

Pennsylvania Milk Marketing Board SALES IN PMMB AREA 4 BY TYPE OF MILK

PERCENTAGE OF CLASS I MILK SALES FOR ALL CLASS I DEALERS SELLING IN PMMB AREA 4 ^{(1) (2)}

Standard Milk	20.74
Flavored Milk	1.65
Egg Nog	0.43
Reduced Fat Flavored Milk	7.55
Nonfat Flavored Milk	2.57
Reduced Fat Milk	32.28
Low Fat Milk	16.51
Buttermilk	0.50
Nonfat Milk	<u>17.77</u>
	<u>100.0%</u>

PERCENTAGE OF CLASS I MILK SALES FOR CROSS SECTION DEALERS SELLING IN PMMB AREA 4 ^{(1) (2) (3)}

Standard Milk	21.29
Flavored Milk	1.90
Egg Nog	0.38
Reduced Fat Flavored Milk	8.06
Nonfat Flavored Milk	3.57
Reduced Fat Milk	32.37
Low Fat Milk	16.39
Buttermilk	0.26
Nonfat Milk	<u>15.78</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⁾ Galliker's Dairy (Johnstown); Harrisburg Dairies; Rutters Dairy; Turkey Hill Dairy; Tuscan/Lehigh Dairies (Schuylkill Haven); Swiss Premium Dairy. The cross section dealers contribute 69.7% of the total milk to this area.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 1,707,521	158,451,379	\$ 0.0108
Standardization & Pasteurization	\$ 3,215,275	317,711,863	\$ 0.0101
Bottling	\$ 9,815,141	284,305,364	\$ 0.0345
Cold Room	\$ 10,676,765	295,795,168	\$ 0.0361
Delivery	\$ 15,518,486	142,598,756	\$ 0.1088
Selling	\$ 4,441,613	157,196,503	\$ 0.0283

Total Cost per Point **\$ 0.2286**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

A	B	C	D	E	F	G	H
				(C÷D)			(F x (1+G))
Container Size	Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to JAN-14) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
Gallon - Plastic	Blow Molded	\$ 419,966	2,208,039	\$ 0.1902			
Gallon - Plastic	Purchased	\$ 2,878,832	14,659,180	\$ 0.1964			
Gallon Combined		\$ 3,298,798	16,867,219	\$ 0.1956	\$ 0.1921	1.24%	\$ 0.1945
Half Gallon - Plastic	Blow Molded	\$ 73,528	535,683	\$ 0.1373			
Half Gallon - Plastic	Purchased	\$ 1,811,212	12,531,798	\$ 0.1445			
Half Gallon Combined		\$ 1,884,740	13,067,481	\$ 0.1442	\$ 0.1475	1.26%	\$ 0.1494
Quart - Plastic	Purchased	\$ 301,139	2,099,077	\$ 0.1435			
Quart - Paper	Purchased	\$ 5,684	67,510	\$ 0.0842			
Quart Combined		\$ 306,823	2,166,587	\$ 0.1416	\$ 0.1476	1.57%	\$ 0.1499
Pint - Plastic	Purchased	\$ 590,469	6,067,923	\$ 0.0973			
Pint - Paper	Purchased	\$ 6,717	136,023	\$ 0.0494			
Pint Combined		\$ 597,186	6,203,946	\$ 0.0963	\$ 0.1013	1.62%	\$ 0.1029
12 Ounce	Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce	Purchased			\$ 0.0309	\$ 0.0309		\$ 0.0309
Half Pint - Plastic	Purchased	\$ 348,289	5,346,780	\$ 0.0651	\$ 0.0674	0.92%	\$ 0.0680
Half Pint - Paper	Purchased	\$ 1,175,810	44,274,729	\$ 0.0266	\$ 0.0268	0.85%	\$ 0.0270
4 Ounce	Purchased	\$ 36,701	1,323,853	\$ 0.0277	\$ 0.0277	1.53%	\$ 0.0281
Bulk Per Quart	Purchased	\$ 58,347	1,112,332	\$ 0.0525	\$ 0.0525	1.30%	\$ 0.0532

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 1,689	56,373,915	\$ -
Reduced Fat (2%) Milk	\$ 143,360	69,809,910	\$ 0.0021
Low Fat (1%) Milk	\$ 72,093	36,310,344	\$ 0.0020
Non Fat (Skim) Milk	\$ 85,580	33,083,949	\$ 0.0026
Flavored Milk	\$ 148,952	3,413,233	\$ 0.0436
Flavored Reduced Fat Milk	\$ 146,907	3,779,963	\$ 0.0389
Flavored NONFAT Milk	\$ 161,262	4,851,747	\$ 0.0332
Buttermilk	\$ 1,783	49,577	\$ 0.0360
Egg Nog	\$ 493,268	2,500,068	\$ 0.1973

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Cost per Pound
Shrinkage	\$ 1,023,074		
Bulk Milk (Profit)/Loss	\$ (245,401)		
Bulk Cream (Profit)/Loss	\$ (878,133)		
Total	\$ (100,460)	278,908,838	\$ (0.0004)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

