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Milk Marketing Board
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Official General
Order No. A-962

Posted: June 18, 2009
Effective: July 1, 2009

**ORDER ESTABLISHING MINIMUM PRICES FOR MILK
AND MILK PRODUCTS IN THE NORTHEASTERN MILK
MARKETING AREA, AREA NO. 3, AND OTHERWISE
REGULATING THE MARKETING AND DISTRIBUTION OF
MILK AND MILK PRODUCTS IN AREA NO. 3**

The Commonwealth of Pennsylvania, Milk Marketing Board, under the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204, hereby orders that all parts of Milk Marketing Board official general orders inconsistent with this Official General Order No. A-962 are superseded with respect to the Northeastern Milk Marketing Area, known as Milk Marketing Area No. 3. This order will become effective at 12:01 a.m. on July 1, 2009.

**SECTION A
SCOPE; INCORPORATION**

(a) This official general order governs the sale and distribution of milk in Area No. 3, as defined in section B.

(b) The attached Findings of Fact, Conclusions of Law, Schedules, and Attachments are incorporated herein by this reference as though fully set forth in this order.

**SECTION B
DEFINITIONS**

The following words and terms have the meanings set forth in this section unless the context clearly indicates otherwise:

Area No. 3 - All municipalities, cities, boroughs, and townships within the following counties: Bradford, Carbon, Clinton, Columbia, Lackawanna, Luzerne, Lycoming, Monroe, Montour, Northumberland, Pike, Potter, Schuylkill, Snyder, Sullivan, Susquehanna, Tioga, Union, Wayne, and Wyoming.

Board – The Pennsylvania Milk Marketing Board.

Bulk Milk/Cream – Milk and cream sold in large containers to other milk dealers or manufacturers not subject to resale price control.

Bulk Packaged Milk – Milk and cream sold in dispenser type containers ultimately sold and dispensed to consumers exclusively for on-premise consumption and subject to resale price control under the terms of this order as listed on Schedule I and Schedule II, which is sometimes referred to as dispenser milk.

Consumer – As defined in Section 103 of the Law (31 P. S. §700j-103).

Consignment Sale – Trading arrangement in which a seller sends goods to a buyer or reseller who pays the seller only as and when the goods are sold. The seller remains the owner (title holder) of the goods until they are paid for in full.

Dealer – As defined in Section 103 of the Law (definition of “‘milk dealer’ or ‘handler’”).

Fluid Cream Product – As defined by applicable federal market orders.

Fluid Milk Product – As defined by applicable federal market orders.

Full Service Delivery – Delivery of Class I or II price-controlled packaged products to an individual stop, in connection with which the seller provides one or more of the following services: stocking cases with the delivered products, pricing the delivered products, rotating stock, removing leakers and defective products, and taking inventory.

Law – The Pennsylvania Milk Marketing Law (31 P. S. §§700j-101 – 700j-1204).

Limited Service Delivery – Delivery of Class I or II price-controlled packaged products to one specified point, including the cooler, used normally for the receiving of food products, with the purchaser being responsible for any further handling of the products and the seller providing none of the services associated with full service delivery.

Multi-Store Group – Three or more stores that satisfy the requirements in Section F, Provision 7.

Person – As defined in Section 103 of the Law.

Price-Controlled Packaged Products – All packaged Class I and Class II milk products listed on Pennsylvania Milk Marketing Area price sheets (Schedules I & II) issued by the Board, when these products are sold in Pennsylvania.

Primary Supplier – A milk dealer making a wholesale sale of Class I or II price-controlled packaged products to a multi-store group for a price that may be discounted

under Section F, Provisions 7 and 9, based on the volume of sales by that milk dealer to the multi-store group.

Producer – As defined in Section 103 of the Law.

Retail Sale – The sale of Class I or II price-controlled packaged products to a consumer.

Rounding – A uniform method for expressing a price to the fourth decimal place. If the fifth decimal place is five or more, the fourth decimal place is increased by one. If the fifth decimal place is less than five, the fourth decimal place is unchanged. Example: \$1.05655 becomes \$1.0566 and \$1.0565499 becomes \$1.0565.

School – A public or private educational institution serving any grade levels between kindergarten and grade 12 that is recognized by the Department of Education.

Secondary Supplier – A milk dealer making a wholesale sale of Class I or II price-controlled packaged products to one or more stores within a multi-store group for a price that may be discounted under Section F, Provisions 7 and 9, based on the volume of sales by the primary supplier to the multi-store group.

Subdealer – As defined in Section 103 of the Law.

Wholesale Sale – The sale of Class I or II price-controlled packaged products by a person other than a producer to a person other than a consumer.

SECTION C PAYMENTS TO PRODUCERS

Reserved. See Official General Order A-903 Amended and subsequent orders.

SECTION D CLASSIFICATION OF MILK

Reserved. See Official General Order A-903 Amended and subsequent orders.

SECTION E SALES IN OTHER PENNSYLVANIA MILK MARKETING AREAS

The minimum wholesale price of the price-controlled packaged milk will be determined according to the Official General Order governing the milk marketing area in which the milk is located when it leaves the selling dealer's control. Absent other evidence regarding control, the Board will presume that the milk has left the selling dealer's control upon:

(a) Arrival at the destination point designated by the purchaser if the seller incurs the costs associated with delivery;

(b) Placement on the seller's dock if the purchaser takes possession using:

- (1) Equipment owned or leased and personnel employed by the purchaser; or
- (2) A trucking company that is independent from the seller.

In determining whether a trucking company is independent from the seller, the Board will consider the totality of the relationship between the seller and the trucking company, including whether the seller:

- (A) Owns any interest in the trucking company and, if so, the extent of such interest;
- (B) Shares common directors, officers, management personnel or employees with the trucking company;
- (C) Uses equipment or facilities in common with the trucking company;
- (D) Shares common accounting, purchasing, accounts receivable or billing operations with the trucking company;
- (E) Has common financing or credit arrangements with the trucking company.

SECTION F RESALE PRICES

PROVISION 1 – MINIMUM RESALE PRICES

(a) The minimum wholesale prices described in Schedule I of this Order are the prices applicable to a wholesale sale of packaged, including bulk packaged, Class I or Class II fluid milk products and fluid cream products, or both. The selling dealer may reduce the minimum prices set forth in Schedule I by an applicable discount set forth in the succeeding provisions of this section, provided that, all such reductions shall be rounded in accordance with the definition of "rounding" in Section B. Discounts must be applied and prices rounded prior to multiplying by the number of units sold. For price-controlled products sold in bulk containers, the appropriate discount must be applied to per pound or per quart price prior to multiplying by the number of pounds or quarts in the container. Return for credit or replacement of non-defective, including out of code or in code, Class I or II price-controlled packaged products and consignment sales are prohibited under any circumstances or pricing scheme.

(b) The minimum retail out-of-store prices prescribed in Schedule II of this Order are the minimum prices to be charged by and paid to a store by a consumer who purchases a Class I or Class II price-controlled packaged product, or both, for off-premises consumption or use.

(c) The minimum retail home-delivered prices prescribed in Schedule II, footnote 4 of this Order are the minimum prices to be charged and paid when the product purchased is delivered by a milk dealer or subdealer to a consumer. These prices are applicable irrespective of the ultimate use by the consumer and apply to all sales to a consumer except those as defined in Subsection (b).

(d) Generally the Board shall build up the wholesale and retail prices by performing the following operations:

1. Undiscounted Wholesale Price Buildup

A. Add together the announced skim and butterfat values ingredient costs, and the bulk costs, such as shrink, and gain or loss on bulk milk or cream, for each of the products priced by the Board to arrive at a total price per pound;

B. The Board will recognize any special fees, assessments, or other charges imposed on milk dealers by Pennsylvania or the federal government in the computation of resale prices for Area 3, PROVIDED that these fees, assessments, or other charges are based on the amount of Class I milk sold or handled in Pennsylvania by the milk dealers;

C. Multiply the total price per pound for each of the price-controlled products by the appropriate factor for each of the container sizes priced to arrive at a raw product cost per container;

D. Add together the raw product cost per container calculated in (d)1.C., the cost center costs (processing, packing and delivery costs), the current container cost, the updated energy adjustments (the diesel fuel adjustment and the heating fuel adjustment), the quarter-to-quarter cost update adjustment, and the container efficiency adjustment to arrive at the average delivered cost;

E. Add together the average delivered cost and the Board defined profit to arrive at a price with profit;

F. Subtract from the price with profit the average cost of delivery before adding the small stop-high cost delivery cost to arrive at the undiscounted minimum wholesale price.

2. Retail Price Buildup

A. Subtract from the undiscounted wholesale price the discount as determined by the Board before adding the in-store handling cost to arrive at a retail price before profit;

B. Add the retail price before profit and the Board defined profit to arrive at the minimum retail price.

PROVISION 2 – RESALE PRICE ADJUSTMENTS

(a) The minimum resale prices for all products prescribed in Schedules I and II of this Order will be adjusted upward or downward with movements in the Class I and Class II skim and butterfat price along with other monthly adjustments as called for by Orders of the Board.

(b) In-store handling costs shall be adjusted monthly with changes in the Consumer Price Index.

PROVISION 3 – PREVAILING AREA MILK COST

Reserved. See Official General Order A-903 Amended and subsequent orders.

PROVISION 4 – PRICING MULTIPLE UNIT PACKAGES

Reserved.

PROVISION 5 – EXEMPTIONS FROM BULK RESALE PRICING PROVISIONS

The following sales of bulk milk or bulk cream or both are exempt from the resale prices set forth in Schedule I of this Order:

(a) Any sale of bulk cream in excess of 320 quarts per sale;

(b) Any sale of bulk milk or bulk cream (sweet or sour) to a manufacturer of food products, provided the milk or cream is used exclusively for the manufacture of food products at the plant or plants of the manufacturer and no fluid milk or cream is moved from the manufacturing location;

(c) Any sale to a bakery, hotel, restaurant, hospital, or institution that operates a commissary separate and apart from its other accommodations. "Separate and apart" as used herein means separately housed and completely detached from other accommodations.

(d) This Provision is not applicable to any sales in which the buyer takes physical possession of bulk packaged milk containers, gallon, half gallon, quart, pint, one-third quart, half pint, bulk packaged milk, or other similar containers for which a resale price is established by this Order.

(e) Any sale made under this Provision shall not be used in computing the average daily delivery under the bulk pricing in Schedule I of this Order.

(f) A dealer making sales under this Provision, whether cash or credit, shall be required to have readily available for inspection by personnel of the Board, for a period of two (2) years, the following:

- (1) Exact location of the manufacturing plant(s) where products were utilized;
- (2) The selling price and quantity of any product sold under this Provision together with the price and quantity of any other products sold; and
- (3) A record from which the Board can readily ascertain the method by which the sales price was determined.

PROVISION 6 – LIMITED SERVICE DISCOUNT

(a) A milk dealer or subdealer making a wholesale sale of Class I or II price-controlled packaged products by means of limited service delivery as defined in Section B may reduce the prices set forth in Schedule I of this order by:

- (1) 4% if the weekly average delivery to an individual stop is at least 200 quarts;
- (2) 9% if the weekly average delivery to an individual stop is at least 400 quarts;
- (3) 13% if the weekly average delivery to an individual stop is at least 600 quarts.

(b) For purposes of this Provision, the weekly average delivery shall be the total number of quarts of Class I or II price-controlled packaged products, net of returns of defective products, delivered to or picked up by the purchaser at an individual stop for resale in the original package, divided by the number of actual deliveries of price-controlled packaged products made from 12:01 a.m. on Monday to 12:00 midnight on the following Sunday. Each seller making a wholesale sale may consider only that seller's own sales and not sales by other sellers in determining whether the purchaser qualifies for a price reduction under this Provision.

