

STAFF TESTIMONY BEFORE THE PENNSYLVANIA MILK MARKETING BOARD
COST REPLACEMENT HEARING – MILK MARKETING AREA 4
December 4, 2019

Staff Exhibit 1

Good Morning. My name is Clifford Ackman. As the Statistician for the Pennsylvania Milk Marketing Board, I collected the information for and produced Staff Exhibit 1, dealing with the cross-section of milk dealers in Area 4. I have listed these six milk dealers in footnote 3 along with the percentage of sales by those dealers compared to the population of all 41 dealers selling into the South Central Pennsylvania Milk Marketing Area. This judgmental sample was selected from available dealers as having the largest sales in the area. They account for sixty five percent of Area 4's reported milk sales. The cross-section dealers are geographically diverse ranging from Galliker Dairy in Johnstown to Dean Dairy in Lebanon to Tuscan/Lehigh Valley Dairy-Schuylkill Haven to Rutter Brothers Dairy in York County.

The cross-section of dealers used to gather 2018 information has not changed from previous Area 4 cost replacement hearings.

This exhibit offers the cross-section of dealers as presenting a significant portion of all sales into the marketplace. It demonstrates the ratios of controlled product sales by all dealers (the top section of the exhibit) and the cross-section dealers (in the lower half of the exhibit). This comparison of product sales ratios falls within statistically acceptable limits using the Chi-square goodness of fit test. This test evaluates the difference between the observed sample ratios and the expected ratios from the known population. The cross-section dealers are the observed sample, and all dealers with reported sales in Area 4 are the known population. In other words, the reported sales ratios of these cross section dealers are very much like the reported sales ratios of all dealers in Area 4.

I also studied the size and types of deliveries of the cross-section dealers along with the types of customers served by them. As a group, the cross-section dealers serve a variety of customers from small deliveries at schools, restaurants and convenience stores to large deliveries at supermarkets. The containers produced range from four ounce to twenty-quart dispensers. These dealers use a variety of delivery vehicles including smaller, straight body trucks and tractor-trailers. This reflects all dealer sales into Marketing Area 4.

Based on the volume, containers and products of milk sold by these cross-section dealers, the types of customers and the delivery techniques employed by these listed dealers, I find this cross-section to be representative of all dealers doing business in Milk Marketing Area 4. Their data is used for subsequent exhibits.

Good morning. My name is Gary Gojsovich. I am employed by the Pennsylvania Milk Marketing Board as an Audit Supervisor. This morning I will be testifying to Staff Exhibits 2 through 12.

Staff Exhibit 2

This Exhibit provides information about the average weighted cost for processing, packaging and delivering milk for the Area 4 cross-section milk dealers. For each of the major cost centers we have matched the expenses associated with the cost center with the volume of milk or other products that flowed through that cost center. The volumes are stated in points (where a point equals a quart or quart equivalent). All costs and points are weighted using the sales weighting method. For example, if a dealer has 25% of their sales in Area 4 then we include 25% of their costs and 25% of their points in the Area 4 cost centers.

Staff recommends that the Board replace the costs in the current Order with those costs in this Exhibit.

Staff Exhibit 3

This Exhibit provides information on the cost of containers for the cross-section dealers. We initially use the costs of the cross-section dealers for plastic containers, paper containers and resin as of April 2019 to calculate weighted cost per units. As has been done in previous hearings, we are using controlled container sales volumes for the previous year. We are therefore pairing current costs with the weighted units sold in the previous year to arrive at the most current weighted cost per unit available. Where the market has both paper and plastic containers, like the pint container, we have provided a combined paper/plastic price. After we established a cost for each container type in Column E, we are updating those April 2019 costs to the costs observed in our most current container surveys in Column F (October 2019). In Column G we are applying factors for container shrinkage. Column H adds the shrinkage factor to the updated container cost in Column F.

Staff recommends that the Board replace the base container costs with those found in Column C and the base weighted units with those in Column D and continue to update these costs using the audited surveys submitted by the cross-section dealers. Staff also recommends that the Board continue the practice of providing separate plastic and paper half-pint prices through a plastic add-on.

Staff further recommends that the Board replace the current container costs with the costs found in column E.

Staff Exhibit 4

This Exhibit provides information on the cost of ingredients added to the various milk products like chocolate powder and sugar used in chocolate milk. This Exhibit pairs Year 2018 sales activity with April 2019 costs to get current weighted costs.

Staff recommends replacing the current ingredient costs with those in this Exhibit. Staff further recommends the continuance of updating chocolate and sweetener costs quarterly.

Staff Exhibit 5

Dealers typically sell off excess bulk milk and cream they are unable to use in their own plants and they will recognize either a profit or a loss on these sales. Dealers also lose small amounts of milk as it moves through the plant; this loss is called shrinkage.

Row 1 shows the calculation for shrinkage cost. Column G shows the weighted costs using the sales weighting method.

Rows 2, 3 and 5 show calculations for determining profits and/or losses on diverted or transferred sales of bulk milk and cream. Dealers incur additional costs to process and sell transferred milk and cream (Column E). We add these additional processing costs to the producer costs in Column D to determine if the dealers made a profit or loss on the transactions.

The costs in the top panel are summarized in Column H. We divide these costs by the number of pounds of product sold or manufactured by the dealers (net of purchased packaged products) in Column I. By dividing the costs in Column H by the pounds in Column I we arrive at a weighted cost per pound in Column J.

Staff recommends that the Board use the costs and profits in this Exhibit to replace those in the existing Order.

Staff Exhibit 6

This Exhibit summarizes the costs of the milk components. We are using the most current announced milk prices available prior to the submission date for the Exhibits. The current fat and skim prices for Class I products are in the top panel. In the lower panel we show the actual pounds of the Class I products (Columns A and B) sold by the cross-section dealers in this Area. We have labeled the columns A through K and show how we arrive at the cost per pound for each of the products in the table.

Staff recommends that the Board continue to use this method for establishing the before-bottling costs.

Staff Exhibit 7

In this Exhibit we compare the costs and related plant volumes for three significant categories (labor, utilities, and insurance) for the 1st half of Year 2019 with the 1st half of 2018 to update the cost per point from Staff Exhibit 2. We use bottling points as the denominator as they are a good measure of the plants' overall volume or activity. In columns A and B, we list the first half-year costs for 2019 and 2018 for each of the cost categories. In the next two columns, we list the bottling points for 2019 and 2018 for the first half-year. By dividing the costs by the points in columns E and F, we can compare the cost increase or decrease per point in column G.

Staff recommends replacing the first half cost adjustment in the current Order with the adjustment in this Exhibit.

Staff Exhibit 8

In this Exhibit we update diesel fuel costs from the previous year (Year 2018) by indexing to diesel prices for the most current month (August 2019). Line 1 shows the weighted cost for diesel fuel for the cross-section dealers for Year 2018. Line 2 is the Year 2018 average On-Highway diesel price per gallon as posted by the Energy Information Administration (EIA). Line 3 is the current EIA On-Highway diesel price. Line 4 shows the percentage of change in the diesel price from Year 2018 to the current price. Line 5 shows the current presumed diesel cost. By subtracting line 1 from line 5 we find the changed diesel cost on line 6. And by dividing the changed diesel cost on line 6 by the weighted delivery points of the cross-section dealers, we find the changed cost per point on line 8.

Staff recommends that the Board continue to include this adjustment in the cost replacement process. Staff also recommends that the Board replace the Year 2017 points and costs with the Year 2018 points and costs found in this Exhibit.

