

**Pennsylvania Milk Marketing Board  
SALES IN PMMB AREA 3 BY TYPE OF MILK**

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

Standard Milk	30.20
Flavored Milk	2.70
Egg Nog	0.48
Reduced Fat Flavored Milk	7.43
Nonfat Flavored Milk	4.30
Reduced Fat Milk	24.81
Low Fat Milk	11.38
Buttermilk	0.87
Nonfat Milk	9.66
Mixed Milk	4.56
Sour Cream	1.67
Light Cream	0.27
Medium Cream	0.20
Heavy Cream	1.47
	<hr/>
	100.0%

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

Standard Milk	33.24
Flavored Milk	2.98
Egg Nog	0.54
Reduced Fat Flavored Milk	7.58
Nonfat Flavored Milk	5.76
Reduced Fat Milk	24.86
Low Fat Milk	12.66
Buttermilk	0.85
Nonfat Milk	8.87
Mixed Milk	1.70
Sour Cream	0.14
Light Cream	0.08
Medium Cream	0.00
Heavy Cream	0.74
	<hr/>
	100.0%

<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 62.6% of the reported milk sales to this area.

- \* Clover Farms Dairy Company
- \* Dan Ed Corporation (T/A Guers Dairy)
- \* Dean Dairy Holdings Inc. (DBA Swiss Premium Dairy)
- \* Monroe County Milk Producer's Coop (DBA Pocono Mountain Dairy)
- \* Turkey Hill LP
- \* Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)
- \* Tuscan/Lehigh Valley Dairies, Inc. (Lansdale Location)
- \* Valley Farms Dairy LLC

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

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

<b>Cost Center</b>	<b>Weighted Costs</b>	<b>Weighted Points</b>	<b>Cost per Point</b>
<b>Receiving, Lab &amp; Field Work</b>	\$ 1,916,107	100,503,917	\$ 0.0191
<b>Standardization &amp; Pasteurization</b>	\$ 2,913,486	147,361,657	\$ 0.0198
<b>Bottling</b>	\$ 5,627,899	141,654,574	\$ 0.0397
<b>Cold Room</b>	\$ 6,038,031	155,607,567	\$ 0.0388
<b>Delivery</b>	\$ 13,732,991	112,796,626	\$ 0.1218
<b>Selling</b>	\$ 2,919,707	108,094,878	\$ 0.0270

**Total Cost per Point** **\$ 0.2662**

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

**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	\$ 1,239,859	6,354,610	\$ 0.1951			
		Purchased	\$ 947,471	4,115,435	\$ 0.2302			
			\$ 2,187,330	10,470,045	\$ 0.2089	\$ 0.2158	1.74%	\$ 0.2196
1/2 GALLON	Plastic	Blow Molded	\$ 56,399	468,901	\$ 0.1203			
		Purchased	\$ 1,554,843	10,598,658	\$ 0.1467			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,611,242	11,067,559	\$ 0.1456	\$ 0.1481	1.26%	\$ 0.1500
QUART	Plastic	Purchased	\$ 395,080	3,273,896	\$ 0.1207			
	Paper	Purchased	\$ 26,123	295,476	\$ 0.0884			
	Combined		\$ 421,203	3,569,372	\$ 0.1180	\$ 0.1278	1.57%	\$ 0.1298
PINT	Plastic	Purchased	\$ 111,646	1,142,660	\$ 0.0977			
	Paper	Purchased	\$ 36,682	705,600	\$ 0.0520			
	Combined		\$ 148,328	1,848,260	\$ 0.0803	\$ 0.0816	1.62%	\$ 0.0829
12 Ounce <sup>(1)</sup>		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce <sup>(1)</sup>		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic	Purchased	\$ 31,210	450,100	\$ 0.0693	\$ 0.0681	0.92%	\$ 0.0687
	Paper	Purchased	\$ 1,203,163	46,216,738	\$ 0.0260	\$ 0.0293	0.85%	\$ 0.0295
4 Ounce	Paper	Purchased	\$ 82,646	3,569,436	\$ 0.0232	\$ 0.0232	1.53%	\$ 0.0236
Bulk Per Quart		Purchased	\$ 47,588	1,346,480	\$ 0.0353	\$ 0.0353	1.30%	\$ 0.0358

Footnote:

1. None of the Area 3 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 3**

**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>Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 849	60,920,196	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 4,141	45,791,745	\$ <b>0.0001</b>
<b>Low Fat (1%) Milk</b>	\$ 2,269	23,808,228	\$ <b>0.0001</b>
<b>Non Fat (Skim) Milk</b>	\$ 9,027	16,087,895	\$ <b>0.0006</b>
<b>Flavored Milk</b>	\$ 165,706	3,751,679	\$ <b>0.0442</b>
<b>Flavored Reduced Fat Milk</b>	\$ 422,198	12,532,694	\$ <b>0.0337</b>
<b>Flavored NONFAT Milk</b>	\$ 185,804	7,014,432	\$ <b>0.0265</b>
<b>Buttermilk</b>	\$ 5,125	838,887	\$ <b>0.0061</b>
<b>Egg Nog</b>	\$ 134,359	823,928	\$ <b>0.1631</b>

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

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

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 <b>Shrinkage</b>	27,643,745	1,014,323	n/a	\$ 4,151,433	n/a	\$ 4,151,433	\$ 558,257
2 <b>Bulk MILK - diverted</b>	26,932,842	1,050,093	\$ 4,001,137	\$ 4,165,221	n/a	\$ 164,084	\$ (16,074)
3 <b>Bulk MILK - transferred</b>	123,103,790	636,767	\$ 11,630,252	\$ 9,233,950	\$ 3,264,469	\$ 868,167	\$ 4,470
4 <b>Bulk MILK - TOTAL (Rows 2 + 3)</b>	150,036,632	1,686,860	\$ 15,631,389	\$ 13,399,171	\$ 3,264,469	\$ 1,032,251	\$ (11,604)
5 <b>Bulk CREAM - transferred</b>	56,755,031	24,457,601	\$ 70,305,033	\$ 63,626,436	\$ 1,655,909	\$ (5,022,688)	\$ (744,077)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 <b>Shrinkage (Row 1)</b>	\$ 558,257		
7 <b>Bulk MILK (Profit)/Loss (Row 4)</b>	\$ (11,604)		
8 <b>Bulk CREAM (Profit)/Loss (Row 5)</b>	\$ (744,077)		
9 <b>Total</b>	\$ (197,424)	192,767,642	\$ (0.0010)