(c) The price reductions set forth in this Provision shall apply only when an order for Class I or II price-controlled packaged products is placed by the purchaser at least a day before each delivery.

(d) Empty cases or containers shall be assembled by the purchaser for convenient pickup by the seller.

PROVISION 7 – MULTI-STORE DISCOUNT: QUALIFICATION

(a) Three or more stores may form a multi-store group provided all of the following requirements are satisfied:

- (1) The stores are owned by the same person or persons, are operated under franchises granted by the same franchiser, or purchase Class I or II price-controlled packaged products pursuant to a contract with the same contracting entity;

(2) The common owner, franchiser or contract entity must receive, process and pay all invoices for Class I or II price-controlled packaged products purchased by the store;

(3) A common owner, franchiser, or contracting entity that accepts the additional discount permitted under this provision shall guarantee payment in writing to the primary supplier or the secondary supplier or both;

(4) Each store receives a minimum of 200 quarts of Class I or II price-controlled packaged products per delivery; and

(5) The primary supplier files with the Board a sworn statement listing the name and address of each store in the multi-store group and the weekly average volume of purchases of Class I or II price-controlled packaged products by the individual stores in the multi-store group. The multi-store group may file the information required by this paragraph if the primary supplier fails to do so.

(b) A milk dealer making a limited service sale of Class I or II price-controlled packaged products to a multi-store group whose total weekly volume exceeds 25,000 quarts may reduce the prices set forth in Schedule I by:

(1) 4% if the weekly average delivery to an individual stop is at least 200 quarts;

(2) 9% if the weekly average delivery to an individual stop is at least 400 quarts;

(3) 13% if the weekly average delivery to an individual stop is at least 600 quarts.

(c) The weekly average delivery to an individual location shall be determined by dividing the total number of quarts of Class I or II price-controlled packaged products delivered to the location by the primary supplier, net of returns of defective products, by the number of actual deliveries of Class I or II price-controlled packaged products to the stop by the primary supplier between 12:01 a.m. on Monday to 12:00 midnight on the following Sunday.

(d) The weekly volume for all stores shall be determined by dividing the total number of quarts of Class I or II price-controlled packaged products delivered to all stores in the multi-store group by the primary supplier, net of returns of defective products, by the number of actual deliveries of Class I or II price-controlled packaged products to all stores in the multi-store group by the primary supplier between 12:01 a.m. on Monday to 12:00 midnight on the following Sunday.

(e) Each location shall receive the Class I or II price-controlled products sold under this provision at one specified point normally used for receiving food products. The purchaser shall be responsible for any further handling of the Class I or II price-controlled packaged products sold under this provision.

PROVISION 8 – MULTI-STORE GROUP: SECONDARY SUPPLIER

(a) A secondary supplier making a wholesale sale of Class I or II price-controlled packaged products to a store that is a member of a multi-store group may reduce the

prices set forth in Schedule I of this order by the same percentage that the primary supplier is permitted to reduce its prices.

(b) A secondary supplier selling Class I or II price-controlled packaged products to a member of a multi-store group must comply with all the requirements set forth in this order that apply to the primary supplier except for the volume of purchases.

(c) A secondary supplier may be the exclusive supplier for an individual store within a multi-store group as long as all other requirements specified in Provisions 7 through 9 are satisfied.

(d) A secondary supplier must obtain and keep available for inspection and copying by Board personnel a copy of the certification letter provided by the multi-store group's primary dealer as required in Provision 7, subsection (a), paragraph (5), to one or more members of the group that the secondary supplier is servicing.

PROVISION 9 – MULTI-STORE GROUP: ADDITIONAL DISCOUNT

(a) A primary supplier or a secondary supplier making a wholesale sale of Class I or II price-controlled packaged products to a multi-store group on a limited service basis may reduce the prices set forth in Schedule I of this order by an additional two (2%) percent of the total amount due after application of the discount set forth in Provision 7 of this section. The additional discount in this provision may only be granted on volumes of milk where a primary discount was earned pursuant to Provision 7(b) of this section.

(b) The weekly total deliveries of Class I or II price-controlled packaged products to the multi-store group shall be determined by adding the total number of quarts of Class I or II price-controlled packaged products delivered to each member of the multi-store group, net of returns of defective products, between 12:01 a.m. Monday and 12:00 midnight on the following Sunday.

(c) The additional discount permitted by this Provision may be given to the common owner, franchiser, or contracting entity only and not to the individual store members of the multi-store group. A common owner, franchiser, or contracting entity that accepts the additional discount permitted under this Provision guarantees payment to the primary supplier or the secondary supplier or both.

PROVISION 10 – SCHOOL DISCOUNTS

Schools may participate in limited service discounts.

PROVISION 11 – LICENSEE TO LICENSEE DISCOUNTS

(a) A licensed milk dealer selling Class I or II price-controlled packaged products to another milk dealer may reduce the prices on Schedule I of this order by 22 percent.

- (b) The price reductions set forth in subsection (a) may be made only if:
- (1) The buyer takes physical possession of all products purchased on a single drop basis;
 - (2) The selling dealer does not pay consideration of any type to the buyer for services rendered; and
 - (3) The selling dealer does not provide to the buyer any labor or other personal service in connection with the transportation for resale of the products purchased. In implementing this paragraph, the Board will use the criteria in Section E, paragraph (b) item (2) to determine whether a trucking company is independent from the seller.

PROVISION 12 – APPLICATION OF DISCOUNTS

A milk dealer shall apply wholesale discounts on price-controlled packaged products to each line item on an invoice or bid to find the discounted unit price. The dealer shall then round the discounted unit price in accordance with the rounding procedure set forth in Section B before multiplying by the number of units sold or bid. For bulk-packaged milk priced on a per-quart basis, the milk dealer shall apply the discount to the per-quart price before multiplying by the number of quarts in the container. Dealers bidding or billing Commonwealth institutions using SAP accounting programs, consult Bulletin 1430 or its successor. A milk dealer may not charge a customer a below-minimum price on a particular product even if the total price for all products is at or above minimum.

PROVISION 13 – NEW PRODUCTS AND CONTAINER SIZES

No milk or cream product for which a price is not specifically prescribed herein shall be used or sold within the Commonwealth until the Board grants authority for its use or sale.

PROVISION 14 – RETURNABLE REUSABLE CONTAINER DEPOSIT

A deposit shall be charged and collected on each returnable reusable container as follows:

| | <u>Gallon</u> | <u>Half Gallon</u> |
|------------------------------|---------------|--------------------|
| Dealer to Wholesale Customer | \$0.50 | \$0.40 |
| Store to Consumer | 0.50 | 0.40 |
| Dealer to Consumer | 0.50 | 0.40 |

**SECTION G
COST REPLACEMENT**

Annually, after submission of the Milk Dealer's Financial Statement, the Board will schedule a cost replacement hearing to receive evidence of appropriate costs including, but not limited to, annualized and current costs for then deemed relevant cost components for processing, packaging, and delivery costs for Class I and II price-controlled packaged products, as well as in-store handling costs. The foregoing evidence shall be based on the audited costs of a cross-section of milk dealers and stores doing business in Area No. 3. In addition, the Board will receive evidence bearing on a reasonable rate of return for milk dealers and retailers.

SECTION H SEVERABILITY

If any section, provision, subsection, paragraph, or clause of this order is determined to be unconstitutional or otherwise contrary to law, the remainder of the order shall be given effect as though that section, provision, subsection, paragraph, or clause has not been included.

PENNSYLVANIA MILK MARKETING BOARD

Richard Kriebel, Chairman

Luke F. Brubaker, Member

Barbara A. Grumbine, Consumer Member

Date: June 18, 2009

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FINDINGS OF FACT AND CONCLUSIONS OF LAW
GENERAL PRICE HEARING FOR MILK MARKETING AREA NO. 3
MAY 6, 2009

I. FINDINGS OF FACT

1. On May 6, 2009, the Pennsylvania Milk Marketing Board (“Board”) held a general price hearing for Milk Marketing Area No. 3.

2. Notice of the hearing was published at 39 Pennsylvania Bulletin 1281 dated March 7, 2009. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1446, dated February 20, 2009. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross section used by both Board Staff and the Area 3 milk dealers (Dealers), the only parties to present dealer cost information, consisted of Clover Farms Dairy Company; Guers Dairy; Schneider – Valley Farms, Inc; Tuscan/Lehigh Dairies, L.P. – Schuylkill Haven; Turkey Hill L.P.; Pocono Mountain Dairies; and Swiss Premium Dairy, Inc.

4. Clifford Ackman, appearing on behalf of Board Staff as an expert in milk statistics, testified that the dealer cross section was representative of the dealers doing business in Area 3. Mr. Ackman based his opinion on the amounts and types of milk sold by the cross section dealers, the types of customers served by the cross section dealers, and the delivery techniques employed by the cross section dealers. Carl Herbein, appearing on behalf of the Area 3 milk dealers as an expert in cost accounting and milk cost accounting, testified that the dealer cross section processed, packaged, and delivered a majority of the fluid milk products in Area 3 and delivered to a range of customers in Area 3 which included supermarkets, convenience stores, schools and institutions, and small retail outlets. Mr. Herbein opined that the cross-section was representative of the dealers selling in Area 3. Based on the factors outlined by Mr. Ackman and Mr. Herbein, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 3.

5. The Dealers performed delivery studies, which Mr. Herbein testified showed a cost of \$0.2000 per point for small deliveries. Mr. Herbein also testified that the delivery studies and market place changes required that the limited service discounts be changed to 4% for a 200 point drop, 9% for a 400 point drop, and 13% for a 600 point drop. Mr. Herbein also testified that the average delivery cost should be set at \$0.1071 per point.

Gary Gojsovich testified on behalf of Board Staff as an expert in milk cost accounting. Mr. Gojsovich testified that Staff did delivery studies which agreed with those of the Dealers. Mr. Gojsovich further testified that Staff agreed with the Dealers’ conclusions regarding the delivery studies.

The Board finds, based on the credible and persuasive testimony of Mr. Herbein and Mr. Gojsovich, that the Area 3 order will use a small delivery cost of \$0.2000 per quart, an average delivery cost of \$0.1071 per quart, and that limited service discounts will be set at 4% for a 200 quart drop, 9% for a 400 quart drop, and 13% for a 600 quart drop.

6. Based on the delivery studies, Mr. Herbein also testified that individual stop requirements for the multi-store discounts should be adjusted to match the requirements of the limited service discounts. Mr. Herbein further testified that the licensee-to-licensee discount should remain unchanged, being well-established and market efficiency driven.

Based on the credible and persuasive testimony of Mr. Herbein and Mr. Gojsovich, the Board finds that multi-store discount stop requirements should match the limited service discount requirements and that the licensee-to-licensee discount should remain unchanged.

7. Mr. Herbein and Mr. Gojsovich offered concurring evidence regarding a container efficiency adjustment. The container efficiency adjustment accounts for differing efficiency in filling and handling various size containers.

The Board finds, based on the credible and persuasive testimony of Mr. Herbein and Mr. Gojsovich, that the following container efficiency adjustments should be adopted: Gallon – (\$0.0812); Half Gallon – (\$0.0472); Quart – \$0.0220; Pint - \$0.0422; 10 Ounce - \$0.0462; Half Pint - \$0.0202; 4 Ounce - \$0.0303; Bulk per Quart - \$0.0027.

8. Board Staff also presented as an exhibit a draft order. In their brief, the Dealers indicated general agreement with the provisions contained in the draft order. No other interested party commented on, or cross-examined Mr. Gojsovich regarding, the terms of the draft order. To the extent that provisions of the draft order are incorporated into the Board's order, the Board found that such provisions should be incorporated into the order.

9. No evidence was presented regarding retail in-store handling costs. Therefore, the Board finds that the currently effective in-store handling cost and monthly adjustment should remain in effect.

