## MILK BID

SALES HISTORY OF 1/2 PINTS

| $\begin{aligned} & \text { MILK BID } \\ & \text { FY 2010-2011 } \end{aligned}$ | SFS \#4467 - Velda \#4069 |  |  | SFS \#4470 - Velda \#10110 |  |  |  |  |  | SFS \#4468-Velda \#1717 |  |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SKIM |  |  | CHOCOLATE $\sim 1 / 2 \%$ LF |  |  | LOW FAT ~ 1\% LF |  |  | STRAWBERRY $1 \%$ LF |  |  |  |
|  | $1 / 2$ Pints | Velocity Units | Gross Sales | 1/2 Pints | Velocity Units | Gross Sales | 1/2 Pints | Velocity Units | Gross Sales | $1 / 2$ Pints | Velocity Units | Gross Sales |  |
| August (11D) | \$0.2250 | 51,400 | \$11,565.00 | \$0.2333 | 685,224 | \$159,862.76 | \$0.2328 | 356,066 | \$82,892.16 | \$0.2428 | 0 | \$0.00 | \$254,319.92 |
| September (20D) | \$0.2234 | 74,576 | \$16,660.28 | \$0.2320 | 1,147,992 | \$266,334.14 | \$0.2314 | 539,800 | \$124,909.72 | \$0.2414 | 0 | \$0.00 | \$407,904.14 |
| October (20D) | \$0.2292 | 78,300 | \$17,946.36 | \$0.2378 | 1,190,817 | \$283,176.28 | \$0.2372 | 537,850 | \$127,578.02 | \$0.2498 | 0 | \$0.00 | \$428,700.66 |
| November (18D) | \$0.2328 | 68,300 | \$15,900.24 | \$0.2413 | 1,088,478 | \$262,649.74 | \$0.2408 | 499,011 | \$120,161.85 | \$0.2508 | 0 | \$0.00 | \$398,711.83 |
| December (13D) | \$0.2317 | 40,100 | \$9,292.95 | \$0.2402 | 654,329 | \$157,185.39 | \$0.2497 | 294,975 | \$73,685.12 | \$0.2497 | 0 | \$0.00 | \$240,163.46 |
| January (19D) | \$0.2222 | 76,310 | \$16,956.08 | \$0.2307 | 1,230,384 | \$283,849.59 | \$0.2302 | 552,000 | \$127,070.40 | \$0.2402 | 0 | \$0.00 | \$427,876.07 |
| February (19D) | \$0.2263 | 68,805 | \$15,570.57 | \$0.2348 | 1,154,504 | \$271,077.53 | \$0.2343 | 502,445 | \$117,722.86 | \$0.2443 | 0 | \$0.00 | \$404,370.96 |
| March (170) | \$0.2389 | 62,085 | \$14,832.10 | \$0.2474 | 1,041,873 | \$257,759.38 | \$0.2469 | 459,150 | \$113,364.15 | \$0.2569 | 0 | \$0.00 | \$385,955.63 |
| April (20D) | \$0.2463 | 72,835 | \$17,935.61 | \$0.2548 | 1,173,392 | \$298,996.70 | \$0.2543 | 520,500 | \$132,580.92 | \$0.2643 | 0 | \$0.00 | \$449,513.23 |
| May (21D) | \$0.2480 | 70,625 | \$17,515.00 | \$0.2565 | 1,161,572 | \$298,202.93 | \$0.2560 | 532,842 | \$136,544.36 | \$0.2660 | 0 | \$0.00 | \$452,262.29 |
| June (2D) | \$0.2515 | 3,472 | \$873.40 | \$0.2600 | 28,659 | \$7,454.26 | \$0.2595 | 32,494 | \$8,440.17 | \$0.2695 | 0 | \$0.00 | \$16,767.83 |
| Average/Totals | \$0.2341 | 666,808 | \$155,047.59 | \$0.2426 | 10,557,224 | \$2,546,548.71 | \$0.2430 | 4,827,133 | \$1,164,949.73 | \$0.2523 | 0 | \$0.00 | \$3,866,546.03 |
