

**Pennsylvania Milk Marketing Board  
SALES IN PMMB AREA 5 BY TYPE OF MILK**

**PERCENTAGE OF CONTROLLED MILK SALES FOR  
ALL DEALERS SELLING IN PMMB AREA 5** <sup>(1) (2)</sup>

Standard Milk	20.24
Flavored Milk	5.72
Egg Nog	0.41
Reduced Fat Flavored Milk	5.44
Nonfat Flavored Milk	4.92
Reduced Fat Milk	32.85
Low Fat Milk	11.09
Buttermilk	1.77
Nonfat Milk	10.65
Mixed Milk	2.55
Sour Cream	2.47
Light Cream	0.52
Medium Cream	0.06
Heavy Cream	1.33
	<u>100.0%</u>

**PERCENTAGE OF CONTROLLED MILK SALES FOR  
CROSS SECTION DEALERS SELLING IN PMMB AREA 5** <sup>(1) (2) (3)</sup>

Standard Milk	21.07
Flavored Milk	5.63
Egg Nog	0.33
Reduced Fat Flavored Milk	5.77
Nonfat Flavored Milk	5.69
Reduced Fat Milk	35.57
Low Fat Milk	11.69
Buttermilk	0.89
Nonfat Milk	11.08
Mixed Milk	1.33
Sour Cream	0.27
Light Cream	0.03
Medium Cream	0.05
Heavy Cream	0.62
	<u>100.0%</u>

(1) Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2017

(2) Pounds of Milk used in deriving percentages.

(3) The cross section dealers supply 78.8% of the reported milk sales to this area.

\* Dean Dairy Holdings, LLC (Sharpsville location)

\* Galliker Dairy Company.

\* Schneider's Dairy Inc.

\* Turner Dairy Farms Inc.

\* United Dairy Inc. (Martin's Ferry location)

\* United Dairy Inc. (Uniontown location)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY  
YEAR 2017 DATA**

<b>Cost Center</b>	<b>Weighted Costs</b>	<b>Weighted Points</b>	<b>Weighted Cost per Point</b>
<b>Receiving, Lab &amp; Field Work</b>	\$ 4,212,760	159,518,966	\$ 0.0264
<b>Standardization &amp; Pasteurization</b>	\$ 4,165,879	174,813,580	\$ 0.0238
<b>Bottling</b>	\$ 7,370,885	181,433,412	\$ 0.0406
<b>Cold Room</b>	\$ 9,828,040	203,811,239	\$ 0.0482
<b>Delivery</b>	\$ 30,598,209	197,596,310	\$ 0.1549
<b>Selling</b>	\$ 6,070,198	201,014,946	\$ 0.0302

**Total Cost per Point** **\$ 0.3241**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**CONTAINER COSTS  
YEAR 2017 UNITS (@ APRIL 2018 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 FEB-19) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 2,352,262	14,454,100	\$ 0.1627			
GALLON - Plastic	Purchased	\$ 1,244,536	5,562,621	\$ 0.2237			
GALLON - Combined		\$ 3,596,798	20,016,721	\$ 0.1797	\$ 0.1823	1.86%	\$ 0.1857
1/2 GALLON - Plastic	Blow Molded	\$ 1,503,303	12,648,044	\$ 0.1189			
1/2 GALLON - Plastic	Purchased	\$ 920,270	5,963,734	\$ 0.1543			
1/2 GALLON - Paper	Purchased	\$ -	-	\$ -			
1/2 GALLON - Combined		\$ 2,423,573	18,611,778	\$ 0.1302	\$ 0.1323	1.84%	\$ 0.1347
QUART - Plastic	Purchased	\$ 466,460	3,456,558	\$ 0.1349			
QUART - Paper	Purchased	\$ 97,470	1,061,614	\$ 0.0918			
QUART - Combined		\$ 563,930	4,518,172	\$ 0.1248	\$ 0.1395	1.57%	\$ 0.1417
PINT - Plastic	Purchased	\$ 842,871	7,229,017	\$ 0.1166			
PINT - Paper	Purchased	\$ 3,770	67,218	\$ 0.0561			
PINT - Combined		\$ 846,641	7,296,235	\$ 0.1160	\$ 0.1174	1.62%	\$ 0.1193
12 Ounce	Purchased	\$ 4,317	36,398	\$ 0.1186	\$ 0.1186		\$ 0.1186
10 Ounce	Purchased			\$ 0.0544	\$ 0.0544		\$ 0.0544
1/2 PINT - Plastic	Purchased	\$ 278,857	3,724,004	\$ 0.0749	\$ 0.0758	0.92%	\$ 0.0765
1/2 PINT - Paper	Purchased	\$ 1,900,609	65,523,764	\$ 0.0290	\$ 0.0283	0.85%	\$ 0.0285
4 Ounce	Purchased	\$ 156,791	5,437,339	\$ 0.0288	\$ 0.0288	1.53%	\$ 0.0292
Bulk Per Quart	Purchased	\$ 114,437	1,547,230	\$ 0.0740	\$ 0.0740	1.30%	\$ 0.0750

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER  
YEAR 2017 POUNDS (@ APRIL 2018 COSTS)**

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Weighted Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 1,827	63,995,299	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 8,320	103,337,460	\$ 0.0001
<b>Low Fat (1%) Milk</b>	\$ 3,041	36,662,467	\$ 0.0001
<b>Non Fat (Skim) Milk</b>	\$ 25,453	33,958,180	\$ 0.0007
<b>Flavored Milk</b>	\$ 644,512	17,107,606	\$ 0.0377
<b>Flavored Reduced Fat Milk</b>	\$ 544,733	17,565,480	\$ 0.0310
<b>Flavored NONFAT Milk</b>	\$ 592,753	17,824,976	\$ 0.0333
<b>Buttermilk</b>	\$ 44,731	2,056,095	\$ 0.0218
<b>Egg Nog</b>	\$ 120,216	837,718	\$ 0.1435

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES  
YEAR 2017 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	17,493,343	860,271	n/a	\$ 3,398,934	n/a	\$ 3,398,934	\$ 1,108,646
2 Bulk MILK - diverted	492,541,202	19,050,615	\$ 84,918,666	\$ 85,443,228	n/a	\$ 524,562	\$ (81,471)
3 Bulk MILK - transferred	16,838,962	423,735	\$ 2,689,221	\$ 2,207,210	\$ 773,417	\$ 291,406	\$ 272,782
4 Bulk MILK - TOTAL (Row 2 + Row 3)	509,380,164	19,474,350	\$ 87,607,887	\$ 87,650,438	\$ 773,417	\$ 815,968	\$ 191,311
5 Bulk CREAM - transferred	41,223,128	16,045,378	\$ 48,966,696	\$ 43,462,020	\$ 1,421,049	\$ (4,083,627)	\$ (1,273,154)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,108,646		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 191,311		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,273,154)		
9 Total	\$ 26,803	307,485,075	\$ 0.0001

