

**Pennsylvania Milk Marketing Board
SALES IN PMMB AREA 5 BY TYPE OF MILK**

**PERCENTAGE OF CONTROLLED MILK SALES FOR
ALL DEALERS SELLING IN PMMB AREA 5** ^{(1) (2)}

Standard Milk	21.00
Flavored Milk	5.79
Egg Nog	0.34
Reduced Fat Flavored Milk	6.18
Nonfat Flavored Milk	4.37
Reduced Fat Milk	32.95
Low Fat Milk	11.01
Buttermilk	2.17
Nonfat Milk	9.67
Mixed Milk	2.21
Sour Cream	2.65
Light Cream	0.49
Medium Cream	0.05
Heavy Cream	1.13
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	100.01%

**PERCENTAGE OF CONTROLLED MILK SALES FOR
CROSS-SECTION DEALERS SELLING IN PMMB AREA 5** ^{(1) (2) (3)}

Standard Milk	21.85
Flavored Milk	5.80
Egg Nog	0.27
Reduced Fat Flavored Milk	6.58
Nonfat Flavored Milk	5.27
Reduced Fat Milk	35.39
Low Fat Milk	11.65
Buttermilk	0.92
Nonfat Milk	9.96
Mixed Milk	1.29
Sour Cream	0.31
Light Cream	0.03
Medium Cream	0.05
Heavy Cream	0.64
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	100.01%

(1) Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2018

(2) Pounds of Milk used in deriving percentages.

(3) The cross-section dealers supply 79.2% of the reported milk sales to this area.

* Dean Dairy Holdings, LLC (Sharpsville location)

* Galliker Dairy Company.

* Schneider's Dairy Inc.

* Turner Dairy Farms Inc.

* United Dairy Inc. (Martin's Ferry location)

* United Dairy Inc. (Uniontown location)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2018 DATA**

Cost Center	Weighted Costs	Weighted Points	Weighted Cost per Point
Receiving, Lab & Field Work	\$ 2,578,399	164,909,532	\$ 0.0156
Standardization & Pasteurization	\$ 4,833,335	177,976,100	\$ 0.0272
Bottling	\$ 8,848,026	186,056,048	\$ 0.0476
Cold Room	\$ 10,002,007	208,100,123	\$ 0.0481
Delivery	\$ 33,396,835	205,070,165	\$ 0.1629
Selling	\$ 6,253,748	180,823,887	\$ 0.0346

Total Cost per Point **\$ 0.3360**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

CONTAINER COSTS
YEAR 2018 UNITS (@ APRIL 2019 COSTS)

A	B	C	D	E	F	G	H
				(C÷D)			(F x (1+G))
Container Size	Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to OCT-2019) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 2,521,426	13,472,130	\$ 0.1872			
GALLON - Plastic	Purchased	\$ 1,353,068	6,104,812	\$ 0.2216			
GALLON - Combined		\$ 3,874,494	19,576,942	\$ 0.1979	\$ 0.1976	1.82%	\$ 0.2012
1/2 GALLON - Plastic	Blow Molded	\$ 1,387,569	10,390,514	\$ 0.1335			
1/2 GALLON - Plastic	Purchased	\$ 1,247,185	7,855,406	\$ 0.1588			
1/2 GALLON - Paper	Purchased	\$ -	-	\$ -			
1/2 GALLON - Combined		\$ 2,634,754	18,245,920	\$ 0.1444	\$ 0.1419	1.75%	\$ 0.1444
QUART - Plastic	Purchased	\$ 467,845	3,381,965	\$ 0.1383			
QUART - Paper	Purchased	\$ 155,856	1,057,305	\$ 0.1474			
QUART - Combined		\$ 623,701	4,439,270	\$ 0.1405	\$ 0.1410	1.57%	\$ 0.1432
PINT - Plastic	Purchased	\$ 1,012,044	8,409,164	\$ 0.1204			
PINT - Paper	Purchased	\$ 3,486	56,730	\$ 0.0615			
PINT - Combined		\$ 1,015,530	8,465,894	\$ 0.1200	\$ 0.1190	1.62%	\$ 0.1209
12 Ounce	Purchased	\$ 4,090	33,916	\$ 0.1206	\$ 0.1206		\$ 0.1206
10 Ounce ⁽¹⁾	Purchased			\$ 0.0544	\$ 0.0544		\$ 0.0544
1/2 PINT - Plastic	Purchased	\$ 220,356	2,996,554	\$ 0.0735	\$ 0.0730	0.92%	\$ 0.0737
1/2 PINT - Paper	Purchased	\$ 1,696,310	62,153,132	\$ 0.0273	\$ 0.0271	0.85%	\$ 0.0273
4 Ounce	Purchased	\$ 142,595	5,158,586	\$ 0.0276	\$ 0.0276	1.53%	\$ 0.0281
Bulk Per Quart	Purchased	\$ 96,579	1,060,110	\$ 0.0911	\$ 0.0911	1.30%	\$ 0.0923

Footnote:

1. None of the Area 5 cross-section Dealers bottled price-Controlled product in this size container during Year 2018. The cost per unit presented is per a prior year.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2018 POUNDS (@ APRIL 2019 COSTS)**

Product	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
Standard (Whole) Milk	\$ 1,421	66,903,480	\$ -
Reduced Fat (2%) Milk	\$ 6,974	105,187,373	\$ 0.0001
Low Fat (1%) Milk	\$ 2,414	36,684,948	\$ 0.0001
Non Fat (Skim) Milk	\$ 26,936	30,651,958	\$ 0.0009
Flavored Milk	\$ 678,758	17,701,756	\$ 0.0383
Flavored Reduced Fat Milk	\$ 663,303	20,547,540	\$ 0.0323
Flavored NONFAT Milk	\$ 653,179	16,506,813	\$ 0.0396
Buttermilk	\$ 30,198	1,571,448	\$ 0.0192
Egg Nog	\$ 131,483	769,990	\$ 0.1708

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2018 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	18,424,815	1,095,606	n/a	\$ 4,029,102	n/a	\$ 4,029,102	\$ 1,393,644
2 Bulk MILK - diverted	235,506,056	9,248,588	\$ 37,363,669	\$ 37,994,027	n/a	\$ 630,358	\$ (14,858)
3 Bulk MILK - transferred	15,929,222	342,855	\$ 2,751,096	\$ 1,866,820	\$ 735,396	\$ (148,880)	\$ 190,697
4 Bulk MILK - TOTAL (Row 2 + Row 3)	251,435,278	9,591,443	\$ 40,114,765	\$ 39,860,847	\$ 735,396	\$ 481,478	\$ 175,839
5 Bulk CREAM - transferred	37,378,821	15,678,584	\$ 47,047,335	\$ 41,016,994	\$ 1,119,057	\$ (4,911,284)	\$ (1,539,477)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,393,644		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 175,839		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,539,477)		
9 Total	\$ 30,006	317,391,244	\$ 0.0001

