

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 INTO PMMB AREA 4 ^{(1) (2)}

Standard Milk	27.87
Flavored Milk	2.05
Egg Nog	0.32
Reduced Fat Flavored Milk	6.18
Nonfat Flavored Milk	3.75
Reduced Fat Milk	32.10
Low Fat Milk	15.60
Buttermilk	0.71
Nonfat Milk	<u>11.42</u>
	<u>100.0%</u>

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

Standard Milk	28.27
Flavored Milk	2.09
Egg Nog	0.25
Reduced Fat Flavored Milk	5.43
Nonfat Flavored Milk	4.38
Reduced Fat Milk	32.58
Low Fat Milk	16.06
Buttermilk	0.49
Nonfat Milk	<u>10.45</u>
	<u>100.0%</u>

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

⁽²⁾ Pounds of milk used in deriving percentages.

⁽³⁾ The Area 4 cross-section dealers contribute 82.0% of the total milk to this area:

- * Dean Dairy Holdings Inc. (doing business as Swiss Premium Dairy)
- * Galliker Dairy (Johnstown location)
- * Harrisburg Dairies Inc.
- * Rutter Brothers Dairy Inc.
- * Turkey Hill LP
- * Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)

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

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,149,631	194,469,972	\$ 0.0162
Standardization & Pasteurization	\$ 6,516,995	372,862,566	\$ 0.0175
Bottling	\$ 12,131,151	336,887,379	\$ 0.0360
Cold Room	\$ 12,181,086	360,696,141	\$ 0.0338
Delivery	\$ 17,859,885	161,964,619	\$ 0.1103
Selling	\$ 6,021,600	206,187,140	\$ 0.0292

Total Cost per Point **\$ 0.2430**

PENNSYLVANIA MILK MARKETING BOARD MILK MARKETING AREA 4

CONTAINER COSTS YEAR 2016 UNITS (@ APRIL 2017 COSTS)

A	B	C	D	E	F	G	H	
				(C ÷ D)			(F x (1+G))	
Container Size	Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to JAN-2018) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit	
GALLON	Plastic	Blow Molded	\$ 345,419	1,939,135	\$ 0.1781			
		Purchased	\$ 3,584,232	22,028,502	\$ 0.1627			
			\$ 3,929,651	23,967,637	\$ 0.1640	\$ 0.1727	1.19%	\$ 0.1748
1/2 GALLON	Plastic	Blow Molded	\$ 19,469	134,890	\$ 0.1443			
		Purchased	\$ 2,115,299	17,201,858	\$ 0.1230			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,134,768	17,336,748	\$ 0.1231	\$ 0.1278	1.23%	\$ 0.1294
QUART	Plastic	Purchased	\$ 448,165	3,180,893	\$ 0.1409			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 448,165	3,180,893	\$ 0.1409	\$ 0.1399	1.57%	\$ 0.1421
PINT	Plastic	Purchased	\$ 1,049,379	9,382,326	\$ 0.1118			
	Paper	Purchased	\$ 5,772	142,977	\$ 0.0404			
	Combined		\$ 1,055,151	9,525,303	\$ 0.1108	\$ 0.1142	1.62%	\$ 0.1161
12 Ounce		Purchased			\$ 0.0630	\$ 0.0630	\$ 0.0630	
10 Ounce		Purchased			\$ 0.0309	\$ 0.0309	\$ 0.0309	
1/2 PINT	Plastic	Purchased	\$ 296,006	4,536,497	\$ 0.0652	\$ 0.0657	0.92%	\$ 0.0663
	Paper	Purchased	\$ 1,142,153	40,626,307	\$ 0.0281	\$ 0.0291	0.85%	\$ 0.0293
4 Ounce	Paper	Purchased	\$ 19,077	644,796	\$ 0.0296	\$ 0.0296	1.53%	\$ 0.0301
Bulk Per Quart		Purchased	\$ 1,707	30,238	\$ 0.0565	\$ 0.0565	1.30%	\$ 0.0572

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

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 1,470	90,639,633	\$ -
Reduced Fat (2%) Milk	\$ 189,264	103,993,082	\$ 0.0018
Low Fat (1%) Milk	\$ 97,586	52,483,568	\$ 0.0019
Non Fat (Skim) Milk	\$ 65,922	33,128,395	\$ 0.0020
Flavored Milk	\$ 244,291	5,596,108	\$ 0.0437
Flavored Reduced Fat Milk	\$ 284,255	8,222,862	\$ 0.0346
Flavored NONFAT Milk	\$ 384,592	13,657,536	\$ 0.0282
Buttermilk	\$ 6,642	263,871	\$ 0.0252
Egg Nog	\$ 91,768	597,343	\$ 0.1536

