

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

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

Standard Milk	28.60
Flavored Milk	2.61
Egg Nog	0.47
Reduced Fat Flavored Milk	7.09
Nonfat Flavored Milk	4.16
Reduced Fat Milk	25.04
Low Fat Milk	11.91
Buttermilk	1.04
Nonfat Milk	10.77
Mixed Milk	4.76
Sour Cream	1.69
Light Cream	0.39
Medium Cream	0.19
Heavy Cream	1.28
	<hr/>
	100.0%

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

Standard Milk	32.00
Flavored Milk	3.01
Egg Nog	0.52
Reduced Fat Flavored Milk	6.89
Nonfat Flavored Milk	6.18
Reduced Fat Milk	25.27
Low Fat Milk	12.94
Buttermilk	0.90
Nonfat Milk	9.46
Mixed Milk	1.79
Sour Cream	0.22
Light Cream	0.08
Medium Cream	0.00
Heavy Cream	0.74
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	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 62.8% of the reported milk sales to this area.

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

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

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 1,653,648	100,841,286	\$ 0.0164
Standardization & Pasteurization	\$ 4,062,352	147,763,589	\$ 0.0275
Bottling	\$ 4,971,724	142,403,473	\$ 0.0349
Cold Room	\$ 6,181,341	155,196,080	\$ 0.0398
Delivery	\$ 13,555,359	110,550,705	\$ 0.1226
Selling	\$ 2,774,901	110,889,275	\$ 0.0250

Total Cost per Point **\$ 0.2662**

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

**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	\$ 1,097,658	6,124,768	\$ 0.1792			
		Purchased	\$ 1,060,845	4,408,187	\$ 0.2407			
			\$ 2,158,503	10,532,955	\$ 0.2049	\$ 0.2097	1.70%	\$ 0.2133
1/2 GALLON	Plastic	Blow Molded	\$ 16,881	177,802	\$ 0.0949			
		Purchased	\$ 1,424,203	10,372,778	\$ 0.1373			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,441,084	10,550,580	\$ 0.1366	\$ 0.1411	1.24%	\$ 0.1428
QUART	Plastic	Purchased	\$ 470,407	3,425,248	\$ 0.1373			
	Paper	Purchased	\$ 2,403	29,296	\$ 0.0820			
	Combined		\$ 472,810	3,454,544	\$ 0.1369	\$ 0.1400	1.57%	\$ 0.1422
PINT	Plastic	Purchased	\$ 114,806	1,157,055	\$ 0.0992			
	Paper	Purchased	\$ 43,694	858,047	\$ 0.0509			
	Combined		\$ 158,500	2,015,102	\$ 0.0787	\$ 0.0799	1.62%	\$ 0.0812
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic ⁽¹⁾	Purchased	\$ -	-	\$ 0.0652	\$ 0.0652		\$ 0.0652
	Paper	Purchased	\$ 1,141,309	43,900,115	\$ 0.0260	\$ 0.0276	0.85%	\$ 0.0278
4 Ounce	Paper	Purchased	\$ 17,428	908,808	\$ 0.0192	\$ 0.0192	1.53%	\$ 0.0195
Bulk Per Quart		Purchased	\$ 46,157	1,249,964	\$ 0.0369	\$ 0.0369	1.30%	\$ 0.0374

1. None of the Area 3 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 3

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 758	57,702,591	\$ -
Reduced Fat (2%) Milk	\$ 3,754	46,791,732	\$ 0.0001
Low Fat (1%) Milk	\$ 3,823	24,103,784	\$ 0.0002
Non Fat (Skim) Milk	\$ 15,459	17,345,742	\$ 0.0009
Flavored Milk	\$ 174,762	3,841,070	\$ 0.0455
Flavored Reduced Fat Milk	\$ 376,467	11,184,133	\$ 0.0337
Flavored NONFAT Milk	\$ 239,009	8,368,901	\$ 0.0286
Buttermilk	\$ 7,085	1,017,262	\$ 0.0070
Egg Nog	\$ 114,530	797,631	\$ 0.1436

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

**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	33,354,115	1,392,793	n/a	\$ 5,902,844	n/a	\$ 724,446
2	Bulk MILK - diverted	47,781,251	1,830,274	\$ 7,850,531	\$ 8,019,503	n/a	\$ (29,872)
3	Bulk MILK - transferred	111,140,690	589,534	\$ 11,780,487	\$ 9,614,867	\$ 3,275,955	\$ 11,456
4	Bulk MILK - TOTAL (Rows 2 + 3)	158,921,941	2,419,808	\$ 19,631,018	\$ 17,634,370	\$ 3,275,955	\$ (18,416)
5	Bulk CREAM - transferred	59,859,206	25,830,784	\$ 76,245,952	\$ 69,311,689	\$ 1,887,324	\$ (742,623)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 724,446	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ (18,416)	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (742,623)	
9	Total	\$ (36,593)	193,362,047
			\$ (0.0002)

