

**Pennsylvania Milk Marketing Board
SALES IN PMMB AREA 1 BY TYPE OF MILK**

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

Standard Milk	31.91
Flavored Milk	2.00
Egg Nog	0.21
Reduced Fat Flavored Milk	3.97
Nonfat Flavored Milk	4.65
Reduced Fat Milk	25.18
Low Fat Milk	14.48
Buttermilk	0.56
Nonfat Milk	10.79
Mixed Milk	3.75
Sour Cream	0.32
Light Cream	0.67
Medium Cream	0.02
Heavy Cream	1.50
	<hr/> 100.0%

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

Standard Milk	32.56
Flavored Milk	1.15
Egg Nog	0.19
Reduced Fat Flavored Milk	3.74
Nonfat Flavored Milk	5.72
Reduced Fat Milk	26.62
Low Fat Milk	15.06
Buttermilk	0.36
Nonfat Milk	10.78
Mixed Milk	2.62
Sour Cream	0.06
Light Cream	0.42
Medium Cream	0.02
Heavy Cream	0.70
	<hr/> 100.0%

(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.

- * Clover Farms Dairy Company
- * Dean Dairy Holdings (DBA Swiss Premium Dairy) ^{Addition}
- * Milk Industry Management Company (T/A Balford Farms)
- * Tuscan/Lehigh Dairies, Inc (Lansdale Location)
- * Wawa Beverage Company

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 2,683,427	139,749,157	\$ 0.0192
Standardization & Pasteurization	\$ 4,377,684	164,700,065	\$ 0.0266
Bottling	\$ 4,900,584	142,756,766	\$ 0.0343
Cold Room	\$ 10,718,610	176,321,043	\$ 0.0608
Delivery	\$ 32,235,893	178,430,614	\$ 0.1807
Selling	\$ 4,998,114	196,955,488	\$ 0.0254

Total Cost per Point **\$ 0.3470**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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 APR-2019) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 1,591,179	11,667,243	\$ 0.1364			
		Purchased	\$ 831,018	4,147,864	\$ 0.2003			
			\$ 2,422,197	15,815,107	\$ 0.1532	\$ 0.1550	1.87%	\$ 0.1579
1/2 GALLON	Plastic	Blow Molded	\$ 975,271	10,272,502	\$ 0.0949			
		Purchased	\$ 691,789	4,055,570	\$ 0.1706			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,667,060	14,328,072	\$ 0.1163	\$ 0.1179	1.88%	\$ 0.1201
QUART	Plastic	Purchased	\$ 851,082	8,237,084	\$ 0.1033			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 851,082	8,237,084	\$ 0.1033	\$ 0.1039	1.57%	\$ 0.1055
PINT	Plastic	Purchased	\$ 449,355	5,193,381	\$ 0.0865			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 449,355	5,193,381	\$ 0.0865	\$ 0.0866	1.62%	\$ 0.0880
12 Ounce ⁽¹⁾		Purchased			\$ 0.0361	\$ 0.0361		\$ 0.0361
10 Ounce ⁽¹⁾		Purchased			\$ 0.0301	\$ 0.0301		\$ 0.0301
1/2 PINT	Plastic	Purchased	\$ 677,797	10,494,508	\$ 0.0646	\$ 0.0649	0.92%	\$ 0.0655
	Paper	Purchased	\$ 942,106	38,186,161	\$ 0.0247	\$ 0.0256	0.85%	\$ 0.0258
4 Ounce	Paper	Purchased	\$ 60,413	2,705,958	\$ 0.0223	\$ 0.0223	1.53%	\$ 0.0226
Bulk Per Quart		Purchased	\$ 43,306	860,230	\$ 0.0503	\$ 0.0503	1.30%	\$ 0.0510

1. None of the Area 1 cross-section Dealers bottled price-Controlled product in this size container during Year 2017. Cost per unit presented is per a prior year.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 2,086	83,701,154	\$ -
Reduced Fat (2%) Milk	\$ 6,710	65,441,474	\$ 0.0001
Low Fat (1%) Milk	\$ 7,137	38,376,213	\$ 0.0002
Non Fat (Skim) Milk	\$ 5,781	25,328,972	\$ 0.0002
Flavored Milk	\$ 25,523	595,646	\$ 0.0428
Flavored Reduced Fat Milk	\$ 361,276	10,324,106	\$ 0.0350
Flavored NONFAT Milk	\$ 386,238	12,574,524	\$ 0.0307
Buttermilk	\$ 4,691	701,253	\$ 0.0067
Egg Nog	\$ 30,524	279,679	\$ 0.1091

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2017 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	30,719,843	1,090,445	n/a	\$ 4,972,667	n/a	\$ 4,972,667	\$ 965,965
2 Bulk MILK - diverted	39,456,275	1,500,313	\$ 6,375,899	\$ 6,586,738	n/a	\$ 210,839	\$ 10,960
3 Bulk MILK - transferred	142,046,534	1,202,809	\$ 16,147,292	\$ 13,417,564	\$ 4,406,062	\$ 1,676,334	\$ 565,108
4 Bulk MILK - TOTAL (Rows 2 + 3)	181,502,809	2,703,122	\$ 22,523,191	\$ 20,004,302	\$ 4,406,062	\$ 1,887,173	\$ 576,068
5 Bulk CREAM - transferred	53,303,318	22,792,007	\$ 67,630,480	\$ 61,283,232	\$ 1,673,053	\$ (4,674,195)	\$ (1,064,131)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 965,965		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 576,068		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,064,131)		
9 Total	\$ 477,902	246,467,613	\$ 0.0019