II. CONCLUSIONS OF LAW

1. The May 6, 2009, general price hearing for Milk Marketing Area No. 3 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.

2. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.

3. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.

4. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

PENNSYLVANIA MILK MARKETING BOARD

Richard Kriebel, Chairman

Luke F. Brubaker, Member

Barbara A. Grumbine, Consumer Member

Date: June 18, 2009

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**PENNSYLVANIA MILK MARKETING BOARD
UNADJUSTED COST PER CONTAINER - AREA 3
June 2009**

| POUNDS PER UNIT | RAW MILK COST | CONTAINER COST | PROCESSING COST | TOTAL COST |
|------------------------|----------------------|-----------------------|------------------------|-------------------|
|------------------------|----------------------|-----------------------|------------------------|-------------------|

| STANDARD (WHOLE) | MILK | GALLON | 8.600000 | \$ 1.3476 | \$ 0.1548 | \$ 0.9276 | \$ 2.4300 |
|-------------------------|-------------|----------------------|----------|-----------|-----------|-----------|-----------|
| | | 1/2 GALLON | 4.300000 | \$ 0.6738 | \$ 0.1338 | \$ 0.4638 | \$ 1.2714 |
| | | QUART | 2.150000 | \$ 0.3369 | \$ 0.0872 | \$ 0.2319 | \$ 0.6560 |
| | | PINT | 1.075000 | \$ 0.1685 | \$ 0.0716 | \$ 0.1160 | \$ 0.3561 |
| | | 12 OUNCE | 0.806250 | \$ 0.1263 | \$ 0.0630 | \$ 0.0870 | \$ 0.2763 |
| | | 10 OUNCE | 0.671875 | \$ 0.1053 | \$ 0.0394 | \$ 0.0725 | \$ 0.2172 |
| | | 1/2 PINT | 0.537500 | \$ 0.0842 | \$ 0.0308 | \$ 0.0580 | \$ 0.1730 |
| | | 4 OUNCE | 0.268750 | \$ 0.0421 | \$ 0.0247 | \$ 0.0290 | \$ 0.0958 |
| | | DISP. PER QT. | 2.150000 | \$ 0.3369 | \$ 0.0380 | \$ 0.2319 | \$ 0.6068 |

| REDUCED FAT (2%) | MILK | GALLON | 8.620000 | \$ 1.2258 | \$ 0.1548 | \$ 0.9276 | \$ 2.3082 |
|-------------------------|-------------|----------------------|----------|-----------|-----------|-----------|-----------|
| | | 1/2 GALLON | 4.310000 | \$ 0.6129 | \$ 0.1338 | \$ 0.4638 | \$ 1.2105 |
| | | QUART | 2.155000 | \$ 0.3064 | \$ 0.0872 | \$ 0.2319 | \$ 0.6255 |
| | | PINT | 1.077500 | \$ 0.1532 | \$ 0.0716 | \$ 0.1160 | \$ 0.3408 |
| | | 12 OUNCE | 0.808125 | \$ 0.1149 | \$ 0.0630 | \$ 0.0870 | \$ 0.2649 |
| | | 10 OUNCE | 0.673438 | \$ 0.0958 | \$ 0.0394 | \$ 0.0725 | \$ 0.2077 |
| | | 1/2 PINT | 0.538750 | \$ 0.0766 | \$ 0.0308 | \$ 0.0580 | \$ 0.1654 |
| | | 4 OUNCE | 0.269375 | \$ 0.0383 | \$ 0.0247 | \$ 0.0290 | \$ 0.0920 |
| | | DISP. PER QT. | 2.155000 | \$ 0.3064 | \$ 0.0380 | \$ 0.2319 | \$ 0.5763 |

| LOWFAT (1%) | MILK | GALLON | 8.620000 | \$ 1.1232 | \$ 0.1548 | \$ 0.9276 | \$ 2.2056 |
|--------------------|-------------|----------------------|----------|-----------|-----------|-----------|-----------|
| | | 1/2 GALLON | 4.310000 | \$ 0.5616 | \$ 0.1338 | \$ 0.4638 | \$ 1.1592 |
| | | QUART | 2.155000 | \$ 0.2808 | \$ 0.0872 | \$ 0.2319 | \$ 0.5999 |
| | | PINT | 1.077500 | \$ 0.1404 | \$ 0.0716 | \$ 0.1160 | \$ 0.3280 |
| | | 12 OUNCE | 0.808125 | \$ 0.1053 | \$ 0.0630 | \$ 0.0870 | \$ 0.2553 |
| | | 10 OUNCE | 0.673438 | \$ 0.0877 | \$ 0.0394 | \$ 0.0725 | \$ 0.1996 |
| | | 1/2 PINT | 0.538750 | \$ 0.0702 | \$ 0.0308 | \$ 0.0580 | \$ 0.1590 |
| | | 4 OUNCE | 0.269375 | \$ 0.0351 | \$ 0.0247 | \$ 0.0290 | \$ 0.0888 |
| | | DISP. PER QT. | 2.155000 | \$ 0.2808 | \$ 0.0380 | \$ 0.2319 | \$ 0.5507 |

| NONFAT (SKIM) | MILK | GALLON | 8.630000 | \$ 1.0434 | \$ 0.1548 | \$ 0.9276 | \$ 2.1258 |
|----------------------|-------------|----------------------|----------|-----------|-----------|-----------|-----------|
| | | 1/2 GALLON | 4.315000 | \$ 0.5217 | \$ 0.1338 | \$ 0.4638 | \$ 1.1193 |
| | | QUART | 2.157500 | \$ 0.2608 | \$ 0.0872 | \$ 0.2319 | \$ 0.5799 |
| | | PINT | 1.078750 | \$ 0.1304 | \$ 0.0716 | \$ 0.1160 | \$ 0.3180 |
| | | 12 OUNCE | 0.809063 | \$ 0.0978 | \$ 0.0630 | \$ 0.0870 | \$ 0.2478 |
| | | 10 OUNCE | 0.674219 | \$ 0.0815 | \$ 0.0394 | \$ 0.0725 | \$ 0.1934 |
| | | 1/2 PINT | 0.539375 | \$ 0.0652 | \$ 0.0308 | \$ 0.0580 | \$ 0.1540 |
| | | 4 OUNCE | 0.269688 | \$ 0.0326 | \$ 0.0247 | \$ 0.0290 | \$ 0.0863 |
| | | DISP. PER QT. | 2.157500 | \$ 0.2608 | \$ 0.0380 | \$ 0.2319 | \$ 0.5307 |

| STANDARD (WHOLE) | FLAVORED MILK | GALLON | 8.000000 | \$ 1.4504 | \$ 0.1548 | \$ 0.9276 | \$ 2.5328 |
|-------------------------|----------------------|----------------------|----------|-----------|-----------|-----------|-----------|
| | | 1/2 GALLON | 4.000000 | \$ 0.7252 | \$ 0.1338 | \$ 0.4638 | \$ 1.3228 |
| | | QUART | 2.000000 | \$ 0.3626 | \$ 0.0872 | \$ 0.2319 | \$ 0.6817 |
| | | PINT | 1.000000 | \$ 0.1813 | \$ 0.0716 | \$ 0.1160 | \$ 0.3689 |
| | | 12 OUNCE | 0.750000 | \$ 0.1360 | \$ 0.0630 | \$ 0.0870 | \$ 0.2860 |
| | | 10 OUNCE | 0.625000 | \$ 0.1133 | \$ 0.0394 | \$ 0.0725 | \$ 0.2252 |
| | | 1/2 PINT | 0.500000 | \$ 0.0907 | \$ 0.0308 | \$ 0.0580 | \$ 0.1795 |
| | | 4 OUNCE | 0.250000 | \$ 0.0453 | \$ 0.0247 | \$ 0.0290 | \$ 0.0990 |
| | | DISP. PER QT. | 2.000000 | \$ 0.3626 | \$ 0.0380 | \$ 0.2319 | \$ 0.6325 |

| REDUCED FAT | FLAVORED MILK | GALLON | 8.000000 | \$ 1.2680 | \$ 0.1548 | \$ 0.9276 | \$ 2.3504 |
|--------------------|----------------------|----------------------|----------|-----------|-----------|-----------|-----------|
| | | 1/2 GALLON | 4.000000 | \$ 0.6340 | \$ 0.1338 | \$ 0.4638 | \$ 1.2316 |
| | | QUART | 2.000000 | \$ 0.3170 | \$ 0.0872 | \$ 0.2319 | \$ 0.6361 |
| | | PINT | 1.000000 | \$ 0.1585 | \$ 0.0716 | \$ 0.1160 | \$ 0.3461 |
| | | 12 OUNCE | 0.750000 | \$ 0.1189 | \$ 0.0630 | \$ 0.0870 | \$ 0.2689 |
| | | 10 OUNCE | 0.625000 | \$ 0.0991 | \$ 0.0394 | \$ 0.0725 | \$ 0.2110 |
| | | 1/2 PINT | 0.500000 | \$ 0.0793 | \$ 0.0308 | \$ 0.0580 | \$ 0.1681 |
| | | 4 OUNCE | 0.250000 | \$ 0.0396 | \$ 0.0247 | \$ 0.0290 | \$ 0.0933 |
| | | DISP. PER QT. | 2.000000 | \$ 0.3170 | \$ 0.0380 | \$ 0.2319 | \$ 0.5869 |

PENNSYLVANIA MILK MARKETING BOARD
UNADJUSTED COST PER CONTAINER - AREA 3
June 2009

| | | | | | | |
|-------------------|----------------------|----------|-----------|-----------|-----------|-----------|
| BUTTERMILK | GALLON | 8.600000 | \$ 1.5815 | \$ 0.1548 | \$ 0.9276 | \$ 2.6639 |
| | 1/2 GALLON | 4.300000 | \$ 0.7908 | \$ 0.1338 | \$ 0.4638 | \$ 1.3884 |
| | QUART | 2.150000 | \$ 0.3954 | \$ 0.0872 | \$ 0.2319 | \$ 0.7145 |
| | PINT | 1.075000 | \$ 0.1977 | \$ 0.0716 | \$ 0.1160 | \$ 0.3853 |
| | 12 OUNCE | 0.806250 | \$ 0.1483 | \$ 0.0630 | \$ 0.0870 | \$ 0.2983 |
| | 10 OUNCE | 0.671875 | \$ 0.1236 | \$ 0.0394 | \$ 0.0725 | \$ 0.2355 |
| | 1/2 PINT | 0.537500 | \$ 0.0988 | \$ 0.0308 | \$ 0.0580 | \$ 0.1876 |
| | 4 OUNCE | 0.268750 | \$ 0.0494 | \$ 0.0247 | \$ 0.0290 | \$ 0.1031 |
| | DISP. PER QT. | 2.150000 | \$ 0.3954 | \$ 0.0380 | \$ 0.2319 | \$ 0.6653 |

| | | | | | | |
|----------------|----------------------|----------|-----------|-----------|-----------|-----------|
| EGG NOG | GALLON | 8.000000 | \$ 3.1392 | \$ 0.1548 | \$ 0.9276 | \$ 4.2216 |
| | 1/2 GALLON | 4.000000 | \$ 1.5696 | \$ 0.1338 | \$ 0.4638 | \$ 2.1672 |
| | QUART | 2.000000 | \$ 0.7848 | \$ 0.0872 | \$ 0.2319 | \$ 1.1039 |
| | PINT | 1.000000 | \$ 0.3924 | \$ 0.0716 | \$ 0.1160 | \$ 0.5800 |
| | 12 OUNCE | 0.750000 | \$ 0.2943 | \$ 0.0630 | \$ 0.0870 | \$ 0.4443 |
| | 10 OUNCE | 0.625000 | \$ 0.2453 | \$ 0.0394 | \$ 0.0725 | \$ 0.3572 |
| | 1/2 PINT | 0.500000 | \$ 0.1962 | \$ 0.0308 | \$ 0.0580 | \$ 0.2850 |
| | 4 OUNCE | 0.250000 | \$ 0.0981 | \$ 0.0247 | \$ 0.0290 | \$ 0.1518 |
| | DISP. PER QT. | 2.000000 | \$ 0.7848 | \$ 0.0380 | \$ 0.2319 | \$ 1.0547 |