	Class I
Skim Rate	\$ 20.96
Butterfat Rate	\$ 1.8306

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)
Standard (Whole) Milk	56,373,915	1,861,446	3.3020%	54,512,469	\$ 3,407,563	\$ 11,425,814	\$ 14,833,377	\$ 0.2631	\$ -	\$ (0.0004)	\$ 0.2627
Reduced Fat (2%) Milk	69,809,910	1,384,362	1.9830%	68,425,548	\$ 2,534,213	\$ 14,341,995	\$ 16,876,208	\$ 0.2417	\$ 0.0021	\$ (0.0004)	\$ 0.2434
Low Fat (1%) Milk	36,310,344	357,863	0.9856%	35,952,481	\$ 655,104	\$ 7,535,640	\$ 8,190,744	\$ 0.2256	\$ 0.0020	\$ (0.0004)	\$ 0.2272
Non Fat (Skim) Milk	33,083,949	42,340	0.1280%	33,041,609	\$ 77,508	\$ 6,925,521	\$ 7,003,029	\$ 0.2117	\$ 0.0026	\$ (0.0004)	\$ 0.2139
Flavored Milk	3,413,233	115,645	3.3881%	3,297,588	\$ 211,700	\$ 691,174	\$ 902,874	\$ 0.2645	\$ 0.0436	\$ (0.0004)	\$ 0.3077
Flavored Reduced Fat Milk	3,779,963	36,190	0.9574%	3,743,773	\$ 66,249	\$ 784,695	\$ 850,944	\$ 0.2251	\$ 0.0389	\$ (0.0004)	\$ 0.2636
Flavored NONFAT Milk	4,851,747	4,728	0.0974%	4,847,019	\$ 8,655	\$ 1,015,935	\$ 1,024,590	\$ 0.2112	\$ 0.0332	\$ (0.0004)	\$ 0.2440
Buttermilk	49,577	496	1.0005%	49,081	\$ 908	\$ 10,287	\$ 11,195	\$ 0.2258	\$ 0.0360	\$ (0.0004)	\$ 0.2614
Egg Nog	2,500,068	171,147	6.8457%	2,328,921	\$ 313,302	\$ 488,142	\$ 801,444	\$ 0.3206	\$ 0.1973	\$ (0.0004)	\$ 0.5175

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

COST UPDATE ADJUSTMENT

2nd QUARTER COMPARISON (Year 2013 vs. Year 2012)

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
2 nd QTR. EXPENSES		2 nd QTR. POINTS		2 nd QTR. COST/POINTS		INCREASE (DECREASE)
2013	2012	2013	2012	2013	2012	

WEIGHTED LABOR COSTS	\$ 7,846,876	\$ 7,552,250	67,146,327	72,551,188	\$ 0.1169	\$ 0.1041	\$ 0.0128
WEIGHTED UTILITY COSTS	\$ 437,199	\$ 400,871	67,146,327	72,551,188	\$ 0.0065	\$ 0.0055	\$ 0.0010
WEIGHTED INSURANCE COSTS	\$ 65,195	\$ 78,111	67,146,327	72,551,188	\$ 0.0010	\$ 0.0011	\$ (0.0001)

COST UPDATE ADJUSTMENT per BOTTLING POINT

\$ 0.0137

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from Year 2012 to NOVEMBER 2013

1. Weighted Diesel Fuel Costs - YEAR 2012	\$	2,477,563
2. Average On-Highway Diesel Price per Gallon - YEAR 2012 ⁽¹⁾	\$	4.100
3. On-Highway Diesel Price per Gallon - NOVEMBER 2013 ⁽¹⁾	\$	3.913
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		-4.56%
5. Presumed Diesel Fuel Costs - NOVEMBER 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>2,364,562</u>
6. Change in Diesel Fuel Costs from YEAR 2012 to NOVEMBER 2013 (Line 5 - Line 1)	\$	(113,001)
7. Weighted Delivery Points - YEAR 2012		<u>142,598,756</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>(0.0008)</u>

Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.
web address = http://tonto.eia.doe.gov/oog/info/wohdp/diesel_detail_report_combined.asp

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from Year 2012 to SEPTEMBER 2013

1. Weighted Heating Fuel Costs - YEAR 2012	\$	276,951
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2012 ⁽¹⁾	\$	8.75
3. Pennsylvania Average Natural Gas Price - Industrial - SEPTEMBER 2013 ⁽¹⁾	\$	8.84
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		1.03%
5. Presumed Heating Fuel Costs - SEPTEMBER 2013 ((Line 1 X Line 4) + Line 1)	\$	<u>279,804</u>
6. Change in Heating Fuel Costs from YEAR 2012 to SEPTEMBER 2013 (Line 5 - Line 1)	\$	2,853
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2012		<u>317,711,863</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>-</u>

Footnote:

