

1/20/2012		EASTERN MARKET			VIRGINIA STATE MILK COMMISSION PRESUMED PROCESSING, PLATFORM AND DELIVERED UNIT COST EASTERN VIRGINIA MARKET						PAGE 1 OF 4
MONTH: Feb-12		EFFECTIVE: 1-Feb-12			EASTERN MARKET WHOLESALE COSTS			EASTERN MARKET RETAIL COSTS(+ 6%)			
CLASS I SKIM: \$18.6400 BUTTERFAT: \$1.7892 CLASS II SKIM: \$11.8200 BUTTERFAT: \$1.7513		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	0.521 2.084 1.042 0.130	0.222 0.768 0.469 0.106	0.743 2.852 1.511 0.236	1.099 4.219 2.234 0.349	0.921 3.536 1.873 0.293	0.840 3.222 1.706 0.267	1.16 4.47 2.37 0.37	0.98 3.75 1.99 0.31	0.89 3.42 1.81 0.28	
2.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.478 1.912 0.956 0.120	0.215 0.741 0.451 0.103	0.693 2.653 1.407 0.223	1.025 3.924 2.081 0.330	0.859 3.289 1.744 0.277	0.783 2.997 1.589 0.252	1.09 4.16 2.21 0.35	0.91 3.49 1.85 0.29	0.83 3.18 1.68 0.27	
1.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.443 1.771 0.886 0.111	0.182 0.724 0.435 0.114	0.625 2.495 1.321 0.225	0.925 3.691 1.953 0.333	0.775 3.093 1.637 0.279	0.706 2.818 1.492 0.254	0.98 3.91 2.07 0.35	0.82 3.28 1.74 0.30	0.75 2.99 1.58 0.27	
1.00	BM PLASTIC-1/2 GA PL. QT	0.886	0.409	1.295	1.915	1.605	1.462	2.03	1.70	1.55	
.50	BM PLASTIC-1/2 GA										
.50	SKIM B-MULTI-QT PL. GAL PL. HGAL HPT	0.426 1.703 0.851 0.106	0.203 0.692 0.439 0.115	0.629 2.395 1.290 0.221	0.930 3.543 1.907 0.327	0.780 2.969 1.599 0.274	0.711 2.705 1.457 0.250	0.99 3.76 2.02 0.35	0.83 3.15 1.69 0.29	0.75 2.87 1.54 0.27	
1.50	FLAV. MILK B-MULTI-QT PL. GAL PLASTIC-1/2 GA HPT	0.427 1.709 0.855 0.107	0.229 0.985 0.647 0.103	0.656 2.694 1.502 0.210	0.971 3.985 2.222 0.311	0.813 3.339 1.862 0.261	0.741 3.043 1.697 0.238	1.03 4.22 2.36 0.33	0.86 3.54 1.97 0.28	0.79 3.23 1.80 0.25	

THE COSTS REPRESENTED ON THIS REPORT ARE THE PRESUMED COSTS FOR VIRGINIA. ALL WHOLESALE AND RETAIL DISTRIBUTOR'S ACTUAL COSTS MAY VARY IN ACCORDANCE WITH THE PROVISIONS OF REGULATION 2 VAC 15-20-100.

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.