| | | | | | | |
|------------------------|----------------------|----------|-----------|-----------|-----------|-----------|
| HALF & HALF | 1/2 GALLON | 4.275000 | \$ 0.8413 | \$ 0.1338 | \$ 0.4638 | \$ 1.4389 |
| | QUART | 2.137500 | \$ 0.4207 | \$ 0.0872 | \$ 0.2319 | \$ 0.7398 |
| | PINT | 1.068750 | \$ 0.2103 | \$ 0.0716 | \$ 0.1160 | \$ 0.3979 |
| | 12 OUNCE | 0.801563 | \$ 0.1577 | \$ 0.0630 | \$ 0.0870 | \$ 0.3077 |
| | 10 OUNCE | 0.667969 | \$ 0.1315 | \$ 0.0394 | \$ 0.0725 | \$ 0.2434 |
| | 1/2 PINT | 0.534375 | \$ 0.1052 | \$ 0.0308 | \$ 0.0580 | \$ 0.1940 |
| | 4 OUNCE | 0.267188 | \$ 0.0526 | \$ 0.0247 | \$ 0.0290 | \$ 0.1063 |
| | DISP. PER QT. | 2.137500 | \$ 0.4207 | \$ 0.0380 | \$ 0.2319 | \$ 0.6906 |
| | 3/8 OZ | 0.025049 | \$ 0.0049 | | \$ 0.0027 | \$ 0.0076 |
| | 1/2 OZ | 0.033399 | \$ 0.0066 | | \$ 0.0036 | \$ 0.0102 |
| | 3/4 OZ | 0.050098 | \$ 0.0099 | | \$ 0.0054 | \$ 0.0153 |

| | | | | | | |
|--------------------|----------------------|----------|-----------|-----------|-----------|-----------|
| LIGHT CREAM | 1/2 GALLON | 4.255000 | \$ 1.2348 | \$ 0.1338 | \$ 0.4638 | \$ 1.8324 |
| | QUART | 2.127500 | \$ 0.6174 | \$ 0.0872 | \$ 0.2319 | \$ 0.9365 |
| | PINT | 1.063750 | \$ 0.3087 | \$ 0.0716 | \$ 0.1160 | \$ 0.4963 |
| | 12 OUNCE | 0.797813 | \$ 0.2315 | \$ 0.0630 | \$ 0.0870 | \$ 0.3815 |
| | 10 OUNCE | 0.664844 | \$ 0.1929 | \$ 0.0394 | \$ 0.0725 | \$ 0.3048 |
| | 1/2 PINT | 0.531875 | \$ 0.1544 | \$ 0.0308 | \$ 0.0580 | \$ 0.2432 |
| | 4 OUNCE | 0.265938 | \$ 0.0772 | \$ 0.0247 | \$ 0.0290 | \$ 0.1309 |
| | DISP. PER QT. | 2.127500 | \$ 0.6174 | \$ 0.0380 | \$ 0.2319 | \$ 0.8873 |

| | | | | | | |
|---------------------|----------------------|----------|-----------|-----------|-----------|-----------|
| MEDIUM CREAM | 1/2 GALLON | 4.205000 | \$ 1.8485 | \$ 0.1338 | \$ 0.4638 | \$ 2.4461 |
| | QUART | 2.102500 | \$ 0.9243 | \$ 0.0872 | \$ 0.2319 | \$ 1.2434 |
| | PINT | 1.051250 | \$ 0.4621 | \$ 0.0716 | \$ 0.1160 | \$ 0.6497 |
| | 12 OUNCE | 0.788438 | \$ 0.3466 | \$ 0.0630 | \$ 0.0870 | \$ 0.4966 |
| | 10 OUNCE | 0.657031 | \$ 0.2888 | \$ 0.0394 | \$ 0.0725 | \$ 0.4007 |
| | 1/2 PINT | 0.525625 | \$ 0.2311 | \$ 0.0308 | \$ 0.0580 | \$ 0.3199 |
| | 4 OUNCE | 0.262813 | \$ 0.1155 | \$ 0.0247 | \$ 0.0290 | \$ 0.1692 |
| | DISP. PER QT. | 2.102500 | \$ 0.9243 | \$ 0.0380 | \$ 0.2319 | \$ 1.1942 |

**PENNSYLVANIA MILK MARKETING BOARD
UNADJUSTED COST PER CONTAINER - AREA 3
June 2009**

| | | | | | | |
|----------------|----------------------|----------|-----------|-----------|-----------|-----------|
| HEAVY CREAM | 1/2 GALLON | 4.175000 | \$ 2.1472 | \$ 0.1338 | \$ 0.4638 | \$ 2.7448 |
| | QUART | 2.087500 | \$ 1.0736 | \$ 0.0872 | \$ 0.2319 | \$ 1.3927 |
| | PINT | 1.043750 | \$ 0.5368 | \$ 0.0716 | \$ 0.1160 | \$ 0.7244 |
| | 12 OUNCE | 0.782813 | \$ 0.4026 | \$ 0.0630 | \$ 0.0870 | \$ 0.5526 |
| | 10 OUNCE | 0.652344 | \$ 0.3355 | \$ 0.0394 | \$ 0.0725 | \$ 0.4474 |
| | 1/2 PINT | 0.521875 | \$ 0.2684 | \$ 0.0308 | \$ 0.0580 | \$ 0.3572 |
| | 4 OUNCE | 0.260938 | \$ 0.1342 | \$ 0.0247 | \$ 0.0290 | \$ 0.1879 |
| | DISP. PER QT. | 2.087500 | \$ 1.0736 | \$ 0.0380 | \$ 0.2319 | \$ 1.3435 |

| | | | | | | |
|------------|----------------------|----------|-----------|--|-----------|-----------|
| SOUR CREAM | 1/2 GALLON | 4.255000 | \$ 1.2348 | | \$ 0.4638 | \$ 1.6986 |
| | QUART | 2.127500 | \$ 0.6174 | | \$ 0.2319 | \$ 0.8493 |
| | PINT | 1.063750 | \$ 0.3087 | | \$ 0.1160 | \$ 0.4247 |
| | 12 OUNCE | 0.797813 | \$ 0.2315 | | \$ 0.0870 | \$ 0.3185 |
| | 10 OUNCE | 0.664844 | \$ 0.1929 | | \$ 0.0725 | \$ 0.2654 |
| | 1/2 PINT | 0.531875 | \$ 0.1544 | | \$ 0.0580 | \$ 0.2124 |
| | 4 OUNCE | 0.265938 | \$ 0.0772 | | \$ 0.0290 | \$ 0.1062 |
| | DISP. PER QT. | 2.127500 | \$ 0.6174 | | \$ 0.2319 | \$ 0.8493 |

PENNSYLVANIA MILK MARKETING BOARD

AREA 3 PRICE BUILD-UP

June 2009

| | 1 | 2 | 3 | 4 | | 5 | 6 | 7 | 8 | 9 | 10 | 12 | 13 | 14 | 15 |
|--|-------------------------------|-----------------------------------|--------------------------------|---------------------------|----------------------|------------------------|----------------------------|--------------------------|---------------------------------|-------------------------------|---------------------------|-------------------------|-------------------------------|----------------------------|------------------------|
| | AVERAGE DELIVERED COST | CREAM FIXED ADD-ON ADJUST. | SMALL CONTAINER ADJUST. | COST UPDATE ADD-ON | ENERGY ADD-ON | WHOLESALE PRICE | 3.40% PROFIT FACTOR | PRICE WITH PROFIT | AVERAGE DELIVERY ADJUST. | SMALL DELIVERY ADJUST. | PROPOSED WHOLESALE | PERCENT DISCOUNT | IN-STORE HANDLING COST | 2.70% RETAIL PROFIT | PROPOSED RETAIL |

| STANDARD (WHOLE) | MILK | GALLON | \$ 2.4300 | 0 | \$ (0.0812) | \$ 0.0080 | \$ (0.0108) | \$ 2.3460 | \$ 0.0826 | \$ 2.4286 | \$ (0.4284) | \$ 0.8000 | \$ 2.8002 | \$ (0.3640) | \$ 0.4608 | \$ 0.0804 | \$ 2.98 |
|-------------------------|-------------|-------------------|-----------|---|-------------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|---------|
| | | 1/2 GALLON | \$ 1.2714 | 0 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 1.2228 | \$ 0.0430 | \$ 1.2658 | \$ (0.2142) | \$ 0.4000 | \$ 1.4516 | \$ (0.1887) | \$ 0.2304 | \$ 0.0414 | \$ 1.53 |
| | | QUART | \$ 0.6560 | 0 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 0.6773 | \$ 0.0238 | \$ 0.7011 | \$ (0.1071) | \$ 0.2000 | \$ 0.7940 | \$ (0.1032) | \$ 0.1152 | \$ 0.0224 | \$ 0.83 |
| | | PINT | \$ 0.3561 | 0 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.3979 | \$ 0.0140 | \$ 0.4119 | \$ (0.0536) | \$ 0.1000 | \$ 0.4583 | \$ (0.0596) | \$ 0.0576 | \$ 0.0127 | \$ 0.47 |
| | | 12 OUNCE | \$ 0.2763 | 0 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.3196 | \$ 0.0112 | \$ 0.3308 | \$ (0.0402) | \$ 0.0750 | \$ 0.3656 | \$ (0.0475) | \$ 0.0432 | \$ 0.0100 | \$ 0.37 |
| | | 10 OUNCE | \$ 0.2172 | 0 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.2632 | \$ 0.0093 | \$ 0.2725 | \$ (0.0335) | \$ 0.0625 | \$ 0.3015 | \$ (0.0392) | \$ 0.0360 | \$ 0.0083 | \$ 0.31 |
| | | 1/2 PINT | \$ 0.1730 | 0 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.1930 | \$ 0.0068 | \$ 0.1998 | \$ (0.0268) | \$ 0.0500 | \$ 0.2230 | \$ (0.0290) | \$ 0.0288 | \$ 0.0062 | \$ 0.23 |
| | | 4 OUNCE | \$ 0.0958 | 0 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1261 | \$ 0.0044 | \$ 0.1305 | \$ (0.0134) | \$ 0.0250 | \$ 0.1421 | \$ (0.0185) | \$ 0.0144 | \$ 0.0038 | \$ 0.15 |
| | | DISP./QT. | \$ 0.6068 | 0 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 0.6088 | \$ 0.0214 | \$ 0.6302 | \$ (0.1071) | \$ 0.2000 | \$ 0.7231 | \$ (0.0940) | \$ 0.1152 | \$ 0.0207 | \$ 0.77 |