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

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

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1	Shrinkage	11,987,584	643,867	n/a	\$ 2,244,832	n/a	\$ 2,244,832 \$ 869,966
2	Bulk MILK - diverted	94,679,856	3,552,629	\$ 13,457,281	\$ 13,908,916	n/a	\$ 451,635 \$ (203,306)
3	Bulk MILK - transferred	149,780	195	\$ 9,212	\$ 9,237	\$ 3,754	\$ 3,779 \$ 292
4	Bulk MILK - TOTAL (Rows 2 + 3)	94,829,636	3,552,824	\$ 13,466,493	\$ 13,918,153	\$ 3,754	\$ 455,414 \$ (203,014)
5	Bulk CREAM - transferred	27,012,583	11,653,035	\$ 31,864,135	\$ 27,852,752	\$ 821,035	\$ (3,190,348) \$ (1,557,414)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 869,966	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ (203,014)	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,557,414)	
9	Total	\$ (890,462)	\$ (0.0024)

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

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

	Class I
Skim Rate	\$ 11.54
Butterfat Rate	\$ 2.4943

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	90,639,633	2,975,503	3.2828%	87,664,130	\$ 7,421,797	\$ 10,116,441	\$ 17,538,238	\$ 0.1935	\$ -	\$ (0.0024)	\$ 0.1911
Reduced Fat (2%) Milk	103,993,082	2,035,351	1.9572%	101,957,731	\$ 5,076,776	\$ 11,765,922	\$ 16,842,698	\$ 0.1620	\$ 0.0018	\$ (0.0024)	\$ 0.1614
Low Fat (1%) Milk	52,483,568	505,870	0.9639%	51,977,698	\$ 1,261,792	\$ 5,998,226	\$ 7,260,018	\$ 0.1383	\$ 0.0019	\$ (0.0024)	\$ 0.1378
Non Fat (Skim) Milk	33,128,395	35,998	0.1087%	33,092,397	\$ 89,790	\$ 3,818,863	\$ 3,908,653	\$ 0.1180	\$ 0.0020	\$ (0.0024)	\$ 0.1176
Flavored Milk	5,596,108	180,938	3.2333%	5,415,170	\$ 451,314	\$ 624,911	\$ 1,076,225	\$ 0.1923	\$ 0.0437	\$ (0.0024)	\$ 0.2336
Flavored Reduced Fat Milk	8,222,862	81,450	0.9905%	8,141,412	\$ 203,161	\$ 939,519	\$ 1,142,680	\$ 0.1390	\$ 0.0346	\$ (0.0024)	\$ 0.1712
Flavored NONFAT Milk	13,657,536	13,551	0.0992%	13,643,985	\$ 33,800	\$ 1,574,516	\$ 1,608,316	\$ 0.1178	\$ 0.0282	\$ (0.0024)	\$ 0.1436
Buttermilk	263,871	2,639	1.0001%	261,232	\$ 6,582	\$ 30,146	\$ 36,728	\$ 0.1392	\$ 0.0252	\$ (0.0024)	\$ 0.1620
Egg Nog	597,343	42,391	7.0966%	554,952	\$ 105,736	\$ 64,041	\$ 169,777	\$ 0.2842	\$ 0.1536	\$ (0.0024)	\$ 0.4354

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

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

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

WEIGHTED LABOR COSTS	\$ 19,613,161	\$ 18,869,538	146,195,144	156,387,828	\$ 0.1342	\$ 0.1207	\$ 0.0135
WEIGHTED UTILITY COSTS	\$ 857,559	\$ 929,028	146,195,144	156,387,828	\$ 0.0059	\$ 0.0059	\$ -
WEIGHTED INSURANCE COSTS	\$ 217,226	\$ 149,387	146,195,144	156,387,828	\$ 0.0015	\$ 0.0010	\$ 0.0005

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0140

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2016 to NOVEMBER 2017

1. Weighted Diesel Fuel Costs - YEAR 2016	\$ 1,301,124
2. Average On-Highway Diesel Price per Gallon - YEAR 2016 ⁽¹⁾	\$ 2.437
3. On-Highway Diesel Price per Gallon - NOVEMBER 2017 ⁽¹⁾	\$ 3.031
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	24.37%
5. Presumed Diesel Fuel Costs - NOVEMBER 2017 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,618,263</u>
6. Change in Diesel Fuel Costs from YEAR 2016 to NOVEMBER 2017 (Line 5 - Line 1)	\$ 317,139
7. Weighted Delivery Points - YEAR 2016	<u>161,964,619</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ 0.0020</u></u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2016 to SEPTEMBER 2017

