
FLAVORED NONFAT MILK	Gallon	\$ 1.8728	\$ 0.2155	\$ 0.0536	\$ (0.0812)	\$ 0.9912	\$ 3.0519	\$ 0.1074	\$ 3.1593	\$ (0.4284)	\$ 0.8000	\$ 3.5309	\$ 3.5292	\$ 0.0017
	Half Gallon	\$ 0.9364	\$ 0.1549	\$ 0.0268	\$ (0.0472)	\$ 0.4956	\$ 1.5665	\$ 0.0551	\$ 1.6216	\$ (0.2142)	\$ 0.4000	\$ 1.8074	\$ 1.8109	\$ (0.0035)
	Quart	\$ 0.4682	\$ 0.1209	\$ 0.0134	\$ 0.0220	\$ 0.2478	\$ 0.8723	\$ 0.0307	\$ 0.9030	\$ (0.1071)	\$ 0.2000	\$ 0.9959	\$ 0.9967	\$ (0.0008)
	Pint	\$ 0.2341	\$ 0.0840	\$ 0.0067	\$ 0.0422	\$ 0.1239	\$ 0.4909	\$ 0.0173	\$ 0.5082	\$ (0.0536)	\$ 0.1000	\$ 0.5546	\$ 0.5550	\$ (0.0004)
	12 Ounce	\$ 0.1756	\$ 0.0630	\$ 0.0050	\$ 0.0435	\$ 0.0929	\$ 0.3800	\$ 0.0134	\$ 0.3934	\$ (0.0402)	\$ 0.0750	\$ 0.4282	\$ 0.4292	\$ (0.0010)
	10 Ounce	\$ 0.1463	\$ 0.0548	\$ 0.0042	\$ 0.0462	\$ 0.0774	\$ 0.3289	\$ 0.0116	\$ 0.3405	\$ (0.0357)	\$ 0.0667	\$ 0.3715	\$ 0.3704	\$ 0.0011
	Half Pint	\$ 0.1171	\$ 0.0286	\$ 0.0034	\$ 0.0202	\$ 0.0620	\$ 0.2313	\$ 0.0081	\$ 0.2394	\$ (0.0268)	\$ 0.0500	\$ 0.2626	\$ 0.2631	\$ (0.0005)
	4 ounce	\$ 0.0585	\$ 0.0276	\$ 0.0017	\$ 0.0303	\$ 0.0310	\$ 0.1491	\$ 0.0052	\$ 0.1543	\$ (0.0134)	\$ 0.0250	\$ 0.1659	\$ 0.1640	\$ 0.0019
	Dispenser	\$ 0.4682	\$ 0.0403	\$ 0.0134	\$ 0.0027	\$ 0.2478	\$ 0.7724	\$ 0.0272	\$ 0.7996	\$ (0.1071)	\$ 0.2000	\$ 0.8925	\$ 0.8974	\$ (0.0049)
BUTTERMILK	Gallon	\$ 2.5103	\$ 0.2155	\$ 0.0536	\$ (0.0812)	\$ 0.9912	\$ 3.6894	\$ 0.1299	\$ 3.8193	\$ (0.4284)	\$ 0.8000	\$ 4.1909	\$ 4.0662	\$ 0.1247
	Half Gallon	\$ 1.2552	\$ 0.1549	\$ 0.0268	\$ (0.0472)	\$ 0.4956	\$ 1.8853	\$ 0.0664	\$ 1.9517	\$ (0.2142)	\$ 0.4000	\$ 2.1375	\$ 2.0794	\$ 0.0581
	Quart	\$ 0.6276	\$ 0.1209	\$ 0.0134	\$ 0.0220	\$ 0.2478	\$ 1.0317	\$ 0.0363	\$ 1.0680	\$ (0.1071)	\$ 0.2000	\$ 1.1609	\$ 1.1310	\$ 0.0299
	Pint	\$ 0.3138	\$ 0.0840	\$ 0.0067	\$ 0.0422	\$ 0.1239	\$ 0.5706	\$ 0.0201	\$ 0.5907	\$ (0.0536)	\$ 0.1000	\$ 0.6371	\$ 0.6221	\$ 0.0150
	12 Ounce	\$ 0.2353	\$ 0.0630	\$ 0.0050	\$ 0.0435	\$ 0.0929	\$ 0.4397	\$ 0.0155	\$ 0.4552	\$ (0.0402)	\$ 0.0750	\$ 0.4900	\$ 0.4796	\$ 0.0104