| REDUCED FAT (2%) | MILK | GALLON | \$ 2.3082 | 0 | \$ (0.0812) | \$ 0.0080 | \$ (0.0108) | \$ 2.2242 | \$ 0.0783 | \$ 2.3025 | \$ (0.4284) | \$ 0.8000 | \$ 2.6741 | \$ (0.3476) | \$ 0.4608 | \$ 0.0773 | \$ 2.86 |
|-------------------------|-------------|-------------------|-----------|---|-------------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|---------|
| | | 1/2 GALLON | \$ 1.2105 | 0 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 1.1619 | \$ 0.0409 | \$ 1.2028 | \$ (0.2142) | \$ 0.4000 | \$ 1.3886 | \$ (0.1805) | \$ 0.2304 | \$ 0.0399 | \$ 1.48 |
| | | QUART | \$ 0.6255 | 0 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 0.6468 | \$ 0.0228 | \$ 0.6696 | \$ (0.1071) | \$ 0.2000 | \$ 0.7625 | \$ (0.0991) | \$ 0.1152 | \$ 0.0216 | \$ 0.80 |
| | | PINT | \$ 0.3408 | 0 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.3826 | \$ 0.0135 | \$ 0.3961 | \$ (0.0536) | \$ 0.1000 | \$ 0.4425 | \$ (0.0575) | \$ 0.0576 | \$ 0.0123 | \$ 0.45 |
| | | 12 OUNCE | \$ 0.2649 | 0 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.3082 | \$ 0.0108 | \$ 0.3190 | \$ (0.0402) | \$ 0.0750 | \$ 0.3538 | \$ (0.0460) | \$ 0.0432 | \$ 0.0097 | \$ 0.36 |
| | | 10 OUNCE | \$ 0.2077 | 0 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.2537 | \$ 0.0089 | \$ 0.2626 | \$ (0.0335) | \$ 0.0625 | \$ 0.2916 | \$ (0.0379) | \$ 0.0360 | \$ 0.0080 | \$ 0.30 |
| | | 1/2 PINT | \$ 0.1654 | 0 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.1854 | \$ 0.0065 | \$ 0.1919 | \$ (0.0268) | \$ 0.0500 | \$ 0.2151 | \$ (0.0280) | \$ 0.0288 | \$ 0.0060 | \$ 0.22 |
| | | 4 OUNCE | \$ 0.0920 | 0 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1223 | \$ 0.0043 | \$ 0.1266 | \$ (0.0134) | \$ 0.0250 | \$ 0.1382 | \$ (0.0180) | \$ 0.0144 | \$ 0.0037 | \$ 0.14 |
| | | DISP./QT. | \$ 0.5763 | 0 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 0.5783 | \$ 0.0204 | \$ 0.5987 | \$ (0.1071) | \$ 0.2000 | \$ 0.6916 | \$ (0.0899) | \$ 0.1152 | \$ 0.0199 | \$ 0.74 |

| LOWFAT (1%) | MILK | GALLON | \$ 2.2056 | 0 | \$ (0.0812) | \$ 0.0080 | \$ (0.0108) | \$ 2.1216 | \$ 0.0747 | \$ 2.1963 | \$ (0.4284) | \$ 0.8000 | \$ 2.5679 | \$ (0.3338) | \$ 0.4608 | \$ 0.0748 | \$ 2.77 |
|--------------------|-------------|-------------------|-----------|---|-------------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|---------|
| | | 1/2 GALLON | \$ 1.1592 | 0 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 1.1106 | \$ 0.0391 | \$ 1.1497 | \$ (0.2142) | \$ 0.4000 | \$ 1.3355 | \$ (0.1736) | \$ 0.2304 | \$ 0.0386 | \$ 1.43 |
| | | QUART | \$ 0.5999 | 0 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 0.6212 | \$ 0.0219 | \$ 0.6431 | \$ (0.1071) | \$ 0.2000 | \$ 0.7360 | \$ (0.0957) | \$ 0.1152 | \$ 0.0210 | \$ 0.78 |
| | | PINT | \$ 0.3280 | 0 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.3698 | \$ 0.0130 | \$ 0.3828 | \$ (0.0536) | \$ 0.1000 | \$ 0.4292 | \$ (0.0558) | \$ 0.0576 | \$ 0.0120 | \$ 0.44 |
| | | 12 OUNCE | \$ 0.2553 | 0 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.2986 | \$ 0.0105 | \$ 0.3091 | \$ (0.0402) | \$ 0.0750 | \$ 0.3439 | \$ (0.0447) | \$ 0.0432 | \$ 0.0095 | \$ 0.35 |
| | | 10 OUNCE | \$ 0.1996 | 0 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.2456 | \$ 0.0086 | \$ 0.2542 | \$ (0.0335) | \$ 0.0625 | \$ 0.2832 | \$ (0.0368) | \$ 0.0360 | \$ 0.0078 | \$ 0.29 |
| | | 1/2 PINT | \$ 0.1590 | 0 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.1790 | \$ 0.0063 | \$ 0.1853 | \$ (0.0268) | \$ 0.0500 | \$ 0.2085 | \$ (0.0271) | \$ 0.0288 | \$ 0.0058 | \$ 0.22 |
| | | 4 OUNCE | \$ 0.0888 | 0 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1191 | \$ 0.0042 | \$ 0.1233 | \$ (0.0134) | \$ 0.0250 | \$ 0.1349 | \$ (0.0175) | \$ 0.0144 | \$ 0.0037 | \$ 0.14 |
| | | DISP./QT. | \$ 0.5507 | 0 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 0.5527 | \$ 0.0195 | \$ 0.5722 | \$ (0.1071) | \$ 0.2000 | \$ 0.6651 | \$ (0.0865) | \$ 0.1152 | \$ 0.0193 | \$ 0.71 |

| NONFAT (SKIM) | MILK | GALLON | \$ 2.1258 | 0 | \$ (0.0812) | \$ 0.0080 | \$ (0.0108) | \$ 2.0418 | \$ 0.0719 | \$ 2.1137 | \$ (0.4284) | \$ 0.8000 | \$ 2.4853 | \$ (0.3231) | \$ 0.4608 | \$ 0.0728 | \$ 2.70 |
|----------------------|-------------|-------------------|-----------|---|-------------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|---------|
| | | 1/2 GALLON | \$ 1.1193 | 0 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 1.0707 | \$ 0.0377 | \$ 1.1084 | \$ (0.2142) | \$ 0.4000 | \$ 1.2942 | \$ (0.1682) | \$ 0.2304 | \$ 0.0376 | \$ 1.39 |
| | | QUART | \$ 0.5799 | 0 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 0.6012 | \$ 0.0212 | \$ 0.6224 | \$ (0.1071) | \$ 0.2000 | \$ 0.7153 | \$ (0.0930) | \$ 0.1152 | \$ 0.0205 | \$ 0.76 |
| | | PINT | \$ 0.3180 | 0 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.3598 | \$ 0.0127 | \$ 0.3725 | \$ (0.0536) | \$ 0.1000 | \$ 0.4189 | \$ (0.0545) | \$ 0.0576 | \$ 0.0117 | \$ 0.43 |
| | | 12 OUNCE | \$ 0.2478 | 0 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.2911 | \$ 0.0102 | \$ 0.3013 | \$ (0.0402) | \$ 0.0750 | \$ 0.3361 | \$ (0.0437) | \$ 0.0432 | \$ 0.0093 | \$ 0.34 |
| | | 10 OUNCE | \$ 0.1934 | 0 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.2394 | \$ 0.0084 | \$ 0.2478 | \$ (0.0335) | \$ 0.0625 | \$ 0.2768 | \$ (0.0360) | \$ 0.0360 | \$ 0.0077 | \$ 0.28 |
| | | 1/2 PINT | \$ 0.1540 | 0 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.1740 | \$ 0.0061 | \$ 0.1801 | \$ (0.0268) | \$ 0.0500 | \$ 0.2033 | \$ (0.0264) | \$ 0.0288 | \$ 0.0057 | \$ 0.21 |
| | | 4 OUNCE | \$ 0.0863 | 0 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1166 | \$ 0.0041 | \$ 0.1207 | \$ (0.0134) | \$ 0.0250 | \$ 0.1323 | \$ (0.0172) | \$ 0.0144 | \$ 0.0036 | \$ 0.14 |
| | | DISP./QT. | \$ 0.5307 | 0 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 0.5327 | \$ 0.0187 | \$ 0.5514 | \$ (0.1071) | \$ 0.2000 | \$ 0.6443 | \$ (0.0838) | \$ 0.1152 | \$ 0.0188 | \$ 0.69 |

PENNSYLVANIA MILK MARKETING BOARD

AREA 3 PRICE BUILD-UP

June 2009

| | 1 | 2 | 3 | 4 | | 5 | 6 | 7 | 8 | 9 | 10 | 12 | 13 | 14 | 15 |
|--|------------------------------|----------------------------------|-------------------------------|-----------------------|------------------|--------------------|---------------------------|-------------------------|--------------------------------|------------------------------|-----------------------|---------------------|------------------------------|---------------------------|--------------------|
| | AVERAGE DELIVERED COST | CREAM FIXED ADD-ON ADJUST. | SMALL CONTAINER ADJUST. | COST UPDATE ADD-ON | ENERGY ADD-ON | WHOLESALE PRICE | 3.40% PROFIT FACTOR | PRICE WITH PROFIT | AVERAGE DELIVERY ADJUST. | SMALL DELIVERY ADJUST. | PROPOSED WHOLESALE | PERCENT DISCOUNT | IN-STORE HANDLING COST | 2.70% RETAIL PROFIT | PROPOSED RETAIL |

| STANDARD (WHOLE) | FLAVORED MILK | GALLON | \$ 2.5328 | 0 | \$ (0.0812) | \$ 0.0080 | \$ (0.0108) | \$ 2.4488 | \$ 0.0862 | \$ 2.5350 | \$ (0.4284) | \$ 0.8000 | \$ 2.9066 | \$ (0.3779) | \$ 0.4608 | \$ 0.0830 | \$ 3.07 |
|------------------|---------------|------------|-----------|---|-------------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|---------|
| | | 1/2 GALLON | \$ 1.3228 | 0 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 1.2742 | \$ 0.0448 | \$ 1.3190 | \$ (0.2142) | \$ 0.4000 | \$ 1.5048 | \$ (0.1956) | \$ 0.2304 | \$ 0.0427 | \$ 1.58 |
| | | QUART | \$ 0.6817 | 0 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 0.7030 | \$ 0.0247 | \$ 0.7277 | \$ (0.1071) | \$ 0.2000 | \$ 0.8206 | \$ (0.1067) | \$ 0.1152 | \$ 0.0230 | \$ 0.85 |
| | | PINT | \$ 0.3689 | 0 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.4107 | \$ 0.0145 | \$ 0.4252 | \$ (0.0536) | \$ 0.1000 | \$ 0.4716 | \$ (0.0613) | \$ 0.0576 | \$ 0.0130 | \$ 0.48 |
| | | 12 OUNCE | \$ 0.2860 | 0 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.3293 | \$ 0.0116 | \$ 0.3409 | \$ (0.0402) | \$ 0.0750 | \$ 0.3757 | \$ (0.0488) | \$ 0.0432 | \$ 0.0103 | \$ 0.38 |
| | | 10 OUNCE | \$ 0.2252 | 0 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.2712 | \$ 0.0095 | \$ 0.2807 | \$ (0.0335) | \$ 0.0625 | \$ 0.3097 | \$ (0.0403) | \$ 0.0360 | \$ 0.0085 | \$ 0.31 |
| | | 1/2 PINT | \$ 0.1795 | 0 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.1995 | \$ 0.0070 | \$ 0.2065 | \$ (0.0268) | \$ 0.0500 | \$ 0.2297 | \$ (0.0299) | \$ 0.0288 | \$ 0.0063 | \$ 0.23 |
| | | 4 OUNCE | \$ 0.0990 | 0 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1293 | \$ 0.0046 | \$ 0.1339 | \$ (0.0134) | \$ 0.0250 | \$ 0.1455 | \$ (0.0189) | \$ 0.0144 | \$ 0.0039 | \$ 0.16 |
| | | DISP./QT. | \$ 0.6325 | 0 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 0.6345 | \$ 0.0223 | \$ 0.6568 | \$ (0.1071) | \$ 0.2000 | \$ 0.7497 | \$ (0.0975) | \$ 0.1152 | \$ 0.0213 | \$ 0.79 |