1. Weighted Heating Fuel Costs - YEAR 2016	\$ 189,864
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2016 ⁽¹⁾	\$ 7.70
3. Pennsylvania Average Natural Gas Price - Industrial - SEPTEMBER 2017 ⁽¹⁾	\$ 9.09
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	18.05%
5. Presumed Heating Fuel Costs - SEPTEMBER 2017 ((Line 1 X Line 4) + Line 1)	<u>\$ 224,134</u>
6. Change in Heating Fuel Costs from YEAR 2016 to SEPTEMBER 2017 (Line 5 - Line 1)	\$ 34,270
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2016	<u>372,862,566</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ 0.0001</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 2018 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 1.6435	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.7717	\$ 0.0976	\$ 2.8693	\$ (0.4352)	\$ 0.9664	\$ 3.4005	\$ 3.3128	\$ 0.0877
	1/2 GALLON	\$ 0.8217	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.4359	\$ 0.0505	\$ 1.4864	\$ (0.2176)	\$ 0.4832	\$ 1.7520	\$ 1.7072	\$ 0.0448
	QUART	\$ 0.4109	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.8312	\$ 0.0293	\$ 0.8605	\$ (0.1088)	\$ 0.2416	\$ 0.9933	\$ 0.9966	\$ (0.0033)
	PINT	\$ 0.2054	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.5079	\$ 0.0179	\$ 0.5258	\$ (0.0544)	\$ 0.1208	\$ 0.5922	\$ 0.5886	\$ 0.0036
	12 OUNCE	\$ 0.1541	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3724	\$ 0.0131	\$ 0.3855	\$ (0.0408)	\$ 0.0906	\$ 0.4353	\$ 0.4262	\$ 0.0091
	10 OUNCE	\$ 0.1284	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.3016	\$ 0.0106	\$ 0.3122	\$ (0.0340)	\$ 0.0755	\$ 0.3537	\$ 0.3463	\$ 0.0074
	1/2 PINT	\$ 0.1027	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2179	\$ 0.0077	\$ 0.2256	\$ (0.0272)	\$ 0.0604	\$ 0.2588	\$ 0.2539	\$ 0.0049
	4 OUNCE	\$ 0.0514	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1592	\$ 0.0056	\$ 0.1648	\$ (0.0136)	\$ 0.0302	\$ 0.1814	\$ 0.1789	\$ 0.0025
	Bulk per Quart	\$ 0.4109	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.8793	\$ 0.0309	\$ 0.9102	\$ (0.1088)	\$ 0.2416	\$ 1.0430	\$ 1.0015	\$ 0.0415
REDUCED FAT (2%) MILK	GALLON	\$ 1.3913	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.5195	\$ 0.0887	\$ 2.6082	\$ (0.4352)	\$ 0.9664	\$ 3.1394	\$ 3.0490	\$ 0.0904
	1/2 GALLON	\$ 0.6956	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.3098	\$ 0.0461	\$ 1.3559	\$ (0.2176)	\$ 0.4832	\$ 1.6215	\$ 1.5753	\$ 0.0462
	QUART	\$ 0.3478	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7681	\$ 0.0270	\$ 0.7951	\$ (0.1088)	\$ 0.2416	\$ 0.9279	\$ 0.9306	\$ (0.0027)
	PINT	\$ 0.1739	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4764	\$ 0.0168	\$ 0.4932	\$ (0.0544)	\$ 0.1208	\$ 0.5596	\$ 0.5556	\$ 0.0040
	12 OUNCE	\$ 0.1304	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3487	\$ 0.0123	\$ 0.3610	\$ (0.0408)	\$ 0.0906	\$ 0.4108	\$ 0.4015	\$ 0.0093
	10 OUNCE	\$ 0.1087	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2819	\$ 0.0099	\$ 0.2918	\$ (0.0340)	\$ 0.0755	\$ 0.3333	\$ 0.3257	\$ 0.0076
	1/2 PINT	\$ 0.0870	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2022	\$ 0.0071	\$ 0.2093	\$ (0.0272)	\$ 0.0604	\$ 0.2425	\$ 0.2373	\$ 0.0052