1/20/2012		WESTERN MARKET			VIRGINIA STATE MILK COMMISSION PRESUMED PROCESSING, PLATFORM AND DELIVERED UNIT COST WESTERN VIRGINIA MARKET						PAGE 2 OF 4
MONTH: Feb-12		EFFECTIVE: 1-Feb-12			WESTERN MARKET WHOLESALE COSTS			WESTERN MARKET RETAIL COSTS(+ 6%)			
CLASS I SKIM: \$18.4400 BUTTERFAT: \$1.7872 CLASS II SKIM: \$11.8200 BUTTERFAT: \$1.7513		WESTERN MARKET RAW PROD. COST	WESTERN MARKET WEIGHTED AVERAGE PROC. COSTS	WESTERN MARKET PLATFORM COSTS	DELIVERED COSTS	DELIVERED COSTS	DELIVERED COSTS	DELIVERED COSTS	DELIVERED COSTS	DELIVERED COSTS	
B.F. TEST	PRODUCT				0-13 CASES PER DEL. 47.91% CATEGORY	14-99 CASES PER DEL. 23.96% CATEGORY	100+ CASES PER DEL. 12.95% CATEGORY	0-13 CASES PER DEL. CATEGORY	14-99 CASES PER DEL. CATEGORY	100+ CASES PER DEL. CATEGORY	
3.25	HVD B-MULTI-QT PL. GAL PL. HGAL HPT	0.517 2.067 1.033 0.129	0.222 0.768 0.469 0.106	0.739 2.835 1.502 0.235	1.093 4.194 2.221 0.348	0.916 3.515 1.861 0.291	0.835 3.202 1.696 0.265	1.16 4.45 2.35 0.37	0.97 3.73 1.97 0.31	0.89 3.39 1.80 0.28	
2.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.474 1.895 0.948 0.118	0.215 0.741 0.451 0.103	0.689 2.636 1.399 0.221	1.019 3.899 2.069 0.327	0.854 3.268 1.734 0.274	0.778 2.978 1.580 0.250	1.08 4.13 2.19 0.35	0.91 3.46 1.84 0.29	0.82 3.16 1.67 0.27	
1.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.439 1.754 0.877 0.110	0.182 0.724 0.435 0.114	0.621 2.478 1.312 0.224	0.918 3.666 1.940 0.331	0.770 3.072 1.626 0.278	0.701 2.799 1.481 0.253	0.97 3.89 2.06 0.35	0.82 3.26 1.72 0.29	0.74 2.97 1.57 0.27	
1.00	BM PLASTIC-1/2 GA PL. QT	0.877	0.409	1.286	1.902	1.594	1.452	2.02	1.69	1.54	
.50	BM PLASTIC-1/2 GA										
.50	SKIM B-MULTI-QT PL. GAL PL. HGAL HPT	0.421 1.686 0.843 0.105	0.203 0.692 0.439 0.115	0.625 2.378 1.282 0.220	0.924 3.518 1.896 0.326	0.775 2.948 1.589 0.273	0.706 2.686 1.448 0.249	0.98 3.73 2.01 0.35	0.82 3.12 1.68 0.29	0.75 2.85 1.53 0.26	
1.50	FLAV. MILK B-MULTI-QT PL. GAL PLASTIC-1/2 GA HPT	0.423 1.693 0.847 0.106	0.229 0.985 0.647 0.103	0.652 2.678 1.494 0.209	0.965 3.961 2.210 0.310	0.809 3.320 1.852 0.259	0.737 3.025 1.687 0.236	1.02 4.20 2.34 0.33	0.86 3.52 1.96 0.27	0.78 3.21 1.79 0.25	

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1/20/2012		SOUTHWEST MARKET			VIRGINIA STATE MILK COMMISSION PRESUMED PROCESSING, PLATFORM AND DELIVERED UNIT COST SOUTHWEST VIRGINIA MARKET						PAGE 3 OF 4
MONTH: Feb-12		EFFECTIVE: 1-Feb-12			SOUTHWEST MARKET WHOLESALE COSTS			SOUTHWEST MARKET RETAIL COSTS(+ 6%)			
CLASS I SKIM: \$18.1000 BUTTERFAT: \$1.7838 CLASS II SKIM: \$11.8200 BUTTERFAT: \$1.7513		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										
3.25	HVD B-MULTI-QT PL. GAL PL. HGAL HPT	0.509 2.037 1.019 0.127	0.222 0.768 0.469 0.106	0.732 2.805 1.488 0.233	1.082 4.149 2.200 0.345	0.907 3.477 1.844 0.289	0.826 3.168 1.680 0.263	1.15 4.40 2.33 0.37	0.96 3.69 1.95 0.31	0.88 3.36 1.78 0.28	
