

Pennsylvania Milk Marketing Board SALES IN PMMB AREA 1 BY TYPE OF MILK

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

Standard Milk	31.24
Flavored Milk	1.70
Egg Nog	0.21
Reduced Fat Flavored Milk	4.23
Nonfat Flavored Milk	3.74
Reduced Fat Milk	27.11
Low Fat Milk	17.57
Buttermilk	0.51
Nonfat Milk	<u>13.69</u>
	<u>100.00%</u>

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

Standard Milk	31.55
Flavored Milk	0.87
Egg Nog	0.18
Reduced Fat Flavored Milk	3.67
Nonfat Flavored Milk	4.09
Reduced Fat Milk	27.61
Low Fat Milk	18.30
Buttermilk	0.46
Nonfat Milk	<u>13.28</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 Area 1 cross-section dealers contribute 84.2% of the total milk to this area.

* Tuscan/Lehigh Dairies, Inc. (Lansdale location)

* Wawa Beverage Company

* Clover Farms Dairy Company

* Milk Industry Management Corp. (trading as Balford Farms.)

REDACTED
PURSUANT TO
PROTECTIVE
ORDER
DATED MAY 30,
2017

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

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

Total Cost per Point \$

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

A	B	C	D	E	F	G	H
				(C÷D)			(F x (1+G))
Container Size	Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to MAY-2017) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 2,569,317	16,571,964	\$ 0.1550			
GALLON - Plastic	Purchased	\$ 746,495	4,193,857	\$ 0.1780			
GALLON - Combined		\$ 3,315,812	20,765,821	\$ 0.1597	\$ 0.1659	1.93%	\$ 0.1691
1/2 GALLON - Plastic	Blow Molded	\$ 1,090,846	10,092,945	\$ 0.1081			
1/2 GALLON - Plastic	Purchased	\$ 514,458	3,306,908	\$ 0.1556			
1/2 GALLON - Combined		\$ 1,605,304	13,399,853	\$ 0.1198	\$ 0.1246	1.91%	\$ 0.1270
QUART - Plastic	Purchased	\$ 1,114,442	10,802,002	\$ 0.1032			
QUART - Paper	Purchased	\$ 22,316	271,159	\$ 0.0823			
QUART - Combined		\$ 1,136,758	11,073,161	\$ 0.1027	\$ 0.1090	1.57%	\$ 0.1107
PINT - Plastic	Purchased	\$ 421,007	5,720,581	\$ 0.0736	\$ 0.0797	1.62%	\$ 0.0810
12 Ounce	Purchased			\$ 0.0361	\$ 0.0361		\$ 0.0361
10 Ounce	Purchased			\$ 0.0301	\$ 0.0301		\$ 0.0301
1/2 PINT - Plastic	Purchased	\$ 403,368	6,739,341	\$ 0.0599	\$ 0.0627	0.92%	\$ 0.0633
1/2 PINT - Paper	Purchased	\$ 1,452,342	61,513,385	\$ 0.0236	\$ 0.0309	0.85%	\$ 0.0312
4 Ounce	Purchased	\$ 156,567	6,862,361	\$ 0.0228	\$ 0.0228	1.53%	\$ 0.0231
Bulk per Quart	Purchased	\$ 103,978	2,052,074	\$ 0.0507	\$ 0.0507	1.30%	\$ 0.0514

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2015 POUNDS (@ APRIL 2016 COSTS)

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard Milk	\$ 1,808	94,544,900	\$ -
Reduced Fat (2%) Milk	\$ 8,302	84,122,845	\$ 0.0001
Low Fat (1%) Milk	\$ 5,488	55,118,301	\$ 0.0001
Non Fat (Skim) Milk	\$ 3,957	39,270,036	\$ 0.0001
Flavored Milk	\$ 26,118	553,928	\$ 0.0472
Flavored Reduced Fat Milk	\$ 1,202,663	9,839,702	\$ 0.1222
Flavored NONFAT Milk	\$ 355,890	11,987,410	\$ 0.0297
Buttermilk	\$ 5,481	936,885	\$ 0.0059
Egg Nog	\$ 52,560	345,328	\$ 0.1522

