

**Pennsylvania Milk Marketing Board  
SALES IN PMMB AREA 6 BY TYPE OF MILK**

**PERCENTAGE OF CONTROLLED MILK SALES FOR  
ALL DEALERS SELLING IN PMMB AREA 6** <sup>(1) (2)</sup>

Standard Milk	24.64
Flavored Milk	4.89
Egg Nog	0.43
Reduced Fat Flavored Milk	6.05
Nonfat Flavored	1.67
Reduced Fat Milk	34.81
Low Fat Milk	12.47
Buttermilk	0.42
Nonfat Milk	10.23
Mixed Milk	2.35
Sour Cream	1.39
Light Cream	0.14
Medium Cream	0.01
Heavy Cream	0.50
	<u>100.0%</u>

**PERCENTAGE OF CONTROLLED MILK SALES FOR  
CROSS-SECTION DEALERS SELLING IN PMMB AREA 6** <sup>(1) (2) (3)</sup>

Standard Milk	25.22
Flavored Milk	7.13
Egg Nog	0.14
Reduced Fat Flavored Milk	6.94
Nonfat Flavored	2.22
Reduced Fat Milk	32.02
Low Fat Milk	13.42
Buttermilk	0.52
Nonfat Milk	9.37
Mixed Milk	2.33
Sour Cream	0.19
Light Cream	0.13
Medium Cream	0.00
Heavy Cream	0.37
	<u>100.0%</u>

<sup>(1)</sup> Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2018.

<sup>(2)</sup> Pounds of Milk used in deriving percentages.

<sup>(3)</sup> The cross-section dealers supply 62.5% of the reported milk sales to this area.

- \* Dean Dairy Holdings, LLC (Sharpsville location)
- \* Galliker Dairy Company
- \* Ritchey's Dairy, Inc.
- \* Turner's Dairy Farms, Inc.
- \* Tuscan / Lehigh Dairies, Inc. (Schuylkill Haven Location)
- \* Valley Farms Dairy, LLC

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 6**

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

<b>Cost Center</b>	<b>Weighted Costs</b>	<b>Weighted Points</b>	<b>Weighted Cost per Point</b>
<b>Receiving, Lab &amp; Field Work</b>	\$ 1,388,570	68,923,672	\$ 0.0201
<b>Standardization &amp; Pasteurization</b>	\$ 1,799,985	80,202,188	\$ 0.0224
<b>Bottling</b>	\$ 4,863,286	82,642,174	\$ 0.0588
<b>Cold Room</b>	\$ 3,581,308	93,740,729	\$ 0.0382
<b>Delivery</b>	\$ 15,584,786	93,292,405	\$ 0.1671
<b>Selling</b>	\$ 1,898,786	83,416,614	\$ 0.0228

**Total Cost per Point** **\$ 0.3294**

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 6**

**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-19) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 1,238,186	6,479,259	\$ 0.1911			
GALLON - Plastic	Purchased	\$ 345,303	1,472,940	\$ 0.2344			
GALLON - Combined		\$ 1,583,489	7,952,199	\$ 0.1991	\$ 0.2108	1.95%	\$ 0.2149
1/2 GALLON - Plastic	Blow Molded	\$ 735,188	5,703,023	\$ 0.1289			
1/2 GALLON - Plastic	Purchased	\$ 343,356	2,062,500	\$ 0.1665			
1/2 GALLON - Paper	Purchased	\$ -	-				
1/2 GALLON - Combined		\$ 1,078,544	7,765,523	\$ 0.1389	\$ 0.1466	1.89%	\$ 0.1494
QUART - Plastic	Purchased	\$ 327,692	1,544,711	\$ 0.2121			
QUART - Paper	Purchased	\$ 4,248	26,664	\$ 0.1593			
QUART - Combined		\$ 331,940	1,571,375	\$ 0.2112	\$ 0.2125	1.57%	\$ 0.2158
PINT - Plastic	Purchased	\$ 423,552	2,701,458	\$ 0.1568			
PINT - Paper	Purchased	\$ 2,223	43,086	\$ 0.0516			
PINT - Combined		\$ 425,775	2,744,544	\$ 0.1551	\$ 0.1552	1.62%	\$ 0.1577
12 Ounce <sup>(1)</sup>	Purchased			\$ 0.0367	\$ 0.0367		\$ 0.0367
10 Ounce <sup>(1)</sup>	Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT - Plastic	Purchased	\$ 68	635	\$ 0.1071	\$ 0.1087	0.92%	\$ 0.1097
1/2 PINT - Paper	Purchased	\$ 836,772	29,242,691	\$ 0.0286	\$ 0.0281	0.85%	\$ 0.0283
4 Ounce	Purchased	\$ 24,368	869,557	\$ 0.0280	\$ 0.0280	1.53%	\$ 0.0284
Bulk Per Quart	Purchased	\$ 279,700	1,983,549	\$ 0.1410	\$ 0.1410	1.30%	\$ 0.1428

Footnote:

1. None of the Area 6 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 6**

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

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Weighted Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 848	27,325,081	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 2,704	30,295,827	\$ 0.0001
<b>Low Fat (1%) Milk</b>	\$ 1,262	15,393,242	\$ 0.0001
<b>Non Fat (Skim) Milk</b>	\$ 4,951	9,669,941	\$ 0.0005
<b>Flavored Milk</b>	\$ 320,257	8,839,812	\$ 0.0362
<b>Flavored Reduced Fat Milk</b>	\$ 337,243	8,507,083	\$ 0.0396
<b>Flavored NONFAT Milk</b>	\$ 98,755	2,796,018	\$ 0.0353
<b>Buttermilk</b>	\$ 15,778	426,913	\$ 0.0370
<b>Egg Nog</b>	\$ 32,272	161,087	\$ 0.2003

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

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

	A	B	C	D	E	F	G
						- (C - D - E)	
<b>Cost/(Revenue) Factor</b>	<b>Product Pounds</b>	<b>Butterfat Pounds</b>	<b>Revenue</b>	<b>Costs</b>	<b>Additional Processing Costs</b>	<b>Net Cost or (Profit)/Loss</b>	<b>Weighted Cost or (Profit)/Loss</b>
1 <b>Shrinkage</b>	14,619,444	13,686,188	n/a	\$ 933,256	n/a	\$ 933,256	\$ 581,399
2 <b>Bulk MILK - diverted</b>	132,196,887	5,129,638	\$ 19,564,193	\$ 20,816,034	n/a	\$ 1,251,841	\$ 474,932
3 <b>Bulk MILK - transferred</b>	11,851,801	277,478	\$ 1,766,533	\$ 1,431,172	\$ 309,399	\$ (25,962)	\$ (3,120)
4 <b>Bulk MILK - TOTAL (Row 2 + Row 3)</b>	144,048,688	5,407,116	\$ 21,330,726	\$ 22,247,206	\$ 309,399	\$ 1,225,879	\$ 471,812
5 <b>Bulk CREAM - transferred</b>	29,420,398	12,378,695	\$ 44,532,836	\$ 39,107,408	\$ 1,168,766	\$ (4,256,662)	\$ (184,820)