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

	Class I
Skim Rate	\$ 11.54
Butterfat Rate	\$ 2.6048

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			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	83,701,154	2,754,193	3.2905%	80,946,961	\$ 7,174,122	\$ 9,341,279	\$ 16,515,401	\$ 0.1973	\$ -	\$ 0.0019	\$ 0.1992
Reduced Fat (2%) Milk	65,441,474	1,275,532	1.9491%	64,165,942	\$ 3,322,506	\$ 7,404,750	\$ 10,727,256	\$ 0.1639	\$ 0.0001	\$ 0.0019	\$ 0.1659
Low Fat (1%) Milk	38,376,213	368,059	0.9591%	38,008,154	\$ 958,720	\$ 4,386,141	\$ 5,344,861	\$ 0.1393	\$ 0.0002	\$ 0.0019	\$ 0.1414
Non Fat (Skim) Milk	25,328,972	23,911	0.0944%	25,305,061	\$ 62,283	\$ 2,920,204	\$ 2,982,487	\$ 0.1178	\$ 0.0002	\$ 0.0019	\$ 0.1199
Flavored Milk	595,646	19,358	3.2499%	576,288	\$ 50,424	\$ 66,504	\$ 116,928	\$ 0.1963	\$ 0.0428	\$ 0.0019	\$ 0.2410
Flavored Reduced Fat Milk	10,324,106	101,352	0.9817%	10,222,754	\$ 264,002	\$ 1,179,706	\$ 1,443,708	\$ 0.1398	\$ 0.0350	\$ 0.0019	\$ 0.1767
Flavored NONFAT Milk	12,574,524	9,835	0.0782%	12,564,689	\$ 25,618	\$ 1,449,965	\$ 1,475,583	\$ 0.1173	\$ 0.0307	\$ 0.0019	\$ 0.1499
Buttermilk	701,253	13,814	1.9699%	687,439	\$ 35,983	\$ 79,330	\$ 115,313	\$ 0.1644	\$ 0.0067	\$ 0.0019	\$ 0.1730
Egg Nog	279,679	19,995	7.1493%	259,684	\$ 52,083	\$ 29,968	\$ 82,051	\$ 0.2934	\$ 0.1091	\$ 0.0019	\$ 0.4044

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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 ST HALF COSTS		1 ST HALF POINTS		1 ST HALF COST per POINT		INCREASE (DECREASE)
2018	2017	2018	2017	2018	2017	

WEIGHTED LABOR COSTS	\$ 17,825,040	\$ 17,733,806	96,436,017	100,022,766	\$ 0.1848	\$ 0.1773	\$ 0.0075
WEIGHTED UTILITY COSTS	\$ 582,918	\$ 713,007	96,436,017	100,022,766	\$ 0.0060	\$ 0.0071	\$ (0.0011)
WEIGHTED INSURANCE COSTS	\$ 305,662	\$ 308,773	96,436,017	100,022,766	\$ 0.0032	\$ 0.0031	\$ 0.0001

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0065

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 1

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2017 to FEBRUARY 2019

1. Weighted Diesel Fuel Costs - YEAR 2017	\$	2,009,730
2. Average On-Highway Diesel Price per Gallon - YEAR 2017 (1)	\$	2.822
3. On-Highway Diesel Price per Gallon - FEBRUARY 2019 (1)	\$	3.249
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		15.13%
5. Presumed Diesel Fuel Costs - FEBRUARY 2019 ((Line 1 X Line 4) + Line 1)	\$	<u>2,313,825</u>
6. Change in Diesel Fuel Costs from YEAR 2017 to FEBRUARY 2019 (Line 5 - Line 1)	\$	304,095
7. Weighted Delivery Points - YEAR 2017		<u>178,430,614</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0017</u>

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2017 to DECEMBER 2018

1. Weighted Heating Fuel Costs - YEAR 2017	\$ 169,053
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2017 (1)	\$ 8.80
3. Pennsylvania Average Natural Gas Price - Industrial - DECEMBER 2018 (1)	\$ 7.52
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-14.55%
5. Presumed Heating Fuel Costs - DECEMBER 2018 ((Line 1 X Line 4) + Line 1)	<u>\$ 144,456</u>
6. Change in Heating Fuel Costs from YEAR 2017 to DECEMBER 2018 (Line 5 - Line 1)	\$ (24,597)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2017	<u>164,700,065</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ (0.0001)</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 1
YEAR 2017 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 1 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	15,815,107	\$ (0.05108)	\$ 0.00158	\$ (0.0495)	\$ (782,848)
1/2 GALLON	14,328,072	\$ (0.00519)	\$ (0.03913)	\$ (0.0443)	\$ (634,734)
QUART	8,237,084	\$ 0.01555	\$ (0.00684)	\$ 0.0087	\$ 71,663
PINT	5,193,381	\$ 0.01398	\$ 0.04175	\$ 0.0557	\$ 289,271
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	48,680,669	\$ 0.01014	\$ 0.00758	\$ 0.0177	\$ 861,648
4 OUNCE	2,705,958	\$ 0.00970	\$ 0.01449	\$ 0.0242	\$ 65,484
Bulk per Quart	860,230	\$ 0.18818	\$ (0.03833)	\$ 0.1499	\$ 128,948
					<u>\$ (568)</u>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