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

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

	<b>Class I</b>
Skim Rate	\$ 13.46
Butterfat Rate	\$ 2.5787

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B × BF Rate)	(D × 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	Percentage								
Standard (Whole) Milk	60,920,196	1,995,108	3.2750%	58,925,088	\$ 5,144,785	\$ 7,931,317	\$ 13,076,102	\$ 0.2146	\$ -	\$ (0.0010)	\$ 0.2136
Reduced Fat (2%) Milk	45,791,745	908,518	1.9840%	44,883,227	\$ 2,342,795	\$ 6,041,282	\$ 8,384,077	\$ 0.1831	\$ 0.0001	\$ (0.0010)	\$ 0.1822
Low Fat (1%) Milk	23,808,228	232,577	0.9769%	23,575,651	\$ 599,746	\$ 3,173,283	\$ 3,773,029	\$ 0.1585	\$ 0.0001	\$ (0.0010)	\$ 0.1576
Non Fat (Skim) Milk	16,087,895	12,635	0.0785%	16,075,260	\$ 32,582	\$ 2,163,730	\$ 2,196,312	\$ 0.1365	\$ 0.0006	\$ (0.0010)	\$ 0.1361
Flavored Milk	3,751,679	123,152	3.2826%	3,628,527	\$ 317,572	\$ 488,400	\$ 805,972	\$ 0.2148	\$ 0.0442	\$ (0.0010)	\$ 0.2580
Flavored Reduced Fat Milk	12,532,694	148,697	1.1865%	12,383,997	\$ 383,445	\$ 1,666,886	\$ 2,050,331	\$ 0.1636	\$ 0.0337	\$ (0.0010)	\$ 0.1963
Flavored NONFAT Milk	7,014,432	6,889	0.0982%	7,007,543	\$ 17,765	\$ 943,215	\$ 960,980	\$ 0.1370	\$ 0.0265	\$ (0.0010)	\$ 0.1625
Buttermilk	838,887	17,484	2.0842%	821,403	\$ 45,086	\$ 110,561	\$ 155,647	\$ 0.1855	\$ 0.0061	\$ (0.0010)	\$ 0.1906
Egg Nog	823,928	58,112	7.0530%	765,816	\$ 149,853	\$ 103,079	\$ 252,932	\$ 0.3070	\$ 0.1631	\$ (0.0010)	\$ 0.4691

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

**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 <sup>ST</sup> HALF COSTS		1 <sup>ST</sup> HALF POINTS <sup>(1)</sup>		1 <sup>ST</sup> HALF COST per POINT		INCREASE
2019	2018	2019	2018	2019	2018	(DECREASE)

<b>WEIGHTED LABOR COSTS</b>	\$ 10,947,941	\$ 10,980,856	72,235,114	73,945,474	\$ 0.1516	\$ 0.1485	\$ 0.0031
<b>WEIGHTED UTILITY COSTS</b>	\$ 458,281	\$ 498,413	72,235,114	73,945,474	\$ 0.0063	\$ 0.0067	\$ (0.0004)
<b>WEIGHTED INSURANCE COSTS</b>	\$ 336,984	\$ 321,752	72,235,114	73,945,474	\$ 0.0047	\$ 0.0044	\$ 0.0003

**COST UPDATE ADJUSTMENT per BOTTLING POINT     \$ 0.0030**

Footnote:

1. For processing plants, Bottling points are used. For non-processing plants, Cold Room points are used.

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

**Diesel Fuel Costs Adjustment**

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

1. Weighted Diesel Fuel Costs - YEAR 2018	\$	1,570,161
2. Average On-Highw ay Diesel Price per Gallon - YEAR 2018 (1)	\$	3.361
3. On-Highw ay 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>1,498,684</u>
6. Change in Diesel Fuel Costs from YEAR 2018 to AUGUST 2019 (Line 5 - Line 1)	\$	(71,477)
7. Weighted Delivery Points - YEAR 2018		<u>112,796,626</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u><u>(0.0006)</u></u></b>

Footnote:

1. Source: 'Weekly Retail On-Highw ay Diesel Prices' per Energy Information Administration w ebsite.  
w eb 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 3**

**Heating Fuel Costs Adjustment**

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

1. Weighted Heating Fuel Costs - YEAR 2018	\$ 201,371
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>\$ 193,719</u>
6. Change in Heating Fuel Costs from YEAR 2018 to JUNE 2019 (Line 5 - Line 1)	\$ (7,652)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2018	<u>147,361,657</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u><u>\$ (0.0001)</u></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**  
**YEAR 2018 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 3 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	10,470,045	\$ (0.06694)	\$ (0.00712)	<b>\$ (0.0741)</b>	\$ (775,830)
1/2 GALLON	11,067,559	\$ 0.00832	\$ (0.03419)	<b>\$ (0.0259)</b>	\$ (286,650)
QUART	3,569,372	\$ 0.05141	\$ (0.00256)	<b>\$ 0.0489</b>	\$ 174,542
PINT	1,848,260	\$ 0.00844	\$ 0.01715	<b>\$ 0.0256</b>	\$ 47,315
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	46,666,838	\$ 0.00693	\$ 0.00890	<b>\$ 0.0158</b>	\$ 737,336
4 OUNCE	3,569,436	\$ 0.00809	\$ 0.01276	<b>\$ 0.0209</b>	\$ 74,601
Bulk per Quart	1,346,480	\$ 0.04276	\$ (0.02280)	<b>\$ 0.0200</b>	\$ 26,930
					<u>\$ (1,756)</u>