	4 OUNCE	\$ 0.0435	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1513	\$ 0.0053	\$ 0.1566	\$ (0.0136)	\$ 0.0302	\$ 0.1732	\$ 0.1706	\$ 0.0026
	Bulk per Quart	\$ 0.3478	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.8162	\$ 0.0287	\$ 0.8449	\$ (0.1088)	\$ 0.2416	\$ 0.9777	\$ 0.9356	\$ 0.0421
LOW FAT (1%) MILK	GALLON	\$ 1.1878	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.3160	\$ 0.0815	\$ 2.3975	\$ (0.4352)	\$ 0.9664	\$ 2.9287	\$ 2.8402	\$ 0.0885
	1/2 GALLON	\$ 0.5939	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.2081	\$ 0.0425	\$ 1.2506	\$ (0.2176)	\$ 0.4832	\$ 1.5162	\$ 1.4709	\$ 0.0453
	QUART	\$ 0.2970	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7173	\$ 0.0252	\$ 0.7425	\$ (0.1088)	\$ 0.2416	\$ 0.8753	\$ 0.8785	\$ (0.0032)
	PINT	\$ 0.1485	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4510	\$ 0.0159	\$ 0.4669	\$ (0.0544)	\$ 0.1208	\$ 0.5333	\$ 0.5295	\$ 0.0038
	12 OUNCE	\$ 0.1114	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3297	\$ 0.0116	\$ 0.3413	\$ (0.0408)	\$ 0.0906	\$ 0.3911	\$ 0.3819	\$ 0.0092
	10 OUNCE	\$ 0.0928	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2660	\$ 0.0094	\$ 0.2754	\$ (0.0340)	\$ 0.0755	\$ 0.3169	\$ 0.3093	\$ 0.0076
	1/2 PINT	\$ 0.0742	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.1894	\$ 0.0067	\$ 0.1961	\$ (0.0272)	\$ 0.0604	\$ 0.2293	\$ 0.2243	\$ 0.0050
	4 OUNCE	\$ 0.0371	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1449	\$ 0.0051	\$ 0.1500	\$ (0.0136)	\$ 0.0302	\$ 0.1666	\$ 0.1641	\$ 0.0025
	Bulk per Quart	\$ 0.2970	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.7654	\$ 0.0269	\$ 0.7923	\$ (0.1088)	\$ 0.2416	\$ 0.9251	\$ 0.8834	\$ 0.0417
NON FAT (SKIM) MILK	GALLON	\$ 1.0149	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.1431	\$ 0.0754	\$ 2.2185	\$ (0.4352)	\$ 0.9664	\$ 2.7497	\$ 2.6612	\$ 0.0885
	1/2 GALLON	\$ 0.5074	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.1216	\$ 0.0395	\$ 1.1611	\$ (0.2176)	\$ 0.4832	\$ 1.4267	\$ 1.3813	\$ 0.0454
	QUART	\$ 0.2537	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.6740	\$ 0.0237	\$ 0.6977	\$ (0.1088)	\$ 0.2416	\$ 0.8305	\$ 0.8336	\$ (0.0031)
	PINT	\$ 0.1269	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4294	\$ 0.0151	\$ 0.4445	\$ (0.0544)	\$ 0.1208	\$ 0.5109	\$ 0.5072	\$ 0.0037
	12 OUNCE	\$ 0.0951	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3134	\$ 0.0110	\$ 0.3244	\$ (0.0408)	\$ 0.0906	\$ 0.3742	\$ 0.3650	\$ 0.0092
	10 OUNCE	\$ 0.0793	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2525	\$ 0.0089	\$ 0.2614	\$ (0.0340)	\$ 0.0755	\$ 0.3029	\$ 0.2953	\$ 0.0076
	1/2 PINT	\$ 0.0634	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.1786	\$ 0.0063	\$ 0.1849	\$ (0.0272)	\$ 0.0604	\$ 0.2181	\$ 0.2131	\$ 0.0050
	4 OUNCE	\$ 0.0317	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1395	\$ 0.0049	\$ 0.1444	\$ (0.0136)	\$ 0.0302	\$ 0.1610	\$ 0.1585	\$ 0.0025
	Bulk per Quart	\$ 0.2537	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.7221	\$ 0.0254	\$ 0.7475	\$ (0.1088)	\$ 0.2416	\$ 0.8803	\$ 0.8386	\$ 0.0417