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

Cost/(Revenue) Factor	A	B	C	D	E	F	G
	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	- (C - D - E) Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	32,194,218	712,768	n/a	\$ 4,194,230	n/a	\$ 4,194,230	\$ 1,222,325
2 Bulk MILK - diverted	-	-	\$ -	\$ -	n/a	\$ -	\$ -
3 Bulk MILK - transferred	173,821,824	1,530,008	\$ 20,944,441	\$ 16,944,954	\$ 2,997,586	\$ (1,001,901)	\$ (233,263)
4 Bulk MILK - TOTAL (Rows 2 + 3)	173,821,824	1,530,008	\$ 20,944,441	\$ 16,944,954	\$ 2,997,586	\$ (1,001,901)	\$ (233,263)
5 Bulk CREAM - transferred	46,741,348	20,062,941	\$ 54,106,619	\$ 48,061,685	\$ 714,641	\$ (5,330,293)	\$ (1,641,685)

Cost/(Revenue) Factor	H	I	J
	Weighted Costs	Weighted Pounds	Weighted Cost per Pound (H ÷ I)
6 Shrinkage (Row 1)	\$ 1,222,325		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ (233,263)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,641,685)		
9 Total	\$ (652,623)	306,917,922	\$ (0.0021)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

	Class I
Skim Rate	\$ 12.34
Butterfat Rate	\$ 2.4256

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
		(B ÷ A)	(A - B)								
Standard Milk	94,544,900	3,122,733	3.3029%	91,422,167	\$ 7,574,501	\$ 11,281,495	\$ 18,855,996	\$ 0.1994	\$ -	\$ (0.0021)	\$ 0.1973
Reduced Fat (2%) Milk	84,122,845	1,640,229	1.9498%	82,482,616	\$ 3,978,539	\$ 10,178,355	\$ 14,156,894	\$ 0.1683	\$ 0.0001	\$ (0.0021)	\$ 0.1663
Low Fat (1%) Milk	55,118,301	531,226	0.9638%	54,587,075	\$ 1,288,542	\$ 6,736,045	\$ 8,024,587	\$ 0.1456	\$ 0.0001	\$ (0.0021)	\$ 0.1436
Non Fat (Skim) Milk	39,270,036	40,578	0.1033%	39,229,458	\$ 98,426	\$ 4,840,915	\$ 4,939,341	\$ 0.1258	\$ 0.0001	\$ (0.0021)	\$ 0.1238
Flavored Milk	553,928	17,999	3.2493%	535,929	\$ 43,658	\$ 66,134	\$ 109,792	\$ 0.1982	\$ 0.0472	\$ (0.0021)	\$ 0.2433
Flavored Reduced Fat Milk	9,839,702	104,715	1.0642%	9,734,987	\$ 253,997	\$ 1,201,297	\$ 1,455,294	\$ 0.1479	\$ 0.1222	\$ (0.0021)	\$ 0.2680
Flavored NONFAT Milk	11,987,410	11,741	0.0979%	11,975,669	\$ 28,479	\$ 1,477,798	\$ 1,506,277	\$ 0.1257	\$ 0.0297	\$ (0.0021)	\$ 0.1533
Buttermilk	936,885	18,487	1.9732%	918,398	\$ 44,842	\$ 113,330	\$ 158,172	\$ 0.1688	\$ 0.0059	\$ (0.0021)	\$ 0.1726
Egg Nog	345,328	24,152	6.9939%	321,176	\$ 58,583	\$ 39,633	\$ 98,216	\$ 0.2844	\$ 0.1522	\$ (0.0021)	\$ 0.4345

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2016 vs. Year 2015)**

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)
2016	2015	2016	2015	2016	2015	

WEIGHTED LABOR COSTS	\$ 21,722,978	\$ 20,675,524	128,785,497	126,553,760	\$ 0.1687	\$ 0.1634	\$ 0.0053
WEIGHTED UTILITY COSTS	\$ 828,351	\$ 795,057	128,785,497	126,553,760	\$ 0.0064	\$ 0.0063	\$ 0.0001
WEIGHTED INSURANCE COSTS	\$ 214,422	\$ 421,281	128,785,497	126,553,760	\$ 0.0017	\$ 0.0033	\$ (0.0016)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0038

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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

1. Weighted Diesel Fuel Costs - YEAR 2015	\$ 2,744,935
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>\$ 2,579,882</u>
6. Change in Diesel Fuel Costs from YEAR 2015 to MARCH 2017 (Line 5 - Line 1)	\$ (165,052)
7. Weighted Delivery Points - YEAR 2015	<u>261,091,302</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ (0.0006)</u></u>