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

**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	\$ 1.8370	\$ 0.2196	\$ 0.0312	\$ (0.0741)	\$ 1.0648	\$ 3.0785	\$ 0.1084	\$ 3.1869	\$ (0.4992)	\$ 0.9448	\$ 3.6325	\$ 3.6681	\$ (0.0356)
	1/2 GALLON	\$ 0.9185	\$ 0.1500	\$ 0.0156	\$ (0.0259)	\$ 0.5324	\$ 1.5906	\$ 0.0560	\$ 1.6466	\$ (0.2496)	\$ 0.4724	\$ 1.8694	\$ 1.8670	\$ 0.0024
	QUART	<b>\$ 0.4592</b>	<b>\$ 0.1298</b>	<b>\$ 0.0078</b>	<b>\$ 0.0489</b>	<b>\$ 0.2662</b>	<b>\$ 0.9119</b>	<b>\$ 0.0321</b>	<b>\$ 0.9440</b>	<b>\$ (0.1248)</b>	<b>\$ 0.2362</b>	<b>\$ 1.0554</b>	<b>\$ 1.0630</b>	<b>\$ (0.0076)</b>
	PINT	\$ 0.2296	\$ 0.0829	\$ 0.0039	\$ 0.0256	\$ 0.1331	\$ 0.4751	\$ 0.0167	\$ 0.4918	\$ (0.0624)	\$ 0.1181	\$ 0.5475	\$ 0.5496	\$ (0.0021)
	12 OUNCE	\$ 0.1722	\$ 0.0630	\$ 0.0029	\$ -	\$ 0.0998	\$ 0.3379	\$ 0.0119	\$ 0.3498	\$ (0.0468)	\$ 0.0886	\$ 0.3916	\$ 0.3940	\$ (0.0024)
	10 OUNCE	\$ 0.1435	\$ 0.0587	\$ 0.0024	\$ -	\$ 0.0832	\$ 0.2878	\$ 0.0101	\$ 0.2979	\$ (0.0390)	\$ 0.0738	\$ 0.3327	\$ 0.3347	\$ (0.0020)
	1/2 PINT	\$ 0.1148	\$ 0.0295	\$ 0.0020	\$ 0.0158	\$ 0.0666	\$ 0.2287	\$ 0.0081	\$ 0.2368	\$ (0.0312)	\$ 0.0591	\$ 0.2647	\$ 0.2650	\$ (0.0003)
	4 OUNCE	\$ 0.0574	\$ 0.0236	\$ 0.0010	\$ 0.0209	\$ 0.0333	\$ 0.1362	\$ 0.0048	\$ 0.1410	\$ (0.0156)	\$ 0.0295	\$ 0.1549	\$ 0.1485	\$ 0.0064
	Bulk per Quart	\$ 0.4592	\$ 0.0358	\$ 0.0078	\$ 0.0200	\$ 0.2662	\$ 0.7890	\$ 0.0278	\$ 0.8168	\$ (0.1248)	\$ 0.2362	\$ 0.9282	\$ 0.9378	\$ (0.0096)
REDUCED FAT (2%) MILK	GALLON	\$ 1.5706	\$ 0.2196	\$ 0.0312	\$ (0.0741)	\$ 1.0648	\$ 2.8121	\$ 0.0990	\$ 2.9111	\$ (0.4992)	\$ 0.9448	\$ 3.3567	\$ 3.3915	\$ (0.0348)
	1/2 GALLON	\$ 0.7853	\$ 0.1500	\$ 0.0156	\$ (0.0259)	\$ 0.5324	\$ 1.4574	\$ 0.0513	\$ 1.5087	\$ (0.2496)	\$ 0.4724	\$ 1.7315	\$ 1.7287	\$ 0.0028
	QUART	\$ 0.3926	\$ 0.1298	\$ 0.0078	\$ 0.0489	\$ 0.2662	\$ 0.8453	\$ 0.0298	\$ 0.8751	\$ (0.1248)	\$ 0.2362	\$ 0.9865	\$ 0.9938	\$ (0.0073)
	PINT	\$ 0.1963	\$ 0.0829	\$ 0.0039	\$ 0.0256	\$ 0.1331	\$ 0.4418	\$ 0.0156	\$ 0.4574	\$ (0.0624)	\$ 0.1181	\$ 0.5131	\$ 0.5149	\$ (0.0018)
	12 OUNCE	\$ 0.1472	\$ 0.0630	\$ 0.0029	\$ -	\$ 0.0998	\$ 0.3129	\$ 0.0110	\$ 0.3239	\$ (0.0468)	\$ 0.0886	\$ 0.3657	\$ 0.3681	\$ (0.0024)
	10 OUNCE	\$ 0.1227	\$ 0.0587	\$ 0.0024	\$ -	\$ 0.0832	\$ 0.2670	\$ 0.0094	\$ 0.2764	\$ (0.0390)	\$ 0.0738	\$ 0.3112	\$ 0.3131	\$ (0.0019)
	1/2 PINT	\$ 0.0982	\$ 0.0295	\$ 0.0020	\$ 0.0158	\$ 0.0666	\$ 0.2121	\$ 0.0075	\$ 0.2196	\$ (0.0312)	\$ 0.0591	\$ 0.2475	\$ 0.2477	\$ (0.0002)
	4 OUNCE	\$ 0.0491	\$ 0.0236	\$ 0.0010	\$ 0.0209	\$ 0.0333	\$ 0.1279	\$ 0.0045	\$ 0.1324	\$ (0.0156)	\$ 0.0295	\$ 0.1463	\$ 0.1399	\$ 0.0064
	Bulk per Quart	\$ 0.3926	\$ 0.0358	\$ 0.0078	\$ 0.0200	\$ 0.2662	\$ 0.7224	\$ 0.0254	\$ 0.7478	\$ (0.1248)	\$ 0.2362	\$ 0.8592	\$ 0.8686	\$ (0.0094)