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**MILK COSTS BEFORE PACKAGING  
FEBRUARY 2019 MILK PRICES**

	<b>Class I</b>
<b>Skim Rate</b>	\$ 10.31
<b>Butterfat Rate</b>	\$ 2.5313

Product Description	A	B	C	D	E	F	G	H	I	J	K
	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								
			(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
<b>Standard Milk</b>	63,995,299	2,081,489	3.2526%	61,913,810	\$ 5,268,873	\$ 6,383,314	\$ 11,652,187	\$ 0.1821	\$ -	\$ 0.0001	<b>\$ 0.1822</b>
<b>Reduced Fat (2%) Milk</b>	103,337,460	1,994,228	1.9298%	101,343,232	\$ 5,047,989	\$ 10,448,487	\$ 15,496,476	\$ 0.1500	\$ 0.0001	\$ 0.0001	<b>\$ 0.1502</b>
<b>Low Fat (1%) Milk</b>	36,662,467	350,486	0.9560%	36,311,981	\$ 887,185	\$ 3,743,765	\$ 4,630,950	\$ 0.1263	\$ 0.0001	\$ 0.0001	<b>\$ 0.1265</b>
<b>Non Fat (Skim) Milk</b>	33,958,180	35,361	0.1041%	33,922,819	\$ 89,509	\$ 3,497,443	\$ 3,586,952	\$ 0.1056	\$ 0.0007	\$ 0.0001	<b>\$ 0.1064</b>
<b>Flavored Milk</b>	17,107,606	583,727	3.4121%	16,523,879	\$ 1,477,588	\$ 1,703,612	\$ 3,181,200	\$ 0.1860	\$ 0.0377	\$ 0.0001	<b>\$ 0.2238</b>
<b>Flavored Reduced Fat Milk</b>	17,565,480	176,768	1.0063%	17,388,712	\$ 447,453	\$ 1,792,776	\$ 2,240,229	\$ 0.1275	\$ 0.0310	\$ 0.0001	<b>\$ 0.1586</b>
<b>Flavored NONFAT Milk</b>	17,824,976	39,211	0.2200%	17,785,765	\$ 99,255	\$ 1,833,712	\$ 1,932,967	\$ 0.1084	\$ 0.0333	\$ 0.0001	<b>\$ 0.1418</b>
<b>Buttermilk</b>	2,056,095	42,034	2.0444%	2,014,061	\$ 106,401	\$ 207,650	\$ 314,051	\$ 0.1527	\$ 0.0218	\$ 0.0001	<b>\$ 0.1746</b>
<b>Egg Nog</b>	837,718	54,763	6.5372%	782,955	\$ 138,622	\$ 80,723	\$ 219,345	\$ 0.2618	\$ 0.1435	\$ 0.0001	<b>\$ 0.4054</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**COST UPDATE ADJUSTMENT  
1st HALF COMPARISON (Year 2018 vs. Year 2017)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 <sup>st</sup> HALF EXPENSES		1 <sup>st</sup> HALF POINTS		1 <sup>st</sup> HALF COST/POINTS		INCREASE (DECREASE)
2018	2017	2018	2017	2018	2017	

<b>WEIGHTED LABOR COSTS</b>	\$ 19,412,692	\$ 19,076,801	90,002,249	90,852,957	\$ 0.2157	\$ 0.2100	\$ 0.0057
<b>WEIGHTED UTILITY COSTS</b>	\$ 1,267,177	\$ 1,182,378	90,002,249	90,852,957	\$ 0.0141	\$ 0.0130	\$ 0.0011
<b>WEIGHTED INSURANCE COSTS</b>	\$ 631,659	\$ 668,909	90,002,249	90,852,957	\$ 0.0070	\$ 0.0074	\$ (0.0004)

**COST UPDATE ADJUSTMENT per BOTTLING POINT**      **\$ 0.0064**

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 5**

**Diesel Fuel Costs Adjustment**

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

1. Weighted Diesel Fuel Costs - YEAR 2017	\$ 2,524,315
2. Average On-Highway Diesel Price per Gallon - YEAR 2017 (1)	\$ 2.822
3. On-Highway Diesel Price per Gallon - DECEMBER 2018 (1)	\$ 3.340
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	18.36%
5. Presumed Diesel Fuel Costs - DECEMBER 2018 ((Line 1 X Line 4) + Line 1)	<u>\$ 2,987,779</u>
6. Change in Diesel Fuel Costs from YEAR 2017 to DECEMBER 2018 (Line 5 - Line 1)	\$ 463,464
7. Weighted Delivery Points - YEAR 2017	<u>197,596,310</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b><u>\$ 0.0023</u></b>

## Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.  
web address = [https://www.eia.gov/dnav/pet/pet\\_pri\\_gnd\\_dcus\\_r1y\\_w.htm](https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm)

March 6 , 2019



**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 5**

**Heating Fuel Costs Adjustment**  
Update of Heating Fuel Costs from YEAR 2017 to OCTOBER 2018

1. Weighted Heating Fuel Costs - YEAR 2017	\$ 265,116
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2017 (1)	\$ 8.80
3. Pennsylvania Average Natural Gas Price - Industrial - OCTOBER 2018 (1)	\$ 8.47
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-3.75%
5. Presumed Heating Fuel Costs - OCTOBER 2018 ((Line 1 X Line 4) + Line 1)	<u>\$ 255,174</u>
6. Change in Heating Fuel Costs from YEAR 2017 to OCTOBER 2018 (Line 5 - Line 1)	\$ (9,942)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2017	<u>174,813,580</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u>\$ (0.0001)</u></b>