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**MILK COSTS BEFORE PACKAGING
OCTOBER 2019 MILK PRICES**

	Class I
Skim Rate	\$ 13.06
Butterfat Rate	\$ 2.5747

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A) Percentage	(A - B) Skim Pounds	(B × BF Rate) Butterfat Value	(D × Skim Rate) Skim Value	(E + F) Total Value	(G ÷ A) Cost per Pound	(EX. 4) Ingredient Cost	(EX. 5) Bulk Sale (Profit)/Loss	(H + I + J) Total Cost per Pound
Standard Milk	66,903,480	2,176,631	3.2534%	64,726,849	\$ 5,604,172	\$ 8,453,326	\$ 14,057,498	\$ 0.2101	\$ -	\$ 0.0001	\$ 0.2102
Reduced Fat (2%) Milk	105,187,373	2,020,618	1.9210%	103,166,755	\$ 5,202,485	\$ 13,473,578	\$ 18,676,063	\$ 0.1776	\$ 0.0001	\$ 0.0001	\$ 0.1778
Low Fat (1%) Milk	36,684,948	348,716	0.9506%	36,336,232	\$ 897,839	\$ 4,745,512	\$ 5,643,351	\$ 0.1538	\$ 0.0001	\$ 0.0001	\$ 0.1540
Non Fat (Skim) Milk	30,651,958	32,249	0.1052%	30,619,709	\$ 83,032	\$ 3,998,934	\$ 4,081,966	\$ 0.1332	\$ 0.0009	\$ 0.0001	\$ 0.1342
Flavored Milk	17,701,756	597,435	3.3750%	17,104,321	\$ 1,538,216	\$ 2,233,824	\$ 3,772,040	\$ 0.2131	\$ 0.0383	\$ 0.0001	\$ 0.2515
Flavored Reduced Fat Milk	20,547,540	207,311	1.0089%	20,340,229	\$ 533,764	\$ 2,656,434	\$ 3,190,198	\$ 0.1553	\$ 0.0323	\$ 0.0001	\$ 0.1877
Flavored NONFAT Milk	16,506,813	33,863	0.2051%	16,472,950	\$ 87,187	\$ 2,151,367	\$ 2,238,554	\$ 0.1356	\$ 0.0396	\$ 0.0001	\$ 0.1753
Buttermilk	1,571,448	28,398	1.8071%	1,543,050	\$ 73,116	\$ 201,522	\$ 274,638	\$ 0.1748	\$ 0.0192	\$ 0.0001	\$ 0.1941
Egg Nog	769,990	50,785	6.5955%	719,205	\$ 130,756	\$ 93,928	\$ 224,684	\$ 0.2918	\$ 0.1708	\$ 0.0001	\$ 0.4627

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**COST UPDATE ADJUSTMENT
1st HALF COMPARISON (Year 2019 vs. Year 2018)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 st HALF EXPENSES		1 st HALF POINTS		1 st HALF COST/POINTS		INCREASE (DECREASE)
2019	2018	2019	2018	2019	2018	

WEIGHTED LABOR COSTS	\$ 21,301,250	\$ 19,113,465	100,672,482	87,738,172	\$ 0.2116	\$ 0.2178	\$ (0.0062)
WEIGHTED UTILITY COSTS	\$ 1,268,281	\$ 1,243,825	100,672,482	87,738,172	\$ 0.0126	\$ 0.0142	\$ (0.0016)
WEIGHTED INSURANCE COSTS	\$ 715,682	\$ 614,171	100,672,482	87,738,172	\$ 0.0071	\$ 0.0070	\$ 0.0001

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0077)

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

Diesel Fuel Costs Adjustment
Update of Diesel Fuel Costs from YEAR 2018 to AUGUST 2019

1. Weighted Diesel Fuel Costs - YEAR 2018	\$ 3,102,181
2. Average On-Highway Diesel Price per Gallon - YEAR 2018 (1)	\$ 3.361
3. On-Highway Diesel Price per Gallon - AUGUST 2019 (1)	\$ 3.208
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-4.55%
5. Presumed Diesel Fuel Costs - AUGUST 2019 ((Line 1 X Line 4) + Line 1)	<u>\$ 2,961,032</u>
6. Change in Diesel Fuel Costs from YEAR 2018 to AUGUST 2019 (Line 5 - Line 1)	\$ (141,149)
7. Weighted Delivery Points - YEAR 2018	<u>205,070,165</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0007)</u>

Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.
web address = https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

Heating Fuel Costs Adjustment
Update of Heating Fuel Costs from YEAR 2018 to JUNE 2019

1. Weighted Heating Fuel Costs - YEAR 2018	\$ 273,481
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2018 (1)	\$ 8.68
3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2019 (1)	\$ 8.35
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-3.80%
5. Presumed Heating Fuel Costs - JUNE 2019 ((Line 1 X Line 4) + Line 1)	<u>\$ 263,089</u>
6. Change in Heating Fuel Costs from YEAR 2018 to JUNE 2019 (Line 5 - Line 1)	\$ (10,392)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2018	<u>177,976,100</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ (0.0001)</u>

Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.
web address = <http://tonto.eia.doe.gov/dnav/ng/hist/n3035pa3m.htm>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5
YEAR 2018 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 5-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	19,576,942	\$ (0.06285)	\$ (0.01929)	\$ (0.0821)	\$ (1,607,267)
1/2 GALLON	18,245,920	\$ (0.00431)	\$ (0.05296)	\$ (0.0573)	\$ (1,045,491)
QUART	4,439,270	\$ 0.03085	\$ 0.05044	\$ 0.0813	\$ 360,913
PINT	8,465,894	\$ 0.03401	\$ 0.05720	\$ 0.0912	\$ 772,090
12 OUNCE	33,916	\$ 0.02472	\$ 0.03553	\$ 0.0603	\$ 2,045
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	65,149,686	\$ 0.00927	\$ 0.00970	\$ 0.0190	\$ 1,237,844
4 OUNCE	5,158,586	\$ 0.01524	\$ 0.01745	\$ 0.0327	\$ 168,686
Bulk per Quart	1,060,095	\$ 0.18966	\$ (0.08231)	\$ 0.1074	\$ 113,854
					\$ <u>2,674</u>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP
OCTOBER 2019 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 1.8077	\$ 0.2012	\$ (0.0096)	\$ (0.0821)	\$ 1.3440	\$ 3.2612	\$ 0.1183	\$ 3.3795	\$ (0.5220)	\$ 0.9748	\$ 3.8323	\$ 3.8475	\$ (0.0152)
	1/2 GALLON	\$ 0.9039	\$ 0.1444	\$ (0.0048)	\$ (0.0573)	\$ 0.6720	\$ 1.6582	\$ 0.0601	\$ 1.7183	\$ (0.2610)	\$ 0.4874	\$ 1.9447	\$ 1.9482	\$ (0.0035)
	QUART	\$ 0.4519	\$ 0.1432	\$ (0.0024)	\$ 0.0813	\$ 0.3360	\$ 1.0100	\$ 0.0366	\$ 1.0466	\$ (0.1305)	\$ 0.2437	\$ 1.1598	\$ 1.1595	\$ 0.0003
	PINT	\$ 0.2260	\$ 0.1209	\$ (0.0012)	\$ 0.0912	\$ 0.1680	\$ 0.6049	\$ 0.0219	\$ 0.6268	\$ (0.0653)	\$ 0.1219	\$ 0.6834	\$ 0.6733	\$ 0.0101
	12 OUNCE	\$ 0.1695	\$ 0.1206	\$ (0.0009)	\$ 0.0603	\$ 0.1260	\$ 0.4755	\$ 0.0172	\$ 0.4927	\$ (0.0489)	\$ 0.0914	\$ 0.5352	\$ 0.5307	\$ 0.0045
	10 OUNCE	\$ 0.1412	\$ 0.0544	\$ (0.0008)	\$ -	\$ 0.1050	\$ 0.2999	\$ 0.0109	\$ 0.3108	\$ (0.0435)	\$ 0.0812	\$ 0.3485	\$ 0.3499	\$ (0.0014)
	1/2 PINT	\$ 0.1130	\$ 0.0273	\$ (0.0006)	\$ 0.0190	\$ 0.0840	\$ 0.2427	\$ 0.0088	\$ 0.2515	\$ (0.0326)	\$ 0.0609	\$ 0.2798	\$ 0.2768	\$ 0.0030
	4 OUNCE	\$ 0.0565	\$ 0.0281	\$ (0.0003)	\$ 0.0327	\$ 0.0420	\$ 0.1590	\$ 0.0058	\$ 0.1648	\$ (0.0163)	\$ 0.0305	\$ 0.1790	\$ 0.1767	\$ 0.0023
	Bulk per Quart	\$ 0.4519	\$ 0.0923	\$ (0.0024)	\$ 0.1074	\$ 0.3360	\$ 0.9852	\$ 0.0357	\$ 1.0209	\$ (0.1305)	\$ 0.2437	\$ 1.1341	\$ 1.1127	\$ 0.0214
REDUCED FAT (2%) MILK	GALLON	\$ 1.5326	\$ 0.2012	\$ (0.0096)	\$ (0.0821)	\$ 1.3440	\$ 2.9861	\$ 0.1083	\$ 3.0944	\$ (0.5220)	\$ 0.9748	\$ 3.5472	\$ 3.5643	\$ (0.0171)
	1/2 GALLON	\$ 0.7663	\$ 0.1444	\$ (0.0048)	\$ (0.0573)	\$ 0.6720	\$ 1.5206	\$ 0.0552	\$ 1.5758	\$ (0.2610)	\$ 0.4874	\$ 1.8022	\$ 1.8065	\$ (0.0043)
	QUART	\$ 0.3832	\$ 0.1432	\$ (0.0024)	\$ 0.0813	\$ 0.3360	\$ 0.9413	\$ 0.0341	\$ 0.9754	\$ (0.1305)	\$ 0.2437	\$ 1.0886	\$ 1.0887	\$ (0.0001)
	PINT	\$ 0.1916	\$ 0.1209	\$ (0.0012)	\$ 0.0912	\$ 0.1680	\$ 0.5705	\$ 0.0207	\$ 0.5912	\$ (0.0653)	\$ 0.1219	\$ 0.6478	\$ 0.6378	\$ 0.0100
	12 OUNCE	\$ 0.1437	\$ 0.1206	\$ (0.0009)	\$ 0.0603	\$ 0.1260	\$ 0.4497	\$ 0.0163	\$ 0.4660	\$ (0.0489)	\$ 0.0914	\$ 0.5085	\$ 0.5041	\$ 0.0044
	10 OUNCE	\$ 0.1197	\$ 0.0544	\$ (0.0008)	\$ -	\$ 0.1050	\$ 0.2784	\$ 0.0101	\$ 0.2885	\$ (0.0435)	\$ 0.0812	\$ 0.3262	\$ 0.3279	\$ (0.0017)
