



**Commonwealth of Pennsylvania**  
Milk Marketing Board  
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Official General  
Order No. A-962 (CRO 9)

Posted: June 5, 2019  
Effective: July 1, 2019

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**COST REPLACEMENT ORDER FOR THE  
NORTHEASTERN MILK MARKETING AREA, AREA NO. 3**

NOW, this 5<sup>th</sup> day of June 2019, the Commonwealth of Pennsylvania, Milk Marketing Board, issues this official general order pursuant to the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204. This order will become effective at 12:01 a.m. on July 1, 2019.

**SECTION A  
INCORPORATION**

The attached Findings of Fact, Conclusions of Law, and Attachments are incorporated herein by this reference as though fully set forth in this order.

**SECTION B  
SCOPE**

(a) The costs adopted by the Board in this order will replace the costs embodied in Official General Order (OGO) A-962 (CRO 8) and will be incorporated into the wholesale and retail prices of price-controlled packaged products sold in Milk Marketing Area 3, as defined in Section B of OGO A-962.


- (b) The rate of return for dealers is 3.4%.
- (c) The rate of return to retailers is 2.7%.

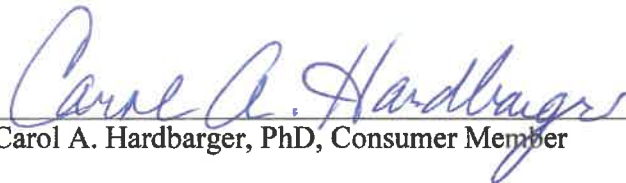
**SECTION C**  
**EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-962**

All parts of Official General Order A-962 not inconsistent with Section B of this order continue in effect.

**PENNSYLVANIA MILK MARKETING BOARD**

  
Robert N. Barley, Chairman

  
James A. Van Blarcom, Member

  
Carol A. Hardbarger, PhD, Consumer Member

Date: June 5, 2019

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**FINDINGS OF FACT AND CONCLUSIONS OF LAW**  
**COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 3**  
**MAY 1, 2019**

I. FINDINGS OF FACT

1. On May 1, 2019, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 3.

2. Notice of the hearing was published at 49 Pennsylvania Bulletin 1092 dated March 9, 2019. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1556, dated February 26, 2019. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross section used by both Board Staff and the Area 3 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of Clover Farms Dairy Company; Dan Ed Corp. T/A Guers Dairy; Dean Dairy Holdings, Inc., DBA Swiss Premium Dairy; Monroe County Milk Producers Coop Association DBA Pocono Mountain Dairy; Turkey Hill LP; Tuscan/Lehigh Valley Dairies, Inc. (Lansdale); Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven) and Valley Farms Dairy LLC.

4. Clifford Ackman, appearing on behalf of Board Staff as an expert in milk statistics, testified that the dealer cross section was representative of the dealers doing business in Area 3. Mr. Ackman testified that the judgmental sample was selected from available dealers with the largest sales in Area 3 and accounted for 62.8% of the reported milk sales in the area. Mr. Ackman also testified that the comparison of the product sales ratios between cross section dealer sales and all sales into Area 3 fell within statistically acceptable limits using the Chi-square goodness of fit test. Mr. Ackman further testified that the cross section dealers were reflective of all dealer sales into Area 3 when comparing sizes of deliveries, types of deliveries, and customers served. Ron Mong, appearing on behalf of Dealers as an expert in cost accounting and milk cost accounting, agreed that the cross section was representative. Based on the factors outlined by Mr. Ackman, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 3.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Mr. Gojsovich and Mr. Mong testified that the cross-section dealers incurred a cost of \$0.2662 per point for processing, packaging, and delivering milk in 2017. Based on this uncontradicted and concurring testimony, the Board finds that the cross section dealers incurred a cost of \$0.2662 per point for processing, packaging, and delivery, and further finds that \$0.2662 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Mong testified to the following 2018 ingredient costs, based on year 2017 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0002/lb; Non-Fat Milk - \$0.0009/lb; Flavored Milk - \$0.0455/lb; Flavored

Reduced Fat Milk - \$0.0337/lb; Flavored Non-Fat Milk - \$0.0286/lb; Buttermilk - \$0.0070/lb; Egg Nog - \$0.1436/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Mong presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0058 per point between the first halves of 2017 and 2018. We find that \$0.0058 should be used in this order.

8. Mr. Gojsovich and Mr. Mong recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in diesel fuel costs continue in Area 3. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Mr. Mong recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in heating fuel costs continue in Area 3. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Mr. Mong presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$(0.0002) per pound. Based on the uncontradicted and concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$(0.0002) per pound.

11. Based on the container costs evidence presented by Mr. Gojsovich and Mr. Mong, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.2049; Half Gallon - \$0.1366; Quart - \$0.1369; Pint (combined) - \$0.0787; Half Pint (paper) - \$0.0260; Half Pint (plastic) - \$0.0652; 12 Ounce - \$0.0630; 10 Ounce - \$0.0587; 4 Ounce - \$0.0192; Bulk Per Quart - \$0.0369. Both Mr. Gojsovich and Mr. Mong testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly, based on the base weighted costs and weighted units testified to by Mr. Gojsovich and as listed above. The Board also finds that the weighted shrinkage factor should continue to be applied to container costs.

