Commonwealth of Pennsylvania
Milk Marketing Board
2301 North Cameron Street
Harrisburg, PA 17110-9408

717/787-4194
Fax 717/783-6492

WEB SITE: http://www.mmb.pa.gov

E-mail: ra-pmmb@pa.gov

Official General	Posted:	December 4, 2019
Order No. A-956 (CRO 10)	Effective:	January 1, 2020

COST REPLACEMENT ORDER FOR THE WEST CENTRAL MILK MARKETING AREA, AREA NO. 6

NOW, this 4th day of December 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 January 1, 2020.

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 processing, packaging, and delivery costs, container costs, ingredient costs, shrinkage and net profit and loss on sales of bulk milk and bulk cream costs, and in-store handling costs adopted by the Board in this order will replace the costs for these cost centers embodied in Official General Order (OGO) A-956 (CRO 9) and will be incorporated into the wholesale and retail prices of Class I price-controlled packaged products sold in Milk Marketing Area 6, as defined in Section B of OGO A-956.

(b) Wholesale and retail prices for Class II price-controlled packaged products sold in Milk Marketing Area No. 6 will reflect the costs adopted in this order.

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

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-956

All parts of Official General Order A-956 (CRO 9) 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: December 4, 2019

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FINDINGS OF FACT AND CONCLUSIONS OF LAW
COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 6

I. FINDINGS OF FACT

1. On November 6, 2019, the Pennsylvania Milk Marketing Board ("Board") held a cost replacement hearing for Milk Marketing Area No. 6.

2. Notice of the hearing was published at 49 Pennsylvania Bulletin 3987 on July 27, 2019. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1565, dated July 11, 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 6 milk dealers ("Dealers"), the only parties to present dealer cost information, consisted of Dean Dairy Products Company LLC – Sharpsville; Galliker Dairy Company; Ritchey's Dairy, Inc.; Turner Dairy, Inc.; Tuscan/Lehigh 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 6. Mr. Ackman testified that the reported product sales ratios of the cross-section dealers are very much like the reported product sales ratios of all dealers in Area 6, observing that the comparison of product sales ratios 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 6 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 6.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Both Mr. Gojsovich and Mr. Mong testified that the cross-section dealers incurred a cost of $0.3294 per point for processing, packaging, and delivering milk in 2018. Based on this uncontradicted testimony, the Board finds that the cross section dealers incurred a cost of $0.3294 per point for processing, packaging, and delivery, and further finds that $0.3294 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Mong testified to the following 2019 ingredient costs, based on year 2018 pounds: Standard Milk - $0.0000/lb; Reduced Fat Milk - $0.0001/lb; Low Fat Milk - $0.0001/lb; Non-Fat Milk - $0.0005/lb; Flavored Milk - $0.0362/lb; Flavored Reduced Fat Milk - $0.0396/lb; Flavored Non-Fat Milk - $0.0353; Buttermilk - $0.0370/lb; Egg Nog - $0.2003/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 $(0.0152) per point between the first halves of 2018 and 2019. The Board finds that $(0.0152) per point should be used in this order.

8. Mr. Gojsovich and Mr. Mong recommended that the diesel fuel cost adjustment continue. 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 heating fuel cost adjustment continue. 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 testified that the cost of shrinkage and sales of bulk products for year 2018 was $0.0065 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 $0.0065 per pound.

11. Based on the concurring 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 (combined) - $0.1991; Half Gallon (combined) - $0.1389; Quart (combined) - $0.2112; Pint (combined) - $0.1551; Half Pint (paper) - $0.0286; Half Pint (plastic) - $0.1071; 12 Ounce - $0.0367; 10 Ounce - $0.0587; 4 Ounce - $0.0280; Bulk Per Quart (Dispenser) - $0.1410. 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. The Board also finds that the container shrinkage factors should continue to be utilized to calculate container costs.

Mr. Gojsovich and Mr. Mong testified that a blended (or combined) container cost be used for products sold in containers that are available in both paper and plastic, except for half pint containers. They both also recommended 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 for products sold in rigid plastic containers. The Board finds that the blended container concept should continue to be used, except for half pint containers. The Board finds that minimum resale prices for products sold in paper half pint containers should be calculated using the paper container cost and that minimum resale prices for products sold in rigid plastic containers should be calculated by applying a plastic add-on to the paper container cost. The Board further finds that the base plastic add-on is $0.0785 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.