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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

1. Weighted Heating Fuel Costs - YEAR 2015	\$	171,248
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>138,694</u>
6. Change in Heating Fuel Costs from YEAR 2015 to JANUARY 2017 (Line 5 - Line 1)	\$	(32,554)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2015		<u>271,413,780</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>(0.0001)</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>

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**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
MAY 2017 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	\$ 1.6968	\$ 0.1691	\$ 0.0116	\$ (0.0720)				\$ (0.5068)	\$ 1.0552		\$ 3.6928	
	1/2 GALLON	\$ 0.8484	\$ 0.1270	\$ 0.0058	\$ (0.0455)				\$ (0.2534)	\$ 0.5276		\$ 1.8806	
	QUART	\$ 0.4242	\$ 0.1107	\$ 0.0029	\$ 0.0252				\$ (0.1267)	\$ 0.2638		\$ 1.0371	
	PINT	\$ 0.2121	\$ 0.0810	\$ 0.0015	\$ 0.0763				\$ (0.0634)	\$ 0.1319		\$ 0.6131	
	12 OUNCE	\$ 0.1591	\$ 0.0361	\$ 0.0011	\$ 0.0487				\$ (0.0475)	\$ 0.0989		\$ 0.4253	
	10 OUNCE	\$ 0.1326	\$ 0.0301	\$ 0.0009	\$ 0.0370				\$ (0.0396)	\$ 0.0824		\$ 0.3507	
	1/2 PINT	\$ 0.1060	\$ 0.0312	\$ 0.0007	\$ 0.0268				\$ (0.0317)	\$ 0.0660		\$ 0.2844	
	4 OUNCE	\$ 0.0530	\$ 0.0231	\$ 0.0004	\$ 0.0276				\$ (0.0158)	\$ 0.0330		\$ 0.1642	
	Bulk per Quart	\$ 0.4242	\$ 0.0514	\$ 0.0029	\$ 0.0655				\$ (0.1267)	\$ 0.2638		\$ 1.0220	
REDUCED FAT (2%) MILK	GALLON	\$ 1.4335	\$ 0.1691	\$ 0.0116	\$ (0.0720)				\$ (0.5068)	\$ 1.0552		\$ 3.4203	
	1/2 GALLON	\$ 0.7168	\$ 0.1270	\$ 0.0058	\$ (0.0455)				\$ (0.2534)	\$ 0.5276		\$ 1.7444	
	QUART	\$ 0.3584	\$ 0.1107	\$ 0.0029	\$ 0.0252				\$ (0.1267)	\$ 0.2638		\$ 0.9691	
	PINT	\$ 0.1792	\$ 0.0810	\$ 0.0015	\$ 0.0763				\$ (0.0634)	\$ 0.1319		\$ 0.5791	
	12 Ounce	\$ 0.1344	\$ 0.0361	\$ 0.0011	\$ 0.0487				\$ (0.0475)	\$ 0.0989		\$ 0.3997	