Staff Exhibit 9

Staff has calculated the current heating fuel add-on using the same methodology as in Staff Exhibit 8 except here we are using Standardization and Pasteurization points and the Pennsylvania Natural Gas Industrial price as posted by the EIA. Staff recommends that the Board continue to include this adjustment in the cost replacement process. Staff also recommends that the Board replace the 2017 points and costs with the 2018 points and costs found in this Exhibit.

Staff Exhibit 10

The container efficiency adjustments are made to account for the cost efficiencies of bottling and handling milk in larger size containers than in smaller size containers. Board Staff updated these adjustments by replacing Year 2017 container sales with Year 2018 container sales (Column B) and by also replacing the Year 2017 processing costs per points for the Bottling, Cold Room and Delivery cost centers with those for Year 2018.

Staff recommends that the Board replace the container efficiency adjustments per the existing Order with those found in column E of this Exhibit.

Staff Exhibit 11

This Exhibit summarizes the information from the previous Exhibits to arrive at proposed wholesale prices which are shown in Column K.

Staff Exhibit 12

This Exhibit calculates our proposed retail prices which are shown in Column G.

The effect of this cost replacement analysis is that the retail price of a gallon of 2% milk will decrease by \$0.01 from the current retail price in Area 4. A decrease in this range is not unusual and reflects normal year to year changes in various cost categories.

Thank you. I'd be happy to answer any questions pertaining to my Exhibits.

**Pennsylvania Milk Marketing Board
SALES IN PMMB AREA 4 BY TYPE OF MILK**

**PERCENTAGE OF CONTROLLED MILK SALES FOR
ALL DEALERS SELLING IN PMMB AREA 4** ^{(1) (2)}

Standard Milk	27.92
Flavored Milk	3.72
Egg Nog	0.47
Reduced Fat Flavored Milk	6.80
Nonfat Flavored Milk	3.19
Reduced Fat Milk	27.83
Low Fat Milk	12.31
Buttermilk	0.80
Nonfat Milk	9.23
Mixed Milk	2.84
Sour Cream	3.42
Light Cream	0.19
Medium Cream	0.03
Heavy Cream	1.25
	<hr/>
	100.0%

**PERCENTAGE OF CONTROLLED MILK SALES FOR
CROSS-SECTION DEALERS SELLING IN PMMB AREA 4** ^{(1) (2) (3)}

Standard Milk	28.09
Flavored Milk	3.65
Egg Nog	0.30
Reduced Fat Flavored Milk	7.42
Nonfat Flavored Milk	4.75
Reduced Fat Milk	30.77
Low Fat Milk	14.80
Buttermilk	0.38
Nonfat Milk	8.63
Mixed Milk	0.73
Sour Cream	0.13
Light Cream	0.04
Medium Cream	0.00
Heavy Cream	0.31
	<hr/>
	100.0%

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

(2) Pounds of Milk used in deriving percentages.

(3) The cross-section dealers supply 65.0% of the reported milk sales to this area.

- * Dean Dairy Holdings Inc. (DBA Swiss Premium Dairy)
- * Galliker Dairy (Johnstown location)
- * Harrisburg Dairies Inc.
- * Rutter Brothers Dairy Inc.
- * Turkey Hill LP
- * Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,200,978	155,112,829	\$ 0.0206
Standardization & Pasteurization	\$ 4,605,707	319,893,366	\$ 0.0144
Bottling	\$ 12,152,736	287,369,814	\$ 0.0423
Cold Room	\$ 11,735,423	305,619,310	\$ 0.0384
Delivery	\$ 15,477,542	154,652,767	\$ 0.1001
Selling	\$ 3,946,407	143,430,391	\$ 0.0275

Total Cost per Point **\$ 0.2433**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

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	\$ 211,413	1,102,323	\$ 0.1918			
		Purchased	\$ 3,068,576	15,792,155	\$ 0.1943			
			\$ 3,279,989	16,894,478	\$ 0.1941	\$ 0.1975	1.18%	\$ 0.1998
1/2 GALLON	Plastic	Blow Molded	\$ 59,561	477,176	\$ 0.1248			
		Purchased	\$ 1,942,753	13,574,883	\$ 0.1431			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,002,314	14,052,059	\$ 0.1425	\$ 0.1446	1.25%	\$ 0.1464
QUART	Plastic	Purchased	\$ 493,467	3,520,516	\$ 0.1402			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 493,467	3,520,516	\$ 0.1402	\$ 0.1382	1.57%	\$ 0.1404
PINT	Plastic	Purchased	\$ 864,852	6,758,014	\$ 0.1280			
	Paper	Purchased	\$ 5,311	128,511	\$ 0.0413			
	Combined		\$ 870,163	6,886,525	\$ 0.1264	\$ 0.1255	1.62%	\$ 0.1275
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0309	\$ 0.0309		\$ 0.0309
1/2 PINT	Plastic	Purchased	\$ 234,643	3,383,951	\$ 0.0693	\$ 0.0681	0.92%	\$ 0.0687
	Paper	Purchased	\$ 1,374,257	45,316,473	\$ 0.0303	\$ 0.0310	0.85%	\$ 0.0313
4 Ounce	Paper	Purchased	\$ 28,869	931,845	\$ 0.0310	\$ 0.0310	1.53%	\$ 0.0315
Bulk Per Quart		Purchased	\$ 44,123	941,030	\$ 0.0469	\$ 0.0469	1.30%	\$ 0.0475

Footnote:

1. None of the Area 4 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 4

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 1,628	68,788,407	\$ -
Reduced Fat (2%) Milk	\$ 5,914	74,041,277	\$ 0.0001
Low Fat (1%) Milk	\$ 7,103	36,961,675	\$ 0.0002
Non Fat (Skim) Milk	\$ 49,363	20,946,550	\$ 0.0024
Flavored Milk	\$ 364,484	8,305,532	\$ 0.0439
Flavored Reduced Fat Milk	\$ 361,606	9,953,863	\$ 0.0363
Flavored NONFAT Milk	\$ 301,861	11,208,137	\$ 0.0269
Buttermilk	\$ 1,892	49,142	\$ 0.0385
Egg Nog	\$ 109,336	635,683	\$ 0.1720

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 Shrinkage	12,602,313	11,829,936	n/a	\$ 2,687,452	n/a	\$ 2,687,452	\$ 962,339
2 Bulk MILK - diverted	75,809,912	2,920,922	\$ 10,481,308	\$ 11,474,256	n/a	\$ 992,948	\$ 192,132
3 Bulk MILK - transferred	620,821	632	\$ 108,512	\$ 41,870	\$ 19,473	\$ (47,169)	\$ (27,044)
4 Bulk MILK - TOTAL (Rows 2 + 3)	76,430,733	2,921,554	\$ 10,589,820	\$ 11,516,126	\$ 19,473	\$ 945,779	\$ 165,088
5 Bulk CREAM - transferred	25,251,920	10,767,891	\$ 31,419,715	\$ 28,033,150	\$ 753,252	\$ (2,633,313)	\$ (1,054,772)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 962,339		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 165,088		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,054,772)		
9 Total	\$ 72,655	287,093,951	\$ 0.0003