2.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.466 1.866 0.933 0.117	0.215 0.741 0.451 0.103	0.682 2.607 1.384 0.220	1.008 3.856 2.046 0.326	0.845 3.232 1.715 0.273	0.770 2.945 1.563 0.249	1.07 4.09 2.17 0.35	0.90 3.43 1.82 0.29	0.82 3.12 1.66 0.26	
1.00	LOW FAT B-MULTI-QT PL. GAL PL. HGAL HPT	0.431 1.725 0.862 0.108	0.182 0.724 0.435 0.114	0.614 2.449 1.297 0.222	0.908 3.623 1.918 0.329	0.761 3.036 1.607 0.275	0.693 2.766 1.465 0.251	0.96 3.84 2.03 0.35	0.81 3.22 1.70 0.29	0.73 2.93 1.55 0.27	
1.00	BM PLASTIC-1/2 GA PL. QT	0.862	0.409	1.271	1.879	1.575	1.435	1.99	1.67	1.52	
.50	BM PLASTIC-1/2 GA										
.50	SKIM B-MULTI-QT PL. GAL PL. HGAL HPT	0.414 1.656 0.828 0.104	0.203 0.692 0.439 0.115	0.617 2.348 1.267 0.219	0.913 3.473 1.873 0.324	0.765 2.911 1.570 0.272	0.697 2.652 1.431 0.247	0.97 3.68 1.99 0.34	0.81 3.09 1.66 0.29	0.74 2.81 1.52 0.26	
1.50	FLAV. MILK B-MULTI-QT PL. GAL PLASTIC-1/2 GA HPT	0.417 1.666 0.833 0.104	0.229 0.985 0.647 0.103	0.646 2.651 1.480 0.207	0.955 3.921 2.189 0.307	0.800 3.286 1.835 0.257	0.729 2.994 1.672 0.234	1.01 4.16 2.32 0.33	0.85 3.48 1.95 0.27	0.77 3.17 1.77 0.25	

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EASTERN MARKET					WESTERN MARKET					SOUTHWEST MARKET				
SKIM		BF			SKIM		BF			SKIM		BF		
CLASS I	\$18.6400	\$1.7892			CLASS I	\$18.4400	\$1.7872			CLASS I	\$18.1000	\$1.7838		
CLASS II	\$11.8200	\$1.7513			CLASS II	\$11.8200	\$1.7513			CLASS II	\$11.8200	\$1.7513		
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	3.25				HVD TEST	3.25			RAW COST	HVD TEST	3.25			RAW COST
RAW	0.238491	GAL	8.60000	2.084	RAW	0.236491	GAL	8.60000	2.067	RAW	0.233092	GAL	8.60000	2.037
2 %	0.003426	HGAL	4.30000	1.042	2 %	0.003426	1/2 GAL	4.30000	1.033	2 %	0.003426	1/2 GAL	4.30000	1.019
ASMT	0.000375	QTS	2.15000	0.521	ASMT	0.000375	QTS	2.15000	0.517	ASMT	0.000375	QTS	2.15000	0.509
		PTS	1.07500	0.260			PTS	1.07500	0.258			PTS	1.07500	0.255
TOTAL	0.242292	10 OZ.	0.67188	0.163	TOTAL	0.240292	10 OZ.	0.67188	0.161	TOTAL	0.236893	10 OZ.	0.67188	0.159
		HPT	0.53750	0.130			1/2 PTS	0.53750	0.129			1/2 PTS	0.53750	0.127
LOW FAT TEST	2.00				LOW FAT TEST	2.00				LOW FAT TEST	2.00			
RAW	0.218456	GAL	8.62000	1.912	RAW	0.216456	GAL	8.62000	1.895	RAW	0.213056	GAL	8.62000	1.866
2 %	0.003017	HGAL	4.31000	0.956	2 %	0.003017	1/2 GAL	4.31000	0.948	2 %	0.003017	1/2 GAL	4.31000	0.933
ASMT	0.000375	QTS	2.15500	0.478	ASMT	0.000375	QTS	2.15500	0.474	ASMT	0.000375	QTS	2.15500	0.466
		PTS	1.07750	0.239			PTS	1.07750	0.237			PTS	1.07750	0.233
TOTAL	0.221848	10 OZ.	0.67344	0.149	TOTAL	0.219848	10 OZ.	0.67344	0.148	TOTAL	0.216448	10 OZ.	0.67344	0.146
		HPT	0.53875	0.120			1/2 PTS	0.53875	0.118			1/2 PTS	0.53875	0.117
LOW FAT TEST	1.50				LOW FAT TEST	1.50				LOW FAT TEST	1.50			
RAW	0.210442	GAL	8.62000	1.842	RAW	0.208442	GAL	8.62000	1.825	RAW	0.205042	GAL	8.62000	1.795