The Board further finds that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on to the paper container cost for products sold in rigid plastic containers. Based on the testimony of Mr. Gojsovich and Mr. Mong, we find the plastic add-on is \$0.0392 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

12. Both Mr. Gojsovich and Mr. Mong testified that the container efficiency adjustment should be updated. Mr. Mong testified that the container efficiency adjustment had not been updated for more than ten years and that during that time there have been significant changes in four important areas:

a. The mix of container sizes and the total volume of milk packaged at cross section dealers has changed. For instance, in 2008 15.3 million gallon containers were sold in Area 3, representing about 57% of the volume of milk sold, while in 2017 only 10.5 million gallon containers were sold, representing 53% of milk sold in Area 3. In 2008 about 10 million half gallon containers were sold, representing 19% of Area 3 milk sales; Area 3 cross section dealers sold about 10 million half gallon containers in 2017, but that accounted for 26% of the Area 3 sales volume. Between 2008 and 2017 milk sold in Area 3 in dispenser containers decreased by 57%, and 4 ounce containers decreased by 82%. Mr. Mong testified that these changes should be reflected in an updated container efficiency adjustment to ensure revenue neutrality.

b. The current container efficiency adjustments are based on an estimate to determine the quantity of each container. The new container efficiency adjustments presented by Mr. Mong and Mr. Gojsovich are based on actual container sales in Area 3.

c. The speeds of the machines filling containers has changed. Therefore, the amount of time it takes at each plant to package products has changed. Mr. Mong testified that the amount of time it takes to package each container size is the key factor in allocating the bottling cost center costs.

d. The total bottling cost center costs per point are the same in 2017 as they were in 2008. However, the individual dealers making up the cross section had significant changes, with one plant's bottling cost per point increasing 51% and one plant's decreasing 59%. Volume has shifted between plants, each with different costs. As each plant's bottling costs changed, and sizes filled changed, the allocation between large containers and small containers changed as well.

Mr. Gojsovich and Mr. Mong presented the following concurring evidence of container efficiency adjustments

Gallon	\$(0.0532)
Half Gallon	\$(0.0299)
Quart	\$0.0401
Pint	\$0.0256
Half Pint	\$0.0146
4 ounce	\$0.0181
Bulk (per quart)	\$0.0217

Mr. Gojsovich and Mr. Mong also recommended that the container efficiency adjustments be updated at annual cost replacement hearings. Mr. Gojsovich testified that container sales units and underlying bottling, cold room, and delivery cost center costs should be updated. Mr. Gojsovich testified that filling speeds, number of operators per machine, and units/crate should not be updated.

The Board finds that the container efficiency adjustments should be updated as presented by Mr. Gojsovich and Mr. Mong. The Board finds Mr. Mong's testimony regarding the need for the update to be persuasive and credible. The Board also finds that the container efficiency update should be adjusted annually based on the factors outlined in Mr. Gojsovich's persuasive and credible testimony.

13. Mr. Mong recommended that the Board maintain the rate of return at 3.4%. He testified that milk dealers in Area 3 and across Pennsylvania are facing a serious battle for profitability as fluid milk demand continues to decline year-over-year. Mr. Mong testified that two of the eight cross section dealers had operating losses in in 2017 and that four of the cross section dealers that had operating profits in 2017 were significant processors of non-price-controlled drinks and teas.

Mr. Mong testified that removing the four profitable cross section dealers that sell significant amounts of drinks and teas resulted in a weighted average rate of return for the remaining cross section members of -1.2%, despite the rate of return being set at 3.4%. Mr. Mong testified that among the causes for the negative rate of return was the fact that cost replacement lags the period when the operating costs were incurred.

Based on Mr. Mong's persuasive and credible testimony, the Board finds that the rate of return should remain at 3.4%.

14. No party presented evidence regarding Class II products. Mr. Mong recommended that the Board continue using the existing methodology to price Class II products. Since there was no proposal by any party to change Class II pricing, the Board finds that the current Class II pricing methodology shall continue until a Class II hearing is called and the results memorialized in an Official General Order.

15. An in-store handling costs hearing is scheduled to be held later in 2019. Therefore, no evidence was presented at this hearing regarding retail prices. Since no evidence was presented, the Board finds that the current retail rate of return of 2.7% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

## II. CONCLUSIONS OF LAW

1. The May 1, 2019, cost replacement hearing for Milk Marketing Area No. 3 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.

2. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.

3. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.

4. The record of the Area 1 hearing held on May 1, 2019, was incorporated by reference into the record of this Area 3 hearing.

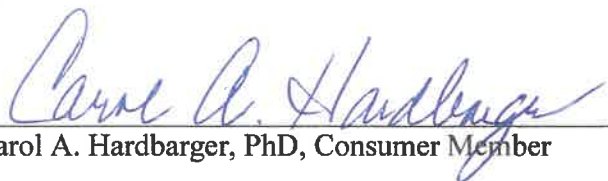
5. The record of the Area 2 hearing held on April 3, 2019, and the record of the Area 2 hearing held on May 1, 2019, were incorporated by reference into the record of this Area 3 hearing.

6. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

### PENNSYLVANIA MILK MARKETING BOARD

  
Robert N. Barley, Chairman

  
James A. Van Blarcom, Member

  
Carol A. Hardbarger, PhD, Consumer Member

Date: June 5, 2019

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**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**Diesel Fuel Costs Adjustment**

**Update of Diesel Fuel Costs from YEAR 2017 to FEBRUARY 2019**

1. Weighted Diesel Fuel Costs - YEAR 2017	\$	1,342,986
2. Average On-Highway Diesel Price per Gallon - YEAR 2017 (1)	\$	2.822
3. On-Highway Diesel Price per Gallon - FEBRUARY 2019 (1)	\$	3.249
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		15.13%
5. Presumed Diesel Fuel Costs - FEBRUARY 2019 ((Line 1 X Line 4) + Line 1)	\$	<u>1,546,195</u>
6. Change in Diesel Fuel Costs from YEAR 2017 to FEBRUARY 2019 (Line 5 - Line 1)	\$	203,209
7. Weighted Delivery Points - YEAR 2017		<u>110,550,705</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>0.0018</u></b>

**Footnote:**

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.  
web address = [https://www.eia.gov/dnav/pet/pri\\_gnd\\_dcus\\_r1y\\_w.htm](https://www.eia.gov/dnav/pet/pri_gnd_dcus_r1y_w.htm)



**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**Heating Fuel Costs Adjustment**

**Update of Heating Fuel Costs from YEAR 2017 to DECEMBER 2018**

1. Weighted Heating Fuel Costs - YEAR 2017	\$	191,743
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2017 (1)	\$	8.80
3. Pennsylvania Average Natural Gas Price - Industrial - DECEMBER 2018 (1)	\$	7.52
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		-14.55%
5. Presumed Heating Fuel Costs - DECEMBER 2018 ((Line 1 X Line 4) + Line 1)	\$	<u>163,844</u>
6. Change in Heating Fuel Costs from YEAR 2017 to DECEMBER 2018 (Line 5 - Line 1)	\$	(27,899)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2017		<u>147,763,589</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 + Line 7)</b>	<b>\$</b>	<b><u>(0.0002)</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 3**

**MILK COSTS BEFORE PACKAGING  
APRIL 2019 MILK COSTS**

Class 1	
Skim Rate	\$ 11.22
Butterfat Rate	\$ 2.6016

Product Description	A Product Pounds	B		C (B + A) Percentage	D (A - B) Skim Pounds	E (B X BF Rate) Butterfat Value	F (D X Skim Rate) Skim Value	G (E + F) Total Value	H (G + A) Cost per Pound	I (EX. 4) Ingredient Cost	J (EX. 5) Bulk Sale (Profit)/Loss	K (H + I + J) Total Cost per Pound
		Pounds	Butterfat									
Standard (Whole) Milk	57,702,591	1,878,532		3.2557%	55,823,959	\$ 4,887,449	\$ 6,263,448	\$ 11,150,897	\$ 0.1932	\$ -	\$ (0.0002)	\$ 0.1930
Reduced Fat (2%) Milk	46,791,732	918,786		1.9636%	45,872,946	\$ 2,390,314	\$ 5,146,945	\$ 7,537,259	\$ 0.1611	\$ 0.0001	\$ (0.0002)	\$ 0.1610
Low Fat (1%) Milk	24,103,784	235,495		0.9770%	23,868,289	\$ 612,664	\$ 2,678,022	\$ 3,290,686	\$ 0.1365	\$ 0.0002	\$ (0.0002)	\$ 0.1365
Non Fat (Skim) Milk	17,345,742	14,884		0.0858%	17,330,858	\$ 38,722	\$ 1,944,522	\$ 1,983,244	\$ 0.1143	\$ 0.0009	\$ (0.0002)	\$ 0.1150
Flavored Milk	3,841,070	128,008		3.2805%	3,715,062	\$ 327,822	\$ 416,830	\$ 744,652	\$ 0.1939	\$ 0.0455	\$ (0.0002)	\$ 0.2392
Flavored Reduced Fat Milk	11,184,133	135,439		1.2110%	11,048,694	\$ 352,358	\$ 1,239,663	\$ 1,592,021	\$ 0.1423	\$ 0.0337	\$ (0.0002)	\$ 0.1768
Flavored NONFAT Milk	8,388,901	10,369		0.1239%	8,358,532	\$ 26,976	\$ 937,827	\$ 964,803	\$ 0.1153	\$ 0.0286	\$ (0.0002)	\$ 0.1437
Buttermilk	1,017,262	20,925		2.0570%	996,337	\$ 54,438	\$ 111,789	\$ 166,227	\$ 0.1634	\$ 0.0070	\$ (0.0002)	\$ 0.1702
Egg Nog	797,631	51,716		6.4837%	745,915	\$ 134,544	\$ 83,692	\$ 218,236	\$ 0.2736	\$ 0.1436	\$ (0.0002)	\$ 0.4170

Class 1

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP**  
**APRIL 2019 MILK PRICES**