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0003 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
JANUARY 2018 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 1.8688	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.9970	\$ 0.1055	\$ 3.1025	\$ (0.4352)	\$ 0.9664	\$ 3.6337	\$ 3.5535	\$ 0.0802
	1/2 GALLON	\$ 0.9344	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.5486	\$ 0.0545	\$ 1.6031	\$ (0.2176)	\$ 0.4832	\$ 1.8687	\$ 1.8275	\$ 0.0412
	QUART	\$ 0.4672	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.8875	\$ 0.0312	\$ 0.9187	\$ (0.1088)	\$ 0.2416	\$ 1.0515	\$ 1.0567	\$ (0.0052)
	PINT	\$ 0.2336	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.5361	\$ 0.0189	\$ 0.5550	\$ (0.0544)	\$ 0.1208	\$ 0.6214	\$ 0.6187	\$ 0.0027
	12 OUNCE	\$ 0.1752	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3935	\$ 0.0138	\$ 0.4073	\$ (0.0408)	\$ 0.0906	\$ 0.4571	\$ 0.4488	\$ 0.0083
	10 OUNCE	\$ 0.1460	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.3192	\$ 0.0112	\$ 0.3304	\$ (0.0340)	\$ 0.0755	\$ 0.3719	\$ 0.3650	\$ 0.0069
	1/2 PINT	\$ 0.1168	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2320	\$ 0.0082	\$ 0.2402	\$ (0.0272)	\$ 0.0604	\$ 0.2734	\$ 0.2689	\$ 0.0045
	4 OUNCE	\$ 0.0584	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1662	\$ 0.0058	\$ 0.1720	\$ (0.0136)	\$ 0.0302	\$ 0.1886	\$ 0.1865	\$ 0.0021
	Bulk per Quart	\$ 0.4672	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.9356	\$ 0.0329	\$ 0.9685	\$ (0.1088)	\$ 0.2416	\$ 1.1013	\$ 1.0617	\$ 0.0396
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.3696	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.4978	\$ 0.0879	\$ 2.5857	\$ (0.4352)	\$ 0.9664	\$ 3.1169	\$ 3.0342	\$ 0.0827
	1/2 GALLON	\$ 0.6848	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.2990	\$ 0.0457	\$ 1.3447	\$ (0.2176)	\$ 0.4832	\$ 1.6103	\$ 1.5679	\$ 0.0424
	QUART	\$ 0.3424	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7627	\$ 0.0268	\$ 0.7895	\$ (0.1088)	\$ 0.2416	\$ 0.9223	\$ 0.9269	\$ (0.0046)
	PINT	\$ 0.1712	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4737	\$ 0.0167	\$ 0.4904	\$ (0.0544)	\$ 0.1208	\$ 0.5568	\$ 0.5538	\$ 0.0030
	12 OUNCE	\$ 0.1284	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3467	\$ 0.0122	\$ 0.3589	\$ (0.0408)	\$ 0.0906	\$ 0.4087	\$ 0.4000	\$ 0.0087
	10 OUNCE	\$ 0.1070	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2802	\$ 0.0099	\$ 0.2901	\$ (0.0340)	\$ 0.0755	\$ 0.3316	\$ 0.3244	\$ 0.0072
	1/2 PINT	\$ 0.0856	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2008	\$ 0.0071	\$ 0.2079	\$ (0.0272)	\$ 0.0604	\$ 0.2411	\$ 0.2365	\$ 0.0046
	4 OUNCE	\$ 0.0428	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1506	\$ 0.0053	\$ 0.1559	\$ (0.0136)	\$ 0.0302	\$ 0.1725	\$ 0.1702	\$ 0.0023
	Bulk per Quart	\$ 0.3424	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.8108	\$ 0.0285	\$ 0.8393	\$ (0.1088)	\$ 0.2416	\$ 0.9721	\$ 0.9319	\$ 0.0402
FLAVORED NONFAT MILK	GALLON	\$ 1.1488	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.2770	\$ 0.0801	\$ 2.3571	\$ (0.4352)	\$ 0.9664	\$ 2.8883	\$ 2.7965	\$ 0.0918
	1/2 GALLON	\$ 0.5744	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.1886	\$ 0.0418	\$ 1.2304	\$ (0.2176)	\$ 0.4832	\$ 1.4960	\$ 1.4490	\$ 0.0470
	QUART	\$ 0.2872	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7075	\$ 0.0249	\$ 0.7324	\$ (0.1088)	\$ 0.2416	\$ 0.8652	\$ 0.8675	\$ (0.0023)
	PINT	\$ 0.1436	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4461	\$ 0.0157	\$ 0.4618	\$ (0.0544)	\$ 0.1208	\$ 0.5282	\$ 0.5241	\$ 0.0041
	12 OUNCE	\$ 0.1077	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3260	\$ 0.0115	\$ 0.3375	\$ (0.0408)	\$ 0.0906	\$ 0.3873	\$ 0.3778	\$ 0.0095
	10 OUNCE	\$ 0.0898	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2630	\$ 0.0093	\$ 0.2723	\$ (0.0340)	\$ 0.0755	\$ 0.3138	\$ 0.3059	\$ 0.0079
	1/2 PINT	\$ 0.0718	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.1870	\$ 0.0066	\$ 0.1936	\$ (0.0272)	\$ 0.0604	\$ 0.2268	\$ 0.2216	\$ 0.0052
	4 OUNCE	\$ 0.0359	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1437	\$ 0.0051	\$ 0.1488	\$ (0.0136)	\$ 0.0302	\$ 0.1654	\$ 0.1628	\$ 0.0026
	Bulk per Quart	\$ 0.2872	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.7556	\$ 0.0266	\$ 0.7822	\$ (0.1088)	\$ 0.2416	\$ 0.9150	\$ 0.8724	\$ 0.0426
BUTTERMILK	GALLON	\$ 1.3964	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 2.5246	\$ 0.0889	\$ 2.6135	\$ (0.4352)	\$ 0.9664	\$ 3.1447	\$ 3.0516	\$ 0.0931
	1/2 GALLON	\$ 0.6982	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 1.3124	\$ 0.0462	\$ 1.3586	\$ (0.2176)	\$ 0.4832	\$ 1.6242	\$ 1.5766	\$ 0.0476
	QUART	\$ 0.3491	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 0.7694	\$ 0.0271	\$ 0.7965	\$ (0.1088)	\$ 0.2416	\$ 0.9293	\$ 0.9312	\$ (0.0019)
	PINT	\$ 0.1746	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.4771	\$ 0.0168	\$ 0.4939	\$ (0.0544)	\$ 0.1208	\$ 0.5603	\$ 0.5559	\$ 0.0044
	12 OUNCE	\$ 0.1309	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.3492	\$ 0.0123	\$ 0.3615	\$ (0.0408)	\$ 0.0906	\$ 0.4113	\$ 0.4017	\$ 0.0096
	10 OUNCE	\$ 0.1091	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.2823	\$ 0.0099	\$ 0.2922	\$ (0.0340)	\$ 0.0755	\$ 0.3337	\$ 0.3259	\$ 0.0078
	1/2 PINT	\$ 0.0873	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.2025	\$ 0.0071	\$ 0.2096	\$ (0.0272)	\$ 0.0604	\$ 0.2428	\$ 0.2375	\$ 0.0053
	4 OUNCE	\$ 0.0436	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.1514	\$ 0.0053	\$ 0.1567	\$ (0.0136)	\$ 0.0302	\$ 0.1733	\$ 0.1707	\$ 0.0026
	Bulk per Quart	\$ 0.3491	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 0.8175	\$ 0.0288	\$ 0.8463	\$ (0.1088)	\$ 0.2416	\$ 0.9791	\$ 0.9362	\$ 0.0429