	1/2 PINT	\$ 0.0958	\$ 0.0273	\$ (0.0006)	\$ 0.0190	\$ 0.0840	\$ 0.2255	\$ 0.0082	\$ 0.2337	\$ (0.0326)	\$ 0.0609	\$ 0.2620	\$ 0.2591	\$ 0.0029
	4 OUNCE	\$ 0.0479	\$ 0.0281	\$ (0.0003)	\$ 0.0327	\$ 0.0420	\$ 0.1504	\$ 0.0055	\$ 0.1559	\$ (0.0163)	\$ 0.0305	\$ 0.1701	\$ 0.1678	\$ 0.0023
	Bulk per Quart	\$ 0.3832	\$ 0.0923	\$ (0.0024)	\$ 0.1074	\$ 0.3360	\$ 0.9165	\$ 0.0332	\$ 0.9497	\$ (0.1305)	\$ 0.2437	\$ 1.0629	\$ 1.0419	\$ 0.0210
LOW FAT (1%) MILK	GALLON	\$ 1.3275	\$ 0.2012	\$ (0.0096)	\$ (0.0821)	\$ 1.3440	\$ 2.7810	\$ 0.1009	\$ 2.8819	\$ (0.5220)	\$ 0.9748	\$ 3.3347	\$ 3.3517	\$ (0.0170)
	1/2 GALLON	\$ 0.6637	\$ 0.1444	\$ (0.0048)	\$ (0.0573)	\$ 0.6720	\$ 1.4180	\$ 0.0514	\$ 1.4694	\$ (0.2610)	\$ 0.4874	\$ 1.6958	\$ 1.7002	\$ (0.0044)
	QUART	\$ 0.3319	\$ 0.1432	\$ (0.0024)	\$ 0.0813	\$ 0.3360	\$ 0.8900	\$ 0.0323	\$ 0.9223	\$ (0.1305)	\$ 0.2437	\$ 1.0355	\$ 1.0356	\$ (0.0001)
	PINT	\$ 0.1659	\$ 0.1209	\$ (0.0012)	\$ 0.0912	\$ 0.1680	\$ 0.5448	\$ 0.0198	\$ 0.5646	\$ (0.0653)	\$ 0.1219	\$ 0.6212	\$ 0.6113	\$ 0.0099
	12 OUNCE	\$ 0.1245	\$ 0.1206	\$ (0.0009)	\$ 0.0603	\$ 0.1260	\$ 0.4305	\$ 0.0156	\$ 0.4461	\$ (0.0489)	\$ 0.0914	\$ 0.4886	\$ 0.4842	\$ 0.0044
	10 OUNCE	\$ 0.1037	\$ 0.0544	\$ (0.0008)	\$ -	\$ 0.1050	\$ 0.2624	\$ 0.0095	\$ 0.2719	\$ (0.0435)	\$ 0.0812	\$ 0.3096	\$ 0.3112	\$ (0.0016)
	1/2 PINT	\$ 0.0830	\$ 0.0273	\$ (0.0006)	\$ 0.0190	\$ 0.0840	\$ 0.2127	\$ 0.0077	\$ 0.2204	\$ (0.0326)	\$ 0.0609	\$ 0.2487	\$ 0.2458	\$ 0.0029
	4 OUNCE	\$ 0.0415	\$ 0.0281	\$ (0.0003)	\$ 0.0327	\$ 0.0420	\$ 0.1440	\$ 0.0052	\$ 0.1492	\$ (0.0163)	\$ 0.0305	\$ 0.1634	\$ 0.1611	\$ 0.0023
	Bulk per Quart	\$ 0.3319	\$ 0.0923	\$ (0.0024)	\$ 0.1074	\$ 0.3360	\$ 0.8652	\$ 0.0314	\$ 0.8966	\$ (0.1305)	\$ 0.2437	\$ 1.0098	\$ 0.9887	\$ 0.0211
NON FAT (SKIM) MILK	GALLON	\$ 1.1581	\$ 0.2012	\$ (0.0096)	\$ (0.0821)	\$ 1.3440	\$ 2.6116	\$ 0.0947	\$ 2.7063	\$ (0.5220)	\$ 0.9748	\$ 3.1591	\$ 3.1718	\$ (0.0127)
	1/2 GALLON	\$ 0.5791	\$ 0.1444	\$ (0.0048)	\$ (0.0573)	\$ 0.6720	\$ 1.3334	\$ 0.0484	\$ 1.3818	\$ (0.2610)	\$ 0.4874	\$ 1.6082	\$ 1.6102	\$ (0.0020)
	QUART	\$ 0.2895	\$ 0.1432	\$ (0.0024)	\$ 0.0813	\$ 0.3360	\$ 0.8476	\$ 0.0307	\$ 0.8783	\$ (0.1305)	\$ 0.2437	\$ 0.9915	\$ 0.9906	\$ 0.0009
	PINT	\$ 0.1448	\$ 0.1209	\$ (0.0012)	\$ 0.0912	\$ 0.1680	\$ 0.5237	\$ 0.0190	\$ 0.5427	\$ (0.0653)	\$ 0.1219	\$ 0.5993	\$ 0.5887	\$ 0.0106
	12 OUNCE	\$ 0.1086	\$ 0.1206	\$ (0.0009)	\$ 0.0603	\$ 0.1260	\$ 0.4146	\$ 0.0150	\$ 0.4296	\$ (0.0489)	\$ 0.0914	\$ 0.4721	\$ 0.4673	\$ 0.0048
	10 OUNCE	\$ 0.0905	\$ 0.0544	\$ (0.0008)	\$ -	\$ 0.1050	\$ 0.2492	\$ 0.0090	\$ 0.2582	\$ (0.0435)	\$ 0.0812	\$ 0.2959	\$ 0.2972	\$ (0.0013)
	1/2 PINT	\$ 0.0724	\$ 0.0273	\$ (0.0006)	\$ 0.0190	\$ 0.0840	\$ 0.2021	\$ 0.0073	\$ 0.2094	\$ (0.0326)	\$ 0.0609	\$ 0.2377	\$ 0.2345	\$ 0.0032
	4 OUNCE	\$ 0.0362	\$ 0.0281	\$ (0.0003)	\$ 0.0327	\$ 0.0420	\$ 0.1387	\$ 0.0050	\$ 0.1437	\$ (0.0163)	\$ 0.0305	\$ 0.1579	\$ 0.1555	\$ 0.0024
	Bulk per Quart	\$ 0.2895	\$ 0.0923	\$ (0.0024)	\$ 0.1074	\$ 0.3360	\$ 0.8228	\$ 0.0298	\$ 0.8526	\$ (0.1305)	\$ 0.2437	\$ 0.9658	\$ 0.9438	\$ 0.0220