	10 OUNCE	\$ 0.1120	\$ 0.0301	\$ 0.0009	\$ 0.0370				\$ (0.0396)	\$ 0.0824		\$ 0.3293	
	1/2 PINT	\$ 0.0896	\$ 0.0312	\$ 0.0007	\$ 0.0268				\$ (0.0317)	\$ 0.0660		\$ 0.2674	
	4 OUNCE	\$ 0.0448	\$ 0.0231	\$ 0.0004	\$ 0.0276				\$ (0.0158)	\$ 0.0330		\$ 0.1557	
	Bulk per Quart	\$ 0.3584	\$ 0.0514	\$ 0.0029	\$ 0.0655				\$ (0.1267)	\$ 0.2638		\$ 0.9540	
LOW FAT (1%) MILK	GALLON	\$ 1.2378	\$ 0.1691	\$ 0.0116	\$ (0.0720)				\$ (0.5068)	\$ 1.0552		\$ 3.2169	
	1/2 GALLON	\$ 0.6189	\$ 0.1270	\$ 0.0058	\$ (0.0455)				\$ (0.2534)	\$ 0.5276		\$ 1.6426	
	QUART	\$ 0.3095	\$ 0.1107	\$ 0.0029	\$ 0.0252				\$ (0.1267)	\$ 0.2638		\$ 0.9182	
	PINT	\$ 0.1547	\$ 0.0810	\$ 0.0015	\$ 0.0763				\$ (0.0634)	\$ 0.1319		\$ 0.5536	
	12 Ounce	\$ 0.1160	\$ 0.0361	\$ 0.0011	\$ 0.0487				\$ (0.0475)	\$ 0.0989		\$ 0.3807	
	10 OUNCE	\$ 0.0967	\$ 0.0301	\$ 0.0009	\$ 0.0370				\$ (0.0396)	\$ 0.0824		\$ 0.3135	
	1/2 PINT	\$ 0.0774	\$ 0.0312	\$ 0.0007	\$ 0.0268				\$ (0.0317)	\$ 0.0660		\$ 0.2547	
	4 OUNCE	\$ 0.0387	\$ 0.0231	\$ 0.0004	\$ 0.0276				\$ (0.0158)	\$ 0.0330		\$ 0.1494	
	Bulk per Quart	\$ 0.3095	\$ 0.0514	\$ 0.0029	\$ 0.0655				\$ (0.1267)	\$ 0.2638		\$ 0.9030	
NON FAT (SKIM) MILK	GALLON	\$ 1.0684	\$ 0.1691	\$ 0.0116	\$ (0.0720)				\$ (0.5068)	\$ 1.0552		\$ 3.0452	
	1/2 GALLON	\$ 0.5342	\$ 0.1270	\$ 0.0058	\$ (0.0455)				\$ (0.2534)	\$ 0.5276		\$ 1.5568	
	QUART	\$ 0.2671	\$ 0.1107	\$ 0.0029	\$ 0.0252				\$ (0.1267)	\$ 0.2638		\$ 0.8752	
	PINT	\$ 0.1335	\$ 0.0810	\$ 0.0015	\$ 0.0763				\$ (0.0634)	\$ 0.1319		\$ 0.5322	
	12 Ounce	\$ 0.1002	\$ 0.0361	\$ 0.0011	\$ 0.0487				\$ (0.0475)	\$ 0.0989		\$ 0.3645	
	10 OUNCE	\$ 0.0835	\$ 0.0301	\$ 0.0009	\$ 0.0370				\$ (0.0396)	\$ 0.0824		\$ 0.3000	
	1/2 PINT	\$ 0.0668	\$ 0.0312	\$ 0.0007	\$ 0.0268				\$ (0.0317)	\$ 0.0660		\$ 0.2439	
	4 OUNCE	\$ 0.0334	\$ 0.0231	\$ 0.0004	\$ 0.0276				\$ (0.0158)	\$ 0.0330		\$ 0.1440	
	Bulk per Quart	\$ 0.2671	\$ 0.0514	\$ 0.0029	\$ 0.0655				\$ (0.1267)	\$ 0.2638		\$ 0.8601	