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

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
JANUARY 2014 MILK PRICES**

	A EX. 6	B	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	\$ 2.2592	\$ 0.1945	\$ 0.0548	\$ (0.0842)	\$ 0.9144	\$ 3.3387	\$ 0.1175	\$ 3.4562	\$ (0.3708)	\$ 0.8152	\$ 3.9006	\$ 3.8419	\$ 0.0587
	Half Gallon	\$ 1.1296	\$ 0.1494	\$ 0.0274	\$ (0.0340)	\$ 0.4572	\$ 1.7296	\$ 0.0609	\$ 1.7905	\$ (0.1854)	\$ 0.4076	\$ 2.0127	\$ 1.9902	\$ 0.0225
	Quart	\$ 0.5648	\$ 0.1499	\$ 0.0137	\$ 0.0188	\$ 0.2286	\$ 0.9758	\$ 0.0343	\$ 1.0101	\$ (0.0927)	\$ 0.2038	\$ 1.1212	\$ 1.1082	\$ 0.0130
	Pint	\$ 0.2824	\$ 0.1029	\$ 0.0069	\$ 0.0567	\$ 0.1143	\$ 0.5632	\$ 0.0198	\$ 0.5830	\$ (0.0464)	\$ 0.1019	\$ 0.6385	\$ 0.6304	\$ 0.0081
	12 Ounce	\$ 0.2118	\$ 0.0630	\$ 0.0051	\$ 0.0580	\$ 0.0857	\$ 0.4236	\$ 0.0149	\$ 0.4385	\$ (0.0348)	\$ 0.0764	\$ 0.4801	\$ 0.4741	\$ 0.0060
	10 Ounce	\$ 0.1765	\$ 0.0309	\$ 0.0043	\$ 0.0613	\$ 0.0714	\$ 0.3444	\$ 0.0121	\$ 0.3565	\$ (0.0290)	\$ 0.0637	\$ 0.3912	\$ 0.3863	\$ 0.0049
	Half Pint	\$ 0.1412	\$ 0.0270	\$ 0.0034	\$ 0.0210	\$ 0.0572	\$ 0.2498	\$ 0.0088	\$ 0.2586	\$ (0.0232)	\$ 0.0510	\$ 0.2864	\$ 0.2836	\$ 0.0028
	4 Ounce	\$ 0.0706	\$ 0.0281	\$ 0.0017	\$ 0.0452	\$ 0.0286	\$ 0.1742	\$ 0.0061	\$ 0.1803	\$ (0.0116)	\$ 0.0255	\$ 0.1942	\$ 0.1905	\$ 0.0037
	Dispenser	\$ 0.5648	\$ 0.0532	\$ 0.0137	\$ 0.1518	\$ 0.2286	\$ 1.0121	\$ 0.0356	\$ 1.0477	\$ (0.0927)	\$ 0.2038	\$ 1.1588	\$ 1.1411	\$ 0.0177
REDUCED FAT (2%) MILK	Gallon	\$ 2.0981	\$ 0.1945	\$ 0.0548	\$ (0.0842)	\$ 0.9144	\$ 3.1776	\$ 0.1118	\$ 3.2894	\$ (0.3708)	\$ 0.8152	\$ 3.7338	\$ 3.6760	\$ 0.0578
	Half Gallon	\$ 1.0491	\$ 0.1494	\$ 0.0274	\$ (0.0340)	\$ 0.4572	\$ 1.6491	\$ 0.0580	\$ 1.7071	\$ (0.1854)	\$ 0.4076	\$ 1.9293	\$ 1.9073	\$ 0.0220
	Quart	\$ 0.5245	\$ 0.1499	\$ 0.0137	\$ 0.0188	\$ 0.2286	\$ 0.9355	\$ 0.0329	\$ 0.9684	\$ (0.0927)	\$ 0.2038	\$ 1.0795	\$ 1.0668	\$ 0.0127
	Pint	\$ 0.2623	\$ 0.1029	\$ 0.0069	\$ 0.0567	\$ 0.1143	\$ 0.5431	\$ 0.0191	\$ 0.5622	\$ (0.0464)	\$ 0.1019	\$ 0.6177	\$ 0.6097	\$ 0.0080
	12 Ounce	\$ 0.1967	\$ 0.0630	\$ 0.0051	\$ 0.0580	\$ 0.0857	\$ 0.4085	\$ 0.0144	\$ 0.4229	\$ (0.0348)	\$ 0.0764	\$ 0.4645	\$ 0.4586	\$ 0.0059
	10 Ounce	\$ 0.1639	\$ 0.0309	\$ 0.0043	\$ 0.0613	\$ 0.0714	\$ 0.3318	\$ 0.0117	\$ 0.3435	\$ (0.0290)	\$ 0.0637	\$ 0.3782	\$ 0.3732	\$ 0.0050
	Half Pint	\$ 0.1311	\$ 0.0270	\$ 0.0034	\$ 0.0210	\$ 0.0572	\$ 0.2397	\$ 0.0084	\$ 0.2481	\$ (0.0232)	\$ 0.0510	\$ 0.2759	\$ 0.2731	\$ 0.0028
	4 Ounce	\$ 0.0656	\$ 0.0281	\$ 0.0017	\$ 0.0452	\$ 0.0286	\$ 0.1692	\$ 0.0060	\$ 0.1752	\$ (0.0116)	\$ 0.0255	\$ 0.1891	\$ 0.1853	\$ 0.0038
	Dispenser	\$ 0.5245	\$ 0.0532	\$ 0.0137	\$ 0.1518	\$ 0.2286	\$ 0.9718	\$ 0.0342	\$ 1.0060	\$ (0.0927)	\$ 0.2038	\$ 1.1171	\$ 1.0997	\$ 0.0174
LOW FAT (1%) MILK	Gallon	\$ 1.9585	\$ 0.1945	\$ 0.0548	\$ (0.0842)	\$ 0.9144	\$ 3.0380	\$ 0.1069	\$ 3.1449	\$ (0.3708)	\$ 0.8152	\$ 3.5893	\$ 3.5315	\$ 0.0578
	Half Gallon	\$ 0.9792	\$ 0.1494	\$ 0.0274	\$ (0.0340)	\$ 0.4572	\$ 1.5792	\$ 0.0556	\$ 1.6348	\$ (0.1854)	\$ 0.4076	\$ 1.8570	\$ 1.8350	\$ 0.0220
	Quart	\$ 0.4896	\$ 0.1499	\$ 0.0137	\$ 0.0188	\$ 0.2286	\$ 0.9006	\$ 0.0317	\$ 0.9323	\$ (0.0927)	\$ 0.2038	\$ 1.0434	\$ 1.0306	\$ 0.0128
	Pint	\$ 0.2448	\$ 0.1029	\$ 0.0069	\$ 0.0567	\$ 0.1143	\$ 0.5256	\$ 0.0185	\$ 0.5441	\$ (0.0464)	\$ 0.1019	\$ 0.5996	\$ 0.5916	\$ 0.0080
	12 Ounce	\$ 0.1836	\$ 0.0630	\$ 0.0051	\$ 0.0580	\$ 0.0857	\$ 0.3954	\$ 0.0139	\$ 0.4093	\$ (0.0348)	\$ 0.0764	\$ 0.4509	\$ 0.4450	\$ 0.0059
	10 Ounce	\$ 0.1530	\$ 0.0309	\$ 0.0043	\$ 0.0613	\$ 0.0714	\$ 0.3209	\$ 0.0113	\$ 0.3322	\$ (0.0290)	\$ 0.0637	\$ 0.3669	\$ 0.3619	\$ 0.0050
	Half Pint	\$ 0.1224	\$ 0.0270	\$ 0.0034	\$ 0.0210	\$ 0.0572	\$ 0.2310	\$ 0.0081	\$ 0.2391	\$ (0.0232)	\$ 0.0510	\$ 0.2669	\$ 0.2641	\$ 0.0028
	4 Ounce	\$ 0.0612	\$ 0.0281	\$ 0.0017	\$ 0.0452	\$ 0.0286	\$ 0.1648	\$ 0.0058	\$ 0.1706	\$ (0.0116)	\$ 0.0255	\$ 0.1845	\$ 0.1809	\$ 0.0036
	Dispenser	\$ 0.4896	\$ 0.0532	\$ 0.0137	\$ 0.1518	\$ 0.2286	\$ 0.9369	\$ 0.0330	\$ 0.9699	\$ (0.0927)	\$ 0.2038	\$ 1.0810	\$ 1.0635	\$ 0.0175
NON FAT (SKIM) MILK	Gallon	\$ 1.8460	\$ 0.1945	\$ 0.0548	\$ (0.0842)	\$ 0.9144	\$ 2.9255	\$ 0.1030	\$ 3.0285	\$ (0.3708)	\$ 0.8152	\$ 3.4729	\$ 3.4141	\$ 0.0588
	Half Gallon	\$ 0.9230	\$ 0.1494	\$ 0.0274	\$ (0.0340)	\$ 0.4572	\$ 1.5230	\$ 0.0536	\$ 1.5766	\$ (0.1854)	\$ 0.4076	\$ 1.7988	\$ 1.7763	\$ 0.0225
	Quart	\$ 0.4615	\$ 0.1499	\$ 0.0137	\$ 0.0188	\$ 0.2286	\$ 0.8725	\$ 0.0307	\$ 0.9032	\$ (0.0927)	\$ 0.2038	\$ 1.0143	\$ 1.0013	\$ 0.0130
	Pint	\$ 0.2307	\$ 0.1029	\$ 0.0069	\$ 0.0567	\$ 0.1143	\$ 0.5115	\$ 0.0180	\$ 0.5295	\$ (0.0464)	\$ 0.1019	\$ 0.5850	\$ 0.5770	\$ 0.0080
	12 Ounce	\$ 0.1731	\$ 0.0630	\$ 0.0051	\$ 0.0580	\$ 0.0857	\$ 0.3849	\$ 0.0135	\$ 0.3984	\$ (0.0348)	\$ 0.0764	\$ 0.4400	\$ 0.4339	\$ 0.0061
	10 Ounce	\$ 0.1442	\$ 0.0309	\$ 0.0043	\$ 0.0613	\$ 0.0714	\$ 0.3121	\$ 0.0110	\$ 0.3231	\$ (0.0290)	\$ 0.0637	\$ 0.3578	\$ 0.3528	\$ 0.0050
	Half Pint	\$ 0.1154	\$ 0.0270	\$ 0.0034	\$ 0.0210	\$ 0.0572	\$ 0.2240	\$ 0.0079	\$ 0.2319	\$ (0.0232)	\$ 0.0510	\$ 0.2597	\$ 0.2568	\$ 0.0029
	4 Ounce	\$ 0.0577	\$ 0.0281	\$ 0.0017	\$ 0.0452	\$ 0.0286	\$ 0.1613	\$ 0.0057	\$ 0.1670	\$ (0.0116)	\$ 0.0255	\$ 0.1809	\$ 0.1772	\$ 0.0037
	Dispenser	\$ 0.4615	\$ 0.0532	\$ 0.0137	\$ 0.1518	\$ 0.2286	\$ 0.9088	\$ 0.0320	\$ 0.9408	\$ (0.0927)	\$ 0.2038	\$ 1.0519	\$ 1.0342	\$ 0.0177