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0061 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

WHOLESALE PRICE BUILDUP
OCTOBER 2019 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.0120	\$ 0.2012	\$ (0.0096)	\$ (0.0821)	\$ 1.3440	\$ 3.4655	\$ 0.1257	\$ 3.5912	\$ (0.5220)	\$ 0.9748	\$ 4.0440	\$ 4.0526	\$ (0.0086)
	1/2 GALLON	\$ 1.0060	\$ 0.1444	\$ (0.0048)	\$ (0.0573)	\$ 0.6720	\$ 1.7603	\$ 0.0638	\$ 1.8241	\$ (0.2610)	\$ 0.4874	\$ 2.0505	\$ 2.0506	\$ (0.0001)
	QUART	\$ 0.5030	\$ 0.1432	\$ (0.0024)	\$ 0.0813	\$ 0.3360	\$ 1.0611	\$ 0.0385	\$ 1.0996	\$ (0.1305)	\$ 0.2437	\$ 1.2128	\$ 1.2108	\$ 0.0020
	PINT	\$ 0.2515	\$ 0.1209	\$ (0.0012)	\$ 0.0912	\$ 0.1680	\$ 0.6304	\$ 0.0229	\$ 0.6533	\$ (0.0653)	\$ 0.1219	\$ 0.7099	\$ 0.6989	\$ 0.0110
	12 OUNCE	\$ 0.1886	\$ 0.1206	\$ (0.0009)	\$ 0.0603	\$ 0.1260	\$ 0.4946	\$ 0.0179	\$ 0.5125	\$ (0.0489)	\$ 0.0914	\$ 0.5550	\$ 0.5499	\$ 0.0051
	10 OUNCE	\$ 0.1572	\$ 0.0544	\$ (0.0008)	\$ -	\$ 0.1050	\$ 0.3159	\$ 0.0115	\$ 0.3274	\$ (0.0435)	\$ 0.0812	\$ 0.3651	\$ 0.3660	\$ (0.0009)
	1/2 PINT	\$ 0.1258	\$ 0.0273	\$ (0.0006)	\$ 0.0190	\$ 0.0840	\$ 0.2555	\$ 0.0093	\$ 0.2648	\$ (0.0326)	\$ 0.0609	\$ 0.2931	\$ 0.2896	\$ 0.0035
	4 OUNCE	\$ 0.0629	\$ 0.0281	\$ (0.0003)	\$ 0.0327	\$ 0.0420	\$ 0.1654	\$ 0.0060	\$ 0.1714	\$ (0.0163)	\$ 0.0305	\$ 0.1856	\$ 0.1831	\$ 0.0025
	Bulk per Quart	\$ 0.5030	\$ 0.0923	\$ (0.0024)	\$ 0.1074	\$ 0.3360	\$ 1.0363	\$ 0.0376	\$ 1.0739	\$ (0.1305)	\$ 0.2437	\$ 1.1871	\$ 1.1640	\$ 0.0231
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.5016	\$ 0.2012	\$ (0.0096)	\$ (0.0821)	\$ 1.3440	\$ 2.9551	\$ 0.1072	\$ 3.0623	\$ (0.5220)	\$ 0.9748	\$ 3.5151	\$ 3.5154	\$ (0.0003)
	1/2 GALLON	\$ 0.7508	\$ 0.1444	\$ (0.0048)	\$ (0.0573)	\$ 0.6720	\$ 1.5051	\$ 0.0546	\$ 1.5597	\$ (0.2610)	\$ 0.4874	\$ 1.7861	\$ 1.7820	\$ 0.0041
	QUART	\$ 0.3754	\$ 0.1432	\$ (0.0024)	\$ 0.0813	\$ 0.3360	\$ 0.9335	\$ 0.0339	\$ 0.9674	\$ (0.1305)	\$ 0.2437	\$ 1.0806	\$ 1.0765	\$ 0.0041
	PINT	\$ 0.1877	\$ 0.1209	\$ (0.0012)	\$ 0.0912	\$ 0.1680	\$ 0.5666	\$ 0.0206	\$ 0.5872	\$ (0.0653)	\$ 0.1219	\$ 0.6438	\$ 0.6317	\$ 0.0121
	12 OUNCE	\$ 0.1408	\$ 0.1206	\$ (0.0009)	\$ 0.0603	\$ 0.1260	\$ 0.4468	\$ 0.0162	\$ 0.4630	\$ (0.0489)	\$ 0.0914	\$ 0.5055	\$ 0.4995	\$ 0.0060
	10 OUNCE	\$ 0.1173	\$ 0.0544	\$ (0.0008)	\$ -	\$ 0.1050	\$ 0.2760	\$ 0.0100	\$ 0.2860	\$ (0.0435)	\$ 0.0812	\$ 0.3237	\$ 0.3240	\$ (0.0003)
	1/2 PINT	\$ 0.0939	\$ 0.0273	\$ (0.0006)	\$ 0.0190	\$ 0.0840	\$ 0.2236	\$ 0.0081	\$ 0.2317	\$ (0.0326)	\$ 0.0609	\$ 0.2600	\$ 0.2561	\$ 0.0039
	4 OUNCE	\$ 0.0469	\$ 0.0281	\$ (0.0003)	\$ 0.0327	\$ 0.0420	\$ 0.1494	\$ 0.0054	\$ 0.1548	\$ (0.0163)	\$ 0.0305	\$ 0.1690	\$ 0.1663	\$ 0.0027
	Bulk per Quart	\$ 0.3754	\$ 0.0923	\$ (0.0024)	\$ 0.1074	\$ 0.3360	\$ 0.9087	\$ 0.0330	\$ 0.9417	\$ (0.1305)	\$ 0.2437	\$ 1.0549	\$ 1.0297	\$ 0.0252
FLAVORED NONFAT MILK	GALLON	\$ 1.4024	\$ 0.2012	\$ (0.0096)	\$ (0.0821)	\$ 1.3440	\$ 2.8559	\$ 0.1036	\$ 2.9595	\$ (0.5220)	\$ 0.9748	\$ 3.4123	\$ 3.3761	\$ 0.0362
	1/2 GALLON	\$ 0.7012	\$ 0.1444	\$ (0.0048)	\$ (0.0573)	\$ 0.6720	\$ 1.4555	\$ 0.0528	\$ 1.5083	\$ (0.2610)	\$ 0.4874	\$ 1.7347	\$ 1.7124	\$ 0.0223
	QUART	\$ 0.3506	\$ 0.1432	\$ (0.0024)	\$ 0.0813	\$ 0.3360	\$ 0.9087	\$ 0.0330	\$ 0.9417	\$ (0.1305)	\$ 0.2437	\$ 1.0549	\$ 1.0417	\$ 0.0132
	PINT	\$ 0.1753	\$ 0.1209	\$ (0.0012)	\$ 0.0912	\$ 0.1680	\$ 0.5542	\$ 0.0201	\$ 0.5743	\$ (0.0653)	\$ 0.1219	\$ 0.6309	\$ 0.6143	\$ 0.0166
	12 OUNCE	\$ 0.1315	\$ 0.1206	\$ (0.0009)	\$ 0.0603	\$ 0.1260	\$ 0.4375	\$ 0.0159	\$ 0.4534	\$ (0.0489)	\$ 0.0914	\$ 0.4959	\$ 0.4864	\$ 0.0095
	10 OUNCE	\$ 0.1096	\$ 0.0544	\$ (0.0008)	\$ -	\$ 0.1050	\$ 0.2683	\$ 0.0097	\$ 0.2780	\$ (0.0435)	\$ 0.0812	\$ 0.3157	\$ 0.3131	\$ 0.0026
	1/2 PINT	\$ 0.0877	\$ 0.0273	\$ (0.0006)	\$ 0.0190	\$ 0.0840	\$ 0.2174	\$ 0.0079	\$ 0.2253	\$ (0.0326)	\$ 0.0609	\$ 0.2536	\$ 0.2474	\$ 0.0062
	4 OUNCE	\$ 0.0438	\$ 0.0281	\$ (0.0003)	\$ 0.0327	\$ 0.0420	\$ 0.1463	\$ 0.0053	\$ 0.1516	\$ (0.0163)	\$ 0.0305	\$ 0.1658	\$ 0.1620	\$ 0.0038
	Bulk per Quart	\$ 0.3506	\$ 0.0923	\$ (0.0024)	\$ 0.1074	\$ 0.3360	\$ 0.8839	\$ 0.0321	\$ 0.9160	\$ (0.1305)	\$ 0.2437	\$ 1.0292	\$ 0.9949	\$ 0.0343
BUTTERMILK	GALLON	\$ 1.6731	\$ 0.2012	\$ (0.0096)	\$ (0.0821)	\$ 1.3440	\$ 3.1266	\$ 0.1134	\$ 3.2400	\$ (0.5220)	\$ 0.9748	\$ 3.6928	\$ 3.7832	\$ (0.0904)
	1/2 GALLON	\$ 0.8366	\$ 0.1444	\$ (0.0048)	\$ (0.0573)	\$ 0.6720	\$ 1.5909	\$ 0.0577	\$ 1.6486	\$ (0.2610)	\$ 0.4874	\$ 1.8750	\$ 1.9159	\$ (0.0409)
	QUART	\$ 0.4183	\$ 0.1432	\$ (0.0024)	\$ 0.0813	\$ 0.3360	\$ 0.9764	\$ 0.0354	\$ 1.0118	\$ (0.1305)	\$ 0.2437	\$ 1.1250	\$ 1.1435	\$ (0.0185)
	PINT	\$ 0.2091	\$ 0.1209	\$ (0.0012)	\$ 0.0912	\$ 0.1680	\$ 0.5880	\$ 0.0213	\$ 0.6093	\$ (0.0653)	\$ 0.1219	\$ 0.6659	\$ 0.6652	\$ 0.0007
	12 OUNCE	\$ 0.1569	\$ 0.1206	\$ (0.0009)	\$ 0.0603	\$ 0.1260	\$ 0.4629	\$ 0.0168	\$ 0.4797	\$ (0.0489)	\$ 0.0914	\$ 0.5222	\$ 0.5246	\$ (0.0024)
	10 OUNCE	\$ 0.1307	\$ 0.0544	\$ (0.0008)	\$ -	\$ 0.1050	\$ 0.2894	\$ 0.0105	\$ 0.2999	\$ (0.0435)	\$ 0.0812	\$ 0.3376	\$ 0.3450	\$ (0.0074)
	1/2 PINT	\$ 0.1046	\$ 0.0273	\$ (0.0006)	\$ 0.0190	\$ 0.0840	\$ 0.2343	\$ 0.0085	\$ 0.2428	\$ (0.0326)	\$ 0.0609	\$ 0.2711	\$ 0.2728	\$ (0.0017)
	4 OUNCE	\$ 0.0523	\$ 0.0281	\$ (0.0003)	\$ 0.0327	\$ 0.0420	\$ 0.1548	\$ 0.0056	\$ 0.1604	\$ (0.0163)	\$ 0.0305	\$ 0.1746	\$ 0.1746	\$ -
	Bulk per Quart	\$ 0.4183	\$ 0.0923	\$ (0.0024)	\$ 0.1074	\$ 0.3360	\$ 0.9516	\$ 0.0345	\$ 0.9861	\$ (0.1305)	\$ 0.2437	\$ 1.0993	\$ 1.0966	\$ 0.0027