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0003 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
JANUARY 2018 MILK PRICES**

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

EGG NOG	GALLON	\$ 3.4832	\$ 0.1748	\$ 0.0656	\$ (0.0842)	\$ 0.9720	\$ 4.6114	\$ 0.1623	\$ 4.7737	\$ (0.4352)	\$ 0.9664	\$ 5.3049	\$ 6.1092	\$ (0.8043)
	1/2 GALLON	\$ 1.7416	\$ 0.1294	\$ 0.0328	\$ (0.0340)	\$ 0.4860	\$ 2.3558	\$ 0.0829	\$ 2.4387	\$ (0.2176)	\$ 0.4832	\$ 2.7043	\$ 3.1054	\$ (0.4011)
	QUART	\$ 0.8708	\$ 0.1421	\$ 0.0164	\$ 0.0188	\$ 0.2430	\$ 1.2911	\$ 0.0454	\$ 1.3365	\$ (0.1088)	\$ 0.2416	\$ 1.4693	\$ 1.6956	\$ (0.2263)
	PINT	\$ 0.4354	\$ 0.1161	\$ 0.0082	\$ 0.0567	\$ 0.1215	\$ 0.7379	\$ 0.0260	\$ 0.7639	\$ (0.0544)	\$ 0.1208	\$ 0.8303	\$ 0.9381	\$ (0.1078)
	12 OUNCE	\$ 0.3266	\$ 0.0630	\$ 0.0062	\$ 0.0580	\$ 0.0911	\$ 0.5449	\$ 0.0192	\$ 0.5641	\$ (0.0408)	\$ 0.0906	\$ 0.6139	\$ 0.6883	\$ (0.0744)
	10 OUNCE	\$ 0.2721	\$ 0.0309	\$ 0.0051	\$ 0.0613	\$ 0.0759	\$ 0.4453	\$ 0.0157	\$ 0.4610	\$ (0.0340)	\$ 0.0755	\$ 0.5025	\$ 0.5647	\$ (0.0622)
	1/2 PINT	\$ 0.2177	\$ 0.0293	\$ 0.0041	\$ 0.0210	\$ 0.0608	\$ 0.3329	\$ 0.0117	\$ 0.3446	\$ (0.0272)	\$ 0.0604	\$ 0.3778	\$ 0.4286	\$ (0.0508)
	4 OUNCE	\$ 0.1089	\$ 0.0301	\$ 0.0021	\$ 0.0452	\$ 0.0304	\$ 0.2167	\$ 0.0076	\$ 0.2243	\$ (0.0136)	\$ 0.0302	\$ 0.2409	\$ 0.2663	\$ (0.0254)
	Bulk per Quart	\$ 0.8708	\$ 0.0572	\$ 0.0164	\$ 0.1518	\$ 0.2430	\$ 1.3392	\$ 0.0471	\$ 1.3863	\$ (0.1088)	\$ 0.2416	\$ 1.5191	\$ 1.7006	\$ (0.1815)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0003 per quart equivalent.