Container Size	A EX. 6 Milk Cost	B EX. 3 Container Cost	C EXS. 7, 8 & 9 <sup>(1)</sup> Cost Update & Energy Add-On Adjustments	D EX. 10 Container Efficiency Adjustment	E EX. 2 Processing Cost	F (A+B+C+D+E) Average Delivered Cost	G Profit at 3.40%	H (F+G) Price with Profit	I Less: Average Delivery	J Plus: High Cost Delivery	K (H+I+J) Proposed Wholesale Price
<b>STANDARD MILK</b>											
GALLON	\$ 1.6598	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.9127	\$ 0.1025	\$ 3.0152	\$ (0.4992)	\$ 0.9448	\$ 3.4608
1/2 GALLON	\$ 0.8299	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.4892	\$ 0.0524	\$ 1.5416	\$ (0.2496)	\$ 0.4724	\$ 1.7644
QUART	\$ 0.4150	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.8705	\$ 0.0306	\$ 0.9011	\$ (0.1248)	\$ 0.2362	\$ 1.0125
PINT	\$ 0.2075	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4509	\$ 0.0159	\$ 0.4668	\$ (0.0624)	\$ 0.1181	\$ 0.5225
12 OUNCE	\$ 0.1556	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.3210	\$ 0.0113	\$ 0.3323	\$ (0.0468)	\$ 0.0886	\$ 0.3741
10 OUNCE	\$ 0.1297	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2738	\$ 0.0096	\$ 0.2834	\$ (0.0390)	\$ 0.0738	\$ 0.3182
1/2 PINT	\$ 0.1037	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.2145	\$ 0.0076	\$ 0.2221	\$ (0.0312)	\$ 0.0591	\$ 0.2500
4 OUNCE	\$ 0.0519	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1237	\$ 0.0044	\$ 0.1281	\$ (0.0156)	\$ 0.0295	\$ 0.1420
Bulk per Quart	\$ 0.4150	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.7473	\$ 0.0263	\$ 0.7736	\$ (0.1248)	\$ 0.2362	\$ 0.8850
<b>REDUCED FAT (2%) MILK</b>											
GALLON	\$ 1.3878	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.6407	\$ 0.0929	\$ 2.7336	\$ (0.4992)	\$ 0.9448	\$ 3.1792
1/2 GALLON	\$ 0.6939	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.3532	\$ 0.0476	\$ 1.4008	\$ (0.2496)	\$ 0.4724	\$ 1.6236
QUART	\$ 0.3470	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.8025	\$ 0.0282	\$ 0.8307	\$ (0.1248)	\$ 0.2362	\$ 0.9421
PINT	\$ 0.1735	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4169	\$ 0.0147	\$ 0.4316	\$ (0.0624)	\$ 0.1181	\$ 0.4873
12 OUNCE	\$ 0.1301	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2955	\$ 0.0104	\$ 0.3059	\$ (0.0468)	\$ 0.0886	\$ 0.3477
10 OUNCE	\$ 0.1084	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2525	\$ 0.0089	\$ 0.2614	\$ (0.0390)	\$ 0.0738	\$ 0.2962
1/2 PINT	\$ 0.0867	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1975	\$ 0.0070	\$ 0.2045	\$ (0.0312)	\$ 0.0591	\$ 0.2324
4 OUNCE	\$ 0.0434	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1152	\$ 0.0041	\$ 0.1193	\$ (0.0156)	\$ 0.0295	\$ 0.1332
Bulk per Quart	\$ 0.3470	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6793	\$ 0.0239	\$ 0.7032	\$ (0.1248)	\$ 0.2362	\$ 0.8146
<b>LOW FAT (1%) MILK</b>											
GALLON	\$ 1.1766	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.4295	\$ 0.0855	\$ 2.5150	\$ (0.4992)	\$ 0.9448	\$ 2.9606
1/2 GALLON	\$ 0.5883	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.2476	\$ 0.0439	\$ 1.2915	\$ (0.2496)	\$ 0.4724	\$ 1.5143
QUART	\$ 0.2942	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.7497	\$ 0.0264	\$ 0.7761	\$ (0.1248)	\$ 0.2362	\$ 0.8875
PINT	\$ 0.1471	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.3905	\$ 0.0137	\$ 0.4042	\$ (0.0624)	\$ 0.1181	\$ 0.4599
12 OUNCE	\$ 0.1103	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2757	\$ 0.0097	\$ 0.2854	\$ (0.0468)	\$ 0.0886	\$ 0.3272
10 OUNCE	\$ 0.0919	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2360	\$ 0.0083	\$ 0.2443	\$ (0.0390)	\$ 0.0738	\$ 0.2791
1/2 PINT	\$ 0.0735	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1843	\$ 0.0065	\$ 0.1908	\$ (0.0312)	\$ 0.0591	\$ 0.2187
4 OUNCE	\$ 0.0368	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1086	\$ 0.0038	\$ 0.1124	\$ (0.0156)	\$ 0.0295	\$ 0.1263
Bulk per Quart	\$ 0.2942	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6265	\$ 0.0221	\$ 0.6486	\$ (0.1248)	\$ 0.2362	\$ 0.7600
<b>NON FAT (SKIM) MILK</b>											
GALLON	\$ 0.9925	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.2454	\$ 0.0790	\$ 2.3244	\$ (0.4992)	\$ 0.9448	\$ 2.7700
1/2 GALLON	\$ 0.4962	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.1555	\$ 0.0407	\$ 1.1962	\$ (0.2496)	\$ 0.4724	\$ 1.4190
QUART	\$ 0.2481	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.7036	\$ 0.0248	\$ 0.7284	\$ (0.1248)	\$ 0.2362	\$ 0.8398
PINT	\$ 0.1241	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.3675	\$ 0.0129	\$ 0.3804	\$ (0.0624)	\$ 0.1181	\$ 0.4361
12 OUNCE	\$ 0.0930	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2584	\$ 0.0091	\$ 0.2675	\$ (0.0468)	\$ 0.0886	\$ 0.3093
10 OUNCE	\$ 0.0775	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2216	\$ 0.0078	\$ 0.2294	\$ (0.0390)	\$ 0.0738	\$ 0.2642
1/2 PINT	\$ 0.0620	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1728	\$ 0.0061	\$ 0.1789	\$ (0.0312)	\$ 0.0591	\$ 0.2068
4 OUNCE	\$ 0.0310	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1028	\$ 0.0036	\$ 0.1064	\$ (0.0156)	\$ 0.0295	\$ 0.1203
Bulk per Quart	\$ 0.2481	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.5804	\$ 0.0204	\$ 0.6008	\$ (0.1248)	\$ 0.2362	\$ 0.7122