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0061 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP
OCTOBER 2019 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
EGG MOG	GALLON	\$ 3.7016	\$ 0.2012	\$ (0.0096)	\$ (0.0821)	\$ 1.3440	\$ 5.1551	\$ 0.1870	\$ 5.3421	\$ (0.5220)	\$ 0.9748	\$ 5.7949	\$ 5.5722	\$ 0.2227
	1/2 GALLON	\$ 1.8508	\$ 0.1444	\$ (0.0048)	\$ (0.0573)	\$ 0.6720	\$ 2.6051	\$ 0.0945	\$ 2.6996	\$ (0.2610)	\$ 0.4874	\$ 2.9260	\$ 2.8104	\$ 0.1156
	QUART	\$ 0.9254	\$ 0.1432	\$ (0.0024)	\$ 0.0813	\$ 0.3360	\$ 1.4835	\$ 0.0538	\$ 1.5373	\$ (0.1305)	\$ 0.2437	\$ 1.6505	\$ 1.5907	\$ 0.0598
	PINT	\$ 0.4627	\$ 0.1209	\$ (0.0012)	\$ 0.0912	\$ 0.1680	\$ 0.8416	\$ 0.0305	\$ 0.8721	\$ (0.0653)	\$ 0.1219	\$ 0.9287	\$ 0.8888	\$ 0.0399
	12 OUNCE	\$ 0.3470	\$ 0.1206	\$ (0.0009)	\$ 0.0603	\$ 0.1260	\$ 0.6530	\$ 0.0237	\$ 0.6767	\$ (0.0489)	\$ 0.0914	\$ 0.7192	\$ 0.6923	\$ 0.0269
	10 OUNCE	\$ 0.2892	\$ 0.0544	\$ (0.0008)	\$ -	\$ 0.1050	\$ 0.4479	\$ 0.0162	\$ 0.4641	\$ (0.0435)	\$ 0.0812	\$ 0.5018	\$ 0.4847	\$ 0.0171
	1/2 PINT	\$ 0.2314	\$ 0.0273	\$ (0.0006)	\$ 0.0190	\$ 0.0840	\$ 0.3611	\$ 0.0131	\$ 0.3742	\$ (0.0326)	\$ 0.0609	\$ 0.4025	\$ 0.3846	\$ 0.0179
	4 OUNCE	\$ 0.1157	\$ 0.0281	\$ (0.0003)	\$ 0.0327	\$ 0.0420	\$ 0.2182	\$ 0.0079	\$ 0.2261	\$ (0.0163)	\$ 0.0305	\$ 0.2403	\$ 0.2306	\$ 0.0097
	Bulk per Quart	\$ 0.9254	\$ 0.0923	\$ (0.0024)	\$ 0.1074	\$ 0.3360	\$ 1.4587	\$ 0.0529	\$ 1.5116	\$ (0.1305)	\$ 0.2437	\$ 1.6248	\$ 1.5439	\$ 0.0809