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

	Class I
Skim Rate	\$ 13.58
Butterfat Rate	\$ 2.5799

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	68,788,407	2,272,076	3.3030%	66,516,331	\$ 5,861,729	\$ 9,032,918	\$ 14,894,647	\$ 0.2165	\$ -	\$ 0.0003	\$ 0.2168
Reduced Fat (2%) Milk	74,041,277	1,481,816	2.0013%	72,559,461	\$ 3,822,937	\$ 9,853,575	\$ 13,676,512	\$ 0.1847	\$ 0.0001	\$ 0.0003	\$ 0.1851
Low Fat (1%) Milk	36,961,675	364,752	0.9868%	36,596,923	\$ 941,024	\$ 4,969,862	\$ 5,910,886	\$ 0.1599	\$ 0.0002	\$ 0.0003	\$ 0.1604
Non Fat (Skim) Milk	20,946,550	21,241	0.1014%	20,925,309	\$ 54,800	\$ 2,841,657	\$ 2,896,457	\$ 0.1383	\$ 0.0024	\$ 0.0003	\$ 0.1410
Flavored Milk	8,305,532	279,454	3.3647%	8,026,078	\$ 720,963	\$ 1,089,941	\$ 1,810,904	\$ 0.2180	\$ 0.0439	\$ 0.0003	\$ 0.2622
Flavored Reduced Fat Milk	9,953,863	103,386	1.0387%	9,850,477	\$ 266,726	\$ 1,337,695	\$ 1,604,421	\$ 0.1612	\$ 0.0363	\$ 0.0003	\$ 0.1978
Flavored NONFAT Milk	11,208,137	5,468	0.0488%	11,202,669	\$ 14,107	\$ 1,521,322	\$ 1,535,429	\$ 0.1370	\$ 0.0269	\$ 0.0003	\$ 0.1642
Buttermilk	49,142	491	0.9991%	48,651	\$ 1,267	\$ 6,607	\$ 7,874	\$ 0.1602	\$ 0.0385	\$ 0.0003	\$ 0.1990
Egg Nog	635,683	45,440	7.1482%	590,243	\$ 117,231	\$ 80,155	\$ 197,386	\$ 0.3105	\$ 0.1720	\$ 0.0003	\$ 0.4828

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 ST HALF COSTS		1 ST HALF POINTS		1 ST HALF COST per POINT		INCREASE (DECREASE)
2019	2018	2019	2018	2019	2018	

WEIGHTED LABOR COSTS	\$ 17,921,448	\$ 18,604,608	129,452,812	131,917,052	\$ 0.1384	\$ 0.1410	\$ (0.0026)
WEIGHTED UTILITY COSTS	\$ 708,613	\$ 716,489	129,452,812	131,917,052	\$ 0.0055	\$ 0.0054	\$ 0.0001
WEIGHTED INSURANCE COSTS	\$ 505,199	\$ 255,826	129,452,812	131,917,052	\$ 0.0039	\$ 0.0019	\$ 0.0020

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0005)

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2018 to AUGUST 2019

1. Weighted Diesel Fuel Costs - YEAR 2018	\$ 1,711,008
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>\$ 1,633,119</u>
6. Change in Diesel Fuel Costs from YEAR 2018 to AUGUST 2019 (Line 5 - Line 1)	\$ (77,889)
7. Weighted Delivery Points - YEAR 2018	<u>154,652,767</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0005)</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2018 to JUNE 2019

1. Weighted Heating Fuel Costs - YEAR 2018	\$ 131,159
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>\$ 126,175</u>
6. Change in Heating Fuel Costs from YEAR 2018 to JUNE 2019 (Line 5 - Line 1)	\$ (4,984)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2018	<u>319,893,366</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u><u>\$ -</u></u>

Footnote:

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

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4
YEAR 2018 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 4 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	16,894,478	\$ (0.07030)	\$ (0.01140)	\$ (0.0817)	\$ (1,380,279)
1/2 GALLON	14,052,059	\$ (0.00531)	\$ (0.03511)	\$ (0.0404)	\$ (567,703)
QUART	3,520,516	\$ 0.02630	\$ (0.00546)	\$ 0.0208	\$ 73,227
PINT	6,886,525	\$ 0.03809	\$ 0.05331	\$ 0.0914	\$ 629,428
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	48,700,424	\$ 0.01718	\$ 0.00729	\$ 0.0245	\$ 1,193,160
4 OUNCE	931,845	\$ 0.01691	\$ 0.01685	\$ 0.0338	\$ 31,496
Bulk per Quart	941,029	\$ 0.05826	\$ (0.03468)	\$ 0.0236	\$ 22,208
					<u>\$ 1,537</u>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
OCTOBER 2019 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	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	\$ 1.8645	\$ 0.1998	\$ 0.0004	\$ (0.0817)	\$ 0.9732	\$ 2.9562	\$ 0.1040	\$ 3.0602	\$ (0.4352)	\$ 0.9664	\$ 3.5914	\$ 3.6051	\$ (0.0137)
	1/2 GALLON	\$ 0.9322	\$ 0.1464	\$ 0.0002	\$ (0.0404)	\$ 0.4866	\$ 1.5250	\$ 0.0537	\$ 1.5787	\$ (0.2176)	\$ 0.4832	\$ 1.8443	\$ 1.8423	\$ 0.0020
	QUART	\$ 0.4661	\$ 0.1404	\$ 0.0001	\$ 0.0208	\$ 0.2433	\$ 0.8707	\$ 0.0306	\$ 0.9013	\$ (0.1088)	\$ 0.2416	\$ 1.0341	\$ 1.0441	\$ (0.0100)
	PINT	\$ 0.2331	\$ 0.1275	\$ 0.0001	\$ 0.0914	\$ 0.1217	\$ 0.5738	\$ 0.0202	\$ 0.5940	\$ (0.0544)	\$ 0.1208	\$ 0.6604	\$ 0.6576	\$ 0.0028
	12 OUNCE	\$ 0.1748	\$ 0.0630	\$ -	\$ -	\$ 0.0912	\$ 0.3290	\$ 0.0116	\$ 0.3406	\$ (0.0408)	\$ 0.0906	\$ 0.3904	\$ 0.3937	\$ (0.0033)
	10 OUNCE	\$ 0.1457	\$ 0.0309	\$ -	\$ -	\$ 0.0760	\$ 0.2526	\$ 0.0089	\$ 0.2615	\$ (0.0340)	\$ 0.0755	\$ 0.3030	\$ 0.3057	\$ (0.0027)
	1/2 PINT	\$ 0.1165	\$ 0.0313	\$ -	\$ 0.0245	\$ 0.0608	\$ 0.2331	\$ 0.0082	\$ 0.2413	\$ (0.0272)	\$ 0.0604	\$ 0.2745	\$ 0.2767	\$ (0.0022)
	4 OUNCE	\$ 0.0583	\$ 0.0315	\$ -	\$ 0.0338	\$ 0.0304	\$ 0.1540	\$ 0.0054	\$ 0.1594	\$ (0.0136)	\$ 0.0302	\$ 0.1760	\$ 0.1816	\$ (0.0056)
	Bulk per Quart	\$ 0.4661	\$ 0.0475	\$ 0.0001	\$ 0.0236	\$ 0.2433	\$ 0.7806	\$ 0.0275	\$ 0.8081	\$ (0.1088)	\$ 0.2416	\$ 0.9409	\$ 0.9488	\$ (0.0079)
REDUCED FAT (2%) MILK	GALLON	\$ 1.5956	\$ 0.1998	\$ 0.0004	\$ (0.0817)	\$ 0.9732	\$ 2.6873	\$ 0.0946	\$ 2.7819	\$ (0.4352)	\$ 0.9664	\$ 3.3131	\$ 3.3232	\$ (0.0101)
	1/2 GALLON	\$ 0.7978	\$ 0.1464	\$ 0.0002	\$ (0.0404)	\$ 0.4866	\$ 1.3906	\$ 0.0489	\$ 1.4395	\$ (0.2176)	\$ 0.4832	\$ 1.7051	\$ 1.7013	\$ 0.0038
	QUART	\$ 0.3989	\$ 0.1404	\$ 0.0001	\$ 0.0208	\$ 0.2433	\$ 0.8035	\$ 0.0283	\$ 0.8318	\$ (0.1088)	\$ 0.2416	\$ 0.9646	\$ 0.9736	\$ (0.0090)
	PINT	\$ 0.1994	\$ 0.1275	\$ 0.0001	\$ 0.0914	\$ 0.1217	\$ 0.5401	\$ 0.0190	\$ 0.5591	\$ (0.0544)	\$ 0.1208	\$ 0.6255	\$ 0.6223	\$ 0.0032
	12 OUNCE	\$ 0.1496	\$ 0.0630	\$ -	\$ -	\$ 0.0912	\$ 0.3038	\$ 0.0107	\$ 0.3145	\$ (0.0408)	\$ 0.0906	\$ 0.3643	\$ 0.3672	\$ (0.0029)
	10 OUNCE	\$ 0.1247	\$ 0.0309	\$ -	\$ -	\$ 0.0760	\$ 0.2316	\$ 0.0082	\$ 0.2398	\$ (0.0340)	\$ 0.0755	\$ 0.2813	\$ 0.2837	\$ (0.0024)
	1/2 PINT	\$ 0.0997	\$ 0.0313	\$ -	\$ 0.0245	\$ 0.0608	\$ 0.2163	\$ 0.0076	\$ 0.2239	\$ (0.0272)	\$ 0.0604	\$ 0.2571	\$ 0.2591	\$ (0.0020)
	4 OUNCE	\$ 0.0499	\$ 0.0315	\$ -	\$ 0.0338	\$ 0.0304	\$ 0.1456	\$ 0.0051	\$ 0.1507	\$ (0.0136)	\$ 0.0302	\$ 0.1673	\$ 0.1728	\$ (0.0055)
	Bulk per Quart	\$ 0.3989	\$ 0.0475	\$ 0.0001	\$ 0.0236	\$ 0.2433	\$ 0.7134	\$ 0.0251	\$ 0.7385	\$ (0.1088)	\$ 0.2416	\$ 0.8713	\$ 0.8783	\$ (0.0070)
LOW FAT (1%) MILK	GALLON	\$ 1.3826	\$ 0.1998	\$ 0.0004	\$ (0.0817)	\$ 0.9732	\$ 2.4743	\$ 0.0871	\$ 2.5614	\$ (0.4352)	\$ 0.9664	\$ 3.0926	\$ 3.1153	\$ (0.0227)
	1/2 GALLON	\$ 0.6913	\$ 0.1464	\$ 0.0002	\$ (0.0404)	\$ 0.4866	\$ 1.2841	\$ 0.0452	\$ 1.3293	\$ (0.2176)	\$ 0.4832	\$ 1.5949	\$ 1.5974	\$ (0.0025)
	QUART	\$ 0.3457	\$ 0.1404	\$ 0.0001	\$ 0.0208	\$ 0.2433	\$ 0.7503	\$ 0.0264	\$ 0.7767	\$ (0.1088)	\$ 0.2416	\$ 0.9095	\$ 0.9216	\$ (0.0121)
	PINT	\$ 0.1728	\$ 0.1275	\$ 0.0001	\$ 0.0914	\$ 0.1217	\$ 0.5135	\$ 0.0181	\$ 0.5316	\$ (0.0544)	\$ 0.1208	\$ 0.5980	\$ 0.5963	\$ 0.0017
	12 OUNCE	\$ 0.1296	\$ 0.0630	\$ -	\$ -	\$ 0.0912	\$ 0.2838	\$ 0.0100	\$ 0.2938	\$ (0.0408)	\$ 0.0906	\$ 0.3436	\$ 0.3477	\$ (0.0041)
	10 OUNCE	\$ 0.1080	\$ 0.0309	\$ -	\$ -	\$ 0.0760	\$ 0.2149	\$ 0.0076	\$ 0.2225	\$ (0.0340)	\$ 0.0755	\$ 0.2640	\$ 0.2675	\$ (0.0035)
	1/2 PINT	\$ 0.0864	\$ 0.0313	\$ -	\$ 0.0245	\$ 0.0608	\$ 0.2030	\$ 0.0071	\$ 0.2101	\$ (0.0272)	\$ 0.0604	\$ 0.2433	\$ 0.2460	\$ (0.0027)
	4 OUNCE	\$ 0.0432	\$ 0.0315	\$ -	\$ 0.0338	\$ 0.0304	\$ 0.1389	\$ 0.0049	\$ 0.1438	\$ (0.0136)	\$ 0.0302	\$ 0.1604	\$ 0.1663	\$ (0.0059)
	Bulk per Quart	\$ 0.3457	\$ 0.0475	\$ 0.0001	\$ 0.0236	\$ 0.2433	\$ 0.6602	\$ 0.0232	\$ 0.6834	\$ (0.1088)	\$ 0.2416	\$ 0.8162	\$ 0.8264	\$ (0.0102)
NON FAT (SKIM) MILK	GALLON	\$ 1.2168	\$ 0.1998	\$ 0.0004	\$ (0.0817)	\$ 0.9732	\$ 2.3085	\$ 0.0813	\$ 2.3898	\$ (0.4352)	\$ 0.9664	\$ 2.9210	\$ 2.9285	\$ (0.0075)
	1/2 GALLON	\$ 0.6084	\$ 0.1464	\$ 0.0002	\$ (0.0404)	\$ 0.4866	\$ 1.2012	\$ 0.0423	\$ 1.2435	\$ (0.2176)	\$ 0.4832	\$ 1.5091	\$ 1.5039	\$ 0.0052
	QUART	\$ 0.3042	\$ 0.1404	\$ 0.0001	\$ 0.0208	\$ 0.2433	\$ 0.7088	\$ 0.0249	\$ 0.7337	\$ (0.1088)	\$ 0.2416	\$ 0.8665	\$ 0.8749	\$ (0.0084)
	PINT	\$ 0.1521	\$ 0.1275	\$ 0.0001	\$ 0.0914	\$ 0.1217	\$ 0.4928	\$ 0.0173	\$ 0.5101	\$ (0.0544)	\$ 0.1208	\$ 0.5765	\$ 0.5730	\$ 0.0035
	12 OUNCE	\$ 0.1141	\$ 0.0630	\$ -	\$ -	\$ 0.0912	\$ 0.2683	\$ 0.0094	\$ 0.2777	\$ (0.0408)	\$ 0.0906	\$ 0.3275	\$ 0.3302	\$ (0.0027)
	10 OUNCE	\$ 0.0951	\$ 0.0309	\$ -	\$ -	\$ 0.0760	\$ 0.2020	\$ 0.0071	\$ 0.2091	\$ (0.0340)	\$ 0.0755	\$ 0.2506	\$ 0.2529	\$ (0.0023)