| $\begin{aligned} & \text { MILK BID } \\ & \text { FY 2011-2012 } \end{aligned}$ | SFS \#4467 - Borden \#4069 |  |  | SFS \#4470 - Borden \#10124 |  |  | SFS \#4492-Borden \#4039 |  |  | SFS \#4468-Borden \#1717 |  |  | TOTAL |
|  | SKIM |  |  | CHOCOLATE ~ FF |  |  | LOW FAT ~ 1\% LF |  |  | STRAWBERRY $\sim 1 \%$ LF |  |  |  |
|  | $1 / 2$ Pints | Velocity Units | Gross Sales | $1 / 2$ Pints | Velocity Units | Gross Sales | 1/2 Pints | Velocity Units | Gross Sales | $1 / 2$ Pints | Velocity Units | Gross Sales |  |
| August (8D) | \$0.2568 | 41,275 | \$10,600.86 | \$0.2652 | 526,859 | \$139,706.52 | \$0.2647 | 277,250 | \$73,391.32 | \$0.2751 | 0 | \$0.00 | \$223,698.70 |
| September (200) | \$0.2590 | 76,395 | \$19,786.31 | \$0.2675 | 1,138,012 | \$304,418.21 | \$0.2671 | 544,802 | \$145,516.61 | \$0.2770 | 0 | \$0.00 | \$469,721.13 |
| October (20D) | \$0.2470 | 77,044 | \$19,029.87 | \$0.2550 | 1,189,804 | \$303,449.99 | \$0.2550 | 548,346 | \$139,828.23 | \$0.2650 | 0 | \$0.00 | \$462,308.09 |
| November (18D) | \$0.2410 | 72,539 | \$17,482.99 | \$0.2495 | 1,105,065 | \$275,757.78 | \$0.2492 | 509,225 | \$126,884.53 | \$0.2590 | 0 | \$0.00 | \$420,125.30 |
| December (16D) | \$0.2411 | 51,809 | \$12,493.69 | \$0.2496 | 842,179 | \$210,227.54 | \$0.2495 | 382,849 | \$95,505.48 | \$0.2591 | 0 | \$0.00 | \$318,226.71 |
| January (15D) | \$0.2429 | 75,477 | \$18,336.56 | \$0.2514 | 1,011,992 | \$254,462.40 | \$0.2509 | 475,238 | \$119,259.17 | \$0.2609 | 0 | \$0.00 | \$392,058.13 |
| February (20D) | \$0.2333 | 87,397 | \$20,393.52 | \$0.2418 | 1,152,090 | \$278,611.33 | \$0.2414 | 527,382 | \$127,294.18 | \$0.2513 | 0 | \$0.00 | \$426,299.03 |
| March (16D) | \$0.2265 | 71,590 | \$16,214.56 | \$0.2379 | 919,814 | \$218,862.73 | \$0.2343 | 437,590 | \$102,531.82 | \$0.2474 | 0 | \$0.00 | \$337,609.11 |
| April (20D) | \$0.2263 | 87,489 | \$19,802.42 | \$0.2348 | 1,160,304 | \$272,480.69 | \$0.2344 | 542,344 | \$127,111.22 | \$0.2443 | 0 | \$0.00 | \$419,394.33 |
| May (220) | \$0.2274 | 91,664 | \$20,844.39 | \$0.2359 | 1,208,695 | \$285,163.62 | \$0.2354 | 575,250 | \$135,436.48 | \$0.2454 | 0 | \$0.00 | \$441,444.49 |
| June (5D) | \$0.2241 | 12,559 | \$2,814.47 | \$0.2326 | 167,559 | \$38,974.22 | \$0.2321 | 86,593 | \$20,098.24 | \$0.2421 | 0 | \$0.00 | \$61,886.93 |
| Average/Totals | \$0.2387 | 641,015 | \$174,985.17 | \$0.2474 | 10,254,814 | \$2,257,977.19 | \$0.2467 | 4,245,026 | \$1,057,322.56 | \$0.2570 | 0 | \$0.00 | \$3,972,771.95 |