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0008 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
JANUARY 2014 MILK PRICES**

	A EX. 6	B	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	\$ 2.4616	\$ 0.1945	\$ 0.0548	\$ (0.0842)	\$ 0.9144	\$ 3.5411	\$ 0.1246	\$ 3.6657	\$ (0.3708)	\$ 0.8152	\$ 4.1101	\$ 4.0530	\$ 0.0571
	Half Gallon	\$ 1.2308	\$ 0.1494	\$ 0.0274	\$ (0.0340)	\$ 0.4572	\$ 1.8308	\$ 0.0644	\$ 1.8952	\$ (0.1854)	\$ 0.4076	\$ 2.1174	\$ 2.0958	\$ 0.0216
	Quart	\$ 0.6154	\$ 0.1499	\$ 0.0137	\$ 0.0188	\$ 0.2286	\$ 1.0264	\$ 0.0361	\$ 1.0625	\$ (0.0927)	\$ 0.2038	\$ 1.1736	\$ 1.1610	\$ 0.0126
	Pint	\$ 0.3077	\$ 0.1029	\$ 0.0069	\$ 0.0567	\$ 0.1143	\$ 0.5885	\$ 0.0207	\$ 0.6092	\$ (0.0464)	\$ 0.1019	\$ 0.6647	\$ 0.6568	\$ 0.0079
	12 Ounce	\$ 0.2308	\$ 0.0630	\$ 0.0051	\$ 0.0580	\$ 0.0857	\$ 0.4426	\$ 0.0156	\$ 0.4582	\$ (0.0348)	\$ 0.0764	\$ 0.4998	\$ 0.4939	\$ 0.0059
	10 Ounce	\$ 0.1923	\$ 0.0309	\$ 0.0043	\$ 0.0613	\$ 0.0714	\$ 0.3602	\$ 0.0127	\$ 0.3729	\$ (0.0290)	\$ 0.0637	\$ 0.4076	\$ 0.4027	\$ 0.0049
	Half Pint	\$ 0.1539	\$ 0.0270	\$ 0.0034	\$ 0.0210	\$ 0.0572	\$ 0.2625	\$ 0.0092	\$ 0.2717	\$ (0.0232)	\$ 0.0510	\$ 0.2995	\$ 0.2967	\$ 0.0028
	4 Ounce	\$ 0.0769	\$ 0.0281	\$ 0.0017	\$ 0.0452	\$ 0.0286	\$ 0.1805	\$ 0.0064	\$ 0.1869	\$ (0.0116)	\$ 0.0255	\$ 0.2008	\$ 0.1971	\$ 0.0037
	Dispenser	\$ 0.6154	\$ 0.0532	\$ 0.0137	\$ 0.1518	\$ 0.2286	\$ 1.0627	\$ 0.0374	\$ 1.1001	\$ (0.0927)	\$ 0.2038	\$ 1.2112	\$ 1.1939	\$ 0.0173
FLAVORED REDUCED FAT MILK	Gallon	\$ 2.1088	\$ 0.1945	\$ 0.0548	\$ (0.0842)	\$ 0.9144	\$ 3.1883	\$ 0.1122	\$ 3.3005	\$ (0.3708)	\$ 0.8152	\$ 3.7449	\$ 3.6803	\$ 0.0646
	Half Gallon	\$ 1.0544	\$ 0.1494	\$ 0.0274	\$ (0.0340)	\$ 0.4572	\$ 1.6544	\$ 0.0582	\$ 1.7126	\$ (0.1854)	\$ 0.4076	\$ 1.9348	\$ 1.9095	\$ 0.0253
	Quart	\$ 0.5272	\$ 0.1499	\$ 0.0137	\$ 0.0188	\$ 0.2286	\$ 0.9382	\$ 0.0330	\$ 0.9712	\$ (0.0927)	\$ 0.2038	\$ 1.0823	\$ 1.0678	\$ 0.0145
	Pint	\$ 0.2636	\$ 0.1029	\$ 0.0069	\$ 0.0567	\$ 0.1143	\$ 0.5444	\$ 0.0192	\$ 0.5636	\$ (0.0464)	\$ 0.1019	\$ 0.6191	\$ 0.6103	\$ 0.0088
	12 Ounce	\$ 0.1977	\$ 0.0630	\$ 0.0051	\$ 0.0580	\$ 0.0857	\$ 0.4095	\$ 0.0144	\$ 0.4239	\$ (0.0348)	\$ 0.0764	\$ 0.4655	\$ 0.4590	\$ 0.0065
	10 Ounce	\$ 0.1648	\$ 0.0309	\$ 0.0043	\$ 0.0613	\$ 0.0714	\$ 0.3327	\$ 0.0117	\$ 0.3444	\$ (0.0290)	\$ 0.0637	\$ 0.3791	\$ 0.3736	\$ 0.0055
	Half Pint	\$ 0.1318	\$ 0.0270	\$ 0.0034	\$ 0.0210	\$ 0.0572	\$ 0.2404	\$ 0.0085	\$ 0.2489	\$ (0.0232)	\$ 0.0510	\$ 0.2767	\$ 0.2735	\$ 0.0032
	4 Ounce	\$ 0.0659	\$ 0.0281	\$ 0.0017	\$ 0.0452	\$ 0.0286	\$ 0.1695	\$ 0.0060	\$ 0.1755	\$ (0.0116)	\$ 0.0255	\$ 0.1894	\$ 0.1855	\$ 0.0039