	H	I	J
			(H ÷ I)
<b>Cost/(Revenue) Factor</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Weighted Cost per Pound</b>
6 <b>Shrinkage (Row 1)</b>	\$ 581,399		
7 <b>Bulk MILK (Profit)/Loss (Row 4)</b>	\$ 471,812		
8 <b>Bulk CREAM (Profit)/Loss (Row 5)</b>	\$ (184,820)		
9 <b>Total</b>	\$ 868,391	133,392,766	\$ <b>0.0065</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**MILK COSTS BEFORE PACKAGING  
OCTOBER 2019 MILK COST**

	Class I
Skim Rate	\$ 13.50
Butterfat Rate	\$ 2.5791

Product Description	A Product Pounds	B Pounds	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B x BF Rate)	(D x Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Test (%)								
Standard (Whole) Milk	27,325,081	896,558	3.2811%	26,428,523	\$ 2,312,313	\$ 3,567,851	\$ 5,880,164	\$ 0.2152	\$ -	\$ 0.0065	\$ 0.2217
Reduced Fat (2%) Milk	30,295,827	588,290	1.9418%	29,707,537	\$ 1,517,259	\$ 4,010,517	\$ 5,527,776	\$ 0.1825	\$ 0.0001	\$ 0.0065	\$ 0.1891
Low Fat (1%) Milk	15,393,242	145,601	0.9459%	15,247,641	\$ 375,520	\$ 2,058,432	\$ 2,433,952	\$ 0.1581	\$ 0.0001	\$ 0.0065	\$ 0.1647
Non Fat (Skim) Milk	9,669,941	12,778	0.1321%	9,657,163	\$ 32,956	\$ 1,303,717	\$ 1,336,673	\$ 0.1382	\$ 0.0005	\$ 0.0065	\$ 0.1452
Flavored Milk	8,839,812	290,478	3.2860%	8,549,334	\$ 749,172	\$ 1,154,160	\$ 1,903,332	\$ 0.2153	\$ 0.0362	\$ 0.0065	\$ 0.2580
Flavored Reduced Fat Milk	8,507,083	93,580	1.1000%	8,413,503	\$ 241,352	\$ 1,135,823	\$ 1,377,175	\$ 0.1619	\$ 0.0396	\$ 0.0065	\$ 0.2080
Flavored NONFAT Milk	2,796,018	4,156	0.1486%	2,791,862	\$ 10,719	\$ 376,901	\$ 387,620	\$ 0.1386	\$ 0.0353	\$ 0.0065	\$ 0.1804
Buttermilk	426,913	4,507	1.0557%	422,406	\$ 11,624	\$ 57,025	\$ 68,649	\$ 0.1608	\$ 0.0370	\$ 0.0065	\$ 0.2043
Egg Nog	161,087	10,241	6.3574%	150,846	\$ 26,413	\$ 20,364	\$ 46,777	\$ 0.2904	\$ 0.2003	\$ 0.0065	\$ 0.4972

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**COST UPDATE ADJUSTMENT  
1<sup>st</sup> HALF COMPARISON (Year 2019 vs. Year 2018)**

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

<b>WEIGHTED LABOR COSTS</b>	\$ 10,200,699	\$ 10,004,422	43,041,821	39,819,456	\$ 0.2370	\$ 0.2512	\$ (0.0142)
<b>WEIGHTED UTILITY COSTS</b>	\$ 509,959	\$ 525,510	43,041,821	39,819,456	\$ 0.0118	\$ 0.0132	\$ (0.0014)
<b>WEIGHTED INSURANCE COST</b>	\$ 243,524	\$ 211,580	43,041,821	39,819,456	\$ 0.0057	\$ 0.0053	\$ 0.0004

**COST UPDATE ADJUSTMENT per BOTTLING POINT**      **\$ (0.0152)**

# PENNSYLVANIA MILK MARKETING BOARD

## MILK MARKETING AREA 6

### Diesel Fuel Costs Adjustment

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

1. Weighted Diesel Fuel Costs - YEAR 2018	\$	1,830,447
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>1,747,162</u>
6. Change in Diesel Fuel Costs from YEAR 2018 to AUGUST 2019 (Line 5 - Line 1)	\$	(83,285)
7. Weighted Delivery Points - YEAR 2018		<u>93,292,405</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>(0.0009)</u></b>

## 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](https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm)



# PENNSYLVANIA MILK MARKETING BOARD

## MILK MARKETING AREA 6

### Heating Fuel Costs Adjustment

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

1. Weighted Heating Fuel Costs - YEAR 2018	\$	167,790
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>161,414</u>
6. Change in Heating Fuel Costs from YEAR 2018 to JUNE 2019 (Line 5 - Line 1)	\$	(6,376)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2018		<u>80,202,188</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>(0.0001)</u></b>