WHOLESALE PRICE BUILDUP
APRIL 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	\$ 1.7131	\$ 0.1579	\$ 0.0320	\$ (0.0495)	\$ 1.3880	\$ 3.2415	\$ 0.1141	\$ 3.3556	\$ (0.5068)	\$ 1.0552	\$ 3.9040	\$ 3.6662	\$ 0.2378
	1/2 GALLON	\$ 0.8566	\$ 0.1201	\$ 0.0160	\$ (0.0443)	\$ 0.6940	\$ 1.6424	\$ 0.0578	\$ 1.7002	\$ (0.2534)	\$ 0.5276	\$ 1.9744	\$ 1.8655	\$ 0.1089
	QUART	\$ 0.4283	\$ 0.1055	\$ 0.0080	\$ 0.0087	\$ 0.3470	\$ 0.8975	\$ 0.0316	\$ 0.9291	\$ (0.1267)	\$ 0.2638	\$ 1.0662	\$ 1.0305	\$ 0.0357
	PINT	\$ 0.2141	\$ 0.0880	\$ 0.0040	\$ 0.0557	\$ 0.1735	\$ 0.5353	\$ 0.0188	\$ 0.5541	\$ (0.0634)	\$ 0.1319	\$ 0.6226	\$ 0.6135	\$ 0.0091
	12 OUNCE	\$ 0.1606	\$ 0.0361	\$ 0.0030	\$ -	\$ 0.1301	\$ 0.3298	\$ 0.0116	\$ 0.3414	\$ (0.0475)	\$ 0.0989	\$ 0.3928	\$ 0.4221	\$ (0.0293)
	10 OUNCE	\$ 0.1338	\$ 0.0301	\$ 0.0025	\$ -	\$ 0.1084	\$ 0.2748	\$ 0.0097	\$ 0.2845	\$ (0.0396)	\$ 0.0824	\$ 0.3273	\$ 0.3481	\$ (0.0208)
	1/2 PINT	\$ 0.1071	\$ 0.0258	\$ 0.0020	\$ 0.0177	\$ 0.0868	\$ 0.2394	\$ 0.0084	\$ 0.2478	\$ (0.0317)	\$ 0.0660	\$ 0.2821	\$ 0.2770	\$ 0.0051
	4 OUNCE	\$ 0.0535	\$ 0.0226	\$ 0.0010	\$ 0.0242	\$ 0.0434	\$ 0.1447	\$ 0.0051	\$ 0.1498	\$ (0.0158)	\$ 0.0330	\$ 0.1670	\$ 0.1626	\$ 0.0044
	Bulk per Quart	\$ 0.4283	\$ 0.0510	\$ 0.0080	\$ 0.1499	\$ 0.3470	\$ 0.9842	\$ 0.0346	\$ 1.0188	\$ (0.1267)	\$ 0.2638	\$ 1.1559	\$ 1.0143	\$ 0.1416
REDUCED FAT (2%) MILK	GALLON	\$ 1.4301	\$ 0.1579	\$ 0.0320	\$ (0.0495)	\$ 1.3880	\$ 2.9585	\$ 0.1041	\$ 3.0626	\$ (0.5068)	\$ 1.0552	\$ 3.6110	\$ 3.3706	\$ 0.2404
	1/2 GALLON	\$ 0.7150	\$ 0.1201	\$ 0.0160	\$ (0.0443)	\$ 0.6940	\$ 1.5008	\$ 0.0528	\$ 1.5536	\$ (0.2534)	\$ 0.5276	\$ 1.8278	\$ 1.7177	\$ 0.1101
	QUART	\$ 0.3575	\$ 0.1055	\$ 0.0080	\$ 0.0087	\$ 0.3470	\$ 0.8267	\$ 0.0291	\$ 0.8558	\$ (0.1267)	\$ 0.2638	\$ 0.9929	\$ 0.9566	\$ 0.0363
	PINT	\$ 0.1788	\$ 0.0880	\$ 0.0040	\$ 0.0557	\$ 0.1735	\$ 0.5000	\$ 0.0176	\$ 0.5176	\$ (0.0634)	\$ 0.1319	\$ 0.5861	\$ 0.5766	\$ 0.0095
	12 OUNCE	\$ 0.1341	\$ 0.0361	\$ 0.0030	\$ -	\$ 0.1301	\$ 0.3033	\$ 0.0107	\$ 0.3140	\$ (0.0475)	\$ 0.0989	\$ 0.3654	\$ 0.3944	\$ (0.0290)
	10 OUNCE	\$ 0.1117	\$ 0.0301	\$ 0.0025	\$ -	\$ 0.1084	\$ 0.2527	\$ 0.0089	\$ 0.2616	\$ (0.0396)	\$ 0.0824	\$ 0.3044	\$ 0.3250	\$ (0.0206)
	1/2 PINT	\$ 0.0894	\$ 0.0258	\$ 0.0020	\$ 0.0177	\$ 0.0868	\$ 0.2217	\$ 0.0078	\$ 0.2295	\$ (0.0317)	\$ 0.0660	\$ 0.2638	\$ 0.2584	\$ 0.0054
	4 OUNCE	\$ 0.0447	\$ 0.0226	\$ 0.0010	\$ 0.0242	\$ 0.0434	\$ 0.1359	\$ 0.0048	\$ 0.1407	\$ (0.0158)	\$ 0.0330	\$ 0.1579	\$ 0.1534	\$ 0.0045
	Bulk per Quart	\$ 0.3575	\$ 0.0510	\$ 0.0080	\$ 0.1499	\$ 0.3470	\$ 0.9134	\$ 0.0321	\$ 0.9455	\$ (0.1267)	\$ 0.2638	\$ 1.0826	\$ 0.9404	\$ 0.1422