	Dispenser	\$ 0.5272	\$ 0.0532	\$ 0.0137	\$ 0.1518	\$ 0.2286	\$ 0.9745	\$ 0.0343	\$ 1.0088	\$ (0.0927)	\$ 0.2038	\$ 1.1199	\$ 1.1007	\$ 0.0192
FLAVORED NONFAT MILK	Gallon	\$ 1.9520	\$ 0.1945	\$ 0.0548	\$ (0.0842)	\$ 0.9144	\$ 3.0315	\$ 0.1067	\$ 3.1382	\$ (0.3708)	\$ 0.8152	\$ 3.5826	\$ 3.5702	\$ 0.0124
	Half Gallon	\$ 0.9760	\$ 0.1494	\$ 0.0274	\$ (0.0340)	\$ 0.4572	\$ 1.5760	\$ 0.0555	\$ 1.6315	\$ (0.1854)	\$ 0.4076	\$ 1.8537	\$ 1.8544	\$ (0.0007)
	Quart	\$ 0.4880	\$ 0.1499	\$ 0.0137	\$ 0.0188	\$ 0.2286	\$ 0.8990	\$ 0.0316	\$ 0.9306	\$ (0.0927)	\$ 0.2038	\$ 1.0417	\$ 1.0403	\$ 0.0014
	Pint	\$ 0.2440	\$ 0.1029	\$ 0.0069	\$ 0.0567	\$ 0.1143	\$ 0.5248	\$ 0.0185	\$ 0.5433	\$ (0.0464)	\$ 0.1019	\$ 0.5988	\$ 0.5965	\$ 0.0023
	12 Ounce	\$ 0.1830	\$ 0.0630	\$ 0.0051	\$ 0.0580	\$ 0.0857	\$ 0.3948	\$ 0.0139	\$ 0.4087	\$ (0.0348)	\$ 0.0764	\$ 0.4503	\$ 0.4486	\$ 0.0017
	10 Ounce	\$ 0.1525	\$ 0.0309	\$ 0.0043	\$ 0.0613	\$ 0.0714	\$ 0.3204	\$ 0.0113	\$ 0.3317	\$ (0.0290)	\$ 0.0637	\$ 0.3664	\$ 0.3650	\$ 0.0014
	Half Pint	\$ 0.1220	\$ 0.0270	\$ 0.0034	\$ 0.0210	\$ 0.0572	\$ 0.2306	\$ 0.0081	\$ 0.2387	\$ (0.0232)	\$ 0.0510	\$ 0.2665	\$ 0.2666	\$ (0.0001)
	4 Ounce	\$ 0.0610	\$ 0.0281	\$ 0.0017	\$ 0.0452	\$ 0.0286	\$ 0.1646	\$ 0.0058	\$ 0.1704	\$ (0.0116)	\$ 0.0255	\$ 0.1843	\$ 0.1820	\$ 0.0023
	Dispenser	\$ 0.4880	\$ 0.0532	\$ 0.0137	\$ 0.1518	\$ 0.2286	\$ 0.9353	\$ 0.0329	\$ 0.9682	\$ (0.0927)	\$ 0.2038	\$ 1.0793	\$ 1.0732	\$ 0.0061
BUTTERMILK	Gallon	\$ 2.2533	\$ 0.1945	\$ 0.0548	\$ (0.0842)	\$ 0.9144	\$ 3.3328	\$ 0.1173	\$ 3.4501	\$ (0.3708)	\$ 0.8152	\$ 3.8945	\$ 3.8045	\$ 0.0900
	Half Gallon	\$ 1.1266	\$ 0.1494	\$ 0.0274	\$ (0.0340)	\$ 0.4572	\$ 1.7266	\$ 0.0608	\$ 1.7874	\$ (0.1854)	\$ 0.4076	\$ 2.0096	\$ 1.9716	\$ 0.0380
	Quart	\$ 0.5633	\$ 0.1499	\$ 0.0137	\$ 0.0188	\$ 0.2286	\$ 0.9743	\$ 0.0343	\$ 1.0086	\$ (0.0927)	\$ 0.2038	\$ 1.1197	\$ 1.0989	\$ 0.0208
	Pint	\$ 0.2817	\$ 0.1029	\$ 0.0069	\$ 0.0567	\$ 0.1143	\$ 0.5625	\$ 0.0198	\$ 0.5823	\$ (0.0464)	\$ 0.1019	\$ 0.6378	\$ 0.6258	\$ 0.0120
	12 Ounce	\$ 0.2112	\$ 0.0630	\$ 0.0051	\$ 0.0580	\$ 0.0857	\$ 0.4230	\$ 0.0149	\$ 0.4379	\$ (0.0348)	\$ 0.0764	\$ 0.4795	\$ 0.4706	\$ 0.0089
	10 Ounce	\$ 0.1760	\$ 0.0309	\$ 0.0043	\$ 0.0613	\$ 0.0714	\$ 0.3439	\$ 0.0121	\$ 0.3560	\$ (0.0290)	\$ 0.0637	\$ 0.3907	\$ 0.3833	\$ 0.0074
	Half Pint	\$ 0.1408	\$ 0.0270	\$ 0.0034	\$ 0.0210	\$ 0.0572	\$ 0.2494	\$ 0.0088	\$ 0.2582	\$ (0.0232)	\$ 0.0510	\$ 0.2860	\$ 0.2812	\$ 0.0048
	4 Ounce	\$ 0.0704	\$ 0.0281	\$ 0.0017	\$ 0.0452	\$ 0.0286	\$ 0.1740	\$ 0.0061	\$ 0.1801	\$ (0.0116)	\$ 0.0255	\$ 0.1940	\$ 0.1894	\$ 0.0046
	Dispenser	\$ 0.5633	\$ 0.0532	\$ 0.0137	\$ 0.1518	\$ 0.2286	\$ 1.0106	\$ 0.0356	\$ 1.0462	\$ (0.0927)	\$ 0.2038	\$ 1.1573	\$ 1.1318	\$ 0.0255