## 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 6  
YEAR 2018 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 6-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	7,952,199	\$ (0.09567)	\$ (0.01638)	\$ <b>(0.1121)</b>	\$ (891,442)
1/2 GALLON	7,765,523	\$ 0.01092	\$ (0.05162)	\$ <b>(0.0407)</b>	\$ (316,057)
QUART	1,571,375	\$ 0.06860	\$ 0.02859	\$ <b>0.0972</b>	\$ 152,738
PINT	2,744,544	\$ 0.07119	\$ 0.05685	\$ <b>0.1280</b>	\$ 351,302
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	29,243,326	\$ 0.01060	\$ 0.01164	\$ <b>0.0222</b>	\$ 649,202
4 OUNCE	869,557	\$ 0.01771	\$ 0.01630	\$ <b>0.0340</b>	\$ 29,565
Bulk per Quart	1,983,556	\$ 0.02383	\$ (0.01226)	\$ <b>0.0116</b>	\$ 23,009
					<u>\$ (1,683)</u>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**WHOLESALE PRICE BUILDUP  
OCTOBER 2019 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	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	Profit at 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 1.9066	\$ 0.2149	\$ (0.0360)	\$ (0.1121)	\$ 1.3176	\$ 3.2910	\$ 0.1158	\$ 3.4068	\$ (0.5640)	\$ 0.9864	\$ 3.8292	\$ 3.9830	\$ (0.1538)
	1/2 GALLON	\$ 0.9533	\$ 0.1494	\$ (0.0180)	\$ (0.0407)	\$ 0.6588	\$ 1.7028	\$ 0.0599	\$ 1.7627	\$ (0.2820)	\$ 0.4932	\$ 1.9739	\$ 2.0492	\$ (0.0753)
	QUART	\$ 0.4767	\$ 0.2158	\$ (0.0090)	\$ 0.0972	\$ 0.3294	\$ 1.1101	\$ 0.0391	\$ 1.1492	\$ (0.1410)	\$ 0.2466	\$ 1.2548	\$ 1.2936	\$ (0.0388)
	PINT	\$ 0.2383	\$ 0.1577	\$ (0.0045)	\$ 0.1280	\$ 0.1647	\$ 0.6842	\$ 0.0241	\$ 0.7083	\$ (0.0705)	\$ 0.1233	\$ 0.7611	\$ 0.7828	\$ (0.0217)
	12 OUNCE	\$ 0.1787	\$ 0.0367	\$ (0.0034)	\$ -	\$ 0.1235	\$ 0.3355	\$ 0.0118	\$ 0.3473	\$ (0.0529)	\$ 0.0925	\$ 0.3869	\$ 0.4016	\$ (0.0147)
	10 OUNCE	\$ 0.1490	\$ 0.0587	\$ (0.0028)	\$ -	\$ 0.1029	\$ 0.3078	\$ 0.0108	\$ 0.3186	\$ (0.0441)	\$ 0.0771	\$ 0.3516	\$ 0.3636	\$ (0.0120)
	1/2 PINT	\$ 0.1192	\$ 0.0283	\$ (0.0023)	\$ 0.0222	\$ 0.0824	\$ 0.2498	\$ 0.0088	\$ 0.2586	\$ (0.0353)	\$ 0.0617	\$ 0.2850	\$ 0.2942	\$ (0.0092)
	4 OUNCE	\$ 0.0596	\$ 0.0284	\$ (0.0011)	\$ 0.0340	\$ 0.0412	\$ 0.1621	\$ 0.0057	\$ 0.1678	\$ (0.0177)	\$ 0.0309	\$ 0.1810	\$ 0.1826	\$ (0.0016)
	Bulk per Quart	\$ 0.4767	\$ 0.1428	\$ (0.0090)	\$ 0.0116	\$ 0.3294	\$ 0.9515	\$ 0.0335	\$ 0.9850	\$ (0.1410)	\$ 0.2466	\$ 1.0906	\$ 1.1148	\$ (0.0242)
REDUCED FAT (2%) MILK	GALLON	\$ 1.6300	\$ 0.2149	\$ (0.0360)	\$ (0.1121)	\$ 1.3176	\$ 3.0144	\$ 0.1061	\$ 3.1205	\$ (0.5640)	\$ 0.9864	\$ 3.5429	\$ 3.6976	\$ (0.1547)
	1/2 GALLON	\$ 0.8150	\$ 0.1494	\$ (0.0180)	\$ (0.0407)	\$ 0.6588	\$ 1.5645	\$ 0.0551	\$ 1.6196	\$ (0.2820)	\$ 0.4932	\$ 1.8308	\$ 1.9064	\$ (0.0756)
	QUART	\$ 0.4075	\$ 0.2158	\$ (0.0090)	\$ 0.0972	\$ 0.3294	\$ 1.0409	\$ 0.0366	\$ 1.0775	\$ (0.1410)	\$ 0.2466	\$ 1.1831	\$ 1.2222	\$ (0.0391)
	PINT	\$ 0.2038	\$ 0.1577	\$ (0.0045)	\$ 0.1280	\$ 0.1647	\$ 0.6497	\$ 0.0229	\$ 0.6726	\$ (0.0705)	\$ 0.1233	\$ 0.7254	\$ 0.7471	\$ (0.0217)
	12 OUNCE	\$ 0.1525	\$ 0.0367	\$ (0.0034)	\$ -	\$ 0.1235	\$ 0.3093	\$ 0.0109	\$ 0.3202	\$ (0.0529)	\$ 0.0925	\$ 0.3598	\$ 0.3748	\$ (0.0150)
	10 OUNCE	\$ 0.1273	\$ 0.0587	\$ (0.0028)	\$ -	\$ 0.1029	\$ 0.2861	\$ 0.0101	\$ 0.2962	\$ (0.0441)	\$ 0.0771	\$ 0.3292	\$ 0.3414	\$ (0.0122)
