

3/23/2012		EASTERN MARKET			VIRGINIA STATE MILK COMMISSION PRESUMED PROCESSING, PLATFORM AND DELIVERED UNIT COST EASTERN VIRGINIA MARKET						PAGE 1 OF 4
MONTH: Apr-12		EFFECTIVE: 1-Apr-12			EASTERN MARKET WHOLESALE COSTS			EASTERN MARKET RETAIL COSTS(+ 6%)			
CLASS I SKIM: \$17.9600 BUTTERFAT: \$1.5965 CLASS II SKIM: \$11.0900 BUTTERFAT: \$1.5809		EASTERN MARKET RAW PROD. COST	EASTERN MARKET WEIGHTED AVERAGE PROC. COSTS	EASTERN MARKET PLATFORM COSTS	DELIVERED COSTS 0-13 CASES PER DEL. 47.91% CATEGORY	DELIVERED COSTS 14-99 CASES PER DEL. 23.96% CATEGORY	DELIVERED COSTS 100+ CASES PER DEL. 12.95% CATEGORY	DELIVERED COSTS 0-13 CASES PER DEL. CATEGORY	DELIVERED COSTS 14-99 CASES PER DEL. CATEGORY	DELIVERED COSTS 100+ CASES PER DEL. CATEGORY	
B.F. TEST	PRODUCT										
3.25	HVD B-MULTI-QT PL. GAL PL. HGAL HPT	0.493 1.971 0.986 0.123	0.222 0.768 0.469 0.106	0.715 2.739 1.455 0.229	1.058 4.052 2.151 0.339	0.886 3.396 1.803 0.284	0.808 3.094 1.643 0.259	1.12 4.30 2.28 0.36	0.94 3.60 1.91 0.30	0.86 3.28 1.74 0.27	
2.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.455 1.820 0.910 0.114	0.215 0.741 0.451 0.103	0.670 2.561 1.361 0.217	0.991 3.788 2.012 0.321	0.831 3.175 1.687 0.269	0.757 2.893 1.537 0.245	1.05 4.02 2.13 0.34	0.88 3.37 1.79 0.29	0.80 3.07 1.63 0.26	
1.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.424 1.695 0.848 0.106	0.182 0.724 0.435 0.114	0.606 2.419 1.283 0.220	0.896 3.578 1.897 0.326	0.751 2.999 1.590 0.273	0.685 2.732 1.449 0.249	0.95 3.79 2.01 0.35	0.80 3.18 1.69 0.29	0.73 2.90 1.54 0.26	
1.00	BM PLASTIC-1/2 GA PL. QT	0.848	0.409	1.257	1.859	1.558	1.419	1.97	1.65	1.50	
.50	BM PLASTIC-1/2 GA										
.50	SKIM B-MULTI-QT PL. GAL PL. HGAL HPT	0.409 1.635 0.817 0.102	0.203 0.692 0.439 0.115	0.612 2.327 1.256 0.217	0.905 3.442 1.857 0.321	0.759 2.885 1.556 0.269	0.691 2.629 1.418 0.245	0.96 3.65 1.97 0.34	0.80 3.06 1.65 0.29	0.73 2.79 1.50 0.26	
1.50	FLAV. MILK B-MULTI-QT PL. GAL PLASTIC-1/2 GA HPT	0.408 1.631 0.816 0.102	0.229 0.985 0.647 0.103	0.637 2.616 1.463 0.205	0.942 3.869 2.164 0.304	0.789 3.243 1.814 0.254	0.719 2.955 1.652 0.232	1.00 4.10 2.29 0.32	0.84 3.44 1.92 0.27	0.76 3.13 1.75 0.25	

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THE WEIGHTED AVERAGE PROCESSING COST INCLUDE AN ASSESSMENT OF \$ .20/CWT FOR THE MILK PROCESSOR EDUCATION PROGRAM. THIS PROGRAM IS ADMINISTERED BY THE U.S. DEPARTMENT OF AGRICULTURE.