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0008 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
JANUARY 2014 MILK PRICES**

	A EX. 6	B	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	\$ 4.1400	\$ 0.1945	\$ 0.0548	\$ (0.0842)	\$ 0.9144	\$ 5.2195	\$ 0.1837	\$ 5.4032	\$ (0.3708)	\$ 0.8152	\$ 5.8476	\$ 5.7698	\$ 0.0778
	Half Gallon	\$ 2.0700	\$ 0.1494	\$ 0.0274	\$ (0.0340)	\$ 0.4572	\$ 2.6700	\$ 0.0940	\$ 2.7640	\$ (0.1854)	\$ 0.4076	\$ 2.9862	\$ 2.9542	\$ 0.0320
	Quart	\$ 1.0350	\$ 0.1499	\$ 0.0137	\$ 0.0188	\$ 0.2286	\$ 1.4460	\$ 0.0509	\$ 1.4969	\$ (0.0927)	\$ 0.2038	\$ 1.6080	\$ 1.5902	\$ 0.0178
	Pint	\$ 0.5175	\$ 0.1029	\$ 0.0069	\$ 0.0567	\$ 0.1143	\$ 0.7983	\$ 0.0281	\$ 0.8264	\$ (0.0464)	\$ 0.1019	\$ 0.8819	\$ 0.8714	\$ 0.0105
	12 Ounce	\$ 0.3881	\$ 0.0630	\$ 0.0051	\$ 0.0580	\$ 0.0857	\$ 0.5999	\$ 0.0211	\$ 0.6210	\$ (0.0348)	\$ 0.0764	\$ 0.6626	\$ 0.6549	\$ 0.0077
	10 Ounce	\$ 0.3234	\$ 0.0309	\$ 0.0043	\$ 0.0613	\$ 0.0714	\$ 0.4913	\$ 0.0173	\$ 0.5086	\$ (0.0290)	\$ 0.0637	\$ 0.5433	\$ 0.5369	\$ 0.0064
	Half Pint	\$ 0.2588	\$ 0.0270	\$ 0.0034	\$ 0.0210	\$ 0.0572	\$ 0.3674	\$ 0.0129	\$ 0.3803	\$ (0.0232)	\$ 0.0510	\$ 0.4081	\$ 0.4041	\$ 0.0040
	4 Ounce	\$ 0.1294	\$ 0.0281	\$ 0.0017	\$ 0.0452	\$ 0.0286	\$ 0.2330	\$ 0.0082	\$ 0.2412	\$ (0.0116)	\$ 0.0255	\$ 0.2551	\$ 0.2508	\$ 0.0043
	Dispenser	\$ 1.0350	\$ 0.0532	\$ 0.0137	\$ 0.1518	\$ 0.2286	\$ 1.4823	\$ 0.0522	\$ 1.5345	\$ (0.0927)	\$ 0.2038	\$ 1.6456	\$ 1.6231	\$ 0.0225