LOW FAT (1%) MILK	GALLON	\$ 1.2189	\$ 0.1579	\$ 0.0320	\$ (0.0495)	\$ 1.3880	\$ 2.7473	\$ 0.0967	\$ 2.8440	\$ (0.5068)	\$ 1.0552	\$ 3.3924	\$ 3.1527	\$ 0.2397
	1/2 GALLON	\$ 0.6094	\$ 0.1201	\$ 0.0160	\$ (0.0443)	\$ 0.6940	\$ 1.3952	\$ 0.0491	\$ 1.4443	\$ (0.2534)	\$ 0.5276	\$ 1.7185	\$ 1.6088	\$ 0.1097
	QUART	\$ 0.3047	\$ 0.1055	\$ 0.0080	\$ 0.0087	\$ 0.3470	\$ 0.7739	\$ 0.0272	\$ 0.8011	\$ (0.1267)	\$ 0.2638	\$ 0.9382	\$ 0.9021	\$ 0.0361
	PINT	\$ 0.1524	\$ 0.0880	\$ 0.0040	\$ 0.0557	\$ 0.1735	\$ 0.4736	\$ 0.0167	\$ 0.4903	\$ (0.0634)	\$ 0.1319	\$ 0.5588	\$ 0.5493	\$ 0.0095
	12 OUNCE	\$ 0.1143	\$ 0.0361	\$ 0.0030	\$ -	\$ 0.1301	\$ 0.2835	\$ 0.0100	\$ 0.2935	\$ (0.0475)	\$ 0.0989	\$ 0.3449	\$ 0.3740	\$ (0.0291)
	10 OUNCE	\$ 0.0952	\$ 0.0301	\$ 0.0025	\$ -	\$ 0.1084	\$ 0.2362	\$ 0.0083	\$ 0.2445	\$ (0.0396)	\$ 0.0824	\$ 0.2873	\$ 0.3080	\$ (0.0207)
	1/2 PINT	\$ 0.0762	\$ 0.0258	\$ 0.0020	\$ 0.0177	\$ 0.0868	\$ 0.2085	\$ 0.0073	\$ 0.2158	\$ (0.0317)	\$ 0.0660	\$ 0.2501	\$ 0.2449	\$ 0.0052
	4 OUNCE	\$ 0.0381	\$ 0.0226	\$ 0.0010	\$ 0.0242	\$ 0.0434	\$ 0.1293	\$ 0.0046	\$ 0.1339	\$ (0.0158)	\$ 0.0330	\$ 0.1511	\$ 0.1466	\$ 0.0045
	Bulk per Quart	\$ 0.3047	\$ 0.0510	\$ 0.0080	\$ 0.1499	\$ 0.3470	\$ 0.8606	\$ 0.0303	\$ 0.8909	\$ (0.1267)	\$ 0.2638	\$ 1.0280	\$ 0.8860	\$ 0.1420
NON FAT (SKIM) MILK	GALLON	\$ 1.0347	\$ 0.1579	\$ 0.0320	\$ (0.0495)	\$ 1.3880	\$ 2.5631	\$ 0.0902	\$ 2.6533	\$ (0.5068)	\$ 1.0552	\$ 3.2017	\$ 2.9585	\$ 0.2432
	1/2 GALLON	\$ 0.5174	\$ 0.1201	\$ 0.0160	\$ (0.0443)	\$ 0.6940	\$ 1.3032	\$ 0.0459	\$ 1.3491	\$ (0.2534)	\$ 0.5276	\$ 1.6233	\$ 1.5117	\$ 0.1116
	QUART	\$ 0.2587	\$ 0.1055	\$ 0.0080	\$ 0.0087	\$ 0.3470	\$ 0.7279	\$ 0.0256	\$ 0.7535	\$ (0.1267)	\$ 0.2638	\$ 0.8906	\$ 0.8536	\$ 0.0370
	PINT	\$ 0.1293	\$ 0.0880	\$ 0.0040	\$ 0.0557	\$ 0.1735	\$ 0.4505	\$ 0.0159	\$ 0.4664	\$ (0.0634)	\$ 0.1319	\$ 0.5349	\$ 0.5251	\$ 0.0098
	12 OUNCE	\$ 0.0970	\$ 0.0361	\$ 0.0030	\$ -	\$ 0.1301	\$ 0.2662	\$ 0.0094	\$ 0.2756	\$ (0.0475)	\$ 0.0989	\$ 0.3270	\$ 0.3557	\$ (0.0287)
	10 OUNCE	\$ 0.0808	\$ 0.0301	\$ 0.0025	\$ -	\$ 0.1084	\$ 0.2218	\$ 0.0078	\$ 0.2296	\$ (0.0396)	\$ 0.0824	\$ 0.2724	\$ 0.2928	\$ (0.0204)
	1/2 PINT	\$ 0.0647	\$ 0.0258	\$ 0.0020	\$ 0.0177	\$ 0.0868	\$ 0.1970	\$ 0.0069	\$ 0.2039	\$ (0.0317)	\$ 0.0660	\$ 0.2382	\$ 0.2327	\$ 0.0055
	4 OUNCE	\$ 0.0323	\$ 0.0226	\$ 0.0010	\$ 0.0242	\$ 0.0434	\$ 0.1235	\$ 0.0043	\$ 0.1278	\$ (0.0158)	\$ 0.0330	\$ 0.1450	\$ 0.1405	\$ 0.0045
	Bulk per Quart	\$ 0.2587	\$ 0.0510	\$ 0.0080	\$ 0.1499	\$ 0.3470	\$ 0.8146	\$ 0.0287	\$ 0.8433	\$ (0.1267)	\$ 0.2638	\$ 0.9804	\$ 0.8374	\$ 0.1430