LOW FAT (1%) MILK	GALLON	\$ 1.3585	\$ 0.2196	\$ 0.0312	\$ (0.0741)	\$ 1.0648	\$ 2.6000	\$ 0.0915	\$ 2.6915	\$ (0.4992)	\$ 0.9448	\$ 3.1371	\$ 3.1773	\$ (0.0402)
	1/2 GALLON	\$ 0.6793	\$ 0.1500	\$ 0.0156	\$ (0.0259)	\$ 0.5324	\$ 1.3514	\$ 0.0476	\$ 1.3990	\$ (0.2496)	\$ 0.4724	\$ 1.6218	\$ 1.6216	\$ 0.0002
	QUART	\$ 0.3396	\$ 0.1298	\$ 0.0078	\$ 0.0489	\$ 0.2662	\$ 0.7923	\$ 0.0279	\$ 0.8202	\$ (0.1248)	\$ 0.2362	\$ 0.9316	\$ 0.9403	\$ (0.0087)
	PINT	\$ 0.1698	\$ 0.0829	\$ 0.0039	\$ 0.0256	\$ 0.1331	\$ 0.4153	\$ 0.0146	\$ 0.4299	\$ (0.0624)	\$ 0.1181	\$ 0.4856	\$ 0.4882	\$ (0.0026)
	12 OUNCE	\$ 0.1274	\$ 0.0630	\$ 0.0029	\$ -	\$ 0.0998	\$ 0.2931	\$ 0.0103	\$ 0.3034	\$ (0.0468)	\$ 0.0886	\$ 0.3452	\$ 0.3480	\$ (0.0028)
	10 OUNCE	\$ 0.1061	\$ 0.0587	\$ 0.0024	\$ -	\$ 0.0832	\$ 0.2504	\$ 0.0088	\$ 0.2592	\$ (0.0390)	\$ 0.0738	\$ 0.2940	\$ 0.2963	\$ (0.0023)
	1/2 PINT	\$ 0.0849	\$ 0.0295	\$ 0.0020	\$ 0.0158	\$ 0.0666	\$ 0.1988	\$ 0.0070	\$ 0.2058	\$ (0.0312)	\$ 0.0591	\$ 0.2337	\$ 0.2343	\$ (0.0006)
	4 OUNCE	\$ 0.0425	\$ 0.0236	\$ 0.0010	\$ 0.0209	\$ 0.0333	\$ 0.1213	\$ 0.0043	\$ 0.1256	\$ (0.0156)	\$ 0.0295	\$ 0.1395	\$ 0.1332	\$ 0.0063
	Bulk per Quart	\$ 0.3396	\$ 0.0358	\$ 0.0078	\$ 0.0200	\$ 0.2662	\$ 0.6694	\$ 0.0236	\$ 0.6930	\$ (0.1248)	\$ 0.2362	\$ 0.8044	\$ 0.8151	\$ (0.0107)
NON FAT (SKIM) MILK	GALLON	\$ 1.1745	\$ 0.2196	\$ 0.0312	\$ (0.0741)	\$ 1.0648	\$ 2.4160	\$ 0.0850	\$ 2.5010	\$ (0.4992)	\$ 0.9448	\$ 2.9466	\$ 2.9904	\$ (0.0438)
	1/2 GALLON	\$ 0.5873	\$ 0.1500	\$ 0.0156	\$ (0.0259)	\$ 0.5324	\$ 1.2594	\$ 0.0443	\$ 1.3037	\$ (0.2496)	\$ 0.4724	\$ 1.5265	\$ 1.5282	\$ (0.0017)
	QUART	\$ 0.2936	\$ 0.1298	\$ 0.0078	\$ 0.0489	\$ 0.2662	\$ 0.7463	\$ 0.0263	\$ 0.7726	\$ (0.1248)	\$ 0.2362	\$ 0.8840	\$ 0.8935	\$ (0.0095)
	PINT	\$ 0.1468	\$ 0.0829	\$ 0.0039	\$ 0.0256	\$ 0.1331	\$ 0.3923	\$ 0.0138	\$ 0.4061	\$ (0.0624)	\$ 0.1181	\$ 0.4618	\$ 0.4648	\$ (0.0030)
	12 OUNCE	\$ 0.1101	\$ 0.0630	\$ 0.0029	\$ -	\$ 0.0998	\$ 0.2758	\$ 0.0097	\$ 0.2855	\$ (0.0468)	\$ 0.0886	\$ 0.3273	\$ 0.3305	\$ (0.0032)
	10 OUNCE	\$ 0.0918	\$ 0.0587	\$ 0.0024	\$ -	\$ 0.0832	\$ 0.2361	\$ 0.0083	\$ 0.2444	\$ (0.0390)	\$ 0.0738	\$ 0.2792	\$ 0.2817	\$ (0.0025)
	1/2 PINT	\$ 0.0734	\$ 0.0295	\$ 0.0020	\$ 0.0158	\$ 0.0666	\$ 0.1873	\$ 0.0066	\$ 0.1939	\$ (0.0312)	\$ 0.0591	\$ 0.2218	\$ 0.2226	\$ (0.0008)
	4 OUNCE	\$ 0.0367	\$ 0.0236	\$ 0.0010	\$ 0.0209	\$ 0.0333	\$ 0.1155	\$ 0.0041	\$ 0.1196	\$ (0.0156)	\$ 0.0295	\$ 0.1335	\$ 0.1274	\$ 0.0061
	Bulk per Quart	\$ 0.2936	\$ 0.0358	\$ 0.0078	\$ 0.0200	\$ 0.2662	\$ 0.6234	\$ 0.0219	\$ 0.6453	\$ (0.1248)	\$ 0.2362	\$ 0.7567	\$ 0.7683	\$ (0.0116)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0055 per quart equivalent.