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0004) per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3

WHOLESALE PRICE BUILDUP  
APRIL 2019 MILK PRICES

Container Size	A EX. 6 Milk Cost	B EX. 3 Container Cost	C EXS. 7, 8 & 9 (1) Cost Update & Energy Add-On Adjustments	D EX. 10 Container Efficiency Adjustment	E EX. 2 Processing Cost	F (A+B+C+D+E) Average Delivered Cost	G Profit at 3.40%	H (F + G) Price with Profit	I Less: Average Delivery	J Plus: High Cost Delivery	K (H + I + J) Proposed Wholesale Price
<b>FLAVORED MILK</b>											
GALLON	\$ 1.9136	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 3.1665	\$ 0.1114	\$ 3.2779	\$ (0.4992)	\$ 0.9448	\$ 3.7235
1/2 GALLON	\$ 0.9568	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.6161	\$ 0.0569	\$ 1.6730	\$ (0.2496)	\$ 0.4724	\$ 1.8958
QUART	\$ 0.4784	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.9039	\$ 0.0329	\$ 0.9668	\$ (0.1248)	\$ 0.2362	\$ 1.0782
PINT	\$ 0.2392	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4826	\$ 0.0170	\$ 0.4996	\$ (0.0624)	\$ 0.1181	\$ 0.5553
12 OUNCE	\$ 0.1794	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.3448	\$ 0.0121	\$ 0.3569	\$ (0.0468)	\$ 0.0886	\$ 0.3987
10 OUNCE	\$ 0.1495	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2936	\$ 0.0103	\$ 0.3039	\$ (0.0390)	\$ 0.0738	\$ 0.3387
1/2 PINT	\$ 0.1196	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.2304	\$ 0.0081	\$ 0.2385	\$ (0.0312)	\$ 0.0591	\$ 0.2664
4 OUNCE	\$ 0.0598	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1316	\$ 0.0046	\$ 0.1362	\$ (0.0156)	\$ 0.0295	\$ 0.1501
Bulk per Quart	\$ 0.4784	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.8107	\$ 0.0285	\$ 0.8392	\$ (0.1248)	\$ 0.2362	\$ 0.9506
<b>FLAVORED FAT MILK</b>											
GALLON	\$ 1.4064	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.6593	\$ 0.0936	\$ 2.7529	\$ (0.4992)	\$ 0.9448	\$ 3.1985
1/2 GALLON	\$ 0.7032	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.3625	\$ 0.0480	\$ 1.4105	\$ (0.2496)	\$ 0.4724	\$ 1.6333
QUART	\$ 0.3516	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.8071	\$ 0.0284	\$ 0.8355	\$ (0.1248)	\$ 0.2362	\$ 0.9489
PINT	\$ 0.1758	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4192	\$ 0.0148	\$ 0.4340	\$ (0.0624)	\$ 0.1181	\$ 0.4897
12 OUNCE	\$ 0.1319	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2973	\$ 0.0105	\$ 0.3078	\$ (0.0468)	\$ 0.0886	\$ 0.3486
10 OUNCE	\$ 0.1099	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2540	\$ 0.0089	\$ 0.2629	\$ (0.0390)	\$ 0.0738	\$ 0.2977
1/2 PINT	\$ 0.0879	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1987	\$ 0.0070	\$ 0.2057	\$ (0.0312)	\$ 0.0591	\$ 0.2336
4 OUNCE	\$ 0.0440	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1158	\$ 0.0041	\$ 0.1199	\$ (0.0156)	\$ 0.0295	\$ 0.1338
Bulk per Quart	\$ 0.3516	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6839	\$ 0.0241	\$ 0.7080	\$ (0.1248)	\$ 0.2362	\$ 0.8194
<b>NONFAT MILK</b>											
GALLON	\$ 1.1496	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.4025	\$ 0.0846	\$ 2.4871	\$ (0.4992)	\$ 0.9448	\$ 2.9327
1/2 GALLON	\$ 0.5748	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.2341	\$ 0.0434	\$ 1.2775	\$ (0.2496)	\$ 0.4724	\$ 1.5003
QUART	\$ 0.2874	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.7429	\$ 0.0281	\$ 0.7690	\$ (0.1248)	\$ 0.2362	\$ 0.8804
PINT	\$ 0.1437	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.3871	\$ 0.0136	\$ 0.4007	\$ (0.0624)	\$ 0.1181	\$ 0.4564
12 OUNCE	\$ 0.1078	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2732	\$ 0.0096	\$ 0.2828	\$ (0.0468)	\$ 0.0886	\$ 0.3246
10 OUNCE	\$ 0.0898	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2339	\$ 0.0082	\$ 0.2421	\$ (0.0390)	\$ 0.0738	\$ 0.2769
1/2 PINT	\$ 0.0719	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1827	\$ 0.0064	\$ 0.1891	\$ (0.0312)	\$ 0.0591	\$ 0.2170
4 OUNCE	\$ 0.0359	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1077	\$ 0.0038	\$ 0.1115	\$ (0.0156)	\$ 0.0295	\$ 0.1254
Bulk per Quart	\$ 0.2874	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6197	\$ 0.0218	\$ 0.6415	\$ (0.1248)	\$ 0.2362	\$ 0.7529
<b>BUTTERMILK</b>											
GALLON	\$ 1.4671	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.7200	\$ 0.0957	\$ 2.8157	\$ (0.4992)	\$ 0.9448	\$ 3.2613
1/2 GALLON	\$ 0.7336	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.3929	\$ 0.0490	\$ 1.4419	\$ (0.2496)	\$ 0.4724	\$ 1.6647
QUART	\$ 0.3668	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.8223	\$ 0.0289	\$ 0.8512	\$ (0.1248)	\$ 0.2362	\$ 0.9626
PINT	\$ 0.1834	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4268	\$ 0.0150	\$ 0.4418	\$ (0.0624)	\$ 0.1181	\$ 0.4975
12 OUNCE	\$ 0.1375	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.3029	\$ 0.0107	\$ 0.3136	\$ (0.0468)	\$ 0.0886	\$ 0.3554
10 OUNCE	\$ 0.1146	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2587	\$ 0.0091	\$ 0.2678	\$ (0.0390)	\$ 0.0738	\$ 0.3028
1/2 PINT	\$ 0.0917	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.2025	\$ 0.0071	\$ 0.2096	\$ (0.0312)	\$ 0.0591	\$ 0.2375
4 OUNCE	\$ 0.0458	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1176	\$ 0.0041	\$ 0.1217	\$ (0.0156)	\$ 0.0295	\$ 0.1356
Bulk per Quart	\$ 0.3668	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6991	\$ 0.0246	\$ 0.7237	\$ (0.1248)	\$ 0.2362	\$ 0.8351