	10 Ounce	\$ 0.1961	\$ 0.0548	\$ 0.0042	\$ 0.0462	\$ 0.0774	\$ 0.3787	\$ 0.0133	\$ 0.3920	\$ (0.0357)	\$ 0.0667	\$ 0.4230	\$ 0.4123	\$ 0.0107
	Half Pint	\$ 0.1569	\$ 0.0286	\$ 0.0034	\$ 0.0202	\$ 0.0620	\$ 0.2711	\$ 0.0095	\$ 0.2806	\$ (0.0268)	\$ 0.0500	\$ 0.3038	\$ 0.2966	\$ 0.0072
	4 ounce	\$ 0.0784	\$ 0.0276	\$ 0.0017	\$ 0.0303	\$ 0.0310	\$ 0.1690	\$ 0.0059	\$ 0.1749	\$ (0.0134)	\$ 0.0250	\$ 0.1865	\$ 0.1808	\$ 0.0057
	Dispenser	\$ 0.6276	\$ 0.0403	\$ 0.0134	\$ 0.0027	\$ 0.2478	\$ 0.9318	\$ 0.0328	\$ 0.9646	\$ (0.1071)	\$ 0.2000	\$ 1.0575	\$ 1.0316	\$ 0.0259

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0020 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2013 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
EGG NOG	Gallon	\$ 3.6968	\$ 0.2155	\$ 0.0536	\$ (0.0812)	\$ 0.9912	\$ 4.8759	\$ 0.1716	\$ 5.0475	\$ (0.4284)	\$ 0.8000	\$ 5.4191	\$ 5.3420	\$ 0.0771
	Half Gallon	\$ 1.8484	\$ 0.1549	\$ 0.0268	\$ (0.0472)	\$ 0.4956	\$ 2.4785	\$ 0.0872	\$ 2.5657	\$ (0.2142)	\$ 0.4000	\$ 2.7515	\$ 2.7173	\$ 0.0342
	Quart	\$ 0.9242	\$ 0.1209	\$ 0.0134	\$ 0.0220	\$ 0.2478	\$ 1.3283	\$ 0.0468	\$ 1.3751	\$ (0.1071)	\$ 0.2000	\$ 1.4680	\$ 1.4499	\$ 0.0181
	Pint	\$ 0.4621	\$ 0.0840	\$ 0.0067	\$ 0.0422	\$ 0.1239	\$ 0.7189	\$ 0.0253	\$ 0.7442	\$ (0.0536)	\$ 0.1000	\$ 0.7906	\$ 0.7816	\$ 0.0090
	12 Ounce	\$ 0.3466	\$ 0.0630	\$ 0.0050	\$ 0.0435	\$ 0.0929	\$ 0.5510	\$ 0.0194	\$ 0.5704	\$ (0.0402)	\$ 0.0750	\$ 0.6052	\$ 0.5992	\$ 0.0060
	10 Ounce	\$ 0.2888	\$ 0.0548	\$ 0.0042	\$ 0.0462	\$ 0.0774	\$ 0.4714	\$ 0.0166	\$ 0.4880	\$ (0.0357)	\$ 0.0667	\$ 0.5190	\$ 0.5120	\$ 0.0070
	Half Pint	\$ 0.2311	\$ 0.0286	\$ 0.0034	\$ 0.0202	\$ 0.0620	\$ 0.3453	\$ 0.0122	\$ 0.3575	\$ (0.0268)	\$ 0.0500	\$ 0.3807	\$ 0.3763	\$ 0.0044
	4 ounce	\$ 0.1155	\$ 0.0276	\$ 0.0017	\$ 0.0303	\$ 0.0310	\$ 0.2061	\$ 0.0073	\$ 0.2134	\$ (0.0134)	\$ 0.0250	\$ 0.2250	\$ 0.2206	\$ 0.0044
Dispenser	\$ 0.9242	\$ 0.0403	\$ 0.0134	\$ 0.0027	\$ 0.2478	\$ 1.2284	\$ 0.0432	\$ 1.2716	\$ (0.1071)	\$ 0.2000	\$ 1.3645	\$ 1.3506	\$ 0.0139	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0020 per quart equivalent.