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

**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)	
<b>FLAVORED MILK</b>	GALLON	\$ 2.0640	\$ 0.2196	\$ 0.0312	\$ (0.0741)	\$ 1.0648	\$ 3.3055	\$ 0.1163	\$ 3.4218	\$ (0.4992)	\$ 0.9448	\$ 3.8674	\$ 3.8838	\$ (0.0164)
	1/2 GALLON	\$ 1.0320	\$ 0.1500	\$ 0.0156	\$ (0.0259)	\$ 0.5324	\$ 1.7041	\$ 0.0600	\$ 1.7641	\$ (0.2496)	\$ 0.4724	\$ 1.9869	\$ 1.9749	\$ 0.0120
	QUART	\$ 0.5160	\$ 0.1298	\$ 0.0078	\$ 0.0489	\$ 0.2662	\$ 0.9687	\$ 0.0341	\$ 1.0028	\$ (0.1248)	\$ 0.2362	\$ 1.1142	\$ 1.1169	\$ (0.0027)
	PINT	\$ 0.2580	\$ 0.0829	\$ 0.0039	\$ 0.0256	\$ 0.1331	\$ 0.5035	\$ 0.0177	\$ 0.5212	\$ (0.0624)	\$ 0.1181	\$ 0.5769	\$ 0.5765	\$ 0.0004
	12 OUNCE	\$ 0.1935	\$ 0.0630	\$ 0.0029	\$ -	\$ 0.0998	\$ 0.3592	\$ 0.0126	\$ 0.3718	\$ (0.0468)	\$ 0.0886	\$ 0.4136	\$ 0.4143	\$ (0.0007)
	10 OUNCE	\$ 0.1613	\$ 0.0587	\$ 0.0024	\$ -	\$ 0.0832	\$ 0.3056	\$ 0.0108	\$ 0.3164	\$ (0.0390)	\$ 0.0738	\$ 0.3512	\$ 0.3516	\$ (0.0004)
	1/2 PINT	\$ 0.1290	\$ 0.0295	\$ 0.0020	\$ 0.0158	\$ 0.0666	\$ 0.2429	\$ 0.0086	\$ 0.2515	\$ (0.0312)	\$ 0.0591	\$ 0.2794	\$ 0.2785	\$ 0.0009
	4 OUNCE	\$ 0.0645	\$ 0.0236	\$ 0.0010	\$ 0.0209	\$ 0.0333	\$ 0.1433	\$ 0.0050	\$ 0.1483	\$ (0.0156)	\$ 0.0295	\$ 0.1622	\$ 0.1552	\$ 0.0070
	Bulk per Quart	\$ 0.5160	\$ 0.0358	\$ 0.0078	\$ 0.0200	\$ 0.2662	\$ 0.8458	\$ 0.0298	\$ 0.8756	\$ (0.1248)	\$ 0.2362	\$ 0.9870	\$ 0.9917	\$ (0.0047)
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 1.5704	\$ 0.2196	\$ 0.0312	\$ (0.0741)	\$ 1.0648	\$ 2.8119	\$ 0.0990	\$ 2.9109	\$ (0.4992)	\$ 0.9448	\$ 3.3565	\$ 3.3960	\$ (0.0395)
	1/2 GALLON	\$ 0.7852	\$ 0.1500	\$ 0.0156	\$ (0.0259)	\$ 0.5324	\$ 1.4573	\$ 0.0513	\$ 1.5086	\$ (0.2496)	\$ 0.4724	\$ 1.7314	\$ 1.7310	\$ 0.0004
	QUART	\$ 0.3926	\$ 0.1298	\$ 0.0078	\$ 0.0489	\$ 0.2662	\$ 0.8453	\$ 0.0298	\$ 0.8751	\$ (0.1248)	\$ 0.2362	\$ 0.9865	\$ 0.9949	\$ (0.0084)
	PINT	\$ 0.1963	\$ 0.0829	\$ 0.0039	\$ 0.0256	\$ 0.1331	\$ 0.4418	\$ 0.0156	\$ 0.4574	\$ (0.0624)	\$ 0.1181	\$ 0.5131	\$ 0.5155	\$ (0.0024)
	12 OUNCE	\$ 0.1472	\$ 0.0630	\$ 0.0029	\$ -	\$ 0.0998	\$ 0.3129	\$ 0.0110	\$ 0.3239	\$ (0.0468)	\$ 0.0886	\$ 0.3657	\$ 0.3685	\$ (0.0028)
	10 OUNCE	\$ 0.1227	\$ 0.0587	\$ 0.0024	\$ -	\$ 0.0832	\$ 0.2670	\$ 0.0094	\$ 0.2764	\$ (0.0390)	\$ 0.0738	\$ 0.3112	\$ 0.3135	\$ (0.0023)
	1/2 PINT	\$ 0.0982	\$ 0.0295	\$ 0.0020	\$ 0.0158	\$ 0.0666	\$ 0.2121	\$ 0.0075	\$ 0.2196	\$ (0.0312)	\$ 0.0591	\$ 0.2475	\$ 0.2480	\$ (0.0005)
	4 OUNCE	\$ 0.0491	\$ 0.0236	\$ 0.0010	\$ 0.0209	\$ 0.0333	\$ 0.1279	\$ 0.0045	\$ 0.1324	\$ (0.0156)	\$ 0.0295	\$ 0.1463	\$ 0.1400	\$ 0.0063
	Bulk per Quart	\$ 0.3926	\$ 0.0358	\$ 0.0078	\$ 0.0200	\$ 0.2662	\$ 0.7224	\$ 0.0254	\$ 0.7478	\$ (0.1248)	\$ 0.2362	\$ 0.8592	\$ 0.8698	\$ (0.0106)
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 1.3000	\$ 0.2196	\$ 0.0312	\$ (0.0741)	\$ 1.0648	\$ 2.5415	\$ 0.0895	\$ 2.6310	\$ (0.4992)	\$ 0.9448	\$ 3.0766	\$ 3.1310	\$ (0.0544)
	1/2 GALLON	\$ 0.6500	\$ 0.1500	\$ 0.0156	\$ (0.0259)	\$ 0.5324	\$ 1.3221	\$ 0.0465	\$ 1.3686	\$ (0.2496)	\$ 0.4724	\$ 1.5914	\$ 1.5985	\$ (0.0071)
	QUART	\$ 0.3250	\$ 0.1298	\$ 0.0078	\$ 0.0489	\$ 0.2662	\$ 0.7777	\$ 0.0274	\$ 0.8051	\$ (0.1248)	\$ 0.2362	\$ 0.9165	\$ 0.9287	\$ (0.0122)
	PINT	\$ 0.1625	\$ 0.0829	\$ 0.0039	\$ 0.0256	\$ 0.1331	\$ 0.4080	\$ 0.0144	\$ 0.4224	\$ (0.0624)	\$ 0.1181	\$ 0.4781	\$ 0.4824	\$ (0.0043)
	12 OUNCE	\$ 0.1219	\$ 0.0630	\$ 0.0029	\$ -	\$ 0.0998	\$ 0.2876	\$ 0.0101	\$ 0.2977	\$ (0.0468)	\$ 0.0886	\$ 0.3395	\$ 0.3437	\$ (0.0042)
	10 OUNCE	\$ 0.1016	\$ 0.0587	\$ 0.0024	\$ -	\$ 0.0832	\$ 0.2459	\$ 0.0087	\$ 0.2546	\$ (0.0390)	\$ 0.0738	\$ 0.2894	\$ 0.2928	\$ (0.0034)
	1/2 PINT	\$ 0.0813	\$ 0.0295	\$ 0.0020	\$ 0.0158	\$ 0.0666	\$ 0.1952	\$ 0.0069	\$ 0.2021	\$ (0.0312)	\$ 0.0591	\$ 0.2300	\$ 0.2314	\$ (0.0014)
	4 OUNCE	\$ 0.0406	\$ 0.0236	\$ 0.0010	\$ 0.0209	\$ 0.0333	\$ 0.1194	\$ 0.0042	\$ 0.1236	\$ (0.0156)	\$ 0.0295	\$ 0.1375	\$ 0.1317	\$ 0.0058
	Bulk per Quart	\$ 0.3250	\$ 0.0358	\$ 0.0078	\$ 0.0200	\$ 0.2662	\$ 0.6548	\$ 0.0230	\$ 0.6778	\$ (0.1248)	\$ 0.2362	\$ 0.7892	\$ 0.8035	\$ (0.0143)
<b>BUTTERMILK</b>	GALLON	\$ 1.6430	\$ 0.2196	\$ 0.0312	\$ (0.0741)	\$ 1.0648	\$ 2.8845	\$ 0.1015	\$ 2.9860	\$ (0.4992)	\$ 0.9448	\$ 3.4316	\$ 3.4695	\$ (0.0379)
	1/2 GALLON	\$ 0.8215	\$ 0.1500	\$ 0.0156	\$ (0.0259)	\$ 0.5324	\$ 1.4936	\$ 0.0526	\$ 1.5462	\$ (0.2496)	\$ 0.4724	\$ 1.7690	\$ 1.7677	\$ 0.0013
	QUART	\$ 0.4107	\$ 0.1298	\$ 0.0078	\$ 0.0489	\$ 0.2662	\$ 0.8634	\$ 0.0304	\$ 0.8938	\$ (0.1248)	\$ 0.2362	\$ 1.0052	\$ 1.0134	\$ (0.0082)
	PINT	\$ 0.2054	\$ 0.0829	\$ 0.0039	\$ 0.0256	\$ 0.1331	\$ 0.4509	\$ 0.0159	\$ 0.4668	\$ (0.0624)	\$ 0.1181	\$ 0.5225	\$ 0.5247	\$ (0.0022)
	12 OUNCE	\$ 0.1540	\$ 0.0630	\$ 0.0029	\$ -	\$ 0.0998	\$ 0.3197	\$ 0.0113	\$ 0.3310	\$ (0.0468)	\$ 0.0886	\$ 0.3728	\$ 0.3754	\$ (0.0026)
	10 OUNCE	\$ 0.1284	\$ 0.0587	\$ 0.0024	\$ -	\$ 0.0832	\$ 0.2727	\$ 0.0096	\$ 0.2823	\$ (0.0390)	\$ 0.0738	\$ 0.3171	\$ 0.3192	\$ (0.0021)
	1/2 PINT	\$ 0.1027	\$ 0.0295	\$ 0.0020	\$ 0.0158	\$ 0.0666	\$ 0.2166	\$ 0.0076	\$ 0.2242	\$ (0.0312)	\$ 0.0591	\$ 0.2521	\$ 0.2525	\$ (0.0004)
	4 OUNCE	\$ 0.0513	\$ 0.0236	\$ 0.0010	\$ 0.0209	\$ 0.0333	\$ 0.1301	\$ 0.0046	\$ 0.1347	\$ (0.0156)	\$ 0.0295	\$ 0.1486	\$ 0.1423	\$ 0.0063
	Bulk per Quart	\$ 0.4107	\$ 0.0358	\$ 0.0078	\$ 0.0200	\$ 0.2662	\$ 0.7405	\$ 0.0261	\$ 0.7666	\$ (0.1248)	\$ 0.2362	\$ 0.8780	\$ 0.8882	\$ (0.0102)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0055 per quart equivalent.