| REDUCED FAT | FLAVORED MILK | GALLON | \$ 2.3504 | 0 | \$ (0.0812) | \$ 0.0080 | \$ (0.0108) | \$ 2.2664 | \$ 0.0798 | \$ 2.3462 | \$ (0.4284) | \$ 0.8000 | \$ 2.7178 | \$ (0.3533) | \$ 0.4608 | \$ 0.0784 | \$ 2.90 |
|-------------|---------------|------------|-----------|---|-------------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|---------|
| | | 1/2 GALLON | \$ 1.2316 | 0 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 1.1830 | \$ 0.0416 | \$ 1.2246 | \$ (0.2142) | \$ 0.4000 | \$ 1.4104 | \$ (0.1834) | \$ 0.2304 | \$ 0.0404 | \$ 1.50 |
| | | QUART | \$ 0.6361 | 0 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 0.6574 | \$ 0.0231 | \$ 0.6805 | \$ (0.1071) | \$ 0.2000 | \$ 0.7734 | \$ (0.1005) | \$ 0.1152 | \$ 0.0219 | \$ 0.81 |
| | | PINT | \$ 0.3461 | 0 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.3879 | \$ 0.0137 | \$ 0.4016 | \$ (0.0536) | \$ 0.1000 | \$ 0.4480 | \$ (0.0582) | \$ 0.0576 | \$ 0.0124 | \$ 0.46 |
| | | 12 OUNCE | \$ 0.2689 | 0 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.3122 | \$ 0.0110 | \$ 0.3232 | \$ (0.0402) | \$ 0.0750 | \$ 0.3580 | \$ (0.0465) | \$ 0.0432 | \$ 0.0098 | \$ 0.36 |
| | | 10 OUNCE | \$ 0.2110 | 0 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.2570 | \$ 0.0090 | \$ 0.2660 | \$ (0.0335) | \$ 0.0625 | \$ 0.2950 | \$ (0.0384) | \$ 0.0360 | \$ 0.0081 | \$ 0.30 |
| | | 1/2 PINT | \$ 0.1681 | 0 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.1881 | \$ 0.0066 | \$ 0.1947 | \$ (0.0268) | \$ 0.0500 | \$ 0.2179 | \$ (0.0283) | \$ 0.0288 | \$ 0.0061 | \$ 0.22 |
| | | 4 OUNCE | \$ 0.0933 | 0 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1236 | \$ 0.0044 | \$ 0.1280 | \$ (0.0134) | \$ 0.0250 | \$ 0.1396 | \$ (0.0181) | \$ 0.0144 | \$ 0.0038 | \$ 0.14 |
| | | DISP./QT. | \$ 0.5869 | 0 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 0.5889 | \$ 0.0207 | \$ 0.6096 | \$ (0.1071) | \$ 0.2000 | \$ 0.7025 | \$ (0.0913) | \$ 0.1152 | \$ 0.0202 | \$ 0.75 |

| BUTTERMILK | | GALLON | \$ 2.6639 | 0 | \$ (0.0812) | \$ 0.0080 | \$ (0.0108) | \$ 2.5799 | \$ 0.0908 | \$ 2.6707 | \$ (0.4284) | \$ 0.8000 | \$ 3.0423 | \$ (0.3955) | \$ 0.4608 | \$ 0.0862 | \$ 3.19 |
|------------|--|------------|-----------|---|-------------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|---------|
| | | 1/2 GALLON | \$ 1.3884 | 0 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 1.3398 | \$ 0.0472 | \$ 1.3870 | \$ (0.2142) | \$ 0.4000 | \$ 1.5728 | \$ (0.2045) | \$ 0.2304 | \$ 0.0444 | \$ 1.64 |
| | | QUART | \$ 0.7145 | 0 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 0.7358 | \$ 0.0259 | \$ 0.7617 | \$ (0.1071) | \$ 0.2000 | \$ 0.8546 | \$ (0.1111) | \$ 0.1152 | \$ 0.0238 | \$ 0.88 |
| | | PINT | \$ 0.3853 | 0 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.4271 | \$ 0.0150 | \$ 0.4421 | \$ (0.0536) | \$ 0.1000 | \$ 0.4885 | \$ (0.0635) | \$ 0.0576 | \$ 0.0134 | \$ 0.50 |
| | | 12 OUNCE | \$ 0.2983 | 0 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.3416 | \$ 0.0120 | \$ 0.3536 | \$ (0.0402) | \$ 0.0750 | \$ 0.3884 | \$ (0.0505) | \$ 0.0432 | \$ 0.0106 | \$ 0.39 |
| | | 10 OUNCE | \$ 0.2355 | 0 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.2815 | \$ 0.0099 | \$ 0.2914 | \$ (0.0335) | \$ 0.0625 | \$ 0.3204 | \$ (0.0417) | \$ 0.0360 | \$ 0.0087 | \$ 0.33 |
| | | 1/2 PINT | \$ 0.1876 | 0 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.2076 | \$ 0.0073 | \$ 0.2149 | \$ (0.0268) | \$ 0.0500 | \$ 0.2381 | \$ (0.0310) | \$ 0.0288 | \$ 0.0065 | \$ 0.24 |
| | | 4 OUNCE | \$ 0.1031 | 0 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1334 | \$ 0.0047 | \$ 0.1381 | \$ (0.0134) | \$ 0.0250 | \$ 0.1497 | \$ (0.0195) | \$ 0.0144 | \$ 0.0040 | \$ 0.15 |
| | | DISP./QT. | \$ 0.6653 | 0 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 0.6673 | \$ 0.0235 | \$ 0.6908 | \$ (0.1071) | \$ 0.2000 | \$ 0.7837 | \$ (0.1019) | \$ 0.1152 | \$ 0.0221 | \$ 0.82 |

| EGG NOG | | GALLON | \$ 4.2216 | 0 | \$ (0.0812) | \$ 0.0080 | \$ (0.0108) | \$ 4.1376 | \$ 0.1456 | \$ 4.2832 | \$ (0.4284) | \$ 0.8000 | \$ 4.6548 | \$ (0.6051) | \$ 0.4608 | \$ 0.1252 | \$ 4.66 |
|---------|--|------------|-----------|---|-------------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|---------|
| | | 1/2 GALLON | \$ 2.1672 | 0 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 2.1186 | \$ 0.0746 | \$ 2.1932 | \$ (0.2142) | \$ 0.4000 | \$ 2.3790 | \$ (0.3093) | \$ 0.2304 | \$ 0.0638 | \$ 2.39 |
| | | QUART | \$ 1.1039 | 0 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 1.1252 | \$ 0.0396 | \$ 1.1648 | \$ (0.1071) | \$ 0.2000 | \$ 1.2577 | \$ (0.1635) | \$ 0.1152 | \$ 0.0336 | \$ 1.27 |
| | | PINT | \$ 0.5800 | 0 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.6218 | \$ 0.0219 | \$ 0.6437 | \$ (0.0536) | \$ 0.1000 | \$ 0.6901 | \$ (0.0897) | \$ 0.0576 | \$ 0.0183 | \$ 0.70 |
| | | 12 OUNCE | \$ 0.4443 | 0 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.4876 | \$ 0.0172 | \$ 0.5048 | \$ (0.0402) | \$ 0.0750 | \$ 0.5396 | \$ (0.0701) | \$ 0.0432 | \$ 0.0142 | \$ 0.55 |
| | | 10 OUNCE | \$ 0.3572 | 0 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.4032 | \$ 0.0142 | \$ 0.4174 | \$ (0.0335) | \$ 0.0625 | \$ 0.4464 | \$ (0.0580) | \$ 0.0360 | \$ 0.0118 | \$ 0.46 |
| | | 1/2 PINT | \$ 0.2850 | 0 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.3050 | \$ 0.0107 | \$ 0.3157 | \$ (0.0268) | \$ 0.0500 | \$ 0.3389 | \$ (0.0441) | \$ 0.0288 | \$ 0.0090 | \$ 0.35 |
| | | 4 OUNCE | \$ 0.1518 | 0 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1821 | \$ 0.0064 | \$ 0.1885 | \$ (0.0134) | \$ 0.0250 | \$ 0.2001 | \$ (0.0260) | \$ 0.0144 | \$ 0.0052 | \$ 0.21 |
| | | DISP./QT. | \$ 1.0547 | 0 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 1.0567 | \$ 0.0372 | \$ 1.0939 | \$ (0.1071) | \$ 0.2000 | \$ 1.1868 | \$ (0.1543) | \$ 0.1152 | \$ 0.0318 | \$ 1.20 |