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

**RETAIL PRICE BUILDUP
DECEMBER 2013 MILK 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 \$ 0.1261	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 3.7983	\$ (0.4938)	\$ 0.5044	\$ 0.1057	\$ 3.91	\$ 3.87	\$ 0.04
	Half Gallon	\$ 1.9411	\$ (0.2523)	\$ 0.2522	\$ 0.0539	\$ 1.99	\$ 1.97	\$ 0.02
	Quart	\$ 1.0628	\$ (0.1382)	\$ 0.1261	\$ 0.0292	\$ 1.08	\$ 1.07	\$ 0.01
	Pint	\$ 0.5880	\$ (0.0764)	\$ 0.0631	\$ 0.0159	\$ 0.59	\$ 0.59	\$ -
	12 Ounce	\$ 0.4532	\$ (0.0589)	\$ 0.0473	\$ 0.0123	\$ 0.46	\$ 0.45	\$ 0.01
	10 Ounce	\$ 0.3904	\$ (0.0508)	\$ 0.0394	\$ 0.0105	\$ 0.40	\$ 0.39	\$ 0.01
	Half Pint	\$ 0.2793	\$ (0.0363)	\$ 0.0315	\$ 0.0076	\$ 0.28	\$ 0.28	\$ -
	4 ounce	\$ 0.1743	\$ (0.0227)	\$ 0.0158	\$ 0.0046	\$ 0.18	\$ 0.18	\$ -
	Dispenser	\$ 0.9594	\$ (0.1247)	\$ 0.1261	\$ 0.0267	\$ 0.99	\$ 0.98	\$ 0.01
REDUCED FAT (2%) MILK	Gallon	\$ 3.6428	\$ (0.4736)	\$ 0.5044	\$ 0.1019	\$ 3.78	\$ 3.73	\$ 0.05
	Half Gallon	\$ 1.8633	\$ (0.2422)	\$ 0.2522	\$ 0.0520	\$ 1.93	\$ 1.90	\$ 0.03
	Quart	\$ 1.0239	\$ (0.1331)	\$ 0.1261	\$ 0.0282	\$ 1.05	\$ 1.03	\$ 0.02
	Pint	\$ 0.5686	\$ (0.0739)	\$ 0.0631	\$ 0.0155	\$ 0.57	\$ 0.57	\$ -
	12 Ounce	\$ 0.4386	\$ (0.0570)	\$ 0.0473	\$ 0.0119	\$ 0.44	\$ 0.44	\$ -
	10 Ounce	\$ 0.3803	\$ (0.0494)	\$ 0.0394	\$ 0.0103	\$ 0.39	\$ 0.38	\$ 0.01
	Half Pint	\$ 0.2696	\$ (0.0350)	\$ 0.0315	\$ 0.0074	\$ 0.27	\$ 0.27	\$ -
	4 ounce	\$ 0.1695	\$ (0.0220)	\$ 0.0158	\$ 0.0045	\$ 0.17	\$ 0.18	\$ (0.01)
	Dispenser	\$ 0.9204	\$ (0.1197)	\$ 0.1261	\$ 0.0257	\$ 0.95	\$ 0.95	\$ -
LOWFAT (1%) MILK	Gallon	\$ 3.5125	\$ (0.4566)	\$ 0.5044	\$ 0.0988	\$ 3.66	\$ 3.61	\$ 0.05
	Half Gallon	\$ 1.7982	\$ (0.2338)	\$ 0.2522	\$ 0.0504	\$ 1.87	\$ 1.85	\$ 0.02
	Quart	\$ 0.9913	\$ (0.1289)	\$ 0.1261	\$ 0.0274	\$ 1.02	\$ 1.00	\$ 0.02
	Pint	\$ 0.5523	\$ (0.0718)	\$ 0.0631	\$ 0.0151	\$ 0.56	\$ 0.55	\$ 0.01
	12 Ounce	\$ 0.4264	\$ (0.0554)	\$ 0.0473	\$ 0.0116	\$ 0.43	\$ 0.43	\$ -
	10 Ounce	\$ 0.3700	\$ (0.0481)	\$ 0.0394	\$ 0.0100	\$ 0.38	\$ 0.37	\$ 0.01
	Half Pint	\$ 0.2614	\$ (0.0340)	\$ 0.0315	\$ 0.0072	\$ 0.27	\$ 0.26	\$ 0.01
	4 ounce	\$ 0.1654	\$ (0.0215)	\$ 0.0158	\$ 0.0044	\$ 0.18	\$ 0.17	\$ 0.01
	Dispenser	\$ 0.8879	\$ (0.1154)	\$ 0.1261	\$ 0.0249	\$ 0.92	\$ 0.92	\$ -