2 %	0.002854	HGAL	4.31000	0.921	2 %	0.002854	1/2 GAL	4.31000	0.912	2 %	0.002854	1/2 GAL	4.31000	0.898
ASMT	0.000375	QTS	2.15500	0.460	ASMT	0.000375	QTS	2.15500	0.456	ASMT	0.000375	QTS	2.15500	0.449
		PTS	1.07750	0.230			PTS	1.07750	0.228			PTS	1.07750	0.224
TOTAL	0.213671	10 OZ.	0.67344	0.144	TOTAL	0.211671	10 OZ.	0.67344	0.143	TOTAL	0.208271	10 OZ.	0.67344	0.140
		HPT	0.53875	0.115			1/2 PTS	0.53875	0.114			1/2 PTS	0.53875	0.112
B.M. SWAC TEST	1.00				B.M. SWAC TEST	1.00				B.M. SWAC TEST	1.00			
RAW	0.202428	GAL	8.62000	1.771	RAW	0.200428	GAL	8.62000	1.754	RAW	0.197028	GAL	8.62000	1.725
2 %	0.002691	HGAL	4.31000	0.886	2 %	0.002691	1/2 GAL	4.31000	0.877	2 %	0.002691	1/2 GAL	4.31000	0.862
ASMT	0.000375	QTS	2.15500	0.443	ASMT	0.000375	QTS	2.15500	0.439	ASMT	0.000375	QTS	2.15500	0.431
		PTS	1.07750	0.221			PTS	1.07750	0.219			PTS	1.07750	0.216
TOTAL	0.205494	10 OZ.	0.67344	0.138	TOTAL	0.203494	10 OZ.	0.67344	0.137	TOTAL	0.200094	10 OZ.	0.67344	0.135
		HPT	0.53875	0.111			1/2 PTS	0.53875	0.110			1/2 PTS	0.53875	0.108
.50% BM/SWAC/SKIM TEST	0.50				.50% BM/SWAC/SKIM TEST	0.50				.50% BM/SWAC/SKIM TEST	0.50			
RAW	0.194414	GAL	8.63000	1.703	RAW	0.192414	GAL	8.63000	1.686	RAW	0.189014	GAL	8.63000	1.656
2 %	0.002527	HGAL	4.31500	0.851	2 %	0.002527	1/2 GAL	4.31500	0.843	2 %	0.002527	1/2 GAL	4.31500	0.828
ASMT	0.000375	QTS	2.15750	0.426	ASMT	0.000375	QTS	2.15750	0.421	ASMT	0.000375	QTS	2.15750	0.414
		PTS	1.07875	0.213			PTS	1.07875	0.211			PTS	1.07875	0.207
TOTAL	0.197316	10 OZ.	0.67422	0.133	TOTAL	0.195316	10 OZ.	0.67422	0.132	TOTAL	0.191916	10 OZ.	0.67422	0.129
		HPT	0.53938	0.106			1/2 PTS	0.53938	0.105			1/2 PTS	0.53938	0.104
CHOC. TEST	3.25				CHOC. TEST	3.25				CHOC. TEST	3.25			
RAW	0.238491	GAL	8.00000	1.938	RAW	0.236491	GAL	8.00000	1.922	RAW	0.233092	GAL	8.00000	1.895
2 %	0.003426	HGAL	4.00000	0.969	2 %	0.003426	1/2 GAL	4.00000	0.961	2 %	0.003426	1/2 GAL	4.00000	0.948
ASMT	0.000375	QTS	2.00000	0.485	ASMT	0.000375	QTS	2.00000	0.481	ASMT	0.000375	QTS	2.00000	0.474
		PTS	1.00000	0.242			PTS	1.00000	0.240			PTS	1.00000	0.237
TOTAL	0.242292	10 OZ.	0.62500	0.151	TOTAL	0.240292	10 OZ.	0.62500	0.150	TOTAL	0.236893	10 OZ.	0.62500	0.148
		HPT	0.50000	0.121			1/2 PTS	0.50000	0.120			1/2 PTS	0.50000	0.118
CHOC. TEST	1.50				CHOC. TEST	1.50				CHOC. TEST	1.50			
RAW	0.210442	GAL	8.00000	1.709	RAW	0.208442	GAL	8.00000	1.693	RAW	0.205042	GAL	8.00000	1.666
2 %	0.002854	HGAL	4.00000	0.855	2 %	0.002854	1/2 GAL	4.00000	0.847	2 %	0.002854	1/2 GAL	4.00000	0.833
ASMT	0.000375	QTS	2.00000	0.427	ASMT	0.000375	QTS	2.00000	0.423	ASMT	0.000375	QTS	2.00000	0.417
		PTS	1.00000	0.214			PTS	1.00000	0.212			PTS	1.00000	0.208
TOTAL	0.213671	10 OZ.	0.62500	0.134	TOTAL	0.211671	10 OZ.	0.62500	0.132	TOTAL	0.208271	10 OZ.	0.62500	0.130
		HPT	0.50000	0.107			1/2 PTS	0.50000	0.106			1/2 PTS	0.50000	0.104