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0004) per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP**  
**APRIL 2019 MILK PRICES**

Container Size	A EX. 6 Milk Cost	B EX. 3 Container Cost	C EXS. 7, 8 & 9 (1) Cost Update & Energy Add-On Adjustments	D EX. 10 Container Efficiency Adjustment	E EX. 2 Processing Cost	F (A+B+C+D+E) Average Delivered Cost	G Profit at 3.40%	H (F + G) Price with Profit	I Less: Average Delivery	J Plus: High Cost Delivery	K (H + I + J) Proposed Wholesale Price
GALLON	\$ 3.3360	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 4.5989	\$ 0.1615	\$ 4.7504	\$ (0.4992)	\$ 0.9448	\$ 5.1960
1/2 GALLON	\$ 1.6680	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 2.3273	\$ 0.0819	\$ 2.4092	\$ (0.2496)	\$ 0.4724	\$ 2.6320
QUART	\$ 0.8340	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 1.2895	\$ 0.0454	\$ 1.3349	\$ (0.1248)	\$ 0.2362	\$ 1.4453
PINT	\$ 0.4170	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.6604	\$ 0.0232	\$ 0.6836	\$ (0.0624)	\$ 0.1181	\$ 0.7393
12 OUNCE	\$ 0.3128	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.4782	\$ 0.0168	\$ 0.4950	\$ (0.0468)	\$ 0.0886	\$ 0.5368
10 OUNCE	\$ 0.2606	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.4047	\$ 0.0142	\$ 0.4189	\$ (0.0390)	\$ 0.0738	\$ 0.4537
1/2 PINT	\$ 0.2085	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.3193	\$ 0.0112	\$ 0.3305	\$ (0.0312)	\$ 0.0591	\$ 0.3584
4 OUNCE	\$ 0.1043	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1761	\$ 0.0062	\$ 0.1823	\$ (0.0156)	\$ 0.0295	\$ 0.1962
Bulk per Quart	\$ 0.8340	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 1.1663	\$ 0.0410	\$ 1.2073	\$ (0.1248)	\$ 0.2362	\$ 1.3187

Footnote:  
1. per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0004) per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP  
APRIL 2019 PRICES