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

**RETAIL PRICE BUILDUP
JANUARY 2018 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.1762	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.4005	\$ (0.4040)	\$ 0.7048	\$ 0.0949	\$ 3.80	\$ 3.71	\$ 0.09
	1/2 GALLON	\$ 1.7520	\$ (0.2020)	\$ 0.3524	\$ 0.0488	\$ 1.95	\$ 1.91	\$ 0.04
	QUART	\$ 0.9933	\$ (0.1010)	\$ 0.1762	\$ 0.0274	\$ 1.10	\$ 1.10	\$ -
	PINT	\$ 0.5922	\$ (0.0505)	\$ 0.0881	\$ 0.0161	\$ 0.65	\$ 0.64	\$ 0.01
	12 OUNCE	\$ 0.4353	\$ (0.0379)	\$ 0.0661	\$ 0.0119	\$ 0.48	\$ 0.47	\$ 0.01
	10 OUNCE	\$ 0.3537	\$ (0.0316)	\$ 0.0551	\$ 0.0097	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.2588	\$ (0.0253)	\$ 0.0441	\$ 0.0071	\$ 0.28	\$ 0.28	\$ -
	4 OUNCE	\$ 0.1814	\$ (0.0126)	\$ 0.0220	\$ 0.0049	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.0430	\$ (0.1010)	\$ 0.1762	\$ 0.0287	\$ 1.15	\$ 1.10	\$ 0.05
REDUCED FAT (2%) MILK	GALLON	\$ 3.1394	\$ (0.4040)	\$ 0.7048	\$ 0.0882	\$ 3.53	\$ 3.44	\$ 0.09
	1/2 GALLON	\$ 1.6215	\$ (0.2020)	\$ 0.3524	\$ 0.0454	\$ 1.82	\$ 1.77	\$ 0.05
	QUART	\$ 0.9279	\$ (0.1010)	\$ 0.1762	\$ 0.0257	\$ 1.03	\$ 1.03	\$ -
	PINT	\$ 0.5596	\$ (0.0505)	\$ 0.0881	\$ 0.0153	\$ 0.61	\$ 0.61	\$ -
	12 OUNCE	\$ 0.4108	\$ (0.0379)	\$ 0.0661	\$ 0.0113	\$ 0.45	\$ 0.44	\$ 0.01
	10 OUNCE	\$ 0.3333	\$ (0.0316)	\$ 0.0551	\$ 0.0091	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2425	\$ (0.0253)	\$ 0.0441	\$ 0.0067	\$ 0.27	\$ 0.26	\$ 0.01
	4 OUNCE	\$ 0.1732	\$ (0.0126)	\$ 0.0220	\$ 0.0047	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 0.9777	\$ (0.1010)	\$ 0.1762	\$ 0.0270	\$ 1.08	\$ 1.04	\$ 0.04
LOW FAT (1%) MILK	GALLON	\$ 2.9287	\$ (0.4040)	\$ 0.7048	\$ 0.0828	\$ 3.31	\$ 3.22	\$ 0.09
	1/2 GALLON	\$ 1.5162	\$ (0.2020)	\$ 0.3524	\$ 0.0427	\$ 1.71	\$ 1.66	\$ 0.05
	QUART	\$ 0.8753	\$ (0.1010)	\$ 0.1762	\$ 0.0244	\$ 0.97	\$ 0.98	\$ (0.01)
	PINT	\$ 0.5333	\$ (0.0505)	\$ 0.0881	\$ 0.0146	\$ 0.59	\$ 0.58	\$ 0.01
	12 OUNCE	\$ 0.3911	\$ (0.0379)	\$ 0.0661	\$ 0.0108	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3169	\$ (0.0316)	\$ 0.0551	\$ 0.0087	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2293	\$ (0.0253)	\$ 0.0441	\$ 0.0064	\$ 0.25	\$ 0.25	\$ -
	4 OUNCE	\$ 0.1666	\$ (0.0126)	\$ 0.0220	\$ 0.0045	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9251	\$ (0.1010)	\$ 0.1762	\$ 0.0256	\$ 1.03	\$ 0.98	\$ 0.05
NON FAT (SKIM) MILK	GALLON	\$ 2.7497	\$ (0.4040)	\$ 0.7048	\$ 0.0782	\$ 3.13	\$ 3.04	\$ 0.09
	1/2 GALLON	\$ 1.4267	\$ (0.2020)	\$ 0.3524	\$ 0.0404	\$ 1.62	\$ 1.57	\$ 0.05
	QUART	\$ 0.8305	\$ (0.1010)	\$ 0.1762	\$ 0.0232	\$ 0.93	\$ 0.93	\$ -
	PINT	\$ 0.5109	\$ (0.0505)	\$ 0.0881	\$ 0.0141	\$ 0.56	\$ 0.56	\$ -
	12 OUNCE	\$ 0.3742	\$ (0.0379)	\$ 0.0661	\$ 0.0103	\$ 0.41	\$ 0.40	\$ 0.01
	10 OUNCE	\$ 0.3029	\$ (0.0316)	\$ 0.0551	\$ 0.0084	\$ 0.33	\$ 0.33	\$ -
	1/2 PINT	\$ 0.2181	\$ (0.0253)	\$ 0.0441	\$ 0.0061	\$ 0.24	\$ 0.24	\$ -
	4 OUNCE	\$ 0.1610	\$ (0.0126)	\$ 0.0220	\$ 0.0044	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 0.8803	\$ (0.1010)	\$ 0.1762	\$ 0.0245	\$ 0.98	\$ 0.94	\$ 0.04