3/23/2012		WESTERN MARKET			VIRGINIA STATE MILK COMMISSION PRESUMED PROCESSING, PLATFORM AND DELIVERED UNIT COST WESTERN VIRGINIA MARKET						PAGE 2 OF 4
MONTH: Apr-12		EFFECTIVE: 1-Apr-12			WESTERN MARKET WHOLESALE COSTS			WESTERN MARKET RETAIL COSTS(+ 6%)			
CLASS I SKIM: \$17.7600 BUTTERFAT: \$1.5945 CLASS II SKIM: \$11.0900 BUTTERFAT: \$1.5809		WESTERN MARKET	WESTERN MARKET WEIGHTED AVERAGE PROC. COSTS	WESTERN MARKET PLATFORM COSTS	DELIVERED COSTS 0-13 CASES PER DEL. 47.91% CATEGORY	DELIVERED COSTS 14-99 CASES PER DEL. 23.96% CATEGORY	DELIVERED COSTS 100+ CASES PER DEL. 12.95% CATEGORY	DELIVERED COSTS 0-13 CASES PER DEL. CATEGORY	DELIVERED COSTS 14-99 CASES PER DEL. CATEGORY	DELIVERED COSTS 100+ CASES PER DEL. CATEGORY	
B.F. TEST	PRODUCT	RAW PROD. COST									
3.25	HVD B-MULTI-QT PL. GAL PL. HGAL HPT	0.488 1.954 0.977 0.122	0.222 0.768 0.469 0.106	0.711 2.722 1.446 0.228	1.051 4.026 2.138 0.337	0.881 3.374 1.792 0.283	0.803 3.075 1.633 0.258	1.11 4.27 2.27 0.36	0.93 3.58 1.90 0.30	0.85 3.26 1.73 0.27	
2.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.451 1.803 0.901 0.113	0.215 0.741 0.451 0.103	0.666 2.544 1.352 0.216	0.985 3.763 1.999 0.320	0.826 3.154 1.675 0.268	0.752 2.874 1.527 0.244	1.04 3.99 2.12 0.34	0.88 3.34 1.78 0.28	0.80 3.05 1.62 0.26	
1.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.419 1.678 0.839 0.105	0.182 0.724 0.435 0.114	0.602 2.402 1.274 0.219	0.890 3.553 1.884 0.324	0.746 2.978 1.579 0.272	0.680 2.713 1.439 0.247	0.94 3.77 2.00 0.34	0.79 3.16 1.67 0.29	0.72 2.88 1.53 0.26	
1.00	BM PLASTIC-1/2 GA PL. QT	0.839	0.409	1.248	1.845	1.547	1.409	1.96	1.64	1.49	
.50	BM PLASTIC-1/2 GA										
.50	SKIM B-MULTI-QT PL. GAL PL. HGAL HPT	0.404 1.617 0.809 0.101	0.203 0.692 0.439 0.115	0.608 2.309 1.248 0.216	0.899 3.416 1.845 0.320	0.753 2.863 1.547 0.268	0.686 2.608 1.409 0.244	0.95 3.62 1.96 0.34	0.80 3.03 1.64 0.28	0.73 2.76 1.49 0.26	
1.50	FLAV. MILK B-MULTI-QT PL. GAL PLASTIC-1/2 GA HPT	0.404 1.615 0.808 0.101	0.229 0.985 0.647 0.103	0.633 2.600 1.455 0.204	0.936 3.846 2.152 0.302	0.784 3.223 1.804 0.253	0.715 2.937 1.643 0.231	0.99 4.08 2.28 0.32	0.83 3.42 1.91 0.27	0.76 3.11 1.74 0.24	

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3/23/2012		SOUTHWEST MARKET			VIRGINIA STATE MILK COMMISSION PRESUMED PROCESSING, PLATFORM AND DELIVERED UNIT COST SOUTHWEST VIRGINIA MARKET						PAGE 3 OF 4