	1/2 PINT	\$ 0.1019	\$ 0.0283	\$ (0.0023)	\$ 0.0222	\$ 0.0824	\$ 0.2325	\$ 0.0082	\$ 0.2407	\$ (0.0353)	\$ 0.0617	\$ 0.2671	\$ 0.2764	\$ (0.0093)
	4 OUNCE	\$ 0.0509	\$ 0.0284	\$ (0.0011)	\$ 0.0340	\$ 0.0412	\$ 0.1534	\$ 0.0054	\$ 0.1588	\$ (0.0177)	\$ 0.0309	\$ 0.1720	\$ 0.1737	\$ (0.0017)
	Bulk per Quart	\$ 0.4075	\$ 0.1428	\$ (0.0090)	\$ 0.0116	\$ 0.3294	\$ 0.8823	\$ 0.0311	\$ 0.9134	\$ (0.1410)	\$ 0.2466	\$ 1.0190	\$ 1.0434	\$ (0.0244)
LOWFAT (1%) MILK	GALLON	\$ 1.4197	\$ 0.2149	\$ (0.0360)	\$ (0.1121)	\$ 1.3176	\$ 2.8041	\$ 0.0987	\$ 2.9028	\$ (0.5640)	\$ 0.9864	\$ 3.3252	\$ 3.4825	\$ (0.1573)
	1/2 GALLON	\$ 0.7099	\$ 0.1494	\$ (0.0180)	\$ (0.0407)	\$ 0.6588	\$ 1.4594	\$ 0.0514	\$ 1.5108	\$ (0.2820)	\$ 0.4932	\$ 1.7220	\$ 1.7989	\$ (0.0769)
	QUART	\$ 0.3549	\$ 0.2158	\$ (0.0090)	\$ 0.0972	\$ 0.3294	\$ 0.9883	\$ 0.0348	\$ 1.0231	\$ (0.1410)	\$ 0.2466	\$ 1.1287	\$ 1.1684	\$ (0.0397)
	PINT	\$ 0.1775	\$ 0.1577	\$ (0.0045)	\$ 0.1280	\$ 0.1647	\$ 0.6234	\$ 0.0219	\$ 0.6453	\$ (0.0705)	\$ 0.1233	\$ 0.6981	\$ 0.7203	\$ (0.0222)
	12 OUNCE	\$ 0.1331	\$ 0.0367	\$ (0.0034)	\$ -	\$ 0.1235	\$ 0.2899	\$ 0.0102	\$ 0.3001	\$ (0.0529)	\$ 0.0925	\$ 0.3397	\$ 0.3546	\$ (0.0149)
	10 OUNCE	\$ 0.1109	\$ 0.0587	\$ (0.0028)	\$ -	\$ 0.1029	\$ 0.2697	\$ 0.0095	\$ 0.2792	\$ (0.0441)	\$ 0.0771	\$ 0.3122	\$ 0.3245	\$ (0.0123)
	1/2 PINT	\$ 0.0887	\$ 0.0283	\$ (0.0023)	\$ 0.0222	\$ 0.0824	\$ 0.2193	\$ 0.0077	\$ 0.2270	\$ (0.0353)	\$ 0.0617	\$ 0.2534	\$ 0.2629	\$ (0.0095)
	4 OUNCE	\$ 0.0444	\$ 0.0284	\$ (0.0011)	\$ 0.0340	\$ 0.0412	\$ 0.1469	\$ 0.0052	\$ 0.1521	\$ (0.0177)	\$ 0.0309	\$ 0.1653	\$ 0.1669	\$ (0.0016)
	Bulk per Quart	\$ 0.3549	\$ 0.1428	\$ (0.0090)	\$ 0.0116	\$ 0.3294	\$ 0.8297	\$ 0.0292	\$ 0.8589	\$ (0.1410)	\$ 0.2466	\$ 0.9645	\$ 0.9897	\$ (0.0252)
NONFAT (SKIM) MILK	GALLON	\$ 1.2531	\$ 0.2149	\$ (0.0360)	\$ (0.1121)	\$ 1.3176	\$ 2.6375	\$ 0.0928	\$ 2.7303	\$ (0.5640)	\$ 0.9864	\$ 3.1527	\$ 3.3082	\$ (0.1555)
	1/2 GALLON	\$ 0.6265	\$ 0.1494	\$ (0.0180)	\$ (0.0407)	\$ 0.6588	\$ 1.3760	\$ 0.0484	\$ 1.4244	\$ (0.2820)	\$ 0.4932	\$ 1.6356	\$ 1.7117	\$ (0.0761)
	QUART	\$ 0.3133	\$ 0.2158	\$ (0.0090)	\$ 0.0972	\$ 0.3294	\$ 0.9467	\$ 0.0333	\$ 0.9800	\$ (0.1410)	\$ 0.2466	\$ 1.0856	\$ 1.1249	\$ (0.0393)
	PINT	\$ 0.1566	\$ 0.1577	\$ (0.0045)	\$ 0.1280	\$ 0.1647	\$ 0.6025	\$ 0.0212	\$ 0.6237	\$ (0.0705)	\$ 0.1233	\$ 0.6765	\$ 0.6985	\$ (0.0220)
	12 OUNCE	\$ 0.1175	\$ 0.0367	\$ (0.0034)	\$ -	\$ 0.1235	\$ 0.2743	\$ 0.0097	\$ 0.2840	\$ (0.0529)	\$ 0.0925	\$ 0.3236	\$ 0.3383	\$ (0.0147)
	10 OUNCE	\$ 0.0979	\$ 0.0587	\$ (0.0028)	\$ -	\$ 0.1029	\$ 0.2567	\$ 0.0090	\$ 0.2657	\$ (0.0441)	\$ 0.0771	\$ 0.2987	\$ 0.3110	\$ (0.0123)
	1/2 PINT	\$ 0.0783	\$ 0.0283	\$ (0.0023)	\$ 0.0222	\$ 0.0824	\$ 0.2089	\$ 0.0074	\$ 0.2163	\$ (0.0353)	\$ 0.0617	\$ 0.2427	\$ 0.2521	\$ (0.0094)
	4 OUNCE	\$ 0.0392	\$ 0.0284	\$ (0.0011)	\$ 0.0340	\$ 0.0412	\$ 0.1417	\$ 0.0050	\$ 0.1467	\$ (0.0177)	\$ 0.0309	\$ 0.1599	\$ 0.1615	\$ (0.0016)
	Bulk per Quart	\$ 0.3133	\$ 0.1428	\$ (0.0090)	\$ 0.0116	\$ 0.3294	\$ 0.7881	\$ 0.0277	\$ 0.8158	\$ (0.1410)	\$ 0.2466	\$ 0.9214	\$ 0.9461	\$ (0.0247)