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of \$0.0008 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
JANUARY 2014 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	\$ 0.1010 Deepest Discount	In-Store Handling \$ 0.1665	2.5% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	Gallon	\$ 3.9006	\$ (0.4040)	\$ 0.6660	\$ 0.1067	\$ 4.27	\$ 4.21	\$ 0.06
	Half Gallon	\$ 2.0127	\$ (0.2020)	\$ 0.3330	\$ 0.0550	\$ 2.20	\$ 2.18	\$ 0.02
	Quart	\$ 1.1212	\$ (0.1010)	\$ 0.1665	\$ 0.0304	\$ 1.22	\$ 1.20	\$ 0.02
	Pint	\$ 0.6385	\$ (0.0505)	\$ 0.0833	\$ 0.0172	\$ 0.69	\$ 0.68	\$ 0.01
	12 Ounce	\$ 0.4801	\$ (0.0379)	\$ 0.0624	\$ 0.0129	\$ 0.52	\$ 0.51	\$ 0.01
	10 Ounce	\$ 0.3912	\$ (0.0316)	\$ 0.0520	\$ 0.0106	\$ 0.42	\$ 0.42	\$ -
	Half Pint	\$ 0.2864	\$ (0.0253)	\$ 0.0416	\$ 0.0078	\$ 0.31	\$ 0.31	\$ -
	4 Ounce	\$ 0.1942	\$ (0.0126)	\$ 0.0208	\$ 0.0052	\$ 0.21	\$ 0.20	\$ 0.01
	Dispenser	\$ 1.1588	\$ (0.1010)	\$ 0.1665	\$ 0.0314	\$ 1.26	\$ 1.24	\$ 0.02
REDUCED FAT (2%) MILK	Gallon	\$ 3.7338	\$ (0.4040)	\$ 0.6660	\$ 0.1025	\$ 4.10	\$ 4.04	\$ 0.06
	Half Gallon	\$ 1.9293	\$ (0.2020)	\$ 0.3330	\$ 0.0528	\$ 2.11	\$ 2.09	\$ 0.02
	Quart	\$ 1.0795	\$ (0.1010)	\$ 0.1665	\$ 0.0294	\$ 1.17	\$ 1.16	\$ 0.01
	Pint	\$ 0.6177	\$ (0.0505)	\$ 0.0833	\$ 0.0167	\$ 0.67	\$ 0.66	\$ 0.01
	12 Ounce	\$ 0.4645	\$ (0.0379)	\$ 0.0624	\$ 0.0125	\$ 0.50	\$ 0.50	\$ -
	10 Ounce	\$ 0.3782	\$ (0.0316)	\$ 0.0520	\$ 0.0102	\$ 0.41	\$ 0.40	\$ 0.01
	Half Pint	\$ 0.2759	\$ (0.0253)	\$ 0.0416	\$ 0.0075	\$ 0.30	\$ 0.30	\$ -
	4 Ounce	\$ 0.1891	\$ (0.0126)	\$ 0.0208	\$ 0.0051	\$ 0.20	\$ 0.20	\$ -
	Dispenser	\$ 1.1171	\$ (0.1010)	\$ 0.1665	\$ 0.0303	\$ 1.21	\$ 1.20	\$ 0.01
LOW FAT (1%) MILK	Gallon	\$ 3.5893	\$ (0.4040)	\$ 0.6660	\$ 0.0988	\$ 3.95	\$ 3.89	\$ 0.06
	Half Gallon	\$ 1.8570	\$ (0.2020)	\$ 0.3330	\$ 0.0510	\$ 2.04	\$ 2.02	\$ 0.02
	Quart	\$ 1.0434	\$ (0.1010)	\$ 0.1665	\$ 0.0284	\$ 1.14	\$ 1.12	\$ 0.02
	Pint	\$ 0.5996	\$ (0.0505)	\$ 0.0833	\$ 0.0162	\$ 0.65	\$ 0.64	\$ 0.01
	12 Ounce	\$ 0.4509	\$ (0.0379)	\$ 0.0624	\$ 0.0122	\$ 0.49	\$ 0.48	\$ 0.01
	10 Ounce	\$ 0.3669	\$ (0.0316)	\$ 0.0520	\$ 0.0099	\$ 0.40	\$ 0.39	\$ 0.01
	Half Pint	\$ 0.2669	\$ (0.0253)	\$ 0.0416	\$ 0.0073	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1845	\$ (0.0126)	\$ 0.0208	\$ 0.0049	\$ 0.20	\$ 0.19	\$ 0.01
	Dispenser	\$ 1.0810	\$ (0.1010)	\$ 0.1665	\$ 0.0294	\$ 1.18	\$ 1.16	\$ 0.02
NON FAT (SKIM) MILK	Gallon	\$ 3.4729	\$ (0.4040)	\$ 0.6660	\$ 0.0958	\$ 3.83	\$ 3.77	\$ 0.06
	Half Gallon	\$ 1.7988	\$ (0.2020)	\$ 0.3330	\$ 0.0495	\$ 1.98	\$ 1.96	\$ 0.02
	Quart	\$ 1.0143	\$ (0.1010)	\$ 0.1665	\$ 0.0277	\$ 1.11	\$ 1.09	\$ 0.02
	Pint	\$ 0.5850	\$ (0.0505)	\$ 0.0833	\$ 0.0158	\$ 0.63	\$ 0.63	\$ -
	12 Ounce	\$ 0.4400	\$ (0.0379)	\$ 0.0624	\$ 0.0119	\$ 0.48	\$ 0.47	\$ 0.01
	10 Ounce	\$ 0.3578	\$ (0.0316)	\$ 0.0520	\$ 0.0097	\$ 0.39	\$ 0.38	\$ 0.01
	Half Pint	\$ 0.2597	\$ (0.0253)	\$ 0.0416	\$ 0.0071	\$ 0.28	\$ 0.28	\$ -
	4 Ounce	\$ 0.1809	\$ (0.0126)	\$ 0.0208	\$ 0.0048	\$ 0.19	\$ 0.19	\$ -
	Dispenser	\$ 1.0519	\$ (0.1010)	\$ 0.1665	\$ 0.0287	\$ 1.15	\$ 1.13	\$ 0.02