| $\begin{aligned} & \text { MILK BID } \\ & \text { FY 2012-2013 } \end{aligned}$ | SFS \#4467-Borden \#25352 |  |  | SFS \#4470 - Borden \#25604 |  |  | SFS \#4492- Borden \#25351 |  |  | SFS \#4468- Borden \#1717 |  |  | TOTAL |
|  | SKIM |  |  | CHOCOLATE ~ FF |  |  | LOW FAT ~ 1\% LF |  |  |  |  |  |  |
|  | $1 / 2$ Pints | Velocity Units | Gross Sales | $1 / 2$ Pints | Velocity Units | Gross Sales | 1/2 Pints | Velocity Units | Gross Sales | $1 / 2$ Pints | Velocity Units | Gross Sales |  |
| August (10D) | \$0.2025 | 49,530 | \$10,029.83 | \$0.2098 | 512,904 | \$107,607.26 | \$0.2109 | 272,399 | \$57,448.95 | \$0.0000 | 0 | \$0.00 | \$175,086.03 |
| September (17D) | \$0.2079 | 86,659 | \$18,016.41 | \$0.2152 | 965,741 | \$207,827.46 | \$0.2163 | 472,429 | \$102,186.39 | \$0.0000 | 0 | \$0.00 | \$328,030.26 |
| October (22D) | \$0.2155 | 107,377 | \$23,139.74 | \$0.2228 | 1,219,354 | \$271,672.07 | \$0.2239 | 618,395 | \$138,458.64 | \$0.0000 | 0 | \$0.00 | \$433,270.46 |
| November (18D) | \$0.2252 | 91,216 | \$20,541.84 | \$0.2325 | 1,066,274 | \$247,908.71 | \$0.2336 | 549,695 | \$128,408.75 | \$0.0000 | 0 | \$0.00 | \$396,859.30 |
| December (15D) | \$0.2284 | 63,720 | \$14,553.65 | \$0.2357 | 777,740 | \$183,313.32 | \$0.2368 | 398,800 | \$94,435.84 | \$0.0000 | 0 | \$0.00 | \$292,302.81 |
| January (17D) | \$0.2155 | 94,085 | \$20,275.32 | \$0.2228 | 1,109,488 | \$247,193.93 | \$0.2239 | 572,089 | \$128,090.73 | \$0.0000 | 0 | \$0.00 | \$395,559.97 |
| February (18D) | \$0.2111 | 86,645 | \$18,290.76 | \$0.2184 | 1,065,325 | \$232,666.98 | \$0.2195 | 548,440 | \$120,382.58 | \$0.0000 | 0 | \$0.00 | \$371,340.32 |
| March (16D) | \$0.2090 | 72,500 | \$15,152.50 | \$0.2163 | 909,625 | \$196,751.89 | \$0.2174 | 473,225 | \$102,879.12 | \$0.0000 | 0 | \$0.00 | \$314,783.50 |
| April (21D) | \$0.2090 | 106,609 | \$22,281.28 | \$0.2163 | 1,288,210 | \$278,639.82 | \$0.2174 | 681,850 | \$148,234.19 | \$0.0000 | 0 | \$0.00 | \$449,155.29 |
| May (220) | \$0.2090 | 97,879 | \$20,456.71 | \$0.2163 | 1,206,250 | \$260,911.88 | \$0.2174 | 638,635 | \$138,839.25 | \$0.0000 | 0 | \$0.00 | \$420,207.84 |
| June (4D) | \$0.2155 | 6,525 | \$1,406.14 | \$0.2228 | 46,600 | \$10,382.48 | \$0.2239 | 87,850 | \$19,669.62 | \$0.0000 | 0 | \$0.00 | \$31,458.23 |
| Average/Totals | \$0.2135 | 862,745 | \$184,144.17 | \$0.2208 | 10,167,511 | \$2,244,875.79 | \$0.2219 | 5,313,807 | \$1,179,034.05 | \$0.0000 | 0 | \$0.00 | \$3,608,054.01 |