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0072 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 6**

**WHOLESALE PRICE BUILDUP**  
**OCTOBER 2019 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	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	Profit at 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.0640	\$ 0.2149	\$ (0.0360)	\$ (0.1121)	\$ 1.3176	\$ 3.4484	\$ 0.1214	\$ 3.5698	\$ (0.5640)	\$ 0.9864	\$ 3.9922	\$ 4.1379	\$ (0.1457)
	1/2 GALLON	\$ 1.0320	\$ 0.1494	\$ (0.0180)	\$ (0.0407)	\$ 0.6588	\$ 1.7815	\$ 0.0627	\$ 1.8442	\$ (0.2820)	\$ 0.4932	\$ 2.0554	\$ 2.1266	\$ (0.0712)
	QUART	\$ 0.5160	\$ 0.2158	\$ (0.0090)	\$ 0.0972	\$ 0.3294	\$ 1.1494	\$ 0.0405	\$ 1.1899	\$ (0.1410)	\$ 0.2466	\$ 1.2955	\$ 1.3323	\$ (0.0368)
	PINT	\$ 0.2580	\$ 0.1577	\$ (0.0045)	\$ 0.1280	\$ 0.1647	\$ 0.7039	\$ 0.0248	\$ 0.7287	\$ (0.0705)	\$ 0.1233	\$ 0.7815	\$ 0.8022	\$ (0.0207)
	12 OUNCE	\$ 0.1935	\$ 0.0367	\$ (0.0034)	\$ -	\$ 0.1235	\$ 0.3503	\$ 0.0123	\$ 0.3626	\$ (0.0529)	\$ 0.0925	\$ 0.4022	\$ 0.4161	\$ (0.0139)
	10 OUNCE	\$ 0.1613	\$ 0.0587	\$ (0.0028)	\$ -	\$ 0.1029	\$ 0.3201	\$ 0.0113	\$ 0.3314	\$ (0.0441)	\$ 0.0771	\$ 0.3644	\$ 0.3758	\$ (0.0114)
	1/2 PINT	\$ 0.1290	\$ 0.0283	\$ (0.0023)	\$ 0.0222	\$ 0.0824	\$ 0.2596	\$ 0.0091	\$ 0.2687	\$ (0.0353)	\$ 0.0617	\$ 0.2951	\$ 0.3039	\$ (0.0088)
	4 OUNCE	\$ 0.0645	\$ 0.0284	\$ (0.0011)	\$ 0.0340	\$ 0.0412	\$ 0.1670	\$ 0.0059	\$ 0.1729	\$ (0.0177)	\$ 0.0309	\$ 0.1861	\$ 0.1874	\$ (0.0013)
Bulk per Quart	\$ 0.5160	\$ 0.1428	\$ (0.0090)	\$ 0.0116	\$ 0.3294	\$ 0.9908	\$ 0.0349	\$ 1.0257	\$ (0.1410)	\$ 0.2466	\$ 1.1313	\$ 1.1535	\$ (0.0222)	
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.6640	\$ 0.2149	\$ (0.0360)	\$ (0.1121)	\$ 1.3176	\$ 3.0484	\$ 0.1073	\$ 3.1557	\$ (0.5640)	\$ 0.9864	\$ 3.5781	\$ 3.7346	\$ (0.1565)
	1/2 GALLON	\$ 0.8320	\$ 0.1494	\$ (0.0180)	\$ (0.0407)	\$ 0.6588	\$ 1.5815	\$ 0.0557	\$ 1.6372	\$ (0.2820)	\$ 0.4932	\$ 1.8484	\$ 1.9250	\$ (0.0766)
	QUART	\$ 0.4160	\$ 0.2158	\$ (0.0090)	\$ 0.0972	\$ 0.3294	\$ 1.0494	\$ 0.0369	\$ 1.0863	\$ (0.1410)	\$ 0.2466	\$ 1.1919	\$ 1.2315	\$ (0.0396)
	PINT	\$ 0.2080	\$ 0.1577	\$ (0.0045)	\$ 0.1280	\$ 0.1647	\$ 0.6539	\$ 0.0230	\$ 0.6769	\$ (0.0705)	\$ 0.1233	\$ 0.7297	\$ 0.7518	\$ (0.0221)
	12 OUNCE	\$ 0.1560	\$ 0.0367	\$ (0.0034)	\$ -	\$ 0.1235	\$ 0.3128	\$ 0.0110	\$ 0.3238	\$ (0.0529)	\$ 0.0925	\$ 0.3634	\$ 0.3783	\$ (0.0149)
	10 OUNCE	\$ 0.1300	\$ 0.0587	\$ (0.0028)	\$ -	\$ 0.1029	\$ 0.2888	\$ 0.0102	\$ 0.2990	\$ (0.0441)	\$ 0.0771	\$ 0.3320	\$ 0.3443	\$ (0.0123)
	1/2 PINT	\$ 0.1040	\$ 0.0283	\$ (0.0023)	\$ 0.0222	\$ 0.0824	\$ 0.2346	\$ 0.0083	\$ 0.2429	\$ (0.0353)	\$ 0.0617	\$ 0.2693	\$ 0.2787	\$ (0.0094)
	4 OUNCE	\$ 0.0520	\$ 0.0284	\$ (0.0011)	\$ 0.0340	\$ 0.0412	\$ 0.1545	\$ 0.0054	\$ 0.1599	\$ (0.0177)	\$ 0.0309	\$ 0.1731	\$ 0.1749	\$ (0.0018)
Bulk per Quart	\$ 0.4160	\$ 0.1428	\$ (0.0090)	\$ 0.0116	\$ 0.3294	\$ 0.8908	\$ 0.0314	\$ 0.9222	\$ (0.1410)	\$ 0.2466	\$ 1.0278	\$ 1.0527	\$ (0.0249)	
FLAVORED NONFAT MILK	GALLON	\$ 1.4432	\$ 0.2149	\$ (0.0360)	\$ (0.1121)	\$ 1.3176	\$ 2.8276	\$ 0.0995	\$ 2.9271	\$ (0.5640)	\$ 0.9864	\$ 3.3495	\$ 3.4969	\$ (0.1474)
	1/2 GALLON	\$ 0.7216	\$ 0.1494	\$ (0.0180)	\$ (0.0407)	\$ 0.6588	\$ 1.4711	\$ 0.0518	\$ 1.5229	\$ (0.2820)	\$ 0.4932	\$ 1.7341	\$ 1.8061	\$ (0.0720)
	QUART	\$ 0.3608	\$ 0.2158	\$ (0.0090)	\$ 0.0972	\$ 0.3294	\$ 0.9942	\$ 0.0350	\$ 1.0292	\$ (0.1410)	\$ 0.2466	\$ 1.1348	\$ 1.1721	\$ (0.0373)
	PINT	\$ 0.1804	\$ 0.1577	\$ (0.0045)	\$ 0.1280	\$ 0.1647	\$ 0.6263	\$ 0.0220	\$ 0.6483	\$ (0.0705)	\$ 0.1233	\$ 0.7011	\$ 0.7221	\$ (0.0210)
	12 OUNCE	\$ 0.1353	\$ 0.0367	\$ (0.0034)	\$ -	\$ 0.1235	\$ 0.2921	\$ 0.0103	\$ 0.3024	\$ (0.0529)	\$ 0.0925	\$ 0.3420	\$ 0.3560	\$ (0.0140)
	10 OUNCE	\$ 0.1128	\$ 0.0587	\$ (0.0028)	\$ -	\$ 0.1029	\$ 0.2716	\$ 0.0096	\$ 0.2812	\$ (0.0441)	\$ 0.0771	\$ 0.3142	\$ 0.3257	\$ (0.0115)
	1/2 PINT	\$ 0.0902	\$ 0.0283	\$ (0.0023)	\$ 0.0222	\$ 0.0824	\$ 0.2208	\$ 0.0078	\$ 0.2286	\$ (0.0353)	\$ 0.0617	\$ 0.2550	\$ 0.2639	\$ (0.0089)
	4 OUNCE	\$ 0.0451	\$ 0.0284	\$ (0.0011)	\$ 0.0340	\$ 0.0412	\$ 0.1476	\$ 0.0052	\$ 0.1528	\$ (0.0177)	\$ 0.0309	\$ 0.1660	\$ 0.1674	\$ (0.0014)
Bulk per Quart	\$ 0.3608	\$ 0.1428	\$ (0.0090)	\$ 0.0116	\$ 0.3294	\$ 0.8356	\$ 0.0294	\$ 0.8650	\$ (0.1410)	\$ 0.2466	\$ 0.9706	\$ 0.9933	\$ (0.0227)	
BUTTERMILK	GALLON	\$ 1.7611	\$ 0.2149	\$ (0.0360)	\$ (0.1121)	\$ 1.3176	\$ 3.1455	\$ 0.1107	\$ 3.2562	\$ (0.5640)	\$ 0.9864	\$ 3.6786	\$ 3.8198	\$ (0.1412)
	1/2 GALLON	\$ 0.8805	\$ 0.1494	\$ (0.0180)	\$ (0.0407)	\$ 0.6588	\$ 1.6300	\$ 0.0574	\$ 1.6874	\$ (0.2820)	\$ 0.4932	\$ 1.8986	\$ 1.9675	\$ (0.0689)
	QUART	\$ 0.4403	\$ 0.2158	\$ (0.0090)	\$ 0.0972	\$ 0.3294	\$ 1.0737	\$ 0.0378	\$ 1.1115	\$ (0.1410)	\$ 0.2466	\$ 1.2171	\$ 1.2528	\$ (0.0357)
	PINT	\$ 0.2201	\$ 0.1577	\$ (0.0045)	\$ 0.1280	\$ 0.1647	\$ 0.6660	\$ 0.0234	\$ 0.6894	\$ (0.0705)	\$ 0.1233	\$ 0.7422	\$ 0.7624	\$ (0.0202)
	12 OUNCE	\$ 0.1651	\$ 0.0367	\$ (0.0034)	\$ -	\$ 0.1235	\$ 0.3219	\$ 0.0113	\$ 0.3332	\$ (0.0529)	\$ 0.0925	\$ 0.3728	\$ 0.3863	\$ (0.0135)
	10 OUNCE	\$ 0.1376	\$ 0.0587	\$ (0.0028)	\$ -	\$ 0.1029	\$ 0.2964	\$ 0.0104	\$ 0.3068	\$ (0.0441)	\$ 0.0771	\$ 0.3398	\$ 0.3509	\$ (0.0111)
	1/2 PINT	\$ 0.1101	\$ 0.0283	\$ (0.0023)	\$ 0.0222	\$ 0.0824	\$ 0.2407	\$ 0.0085	\$ 0.2492	\$ (0.0353)	\$ 0.0617	\$ 0.2756	\$ 0.2840	\$ (0.0084)
	4 OUNCE	\$ 0.0550	\$ 0.0284	\$ (0.0011)	\$ 0.0340	\$ 0.0412	\$ 0.1575	\$ 0.0055	\$ 0.1630	\$ (0.0177)	\$ 0.0309	\$ 0.1762	\$ 0.1775	\$ (0.0013)
Bulk per Quart	\$ 0.4403	\$ 0.1428	\$ (0.0090)	\$ 0.0116	\$ 0.3294	\$ 0.9151	\$ 0.0322	\$ 0.9473	\$ (0.1410)	\$ 0.2466	\$ 1.0529	\$ 1.0740	\$ (0.0211)	