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
JANUARY 2014 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	\$ 0.1010 Deepest Discount	In-Store Handling \$ 0.1665	2.5% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	Gallon	\$ 4.1101	\$ (0.4040)	\$ 0.6660	\$ 0.1121	\$ 4.48	\$ 4.43	\$ 0.05
	Half Gallon	\$ 2.1174	\$ (0.2020)	\$ 0.3330	\$ 0.0577	\$ 2.31	\$ 2.28	\$ 0.03
	Quart	\$ 1.1736	\$ (0.1010)	\$ 0.1665	\$ 0.0318	\$ 1.27	\$ 1.26	\$ 0.01
	Pint	\$ 0.6647	\$ (0.0505)	\$ 0.0833	\$ 0.0179	\$ 0.72	\$ 0.71	\$ 0.01
	12 Ounce	\$ 0.4998	\$ (0.0379)	\$ 0.0624	\$ 0.0134	\$ 0.54	\$ 0.53	\$ 0.01
	10 Ounce	\$ 0.4076	\$ (0.0316)	\$ 0.0520	\$ 0.0110	\$ 0.44	\$ 0.43	\$ 0.01
	Half Pint	\$ 0.2995	\$ (0.0253)	\$ 0.0416	\$ 0.0081	\$ 0.32	\$ 0.32	\$ -
	4 Ounce	\$ 0.2008	\$ (0.0126)	\$ 0.0208	\$ 0.0054	\$ 0.21	\$ 0.21	\$ -
	Dispenser	\$ 1.2112	\$ (0.1010)	\$ 0.1665	\$ 0.0327	\$ 1.31	\$ 1.29	\$ 0.02
FLAVORED REDUCED FAT MILK	Gallon	\$ 3.7449	\$ (0.4040)	\$ 0.6660	\$ 0.1027	\$ 4.11	\$ 4.04	\$ 0.07
	Half Gallon	\$ 1.9348	\$ (0.2020)	\$ 0.3330	\$ 0.0530	\$ 2.12	\$ 2.09	\$ 0.03
	Quart	\$ 1.0823	\$ (0.1010)	\$ 0.1665	\$ 0.0294	\$ 1.18	\$ 1.16	\$ 0.02
	Pint	\$ 0.6191	\$ (0.0505)	\$ 0.0833	\$ 0.0167	\$ 0.67	\$ 0.66	\$ 0.01
	12 Ounce	\$ 0.4655	\$ (0.0379)	\$ 0.0624	\$ 0.0126	\$ 0.50	\$ 0.50	\$ -
	10 Ounce	\$ 0.3791	\$ (0.0316)	\$ 0.0520	\$ 0.0102	\$ 0.41	\$ 0.40	\$ 0.01
	Half Pint	\$ 0.2767	\$ (0.0253)	\$ 0.0416	\$ 0.0075	\$ 0.30	\$ 0.30	\$ -
	4 Ounce	\$ 0.1894	\$ (0.0126)	\$ 0.0208	\$ 0.0051	\$ 0.20	\$ 0.20	\$ -
	Dispenser	\$ 1.1199	\$ (0.1010)	\$ 0.1665	\$ 0.0304	\$ 1.22	\$ 1.20	\$ 0.02
FLAVORED NONFAT MILK	Gallon	\$ 3.5826	\$ (0.4040)	\$ 0.6660	\$ 0.0986	\$ 3.94	\$ 3.93	\$ 0.01
	Half Gallon	\$ 1.8537	\$ (0.2020)	\$ 0.3330	\$ 0.0509	\$ 2.04	\$ 2.04	\$ -
	Quart	\$ 1.0417	\$ (0.1010)	\$ 0.1665	\$ 0.0284	\$ 1.14	\$ 1.13	\$ 0.01
	Pint	\$ 0.5988	\$ (0.0505)	\$ 0.0833	\$ 0.0162	\$ 0.65	\$ 0.65	\$ -
	12 Ounce	\$ 0.4503	\$ (0.0379)	\$ 0.0624	\$ 0.0122	\$ 0.49	\$ 0.49	\$ -
	10 Ounce	\$ 0.3664	\$ (0.0316)	\$ 0.0520	\$ 0.0099	\$ 0.40	\$ 0.40	\$ -
	Half Pint	\$ 0.2665	\$ (0.0253)	\$ 0.0416	\$ 0.0073	\$ 0.29	\$ 0.29	\$ -
	4 Ounce	\$ 0.1843	\$ (0.0126)	\$ 0.0208	\$ 0.0049	\$ 0.20	\$ 0.20	\$ -
	Dispenser	\$ 1.0793	\$ (0.1010)	\$ 0.1665	\$ 0.0294	\$ 1.17	\$ 1.17	\$ -
BUTTERMILK	Gallon	\$ 3.8945	\$ (0.4040)	\$ 0.6660	\$ 0.1066	\$ 4.26	\$ 4.17	\$ 0.09
	Half Gallon	\$ 2.0096	\$ (0.2020)	\$ 0.3330	\$ 0.0549	\$ 2.20	\$ 2.16	\$ 0.04
	Quart	\$ 1.1197	\$ (0.1010)	\$ 0.1665	\$ 0.0304	\$ 1.22	\$ 1.19	\$ 0.03
	Pint	\$ 0.6378	\$ (0.0505)	\$ 0.0833	\$ 0.0172	\$ 0.69	\$ 0.68	\$ 0.01
	12 Ounce	\$ 0.4795	\$ (0.0379)	\$ 0.0624	\$ 0.0129	\$ 0.52	\$ 0.51	\$ 0.01
	10 Ounce	\$ 0.3907	\$ (0.0316)	\$ 0.0520	\$ 0.0105	\$ 0.42	\$ 0.41	\$ 0.01
	Half Pint	\$ 0.2860	\$ (0.0253)	\$ 0.0416	\$ 0.0078	\$ 0.31	\$ 0.31	\$ -
	4 Ounce	\$ 0.1940	\$ (0.0126)	\$ 0.0208	\$ 0.0052	\$ 0.21	\$ 0.20	\$ 0.01
	Dispenser	\$ 1.1573	\$ (0.1010)	\$ 0.1665	\$ 0.0314	\$ 1.25	\$ 1.23	\$ 0.02

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
JANUARY 2014 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	\$ 0.1010 Deepest Discount	In-Store Handling \$ 0.1665	2.5% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	Gallon	\$ 5.8476	\$ (0.4040)	\$ 0.6660	\$ 0.1567	\$ 6.27	\$ 6.19 \$ 0.08
	Half Gallon	\$ 2.9862	\$ (0.2020)	\$ 0.3330	\$ 0.0799	\$ 3.20	\$ 3.16 \$ 0.04
	Quart	\$ 1.6080	\$ (0.1010)	\$ 0.1665	\$ 0.0429	\$ 1.72	\$ 1.70 \$ 0.02
	Pint	\$ 0.8819	\$ (0.0505)	\$ 0.0833	\$ 0.0235	\$ 0.94	\$ 0.93 \$ 0.01
	12 Ounce	\$ 0.6626	\$ (0.0379)	\$ 0.0624	\$ 0.0176	\$ 0.70	\$ 0.70 \$ -
	10 Ounce	\$ 0.5433	\$ (0.0316)	\$ 0.0520	\$ 0.0145	\$ 0.58	\$ 0.57 \$ 0.01
	Half Pint	\$ 0.4081	\$ (0.0253)	\$ 0.0416	\$ 0.0109	\$ 0.44	\$ 0.43 \$ 0.01
	4 Ounce	\$ 0.2551	\$ (0.0126)	\$ 0.0208	\$ 0.0068	\$ 0.27	\$ 0.27 \$ -
	Dispenser	\$ 1.6456	\$ (0.1010)	\$ 0.1665	\$ 0.0439	\$ 1.76	\$ 1.73 \$ 0.03