## Footnote:

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

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5  
YEAR 2017 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 5-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	20,016,721	\$ (0.04944)	\$ (0.01892)	\$ <b>(0.0684)</b>	\$ (1,369,144)
1/2 GALLON	18,611,778	\$ (0.00481)	\$ (0.04996)	\$ <b>(0.0548)</b>	\$ (1,019,925)
QUART	4,518,172	\$ 0.02902	\$ 0.05192	\$ <b>0.0809</b>	\$ 365,520
PINT	7,296,235	\$ 0.02705	\$ 0.05723	\$ <b>0.0843</b>	\$ 615,073
12 OUNCE	36,398	\$ 0.01911	\$ 0.03711	\$ <b>0.0562</b>	\$ 2,046
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	69,247,768	\$ 0.00588	\$ 0.00993	\$ <b>0.0158</b>	\$ 1,094,115
4 OUNCE	5,437,339	\$ 0.01171	\$ 0.01709	\$ <b>0.0288</b>	\$ 156,595
Bulk per Quart	1,547,243	\$ 0.18054	\$ (0.08119)	\$ <b>0.0994</b>	\$ 153,796
					\$ <u>(1,924)</u>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP  
FEBRUARY 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 1.5669	\$ 0.1857	\$ 0.0324	\$ (0.0684)	\$ 1.2964	\$ 3.0130	\$ 0.1093	\$ 3.1223	\$ (0.5220)	\$ 0.9748	\$ 3.5751	\$ 3.4415	\$ 0.1336
	1/2 GALLON	\$ 0.7835	\$ 0.1347	\$ 0.0162	\$ (0.0548)	\$ 0.6482	\$ 1.5278	\$ 0.0554	\$ 1.5832	\$ (0.2610)	\$ 0.4874	\$ 1.8096	\$ 1.7696	\$ 0.0400
	QUART	\$ 0.3917	\$ 0.1417	\$ 0.0081	\$ 0.0809	\$ 0.3241	\$ 0.9465	\$ 0.0343	\$ 0.9808	\$ (0.1305)	\$ 0.2437	\$ 1.0940	\$ 1.0093	\$ 0.0847
	PINT	\$ 0.1959	\$ 0.1193	\$ 0.0041	\$ 0.0843	\$ 0.1621	\$ 0.5657	\$ 0.0205	\$ 0.5862	\$ (0.0653)	\$ 0.1219	\$ 0.6428	\$ 0.6082	\$ 0.0346
	12 OUNCE	\$ 0.1469	\$ 0.1186	\$ 0.0030	\$ 0.0562	\$ 0.1215	\$ 0.4462	\$ 0.0162	\$ 0.4624	\$ (0.0489)	\$ 0.0914	\$ 0.5049	\$ 0.4455	\$ 0.0594
	10 OUNCE	\$ 0.1224	\$ 0.0544	\$ 0.0025	\$ -	\$ 0.1013	\$ 0.2806	\$ 0.0102	\$ 0.2908	\$ (0.0435)	\$ 0.0812	\$ 0.3285	\$ 0.3329	\$ (0.0044)
	1/2 PINT	\$ 0.0979	\$ 0.0285	\$ 0.0020	\$ 0.0158	\$ 0.0810	\$ 0.2252	\$ 0.0082	\$ 0.2334	\$ (0.0326)	\$ 0.0609	\$ 0.2617	\$ 0.2791	\$ (0.0174)
	4 OUNCE	\$ 0.0490	\$ 0.0292	\$ 0.0010	\$ 0.0288	\$ 0.0405	\$ 0.1485	\$ 0.0054	\$ 0.1539	\$ (0.0163)	\$ 0.0305	\$ 0.1681	\$ 0.1745	\$ (0.0064)
	Bulk per Quart	\$ 0.3917	\$ 0.0750	\$ 0.0081	\$ 0.0994	\$ 0.3241	\$ 0.8983	\$ 0.0326	\$ 0.9309	\$ (0.1305)	\$ 0.2437	\$ 1.0441	\$ 1.0074	\$ 0.0367
REDUCED FAT (2%) MILK	GALLON	\$ 1.2947	\$ 0.1857	\$ 0.0324	\$ (0.0684)	\$ 1.2964	\$ 2.7408	\$ 0.0994	\$ 2.8402	\$ (0.5220)	\$ 0.9748	\$ 3.2930	\$ 3.1585	\$ 0.1345
	1/2 GALLON	\$ 0.6474	\$ 0.1347	\$ 0.0162	\$ (0.0548)	\$ 0.6482	\$ 1.3917	\$ 0.0505	\$ 1.4422	\$ (0.2610)	\$ 0.4874	\$ 1.6686	\$ 1.6282	\$ 0.0404
	QUART	\$ 0.3237	\$ 0.1417	\$ 0.0081	\$ 0.0809	\$ 0.3241	\$ 0.8785	\$ 0.0319	\$ 0.9104	\$ (0.1305)	\$ 0.2437	\$ 1.0236	\$ 0.9385	\$ 0.0851
	PINT	\$ 0.1618	\$ 0.1193	\$ 0.0041	\$ 0.0843	\$ 0.1621	\$ 0.5316	\$ 0.0193	\$ 0.5509	\$ (0.0653)	\$ 0.1219	\$ 0.6075	\$ 0.5728	\$ 0.0347
	12 OUNCE	\$ 0.1214	\$ 0.1186	\$ 0.0030	\$ 0.0562	\$ 0.1215	\$ 0.4207	\$ 0.0153	\$ 0.4360	\$ (0.0489)	\$ 0.0914	\$ 0.4785	\$ 0.4190	\$ 0.0595
	10 OUNCE	\$ 0.1012	\$ 0.0544	\$ 0.0025	\$ -	\$ 0.1013	\$ 0.2594	\$ 0.0094	\$ 0.2688	\$ (0.0435)	\$ 0.0812	\$ 0.3065	\$ 0.3108	\$ (0.0043)