MONTH: Apr-12		EFFECTIVE: 1-Apr-12			SOUTHWEST MARKET WHOLESALE COSTS			SOUTHWEST MARKET RETAIL COSTS(+ 6%)			
CLASS I SKIM: \$17.3100 BUTTERFAT: \$1.5900 CLASS II SKIM: \$11.0900 BUTTERFAT: \$1.5809		RAW PROD. COST	WEIGHTED AVERAGE PROC. COSTS	SOUTHWEST MARKET PLATFORM COSTS	DELIVERED COSTS 0-13 CASES PER DEL. 47.91% CATEGORY	DELIVERED COSTS 14-99 CASES PER DEL. 23.96% CATEGORY	DELIVERED COSTS 100+ CASES PER DEL. 12.95% CATEGORY	DELIVERED COSTS 0-13 CASES PER DEL. CATEGORY	DELIVERED COSTS 14-99 CASES PER DEL. CATEGORY	DELIVERED COSTS 100+ CASES PER DEL. CATEGORY	
B.F. TEST	PRODUCT	RAW PROD. COST	WEIGHTED AVERAGE PROC. COSTS	SOUTHWEST MARKET PLATFORM COSTS	DELIVERED COSTS 0-13 CASES PER DEL. 47.91% CATEGORY	DELIVERED COSTS 14-99 CASES PER DEL. 23.96% CATEGORY	DELIVERED COSTS 100+ CASES PER DEL. 12.95% CATEGORY	DELIVERED COSTS 0-13 CASES PER DEL. CATEGORY	DELIVERED COSTS 14-99 CASES PER DEL. CATEGORY	DELIVERED COSTS 100+ CASES PER DEL. CATEGORY	
3.25	HVD B-MULTI-QT PL. GAL PL. HGAL HPT	0.479 1.915 0.958 0.120	0.222 0.768 0.469 0.106	0.701 2.683 1.427 0.226	1.037 3.969 2.110 0.334	0.869 3.326 1.768 0.280	0.792 3.031 1.611 0.255	1.10 4.21 2.24 0.35	0.92 3.53 1.87 0.30	0.84 3.21 1.71 0.27	
2.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.441 1.764 0.882 0.110	0.215 0.741 0.451 0.103	0.656 2.505 1.333 0.213	0.971 3.705 1.971 0.315	0.814 3.105 1.652 0.264	0.741 2.830 1.505 0.241	1.03 3.93 2.09 0.33	0.86 3.29 1.75 0.28	0.79 3.00 1.60 0.26	
1.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.410 1.639 0.820 0.102	0.182 0.724 0.435 0.114	0.592 2.363 1.255 0.216	0.876 3.495 1.856 0.320	0.734 2.929 1.555 0.268	0.669 2.669 1.417 0.244	0.93 3.70 1.97 0.34	0.78 3.10 1.65 0.28	0.71 2.83 1.50 0.26	
1.00	BM PLASTIC-1/2 GA PL. QT	0.820	0.409	1.229	1.817	1.523	1.388	1.93	1.61	1.47	
.50	BM PLASTIC-1/2 GA										
.50	SKIM B-MULTI-QT PL. GAL PL. HGAL HPT	0.395 1.579 0.789 0.099	0.203 0.692 0.439 0.115	0.598 2.271 1.228 0.214	0.885 3.359 1.816 0.317	0.741 2.816 1.522 0.265	0.675 2.565 1.387 0.242	0.94 3.56 1.92 0.34	0.79 2.98 1.61 0.28	0.72 2.72 1.47 0.26	
1.50	FLAV. MILK B-MULTI-QT PL. GAL PLASTIC-1/2 GA HPT	0.395 1.579 0.790 0.099	0.229 0.985 0.647 0.103	0.624 2.564 1.437 0.202	0.923 3.792 2.125 0.299	0.773 3.178 1.781 0.251	0.705 2.896 1.623 0.228	0.98 4.02 2.25 0.32	0.82 3.37 1.89 0.27	0.75 3.07 1.72 0.24	