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0061 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
OCTOBER 2019 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1542	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.8323	\$ (0.4599)	\$ 0.6168	\$ 0.1107	\$ 4.10	\$ 4.11	\$ (0.01)
	1/2 GALLON	\$ 1.9447	\$ (0.2334)	\$ 0.3084	\$ 0.0560	\$ 2.08	\$ 2.08	\$ -
	QUART	\$ 1.1598	\$ (0.1392)	\$ 0.1542	\$ 0.0326	\$ 1.21	\$ 1.21	\$ -
	PINT	\$ 0.6834	\$ (0.0820)	\$ 0.0771	\$ 0.0188	\$ 0.70	\$ 0.69	\$ 0.01
	12 OUNCE	\$ 0.5352	\$ (0.0642)	\$ 0.0578	\$ 0.0147	\$ 0.54	\$ 0.54	\$ -
	10 OUNCE	\$ 0.3485	\$ (0.0418)	\$ 0.0482	\$ 0.0098	\$ 0.36	\$ 0.37	\$ (0.01)
	1/2 PINT	\$ 0.2798	\$ (0.0336)	\$ 0.0386	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1790	\$ (0.0215)	\$ 0.0193	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.1341	\$ (0.1361)	\$ 0.1542	\$ 0.0320	\$ 1.18	\$ 1.16	\$ 0.02
REDUCED FAT (2%) MILK	GALLON	\$ 3.5472	\$ (0.4257)	\$ 0.6168	\$ 0.1037	\$ 3.84	\$ 3.86	\$ (0.02)
	1/2 GALLON	\$ 1.8022	\$ (0.2163)	\$ 0.3084	\$ 0.0526	\$ 1.95	\$ 1.95	\$ -
	QUART	\$ 1.0886	\$ (0.1306)	\$ 0.1542	\$ 0.0309	\$ 1.14	\$ 1.14	\$ -
	PINT	\$ 0.6478	\$ (0.0777)	\$ 0.0771	\$ 0.0180	\$ 0.67	\$ 0.66	\$ 0.01
	12 OUNCE	\$ 0.5085	\$ (0.0610)	\$ 0.0578	\$ 0.0140	\$ 0.52	\$ 0.52	\$ -
	10 OUNCE	\$ 0.3262	\$ (0.0391)	\$ 0.0482	\$ 0.0093	\$ 0.34	\$ 0.35	\$ (0.01)
	1/2 PINT	\$ 0.2620	\$ (0.0314)	\$ 0.0386	\$ 0.0075	\$ 0.28	\$ 0.27	\$ 0.01
	4 OUNCE	\$ 0.1701	\$ (0.0204)	\$ 0.0193	\$ 0.0047	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0629	\$ (0.1275)	\$ 0.1542	\$ 0.0302	\$ 1.12	\$ 1.10	\$ 0.02
LOWFAT (1%) MILK	GALLON	\$ 3.3347	\$ (0.4002)	\$ 0.6168	\$ 0.0985	\$ 3.65	\$ 3.67	\$ (0.02)
	1/2 GALLON	\$ 1.6958	\$ (0.2035)	\$ 0.3084	\$ 0.0500	\$ 1.85	\$ 1.85	\$ -
	QUART	\$ 1.0355	\$ (0.1243)	\$ 0.1542	\$ 0.0296	\$ 1.10	\$ 1.10	\$ -
	PINT	\$ 0.6212	\$ (0.0745)	\$ 0.0771	\$ 0.0173	\$ 0.64	\$ 0.63	\$ 0.01
	12 OUNCE	\$ 0.4886	\$ (0.0586)	\$ 0.0578	\$ 0.0135	\$ 0.50	\$ 0.50	\$ -
	10 OUNCE	\$ 0.3096	\$ (0.0372)	\$ 0.0482	\$ 0.0089	\$ 0.33	\$ 0.33	\$ -
	1/2 PINT	\$ 0.2487	\$ (0.0298)	\$ 0.0386	\$ 0.0071	\$ 0.26	\$ 0.26	\$ -
	4 OUNCE	\$ 0.1634	\$ (0.0196)	\$ 0.0193	\$ 0.0045	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 1.0098	\$ (0.1212)	\$ 0.1542	\$ 0.0289	\$ 1.07	\$ 1.05	\$ 0.02
NONFAT (SKIM) MILK	GALLON	\$ 3.1591	\$ (0.3791)	\$ 0.6168	\$ 0.0943	\$ 3.49	\$ 3.50	\$ (0.01)
	1/2 GALLON	\$ 1.6082	\$ (0.1930)	\$ 0.3084	\$ 0.0478	\$ 1.77	\$ 1.77	\$ -
	QUART	\$ 0.9915	\$ (0.1190)	\$ 0.1542	\$ 0.0285	\$ 1.06	\$ 1.05	\$ 0.01
	PINT	\$ 0.5993	\$ (0.0719)	\$ 0.0771	\$ 0.0168	\$ 0.62	\$ 0.61	\$ 0.01
	12 OUNCE	\$ 0.4721	\$ (0.0567)	\$ 0.0578	\$ 0.0131	\$ 0.49	\$ 0.48	\$ 0.01
	10 OUNCE	\$ 0.2959	\$ (0.0355)	\$ 0.0482	\$ 0.0086	\$ 0.32	\$ 0.32	\$ -
	1/2 PINT	\$ 0.2377	\$ (0.0285)	\$ 0.0386	\$ 0.0069	\$ 0.25	\$ 0.25	\$ -
	4 OUNCE	\$ 0.1579	\$ (0.0189)	\$ 0.0193	\$ 0.0044	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.9658	\$ (0.1159)	\$ 0.1542	\$ 0.0279	\$ 1.03	\$ 1.01	\$ 0.02