	1/2 PINT	\$ 0.0809	\$ 0.0285	\$ 0.0020	\$ 0.0158	\$ 0.0810	\$ 0.2082	\$ 0.0076	\$ 0.2158	\$ (0.0326)	\$ 0.0609	\$ 0.2441	\$ 0.2614	\$ (0.0173)
	4 OUNCE	\$ 0.0405	\$ 0.0292	\$ 0.0010	\$ 0.0288	\$ 0.0405	\$ 0.1400	\$ 0.0051	\$ 0.1451	\$ (0.0163)	\$ 0.0305	\$ 0.1593	\$ 0.1657	\$ (0.0064)
	Bulk per Quart	\$ 0.3237	\$ 0.0750	\$ 0.0081	\$ 0.0994	\$ 0.3241	\$ 0.8303	\$ 0.0301	\$ 0.8604	\$ (0.1305)	\$ 0.2437	\$ 0.9736	\$ 0.9366	\$ 0.0370
LOW FAT (1%) MILK	GALLON	\$ 1.0904	\$ 0.1857	\$ 0.0324	\$ (0.0684)	\$ 1.2964	\$ 2.5365	\$ 0.0920	\$ 2.6285	\$ (0.5220)	\$ 0.9748	\$ 3.0813	\$ 2.9468	\$ 0.1345
	1/2 GALLON	\$ 0.5452	\$ 0.1347	\$ 0.0162	\$ (0.0548)	\$ 0.6482	\$ 1.2895	\$ 0.0468	\$ 1.3363	\$ (0.2610)	\$ 0.4874	\$ 1.5627	\$ 1.5224	\$ 0.0403
	QUART	\$ 0.2726	\$ 0.1417	\$ 0.0081	\$ 0.0809	\$ 0.3241	\$ 0.8274	\$ 0.0300	\$ 0.8574	\$ (0.1305)	\$ 0.2437	\$ 0.9706	\$ 0.8856	\$ 0.0850
	PINT	\$ 0.1363	\$ 0.1193	\$ 0.0041	\$ 0.0843	\$ 0.1621	\$ 0.5061	\$ 0.0184	\$ 0.5245	\$ (0.0653)	\$ 0.1219	\$ 0.5811	\$ 0.5463	\$ 0.0348
	12 OUNCE	\$ 0.1022	\$ 0.1186	\$ 0.0030	\$ 0.0562	\$ 0.1215	\$ 0.4015	\$ 0.0146	\$ 0.4161	\$ (0.0489)	\$ 0.0914	\$ 0.4586	\$ 0.3991	\$ 0.0595
	10 OUNCE	\$ 0.0852	\$ 0.0544	\$ 0.0025	\$ -	\$ 0.1013	\$ 0.2434	\$ 0.0088	\$ 0.2522	\$ (0.0435)	\$ 0.0812	\$ 0.2899	\$ 0.2943	\$ (0.0044)
	1/2 PINT	\$ 0.0682	\$ 0.0285	\$ 0.0020	\$ 0.0158	\$ 0.0810	\$ 0.1955	\$ 0.0071	\$ 0.2026	\$ (0.0326)	\$ 0.0609	\$ 0.2309	\$ 0.2481	\$ (0.0172)
	4 OUNCE	\$ 0.0341	\$ 0.0292	\$ 0.0010	\$ 0.0288	\$ 0.0405	\$ 0.1336	\$ 0.0048	\$ 0.1384	\$ (0.0163)	\$ 0.0305	\$ 0.1526	\$ 0.1591	\$ (0.0065)
	Bulk per Quart	\$ 0.2726	\$ 0.0750	\$ 0.0081	\$ 0.0994	\$ 0.3241	\$ 0.7792	\$ 0.0283	\$ 0.8075	\$ (0.1305)	\$ 0.2437	\$ 0.9207	\$ 0.8838	\$ 0.0369
NON FAT (SKIM) MILK	GALLON	\$ 0.9182	\$ 0.1857	\$ 0.0324	\$ (0.0684)	\$ 1.2964	\$ 2.3643	\$ 0.0858	\$ 2.4501	\$ (0.5220)	\$ 0.9748	\$ 2.9029	\$ 2.7674	\$ 0.1355
	1/2 GALLON	\$ 0.4591	\$ 0.1347	\$ 0.0162	\$ (0.0548)	\$ 0.6482	\$ 1.2034	\$ 0.0436	\$ 1.2470	\$ (0.2610)	\$ 0.4874	\$ 1.4734	\$ 1.4326	\$ 0.0408
	QUART	\$ 0.2296	\$ 0.1417	\$ 0.0081	\$ 0.0809	\$ 0.3241	\$ 0.7844	\$ 0.0284	\$ 0.8128	\$ (0.1305)	\$ 0.2437	\$ 0.9260	\$ 0.8408	\$ 0.0852
	PINT	\$ 0.1148	\$ 0.1193	\$ 0.0041	\$ 0.0843	\$ 0.1621	\$ 0.4846	\$ 0.0176	\$ 0.5022	\$ (0.0653)	\$ 0.1219	\$ 0.5588	\$ 0.5240	\$ 0.0348
	12 OUNCE	\$ 0.0861	\$ 0.1186	\$ 0.0030	\$ 0.0562	\$ 0.1215	\$ 0.3854	\$ 0.0140	\$ 0.3994	\$ (0.0489)	\$ 0.0914	\$ 0.4419	\$ 0.3823	\$ 0.0596
	10 OUNCE	\$ 0.0717	\$ 0.0544	\$ 0.0025	\$ -	\$ 0.1013	\$ 0.2299	\$ 0.0083	\$ 0.2382	\$ (0.0435)	\$ 0.0812	\$ 0.2759	\$ 0.2803	\$ (0.0044)
	1/2 PINT	\$ 0.0574	\$ 0.0285	\$ 0.0020	\$ 0.0158	\$ 0.0810	\$ 0.1847	\$ 0.0067	\$ 0.1914	\$ (0.0326)	\$ 0.0609	\$ 0.2197	\$ 0.2369	\$ (0.0172)
	4 OUNCE	\$ 0.0287	\$ 0.0292	\$ 0.0010	\$ 0.0288	\$ 0.0405	\$ 0.1282	\$ 0.0047	\$ 0.1329	\$ (0.0163)	\$ 0.0305	\$ 0.1471	\$ 0.1535	\$ (0.0064)
	Bulk per Quart	\$ 0.2296	\$ 0.0750	\$ 0.0081	\$ 0.0994	\$ 0.3241	\$ 0.7362	\$ 0.0267	\$ 0.7629	\$ (0.1305)	\$ 0.2437	\$ 0.8761	\$ 0.8389	\$ 0.0372