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Apr-12

EASTERN MARKET					WESTERN MARKET					SOUTHWEST MARKET				
SKIM		BF			SKIM		BF			SKIM		BF		
CLASS I	\$17.9600			\$1.5965	CLASS I	\$17.7600			\$1.5945	CLASS I	\$17.3100			\$1.5900
CLASS II	\$11.0900			\$1.5809	CLASS II	\$11.0900			\$1.5809	CLASS II	\$11.0900			\$1.5809
DISCOUNT					DISCOUNT					DISCOUNT				
PRODUCT & TEST	COST PER POUND	PKG.	CONV.	RAW COST	PRODUCT & TEST	COST PER POUND	PKG.	CONV.	RAW COST	PRODUCT & TEST	COST PER POUND	PKG.	CONV.	RAW COST
HVD TEST					HVD TEST					HVD TEST				
RAW	3.25				RAW	3.25				RAW	3.25			
2 %	0.225649	GAL	8.60000	1.971	2 %	0.223649	GAL	8.60000	1.954	2 %	0.219149	GAL	8.60000	1.915
ASMT	0.003174	HGAL	4.30000	0.986	ASMT	0.003174	1/2 GAL	4.30000	0.977	ASMT	0.003174	1/2 GAL	4.30000	0.958
TOTAL	0.000375	QTS	2.15000	0.493	TOTAL	0.000375	QTS	2.15000	0.488	TOTAL	0.000375	QTS	2.15000	0.479
		PTS	1.07500	0.246			PTS	1.07500	0.244			PTS	1.07500	0.239
		10 OZ.	0.67188	0.154			10 OZ.	0.67188	0.153			10 OZ.	0.67188	0.150
		HPT	0.53750	0.123			1/2 PTS	0.53750	0.122			1/2 PTS	0.53750	0.120
LOW FAT TEST					LOW FAT TEST					LOW FAT TEST				
RAW	2.00				RAW	2.00				RAW	2.00			
2 %	0.207938	GAL	8.62000	1.820	2 %	0.205938	GAL	8.62000	1.803	2 %	0.201438	GAL	8.62000	1.764
ASMT	0.002806	HGAL	4.31000	0.910	ASMT	0.002806	1/2 GAL	4.31000	0.901	ASMT	0.002806	1/2 GAL	4.31000	0.882
TOTAL	0.000375	QTS	2.15500	0.455	TOTAL	0.000375	QTS	2.15500	0.451	TOTAL	0.000375	QTS	2.15500	0.441
		PTS	1.07750	0.227			PTS	1.07750	0.225			PTS	1.07750	0.220
		10 OZ.	0.67344	0.142			10 OZ.	0.67344	0.141			10 OZ.	0.67344	0.138
		HPT	0.53875	0.114			1/2 PTS	0.53875	0.113			1/2 PTS	0.53875	0.110
LOW FAT TEST					LOW FAT TEST					LOW FAT TEST				
RAW	1.50				RAW	1.50				RAW	1.50			
2 %	0.200854	GAL	8.62000	1.758	2 %	0.198854	GAL	8.62000	1.740	2 %	0.194354	GAL	8.62000	1.701
ASMT	0.002659	HGAL	4.31000	0.879	ASMT	0.002659	1/2 GAL	4.31000	0.870	ASMT	0.002659	1/2 GAL	4.31000	0.851
TOTAL	0.000375	QTS	2.15500	0.439	TOTAL	0.000375	QTS	2.15500	0.435	TOTAL	0.000375	QTS	2.15500	0.425
		PTS	1.07750	0.220			PTS	1.07750	0.218			PTS	1.07750	0.213
		10 OZ.	0.67344	0.137			10 OZ.	0.67344	0.136			10 OZ.	0.67344	0.133
		HPT	0.53875	0.110			1/2 PTS	0.53875	0.109			1/2 PTS	0.53875	0.106