Footnote:

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

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**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
MAY 2017 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) FLAVORED MILK	GALLON	\$ 1.9464	\$ 0.1691	\$ 0.0116	\$ (0.0720)				\$ (0.5068)	\$ 1.0552		\$ 3.9324	\$
	1/2 GALLON	\$ 0.9732	\$ 0.1270	\$ 0.0058	\$ (0.0455)				\$ (0.2534)	\$ 0.5276		\$ 2.0004	\$
	QUART	\$ 0.4866	\$ 0.1107	\$ 0.0029	\$ 0.0252				\$ (0.1267)	\$ 0.2638		\$ 1.0970	\$
	PINT	\$ 0.2433	\$ 0.0810	\$ 0.0015	\$ 0.0763				\$ (0.0634)	\$ 0.1319		\$ 0.6430	\$
	12 Ounce	\$ 0.1825	\$ 0.0361	\$ 0.0011	\$ 0.0487				\$ (0.0475)	\$ 0.0989		\$ 0.4478	\$
	10 OUNCE	\$ 0.1521	\$ 0.0301	\$ 0.0009	\$ 0.0370				\$ (0.0396)	\$ 0.0824		\$ 0.3694	\$
	1/2 PINT	\$ 0.1217	\$ 0.0312	\$ 0.0007	\$ 0.0268				\$ (0.0317)	\$ 0.0660		\$ 0.2994	\$
	4 OUNCE	\$ 0.0608	\$ 0.0231	\$ 0.0004	\$ 0.0276				\$ (0.0158)	\$ 0.0330		\$ 0.1718	\$
	Bulk per Quart	\$ 0.4866	\$ 0.0514	\$ 0.0029	\$ 0.0655				\$ (0.1267)	\$ 0.2638		\$ 1.0819	\$
REDUCED FAT FLAVORED MILK	GALLON	\$ 2.1440	\$ 0.1691	\$ 0.0116	\$ (0.0720)				\$ (0.5068)	\$ 1.0552		\$ 3.4131	\$
	1/2 GALLON	\$ 1.0720	\$ 0.1270	\$ 0.0058	\$ (0.0455)				\$ (0.2534)	\$ 0.5276		\$ 1.7408	\$
	QUART	\$ 0.5360	\$ 0.1107	\$ 0.0029	\$ 0.0252				\$ (0.1267)	\$ 0.2638		\$ 0.9672	\$
	PINT	\$ 0.2680	\$ 0.0810	\$ 0.0015	\$ 0.0763				\$ (0.0634)	\$ 0.1319		\$ 0.5781	\$
	12 Ounce	\$ 0.2010	\$ 0.0361	\$ 0.0011	\$ 0.0487				\$ (0.0475)	\$ 0.0989		\$ 0.3990	\$
	10 OUNCE	\$ 0.1675	\$ 0.0301	\$ 0.0009	\$ 0.0370				\$ (0.0396)	\$ 0.0824		\$ 0.3288	\$
	1/2 PINT	\$ 0.1340	\$ 0.0312	\$ 0.0007	\$ 0.0268				\$ (0.0317)	\$ 0.0660		\$ 0.2670	\$
	4 OUNCE	\$ 0.0670	\$ 0.0231	\$ 0.0004	\$ 0.0276				\$ (0.0158)	\$ 0.0330		\$ 0.1555	\$
	Bulk per Quart	\$ 0.5360	\$ 0.0514	\$ 0.0029	\$ 0.0655				\$ (0.1267)	\$ 0.2638		\$ 0.9521	\$
NONFAT FLAVORED MILK	GALLON	\$ 1.2264	\$ 0.1691	\$ 0.0116	\$ (0.0720)				\$ (0.5068)	\$ 1.0552		\$ 3.1928	\$
	1/2 GALLON	\$ 0.6132	\$ 0.1270	\$ 0.0058	\$ (0.0455)				\$ (0.2534)	\$ 0.5276		\$ 1.6306	\$
	QUART	\$ 0.3066	\$ 0.1107	\$ 0.0029	\$ 0.0252				\$ (0.1267)	\$ 0.2638		\$ 0.9122	\$
	PINT	\$ 0.1533	\$ 0.0810	\$ 0.0015	\$ 0.0763				\$ (0.0634)	\$ 0.1319		\$ 0.5506	\$
	12 Ounce	\$ 0.1150	\$ 0.0361	\$ 0.0011	\$ 0.0487				\$ (0.0475)	\$ 0.0989		\$ 0.3784	\$
	10 OUNCE	\$ 0.0958	\$ 0.0301	\$ 0.0009	\$ 0.0370				\$ (0.0396)	\$ 0.0824		\$ 0.3116	\$
	1/2 PINT	\$ 0.0767	\$ 0.0312	\$ 0.0007	\$ 0.0268				\$ (0.0317)	\$ 0.0660		\$ 0.2532	\$
	4 OUNCE	\$ 0.0383	\$ 0.0231	\$ 0.0004	\$ 0.0276				\$ (0.0158)	\$ 0.0330		\$ 0.1486	\$
	Bulk per Quart	\$ 0.3066	\$ 0.0514	\$ 0.0029	\$ 0.0655				\$ (0.1267)	\$ 0.2638		\$ 0.8970	\$
BUTTERMILK	GALLON	\$ 1.4878	\$ 0.1691	\$ 0.0116	\$ (0.0720)				\$ (0.5068)	\$ 1.0552		\$ 3.4783	\$
	1/2 GALLON	\$ 0.7439	\$ 0.1270	\$ 0.0058	\$ (0.0455)				\$ (0.2534)	\$ 0.5276		\$ 1.7734	\$
	QUART	\$ 0.3720	\$ 0.1107	\$ 0.0029	\$ 0.0252				\$ (0.1267)	\$ 0.2638		\$ 0.9836	\$
	PINT	\$ 0.1860	\$ 0.0810	\$ 0.0015	\$ 0.0763				\$ (0.0634)	\$ 0.1319		\$ 0.5863	\$
	12 Ounce	\$ 0.1395	\$ 0.0361	\$ 0.0011	\$ 0.0487				\$ (0.0475)	\$ 0.0989		\$ 0.4051	\$
	10 OUNCE	\$ 0.1162	\$ 0.0301	\$ 0.0009	\$ 0.0370				\$ (0.0396)	\$ 0.0824		\$ 0.3339	\$
	1/2 PINT	\$ 0.0930	\$ 0.0312	\$ 0.0007	\$ 0.0268				\$ (0.0317)	\$ 0.0660		\$ 0.2710	\$
	4 OUNCE	\$ 0.0465	\$ 0.0231	\$ 0.0004	\$ 0.0276				\$ (0.0158)	\$ 0.0330		\$ 0.1575	\$
	Bulk per Quart	\$ 0.3720	\$ 0.0514	\$ 0.0029	\$ 0.0655				\$ (0.1267)	\$ 0.2638		\$ 0.9685	\$