**PENNSYLVANIA MILK MARKETING BOARD
AREA 3 PRICE BUILD-UP
June 2009**

| | | 1 | 2 | 3 | 4 | | 5 | 6 | 7 | 8 | 9 | 10 | 12 | 13 | 14 | 15 |
|----------------|-----------------|------------------------------|----------------------------------|-------------------------------|-----------------------|------------------|--------------------|---------------------------|-------------------------|--------------------------------|------------------------------|-----------------------|---------------------|------------------------------|---------------------------|--------------------|
| | | AVERAGE DELIVERED COST | CREAM FIXED ADD-ON ADJUST. | SMALL CONTAINER ADJUST. | COST UPDATE ADD-ON | ENERGY ADD-ON | WHOLESALE PRICE | 3.40% PROFIT FACTOR | PRICE WITH PROFIT | AVERAGE DELIVERY ADJUST. | SMALL DELIVERY ADJUST. | PROPOSED WHOLESALE | PERCENT DISCOUNT | IN-STORE HANDLING COST | 2.70% RETAIL PROFIT | PROPOSED RETAIL |
| HALF & HALF | 1/2 GALLON | \$ 1.4389 | \$ 0.3860 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 1.7763 | \$ 0.0625 | \$ 1.8388 | \$ (0.2142) | \$ 0.4000 | \$ 2.0246 | \$ (0.2632) | \$ 0.2304 | \$ 0.0553 | \$ 2.05 |
| | QUART | \$ 0.7398 | \$ 0.1930 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 0.9541 | \$ 0.0336 | \$ 0.9877 | \$ (0.1071) | \$ 0.2000 | \$ 1.0806 | \$ (0.1405) | \$ 0.1152 | \$ 0.0293 | \$ 1.09 |
| | PINT | \$ 0.3979 | \$ 0.0965 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.5362 | \$ 0.0189 | \$ 0.5551 | \$ (0.0536) | \$ 0.1000 | \$ 0.6015 | \$ (0.0782) | \$ 0.0576 | \$ 0.0161 | \$ 0.61 |
| | 12 OUNCE | \$ 0.3077 | \$ 0.0724 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.4234 | \$ 0.0149 | \$ 0.4383 | \$ (0.0402) | \$ 0.0750 | \$ 0.4731 | \$ (0.0615) | \$ 0.0432 | \$ 0.0126 | \$ 0.48 |
| | 10 OUNCE | \$ 0.2434 | \$ 0.0603 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.3497 | \$ 0.0123 | \$ 0.3620 | \$ (0.0335) | \$ 0.0625 | \$ 0.3910 | \$ (0.0508) | \$ 0.0360 | \$ 0.0104 | \$ 0.40 |
| | 1/2 PINT | \$ 0.1940 | \$ 0.0483 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.2623 | \$ 0.0092 | \$ 0.2715 | \$ (0.0268) | \$ 0.0500 | \$ 0.2947 | \$ (0.0383) | \$ 0.0288 | \$ 0.0079 | \$ 0.30 |
| | 4 OUNCE | \$ 0.1063 | \$ 0.0241 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1607 | \$ 0.0057 | \$ 0.1664 | \$ (0.0134) | \$ 0.0250 | \$ 0.1780 | \$ (0.0231) | \$ 0.0144 | \$ 0.0047 | \$ 0.19 |
| | DISP./QT. | \$ 0.6906 | \$ 0.1930 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 0.8856 | \$ 0.0312 | \$ 0.9168 | \$ (0.1071) | \$ 0.2000 | \$ 1.0097 | \$ (0.1313) | \$ 0.1152 | \$ 0.0276 | \$ 1.02 |
| | 3/8 OZ | \$ 0.0076 | \$ 0.0104 | | \$ - | \$ - | \$ 0.0180 | \$ 0.0006 | \$ 0.0186 | \$ (0.0013) | \$ 0.0023 | \$ 0.0197 | \$ (0.0026) | \$ 0.0014 | \$ 0.0005 | \$ 0.02 |
| | 1/2 OZ | \$ 0.0102 | \$ 0.0138 | | \$ - | \$ - | \$ 0.0240 | \$ 0.0008 | \$ 0.0248 | \$ (0.0017) | \$ 0.0031 | \$ 0.0263 | \$ (0.0034) | \$ 0.0018 | \$ 0.0007 | \$ 0.03 |
| 3/4 OZ | \$ 0.0153 | \$ 0.0207 | | \$ - | \$ (0.0001) | \$ 0.0359 | \$ 0.0013 | \$ 0.0372 | \$ (0.0025) | \$ 0.0047 | \$ 0.0394 | \$ (0.0051) | \$ 0.0027 | \$ 0.0010 | \$ 0.04 | |
| LIGHT CREAM | 1/2 GALLON | \$ 1.8324 | \$ 0.3912 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 2.1750 | \$ 0.0766 | \$ 2.2516 | \$ (0.2142) | \$ 0.4000 | \$ 2.4374 | \$ (0.3169) | \$ 0.2304 | \$ 0.0652 | \$ 2.45 |
| | QUART | \$ 0.9365 | \$ 0.1956 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 1.1534 | \$ 0.0406 | \$ 1.1940 | \$ (0.1071) | \$ 0.2000 | \$ 1.2869 | \$ (0.1673) | \$ 0.1152 | \$ 0.0343 | \$ 1.30 |
| | PINT | \$ 0.4963 | \$ 0.0978 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.6359 | \$ 0.0224 | \$ 0.6583 | \$ (0.0536) | \$ 0.1000 | \$ 0.7047 | \$ (0.0916) | \$ 0.0576 | \$ 0.0186 | \$ 0.71 |
| | 12 OUNCE | \$ 0.3815 | \$ 0.0734 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.4982 | \$ 0.0175 | \$ 0.5157 | \$ (0.0402) | \$ 0.0750 | \$ 0.5505 | \$ (0.0716) | \$ 0.0432 | \$ 0.0145 | \$ 0.56 |
| | 10 OUNCE | \$ 0.3048 | \$ 0.0611 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.4119 | \$ 0.0145 | \$ 0.4264 | \$ (0.0335) | \$ 0.0625 | \$ 0.4554 | \$ (0.0592) | \$ 0.0360 | \$ 0.0120 | \$ 0.47 |
| | 1/2 PINT | \$ 0.2432 | \$ 0.0489 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.3121 | \$ 0.0110 | \$ 0.3231 | \$ (0.0268) | \$ 0.0500 | \$ 0.3463 | \$ (0.0450) | \$ 0.0288 | \$ 0.0092 | \$ 0.36 |
| | 4 OUNCE | \$ 0.1309 | \$ 0.0245 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.1857 | \$ 0.0065 | \$ 0.1922 | \$ (0.0134) | \$ 0.0250 | \$ 0.2038 | \$ (0.0265) | \$ 0.0144 | \$ 0.0053 | \$ 0.21 |
| | DISP./QT. | \$ 0.8873 | \$ 0.1956 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 1.0849 | \$ 0.0382 | \$ 1.1231 | \$ (0.1071) | \$ 0.2000 | \$ 1.2160 | \$ (0.1581) | \$ 0.1152 | \$ 0.0326 | \$ 1.23 |
| | MEDIUM CREAM | 1/2 GALLON | \$ 2.4461 | \$ 0.3912 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 2.7887 | \$ 0.0982 | \$ 2.8869 | \$ (0.2142) | \$ 0.4000 | \$ 3.0727 | \$ (0.3995) | \$ 0.2304 | \$ 0.0806 |
| QUART | | \$ 1.2434 | \$ 0.1956 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 1.4603 | \$ 0.0514 | \$ 1.5117 | \$ (0.1071) | \$ 0.2000 | \$ 1.6046 | \$ (0.2086) | \$ 0.1152 | \$ 0.0419 | \$ 1.61 |
| PINT | | \$ 0.6497 | \$ 0.0978 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.7893 | \$ 0.0278 | \$ 0.8171 | \$ (0.0536) | \$ 0.1000 | \$ 0.8635 | \$ (0.1123) | \$ 0.0576 | \$ 0.0224 | \$ 0.87 |
| 12 OUNCE | | \$ 0.4966 | \$ 0.0734 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.6133 | \$ 0.0216 | \$ 0.6349 | \$ (0.0402) | \$ 0.0750 | \$ 0.6697 | \$ (0.0871) | \$ 0.0432 | \$ 0.0174 | \$ 0.68 |
| 10 OUNCE | | \$ 0.4007 | \$ 0.0611 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.5078 | \$ 0.0179 | \$ 0.5257 | \$ (0.0335) | \$ 0.0625 | \$ 0.5547 | \$ (0.0721) | \$ 0.0360 | \$ 0.0144 | \$ 0.56 |
| 1/2 PINT | | \$ 0.3199 | \$ 0.0489 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.3888 | \$ 0.0137 | \$ 0.4025 | \$ (0.0268) | \$ 0.0500 | \$ 0.4257 | \$ (0.0553) | \$ 0.0288 | \$ 0.0111 | \$ 0.44 |
| 4 OUNCE | | \$ 0.1692 | \$ 0.0245 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.2240 | \$ 0.0079 | \$ 0.2319 | \$ (0.0134) | \$ 0.0250 | \$ 0.2435 | \$ (0.0317) | \$ 0.0144 | \$ 0.0063 | \$ 0.25 |
| DISP./QT. | | \$ 1.1942 | \$ 0.1956 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 1.3918 | \$ 0.0490 | \$ 1.4408 | \$ (0.1071) | \$ 0.2000 | \$ 1.5337 | \$ (0.1994) | \$ 0.1152 | \$ 0.0402 | \$ 1.54 |
| HEAVY CREAM | 1/2 GALLON | \$ 2.7448 | \$ 0.3912 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 3.0874 | \$ 0.1087 | \$ 3.1961 | \$ (0.2142) | \$ 0.4000 | \$ 3.3819 | \$ (0.4396) | \$ 0.2304 | \$ 0.0880 | \$ 3.39 |
| | QUART | \$ 1.3927 | \$ 0.1956 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 1.6096 | \$ 0.0567 | \$ 1.6663 | \$ (0.1071) | \$ 0.2000 | \$ 1.7592 | \$ (0.2287) | \$ 0.1152 | \$ 0.0457 | \$ 1.77 |
| | PINT | \$ 0.7244 | \$ 0.0978 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.8640 | \$ 0.0304 | \$ 0.8944 | \$ (0.0536) | \$ 0.1000 | \$ 0.9408 | \$ (0.1223) | \$ 0.0576 | \$ 0.0243 | \$ 0.95 |
| | 12 OUNCE | \$ 0.5526 | \$ 0.0734 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.6693 | \$ 0.0236 | \$ 0.6929 | \$ (0.0402) | \$ 0.0750 | \$ 0.7277 | \$ (0.0946) | \$ 0.0432 | \$ 0.0188 | \$ 0.74 |
| | 10 OUNCE | \$ 0.4474 | \$ 0.0611 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.5545 | \$ 0.0195 | \$ 0.5740 | \$ (0.0335) | \$ 0.0625 | \$ 0.6030 | \$ (0.0784) | \$ 0.0360 | \$ 0.0156 | \$ 0.61 |
| | 1/2 PINT | \$ 0.3572 | \$ 0.0489 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.4261 | \$ 0.0150 | \$ 0.4411 | \$ (0.0268) | \$ 0.0500 | \$ 0.4643 | \$ (0.0604) | \$ 0.0288 | \$ 0.0120 | \$ 0.47 |
| | 4 OUNCE | \$ 0.1879 | \$ 0.0245 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.2427 | \$ 0.0085 | \$ 0.2512 | \$ (0.0134) | \$ 0.0250 | \$ 0.2628 | \$ (0.0342) | \$ 0.0144 | \$ 0.0067 | \$ 0.27 |
| | DISP./QT. | \$ 1.3435 | \$ 0.1956 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 1.5411 | \$ 0.0542 | \$ 1.5953 | \$ (0.1071) | \$ 0.2000 | \$ 1.6882 | \$ (0.2195) | \$ 0.1152 | \$ 0.0440 | \$ 1.70 |

PENNSYLVANIA MILK MARKETING BOARD

AREA 3 PRICE BUILD-UP

June 2009

| 1 | 2 | 3 | 4 | | 5 | 6 | 7 | 8 | 9 | 10 | 12 | 13 | 14 | 15 |
|------------------------|----------------------------|-------------------------|--------------------|---------------|-----------------|---------------------|-------------------|--------------------------|------------------------|--------------------|------------------|------------------------|---------------------|-----------------|
| AVERAGE DELIVERED COST | CREAM FIXED ADD-ON ADJUST. | SMALL CONTAINER ADJUST. | COST UPDATE ADD-ON | ENERGY ADD-ON | WHOLESALE PRICE | 3.40% PROFIT FACTOR | PRICE WITH PROFIT | AVERAGE DELIVERY ADJUST. | SMALL DELIVERY ADJUST. | PROPOSED WHOLESALE | PERCENT DISCOUNT | IN-STORE HANDLING COST | 2.70% RETAIL PROFIT | PROPOSED RETAIL |

SOUR CREAM

| | | | | | | | | | | | | | | | | |
|------------|------------|-----------|-----------|-------------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|-----------|-----------|---------|
| SOUR CREAM | 1/2 GALLON | \$ 1.6986 | \$ 1.3854 | \$ (0.0472) | \$ 0.0040 | \$ (0.0054) | \$ 3.0354 | \$ 0.1068 | \$ 3.1422 | \$ (0.2142) | \$ 0.4000 | \$ 3.3280 | \$ (0.4326) | \$ 0.2304 | \$ 0.0867 | \$ 3.34 |
| | QUART | \$ 0.8493 | \$ 0.6927 | \$ 0.0220 | \$ 0.0020 | \$ (0.0027) | \$ 1.5633 | \$ 0.0550 | \$ 1.6183 | \$ (0.1071) | \$ 0.2000 | \$ 1.7112 | \$ (0.2225) | \$ 0.1152 | \$ 0.0445 | \$ 1.72 |
| | PINT | \$ 0.4247 | \$ 0.3464 | \$ 0.0422 | \$ 0.0010 | \$ (0.0014) | \$ 0.8129 | \$ 0.0286 | \$ 0.8415 | \$ (0.0536) | \$ 0.1000 | \$ 0.8879 | \$ (0.1154) | \$ 0.0576 | \$ 0.0230 | \$ 0.90 |
| | 12 OUNCE | \$ 0.3185 | \$ 0.2598 | \$ 0.0435 | \$ 0.0008 | \$ (0.0010) | \$ 0.6216 | \$ 0.0219 | \$ 0.6435 | \$ (0.0402) | \$ 0.0750 | \$ 0.6783 | \$ (0.0882) | \$ 0.0432 | \$ 0.0176 | \$ 0.69 |
| | 10 OUNCE | \$ 0.2654 | \$ 0.2165 | \$ 0.0462 | \$ 0.0006 | \$ (0.0008) | \$ 0.5279 | \$ 0.0186 | \$ 0.5465 | \$ (0.0335) | \$ 0.0625 | \$ 0.5755 | \$ (0.0748) | \$ 0.0360 | \$ 0.0149 | \$ 0.59 |
| | 1/2 PINT | \$ 0.2124 | \$ 0.1732 | \$ 0.0202 | \$ 0.0005 | \$ (0.0007) | \$ 0.4056 | \$ 0.0143 | \$ 0.4199 | \$ (0.0268) | \$ 0.0500 | \$ 0.4431 | \$ (0.0576) | \$ 0.0288 | \$ 0.0115 | \$ 0.45 |
| | 4 OUNCE | \$ 0.1062 | \$ 0.0866 | \$ 0.0303 | \$ 0.0003 | \$ (0.0003) | \$ 0.2231 | \$ 0.0079 | \$ 0.2310 | \$ (0.0134) | \$ 0.0250 | \$ 0.2426 | \$ (0.0315) | \$ 0.0144 | \$ 0.0063 | \$ 0.25 |
| | DISP./QT. | \$ 0.8493 | \$ 0.6927 | \$ 0.0027 | \$ 0.0020 | \$ (0.0027) | \$ 1.5440 | \$ 0.0543 | \$ 1.5983 | \$ (0.1071) | \$ 0.2000 | \$ 1.6912 | \$ (0.2199) | \$ 0.1152 | \$ 0.0440 | \$ 1.70 |