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0072 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 6**

**WHOLESALE PRICE BUILDUP**  
**OCTOBER 2019 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	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	Profit at 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 3.9776	\$ 0.2149	\$ (0.0360)	\$ (0.1121)	\$ 1.3176	\$ 5.3620	\$ 0.1887	\$ 5.5507	\$ (0.5640)	\$ 0.9864	\$ 5.9731	\$ 6.0005	\$ (0.0274)
	1/2 GALLON	\$ 1.9888	\$ 0.1494	\$ (0.0180)	\$ (0.0407)	\$ 0.6588	\$ 2.7383	\$ 0.0964	\$ 2.8347	\$ (0.2820)	\$ 0.4932	\$ 3.0459	\$ 3.0579	\$ (0.0120)
	QUART	\$ 0.9944	\$ 0.2158	\$ (0.0090)	\$ 0.0972	\$ 0.3294	\$ 1.6278	\$ 0.0573	\$ 1.6851	\$ (0.1410)	\$ 0.2466	\$ 1.7907	\$ 1.7979	\$ (0.0072)
	PINT	\$ 0.4972	\$ 0.1577	\$ (0.0045)	\$ 0.1280	\$ 0.1647	\$ 0.9431	\$ 0.0332	\$ 0.9763	\$ (0.0705)	\$ 0.1233	\$ 1.0291	\$ 1.0350	\$ (0.0059)
	12 OUNCE	\$ 0.3729	\$ 0.0367	\$ (0.0034)	\$ -	\$ 0.1235	\$ 0.5297	\$ 0.0186	\$ 0.5483	\$ (0.0529)	\$ 0.0925	\$ 0.5879	\$ 0.5907	\$ (0.0028)
	10 OUNCE	\$ 0.3108	\$ 0.0587	\$ (0.0028)	\$ -	\$ 0.1029	\$ 0.4696	\$ 0.0165	\$ 0.4861	\$ (0.0441)	\$ 0.0771	\$ 0.5191	\$ 0.5213	\$ (0.0022)
	1/2 PINT	\$ 0.2486	\$ 0.0283	\$ (0.0023)	\$ 0.0222	\$ 0.0824	\$ 0.3792	\$ 0.0133	\$ 0.3925	\$ (0.0353)	\$ 0.0617	\$ 0.4189	\$ 0.4203	\$ (0.0014)
	4 OUNCE	\$ 0.1243	\$ 0.0284	\$ (0.0011)	\$ 0.0340	\$ 0.0412	\$ 0.2268	\$ 0.0080	\$ 0.2348	\$ (0.0177)	\$ 0.0309	\$ 0.2480	\$ 0.2457	\$ 0.0023
	Bulk per Quart	\$ 0.9944	\$ 0.1428	\$ (0.0090)	\$ 0.0116	\$ 0.3294	\$ 1.4692	\$ 0.0517	\$ 1.5209	\$ (0.1410)	\$ 0.2466	\$ 1.6265	\$ 1.6192	\$ 0.0073