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

**RETAIL PRICE BUILDUP
JANUARY 2018 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.1762	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 3.6337	\$ (0.4040)	\$ 0.7048	\$ 0.1009	\$ 4.04	\$ 3.95	\$ 0.09
	1/2 GALLON	\$ 1.8687	\$ (0.2020)	\$ 0.3524	\$ 0.0518	\$ 2.07	\$ 2.03	\$ 0.04
	QUART	\$ 1.0515	\$ (0.1010)	\$ 0.1762	\$ 0.0289	\$ 1.16	\$ 1.16	\$ -
	PINT	\$ 0.6214	\$ (0.0505)	\$ 0.0881	\$ 0.0169	\$ 0.68	\$ 0.67	\$ 0.01
	12 OUNCE	\$ 0.4571	\$ (0.0379)	\$ 0.0661	\$ 0.0124	\$ 0.50	\$ 0.49	\$ 0.01
	10 OUNCE	\$ 0.3719	\$ (0.0316)	\$ 0.0551	\$ 0.0101	\$ 0.41	\$ 0.40	\$ 0.01
	1/2 PINT	\$ 0.2734	\$ (0.0253)	\$ 0.0441	\$ 0.0075	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1886	\$ (0.0126)	\$ 0.0220	\$ 0.0051	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.1013	\$ (0.1010)	\$ 0.1762	\$ 0.0302	\$ 1.21	\$ 1.17	\$ 0.04
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.1169	\$ (0.4040)	\$ 0.7048	\$ 0.0876	\$ 3.51	\$ 3.42	\$ 0.09
	1/2 GALLON	\$ 1.6103	\$ (0.2020)	\$ 0.3524	\$ 0.0451	\$ 1.81	\$ 1.76	\$ 0.05
	QUART	\$ 0.9223	\$ (0.1010)	\$ 0.1762	\$ 0.0256	\$ 1.02	\$ 1.03	\$ (0.01)
	PINT	\$ 0.5568	\$ (0.0505)	\$ 0.0881	\$ 0.0152	\$ 0.61	\$ 0.61	\$ -
	12 OUNCE	\$ 0.4087	\$ (0.0379)	\$ 0.0661	\$ 0.0112	\$ 0.45	\$ 0.44	\$ 0.01
	10 OUNCE	\$ 0.3316	\$ (0.0316)	\$ 0.0551	\$ 0.0091	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2411	\$ (0.0253)	\$ 0.0441	\$ 0.0067	\$ 0.27	\$ 0.26	\$ 0.01
	4 OUNCE	\$ 0.1725	\$ (0.0126)	\$ 0.0220	\$ 0.0047	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 0.9721	\$ (0.1010)	\$ 0.1762	\$ 0.0269	\$ 1.07	\$ 1.03	\$ 0.04
FLAVORED NONFAT MILK	GALLON	\$ 2.8883	\$ (0.4040)	\$ 0.7048	\$ 0.0818	\$ 3.27	\$ 3.18	\$ 0.09
	1/2 GALLON	\$ 1.4960	\$ (0.2020)	\$ 0.3524	\$ 0.0422	\$ 1.69	\$ 1.64	\$ 0.05
	QUART	\$ 0.8652	\$ (0.1010)	\$ 0.1762	\$ 0.0241	\$ 0.96	\$ 0.97	\$ (0.01)
	PINT	\$ 0.5282	\$ (0.0505)	\$ 0.0881	\$ 0.0145	\$ 0.58	\$ 0.58	\$ -
	12 OUNCE	\$ 0.3873	\$ (0.0379)	\$ 0.0661	\$ 0.0107	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3138	\$ (0.0316)	\$ 0.0551	\$ 0.0086	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2268	\$ (0.0253)	\$ 0.0441	\$ 0.0063	\$ 0.25	\$ 0.25	\$ -
	4 OUNCE	\$ 0.1654	\$ (0.0126)	\$ 0.0220	\$ 0.0045	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9150	\$ (0.1010)	\$ 0.1762	\$ 0.0254	\$ 1.02	\$ 0.97	\$ 0.05
BUTTERMILK	GALLON	\$ 3.1447	\$ (0.4040)	\$ 0.7048	\$ 0.0883	\$ 3.53	\$ 3.44	\$ 0.09
	1/2 GALLON	\$ 1.6242	\$ (0.2020)	\$ 0.3524	\$ 0.0455	\$ 1.82	\$ 1.77	\$ 0.05
	QUART	\$ 0.9293	\$ (0.1010)	\$ 0.1762	\$ 0.0258	\$ 1.03	\$ 1.03	\$ -
	PINT	\$ 0.5603	\$ (0.0505)	\$ 0.0881	\$ 0.0153	\$ 0.61	\$ 0.61	\$ -
	12 OUNCE	\$ 0.4113	\$ (0.0379)	\$ 0.0661	\$ 0.0113	\$ 0.45	\$ 0.44	\$ 0.01
	10 OUNCE	\$ 0.3337	\$ (0.0316)	\$ 0.0551	\$ 0.0092	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2428	\$ (0.0253)	\$ 0.0441	\$ 0.0067	\$ 0.27	\$ 0.26	\$ 0.01
	4 OUNCE	\$ 0.1733	\$ (0.0126)	\$ 0.0220	\$ 0.0047	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 0.9791	\$ (0.1010)	\$ 0.1762	\$ 0.0270	\$ 1.08	\$ 1.04	\$ 0.04

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

**RETAIL PRICE BUILDUP
JANUARY 2018 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.1762	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 5.3049	\$ (0.4040)	\$ 0.7048	\$ 0.1437	\$ 5.75	\$ 6.57	\$ (0.82)
	1/2 GALLON	\$ 2.7043	\$ (0.2020)	\$ 0.3524	\$ 0.0732	\$ 2.93	\$ 3.34	\$ (0.41)
	QUART	\$ 1.4693	\$ (0.1010)	\$ 0.1762	\$ 0.0396	\$ 1.58	\$ 1.82	\$ (0.24)
	PINT	\$ 0.8303	\$ (0.0505)	\$ 0.0881	\$ 0.0223	\$ 0.89	\$ 1.00	\$ (0.11)
	12 OUNCE	\$ 0.6139	\$ (0.0379)	\$ 0.0661	\$ 0.0165	\$ 0.66	\$ 0.73	\$ (0.07)
	10 OUNCE	\$ 0.5025	\$ (0.0316)	\$ 0.0551	\$ 0.0135	\$ 0.54	\$ 0.60	\$ (0.06)
	1/2 PINT	\$ 0.3778	\$ (0.0253)	\$ 0.0441	\$ 0.0102	\$ 0.41	\$ 0.46	\$ (0.05)
	4 OUNCE	\$ 0.2409	\$ (0.0126)	\$ 0.0220	\$ 0.0064	\$ 0.26	\$ 0.28	\$ (0.02)
Bulk per Quart	\$ 1.5191	\$ (0.1010)	\$ 0.1762	\$ 0.0409	\$ 1.64	\$ 1.82	\$ (0.18)	