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0001) per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
APRIL 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	\$ 1.9280	\$ 0.1579	\$ 0.0320	\$ (0.0495)	\$ 1.3880	\$ 3.4564	\$ 0.1217	\$ 3.5781	\$ (0.5068)	\$ 1.0552	\$ 4.1265	\$ 3.8906	\$ 0.2359
	1/2 GALLON	\$ 0.9640	\$ 0.1201	\$ 0.0160	\$ (0.0443)	\$ 0.6940	\$ 1.7498	\$ 0.0616	\$ 1.8114	\$ (0.2534)	\$ 0.5276	\$ 2.0856	\$ 1.9777	\$ 0.1079
	QUART	\$ 0.4820	\$ 0.1055	\$ 0.0080	\$ 0.0087	\$ 0.3470	\$ 0.9512	\$ 0.0335	\$ 0.9847	\$ (0.1267)	\$ 0.2638	\$ 1.1218	\$ 1.0866	\$ 0.0352
	PINT	\$ 0.2410	\$ 0.0880	\$ 0.0040	\$ 0.0557	\$ 0.1735	\$ 0.5622	\$ 0.0198	\$ 0.5820	\$ (0.0634)	\$ 0.1319	\$ 0.6505	\$ 0.6416	\$ 0.0089
	12 OUNCE	\$ 0.1808	\$ 0.0361	\$ 0.0030	\$ -	\$ 0.1301	\$ 0.3500	\$ 0.0123	\$ 0.3623	\$ (0.0475)	\$ 0.0989	\$ 0.4137	\$ 0.4431	\$ (0.0294)
	10 OUNCE	\$ 0.1506	\$ 0.0301	\$ 0.0025	\$ -	\$ 0.1084	\$ 0.2916	\$ 0.0103	\$ 0.3019	\$ (0.0396)	\$ 0.0824	\$ 0.3447	\$ 0.3656	\$ (0.0209)
	1/2 PINT	\$ 0.1205	\$ 0.0258	\$ 0.0020	\$ 0.0177	\$ 0.0868	\$ 0.2528	\$ 0.0089	\$ 0.2617	\$ (0.0317)	\$ 0.0660	\$ 0.2960	\$ 0.2910	\$ 0.0050
	4 OUNCE	\$ 0.0603	\$ 0.0226	\$ 0.0010	\$ 0.0242	\$ 0.0434	\$ 0.1515	\$ 0.0053	\$ 0.1568	\$ (0.0158)	\$ 0.0330	\$ 0.1740	\$ 0.1697	\$ 0.0043
	Bulk per Quart	\$ 0.4820	\$ 0.0510	\$ 0.0080	\$ 0.1499	\$ 0.3470	\$ 1.0379	\$ 0.0365	\$ 1.0744	\$ (0.1267)	\$ 0.2638	\$ 1.2115	\$ 1.0704	\$ 0.1411
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.4136	\$ 0.1579	\$ 0.0320	\$ (0.0495)	\$ 1.3880	\$ 2.9420	\$ 0.1035	\$ 3.0455	\$ (0.5068)	\$ 1.0552	\$ 3.5939	\$ 3.3573	\$ 0.2366
	1/2 GALLON	\$ 0.7068	\$ 0.1201	\$ 0.0160	\$ (0.0443)	\$ 0.6940	\$ 1.4926	\$ 0.0525	\$ 1.5451	\$ (0.2534)	\$ 0.5276	\$ 1.8193	\$ 1.7111	\$ 0.1082
	QUART	\$ 0.3534	\$ 0.1055	\$ 0.0080	\$ 0.0087	\$ 0.3470	\$ 0.8226	\$ 0.0290	\$ 0.8516	\$ (0.1267)	\$ 0.2638	\$ 0.9887	\$ 0.9532	\$ 0.0355
	PINT	\$ 0.1767	\$ 0.0880	\$ 0.0040	\$ 0.0557	\$ 0.1735	\$ 0.4979	\$ 0.0175	\$ 0.5154	\$ (0.0634)	\$ 0.1319	\$ 0.5839	\$ 0.5749	\$ 0.0090
	12 OUNCE	\$ 0.1325	\$ 0.0361	\$ 0.0030	\$ -	\$ 0.1301	\$ 0.3017	\$ 0.0106	\$ 0.3123	\$ (0.0475)	\$ 0.0989	\$ 0.3637	\$ 0.3931	\$ (0.0294)
	10 OUNCE	\$ 0.1104	\$ 0.0301	\$ 0.0025	\$ -	\$ 0.1084	\$ 0.2514	\$ 0.0088	\$ 0.2602	\$ (0.0396)	\$ 0.0824	\$ 0.3030	\$ 0.3240	\$ (0.0210)
	1/2 PINT	\$ 0.0884	\$ 0.0258	\$ 0.0020	\$ 0.0177	\$ 0.0868	\$ 0.2207	\$ 0.0078	\$ 0.2285	\$ (0.0317)	\$ 0.0660	\$ 0.2628	\$ 0.2577	\$ 0.0051
	4 OUNCE	\$ 0.0442	\$ 0.0226	\$ 0.0010	\$ 0.0242	\$ 0.0434	\$ 0.1354	\$ 0.0048	\$ 0.1402	\$ (0.0158)	\$ 0.0330	\$ 0.1574	\$ 0.1530	\$ 0.0044
	Bulk per Quart	\$ 0.3534	\$ 0.0510	\$ 0.0080	\$ 0.1499	\$ 0.3470	\$ 0.9093	\$ 0.0320	\$ 0.9413	\$ (0.1267)	\$ 0.2638	\$ 1.0784	\$ 0.9371	\$ 0.1413
FLAVORED NONFAT MILK	GALLON	\$ 1.1992	\$ 0.1579	\$ 0.0320	\$ (0.0495)	\$ 1.3880	\$ 2.7276	\$ 0.0960	\$ 2.8236	\$ (0.5068)	\$ 1.0552	\$ 3.3720	\$ 3.1387	\$ 0.2333
	1/2 GALLON	\$ 0.5996	\$ 0.1201	\$ 0.0160	\$ (0.0443)	\$ 0.6940	\$ 1.3854	\$ 0.0488	\$ 1.4342	\$ (0.2534)	\$ 0.5276	\$ 1.7084	\$ 1.6017	\$ 0.1067
	QUART	\$ 0.2998	\$ 0.1055	\$ 0.0080	\$ 0.0087	\$ 0.3470	\$ 0.7690	\$ 0.0271	\$ 0.7961	\$ (0.1267)	\$ 0.2638	\$ 0.9332	\$ 0.8986	\$ 0.0346
	PINT	\$ 0.1499	\$ 0.0880	\$ 0.0040	\$ 0.0557	\$ 0.1735	\$ 0.4711	\$ 0.0166	\$ 0.4877	\$ (0.0634)	\$ 0.1319	\$ 0.5562	\$ 0.5476	\$ 0.0086
	12 OUNCE	\$ 0.1124	\$ 0.0361	\$ 0.0030	\$ -	\$ 0.1301	\$ 0.2816	\$ 0.0099	\$ 0.2915	\$ (0.0475)	\$ 0.0989	\$ 0.3429	\$ 0.3726	\$ (0.0297)
	10 OUNCE	\$ 0.0937	\$ 0.0301	\$ 0.0025	\$ -	\$ 0.1084	\$ 0.2347	\$ 0.0083	\$ 0.2430	\$ (0.0396)	\$ 0.0824	\$ 0.2858	\$ 0.3069	\$ (0.0211)
	1/2 PINT	\$ 0.0750	\$ 0.0258	\$ 0.0020	\$ 0.0177	\$ 0.0868	\$ 0.2073	\$ 0.0073	\$ 0.2146	\$ (0.0317)	\$ 0.0660	\$ 0.2489	\$ 0.2440	\$ 0.0049
	4 OUNCE	\$ 0.0375	\$ 0.0226	\$ 0.0010	\$ 0.0242	\$ 0.0434	\$ 0.1287	\$ 0.0045	\$ 0.1332	\$ (0.0158)	\$ 0.0330	\$ 0.1504	\$ 0.1462	\$ 0.0042
	Bulk per Quart	\$ 0.2998	\$ 0.0510	\$ 0.0080	\$ 0.1499	\$ 0.3470	\$ 0.8557	\$ 0.0301	\$ 0.8858	\$ (0.1267)	\$ 0.2638	\$ 1.0229	\$ 0.8824	\$ 0.1405
BUTTERMILK	GALLON	\$ 1.4913	\$ 0.1579	\$ 0.0320	\$ (0.0495)	\$ 1.3880	\$ 3.0197	\$ 0.1063	\$ 3.1260	\$ (0.5068)	\$ 1.0552	\$ 3.6744	\$ 3.4295	\$ 0.2449
	1/2 GALLON	\$ 0.7456	\$ 0.1201	\$ 0.0160	\$ (0.0443)	\$ 0.6940	\$ 1.5314	\$ 0.0539	\$ 1.5853	\$ (0.2534)	\$ 0.5276	\$ 1.8595	\$ 1.7471	\$ 0.1124
	QUART	\$ 0.3728	\$ 0.1055	\$ 0.0080	\$ 0.0087	\$ 0.3470	\$ 0.8420	\$ 0.0296	\$ 0.8716	\$ (0.1267)	\$ 0.2638	\$ 1.0087	\$ 0.9713	\$ 0.0374
	PINT	\$ 0.1864	\$ 0.0880	\$ 0.0040	\$ 0.0557	\$ 0.1735	\$ 0.5076	\$ 0.0179	\$ 0.5255	\$ (0.0634)	\$ 0.1319	\$ 0.5940	\$ 0.5839	\$ 0.0101
	12 OUNCE	\$ 0.1398	\$ 0.0361	\$ 0.0030	\$ -	\$ 0.1301	\$ 0.3090	\$ 0.0109	\$ 0.3199	\$ (0.0475)	\$ 0.0989	\$ 0.3713	\$ 0.4000	\$ (0.0287)
	10 OUNCE	\$ 0.1165	\$ 0.0301	\$ 0.0025	\$ -	\$ 0.1084	\$ 0.2575	\$ 0.0091	\$ 0.2666	\$ (0.0396)	\$ 0.0824	\$ 0.3094	\$ 0.3295	\$ (0.0201)
	1/2 PINT	\$ 0.0932	\$ 0.0258	\$ 0.0020	\$ 0.0177	\$ 0.0868	\$ 0.2255	\$ 0.0079	\$ 0.2334	\$ (0.0317)	\$ 0.0660	\$ 0.2677	\$ 0.2621	\$ 0.0056
	4 OUNCE	\$ 0.0466	\$ 0.0226	\$ 0.0010	\$ 0.0242	\$ 0.0434	\$ 0.1378	\$ 0.0049	\$ 0.1427	\$ (0.0158)	\$ 0.0330	\$ 0.1599	\$ 0.1553	\$ 0.0046
	Bulk per Quart	\$ 0.3728	\$ 0.0510	\$ 0.0080	\$ 0.1499	\$ 0.3470	\$ 0.9287	\$ 0.0327	\$ 0.9614	\$ (0.1267)	\$ 0.2638	\$ 1.0985	\$ 0.9551	\$ 0.1434