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
OCTOBER 2019 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1542	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.0440	\$ (0.4853)	\$ 0.6168	\$ 0.1159	\$ 4.29	\$ 4.30	\$ (0.01)
	1/2 GALLON	\$ 2.0505	\$ (0.2461)	\$ 0.3084	\$ 0.0586	\$ 2.17	\$ 2.17	\$ -
	QUART	\$ 1.2128	\$ (0.1455)	\$ 0.1542	\$ 0.0339	\$ 1.26	\$ 1.25	\$ 0.01
	PINT	\$ 0.7099	\$ (0.0852)	\$ 0.0771	\$ 0.0195	\$ 0.72	\$ 0.71	\$ 0.01
	12 OUNCE	\$ 0.5550	\$ (0.0666)	\$ 0.0578	\$ 0.0152	\$ 0.56	\$ 0.56	\$ -
	10 OUNCE	\$ 0.3651	\$ (0.0438)	\$ 0.0482	\$ 0.0103	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.2931	\$ (0.0352)	\$ 0.0386	\$ 0.0082	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1856	\$ (0.0223)	\$ 0.0193	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1871	\$ (0.1425)	\$ 0.1542	\$ 0.0333	\$ 1.23	\$ 1.21	\$ 0.02
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.5151	\$ (0.4218)	\$ 0.6168	\$ 0.1030	\$ 3.81	\$ 3.81	\$ -
	1/2 GALLON	\$ 1.7861	\$ (0.2143)	\$ 0.3084	\$ 0.0522	\$ 1.93	\$ 1.93	\$ -
	QUART	\$ 1.0806	\$ (0.1297)	\$ 0.1542	\$ 0.0307	\$ 1.14	\$ 1.13	\$ 0.01
	PINT	\$ 0.6438	\$ (0.0773)	\$ 0.0771	\$ 0.0179	\$ 0.66	\$ 0.65	\$ 0.01
	12 OUNCE	\$ 0.5055	\$ (0.0607)	\$ 0.0578	\$ 0.0139	\$ 0.52	\$ 0.51	\$ 0.01
	10 OUNCE	\$ 0.3237	\$ (0.0388)	\$ 0.0482	\$ 0.0092	\$ 0.34	\$ 0.34	\$ -
	1/2 PINT	\$ 0.2600	\$ (0.0312)	\$ 0.0386	\$ 0.0074	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1690	\$ (0.0203)	\$ 0.0193	\$ 0.0047	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 1.0549	\$ (0.1266)	\$ 0.1542	\$ 0.0300	\$ 1.11	\$ 1.09	\$ 0.02
FLAVORED NONFAT MILK	GALLON	\$ 3.4123	\$ (0.4095)	\$ 0.6168	\$ 0.1004	\$ 3.72	\$ 3.69	\$ 0.03
	1/2 GALLON	\$ 1.7347	\$ (0.2082)	\$ 0.3084	\$ 0.0509	\$ 1.89	\$ 1.87	\$ 0.02
	QUART	\$ 1.0549	\$ (0.1266)	\$ 0.1542	\$ 0.0300	\$ 1.11	\$ 1.10	\$ 0.01
	PINT	\$ 0.6309	\$ (0.0757)	\$ 0.0771	\$ 0.0175	\$ 0.65	\$ 0.63	\$ 0.02
	12 OUNCE	\$ 0.4959	\$ (0.0595)	\$ 0.0578	\$ 0.0137	\$ 0.51	\$ 0.50	\$ 0.01
	10 OUNCE	\$ 0.3157	\$ (0.0379)	\$ 0.0482	\$ 0.0090	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2536	\$ (0.0304)	\$ 0.0386	\$ 0.0073	\$ 0.27	\$ 0.26	\$ 0.01
	4 OUNCE	\$ 0.1658	\$ (0.0199)	\$ 0.0193	\$ 0.0046	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 1.0292	\$ (0.1235)	\$ 0.1542	\$ 0.0294	\$ 1.09	\$ 1.06	\$ 0.03
BUTTERMILK	GALLON	\$ 3.6928	\$ (0.4431)	\$ 0.6168	\$ 0.1073	\$ 3.97	\$ 4.06	\$ (0.09)
	1/2 GALLON	\$ 1.8750	\$ (0.2250)	\$ 0.3084	\$ 0.0543	\$ 2.01	\$ 2.05	\$ (0.04)
	QUART	\$ 1.1250	\$ (0.1350)	\$ 0.1542	\$ 0.0318	\$ 1.18	\$ 1.19	\$ (0.01)
	PINT	\$ 0.6659	\$ (0.0799)	\$ 0.0771	\$ 0.0184	\$ 0.68	\$ 0.68	\$ -
	12 OUNCE	\$ 0.5222	\$ (0.0627)	\$ 0.0578	\$ 0.0144	\$ 0.53	\$ 0.53	\$ -
	10 OUNCE	\$ 0.3376	\$ (0.0405)	\$ 0.0482	\$ 0.0096	\$ 0.35	\$ 0.36	\$ (0.01)
	1/2 PINT	\$ 0.2711	\$ (0.0325)	\$ 0.0386	\$ 0.0077	\$ 0.28	\$ 0.29	\$ (0.01)
	4 OUNCE	\$ 0.1746	\$ (0.0210)	\$ 0.0193	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0993	\$ (0.1319)	\$ 0.1542	\$ 0.0311	\$ 1.15	\$ 1.15	\$ -

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
OCTOBER 2019 PRICES**

		A	B	C	D	E	F	G
		EX. 11				(A+B+C+D)		(E - F)
Container Size		Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1542	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	\$ 5.7949	\$ (0.6954)	\$ 0.6168	\$ 0.1586	\$ 5.87	\$ 5.67	\$ 0.20
	1/2 GALLON	\$ 2.9260	\$ (0.3511)	\$ 0.3084	\$ 0.0800	\$ 2.96	\$ 2.86	\$ 0.10
	QUART	\$ 1.6505	\$ (0.1981)	\$ 0.1542	\$ 0.0446	\$ 1.66	\$ 1.60	\$ 0.06
	PINT	\$ 0.9287	\$ (0.1114)	\$ 0.0771	\$ 0.0248	\$ 0.94	\$ 0.89	\$ 0.05
	12 OUNCE	\$ 0.7192	\$ (0.0863)	\$ 0.0578	\$ 0.0192	\$ 0.73	\$ 0.70	\$ 0.03
	10 OUNCE	\$ 0.5018	\$ (0.0602)	\$ 0.0482	\$ 0.0136	\$ 0.51	\$ 0.49	\$ 0.02
	1/2 PINT	\$ 0.4025	\$ (0.0483)	\$ 0.0386	\$ 0.0109	\$ 0.41	\$ 0.39	\$ 0.02
	4 OUNCE	\$ 0.2403	\$ (0.0288)	\$ 0.0193	\$ 0.0064	\$ 0.25	\$ 0.24	\$ 0.01
	Bulk per Quart	\$ 1.6248	\$ (0.1950)	\$ 0.1542	\$ 0.0440	\$ 1.63	\$ 1.55	\$ 0.08