	1/2 PINT	\$ 0.0761	\$ 0.0313	\$ -	\$ 0.0245	\$ 0.0608	\$ 0.1927	\$ 0.0068	\$ 0.1995	\$ (0.0272)	\$ 0.0604	\$ 0.2327	\$ 0.2343	\$ (0.0016)
	4 OUNCE	\$ 0.0380	\$ 0.0315	\$ -	\$ 0.0338	\$ 0.0304	\$ 0.1337	\$ 0.0047	\$ 0.1384	\$ (0.0136)	\$ 0.0302	\$ 0.1550	\$ 0.1605	\$ (0.0055)
	Bulk per Quart	\$ 0.3042	\$ 0.0475	\$ 0.0001	\$ 0.0236	\$ 0.2433	\$ 0.6187	\$ 0.0218	\$ 0.6405	\$ (0.1088)	\$ 0.2416	\$ 0.7733	\$ 0.7797	\$ (0.0064)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
OCTOBER 2019 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	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	\$ 2.0976	\$ 0.1998	\$ 0.0004	\$ (0.0817)	\$ 0.9732	\$ 3.1893	\$ 0.1123	\$ 3.3016	\$ (0.4352)	\$ 0.9664	\$ 3.8328	\$ 3.8116	\$ 0.0212
	1/2 GALLON	\$ 1.0488	\$ 0.1464	\$ 0.0002	\$ (0.0404)	\$ 0.4866	\$ 1.6416	\$ 0.0578	\$ 1.6994	\$ (0.2176)	\$ 0.4832	\$ 1.9650	\$ 1.9455	\$ 0.0195
	QUART	\$ 0.5244	\$ 0.1404	\$ 0.0001	\$ 0.0208	\$ 0.2433	\$ 0.9290	\$ 0.0327	\$ 0.9617	\$ (0.1088)	\$ 0.2416	\$ 1.0945	\$ 1.0957	\$ (0.0012)
	PINT	\$ 0.2622	\$ 0.1275	\$ 0.0001	\$ 0.0914	\$ 0.1217	\$ 0.6029	\$ 0.0212	\$ 0.6241	\$ (0.0544)	\$ 0.1208	\$ 0.6905	\$ 0.6834	\$ 0.0071
	12 OUNCE	\$ 0.1967	\$ 0.0630	\$ -	\$ -	\$ 0.0912	\$ 0.3509	\$ 0.0124	\$ 0.3633	\$ (0.0408)	\$ 0.0906	\$ 0.4131	\$ 0.4131	\$ -
	10 OUNCE	\$ 0.1639	\$ 0.0309	\$ -	\$ -	\$ 0.0760	\$ 0.2708	\$ 0.0095	\$ 0.2803	\$ (0.0340)	\$ 0.0755	\$ 0.3218	\$ 0.3218	\$ -
	1/2 PINT	\$ 0.1311	\$ 0.0313	\$ -	\$ 0.0245	\$ 0.0608	\$ 0.2477	\$ 0.0087	\$ 0.2564	\$ (0.0272)	\$ 0.0604	\$ 0.2896	\$ 0.2896	\$ -
	4 OUNCE	\$ 0.0656	\$ 0.0315	\$ -	\$ 0.0338	\$ 0.0304	\$ 0.1613	\$ 0.0057	\$ 0.1670	\$ (0.0136)	\$ 0.0302	\$ 0.1836	\$ 0.1880	\$ (0.0044)
	Bulk per Quart	\$ 0.5244	\$ 0.0475	\$ 0.0001	\$ 0.0236	\$ 0.2433	\$ 0.8389	\$ 0.0295	\$ 0.8684	\$ (0.1088)	\$ 0.2416	\$ 1.0012	\$ 1.0005	\$ 0.0007
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.5824	\$ 0.1998	\$ 0.0004	\$ (0.0817)	\$ 0.9732	\$ 2.6741	\$ 0.0941	\$ 2.7682	\$ (0.4352)	\$ 0.9664	\$ 3.2994	\$ 3.3007	\$ (0.0013)
	1/2 GALLON	\$ 0.7912	\$ 0.1464	\$ 0.0002	\$ (0.0404)	\$ 0.4866	\$ 1.3840	\$ 0.0487	\$ 1.4327	\$ (0.2176)	\$ 0.4832	\$ 1.6983	\$ 1.6900	\$ 0.0083
	QUART	\$ 0.3956	\$ 0.1404	\$ 0.0001	\$ 0.0208	\$ 0.2433	\$ 0.8002	\$ 0.0282	\$ 0.8284	\$ (0.1088)	\$ 0.2416	\$ 0.9612	\$ 0.9680	\$ (0.0068)
	PINT	\$ 0.1978	\$ 0.1275	\$ 0.0001	\$ 0.0914	\$ 0.1217	\$ 0.5385	\$ 0.0190	\$ 0.5575	\$ (0.0544)	\$ 0.1208	\$ 0.6239	\$ 0.6195	\$ 0.0044
	12 OUNCE	\$ 0.1484	\$ 0.0630	\$ -	\$ -	\$ 0.0912	\$ 0.3026	\$ 0.0107	\$ 0.3133	\$ (0.0408)	\$ 0.0906	\$ 0.3631	\$ 0.3651	\$ (0.0020)
	10 OUNCE	\$ 0.1236	\$ 0.0309	\$ -	\$ -	\$ 0.0760	\$ 0.2305	\$ 0.0081	\$ 0.2386	\$ (0.0340)	\$ 0.0755	\$ 0.2801	\$ 0.2820	\$ (0.0019)
	1/2 PINT	\$ 0.0989	\$ 0.0313	\$ -	\$ 0.0245	\$ 0.0608	\$ 0.2155	\$ 0.0076	\$ 0.2231	\$ (0.0272)	\$ 0.0604	\$ 0.2563	\$ 0.2576	\$ (0.0013)
	4 OUNCE	\$ 0.0495	\$ 0.0315	\$ -	\$ 0.0338	\$ 0.0304	\$ 0.1452	\$ 0.0051	\$ 0.1503	\$ (0.0136)	\$ 0.0302	\$ 0.1669	\$ 0.1721	\$ (0.0052)
	Bulk per Quart	\$ 0.3956	\$ 0.0475	\$ 0.0001	\$ 0.0236	\$ 0.2433	\$ 0.7101	\$ 0.0250	\$ 0.7351	\$ (0.1088)	\$ 0.2416	\$ 0.8679	\$ 0.8728	\$ (0.0049)
FLAVORED NONFAT MILK	GALLON	\$ 1.3136	\$ 0.1998	\$ 0.0004	\$ (0.0817)	\$ 0.9732	\$ 2.4053	\$ 0.0847	\$ 2.4900	\$ (0.4352)	\$ 0.9664	\$ 3.0212	\$ 3.0406	\$ (0.0194)
	1/2 GALLON	\$ 0.6568	\$ 0.1464	\$ 0.0002	\$ (0.0404)	\$ 0.4866	\$ 1.2496	\$ 0.0440	\$ 1.2936	\$ (0.2176)	\$ 0.4832	\$ 1.5592	\$ 1.5600	\$ (0.0008)
	QUART	\$ 0.3284	\$ 0.1404	\$ 0.0001	\$ 0.0208	\$ 0.2433	\$ 0.7330	\$ 0.0258	\$ 0.7588	\$ (0.1088)	\$ 0.2416	\$ 0.8916	\$ 0.9030	\$ (0.0114)
	PINT	\$ 0.1642	\$ 0.1275	\$ 0.0001	\$ 0.0914	\$ 0.1217	\$ 0.5049	\$ 0.0178	\$ 0.5227	\$ (0.0544)	\$ 0.1208	\$ 0.5891	\$ 0.5870	\$ 0.0021
	12 OUNCE	\$ 0.1232	\$ 0.0630	\$ -	\$ -	\$ 0.0912	\$ 0.2774	\$ 0.0098	\$ 0.2872	\$ (0.0408)	\$ 0.0906	\$ 0.3370	\$ 0.3408	\$ (0.0038)
	10 OUNCE	\$ 0.1026	\$ 0.0309	\$ -	\$ -	\$ 0.0760	\$ 0.2095	\$ 0.0074	\$ 0.2169	\$ (0.0340)	\$ 0.0755	\$ 0.2584	\$ 0.2616	\$ (0.0032)
	1/2 PINT	\$ 0.0821	\$ 0.0313	\$ -	\$ 0.0245	\$ 0.0608	\$ 0.1987	\$ 0.0070	\$ 0.2057	\$ (0.0272)	\$ 0.0604	\$ 0.2389	\$ 0.2414	\$ (0.0025)
	4 OUNCE	\$ 0.0411	\$ 0.0315	\$ -	\$ 0.0338	\$ 0.0304	\$ 0.1368	\$ 0.0048	\$ 0.1416	\$ (0.0136)	\$ 0.0302	\$ 0.1582	\$ 0.1640	\$ (0.0058)
	Bulk per Quart	\$ 0.3284	\$ 0.0475	\$ 0.0001	\$ 0.0236	\$ 0.2433	\$ 0.6429	\$ 0.0226	\$ 0.6655	\$ (0.1088)	\$ 0.2416	\$ 0.7983	\$ 0.8077	\$ (0.0094)
BUTTERMILK	GALLON	\$ 1.7154	\$ 0.1998	\$ 0.0004	\$ (0.0817)	\$ 0.9732	\$ 2.8071	\$ 0.0988	\$ 2.9059	\$ (0.4352)	\$ 0.9664	\$ 3.4371	\$ 3.3939	\$ 0.0432
	1/2 GALLON	\$ 0.8577	\$ 0.1464	\$ 0.0002	\$ (0.0404)	\$ 0.4866	\$ 1.4505	\$ 0.0511	\$ 1.5016	\$ (0.2176)	\$ 0.4832	\$ 1.7672	\$ 1.7366	\$ 0.0306
	QUART	\$ 0.4288	\$ 0.1404	\$ 0.0001	\$ 0.0208	\$ 0.2433	\$ 0.8334	\$ 0.0293	\$ 0.8627	\$ (0.1088)	\$ 0.2416	\$ 0.9955	\$ 0.9913	\$ 0.0042
	PINT	\$ 0.2144	\$ 0.1275	\$ 0.0001	\$ 0.0914	\$ 0.1217	\$ 0.5551	\$ 0.0195	\$ 0.5746	\$ (0.0544)	\$ 0.1208	\$ 0.6410	\$ 0.6312	\$ 0.0098
	12 OUNCE	\$ 0.1608	\$ 0.0630	\$ -	\$ -	\$ 0.0912	\$ 0.3150	\$ 0.0111	\$ 0.3261	\$ (0.0408)	\$ 0.0906	\$ 0.3759	\$ 0.3738	\$ 0.0021
	10 OUNCE	\$ 0.1340	\$ 0.0309	\$ -	\$ -	\$ 0.0760	\$ 0.2409	\$ 0.0085	\$ 0.2494	\$ (0.0340)	\$ 0.0755	\$ 0.2909	\$ 0.2892	\$ 0.0017
	1/2 PINT	\$ 0.1072	\$ 0.0313	\$ -	\$ 0.0245	\$ 0.0608	\$ 0.2238	\$ 0.0079	\$ 0.2317	\$ (0.0272)	\$ 0.0604	\$ 0.2649	\$ 0.2634	\$ 0.0015
	4 OUNCE	\$ 0.0536	\$ 0.0315	\$ -	\$ 0.0338	\$ 0.0304	\$ 0.1493	\$ 0.0053	\$ 0.1546	\$ (0.0136)	\$ 0.0302	\$ 0.1712	\$ 0.1750	\$ (0.0038)
	Bulk per Quart	\$ 0.4288	\$ 0.0475	\$ 0.0001	\$ 0.0236	\$ 0.2433	\$ 0.7433	\$ 0.0262	\$ 0.7695	\$ (0.1088)	\$ 0.2416	\$ 0.9023	\$ 0.8961	\$ 0.0062