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

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

	Class I
Skim Rate	\$ 11.22
Butterfat Rate	\$ 2.6016

Product Description	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage								
Standard (Whole) Milk	57,702,591	1,878,632	3.2557%	55,823,959	\$ 4,887,449	\$ 6,263,448	\$ 11,150,897	\$ 0.1932	\$ -	\$ (0.0002)	\$ 0.1930
Reduced Fat (2%) Milk	46,791,732	918,786	1.9636%	45,872,946	\$ 2,390,314	\$ 5,146,945	\$ 7,537,259	\$ 0.1611	\$ 0.0001	\$ (0.0002)	\$ 0.1610
Low Fat (1%) Milk	24,103,784	235,495	0.9770%	23,868,289	\$ 612,664	\$ 2,678,022	\$ 3,290,686	\$ 0.1365	\$ 0.0002	\$ (0.0002)	\$ 0.1365
Non Fat (Skim) Milk	17,345,742	14,884	0.0858%	17,330,858	\$ 38,722	\$ 1,944,522	\$ 1,983,244	\$ 0.1143	\$ 0.0009	\$ (0.0002)	\$ 0.1150
Flavored Milk	3,841,070	126,008	3.2805%	3,715,062	\$ 327,822	\$ 416,830	\$ 744,652	\$ 0.1939	\$ 0.0455	\$ (0.0002)	\$ 0.2392
Flavored Reduced Fat Milk	11,184,133	135,439	1.2110%	11,048,694	\$ 352,358	\$ 1,239,663	\$ 1,592,021	\$ 0.1423	\$ 0.0337	\$ (0.0002)	\$ 0.1758
Flavored NONFAT Milk	8,368,901	10,369	0.1239%	8,358,532	\$ 26,976	\$ 937,827	\$ 964,803	\$ 0.1153	\$ 0.0286	\$ (0.0002)	\$ 0.1437
Buttermilk	1,017,262	20,925	2.0570%	996,337	\$ 54,438	\$ 111,789	\$ 166,227	\$ 0.1634	\$ 0.0070	\$ (0.0002)	\$ 0.1702
Egg Nog	797,631	51,716	6.4837%	745,915	\$ 134,544	\$ 83,692	\$ 218,236	\$ 0.2736	\$ 0.1436	\$ (0.0002)	\$ 0.4170

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

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

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1ST HALF COSTS		1ST HALF POINTS		1ST HALF COST per POINT		INCREASE
2018	2017	2018	2017	2018	2017	(DECREASE)

WEIGHTED LABOR COSTS	\$ 11,307,957	\$ 10,655,665	75,475,725	73,785,194	\$ 0.1498	\$ 0.1444	\$ 0.0054
WEIGHTED UTILITY COSTS	\$ 521,781	\$ 506,724	75,475,725	73,785,194	\$ 0.0069	\$ 0.0069	\$ -
WEIGHTED INSURANCE COSTS	\$ 324,022	\$ 284,263	75,475,725	73,785,194	\$ 0.0043	\$ 0.0039	\$ 0.0004

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0058

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

Diesel Fuel Costs Adjustment
Update of Diesel Fuel Costs from YEAR 2017 to FEBRUARY 2019

1. Weighted Diesel Fuel Costs - YEAR 2017	\$ 1,342,986
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>\$ 1,546,195</u>
6. Change in Diesel Fuel Costs from YEAR 2017 to FEBRUARY 2019 (Line 5 - Line 1)	\$ 203,209
7. Weighted Delivery Points - YEAR 2017	<u>110,550,705</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ 0.0018</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

Heating Fuel Costs Adjustment
Update of Heating Fuel Costs from YEAR 2017 to DECEMBER 2018

1. Weighted Heating Fuel Costs - YEAR 2017	\$ 191,743
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>\$ 163,844</u>
6. Change in Heating Fuel Costs from YEAR 2017 to DECEMBER 2018 (Line 5 - Line 1)	\$ (27,899)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2017	<u>147,763,589</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ (0.0002)</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 3
YEAR 2017 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 3 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	10,532,955	\$ (0.04735)	\$ (0.00580)	\$ (0.0532)	\$ (560,353)
1/2 GALLON	10,550,580	\$ 0.00370	\$ (0.03359)	\$ (0.0299)	\$ (315,462)
QUART	3,454,544	\$ 0.04285	\$ (0.00280)	\$ 0.0401	\$ 138,527
PINT	2,015,102	\$ 0.00900	\$ 0.01657	\$ 0.0256	\$ 51,587
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	43,900,115	\$ 0.00532	\$ 0.00930	\$ 0.0146	\$ 640,942
4 OUNCE	908,808	\$ 0.00422	\$ 0.01385	\$ 0.0181	\$ 16,449
Bulk per Quart	1,249,964	\$ 0.04500	\$ (0.02327)	\$ 0.0217	\$ 27,124
					\$ <u>(1,186)</u>