Footnote:

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

**REDACTED
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**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
MAY 2017 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)

ECG NOG	GALLON	\$ 3.4760	\$ 0.1691	\$ 0.0116	\$ (0.0720)				\$ (0.5068)	\$ 1.0552		\$ 5.1771	\$
	1/2 GALLON	\$ 1.7380	\$ 0.1270	\$ 0.0058	\$ (0.0455)				\$ (0.2534)	\$ 0.5276		\$ 2.6228	\$
	QUART	\$ 0.8690	\$ 0.1107	\$ 0.0029	\$ 0.0252				\$ (0.1267)	\$ 0.2638		\$ 1.4082	\$
	PINT	\$ 0.4345	\$ 0.0810	\$ 0.0015	\$ 0.0763				\$ (0.0634)	\$ 0.1319		\$ 0.7986	\$
	12 Ounce	\$ 0.3259	\$ 0.0361	\$ 0.0011	\$ 0.0487				\$ (0.0475)	\$ 0.0989		\$ 0.5644	\$
	10 OUNCE	\$ 0.2716	\$ 0.0301	\$ 0.0009	\$ 0.0370				\$ (0.0396)	\$ 0.0824		\$ 0.4666	\$
	1/2 PINT	\$ 0.2173	\$ 0.0312	\$ 0.0007	\$ 0.0268				\$ (0.0317)	\$ 0.0660		\$ 0.3773	\$
	4 OUNCE	\$ 0.1086	\$ 0.0231	\$ 0.0004	\$ 0.0276				\$ (0.0158)	\$ 0.0330		\$ 0.2106	\$
	Bulk per Quart	\$ 0.8690	\$ 0.0514	\$ 0.0029	\$ 0.0655				\$ (0.1267)	\$ 0.2638		\$ 1.3931	\$

Footnote:

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

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

**RETAIL PRICE BUILDUP
MAY 2017 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1514	Store Profit 2.50%	Proposed Retail Price	Current Retail Price	Increase (Decrease)