Based on 2018 container sales and 2018 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Mr. Mong arrived the following container efficiency adjustments:

Gallon	$(0.1121)
Half Gallon	$(0.0407)
Quart	$0.0972
Pint	$0.1280
Half Pint	$0.0222
4 ounce	$0.0340
Bulk (per quart)	$0.0116

The Board finds that the container efficiency adjustments should be updated as presented by Mr. Gojsovich and Mr. Mong.

13. 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.

14. Mr. Mong recommended that the dealer rate of return be at least 3.4%. He testified that Area 6 milk dealers are facing a serious battle for profitability as fluid milk demand continues to decline year-over-year.

Mr. Mong testified that the 2018 weighted average rate of return for the cross section dealers was 0.1% and that two of the five cross section dealers had operating losses in 2018. Mr. Mong testified that there are many reasons the realized rate of return is below the statutory rate of 3.4%, including the fact that cost replacement lags the period when the operating costs were incurred. The Board finds that the dealer rate of return should remain at 3.4%.

15. An in-store handling costs hearing is scheduled to be held on May 1, 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 November 6, 2019, cost replacement hearing for Milk Marketing Area No. 6 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 Milk Marketing Area 5 hearing held on November 6, 2019, is incorporated by reference in the record of this hearing.

5. 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: December 4, 2019

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Attachment 1

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2018 to AUGUST 2019

1. Weighted Diesel Fuel Costs - YEAR 2018	$	1,830,447
2. Average On-Highway Diesel Price per Gallon - YEAR 2018 (1)	$	3.361
3. On-Highway Diesel Price per Gallon - AUGUST 2019 (1)	$	3.208
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		-4.55%
5. Presumed Diesel Fuel Costs - AUGUST 2019 ((Line 1 X Line 4) + Line 1)	$	1,747,162
6. Change in Diesel Fuel Costs from YEAR 2018 to AUGUST 2019 (Line 5 - Line 1)	$	(83,285)
7. Weighted Delivery Points - YEAR 2018		93,292,405
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	**$**	**(0.0009)**

Footnote:

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

Attachment 2

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

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

1. Weighted Heating Fuel Costs - YEAR 2018	$	167,790
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2018 (1)	$	8.68
3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2019 (1)	$	8.35
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		-3.80%
5. Presumed Heating Fuel Costs - JUNE 2019 ((Line 1 X Line 4) + Line 1)	$	161,414
6. Change in Heating Fuel Costs from YEAR 2018 to JUNE 2019 (Line 5 - Line 1)	$	(6,376)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2018		80,202,188
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	**$**	**(0.0001)**

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 6

MILK COSTS BEFORE PACKAGING

OCTOBER 2019 MILK COST

	Class I
Skim Rate	$ 13.50
Butterfat Rate	$ 2.5791

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

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

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

WHOLESALE PRICE BUILDUP
OCTOBER 2019 MILK PRICES

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

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

WHOLESALE PRICE BUILDUP
OCTOBER 2019 MILK PRICES

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

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
OCTOBER 2019 MILK PRICES

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
OCTOBER 2019 MILK PRICES

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
OCTOBER 2019 MILK PRICES

		A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
	Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling $ 0.1492	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	$ 5.9731	$ (0.7466)	$ 0.5968	$ 0.1616	$ 5.98	$ 6.01	$ (0.03)
	1/2 GALLON	$ 3.0459	$ (0.3807)	$ 0.2984	$ 0.0822	$ 3.05	$ 3.06	$ (0.01)
	QUART	$ 1.7907	$ (0.2238)	$ 0.1492	$ 0.0476	$ 1.80	$ 1.81	$ (0.01)
	PINT	$ 1.0291	$ (0.1286)	$ 0.0746	$ 0.0271	$ 1.04	$ 1.05	$ (0.01)
	12 OUNCE	$ 0.5879	$ (0.0735)	$ 0.0560	$ 0.0158	$ 0.59	$ 0.60	$ (0.01)
	10 OUNCE	$ 0.5191	$ (0.0649)	$ 0.0466	$ 0.0139	$ 0.53	$ 0.53	$ -
	1/2 PINT	$ 0.4189	$ (0.0524)	$ 0.0373	$ 0.0112	$ 0.42	$ 0.43	$ (0.01)
	4 OUNCE	$ 0.2480	$ (0.0310)	$ 0.0187	$ 0.0065	$ 0.26	$ 0.26	$ -
	Bulk per Quart	$ 1.6265	$ (0.2033)	$ 0.1492	$ 0.0436	$ 1.64	$ 1.63	$ 0.01