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
OCTOBER 2019 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	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	\$ 3.8624	\$ 0.1998	\$ 0.0004	\$ (0.0817)	\$ 0.9732	\$ 4.9541	\$ 0.1744	\$ 5.1285	\$ (0.4352)	\$ 0.9664	\$ 5.6597	\$ 5.6493	\$ 0.0104
	1/2 GALLON	\$ 1.9312	\$ 0.1464	\$ 0.0002	\$ (0.0404)	\$ 0.4866	\$ 2.5240	\$ 0.0888	\$ 2.6128	\$ (0.2176)	\$ 0.4832	\$ 2.8784	\$ 2.8644	\$ 0.0140
	QUART	\$ 0.9656	\$ 0.1404	\$ 0.0001	\$ 0.0208	\$ 0.2433	\$ 1.3702	\$ 0.0482	\$ 1.4184	\$ (0.1088)	\$ 0.2416	\$ 1.5512	\$ 1.5552	\$ (0.0040)
	PINT	\$ 0.4828	\$ 0.1275	\$ 0.0001	\$ 0.0914	\$ 0.1217	\$ 0.8235	\$ 0.0290	\$ 0.8525	\$ (0.0544)	\$ 0.1208	\$ 0.9189	\$ 0.9131	\$ 0.0058
	12 OUNCE	\$ 0.3621	\$ 0.0630	\$ -	\$ -	\$ 0.0912	\$ 0.5163	\$ 0.0182	\$ 0.5345	\$ (0.0408)	\$ 0.0906	\$ 0.5843	\$ 0.5853	\$ (0.0010)
	10 OUNCE	\$ 0.3018	\$ 0.0309	\$ -	\$ -	\$ 0.0760	\$ 0.4087	\$ 0.0144	\$ 0.4231	\$ (0.0340)	\$ 0.0755	\$ 0.4646	\$ 0.4654	\$ (0.0008)
	1/2 PINT	\$ 0.2414	\$ 0.0313	\$ -	\$ 0.0245	\$ 0.0608	\$ 0.3580	\$ 0.0126	\$ 0.3706	\$ (0.0272)	\$ 0.0604	\$ 0.4038	\$ 0.4044	\$ (0.0006)
	4 OUNCE	\$ 0.1207	\$ 0.0315	\$ -	\$ 0.0338	\$ 0.0304	\$ 0.2164	\$ 0.0076	\$ 0.2240	\$ (0.0136)	\$ 0.0302	\$ 0.2406	\$ 0.2455	\$ (0.0049)
	Bulk per Quart	\$ 0.9656	\$ 0.0475	\$ 0.0001	\$ 0.0236	\$ 0.2433	\$ 1.2801	\$ 0.0451	\$ 1.3252	\$ (0.1088)	\$ 0.2416	\$ 1.4580	\$ 1.4599	\$ (0.0019)