STANDARD (WHOLE) MILK	GALLON	\$	\$ (0.5368)	\$ 0.6056	\$	\$ 3.84	\$
	1/2 GALLON	\$	\$ (0.2735)	\$ 0.3028	\$	\$ 1.95	\$
	QUART	\$	\$ (0.1515)	\$ 0.1514	\$	\$ 1.06	\$
	PINT	\$	\$ (0.0897)	\$ 0.0757	\$	\$ 0.62	\$
	12 OUNCE	\$	\$ (0.0621)	\$ 0.0568	\$	\$ 0.43	\$
	10 OUNCE	\$	\$ (0.0512)	\$ 0.0473	\$	\$ 0.36	\$
	1/2 PINT	\$	\$ (0.0416)	\$ 0.0379	\$	\$ 0.29	\$
	4 OUNCE	\$	\$ (0.0242)	\$ 0.0189	\$	\$ 0.17	\$
	Bulk per Quart	\$	\$ (0.1486)	\$ 0.1514	\$	\$ 1.05	\$
REDUCED FAT (2%) MILK	GALLON	\$	\$ (0.4960)	\$ 0.6056	\$	\$ 3.60	\$
	1/2 GALLON	\$	\$ (0.2531)	\$ 0.3028	\$	\$ 1.83	\$
	QUART	\$	\$ (0.1413)	\$ 0.1514	\$	\$ 1.00	\$
	PINT	\$	\$ (0.0845)	\$ 0.0757	\$	\$ 0.58	\$
	12 OUNCE	\$	\$ (0.0583)	\$ 0.0568	\$	\$ 0.41	\$
	10 OUNCE	\$	\$ (0.0480)	\$ 0.0473	\$	\$ 0.34	\$
	1/2 PINT	\$	\$ (0.0391)	\$ 0.0379	\$	\$ 0.27	\$
	4 OUNCE	\$	\$ (0.0229)	\$ 0.0189	\$	\$ 0.16	\$
	Bulk per Quart	\$	\$ (0.1384)	\$ 0.1514	\$	\$ 0.99	\$
LOWFAT (1%) MILK	GALLON	\$	\$ (0.4656)	\$ 0.6056	\$	\$ 3.43	\$
	1/2 GALLON	\$	\$ (0.2379)	\$ 0.3028	\$	\$ 1.74	\$
	QUART	\$	\$ (0.1337)	\$ 0.1514	\$	\$ 0.96	\$
	PINT	\$	\$ (0.0807)	\$ 0.0757	\$	\$ 0.56	\$
	12 OUNCE	\$	\$ (0.0554)	\$ 0.0568	\$	\$ 0.39	\$
	10 OUNCE	\$	\$ (0.0456)	\$ 0.0473	\$	\$ 0.32	\$
	1/2 PINT	\$	\$ (0.0372)	\$ 0.0379	\$	\$ 0.26	\$
	4 OUNCE	\$	\$ (0.0220)	\$ 0.0189	\$	\$ 0.15	\$
	Bulk per Quart	\$	\$ (0.1308)	\$ 0.1514	\$	\$ 0.94	\$
NONFAT (SKIM) MILK	GALLON	\$	\$ (0.4393)	\$ 0.6056	\$	\$ 3.28	\$
	1/2 GALLON	\$	\$ (0.2247)	\$ 0.3028	\$	\$ 1.67	\$
	QUART	\$	\$ (0.1272)	\$ 0.1514	\$	\$ 0.92	\$
	PINT	\$	\$ (0.0774)	\$ 0.0757	\$	\$ 0.54	\$
	12 OUNCE	\$	\$ (0.0530)	\$ 0.0568	\$	\$ 0.38	\$
	10 OUNCE	\$	\$ (0.0436)	\$ 0.0473	\$	\$ 0.31	\$
	1/2 PINT	\$	\$ (0.0355)	\$ 0.0379	\$	\$ 0.25	\$
	4 OUNCE	\$	\$ (0.0212)	\$ 0.0189	\$	\$ 0.15	\$
	Bulk per Quart	\$	\$ (0.1242)	\$ 0.1514	\$	\$ 0.91	\$

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

**RETAIL PRICE BUILDUP
MAY 2017 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1514	Store Profit 2.50%	Proposed Retail Price	Current Retail Price	Increase (Decrease)