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0001) per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

WHOLESALE PRICE BUILDUP
APRIL 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	\$ 3.2352	\$ 0.1579	\$ 0.0320	\$ (0.0495)	\$ 1.3880	\$ 4.7636	\$ 0.1677	\$ 4.9313	\$ (0.5068)	\$ 1.0552	\$ 5.4797	\$ 5.1362	\$ 0.3435
	1/2 GALLON	\$ 1.6176	\$ 0.1201	\$ 0.0160	\$ (0.0443)	\$ 0.6940	\$ 2.4034	\$ 0.0846	\$ 2.4880	\$ (0.2534)	\$ 0.5276	\$ 2.7622	\$ 2.6005	\$ 0.1617
	QUART	\$ 0.8088	\$ 0.1055	\$ 0.0080	\$ 0.0087	\$ 0.3470	\$ 1.2780	\$ 0.0450	\$ 1.3230	\$ (0.1267)	\$ 0.2638	\$ 1.4601	\$ 1.3980	\$ 0.0621
	PINT	\$ 0.4044	\$ 0.0880	\$ 0.0040	\$ 0.0557	\$ 0.1735	\$ 0.7256	\$ 0.0255	\$ 0.7511	\$ (0.0634)	\$ 0.1319	\$ 0.8196	\$ 0.7973	\$ 0.0223
	12 OUNCE	\$ 0.3033	\$ 0.0361	\$ 0.0030	\$ -	\$ 0.1301	\$ 0.4725	\$ 0.0166	\$ 0.4891	\$ (0.0475)	\$ 0.0989	\$ 0.5405	\$ 0.5599	\$ (0.0194)
	10 OUNCE	\$ 0.2528	\$ 0.0301	\$ 0.0025	\$ -	\$ 0.1084	\$ 0.3938	\$ 0.0139	\$ 0.4077	\$ (0.0396)	\$ 0.0824	\$ 0.4505	\$ 0.4629	\$ (0.0124)
	1/2 PINT	\$ 0.2022	\$ 0.0258	\$ 0.0020	\$ 0.0177	\$ 0.0868	\$ 0.3345	\$ 0.0118	\$ 0.3463	\$ (0.0317)	\$ 0.0660	\$ 0.3806	\$ 0.3689	\$ 0.0117
	4 OUNCE	\$ 0.1011	\$ 0.0226	\$ 0.0010	\$ 0.0242	\$ 0.0434	\$ 0.1923	\$ 0.0068	\$ 0.1991	\$ (0.0158)	\$ 0.0330	\$ 0.2163	\$ 0.2086	\$ 0.0077
	Bulk per Quart	\$ 0.8088	\$ 0.0510	\$ 0.0080	\$ 0.1499	\$ 0.3470	\$ 1.3647	\$ 0.0480	\$ 1.4127	\$ (0.1267)	\$ 0.2638	\$ 1.5498	\$ 1.3818	\$ 0.1680

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0001) per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