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

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 \$ 0.1010	In-Store Handling \$ 0.1832	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.5914	\$ (0.4040)	\$ 0.7328	\$ 0.1005	\$ 4.02	\$ 4.03	\$ (0.01)
	1/2 GALLON	\$ 1.8443	\$ (0.2020)	\$ 0.3664	\$ 0.0515	\$ 2.06	\$ 2.06	\$ -
	QUART	\$ 1.0341	\$ (0.1010)	\$ 0.1832	\$ 0.0286	\$ 1.14	\$ 1.16	\$ (0.02)
	PINT	\$ 0.6604	\$ (0.0505)	\$ 0.0916	\$ 0.0180	\$ 0.72	\$ 0.72	\$ -
	12 OUNCE	\$ 0.3904	\$ (0.0379)	\$ 0.0687	\$ 0.0108	\$ 0.43	\$ 0.44	\$ (0.01)
	10 OUNCE	\$ 0.3030	\$ (0.0316)	\$ 0.0573	\$ 0.0084	\$ 0.34	\$ 0.34	\$ -
	1/2 PINT	\$ 0.2745	\$ (0.0253)	\$ 0.0458	\$ 0.0076	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1760	\$ (0.0126)	\$ 0.0229	\$ 0.0048	\$ 0.19	\$ 0.20	\$ (0.01)
	Bulk per Quart	\$ 0.9409	\$ (0.1010)	\$ 0.1832	\$ 0.0262	\$ 1.05	\$ 1.06	\$ (0.01)
REDUCED FAT (2%) MILK	GALLON	\$ 3.3131	\$ (0.4040)	\$ 0.7328	\$ 0.0934	\$ 3.74	\$ 3.75	\$ (0.01)
	1/2 GALLON	\$ 1.7051	\$ (0.2020)	\$ 0.3664	\$ 0.0479	\$ 1.92	\$ 1.91	\$ 0.01
	QUART	\$ 0.9646	\$ (0.1010)	\$ 0.1832	\$ 0.0268	\$ 1.07	\$ 1.08	\$ (0.01)
	PINT	\$ 0.6255	\$ (0.0505)	\$ 0.0916	\$ 0.0171	\$ 0.68	\$ 0.68	\$ -
	12 OUNCE	\$ 0.3643	\$ (0.0379)	\$ 0.0687	\$ 0.0101	\$ 0.41	\$ 0.41	\$ -
	10 OUNCE	\$ 0.2813	\$ (0.0316)	\$ 0.0573	\$ 0.0079	\$ 0.31	\$ 0.32	\$ (0.01)
	1/2 PINT	\$ 0.2571	\$ (0.0253)	\$ 0.0458	\$ 0.0071	\$ 0.28	\$ 0.29	\$ (0.01)
	4 OUNCE	\$ 0.1673	\$ (0.0126)	\$ 0.0229	\$ 0.0046	\$ 0.18	\$ 0.19	\$ (0.01)
	Bulk per Quart	\$ 0.8713	\$ (0.1010)	\$ 0.1832	\$ 0.0244	\$ 0.98	\$ 0.99	\$ (0.01)
LOW FAT (1%) MILK	GALLON	\$ 3.0926	\$ (0.4040)	\$ 0.7328	\$ 0.0877	\$ 3.51	\$ 3.53	\$ (0.02)
	1/2 GALLON	\$ 1.5949	\$ (0.2020)	\$ 0.3664	\$ 0.0451	\$ 1.80	\$ 1.81	\$ (0.01)
	QUART	\$ 0.9095	\$ (0.1010)	\$ 0.1832	\$ 0.0254	\$ 1.02	\$ 1.03	\$ (0.01)
	PINT	\$ 0.5980	\$ (0.0505)	\$ 0.0916	\$ 0.0164	\$ 0.66	\$ 0.65	\$ 0.01
	12 OUNCE	\$ 0.3436	\$ (0.0379)	\$ 0.0687	\$ 0.0096	\$ 0.38	\$ 0.39	\$ (0.01)
	10 OUNCE	\$ 0.2640	\$ (0.0316)	\$ 0.0573	\$ 0.0074	\$ 0.30	\$ 0.30	\$ -
	1/2 PINT	\$ 0.2433	\$ (0.0253)	\$ 0.0458	\$ 0.0068	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1604	\$ (0.0126)	\$ 0.0229	\$ 0.0044	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.8162	\$ (0.1010)	\$ 0.1832	\$ 0.0230	\$ 0.92	\$ 0.93	\$ (0.01)
NON FAT (SKIM) MILK	GALLON	\$ 2.9210	\$ (0.4040)	\$ 0.7328	\$ 0.0833	\$ 3.33	\$ 3.34	\$ (0.01)
	1/2 GALLON	\$ 1.5091	\$ (0.2020)	\$ 0.3664	\$ 0.0429	\$ 1.72	\$ 1.71	\$ 0.01
	QUART	\$ 0.8665	\$ (0.1010)	\$ 0.1832	\$ 0.0243	\$ 0.97	\$ 0.98	\$ (0.01)
	PINT	\$ 0.5765	\$ (0.0505)	\$ 0.0916	\$ 0.0158	\$ 0.63	\$ 0.63	\$ -
	12 OUNCE	\$ 0.3275	\$ (0.0379)	\$ 0.0687	\$ 0.0092	\$ 0.37	\$ 0.37	\$ -
	10 OUNCE	\$ 0.2506	\$ (0.0316)	\$ 0.0573	\$ 0.0071	\$ 0.28	\$ 0.29	\$ (0.01)
	1/2 PINT	\$ 0.2327	\$ (0.0253)	\$ 0.0458	\$ 0.0065	\$ 0.26	\$ 0.26	\$ -
	4 OUNCE	\$ 0.1550	\$ (0.0126)	\$ 0.0229	\$ 0.0042	\$ 0.17	\$ 0.18	\$ (0.01)
	Bulk per Quart	\$ 0.7733	\$ (0.1010)	\$ 0.1832	\$ 0.0219	\$ 0.88	\$ 0.88	\$ -