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0005) per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP  
FEBRUARY 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 1.7904	\$ 0.1857	\$ 0.0324	\$ (0.0684)	\$ 1.2964	\$ 3.2365	\$ 0.1174	\$ 3.3539	\$ (0.5220)	\$ 0.9748	\$ 3.8067	\$ 3.6565	\$ 0.1502
	1/2 GALLON	\$ 0.8952	\$ 0.1347	\$ 0.0162	\$ (0.0548)	\$ 0.6482	\$ 1.6395	\$ 0.0595	\$ 1.6990	\$ (0.2610)	\$ 0.4874	\$ 1.9254	\$ 1.8772	\$ 0.0482
	QUART	\$ 0.4476	\$ 0.1417	\$ 0.0081	\$ 0.0809	\$ 0.3241	\$ 1.0024	\$ 0.0364	\$ 1.0388	\$ (0.1305)	\$ 0.2437	\$ 1.1520	\$ 1.0630	\$ 0.0890
	PINT	\$ 0.2238	\$ 0.1193	\$ 0.0041	\$ 0.0843	\$ 0.1621	\$ 0.5936	\$ 0.0215	\$ 0.6151	\$ (0.0653)	\$ 0.1219	\$ 0.6717	\$ 0.6350	\$ 0.0367
	12 OUNCE	\$ 0.1679	\$ 0.1186	\$ 0.0030	\$ 0.0562	\$ 0.1215	\$ 0.4672	\$ 0.0169	\$ 0.4841	\$ (0.0489)	\$ 0.0914	\$ 0.5266	\$ 0.4656	\$ 0.0610
	10 OUNCE	\$ 0.1399	\$ 0.0544	\$ 0.0025	\$ -	\$ 0.1013	\$ 0.2981	\$ 0.0108	\$ 0.3089	\$ (0.0435)	\$ 0.0812	\$ 0.3466	\$ 0.3497	\$ (0.0031)
	1/2 PINT	\$ 0.1119	\$ 0.0285	\$ 0.0020	\$ 0.0158	\$ 0.0810	\$ 0.2392	\$ 0.0087	\$ 0.2479	\$ (0.0326)	\$ 0.0609	\$ 0.2762	\$ 0.2925	\$ (0.0163)
	4 OUNCE	\$ 0.0560	\$ 0.0292	\$ 0.0010	\$ 0.0288	\$ 0.0405	\$ 0.1555	\$ 0.0056	\$ 0.1611	\$ (0.0163)	\$ 0.0305	\$ 0.1753	\$ 0.1812	\$ (0.0059)
	Bulk per Quart	\$ 0.4476	\$ 0.0750	\$ 0.0081	\$ 0.0994	\$ 0.3241	\$ 0.9542	\$ 0.0346	\$ 0.9888	\$ (0.1305)	\$ 0.2437	\$ 1.1020	\$ 1.0612	\$ 0.0408
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.2688	\$ 0.1857	\$ 0.0324	\$ (0.0684)	\$ 1.2964	\$ 2.7149	\$ 0.0985	\$ 2.8134	\$ (0.5220)	\$ 0.9748	\$ 3.2662	\$ 3.1293	\$ 0.1369
	1/2 GALLON	\$ 0.6344	\$ 0.1347	\$ 0.0162	\$ (0.0548)	\$ 0.6482	\$ 1.3787	\$ 0.0500	\$ 1.4287	\$ (0.2610)	\$ 0.4874	\$ 1.6551	\$ 1.6136	\$ 0.0415
	QUART	\$ 0.3172	\$ 0.1417	\$ 0.0081	\$ 0.0809	\$ 0.3241	\$ 0.8720	\$ 0.0316	\$ 0.9036	\$ (0.1305)	\$ 0.2437	\$ 1.0168	\$ 0.9312	\$ 0.0856
	PINT	\$ 0.1586	\$ 0.1193	\$ 0.0041	\$ 0.0843	\$ 0.1621	\$ 0.5284	\$ 0.0192	\$ 0.5476	\$ (0.0653)	\$ 0.1219	\$ 0.6042	\$ 0.5691	\$ 0.0351
	12 OUNCE	\$ 0.1190	\$ 0.1186	\$ 0.0030	\$ 0.0562	\$ 0.1215	\$ 0.4183	\$ 0.0152	\$ 0.4335	\$ (0.0489)	\$ 0.0914	\$ 0.4760	\$ 0.4162	\$ 0.0598
	10 OUNCE	\$ 0.0991	\$ 0.0544	\$ 0.0025	\$ -	\$ 0.1013	\$ 0.2573	\$ 0.0093	\$ 0.2666	\$ (0.0435)	\$ 0.0812	\$ 0.3043	\$ 0.3085	\$ (0.0042)
	1/2 PINT	\$ 0.0793	\$ 0.0285	\$ 0.0020	\$ 0.0158	\$ 0.0810	\$ 0.2066	\$ 0.0075	\$ 0.2141	\$ (0.0326)	\$ 0.0609	\$ 0.2424	\$ 0.2596	\$ (0.0172)
	4 OUNCE	\$ 0.0397	\$ 0.0292	\$ 0.0010	\$ 0.0288	\$ 0.0405	\$ 0.1392	\$ 0.0051	\$ 0.1443	\$ (0.0163)	\$ 0.0305	\$ 0.1585	\$ 0.1648	\$ (0.0063)
	Bulk per Quart	\$ 0.3172	\$ 0.0750	\$ 0.0081	\$ 0.0994	\$ 0.3241	\$ 0.8238	\$ 0.0299	\$ 0.8537	\$ (0.1305)	\$ 0.2437	\$ 0.9669	\$ 0.9294	\$ 0.0375
FLAVORED NONFAT MILK	GALLON	\$ 1.1344	\$ 0.1857	\$ 0.0324	\$ (0.0684)	\$ 1.2964	\$ 2.5805	\$ 0.0936	\$ 2.6741	\$ (0.5220)	\$ 0.9748	\$ 3.1269	\$ 2.9975	\$ 0.1294
	1/2 GALLON	\$ 0.5672	\$ 0.1347	\$ 0.0162	\$ (0.0548)	\$ 0.6482	\$ 1.3115	\$ 0.0476	\$ 1.3591	\$ (0.2610)	\$ 0.4874	\$ 1.5855	\$ 1.5476	\$ 0.0379
	QUART	\$ 0.2836	\$ 0.1417	\$ 0.0081	\$ 0.0809	\$ 0.3241	\$ 0.8384	\$ 0.0304	\$ 0.8688	\$ (0.1305)	\$ 0.2437	\$ 0.9820	\$ 0.8983	\$ 0.0837
	PINT	\$ 0.1418	\$ 0.1193	\$ 0.0041	\$ 0.0843	\$ 0.1621	\$ 0.5116	\$ 0.0186	\$ 0.5302	\$ (0.0653)	\$ 0.1219	\$ 0.5868	\$ 0.5527	\$ 0.0341
	12 OUNCE	\$ 0.1064	\$ 0.1186	\$ 0.0030	\$ 0.0562	\$ 0.1215	\$ 0.4057	\$ 0.0147	\$ 0.4204	\$ (0.0489)	\$ 0.0914	\$ 0.4629	\$ 0.4038	\$ 0.0591
	10 OUNCE	\$ 0.0886	\$ 0.0544	\$ 0.0025	\$ -	\$ 0.1013	\$ 0.2468	\$ 0.0090	\$ 0.2558	\$ (0.0435)	\$ 0.0812	\$ 0.2935	\$ 0.2982	\$ (0.0047)
	1/2 PINT	\$ 0.0709	\$ 0.0285	\$ 0.0020	\$ 0.0158	\$ 0.0810	\$ 0.1982	\$ 0.0072	\$ 0.2054	\$ (0.0326)	\$ 0.0609	\$ 0.2337	\$ 0.2513	\$ (0.0176)
	4 OUNCE	\$ 0.0355	\$ 0.0292	\$ 0.0010	\$ 0.0288	\$ 0.0405	\$ 0.1350	\$ 0.0049	\$ 0.1399	\$ (0.0163)	\$ 0.0305	\$ 0.1541	\$ 0.1606	\$ (0.0065)
	Bulk per Quart	\$ 0.2836	\$ 0.0750	\$ 0.0081	\$ 0.0994	\$ 0.3241	\$ 0.7902	\$ 0.0287	\$ 0.8189	\$ (0.1305)	\$ 0.2437	\$ 0.9321	\$ 0.8964	\$ 0.0357
BUTTERMILK	GALLON	\$ 1.5051	\$ 0.1857	\$ 0.0324	\$ (0.0684)	\$ 1.2964	\$ 2.9512	\$ 0.1070	\$ 3.0582	\$ (0.5220)	\$ 0.9748	\$ 3.5110	\$ 3.3737	\$ 0.1373
	1/2 GALLON	\$ 0.7525	\$ 0.1347	\$ 0.0162	\$ (0.0548)	\$ 0.6482	\$ 1.4968	\$ 0.0543	\$ 1.5511	\$ (0.2610)	\$ 0.4874	\$ 1.7775	\$ 1.7358	\$ 0.0417
	QUART	\$ 0.3763	\$ 0.1417	\$ 0.0081	\$ 0.0809	\$ 0.3241	\$ 0.9311	\$ 0.0338	\$ 0.9649	\$ (0.1305)	\$ 0.2437	\$ 1.0781	\$ 0.9924	\$ 0.0857
	PINT	\$ 0.1881	\$ 0.1193	\$ 0.0041	\$ 0.0843	\$ 0.1621	\$ 0.5579	\$ 0.0202	\$ 0.5781	\$ (0.0653)	\$ 0.1219	\$ 0.6347	\$ 0.5997	\$ 0.0350
	12 OUNCE	\$ 0.1411	\$ 0.1186	\$ 0.0030	\$ 0.0562	\$ 0.1215	\$ 0.4404	\$ 0.0160	\$ 0.4564	\$ (0.0489)	\$ 0.0914	\$ 0.4989	\$ 0.4391	\$ 0.0598
	10 OUNCE	\$ 0.1176	\$ 0.0544	\$ 0.0025	\$ -	\$ 0.1013	\$ 0.2758	\$ 0.0100	\$ 0.2858	\$ (0.0435)	\$ 0.0812	\$ 0.3235	\$ 0.3276	\$ (0.0041)
	1/2 PINT	\$ 0.0941	\$ 0.0285	\$ 0.0020	\$ 0.0158	\$ 0.0810	\$ 0.2214	\$ 0.0080	\$ 0.2294	\$ (0.0326)	\$ 0.0609	\$ 0.2577	\$ 0.2748	\$ (0.0171)
	4 OUNCE	\$ 0.0470	\$ 0.0292	\$ 0.0010	\$ 0.0288	\$ 0.0405	\$ 0.1465	\$ 0.0053	\$ 0.1518	\$ (0.0163)	\$ 0.0305	\$ 0.1660	\$ 0.1723	\$ (0.0063)
	Bulk per Quart	\$ 0.3763	\$ 0.0750	\$ 0.0081	\$ 0.0994	\$ 0.3241	\$ 0.8829	\$ 0.0320	\$ 0.9149	\$ (0.1305)	\$ 0.2437	\$ 1.0281	\$ 0.9905	\$ 0.0376