AREA 3

PENNSYLVANIA MILK MARKETING BOARD
NORTHEASTERN MILK MARKETING AREA
MINIMUM WHOLESALE PRICES
SCHEDULE I

| | | |
|----------------|-----------|-----------|
| | CLASS I | CLASS II |
| SKIM RATE | \$ 11.60 | \$ 6.61 |
| BUTTERFAT RATE | \$ 1.3086 | \$ 1.3112 |

June 2009

OGO A-962

| DESCRIPTION | PRODUCT CODE | BUTTERFAT % RANGE | | BULK PER QT. EQUIV. | NON-RETURNABLE | | | | | | | | |
|------------------------------|--------------|-------------------|-------|---------------------|----------------|-----------------|-----------|-----------|-----------|-----------|----------------|-----------|-----------|
| | | LOW | HIGH | | /1/ GAL. | /2/ 1/2 GAL. | QUART | PINT | 12 OZ. | 10 OZ. | /4/ 1/2 PT. | 4 OZ. | |
| | | | | | | | | | | | | | |
| STANDARD MILK | 400 | 3.10 | 6.00 | \$ 0.7231 | \$ 2.8002 | \$ 1.4516 | \$ 0.7940 | \$ 0.4583 | \$ 0.3656 | \$ 0.3015 | \$ 0.2230 | \$ 0.1421 | |
| REDUCED FAT MILK, 2% MILKFAT | 800 | 1.50 | 3.09 | \$ 0.6916 | \$ 2.6741 | \$ 1.3886 | \$ 0.7625 | \$ 0.4425 | \$ 0.3538 | \$ 0.2916 | \$ 0.2151 | \$ 0.1382 | |
| LOWFAT MILK, 1% MILKFAT | 900 | 0.50 | 1.49 | \$ 0.6651 | \$ 2.5679 | \$ 1.3355 | \$ 0.7360 | \$ 0.4292 | \$ 0.3439 | \$ 0.2832 | \$ 0.2085 | \$ 0.1349 | |
| NONFAT MILK | 1200 | 0.00 | 0.49 | \$ 0.6443 | \$ 2.4853 | \$ 1.2942 | \$ 0.7153 | \$ 0.4189 | \$ 0.3361 | \$ 0.2768 | \$ 0.2033 | \$ 0.1323 | |
| FLAVORED MILK | 500 | 3.10 | 6.00 | \$ 0.7497 | \$ 2.9066 | \$ 1.5048 | \$ 0.8206 | \$ 0.4716 | \$ 0.3757 | \$ 0.3097 | \$ 0.2297 | \$ 0.1455 | |
| FLAVORED REDUCED FAT MILK | 600 | 0.00 | 3.09 | \$ 0.7025 | \$ 2.7178 | \$ 1.4104 | \$ 0.7734 | \$ 0.4480 | \$ 0.3580 | \$ 0.2950 | \$ 0.2179 | \$ 0.1396 | |
| BUTTERMILK | 1000 | 0.00 | 6.00 | \$ 0.7837 | \$ 3.0423 | \$ 1.5728 | \$ 0.8546 | \$ 0.4885 | \$ 0.3884 | \$ 0.3204 | \$ 0.2381 | \$ 0.1497 | |
| EGG NOG | 510 | 0.00 | 17.99 | \$ 1.1868 | \$ 4.6548 | \$ 2.3790 | \$ 1.2577 | \$ 0.6901 | \$ 0.5396 | \$ 0.4464 | \$ 0.3389 | \$ 0.2001 | |
| MIXED MILK /3/ | 1500 | 6.01 | 17.99 | \$ 1.0097 | | \$ 2.0246 | \$ 1.0806 | \$ 0.6015 | \$ 0.4731 | \$ 0.3910 | \$ 0.2947 | \$ 0.1780 | |
| LIGHT CREAM | 1700 | 18.00 | 29.99 | \$ 1.2160 | | \$ 2.4374 | \$ 1.2869 | \$ 0.7047 | \$ 0.5505 | \$ 0.4554 | \$ 0.3463 | \$ 0.2038 | |
| MEDIUM CREAM | 1800 | 30.00 | 35.99 | \$ 1.5337 | | \$ 3.0727 | \$ 1.6046 | \$ 0.8635 | \$ 0.6697 | \$ 0.5547 | \$ 0.4257 | \$ 0.2435 | |
| HEAVY CREAM | 1900 | 36.00 | 50.00 | \$ 1.6882 | | \$ 3.3819 | \$ 1.7592 | \$ 0.9408 | \$ 0.7277 | \$ 0.6030 | \$ 0.4643 | \$ 0.2628 | |
| SOUR CREAM /5/ | 1600 | 0.00 | 29.99 | \$ 1.6912 | \$0.7949 / LB. | | \$ 3.3280 | \$ 1.7112 | \$ 0.8879 | \$ 0.6783 | \$ 0.5755 | \$ 0.4431 | \$ 0.2426 |

/1/ DEDUCT \$0.06 IF SOLD IN REUSABLE CONTAINER WITH A 50 CENT DEPOSIT.

/2/ DEDUCT \$0.04 IF SOLD IN REUSABLE CONTAINER WITH A 40 CENT DEPOSIT.

/3/ MIXED MILK PRICES:
 3/8 OZ. - \$ 0.0197 Case of 400 = \$ 7.88
 1/2 OZ. - \$ 0.0263 Case of 300 = \$ 7.89

/4/ ADD \$ 0.0289 WHEN SOLD IN RIGID PLASTIC CONTAINERS

/5/ SOUR CREAM
 5 LBS. - \$ 3.9746
 10 LBS. - \$ 7.9492

AREA 3

PENNSYLVANIA MILK MARKETING BOARD
 NORTHEASTERN MILK MARKETING AREA
 MINIMUM RETAIL OUT-OF-STORE (CASH AND CARRY)
 SCHEDULE II /4/

June 2009

OGO A-962

| DESCRIPTION | PRODUCT CODE | BUTTERFAT % RANGE | | BULK PER QT. EQUIV. | NON-RETURNABLE | | | | | | | |
|------------------------------|--------------|-------------------|-------|---------------------|----------------|--------------|---------|---------|---------|---------|-------------|---------|
| | | LOW | HIGH | | /1/ GAL. | /2/ 1/2 GAL. | QUART | PINT | 12 OZ. | 10 OZ. | /5/ 1/2 PT. | 4 OZ. |
| | | | | | | | | | | | | |
| STANDARD MILK | 400 | 3.10 | 6.00 | \$ 0.77 | \$ 2.98 | \$ 1.53 | \$ 0.83 | \$ 0.47 | \$ 0.37 | \$ 0.31 | \$ 0.23 | \$ 0.15 |
| REDUCED FAT MILK, 2% MILKFAT | 800 | 1.50 | 3.09 | \$ 0.74 | \$ 2.86 | \$ 1.48 | \$ 0.80 | \$ 0.45 | \$ 0.36 | \$ 0.30 | \$ 0.22 | \$ 0.14 |
| LOWFAT MILK, 1% MILKFAT | 900 | 0.50 | 1.49 | \$ 0.71 | \$ 2.77 | \$ 1.43 | \$ 0.78 | \$ 0.44 | \$ 0.35 | \$ 0.29 | \$ 0.22 | \$ 0.14 |
| NONFAT MILK | 1200 | 0.00 | 0.49 | \$ 0.69 | \$ 2.70 | \$ 1.39 | \$ 0.76 | \$ 0.43 | \$ 0.34 | \$ 0.28 | \$ 0.21 | \$ 0.14 |
| FLAVORED MILK | 500 | 3.10 | 6.00 | \$ 0.79 | \$ 3.07 | \$ 1.58 | \$ 0.85 | \$ 0.48 | \$ 0.38 | \$ 0.31 | \$ 0.23 | \$ 0.16 |
| FLAVORED REDUCED FAT MILK | 600 | 0.00 | 3.10 | \$ 0.75 | \$ 2.90 | \$ 1.50 | \$ 0.81 | \$ 0.46 | \$ 0.36 | \$ 0.30 | \$ 0.22 | \$ 0.14 |
| BUTTERMILK | 1000 | 0.00 | 6.00 | \$ 0.82 | \$ 3.19 | \$ 1.64 | \$ 0.88 | \$ 0.50 | \$ 0.39 | \$ 0.33 | \$ 0.24 | \$ 0.15 |
| EGG NOG | 510 | 0.00 | 17.99 | \$ 1.20 | \$ 4.66 | \$ 2.39 | \$ 1.27 | \$ 0.70 | \$ 0.55 | \$ 0.46 | \$ 0.35 | \$ 0.21 |
| MIXED MILK | 1500 | 6.01 | 17.99 | \$ 1.02 | | \$ 2.05 | \$ 1.09 | \$ 0.61 | \$ 0.48 | \$ 0.40 | \$ 0.30 | \$ 0.19 |
| LIGHT CREAM | 1700 | 18.00 | 29.99 | \$ 1.23 | | \$ 2.45 | \$ 1.30 | \$ 0.71 | \$ 0.56 | \$ 0.47 | \$ 0.36 | \$ 0.21 |
| MEDIUM CREAM | 1800 | 30.00 | 35.99 | \$ 1.54 | | \$ 3.08 | \$ 1.61 | \$ 0.87 | \$ 0.68 | \$ 0.56 | \$ 0.44 | \$ 0.25 |
| HEAVY CREAM | 1900 | 36.00 | 50.00 | \$ 1.70 | | \$ 3.39 | \$ 1.77 | \$ 0.95 | \$ 0.74 | \$ 0.61 | \$ 0.47 | \$ 0.27 |
| SOUR CREAM /3/ | 1600 | 0.00 | 29.99 | \$ 1.70 | | \$ 3.34 | \$ 1.72 | \$ 0.90 | \$ 0.69 | \$ 0.59 | \$ 0.45 | \$ 0.25 |

/1/ DEDUCT \$0.06 IF SOLD IN REUSABLE CONTAINER WITH A 50 CENT DEPOSIT.

/2/ DEDUCT \$0.04 IF SOLD IN REUSABLE CONTAINER WITH A 40 CENT DEPOSIT.

/3/ SOUR CREAM -
 5 LBS. - \$ 4.05
 10 LBS. - \$ 8.10

/4/ ADD \$0.04 PER QUART FOR HOME-DELIVERED MILK

/5/ ADD \$ 0.03 WHEN SOLD IN RIGID PLASTIC CONTAINERS