NONFAT (SKIM) MILK	Gallon	\$ 3.4183	\$ (0.4444)	\$ 0.5044	\$ 0.0965	\$ 3.57	\$ 3.52	\$ 0.05
	Half Gallon	\$ 1.7511	\$ (0.2276)	\$ 0.2522	\$ 0.0493	\$ 1.83	\$ 1.80	\$ 0.03
	Quart	\$ 0.9677	\$ (0.1258)	\$ 0.1261	\$ 0.0269	\$ 0.99	\$ 0.98	\$ 0.01
	Pint	\$ 0.5405	\$ (0.0703)	\$ 0.0631	\$ 0.0148	\$ 0.55	\$ 0.54	\$ 0.01
	12 Ounce	\$ 0.4176	\$ (0.0543)	\$ 0.0473	\$ 0.0114	\$ 0.42	\$ 0.42	\$ -
	10 Ounce	\$ 0.3627	\$ (0.0472)	\$ 0.0394	\$ 0.0098	\$ 0.37	\$ 0.36	\$ 0.01
	Half Pint	\$ 0.2555	\$ (0.0332)	\$ 0.0315	\$ 0.0070	\$ 0.26	\$ 0.26	\$ -
	4 ounce	\$ 0.1624	\$ (0.0211)	\$ 0.0158	\$ 0.0044	\$ 0.17	\$ 0.16	\$ 0.01
	Dispenser	\$ 0.8643	\$ (0.1124)	\$ 0.1261	\$ 0.0244	\$ 0.90	\$ 0.89	\$ 0.01

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

**RETAIL PRICE BUILDUP
DECEMBER 2013 MILK 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 \$ 0.1261	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	Gallon	\$ 3.9905	\$ (0.5188)	\$ 0.5044	\$ 0.1103	\$ 4.09	\$ 4.03	\$ 0.06
	Half Gallon	\$ 2.0372	\$ (0.2648)	\$ 0.2522	\$ 0.0562	\$ 2.08	\$ 2.06	\$ 0.02
	Quart	\$ 1.1108	\$ (0.1444)	\$ 0.1261	\$ 0.0303	\$ 1.12	\$ 1.11	\$ 0.01
	Pint	\$ 0.6120	\$ (0.0796)	\$ 0.0631	\$ 0.0165	\$ 0.62	\$ 0.61	\$ 0.01
	12 Ounce	\$ 0.4712	\$ (0.0613)	\$ 0.0473	\$ 0.0127	\$ 0.48	\$ 0.47	\$ 0.01
	10 Ounce	\$ 0.4074	\$ (0.0530)	\$ 0.0394	\$ 0.0109	\$ 0.42	\$ 0.41	\$ 0.01
	Half Pint	\$ 0.2913	\$ (0.0379)	\$ 0.0315	\$ 0.0079	\$ 0.30	\$ 0.29	\$ 0.01
	4 ounce	\$ 0.1803	\$ (0.0234)	\$ 0.0158	\$ 0.0048	\$ 0.19	\$ 0.19	\$ -
	Dispenser	\$ 1.0074	\$ (0.1310)	\$ 0.1261	\$ 0.0278	\$ 1.03	\$ 1.02	\$ 0.01
FLAVORED REDUCED FAT MILK	Gallon	\$ 3.7413	\$ (0.4864)	\$ 0.5044	\$ 0.1043	\$ 3.86	\$ 3.74	\$ 0.12
	Half Gallon	\$ 1.9126	\$ (0.2486)	\$ 0.2522	\$ 0.0532	\$ 1.97	\$ 1.91	\$ 0.06
	Quart	\$ 1.0485	\$ (0.1363)	\$ 0.1261	\$ 0.0288	\$ 1.07	\$ 1.04	\$ 0.03
	Pint	\$ 0.5809	\$ (0.0755)	\$ 0.0631	\$ 0.0158	\$ 0.59	\$ 0.57	\$ 0.02
	12 Ounce	\$ 0.4478	\$ (0.0582)	\$ 0.0473	\$ 0.0121	\$ 0.45	\$ 0.44	\$ 0.01
	10 Ounce	\$ 0.3879	\$ (0.0504)	\$ 0.0394	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	Half Pint	\$ 0.2758	\$ (0.0359)	\$ 0.0315	\$ 0.0075	\$ 0.28	\$ 0.27	\$ 0.01
	4 ounce	\$ 0.1726	\$ (0.0224)	\$ 0.0158	\$ 0.0046	\$ 0.18	\$ 0.18	\$ -
	Dispenser	\$ 0.9451	\$ (0.1229)	\$ 0.1261	\$ 0.0263	\$ 0.97	\$ 0.95	\$ 0.02