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 4

**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 \$ 0.1010	In-Store Handling \$ 0.1832	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 3.8328	\$ (0.4040)	\$ 0.7328	\$ 0.1067	\$ 4.27	\$ 4.25 \$ 0.02
	1/2 GALLON	\$ 1.9650	\$ (0.2020)	\$ 0.3664	\$ 0.0546	\$ 2.18	\$ 2.16 \$ 0.02
	QUART	\$ 1.0945	\$ (0.1010)	\$ 0.1832	\$ 0.0302	\$ 1.21	\$ 1.21 \$ -
	PINT	\$ 0.6905	\$ (0.0505)	\$ 0.0916	\$ 0.0188	\$ 0.75	\$ 0.74 \$ 0.01
	12 OUNCE	\$ 0.4131	\$ (0.0379)	\$ 0.0687	\$ 0.0114	\$ 0.46	\$ 0.46 \$ -
	10 OUNCE	\$ 0.3218	\$ (0.0316)	\$ 0.0573	\$ 0.0089	\$ 0.36	\$ 0.36 \$ -
	1/2 PINT	\$ 0.2896	\$ (0.0253)	\$ 0.0458	\$ 0.0080	\$ 0.32	\$ 0.32 \$ -
	4 OUNCE	\$ 0.1836	\$ (0.0126)	\$ 0.0229	\$ 0.0050	\$ 0.20	\$ 0.20 \$ -
	Bulk per Quart	\$ 1.0012	\$ (0.1010)	\$ 0.1832	\$ 0.0278	\$ 1.11	\$ 1.11 \$ -
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.2994	\$ (0.4040)	\$ 0.7328	\$ 0.0930	\$ 3.72	\$ 3.72 \$ -
	1/2 GALLON	\$ 1.6983	\$ (0.2020)	\$ 0.3664	\$ 0.0478	\$ 1.91	\$ 1.90 \$ 0.01
	QUART	\$ 0.9612	\$ (0.1010)	\$ 0.1832	\$ 0.0268	\$ 1.07	\$ 1.08 \$ (0.01)
	PINT	\$ 0.6239	\$ (0.0505)	\$ 0.0916	\$ 0.0171	\$ 0.68	\$ 0.68 \$ -
	12 OUNCE	\$ 0.3631	\$ (0.0379)	\$ 0.0687	\$ 0.0101	\$ 0.40	\$ 0.41 \$ (0.01)
	10 OUNCE	\$ 0.2801	\$ (0.0316)	\$ 0.0573	\$ 0.0078	\$ 0.31	\$ 0.32 \$ (0.01)
	1/2 PINT	\$ 0.2563	\$ (0.0253)	\$ 0.0458	\$ 0.0071	\$ 0.28	\$ 0.29 \$ (0.01)
	4 OUNCE	\$ 0.1669	\$ (0.0126)	\$ 0.0229	\$ 0.0045	\$ 0.18	\$ 0.19 \$ (0.01)
	Bulk per Quart	\$ 0.8679	\$ (0.1010)	\$ 0.1832	\$ 0.0244	\$ 0.97	\$ 0.98 \$ (0.01)
FLAVORED NONFAT MILK	GALLON	\$ 3.0212	\$ (0.4040)	\$ 0.7328	\$ 0.0859	\$ 3.44	\$ 3.46 \$ (0.02)
	1/2 GALLON	\$ 1.5592	\$ (0.2020)	\$ 0.3664	\$ 0.0442	\$ 1.77	\$ 1.77 \$ -
	QUART	\$ 0.8916	\$ (0.1010)	\$ 0.1832	\$ 0.0250	\$ 1.00	\$ 1.01 \$ (0.01)
	PINT	\$ 0.5891	\$ (0.0505)	\$ 0.0916	\$ 0.0162	\$ 0.65	\$ 0.64 \$ 0.01
	12 OUNCE	\$ 0.3370	\$ (0.0379)	\$ 0.0687	\$ 0.0094	\$ 0.38	\$ 0.38 \$ -
	10 OUNCE	\$ 0.2584	\$ (0.0316)	\$ 0.0573	\$ 0.0073	\$ 0.29	\$ 0.29 \$ -
	1/2 PINT	\$ 0.2389	\$ (0.0253)	\$ 0.0458	\$ 0.0067	\$ 0.27	\$ 0.27 \$ -
	4 OUNCE	\$ 0.1582	\$ (0.0126)	\$ 0.0229	\$ 0.0043	\$ 0.17	\$ 0.18 \$ (0.01)
	Bulk per Quart	\$ 0.7983	\$ (0.1010)	\$ 0.1832	\$ 0.0226	\$ 0.90	\$ 0.91 \$ (0.01)
BUTTERMILK	GALLON	\$ 3.4371	\$ (0.4040)	\$ 0.7328	\$ 0.0966	\$ 3.86	\$ 3.82 \$ 0.04
	1/2 GALLON	\$ 1.7672	\$ (0.2020)	\$ 0.3664	\$ 0.0495	\$ 1.98	\$ 1.95 \$ 0.03
	QUART	\$ 0.9955	\$ (0.1010)	\$ 0.1832	\$ 0.0276	\$ 1.11	\$ 1.10 \$ 0.01
	PINT	\$ 0.6410	\$ (0.0505)	\$ 0.0916	\$ 0.0175	\$ 0.70	\$ 0.69 \$ 0.01
	12 OUNCE	\$ 0.3759	\$ (0.0379)	\$ 0.0687	\$ 0.0104	\$ 0.42	\$ 0.42 \$ -
	10 OUNCE	\$ 0.2909	\$ (0.0316)	\$ 0.0573	\$ 0.0081	\$ 0.32	\$ 0.32 \$ -
	1/2 PINT	\$ 0.2649	\$ (0.0253)	\$ 0.0458	\$ 0.0073	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1712	\$ (0.0126)	\$ 0.0229	\$ 0.0047	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 0.9023	\$ (0.1010)	\$ 0.1832	\$ 0.0252	\$ 1.01	\$ 1.00 \$ 0.01

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 \$ 0.1010	In-Store Handling \$ 0.1832	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 5.6597	\$ (0.4040)	\$ 0.7328	\$ 0.1536	\$ 6.14	\$ 6.13	\$ 0.01
	1/2 GALLON	\$ 2.8784	\$ (0.2020)	\$ 0.3664	\$ 0.0780	\$ 3.12	\$ 3.11	\$ 0.01
	QUART	\$ 1.5512	\$ (0.1010)	\$ 0.1832	\$ 0.0419	\$ 1.68	\$ 1.68	\$ -
	PINT	\$ 0.9189	\$ (0.0505)	\$ 0.0916	\$ 0.0246	\$ 0.98	\$ 0.98	\$ -
	12 OUNCE	\$ 0.5843	\$ (0.0379)	\$ 0.0687	\$ 0.0158	\$ 0.63	\$ 0.63	\$ -
	10 OUNCE	\$ 0.4646	\$ (0.0316)	\$ 0.0573	\$ 0.0126	\$ 0.50	\$ 0.50	\$ -
	1/2 PINT	\$ 0.4038	\$ (0.0253)	\$ 0.0458	\$ 0.0109	\$ 0.44	\$ 0.44	\$ -
	4 OUNCE	\$ 0.2406	\$ (0.0126)	\$ 0.0229	\$ 0.0064	\$ 0.26	\$ 0.26	\$ -
	Bulk per Quart	\$ 1.4580	\$ (0.1010)	\$ 0.1832	\$ 0.0395	\$ 1.58	\$ 1.58	\$ -

**PENNSYLVANIA MILK MARKETING BOARD STAFF
AREA 4 COST REPLACEMENT HEARING
DECEMBER 4, 2019
LIST OF WITNESSES**

The following individuals will testify at the Milk Marketing Area 4 Cost Replacement Hearing on December 4, 2019 on behalf of the Milk Marketing Board Staff. Copies of their curriculum vitae will be available upon request at the hearing.

Clifford Ackman, Milk Marketing Board Statistical Analyst, will testify as an expert witness on milk statistics. His testimony will address the subjects included in his presubmitted testimony, but it is not necessarily limited to the presubmitted testimony.

Gary Gojsovich, Milk Marketing Board Audit Supervisor, will testify as an expert on milk industry cost accounting and regulation. His testimony will address the subjects included in his presubmitted testimony, but it is not necessarily limited to the presubmitted testimony.

Steven Zalman, Milk Marketing Board Director of Enforcement and Accounting, has no presubmitted testimony, and does not expect to testify, but will be available to testify as an expert on milk industry cost accounting and regulation if called.

Date: November 1, 2019

Respectfully submitted,

Andrew L. Saylor

Staff Attorney
Pennsylvania Milk Marketing Board

**AREA 4 COST REPLACEMENT HEARING
December 4, 2019**

CERTIFICATE OF SERVICE

I hereby certify that on November 1, 2019, I have served true and correct copies of the foregoing by email on behalf of the Milk Marketing Board Staff to the following (all of whom will accept service by email):

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