RETAIL PRICE BUILDUP
APRIL 2019 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1570	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.9040	\$ (0.5856)	\$ 0.6280	\$ 0.1012	\$ 4.05	\$ 3.84	\$ 0.21
	1/2 GALLON	\$ 1.9744	\$ (0.2962)	\$ 0.3140	\$ 0.0511	\$ 2.04	\$ 1.95	\$ 0.09
	QUART	\$ 1.0662	\$ (0.1599)	\$ 0.1570	\$ 0.0273	\$ 1.09	\$ 1.06	\$ 0.03
	PINT	\$ 0.6226	\$ (0.0934)	\$ 0.0785	\$ 0.0156	\$ 0.63	\$ 0.62	\$ 0.01
	12 OUNCE	\$ 0.3928	\$ (0.0589)	\$ 0.0589	\$ 0.0101	\$ 0.40	\$ 0.43	\$ (0.03)
	10 OUNCE	\$ 0.3273	\$ (0.0491)	\$ 0.0491	\$ 0.0084	\$ 0.34	\$ 0.35	\$ (0.01)
	1/2 PINT	\$ 0.2821	\$ (0.0423)	\$ 0.0393	\$ 0.0072	\$ 0.29	\$ 0.28	\$ 0.01
	4 OUNCE	\$ 0.1670	\$ (0.0251)	\$ 0.0196	\$ 0.0041	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 1.1559	\$ (0.1734)	\$ 0.1570	\$ 0.0292	\$ 1.17	\$ 1.05	\$ 0.12
REDUCED FAT (2%) MILK	GALLON	\$ 3.6110	\$ (0.5417)	\$ 0.6280	\$ 0.0948	\$ 3.79	\$ 3.58	\$ 0.21
	1/2 GALLON	\$ 1.8278	\$ (0.2742)	\$ 0.3140	\$ 0.0479	\$ 1.92	\$ 1.82	\$ 0.10
	QUART	\$ 0.9929	\$ (0.1489)	\$ 0.1570	\$ 0.0257	\$ 1.03	\$ 0.99	\$ 0.04
	PINT	\$ 0.5861	\$ (0.0879)	\$ 0.0785	\$ 0.0148	\$ 0.59	\$ 0.58	\$ 0.01
	12 OUNCE	\$ 0.3654	\$ (0.0548)	\$ 0.0589	\$ 0.0095	\$ 0.38	\$ 0.40	\$ (0.02)
	10 OUNCE	\$ 0.3044	\$ (0.0457)	\$ 0.0491	\$ 0.0079	\$ 0.32	\$ 0.33	\$ (0.01)
	1/2 PINT	\$ 0.2638	\$ (0.0396)	\$ 0.0393	\$ 0.0068	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1579	\$ (0.0237)	\$ 0.0196	\$ 0.0039	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 1.0826	\$ (0.1624)	\$ 0.1570	\$ 0.0276	\$ 1.10	\$ 0.98	\$ 0.12
LOW FAT (1%) MILK	GALLON	\$ 3.3924	\$ (0.5089)	\$ 0.6280	\$ 0.0900	\$ 3.60	\$ 3.39	\$ 0.21
	1/2 GALLON	\$ 1.7185	\$ (0.2578)	\$ 0.3140	\$ 0.0455	\$ 1.82	\$ 1.72	\$ 0.10
	QUART	\$ 0.9382	\$ (0.1407)	\$ 0.1570	\$ 0.0245	\$ 0.98	\$ 0.95	\$ 0.03
	PINT	\$ 0.5588	\$ (0.0838)	\$ 0.0785	\$ 0.0142	\$ 0.57	\$ 0.56	\$ 0.01
	12 OUNCE	\$ 0.3449	\$ (0.0517)	\$ 0.0589	\$ 0.0090	\$ 0.36	\$ 0.39	\$ (0.03)
	10 OUNCE	\$ 0.2873	\$ (0.0431)	\$ 0.0491	\$ 0.0075	\$ 0.30	\$ 0.32	\$ (0.02)
	1/2 PINT	\$ 0.2501	\$ (0.0375)	\$ 0.0393	\$ 0.0065	\$ 0.26	\$ 0.25	\$ 0.01
	4 OUNCE	\$ 0.1511	\$ (0.0227)	\$ 0.0196	\$ 0.0038	\$ 0.16	\$ 0.15	\$ 0.01
	Bulk per Quart	\$ 1.0280	\$ (0.1542)	\$ 0.1570	\$ 0.0264	\$ 1.06	\$ 0.93	\$ 0.13
NON FAT (SKIM) MILK	GALLON	\$ 3.2017	\$ (0.4803)	\$ 0.6280	\$ 0.0859	\$ 3.44	\$ 3.22	\$ 0.22
	1/2 GALLON	\$ 1.6233	\$ (0.2435)	\$ 0.3140	\$ 0.0434	\$ 1.74	\$ 1.64	\$ 0.10
	QUART	\$ 0.8906	\$ (0.1336)	\$ 0.1570	\$ 0.0234	\$ 0.94	\$ 0.91	\$ 0.03
	PINT	\$ 0.5349	\$ (0.0802)	\$ 0.0785	\$ 0.0137	\$ 0.55	\$ 0.54	\$ 0.01
	12 OUNCE	\$ 0.3270	\$ (0.0491)	\$ 0.0589	\$ 0.0086	\$ 0.35	\$ 0.37	\$ (0.02)
	10 OUNCE	\$ 0.2724	\$ (0.0409)	\$ 0.0491	\$ 0.0072	\$ 0.29	\$ 0.31	\$ (0.02)
	1/2 PINT	\$ 0.2382	\$ (0.0357)	\$ 0.0393	\$ 0.0062	\$ 0.25	\$ 0.24	\$ 0.01
	4 OUNCE	\$ 0.1450	\$ (0.0218)	\$ 0.0196	\$ 0.0037	\$ 0.15	\$ 0.15	\$ -
	Bulk per Quart	\$ 0.9804	\$ (0.1471)	\$ 0.1570	\$ 0.0254	\$ 1.02	\$ 0.89	\$ 0.13