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0072 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP**  
**OCTOBER 2019 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1492	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.8292	\$ (0.4787)	\$ 0.5968	\$ 0.1095	\$ 4.06	\$ 4.20	\$ (0.14)
	1/2 GALLON	\$ 1.9739	\$ (0.2467)	\$ 0.2984	\$ 0.0562	\$ 2.08	\$ 2.15	\$ (0.07)
	QUART	<b>\$ 1.2548</b>	<b>\$ (0.1569)</b>	<b>\$ 0.1492</b>	<b>\$ 0.0346</b>	<b>\$ 1.28</b>	<b>\$ 1.32</b>	<b>\$ (0.04)</b>
	PINT	\$ 0.7611	\$ (0.0951)	\$ 0.0746	\$ 0.0206	\$ 0.77	\$ 0.79	\$ (0.02)
	12 OUNCE	\$ 0.3869	\$ (0.0484)	\$ 0.0560	\$ 0.0109	\$ 0.41	\$ 0.42	\$ (0.01)
	10 OUNCE	\$ 0.3516	\$ (0.0440)	\$ 0.0466	\$ 0.0098	\$ 0.36	\$ 0.37	\$ (0.01)
	1/2 PINT	\$ 0.2850	\$ (0.0356)	\$ 0.0373	\$ 0.0080	\$ 0.29	\$ 0.30	\$ (0.01)
	4 OUNCE	\$ 0.1810	\$ (0.0226)	\$ 0.0187	\$ 0.0049	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.0906	\$ (0.1363)	\$ 0.1492	\$ 0.0306	\$ 1.13	\$ 1.16	\$ (0.03)
REDUCED FAT (2%) MILK	GALLON	\$ 3.5429	\$ (0.4429)	\$ 0.5968	\$ 0.1026	\$ 3.80	\$ 3.94	\$ (0.14)
	1/2 GALLON	\$ 1.8308	\$ (0.2289)	\$ 0.2984	\$ 0.0527	\$ 1.95	\$ 2.02	\$ (0.07)
	QUART	\$ 1.1831	\$ (0.1479)	\$ 0.1492	\$ 0.0329	\$ 1.22	\$ 1.25	\$ (0.03)
	PINT	\$ 0.7254	\$ (0.0907)	\$ 0.0746	\$ 0.0197	\$ 0.73	\$ 0.75	\$ (0.02)
	12 OUNCE	\$ 0.3598	\$ (0.0450)	\$ 0.0560	\$ 0.0103	\$ 0.38	\$ 0.39	\$ (0.01)
	10 OUNCE	\$ 0.3292	\$ (0.0412)	\$ 0.0466	\$ 0.0093	\$ 0.34	\$ 0.35	\$ (0.01)
	1/2 PINT	\$ 0.2671	\$ (0.0334)	\$ 0.0373	\$ 0.0075	\$ 0.28	\$ 0.29	\$ (0.01)
	4 OUNCE	\$ 0.1720	\$ (0.0215)	\$ 0.0187	\$ 0.0047	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0190	\$ (0.1274)	\$ 0.1492	\$ 0.0289	\$ 1.07	\$ 1.09	\$ (0.02)
LOWFAT (1%) MILK	GALLON	\$ 3.3252	\$ (0.4157)	\$ 0.5968	\$ 0.0973	\$ 3.60	\$ 3.75	\$ (0.15)
	1/2 GALLON	\$ 1.7220	\$ (0.2153)	\$ 0.2984	\$ 0.0501	\$ 1.86	\$ 1.92	\$ (0.06)
	QUART	\$ 1.1287	\$ (0.1411)	\$ 0.1492	\$ 0.0315	\$ 1.17	\$ 1.20	\$ (0.03)
	PINT	\$ 0.6981	\$ (0.0873)	\$ 0.0746	\$ 0.0190	\$ 0.70	\$ 0.73	\$ (0.03)
	12 OUNCE	\$ 0.3397	\$ (0.0425)	\$ 0.0560	\$ 0.0098	\$ 0.36	\$ 0.38	\$ (0.02)
	10 OUNCE	\$ 0.3122	\$ (0.0390)	\$ 0.0466	\$ 0.0089	\$ 0.33	\$ 0.34	\$ (0.01)
	1/2 PINT	\$ 0.2534	\$ (0.0317)	\$ 0.0373	\$ 0.0072	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1653	\$ (0.0207)	\$ 0.0187	\$ 0.0045	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 0.9645	\$ (0.1206)	\$ 0.1492	\$ 0.0276	\$ 1.02	\$ 1.04	\$ (0.02)
NONFAT (SKIM) MILK	GALLON	\$ 3.1527	\$ (0.3941)	\$ 0.5968	\$ 0.0931	\$ 3.45	\$ 3.59	\$ (0.14)
	1/2 GALLON	\$ 1.6356	\$ (0.2045)	\$ 0.2984	\$ 0.0480	\$ 1.78	\$ 1.85	\$ (0.07)
	QUART	\$ 1.0856	\$ (0.1357)	\$ 0.1492	\$ 0.0305	\$ 1.13	\$ 1.16	\$ (0.03)
	PINT	\$ 0.6765	\$ (0.0846)	\$ 0.0746	\$ 0.0185	\$ 0.69	\$ 0.70	\$ (0.01)
	12 OUNCE	\$ 0.3236	\$ (0.0405)	\$ 0.0560	\$ 0.0094	\$ 0.35	\$ 0.36	\$ (0.01)
	10 OUNCE	\$ 0.2987	\$ (0.0373)	\$ 0.0466	\$ 0.0085	\$ 0.32	\$ 0.33	\$ (0.01)
	1/2 PINT	\$ 0.2427	\$ (0.0303)	\$ 0.0373	\$ 0.0069	\$ 0.26	\$ 0.27	\$ (0.01)
	4 OUNCE	\$ 0.1599	\$ (0.0200)	\$ 0.0187	\$ 0.0044	\$ 0.16	\$ 0.17	\$ (0.01)
	Bulk per Quart	\$ 0.9214	\$ (0.1152)	\$ 0.1492	\$ 0.0265	\$ 0.98	\$ 1.00	\$ (0.02)