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0005) per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP  
FEBRUARY 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
<b>EGG MOG</b>	<b>GALLON</b>	\$ 3.2432	\$ 0.1857	\$ 0.0324	\$ (0.0684)	\$ 1.2964	\$ 4.6893	\$ 0.1701	\$ 4.8594	\$ (0.5220)	\$ 0.9748	\$ 5.3122	\$ 5.1007	\$ 0.2115
	<b>1/2 GALLON</b>	\$ 1.6216	\$ 0.1347	\$ 0.0162	\$ (0.0548)	\$ 0.6482	\$ 2.3659	\$ 0.0858	\$ 2.4517	\$ (0.2610)	\$ 0.4874	\$ 2.6781	\$ 2.5992	\$ 0.0789
	<b>QUART</b>	\$ 0.8108	\$ 0.1417	\$ 0.0081	\$ 0.0809	\$ 0.3241	\$ 1.3656	\$ 0.0495	\$ 1.4151	\$ (0.1305)	\$ 0.2437	\$ 1.5283	\$ 1.4241	\$ 0.1042
	<b>PINT</b>	\$ 0.4054	\$ 0.1193	\$ 0.0041	\$ 0.0843	\$ 0.1621	\$ 0.7752	\$ 0.0281	\$ 0.8033	\$ (0.0653)	\$ 0.1219	\$ 0.8599	\$ 0.8156	\$ 0.0443
	<b>12 OUNCE</b>	\$ 0.3041	\$ 0.1186	\$ 0.0030	\$ 0.0562	\$ 0.1215	\$ 0.6034	\$ 0.0219	\$ 0.6253	\$ (0.0489)	\$ 0.0914	\$ 0.6678	\$ 0.6010	\$ 0.0668
	<b>10 OUNCE</b>	\$ 0.2534	\$ 0.0544	\$ 0.0025	\$ -	\$ 0.1013	\$ 0.4116	\$ 0.0149	\$ 0.4265	\$ (0.0435)	\$ 0.0812	\$ 0.4642	\$ 0.4626	\$ 0.0016
	<b>1/2 PINT</b>	\$ 0.2027	\$ 0.0285	\$ 0.0020	\$ 0.0158	\$ 0.0810	\$ 0.3300	\$ 0.0120	\$ 0.3420	\$ (0.0326)	\$ 0.0609	\$ 0.3703	\$ 0.3828	\$ (0.0125)
	<b>4 OUNCE</b>	\$ 0.1014	\$ 0.0292	\$ 0.0010	\$ 0.0288	\$ 0.0405	\$ 0.2009	\$ 0.0073	\$ 0.2082	\$ (0.0163)	\$ 0.0305	\$ 0.2224	\$ 0.2263	\$ (0.0039)
	<b>Bulk per Quart</b>	\$ 0.8108	\$ 0.0750	\$ 0.0081	\$ 0.0994	\$ 0.3241	\$ 1.3174	\$ 0.0478	\$ 1.3652	\$ (0.1305)	\$ 0.2437	\$ 1.4784	\$ 1.4222	\$ 0.0562