FLAVORED NONFAT MILK	Gallon	\$ 3.5309	\$ (0.4590)	\$ 0.5044	\$ 0.0992	\$ 3.68	\$ 3.67	\$ 0.01
	Half Gallon	\$ 1.8074	\$ (0.2350)	\$ 0.2522	\$ 0.0506	\$ 1.88	\$ 1.88	\$ -
	Quart	\$ 0.9959	\$ (0.1295)	\$ 0.1261	\$ 0.0275	\$ 1.02	\$ 1.02	\$ -
	Pint	\$ 0.5546	\$ (0.0721)	\$ 0.0631	\$ 0.0151	\$ 0.56	\$ 0.56	\$ -
	12 Ounce	\$ 0.4282	\$ (0.0557)	\$ 0.0473	\$ 0.0116	\$ 0.43	\$ 0.43	\$ -
	10 Ounce	\$ 0.3715	\$ (0.0483)	\$ 0.0394	\$ 0.0101	\$ 0.38	\$ 0.38	\$ -
	Half Pint	\$ 0.2626	\$ (0.0341)	\$ 0.0315	\$ 0.0072	\$ 0.27	\$ 0.27	\$ -
	4 ounce	\$ 0.1659	\$ (0.0216)	\$ 0.0158	\$ 0.0044	\$ 0.18	\$ 0.17	\$ 0.01
	Dispenser	\$ 0.8925	\$ (0.1160)	\$ 0.1261	\$ 0.0250	\$ 0.93	\$ 0.93	\$ -
BUTTERMILK	Gallon	\$ 4.1909	\$ (0.5448)	\$ 0.5044	\$ 0.1152	\$ 4.27	\$ 4.15	\$ 0.12
	Half Gallon	\$ 2.1375	\$ (0.2779)	\$ 0.2522	\$ 0.0586	\$ 2.17	\$ 2.12	\$ 0.05
	Quart	\$ 1.1609	\$ (0.1509)	\$ 0.1261	\$ 0.0315	\$ 1.17	\$ 1.14	\$ 0.03
	Pint	\$ 0.6371	\$ (0.0828)	\$ 0.0631	\$ 0.0171	\$ 0.65	\$ 0.63	\$ 0.02
	12 Ounce	\$ 0.4900	\$ (0.0637)	\$ 0.0473	\$ 0.0131	\$ 0.50	\$ 0.48	\$ 0.02
	10 Ounce	\$ 0.4230	\$ (0.0550)	\$ 0.0394	\$ 0.0113	\$ 0.43	\$ 0.42	\$ 0.01
	Half Pint	\$ 0.3038	\$ (0.0395)	\$ 0.0315	\$ 0.0082	\$ 0.31	\$ 0.30	\$ 0.01
	4 ounce	\$ 0.1865	\$ (0.0242)	\$ 0.0158	\$ 0.0049	\$ 0.20	\$ 0.19	\$ 0.01
	Dispenser	\$ 1.0575	\$ (0.1375)	\$ 0.1261	\$ 0.0290	\$ 1.08	\$ 1.05	\$ 0.03

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

**RETAIL PRICE BUILDUP
DECEMBER 2013 MILK 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 \$ 0.1261	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	Gallon	\$ 5.4191	\$ (0.7045)	\$ 0.5044	\$ 0.1448	\$ 5.43	\$ 5.35	\$ 0.08
	Half Gallon	\$ 2.7515	\$ (0.3577)	\$ 0.2522	\$ 0.0734	\$ 2.76	\$ 2.73	\$ 0.03
	Quart	\$ 1.4680	\$ (0.1908)	\$ 0.1261	\$ 0.0389	\$ 1.48	\$ 1.46	\$ 0.02
	Pint	\$ 0.7906	\$ (0.1028)	\$ 0.0631	\$ 0.0208	\$ 0.80	\$ 0.79	\$ 0.01
	12 Ounce	\$ 0.6052	\$ (0.0787)	\$ 0.0473	\$ 0.0159	\$ 0.62	\$ 0.61	\$ 0.01
	10 Ounce	\$ 0.5190	\$ (0.0675)	\$ 0.0394	\$ 0.0136	\$ 0.53	\$ 0.52	\$ 0.01
	Half Pint	\$ 0.3807	\$ (0.0495)	\$ 0.0315	\$ 0.0101	\$ 0.39	\$ 0.39	\$ -
	4 ounce	\$ 0.2250	\$ (0.0293)	\$ 0.0158	\$ 0.0059	\$ 0.24	\$ 0.23	\$ 0.01
	Dispenser	\$ 1.3645	\$ (0.1774)	\$ 0.1261	\$ 0.0364	\$ 1.37	\$ 1.36	\$ 0.01