B.M. SWAC TEST					B.M. SWAC TEST					B.M. SWAC TEST				
RAW	1.00				RAW	1.00				RAW	1.00			
2 %	0.193769	GAL	8.62000	1.695	2 %	0.191769	GAL	8.62000	1.678	2 %	0.187269	GAL	8.62000	1.639
ASMT	0.002512	HGAL	4.31000	0.848	ASMT	0.002512	1/2 GAL	4.31000	0.839	ASMT	0.002512	1/2 GAL	4.31000	0.820
TOTAL	0.000375	QTS	2.15500	0.424	TOTAL	0.000375	QTS	2.15500	0.419	TOTAL	0.000375	QTS	2.15500	0.410
		PTS	1.07750	0.212			PTS	1.07750	0.210			PTS	1.07750	0.205
		10 OZ.	0.67344	0.132			10 OZ.	0.67344	0.131			10 OZ.	0.67344	0.128
		HPT	0.53875	0.106			1/2 PTS	0.53875	0.105			1/2 PTS	0.53875	0.102
.50% BM/SWAC/SKIM TEST					.50% BM/SWAC/SKIM TEST					.50% BM/SWAC/SKIM TEST				
RAW	0.50				RAW	0.50				RAW	0.50			
2 %	0.186685	GAL	8.63000	1.635	2 %	0.184685	GAL	8.63000	1.617	2 %	0.180185	GAL	8.63000	1.579
ASMT	0.002365	HGAL	4.31500	0.817	ASMT	0.002365	1/2 GAL	4.31500	0.809	ASMT	0.002365	1/2 GAL	4.31500	0.789
TOTAL	0.000375	QTS	2.15750	0.409	TOTAL	0.000375	QTS	2.15750	0.404	TOTAL	0.000375	QTS	2.15750	0.395
		PTS	1.07875	0.204			PTS	1.07875	0.202			PTS	1.07875	0.197
		10 OZ.	0.67422	0.128			10 OZ.	0.67422	0.126			10 OZ.	0.67422	0.123
		HPT	0.53938	0.102			1/2 PTS	0.53938	0.101			1/2 PTS	0.53938	0.099
CHOC. TEST					CHOC. TEST					CHOC. TEST				
RAW	3.25				RAW	3.25				RAW	3.25			
2 %	0.225649	GAL	8.00000	1.834	2 %	0.223649	GAL	8.00000	1.818	2 %	0.219149	GAL	8.00000	1.782
ASMT	0.003174	HGAL	4.00000	0.917	ASMT	0.003174	1/2 GAL	4.00000	0.909	ASMT	0.003174	1/2 GAL	4.00000	0.891
TOTAL	0.000375	QTS	2.00000	0.458	TOTAL	0.000375	QTS	2.00000	0.454	TOTAL	0.000375	QTS	2.00000	0.445
		PTS	1.00000	0.229			PTS	1.00000	0.227			PTS	1.00000	0.223
		10 OZ.	0.62500	0.143			10 OZ.	0.62500	0.142			10 OZ.	0.62500	0.139
		HPT	0.50000	0.115			1/2 PTS	0.50000	0.114			1/2 PTS	0.50000	0.111
CHOC. TEST					CHOC. TEST					CHOC. TEST				
RAW	1.50				RAW	1.50				RAW	1.50			
2 %	0.200854	GAL	8.00000	1.631	2 %	0.198854	GAL	8.00000	1.615	2 %	0.194354	GAL	8.00000	1.579
ASMT	0.002659	HGAL	4.00000	0.816	ASMT	0.002659	1/2 GAL	4.00000	0.808	ASMT	0.002659	1/2 GAL	4.00000	0.790
TOTAL	0.000375	QTS	2.00000	0.408	TOTAL	0.000375	QTS	2.00000	0.404	TOTAL	0.000375	QTS	2.00000	0.395
		PTS	1.00000	0.204			PTS	1.00000	0.202			PTS	1.00000	0.197
		10 OZ.	0.62500	0.127			10 OZ.	0.62500	0.126			10 OZ.	0.62500	0.123
		HPT	0.50000	0.102			1/2 PTS	0.50000	0.101			1/2 PTS	0.50000	0.099