March 6, 2019

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0005) per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP  
FEBRUARY 2019 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1510	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.5751	\$ (0.4290)	\$ 0.6040	\$ 0.1041	\$ 3.85	\$ 3.73	\$ 0.12
	1/2 GALLON	\$ 1.8096	\$ (0.2172)	\$ 0.3020	\$ 0.0526	\$ 1.95	\$ 1.91	\$ 0.04
	QUART	<b>\$ 1.0940</b>	<b>\$ (0.1313)</b>	<b>\$ 0.1510</b>	<b>\$ 0.0309</b>	<b>\$ 1.14</b>	<b>\$ 1.07</b>	<b>\$ 0.07</b>
	PINT	\$ 0.6428	\$ (0.0771)	\$ 0.0755	\$ 0.0178	\$ 0.66	\$ 0.63	\$ 0.03
	12 OUNCE	\$ 0.5049	\$ (0.0606)	\$ 0.0566	\$ 0.0139	\$ 0.51	\$ 0.46	\$ 0.05
	10 OUNCE	\$ 0.3285	\$ (0.0394)	\$ 0.0472	\$ 0.0093	\$ 0.35	\$ 0.35	\$ -
	1/2 PINT	\$ 0.2617	\$ (0.0314)	\$ 0.0378	\$ 0.0074	\$ 0.28	\$ 0.29	\$ (0.01)
	4 OUNCE	\$ 0.1681	\$ (0.0202)	\$ 0.0189	\$ 0.0046	\$ 0.17	\$ 0.18	\$ (0.01)
	Bulk per Quart	\$ 1.0441	\$ (0.1253)	\$ 0.1510	\$ 0.0297	\$ 1.10	\$ 1.07	\$ 0.03
REDUCED FAT (2%) MILK	GALLON	\$ 3.2930	\$ (0.3952)	\$ 0.6040	\$ 0.0972	\$ 3.60	\$ 3.48	\$ 0.12
	1/2 GALLON	\$ 1.6686	\$ (0.2002)	\$ 0.3020	\$ 0.0491	\$ 1.82	\$ 1.78	\$ 0.04
	QUART	\$ 1.0236	\$ (0.1228)	\$ 0.1510	\$ 0.0292	\$ 1.08	\$ 1.00	\$ 0.08
	PINT	\$ 0.6075	\$ (0.0729)	\$ 0.0755	\$ 0.0169	\$ 0.63	\$ 0.60	\$ 0.03
	12 OUNCE	\$ 0.4785	\$ (0.0574)	\$ 0.0566	\$ 0.0133	\$ 0.49	\$ 0.44	\$ 0.05
	10 OUNCE	\$ 0.3065	\$ (0.0368)	\$ 0.0472	\$ 0.0088	\$ 0.33	\$ 0.33	\$ -
	1/2 PINT	\$ 0.2441	\$ (0.0293)	\$ 0.0378	\$ 0.0070	\$ 0.26	\$ 0.28	\$ (0.02)
	4 OUNCE	\$ 0.1593	\$ (0.0191)	\$ 0.0189	\$ 0.0044	\$ 0.16	\$ 0.17	\$ (0.01)
	Bulk per Quart	\$ 0.9736	\$ (0.1168)	\$ 0.1510	\$ 0.0280	\$ 1.04	\$ 1.00	\$ 0.04
LOWFAT (1%) MILK	GALLON	\$ 3.0813	\$ (0.3698)	\$ 0.6040	\$ 0.0920	\$ 3.41	\$ 3.29	\$ 0.12
	1/2 GALLON	\$ 1.5627	\$ (0.1875)	\$ 0.3020	\$ 0.0465	\$ 1.72	\$ 1.69	\$ 0.03
	QUART	\$ 0.9706	\$ (0.1165)	\$ 0.1510	\$ 0.0279	\$ 1.03	\$ 0.96	\$ 0.07
	PINT	\$ 0.5811	\$ (0.0697)	\$ 0.0755	\$ 0.0163	\$ 0.60	\$ 0.57	\$ 0.03
	12 OUNCE	\$ 0.4586	\$ (0.0550)	\$ 0.0566	\$ 0.0128	\$ 0.47	\$ 0.42	\$ 0.05
	10 OUNCE	\$ 0.2899	\$ (0.0348)	\$ 0.0472	\$ 0.0084	\$ 0.31	\$ 0.31	\$ -
	1/2 PINT	\$ 0.2309	\$ (0.0277)	\$ 0.0378	\$ 0.0067	\$ 0.25	\$ 0.26	\$ (0.01)
	4 OUNCE	\$ 0.1526	\$ (0.0183)	\$ 0.0189	\$ 0.0043	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.9207	\$ (0.1105)	\$ 0.1510	\$ 0.0267	\$ 0.99	\$ 0.95	\$ 0.04
NONFAT (SKIM) MILK	GALLON	\$ 2.9029	\$ (0.3483)	\$ 0.6040	\$ 0.0876	\$ 3.25	\$ 3.12	\$ 0.13
	1/2 GALLON	\$ 1.4734	\$ (0.1768)	\$ 0.3020	\$ 0.0444	\$ 1.64	\$ 1.61	\$ 0.03
	QUART	\$ 0.9260	\$ (0.1111)	\$ 0.1510	\$ 0.0268	\$ 0.99	\$ 0.92	\$ 0.07
	PINT	\$ 0.5588	\$ (0.0671)	\$ 0.0755	\$ 0.0157	\$ 0.58	\$ 0.55	\$ 0.03
	12 OUNCE	\$ 0.4419	\$ (0.0530)	\$ 0.0566	\$ 0.0124	\$ 0.46	\$ 0.40	\$ 0.06
	10 OUNCE	\$ 0.2759	\$ (0.0331)	\$ 0.0472	\$ 0.0080	\$ 0.30	\$ 0.30	\$ -
	1/2 PINT	\$ 0.2197	\$ (0.0264)	\$ 0.0378	\$ 0.0064	\$ 0.24	\$ 0.25	\$ (0.01)
	4 OUNCE	\$ 0.1471	\$ (0.0177)	\$ 0.0189	\$ 0.0041	\$ 0.15	\$ 0.16	\$ (0.01)
	Bulk per Quart	\$ 0.8761	\$ (0.1051)	\$ 0.1510	\$ 0.0256	\$ 0.95	\$ 0.91	\$ 0.04