Container Size	EX. 11					E (A+B+C+D) Proposed Retail Price
	A Proposed Wholesale Price	B Deepest Discount 13.00%	C In-Store Handling \$ 0.1365	D Store Profit 2.7%		
<b>STANDARD (WHOLE) MILK</b>						
GALLON	\$ 3.4608	\$ (0.4499)	\$ 0.5460	\$ 0.0987	\$ 3.66	
1/2 GALLON	\$ 1.7844	\$ (0.2294)	\$ 0.2730	\$ 0.0502	\$ 1.86	
QUART	\$ <b>1.0125</b>	\$ <b>(0.1316)</b>	\$ <b>0.1365</b>	\$ <b>0.0282</b>	\$ <b>1.05</b>	
PINT	\$ 0.5225	\$ (0.0879)	\$ 0.0683	\$ 0.0145	\$ 0.54	
12 OUNCE	\$ 0.3741	\$ (0.0486)	\$ 0.0512	\$ 0.0105	\$ 0.39	
10 OUNCE	\$ 0.3182	\$ (0.0414)	\$ 0.0427	\$ 0.0089	\$ 0.33	
1/2 PINT	\$ 0.2500	\$ (0.0325)	\$ 0.0341	\$ 0.0070	\$ 0.26	
4 OUNCE	\$ 0.1420	\$ (0.0185)	\$ 0.0171	\$ 0.0039	\$ 0.15	
Bulk per Quart	\$ 0.8850	\$ (0.1151)	\$ 0.1365	\$ 0.0252	\$ 0.93	
<b>REDUCED FAT (2%) MILK</b>						
GALLON	\$ 3.1792	\$ (0.4133)	\$ 0.5460	\$ 0.0919	\$ 3.40	
1/2 GALLON	\$ 1.6236	\$ (0.2111)	\$ 0.2730	\$ 0.0468	\$ 1.73	
QUART	\$ 0.9421	\$ (0.1225)	\$ 0.1365	\$ 0.0265	\$ 0.98	
PINT	\$ 0.4873	\$ (0.0633)	\$ 0.0683	\$ 0.0137	\$ 0.51	
12 OUNCE	\$ 0.3477	\$ (0.0452)	\$ 0.0512	\$ 0.0098	\$ 0.36	
10 OUNCE	\$ 0.2962	\$ (0.0385)	\$ 0.0427	\$ 0.0083	\$ 0.31	
1/2 PINT	\$ 0.2324	\$ (0.0302)	\$ 0.0341	\$ 0.0066	\$ 0.24	
4 OUNCE	\$ 0.1332	\$ (0.0173)	\$ 0.0171	\$ 0.0037	\$ 0.14	
Bulk per Quart	\$ 0.8146	\$ (0.1059)	\$ 0.1365	\$ 0.0235	\$ 0.87	
<b>LOW FAT (1%) MILK</b>						
GALLON	\$ 2.9606	\$ (0.3849)	\$ 0.5460	\$ 0.0866	\$ 3.21	
1/2 GALLON	\$ 1.5143	\$ (0.1969)	\$ 0.2730	\$ 0.0441	\$ 1.63	
QUART	\$ 0.8875	\$ (0.1154)	\$ 0.1365	\$ 0.0252	\$ 0.93	
PINT	\$ 0.4599	\$ (0.0598)	\$ 0.0683	\$ 0.0130	\$ 0.48	
12 OUNCE	\$ 0.3272	\$ (0.0425)	\$ 0.0512	\$ 0.0093	\$ 0.35	
10 OUNCE	\$ 0.2791	\$ (0.0363)	\$ 0.0427	\$ 0.0079	\$ 0.29	
1/2 PINT	\$ 0.2187	\$ (0.0284)	\$ 0.0341	\$ 0.0062	\$ 0.23	
4 OUNCE	\$ 0.1263	\$ (0.0164)	\$ 0.0171	\$ 0.0035	\$ 0.13	
Bulk per Quart	\$ 0.7600	\$ (0.0988)	\$ 0.1365	\$ 0.0221	\$ 0.82	
<b>NON FAT (SKIM) MILK</b>						
GALLON	\$ 2.7700	\$ (0.3601)	\$ 0.5460	\$ 0.0820	\$ 3.04	
1/2 GALLON	\$ 1.4190	\$ (0.1845)	\$ 0.2730	\$ 0.0418	\$ 1.55	
QUART	\$ 0.8398	\$ (0.1092)	\$ 0.1365	\$ 0.0241	\$ 0.89	
PINT	\$ 0.4361	\$ (0.0567)	\$ 0.0683	\$ 0.0124	\$ 0.46	
12 OUNCE	\$ 0.3093	\$ (0.0402)	\$ 0.0512	\$ 0.0089	\$ 0.33	
10 OUNCE	\$ 0.2642	\$ (0.0343)	\$ 0.0427	\$ 0.0076	\$ 0.28	
1/2 PINT	\$ 0.2068	\$ (0.0269)	\$ 0.0341	\$ 0.0059	\$ 0.22	
4 OUNCE	\$ 0.1203	\$ (0.0156)	\$ 0.0171	\$ 0.0034	\$ 0.13	
Bulk per Quart	\$ 0.7122	\$ (0.0926)	\$ 0.1365	\$ 0.0210	\$ 0.78	

PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP  
APRIL 2019 PRICES

Container Size	EX. 11					E (A+B+C+D) Proposed Retail Price
	A Proposed Wholesale Price	B Deepest Discount 13.00%	C In-Store Handling \$ 0.1365	D Store Profit 2.7%		
<b>FLAVORED MILK</b>						
GALLON	\$ 3.7235	\$ (0.4841)	\$ 0.5460	\$ 0.1050	\$ 3.89	
1/2 GALLON	\$ 1.8958	\$ (0.2465)	\$ 0.2730	\$ 0.0533	\$ 1.98	
QUART	\$ 1.0782	\$ (0.1402)	\$ 0.1365	\$ 0.0298	\$ 1.10	
PINT	\$ 0.5553	\$ (0.0722)	\$ 0.0683	\$ 0.0153	\$ 0.57	
12 OUNCE	\$ 0.3987	\$ (0.0518)	\$ 0.0512	\$ 0.0110	\$ 0.41	
10 OUNCE	\$ 0.3387	\$ (0.0440)	\$ 0.0427	\$ 0.0094	\$ 0.35	
1/2 PINT	\$ 0.2664	\$ (0.0346)	\$ 0.0341	\$ 0.0074	\$ 0.27	
4 OUNCE	\$ 0.1501	\$ (0.0195)	\$ 0.0171	\$ 0.0041	\$ 0.16	
Bulk per Quart	\$ 0.9506	\$ (0.1236)	\$ 0.1365	\$ 0.0267	\$ 0.99	
<b>FLAVORED REDUCED FAT MILK</b>						
GALLON	\$ 3.1985	\$ (0.4159)	\$ 0.5460	\$ 0.0924	\$ 3.42	
1/2 GALLON	\$ 1.6333	\$ (0.2123)	\$ 0.2730	\$ 0.0470	\$ 1.74	
QUART	\$ 0.9469	\$ (0.1231)	\$ 0.1365	\$ 0.0266	\$ 0.99	
PINT	\$ 0.4897	\$ (0.0637)	\$ 0.0683	\$ 0.0137	\$ 0.51	
12 OUNCE	\$ 0.3496	\$ (0.0454)	\$ 0.0512	\$ 0.0099	\$ 0.37	
10 OUNCE	\$ 0.2977	\$ (0.0387)	\$ 0.0427	\$ 0.0084	\$ 0.31	
1/2 PINT	\$ 0.2336	\$ (0.0304)	\$ 0.0341	\$ 0.0066	\$ 0.24	
4 OUNCE	\$ 0.1338	\$ (0.0174)	\$ 0.0171	\$ 0.0037	\$ 0.14	
Bulk per Quart	\$ 0.8194	\$ (0.1065)	\$ 0.1365	\$ 0.0236	\$ 0.87	
<b>FLAVORED NONFAT MILK</b>						
GALLON	\$ 2.9327	\$ (0.3813)	\$ 0.5460	\$ 0.0860	\$ 3.18	
1/2 GALLON	\$ 1.5003	\$ (0.1950)	\$ 0.2730	\$ 0.0438	\$ 1.62	
QUART	\$ 0.8904	\$ (0.1145)	\$ 0.1365	\$ 0.0250	\$ 0.93	
PINT	\$ 0.4564	\$ (0.0593)	\$ 0.0683	\$ 0.0129	\$ 0.48	
12 OUNCE	\$ 0.3246	\$ (0.0422)	\$ 0.0512	\$ 0.0093	\$ 0.34	
10 OUNCE	\$ 0.2769	\$ (0.0360)	\$ 0.0427	\$ 0.0079	\$ 0.29	
1/2 PINT	\$ 0.2170	\$ (0.0282)	\$ 0.0341	\$ 0.0062	\$ 0.23	
4 OUNCE	\$ 0.1254	\$ (0.0163)	\$ 0.0171	\$ 0.0035	\$ 0.13	
Bulk per Quart	\$ 0.7529	\$ (0.0979)	\$ 0.1365	\$ 0.0220	\$ 0.81	
<b>BUTTERMILK</b>						
GALLON	\$ 3.2613	\$ (0.4240)	\$ 0.5460	\$ 0.0939	\$ 3.48	
1/2 GALLON	\$ 1.6647	\$ (0.2164)	\$ 0.2730	\$ 0.0478	\$ 1.77	
QUART	\$ 0.9626	\$ (0.1251)	\$ 0.1365	\$ 0.0270	\$ 1.00	
PINT	\$ 0.4975	\$ (0.0647)	\$ 0.0683	\$ 0.0139	\$ 0.52	
12 OUNCE	\$ 0.3554	\$ (0.0462)	\$ 0.0512	\$ 0.0100	\$ 0.37	
10 OUNCE	\$ 0.3026	\$ (0.0393)	\$ 0.0427	\$ 0.0085	\$ 0.31	
1/2 PINT	\$ 0.2375	\$ (0.0309)	\$ 0.0341	\$ 0.0067	\$ 0.25	
4 OUNCE	\$ 0.1356	\$ (0.0176)	\$ 0.0171	\$ 0.0037	\$ 0.14	
Bulk per Quart	\$ 0.8351	\$ (0.1086)	\$ 0.1365	\$ 0.0239	\$ 0.89	

PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP  
APRIL 2019 PRICES

Container Size	A		B		C		D		E	
	EX. 11 Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$	0.1365	Store Profit 2.7%	(A+B+C+D) Proposed Retail Price				
GALLON	\$ 5.1960	\$ (0.6755)	\$ 0.5460	\$ 0.1406	\$ 5.21					
1/2 GALLON	\$ 2.6320	\$ (0.3422)	\$ 0.2730	\$ 0.0711	\$ 2.64					
QUART	\$ 1.4463	\$ (0.1880)	\$ 0.1365	\$ 0.0387	\$ 1.46					
PINT	\$ 0.7393	\$ (0.0961)	\$ 0.0683	\$ 0.0197	\$ 0.75					
12 OUNCE	\$ 0.5368	\$ (0.0698)	\$ 0.0512	\$ 0.0144	\$ 0.55					
10 OUNCE	\$ 0.4537	\$ (0.0590)	\$ 0.0427	\$ 0.0121	\$ 0.46					
1/2 PINT	\$ 0.3584	\$ (0.0466)	\$ 0.0341	\$ 0.0096	\$ 0.36					
4 OUNCE	\$ 0.1962	\$ (0.0255)	\$ 0.0171	\$ 0.0052	\$ 0.21					
Bulk per Quart	\$ 1.3187	\$ (0.1714)	\$ 0.1365	\$ 0.0356	\$ 1.32					

EGG NOG