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

**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	\$ 3.7528	\$ 0.2196	\$ 0.0312	\$ (0.0741)	\$ 1.0648	\$ 4.9943	\$ 0.1758	\$ 5.1701	\$ (0.4992)	\$ 0.9448	\$ 5.6157	\$ 5.3778	\$ 0.2379
	1/2 GALLON	\$ 1.8764	\$ 0.1500	\$ 0.0156	\$ (0.0259)	\$ 0.5324	\$ 2.5485	\$ 0.0897	\$ 2.6382	\$ (0.2496)	\$ 0.4724	\$ 2.8610	\$ 2.7219	\$ 0.1391
	QUART	\$ 0.9382	\$ 0.1298	\$ 0.0078	\$ 0.0489	\$ 0.2662	\$ 1.3909	\$ 0.0490	\$ 1.4399	\$ (0.1248)	\$ 0.2362	\$ 1.5513	\$ 1.4904	\$ 0.0609
	PINT	\$ 0.4691	\$ 0.0829	\$ 0.0039	\$ 0.0256	\$ 0.1331	\$ 0.7146	\$ 0.0252	\$ 0.7398	\$ (0.0624)	\$ 0.1181	\$ 0.7955	\$ 0.7633	\$ 0.0322
	12 OUNCE	\$ 0.3518	\$ 0.0630	\$ 0.0029	\$ -	\$ 0.0998	\$ 0.5175	\$ 0.0182	\$ 0.5357	\$ (0.0468)	\$ 0.0886	\$ 0.5775	\$ 0.5543	\$ 0.0232
	10 OUNCE	\$ 0.2932	\$ 0.0587	\$ 0.0024	\$ -	\$ 0.0832	\$ 0.4375	\$ 0.0154	\$ 0.4529	\$ (0.0390)	\$ 0.0738	\$ 0.4877	\$ 0.4682	\$ 0.0195
	1/2 PINT	\$ 0.2346	\$ 0.0295	\$ 0.0020	\$ 0.0158	\$ 0.0666	\$ 0.3485	\$ 0.0123	\$ 0.3608	\$ (0.0312)	\$ 0.0591	\$ 0.3887	\$ 0.3719	\$ 0.0168
	4 OUNCE	\$ 0.1173	\$ 0.0236	\$ 0.0010	\$ 0.0209	\$ 0.0333	\$ 0.1961	\$ 0.0069	\$ 0.2030	\$ (0.0156)	\$ 0.0295	\$ 0.2169	\$ 0.2019	\$ 0.0150
	Bulk per Quart	\$ 0.9382	\$ 0.0358	\$ 0.0078	\$ 0.0200	\$ 0.2662	\$ 1.2680	\$ 0.0446	\$ 1.3126	\$ (0.1248)	\$ 0.2362	\$ 1.4240	\$ 1.3652	\$ 0.0588

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0055 per quart equivalent.