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP  
FEBRUARY 2019 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1510	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>FLAVORED MILK</b>	GALLON	\$ 3.8067	\$ (0.4568)	\$ 0.6040	\$ 0.1097	\$ 4.06	\$ 3.93	\$ 0.13
	1/2 GALLON	\$ 1.9254	\$ (0.2310)	\$ 0.3020	\$ 0.0554	\$ 2.05	\$ 2.01	\$ 0.04
	QUART	\$ 1.1520	\$ (0.1382)	\$ 0.1510	\$ 0.0323	\$ 1.20	\$ 1.12	\$ 0.08
	PINT	\$ 0.6717	\$ (0.0806)	\$ 0.0755	\$ 0.0185	\$ 0.69	\$ 0.65	\$ 0.04
	12 OUNCE	\$ 0.5266	\$ (0.0632)	\$ 0.0566	\$ 0.0144	\$ 0.53	\$ 0.48	\$ 0.05
	10 OUNCE	\$ 0.3466	\$ (0.0416)	\$ 0.0472	\$ 0.0098	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2762	\$ (0.0331)	\$ 0.0378	\$ 0.0078	\$ 0.29	\$ 0.30	\$ (0.01)
	4 OUNCE	\$ 0.1753	\$ (0.0210)	\$ 0.0189	\$ 0.0048	\$ 0.18	\$ 0.19	\$ (0.01)
	Bulk per Quart	\$ 1.1020	\$ (0.1322)	\$ 0.1510	\$ 0.0311	\$ 1.15	\$ 1.12	\$ 0.03
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 3.2662	\$ (0.3919)	\$ 0.6040	\$ 0.0965	\$ 3.57	\$ 3.45	\$ 0.12
	1/2 GALLON	\$ 1.6551	\$ (0.1986)	\$ 0.3020	\$ 0.0488	\$ 1.81	\$ 1.77	\$ 0.04
	QUART	\$ 1.0168	\$ (0.1220)	\$ 0.1510	\$ 0.0290	\$ 1.07	\$ 1.00	\$ 0.07
	PINT	\$ 0.6042	\$ (0.0725)	\$ 0.0755	\$ 0.0168	\$ 0.62	\$ 0.59	\$ 0.03
	12 OUNCE	\$ 0.4760	\$ (0.0571)	\$ 0.0566	\$ 0.0132	\$ 0.49	\$ 0.43	\$ 0.06
	10 OUNCE	\$ 0.3043	\$ (0.0365)	\$ 0.0472	\$ 0.0087	\$ 0.32	\$ 0.33	\$ (0.01)
	1/2 PINT	\$ 0.2424	\$ (0.0291)	\$ 0.0378	\$ 0.0070	\$ 0.26	\$ 0.27	\$ (0.01)
	4 OUNCE	\$ 0.1585	\$ (0.0190)	\$ 0.0189	\$ 0.0044	\$ 0.16	\$ 0.17	\$ (0.01)
	Bulk per Quart	\$ 0.9669	\$ (0.1160)	\$ 0.1510	\$ 0.0278	\$ 1.03	\$ 1.00	\$ 0.03
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 3.1269	\$ (0.3752)	\$ 0.6040	\$ 0.0931	\$ 3.45	\$ 3.33	\$ 0.12
	1/2 GALLON	\$ 1.5855	\$ (0.1903)	\$ 0.3020	\$ 0.0471	\$ 1.74	\$ 1.71	\$ 0.03
	QUART	\$ 0.9820	\$ (0.1178)	\$ 0.1510	\$ 0.0282	\$ 1.04	\$ 0.97	\$ 0.07
	PINT	\$ 0.5868	\$ (0.0704)	\$ 0.0755	\$ 0.0164	\$ 0.61	\$ 0.58	\$ 0.03
	12 OUNCE	\$ 0.4629	\$ (0.0555)	\$ 0.0566	\$ 0.0129	\$ 0.48	\$ 0.42	\$ 0.06
	10 OUNCE	\$ 0.2935	\$ (0.0352)	\$ 0.0472	\$ 0.0085	\$ 0.31	\$ 0.32	\$ (0.01)
	1/2 PINT	\$ 0.2337	\$ (0.0280)	\$ 0.0378	\$ 0.0068	\$ 0.25	\$ 0.27	\$ (0.02)
	4 OUNCE	\$ 0.1541	\$ (0.0185)	\$ 0.0189	\$ 0.0043	\$ 0.16	\$ 0.17	\$ (0.01)
	Bulk per Quart	\$ 0.9321	\$ (0.1119)	\$ 0.1510	\$ 0.0270	\$ 1.00	\$ 0.97	\$ 0.03
<b>BUTTERMILK</b>	GALLON	\$ 3.5110	\$ (0.4213)	\$ 0.6040	\$ 0.1025	\$ 3.80	\$ 3.67	\$ 0.13
	1/2 GALLON	\$ 1.7775	\$ (0.2133)	\$ 0.3020	\$ 0.0518	\$ 1.92	\$ 1.88	\$ 0.04
	QUART	\$ 1.0781	\$ (0.1294)	\$ 0.1510	\$ 0.0305	\$ 1.13	\$ 1.05	\$ 0.08
	PINT	\$ 0.6347	\$ (0.0762)	\$ 0.0755	\$ 0.0176	\$ 0.65	\$ 0.62	\$ 0.03
	12 OUNCE	\$ 0.4989	\$ (0.0599)	\$ 0.0566	\$ 0.0138	\$ 0.51	\$ 0.46	\$ 0.05
	10 OUNCE	\$ 0.3235	\$ (0.0388)	\$ 0.0472	\$ 0.0092	\$ 0.34	\$ 0.34	\$ -
	1/2 PINT	\$ 0.2577	\$ (0.0309)	\$ 0.0378	\$ 0.0073	\$ 0.27	\$ 0.29	\$ (0.02)
	4 OUNCE	\$ 0.1660	\$ (0.0199)	\$ 0.0189	\$ 0.0046	\$ 0.17	\$ 0.18	\$ (0.01)
	Bulk per Quart	\$ 1.0281	\$ (0.1234)	\$ 0.1510	\$ 0.0293	\$ 1.09	\$ 1.05	\$ 0.04

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP  
FEBRUARY 2019 PRICES**

		A	B	C	D	E	F	G
		EX. 11				(A+B+C+D)		(E - F)
Container Size		Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1510	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
<b>EGG NOG</b>	<b>GALLON</b>	\$ 5.3122	\$ (0.6375)	\$ 0.6040	\$ 0.1465	\$ 5.43	\$ 5.23	\$ 0.20
	<b>1/2 GALLON</b>	\$ 2.6781	\$ (0.3214)	\$ 0.3020	\$ 0.0738	\$ 2.73	\$ 2.66	\$ 0.07
	<b>QUART</b>	\$ 1.5283	\$ (0.1834)	\$ 0.1510	\$ 0.0415	\$ 1.54	\$ 1.44	\$ 0.10
	<b>PINT</b>	\$ 0.8599	\$ (0.1032)	\$ 0.0755	\$ 0.0231	\$ 0.86	\$ 0.82	\$ 0.04
	<b>12 OUNCE</b>	\$ 0.6678	\$ (0.0801)	\$ 0.0566	\$ 0.0179	\$ 0.68	\$ 0.61	\$ 0.07
	<b>10 OUNCE</b>	\$ 0.4642	\$ (0.0557)	\$ 0.0472	\$ 0.0126	\$ 0.47	\$ 0.47	\$ -
	<b>1/2 PINT</b>	\$ 0.3703	\$ (0.0444)	\$ 0.0378	\$ 0.0101	\$ 0.38	\$ 0.39	\$ (0.01)
	<b>4 OUNCE</b>	\$ 0.2224	\$ (0.0267)	\$ 0.0189	\$ 0.0060	\$ 0.23	\$ 0.23	\$ -
	<b>Bulk per Quart</b>	\$ 1.4784	\$ (0.1774)	\$ 0.1510	\$ 0.0403	\$ 1.49	\$ 1.44	\$ 0.05