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
APRIL 2019 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1570	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.1265	\$ (0.6190)	\$ 0.6280	\$ 0.1060	\$ 4.24	\$ 4.04 \$ 0.20
	1/2 GALLON	\$ 2.0856	\$ (0.3128)	\$ 0.3140	\$ 0.0535	\$ 2.14	\$ 2.05 \$ 0.09
	QUART	\$ 1.1218	\$ (0.1683)	\$ 0.1570	\$ 0.0285	\$ 1.14	\$ 1.11 \$ 0.03
	PINT	\$ 0.6505	\$ (0.0976)	\$ 0.0785	\$ 0.0162	\$ 0.66	\$ 0.65 \$ 0.01
	12 OUNCE	\$ 0.4137	\$ (0.0621)	\$ 0.0589	\$ 0.0105	\$ 0.42	\$ 0.45 \$ (0.03)
	10 OUNCE	\$ 0.3447	\$ (0.0517)	\$ 0.0491	\$ 0.0088	\$ 0.35	\$ 0.37 \$ (0.02)
	1/2 PINT	\$ 0.2960	\$ (0.0444)	\$ 0.0393	\$ 0.0075	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1740	\$ (0.0261)	\$ 0.0196	\$ 0.0043	\$ 0.18	\$ 0.17 \$ 0.01
	Bulk per Quart	\$ 1.2115	\$ (0.1817)	\$ 0.1570	\$ 0.0304	\$ 1.22	\$ 1.09 \$ 0.13
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.5939	\$ (0.5391)	\$ 0.6280	\$ 0.0944	\$ 3.78	\$ 3.57 \$ 0.21
	1/2 GALLON	\$ 1.8193	\$ (0.2729)	\$ 0.3140	\$ 0.0477	\$ 1.91	\$ 1.81 \$ 0.10
	QUART	\$ 0.9887	\$ (0.1483)	\$ 0.1570	\$ 0.0256	\$ 1.02	\$ 0.99 \$ 0.03
	PINT	\$ 0.5839	\$ (0.0876)	\$ 0.0785	\$ 0.0147	\$ 0.59	\$ 0.58 \$ 0.01
	12 OUNCE	\$ 0.3637	\$ (0.0546)	\$ 0.0589	\$ 0.0094	\$ 0.38	\$ 0.40 \$ (0.02)
	10 OUNCE	\$ 0.3030	\$ (0.0455)	\$ 0.0491	\$ 0.0079	\$ 0.31	\$ 0.33 \$ (0.02)
	1/2 PINT	\$ 0.2628	\$ (0.0394)	\$ 0.0393	\$ 0.0067	\$ 0.27	\$ 0.26 \$ 0.01
	4 OUNCE	\$ 0.1574	\$ (0.0236)	\$ 0.0196	\$ 0.0039	\$ 0.16	\$ 0.16 \$ -
	Bulk per Quart	\$ 1.0784	\$ (0.1618)	\$ 0.1570	\$ 0.0275	\$ 1.10	\$ 0.98 \$ 0.12
FLAVORED NONFAT MILK	GALLON	\$ 3.3720	\$ (0.5058)	\$ 0.6280	\$ 0.0896	\$ 3.58	\$ 3.38 \$ 0.20
	1/2 GALLON	\$ 1.7084	\$ (0.2563)	\$ 0.3140	\$ 0.0453	\$ 1.81	\$ 1.72 \$ 0.09
	QUART	\$ 0.9332	\$ (0.1400)	\$ 0.1570	\$ 0.0244	\$ 0.97	\$ 0.94 \$ 0.03
	PINT	\$ 0.5562	\$ (0.0834)	\$ 0.0785	\$ 0.0141	\$ 0.57	\$ 0.56 \$ 0.01
	12 OUNCE	\$ 0.3429	\$ (0.0514)	\$ 0.0589	\$ 0.0090	\$ 0.36	\$ 0.39 \$ (0.03)
	10 OUNCE	\$ 0.2858	\$ (0.0429)	\$ 0.0491	\$ 0.0075	\$ 0.30	\$ 0.32 \$ (0.02)
	1/2 PINT	\$ 0.2489	\$ (0.0373)	\$ 0.0393	\$ 0.0064	\$ 0.26	\$ 0.25 \$ 0.01
	4 OUNCE	\$ 0.1504	\$ (0.0226)	\$ 0.0196	\$ 0.0038	\$ 0.16	\$ 0.15 \$ 0.01
	Bulk per Quart	\$ 1.0229	\$ (0.1534)	\$ 0.1570	\$ 0.0263	\$ 1.05	\$ 0.93 \$ 0.12
BUTTERMILK	GALLON	\$ 3.6744	\$ (0.5512)	\$ 0.6280	\$ 0.0962	\$ 3.85	\$ 3.63 \$ 0.22
	1/2 GALLON	\$ 1.8595	\$ (0.2789)	\$ 0.3140	\$ 0.0486	\$ 1.94	\$ 1.85 \$ 0.09
	QUART	\$ 1.0087	\$ (0.1513)	\$ 0.1570	\$ 0.0260	\$ 1.04	\$ 1.01 \$ 0.03
	PINT	\$ 0.5940	\$ (0.0891)	\$ 0.0785	\$ 0.0150	\$ 0.60	\$ 0.59 \$ 0.01
	12 OUNCE	\$ 0.3713	\$ (0.0557)	\$ 0.0589	\$ 0.0096	\$ 0.38	\$ 0.41 \$ (0.03)
	10 OUNCE	\$ 0.3094	\$ (0.0464)	\$ 0.0491	\$ 0.0080	\$ 0.32	\$ 0.34 \$ (0.02)
	1/2 PINT	\$ 0.2677	\$ (0.0402)	\$ 0.0393	\$ 0.0068	\$ 0.27	\$ 0.27 \$ -
	4 OUNCE	\$ 0.1599	\$ (0.0240)	\$ 0.0196	\$ 0.0040	\$ 0.16	\$ 0.16 \$ -
	Bulk per Quart	\$ 1.0985	\$ (0.1648)	\$ 0.1570	\$ 0.0280	\$ 1.12	\$ 0.99 \$ 0.13

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
APRIL 2019 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1570	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 5.4797	\$ (0.8220)	\$ 0.6280	\$ 0.1355	\$ 5.49	\$ 5.14	\$ 0.35
	1/2 GALLON	\$ 2.7622	\$ (0.4143)	\$ 0.3140	\$ 0.0683	\$ 2.77	\$ 2.61	\$ 0.16
	QUART	\$ 1.4601	\$ (0.2190)	\$ 0.1570	\$ 0.0358	\$ 1.47	\$ 1.40	\$ 0.07
	PINT	\$ 0.8196	\$ (0.1229)	\$ 0.0785	\$ 0.0199	\$ 0.83	\$ 0.80	\$ 0.03
	12 OUNCE	\$ 0.5405	\$ (0.0811)	\$ 0.0589	\$ 0.0133	\$ 0.55	\$ 0.56	\$ (0.01)
	10 OUNCE	\$ 0.4505	\$ (0.0676)	\$ 0.0491	\$ 0.0111	\$ 0.46	\$ 0.47	\$ (0.01)
	1/2 PINT	\$ 0.3806	\$ (0.0571)	\$ 0.0393	\$ 0.0093	\$ 0.39	\$ 0.37	\$ 0.02
	4 OUNCE	\$ 0.2163	\$ (0.0324)	\$ 0.0196	\$ 0.0052	\$ 0.23	\$ 0.21	\$ 0.02
	Bulk per Quart	\$ 1.5498	\$ (0.2325)	\$ 0.1570	\$ 0.0378	\$ 1.56	\$ 1.39	\$ 0.17

PENNSYLVANIA MILK MARKETING BOARD MILK MARKETING AREA 1

Explanation of Wholesale Increases/(Decreases) Year 2017

		<i>EXH. 11</i>	Variance between Proposed and Existing			
		Wholesale Increase (Decrease)	Container Efficiency Adjustment	Processing Cost	Cost Update Adjustment	TOTAL
Container Size						
STANDARD (WHOLE) MILK	GALLON	\$ 0.2378	\$ 0.0225	\$ 0.1404	\$ 0.0788	\$ 0.2417
	1/2 GALLON	\$ 0.1089	\$ 0.0012	\$ 0.0702	\$ 0.0394	\$ 0.1108
	QUART	\$ 0.0357	\$ (0.0165)	\$ 0.0351	\$ 0.0197	\$ 0.0383
	PINT	\$ 0.0091	\$ (0.0206)	\$ 0.0176	\$ 0.0098	\$ 0.0068
	12 OUNCE	\$ (0.0293)	\$ (0.0487)	\$ 0.0132	\$ 0.0074	\$ (0.0281)
	10 OUNCE	\$ (0.0208)	\$ (0.0370)	\$ 0.0110	\$ 0.0062	\$ (0.0198)
	1/2 PINT	\$ 0.0051	\$ (0.0091)	\$ 0.0088	\$ 0.0049	\$ 0.0046
	4 OUNCE	\$ 0.0044	\$ (0.0034)	\$ 0.0044	\$ 0.0025	\$ 0.0035
	Bulk per Quart	\$ 0.1416	\$ 0.0844	\$ 0.0351	\$ 0.0197	\$ 0.1392