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

**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	Deepest Discount 13.00%	In-Store Handling \$ 0.1386	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 3.6325	\$ (0.4722)	\$ 0.5544	\$ 0.1031	\$ 3.82	\$ 3.85 \$ (0.03)
	1/2 GALLON	\$ 1.8694	\$ (0.2430)	\$ 0.2772	\$ 0.0528	\$ 1.96	\$ 1.95 \$ 0.01
	QUART	\$ <b>1.0554</b>	\$ <b>(0.1372)</b>	\$ <b>0.1386</b>	\$ <b>0.0293</b>	\$ <b>1.09</b>	\$ <b>1.09</b> \$ -
	PINT	\$ 0.5475	\$ (0.0712)	\$ 0.0693	\$ 0.0151	\$ 0.56	\$ 0.56 \$ -
	12 OUNCE	\$ 0.3916	\$ (0.0509)	\$ 0.0520	\$ 0.0109	\$ 0.40	\$ 0.41 \$ (0.01)
	10 OUNCE	\$ 0.3327	\$ (0.0433)	\$ 0.0433	\$ 0.0092	\$ 0.34	\$ 0.34 \$ -
	1/2 PINT	\$ 0.2647	\$ (0.0344)	\$ 0.0347	\$ 0.0074	\$ 0.27	\$ 0.27 \$ -
	4 OUNCE	\$ 0.1549	\$ (0.0201)	\$ 0.0173	\$ 0.0042	\$ 0.16	\$ 0.15 \$ 0.01
	Bulk per Quart	\$ 0.9282	\$ (0.1207)	\$ 0.1386	\$ 0.0263	\$ 0.97	\$ 0.98 \$ (0.01)
REDUCED FAT (2%) MILK	GALLON	\$ 3.3567	\$ (0.4364)	\$ 0.5544	\$ 0.0964	\$ 3.57	\$ 3.60 \$ (0.03)
	1/2 GALLON	\$ 1.7315	\$ (0.2251)	\$ 0.2772	\$ 0.0495	\$ 1.83	\$ 1.83 \$ -
	QUART	\$ 0.9865	\$ (0.1282)	\$ 0.1386	\$ 0.0277	\$ 1.02	\$ 1.03 \$ (0.01)
	PINT	\$ 0.5131	\$ (0.0667)	\$ 0.0693	\$ 0.0143	\$ 0.53	\$ 0.53 \$ -
	12 OUNCE	\$ 0.3657	\$ (0.0475)	\$ 0.0520	\$ 0.0103	\$ 0.38	\$ 0.38 \$ -
	10 OUNCE	\$ 0.3112	\$ (0.0405)	\$ 0.0433	\$ 0.0087	\$ 0.32	\$ 0.32 \$ -
	1/2 PINT	\$ 0.2475	\$ (0.0322)	\$ 0.0347	\$ 0.0069	\$ 0.26	\$ 0.26 \$ -
	4 OUNCE	\$ 0.1463	\$ (0.0190)	\$ 0.0173	\$ 0.0040	\$ 0.15	\$ 0.14 \$ 0.01
	Bulk per Quart	\$ 0.8592	\$ (0.1117)	\$ 0.1386	\$ 0.0246	\$ 0.91	\$ 0.92 \$ (0.01)
LOW FAT (1%) MILK	GALLON	\$ 3.1371	\$ (0.4078)	\$ 0.5544	\$ 0.0911	\$ 3.37	\$ 3.41 \$ (0.04)
	1/2 GALLON	\$ 1.6218	\$ (0.2108)	\$ 0.2772	\$ 0.0468	\$ 1.74	\$ 1.73 \$ 0.01
	QUART	\$ 0.9316	\$ (0.1211)	\$ 0.1386	\$ 0.0263	\$ 0.98	\$ 0.98 \$ -
	PINT	\$ 0.4856	\$ (0.0631)	\$ 0.0693	\$ 0.0136	\$ 0.51	\$ 0.51 \$ -
	12 OUNCE	\$ 0.3452	\$ (0.0449)	\$ 0.0520	\$ 0.0098	\$ 0.36	\$ 0.36 \$ -
	10 OUNCE	\$ 0.2940	\$ (0.0382)	\$ 0.0433	\$ 0.0083	\$ 0.31	\$ 0.31 \$ -
	1/2 PINT	\$ 0.2337	\$ (0.0304)	\$ 0.0347	\$ 0.0066	\$ 0.24	\$ 0.25 \$ (0.01)
	4 OUNCE	\$ 0.1395	\$ (0.0181)	\$ 0.0173	\$ 0.0038	\$ 0.14	\$ 0.14 \$ -
	Bulk per Quart	\$ 0.8044	\$ (0.1046)	\$ 0.1386	\$ 0.0233	\$ 0.86	\$ 0.87 \$ (0.01)
NON FAT (SKIM) MILK	GALLON	\$ 2.9466	\$ (0.3831)	\$ 0.5544	\$ 0.0865	\$ 3.20	\$ 3.24 \$ (0.04)
	1/2 GALLON	\$ 1.5265	\$ (0.1984)	\$ 0.2772	\$ 0.0445	\$ 1.65	\$ 1.65 \$ -
	QUART	\$ 0.8840	\$ (0.1149)	\$ 0.1386	\$ 0.0252	\$ 0.93	\$ 0.94 \$ (0.01)
	PINT	\$ 0.4618	\$ (0.0600)	\$ 0.0693	\$ 0.0131	\$ 0.48	\$ 0.49 \$ (0.01)
	12 OUNCE	\$ 0.3273	\$ (0.0425)	\$ 0.0520	\$ 0.0093	\$ 0.35	\$ 0.35 \$ -
	10 OUNCE	\$ 0.2792	\$ (0.0363)	\$ 0.0433	\$ 0.0079	\$ 0.29	\$ 0.30 \$ (0.01)
	1/2 PINT	\$ 0.2218	\$ (0.0288)	\$ 0.0347	\$ 0.0063	\$ 0.23	\$ 0.23 \$ -
	4 OUNCE	\$ 0.1335	\$ (0.0174)	\$ 0.0173	\$ 0.0037	\$ 0.14	\$ 0.13 \$ 0.01
	Bulk per Quart	\$ 0.7567	\$ (0.0984)	\$ 0.1386	\$ 0.0221	\$ 0.82	\$ 0.83 \$ (0.01)