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP**  
**OCTOBER 2019 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1492	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 3.9922	\$ (0.4990)	\$ 0.5968	\$ 0.1135	\$ 4.20	\$ 4.33	\$ (0.13)
	1/2 GALLON	\$ 2.0554	\$ (0.2569)	\$ 0.2984	\$ 0.0582	\$ 2.16	\$ 2.22	\$ (0.06)
	QUART	\$ 1.2955	\$ (0.1619)	\$ 0.1492	\$ 0.0356	\$ 1.32	\$ 1.35	\$ (0.03)
	PINT	\$ 0.7815	\$ (0.0977)	\$ 0.0746	\$ 0.0210	\$ 0.79	\$ 0.81	\$ (0.02)
	12 OUNCE	\$ 0.4022	\$ (0.0503)	\$ 0.0560	\$ 0.0113	\$ 0.42	\$ 0.43	\$ (0.01)
	10 OUNCE	\$ 0.3644	\$ (0.0456)	\$ 0.0466	\$ 0.0101	\$ 0.38	\$ 0.39	\$ (0.01)
	1/2 PINT	\$ 0.2951	\$ (0.0369)	\$ 0.0373	\$ 0.0082	\$ 0.30	\$ 0.31	\$ (0.01)
	4 OUNCE	\$ 0.1861	\$ (0.0233)	\$ 0.0187	\$ 0.0050	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1313	\$ (0.1414)	\$ 0.1492	\$ 0.0316	\$ 1.17	\$ 1.19	\$ (0.02)
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.5781	\$ (0.4473)	\$ 0.5968	\$ 0.1034	\$ 3.83	\$ 3.97	\$ (0.14)
	1/2 GALLON	\$ 1.8484	\$ (0.2311)	\$ 0.2984	\$ 0.0532	\$ 1.97	\$ 2.04	\$ (0.07)
	QUART	\$ 1.1919	\$ (0.1490)	\$ 0.1492	\$ 0.0331	\$ 1.23	\$ 1.26	\$ (0.03)
	PINT	\$ 0.7297	\$ (0.0912)	\$ 0.0746	\$ 0.0198	\$ 0.73	\$ 0.76	\$ (0.03)
	12 OUNCE	\$ 0.3634	\$ (0.0454)	\$ 0.0560	\$ 0.0104	\$ 0.38	\$ 0.40	\$ (0.02)
	10 OUNCE	\$ 0.3320	\$ (0.0415)	\$ 0.0466	\$ 0.0094	\$ 0.35	\$ 0.36	\$ (0.01)
	1/2 PINT	\$ 0.2693	\$ (0.0337)	\$ 0.0373	\$ 0.0076	\$ 0.28	\$ 0.29	\$ (0.01)
	4 OUNCE	\$ 0.1731	\$ (0.0216)	\$ 0.0187	\$ 0.0047	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0278	\$ (0.1285)	\$ 0.1492	\$ 0.0291	\$ 1.08	\$ 1.10	\$ (0.02)
FLAVORED NONFAT MILK	GALLON	\$ 3.3495	\$ (0.4187)	\$ 0.5968	\$ 0.0979	\$ 3.63	\$ 3.76	\$ (0.13)
	1/2 GALLON	\$ 1.7341	\$ (0.2168)	\$ 0.2984	\$ 0.0504	\$ 1.87	\$ 1.93	\$ (0.06)
	QUART	\$ 1.1348	\$ (0.1419)	\$ 0.1492	\$ 0.0317	\$ 1.17	\$ 1.21	\$ (0.04)
	PINT	\$ 0.7011	\$ (0.0876)	\$ 0.0746	\$ 0.0191	\$ 0.71	\$ 0.73	\$ (0.02)
	12 OUNCE	\$ 0.3420	\$ (0.0428)	\$ 0.0560	\$ 0.0099	\$ 0.37	\$ 0.38	\$ (0.01)
	10 OUNCE	\$ 0.3142	\$ (0.0393)	\$ 0.0466	\$ 0.0089	\$ 0.33	\$ 0.34	\$ (0.01)
	1/2 PINT	\$ 0.2550	\$ (0.0319)	\$ 0.0373	\$ 0.0072	\$ 0.27	\$ 0.28	\$ (0.01)
	4 OUNCE	\$ 0.1660	\$ (0.0208)	\$ 0.0187	\$ 0.0045	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 0.9706	\$ (0.1213)	\$ 0.1492	\$ 0.0277	\$ 1.03	\$ 1.05	\$ (0.02)
BUTTERMILK	GALLON	\$ 3.6786	\$ (0.4598)	\$ 0.5968	\$ 0.1059	\$ 3.92	\$ 4.05	\$ (0.13)
	1/2 GALLON	\$ 1.8986	\$ (0.2373)	\$ 0.2984	\$ 0.0544	\$ 2.01	\$ 2.08	\$ (0.07)
	QUART	\$ 1.2171	\$ (0.1521)	\$ 0.1492	\$ 0.0337	\$ 1.25	\$ 1.28	\$ (0.03)
	PINT	\$ 0.7422	\$ (0.0928)	\$ 0.0746	\$ 0.0201	\$ 0.75	\$ 0.77	\$ (0.02)
	12 OUNCE	\$ 0.3728	\$ (0.0466)	\$ 0.0560	\$ 0.0106	\$ 0.39	\$ 0.40	\$ (0.01)
	10 OUNCE	\$ 0.3398	\$ (0.0425)	\$ 0.0466	\$ 0.0095	\$ 0.35	\$ 0.36	\$ (0.01)
	1/2 PINT	\$ 0.2756	\$ (0.0345)	\$ 0.0373	\$ 0.0077	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1762	\$ (0.0220)	\$ 0.0187	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0529	\$ (0.1316)	\$ 0.1492	\$ 0.0297	\$ 1.10	\$ 1.12	\$ (0.02)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP  
OCTOBER 2019 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1492	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)

EGG NOG	GALLON	\$ 5.9731	\$ (0.7466)	\$ 0.5968	\$ 0.1616	\$ 5.98	\$ 6.01	\$ (0.03)
	1/2 GALLON	\$ 3.0459	\$ (0.3807)	\$ 0.2984	\$ 0.0822	\$ 3.05	\$ 3.06	\$ (0.01)
	QUART	\$ 1.7907	\$ (0.2238)	\$ 0.1492	\$ 0.0476	\$ 1.80	\$ 1.81	\$ (0.01)
	PINT	\$ 1.0291	\$ (0.1286)	\$ 0.0746	\$ 0.0271	\$ 1.04	\$ 1.05	\$ (0.01)
	12 OUNCE	\$ 0.5879	\$ (0.0735)	\$ 0.0560	\$ 0.0158	\$ 0.59	\$ 0.60	\$ (0.01)
	10 OUNCE	\$ 0.5191	\$ (0.0649)	\$ 0.0466	\$ 0.0139	\$ 0.53	\$ 0.53	\$ -
	1/2 PINT	\$ 0.4189	\$ (0.0524)	\$ 0.0373	\$ 0.0112	\$ 0.42	\$ 0.43	\$ (0.01)
	4 OUNCE	\$ 0.2480	\$ (0.0310)	\$ 0.0187	\$ 0.0065	\$ 0.26	\$ 0.26	\$ -
	Bulk per Quart	\$ 1.6265	\$ (0.2033)	\$ 0.1492	\$ 0.0436	\$ 1.64	\$ 1.63	\$ 0.01