STANDARD (WHOLE) FLAVORED MILK	GALLON	\$ (0.5756)	\$ 0.6056	\$		\$ 4.05	\$
	1/2 GALLON	\$ (0.2929)	\$ 0.3028	\$		\$ 2.05	\$
	QUART	\$ (0.1612)	\$ 0.1514	\$		\$ 1.11	\$
	PINT	\$ (0.0945)	\$ 0.0757	\$		\$ 0.65	\$
	12 OUNCE	\$ (0.0657)	\$ 0.0568	\$		\$ 0.45	\$
	10 OUNCE	\$ (0.0542)	\$ 0.0473	\$		\$ 0.37	\$
	1/2 PINT	\$ (0.0440)	\$ 0.0379	\$		\$ 0.30	\$
	4 OUNCE	\$ (0.0254)	\$ 0.0189	\$		\$ 0.18	\$
	Bulk per Quart	\$ (0.1583)	\$ 0.1514	\$		\$ 1.10	\$
REDUCED FAT FLAVORED MILK	GALLON	\$ (0.6063)	\$ 0.6056	\$		\$ 3.60	\$
	1/2 GALLON	\$ (0.3083)	\$ 0.3028	\$		\$ 1.83	\$
	QUART	\$ (0.1689)	\$ 0.1514	\$		\$ 1.00	\$
	PINT	\$ (0.0983)	\$ 0.0757	\$		\$ 0.58	\$
	12 OUNCE	\$ (0.0686)	\$ 0.0568	\$		\$ 0.41	\$
	10 OUNCE	\$ (0.0566)	\$ 0.0473	\$		\$ 0.34	\$
	1/2 PINT	\$ (0.0459)	\$ 0.0379	\$		\$ 0.27	\$
	4 OUNCE	\$ (0.0264)	\$ 0.0189	\$		\$ 0.16	\$
	Bulk per Quart	\$ (0.1660)	\$ 0.1514	\$		\$ 0.99	\$
NONFAT FLAVORED MILK	GALLON	\$ (0.4638)	\$ 0.6056	\$		\$ 3.40	\$
	1/2 GALLON	\$ (0.2370)	\$ 0.3028	\$		\$ 1.73	\$
	QUART	\$ (0.1333)	\$ 0.1514	\$		\$ 0.95	\$
	PINT	\$ (0.0805)	\$ 0.0757	\$		\$ 0.56	\$
	12 OUNCE	\$ (0.0552)	\$ 0.0568	\$		\$ 0.39	\$
	10 OUNCE	\$ (0.0455)	\$ 0.0473	\$		\$ 0.32	\$
	1/2 PINT	\$ (0.0371)	\$ 0.0379	\$		\$ 0.26	\$
	4 OUNCE	\$ (0.0219)	\$ 0.0189	\$		\$ 0.15	\$
	Bulk per Quart	\$ (0.1303)	\$ 0.1514	\$		\$ 0.94	\$
BUTTERMILK	GALLON	\$ (0.5044)	\$ 0.6056	\$		\$ 3.65	\$
	1/2 GALLON	\$ (0.2573)	\$ 0.3028	\$		\$ 1.86	\$
	QUART	\$ (0.1434)	\$ 0.1514	\$		\$ 1.01	\$
	PINT	\$ (0.0856)	\$ 0.0757	\$		\$ 0.59	\$
	12 OUNCE	\$ (0.0590)	\$ 0.0568	\$		\$ 0.41	\$
	10 OUNCE	\$ (0.0486)	\$ 0.0473	\$		\$ 0.34	\$
	1/2 PINT	\$ (0.0396)	\$ 0.0379	\$		\$ 0.28	\$
	4 OUNCE	\$ (0.0232)	\$ 0.0189	\$		\$ 0.16	\$
	Bulk per Quart	\$ (0.1405)	\$ 0.1514	\$		\$ 1.00	\$

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

**RETAIL PRICE BUILDUP
MAY 2017 MILK PRICES**

		A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
	Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1514	Store Profit 2.50%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	\$ [REDACTED]	\$ (0.8131)	\$ 0.6056	\$ [REDACTED]	\$ [REDACTED]	\$ 5.18	\$ [REDACTED]
	1/2 GALLON	\$ [REDACTED]	\$ (0.4117)	\$ 0.3028	\$ [REDACTED]	\$ [REDACTED]	\$ 2.63	\$ [REDACTED]
	QUART	\$ [REDACTED]	\$ (0.2206)	\$ 0.1514	\$ [REDACTED]	\$ [REDACTED]	\$ 1.41	\$ [REDACTED]
	PINT	\$ [REDACTED]	\$ (0.1242)	\$ 0.0757	\$ [REDACTED]	\$ [REDACTED]	\$ 0.80	\$ [REDACTED]
	12 OUNCE	\$ [REDACTED]	\$ (0.0880)	\$ 0.0568	\$ [REDACTED]	\$ [REDACTED]	\$ 0.57	\$ [REDACTED]
	10 OUNCE	\$ [REDACTED]	\$ (0.0728)	\$ 0.0473	\$ [REDACTED]	\$ [REDACTED]	\$ 0.47	\$ [REDACTED]
	1/2 PINT	\$ [REDACTED]	\$ (0.0589)	\$ 0.0379	\$ [REDACTED]	\$ [REDACTED]	\$ 0.38	\$ [REDACTED]
	4 OUNCE	\$ [REDACTED]	\$ (0.0328)	\$ 0.0189	\$ [REDACTED]	\$ [REDACTED]	\$ 0.22	\$ [REDACTED]
	Bulk per Quart	\$ [REDACTED]	\$ (0.2177)	\$ 0.1514	\$ [REDACTED]	\$ [REDACTED]	\$ 1.40	\$ [REDACTED]