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

**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	Deepest Discount 13.00%	In-Store Handling \$ 0.1386	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 3.8674	\$ (0.5028)	\$ 0.5544	\$ 0.1087	\$ 4.03	\$ 4.04 \$ (0.01)
	1/2 GALLON	\$ 1.9869	\$ (0.2583)	\$ 0.2772	\$ 0.0557	\$ 2.06	\$ 2.05 \$ 0.01
	QUART	\$ 1.1142	\$ (0.1448)	\$ 0.1386	\$ 0.0307	\$ 1.14	\$ 1.14 \$ -
	PINT	\$ 0.5769	\$ (0.0750)	\$ 0.0693	\$ 0.0159	\$ 0.59	\$ 0.59 \$ -
	12 OUNCE	\$ 0.4136	\$ (0.0538)	\$ 0.0520	\$ 0.0114	\$ 0.42	\$ 0.42 \$ -
	10 OUNCE	\$ 0.3512	\$ (0.0457)	\$ 0.0433	\$ 0.0097	\$ 0.36	\$ 0.36 \$ -
	1/2 PINT	\$ 0.2794	\$ (0.0363)	\$ 0.0347	\$ 0.0077	\$ 0.29	\$ 0.28 \$ 0.01
	4 OUNCE	\$ 0.1622	\$ (0.0211)	\$ 0.0173	\$ 0.0044	\$ 0.17	\$ 0.16 \$ 0.01
	Bulk per Quart	\$ 0.9870	\$ (0.1283)	\$ 0.1386	\$ 0.0277	\$ 1.03	\$ 1.03 \$ -
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.3565	\$ (0.4363)	\$ 0.5544	\$ 0.0964	\$ 3.57	\$ 3.61 \$ (0.04)
	1/2 GALLON	\$ 1.7314	\$ (0.2251)	\$ 0.2772	\$ 0.0495	\$ 1.83	\$ 1.83 \$ -
	QUART	\$ 0.9865	\$ (0.1282)	\$ 0.1386	\$ 0.0277	\$ 1.02	\$ 1.03 \$ (0.01)
	PINT	\$ 0.5131	\$ (0.0667)	\$ 0.0693	\$ 0.0143	\$ 0.53	\$ 0.53 \$ -
	12 OUNCE	\$ 0.3657	\$ (0.0475)	\$ 0.0520	\$ 0.0103	\$ 0.38	\$ 0.38 \$ -
	10 OUNCE	\$ 0.3112	\$ (0.0405)	\$ 0.0433	\$ 0.0087	\$ 0.32	\$ 0.32 \$ -
	1/2 PINT	\$ 0.2475	\$ (0.0322)	\$ 0.0347	\$ 0.0069	\$ 0.26	\$ 0.26 \$ -
	4 OUNCE	\$ 0.1463	\$ (0.0190)	\$ 0.0173	\$ 0.0040	\$ 0.15	\$ 0.15 \$ -
	Bulk per Quart	\$ 0.8592	\$ (0.1117)	\$ 0.1386	\$ 0.0246	\$ 0.91	\$ 0.92 \$ (0.01)
FLAVORED NONFAT MILK	GALLON	\$ 3.0766	\$ (0.4000)	\$ 0.5544	\$ 0.0897	\$ 3.32	\$ 3.37 \$ (0.05)
	1/2 GALLON	\$ 1.5914	\$ (0.2069)	\$ 0.2772	\$ 0.0461	\$ 1.71	\$ 1.71 \$ -
	QUART	\$ 0.9165	\$ (0.1191)	\$ 0.1386	\$ 0.0260	\$ 0.96	\$ 0.97 \$ (0.01)
	PINT	\$ 0.4781	\$ (0.0622)	\$ 0.0693	\$ 0.0135	\$ 0.50	\$ 0.50 \$ -
	12 OUNCE	\$ 0.3395	\$ (0.0441)	\$ 0.0520	\$ 0.0096	\$ 0.36	\$ 0.36 \$ -
	10 OUNCE	\$ 0.2894	\$ (0.0376)	\$ 0.0433	\$ 0.0082	\$ 0.30	\$ 0.31 \$ (0.01)
	1/2 PINT	\$ 0.2300	\$ (0.0299)	\$ 0.0347	\$ 0.0065	\$ 0.24	\$ 0.24 \$ -
	4 OUNCE	\$ 0.1375	\$ (0.0179)	\$ 0.0173	\$ 0.0038	\$ 0.14	\$ 0.14 \$ -
	Bulk per Quart	\$ 0.7892	\$ (0.1026)	\$ 0.1386	\$ 0.0229	\$ 0.85	\$ 0.86 \$ (0.01)
BUTTERMILK	GALLON	\$ 3.4316	\$ (0.4461)	\$ 0.5544	\$ 0.0982	\$ 3.64	\$ 3.67 \$ (0.03)
	1/2 GALLON	\$ 1.7690	\$ (0.2300)	\$ 0.2772	\$ 0.0504	\$ 1.87	\$ 1.87 \$ -
	QUART	\$ 1.0052	\$ (0.1307)	\$ 0.1386	\$ 0.0281	\$ 1.04	\$ 1.05 \$ (0.01)
	PINT	\$ 0.5225	\$ (0.0679)	\$ 0.0693	\$ 0.0145	\$ 0.54	\$ 0.54 \$ -
	12 OUNCE	\$ 0.3728	\$ (0.0485)	\$ 0.0520	\$ 0.0104	\$ 0.39	\$ 0.39 \$ -
	10 OUNCE	\$ 0.3171	\$ (0.0412)	\$ 0.0433	\$ 0.0089	\$ 0.33	\$ 0.33 \$ -
	1/2 PINT	\$ 0.2521	\$ (0.0328)	\$ 0.0347	\$ 0.0070	\$ 0.26	\$ 0.26 \$ -
	4 OUNCE	\$ 0.1486	\$ (0.0193)	\$ 0.0173	\$ 0.0041	\$ 0.15	\$ 0.15 \$ -
Bulk per Quart	\$ 0.8780	\$ (0.1141)	\$ 0.1386	\$ 0.0250	\$ 0.93	\$ 0.94 \$ (0.01)	

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

**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	Deepest Discount 13.00%	In-Store Handling \$ 0.1386	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 5.6157	\$ (0.7300)	\$ 0.5544	\$ 0.1510	\$ 5.63	\$ 5.38	\$ 0.25
	<b>1/2 GALLON</b>	\$ 2.8610	\$ (0.3719)	\$ 0.2772	\$ 0.0768	\$ 2.87	\$ 2.73	\$ 0.14
	<b>QUART</b>	\$ 1.5513	\$ (0.2017)	\$ 0.1386	\$ 0.0413	\$ 1.56	\$ 1.50	\$ 0.06
	<b>PINT</b>	\$ 0.7955	\$ (0.1034)	\$ 0.0693	\$ 0.0211	\$ 0.81	\$ 0.77	\$ 0.04
	<b>12 OUNCE</b>	\$ 0.5775	\$ (0.0751)	\$ 0.0520	\$ 0.0154	\$ 0.59	\$ 0.56	\$ 0.03
	<b>10 OUNCE</b>	\$ 0.4877	\$ (0.0634)	\$ 0.0433	\$ 0.0130	\$ 0.50	\$ 0.48	\$ 0.02
	<b>1/2 PINT</b>	\$ 0.3887	\$ (0.0505)	\$ 0.0347	\$ 0.0103	\$ 0.40	\$ 0.38	\$ 0.02
	<b>4 OUNCE</b>	\$ 0.2169	\$ (0.0282)	\$ 0.0173	\$ 0.0057	\$ 0.23	\$ 0.21	\$ 0.02
	<b>Bulk per Quart</b>	\$ 1.4240	\$ (0.1851)	\$ 0.1386	\$ 0.0382	\$ 1.43	\$ 1.38	\$ 0.05