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

**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	\$ 1.6598	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.9127	\$ 0.1025	\$ 3.0152	\$ (0.4992)	\$ 0.9448	\$ 3.4608	\$ 3.4032	\$ 0.0576
	1/2 GALLON	\$ 0.8299	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.4892	\$ 0.0524	\$ 1.5416	\$ (0.2496)	\$ 0.4724	\$ 1.7644	\$ 1.7368	\$ 0.0276
	QUART	\$ 0.4150	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.8705	\$ 0.0306	\$ 0.9011	\$ (0.1248)	\$ 0.2362	\$ 1.0125	\$ 0.9692	\$ 0.0433
	PINT	\$ 0.2075	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4509	\$ 0.0159	\$ 0.4668	\$ (0.0624)	\$ 0.1181	\$ 0.5225	\$ 0.5274	\$ (0.0049)
	12 OUNCE	\$ 0.1556	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.3210	\$ 0.0113	\$ 0.3323	\$ (0.0468)	\$ 0.0886	\$ 0.3741	\$ 0.4170	\$ (0.0429)
	10 OUNCE	\$ 0.1297	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2738	\$ 0.0096	\$ 0.2834	\$ (0.0390)	\$ 0.0738	\$ 0.3182	\$ 0.3641	\$ (0.0459)
	1/2 PINT	\$ 0.1037	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.2145	\$ 0.0076	\$ 0.2221	\$ (0.0312)	\$ 0.0591	\$ 0.2500	\$ 0.2542	\$ (0.0042)
	4 OUNCE	\$ 0.0519	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1237	\$ 0.0044	\$ 0.1281	\$ (0.0156)	\$ 0.0295	\$ 0.1420	\$ 0.1644	\$ (0.0224)
	Bulk per Quart	\$ 0.4150	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.7473	\$ 0.0263	\$ 0.7736	\$ (0.1248)	\$ 0.2362	\$ 0.8850	\$ 0.8681	\$ 0.0169
REDUCED FAT (2%) MILK	GALLON	\$ 1.3878	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.6407	\$ 0.0929	\$ 2.7336	\$ (0.4992)	\$ 0.9448	\$ 3.1792	\$ 3.1216	\$ 0.0576
	1/2 GALLON	\$ 0.6939	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.3532	\$ 0.0476	\$ 1.4008	\$ (0.2496)	\$ 0.4724	\$ 1.6236	\$ 1.5960	\$ 0.0276
	QUART	\$ 0.3470	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.8025	\$ 0.0282	\$ 0.8307	\$ (0.1248)	\$ 0.2362	\$ 0.9421	\$ 0.8988	\$ 0.0433
	PINT	\$ 0.1735	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4169	\$ 0.0147	\$ 0.4316	\$ (0.0624)	\$ 0.1181	\$ 0.4873	\$ 0.4922	\$ (0.0049)
	12 OUNCE	\$ 0.1301	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2955	\$ 0.0104	\$ 0.3059	\$ (0.0468)	\$ 0.0886	\$ 0.3477	\$ 0.3906	\$ (0.0429)
	10 OUNCE	\$ 0.1084	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2525	\$ 0.0089	\$ 0.2614	\$ (0.0390)	\$ 0.0738	\$ 0.2962	\$ 0.3421	\$ (0.0459)
	1/2 PINT	\$ 0.0867	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1975	\$ 0.0070	\$ 0.2045	\$ (0.0312)	\$ 0.0591	\$ 0.2324	\$ 0.2366	\$ (0.0042)
	4 OUNCE	\$ 0.0434	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1152	\$ 0.0041	\$ 0.1193	\$ (0.0156)	\$ 0.0295	\$ 0.1332	\$ 0.1556	\$ (0.0224)
	Bulk per Quart	\$ 0.3470	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6793	\$ 0.0239	\$ 0.7032	\$ (0.1248)	\$ 0.2362	\$ 0.8146	\$ 0.7977	\$ 0.0169
LOW FAT (1%) MILK	GALLON	\$ 1.1766	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.4295	\$ 0.0855	\$ 2.5150	\$ (0.4992)	\$ 0.9448	\$ 2.9606	\$ 2.9029	\$ 0.0577
	1/2 GALLON	\$ 0.5883	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.2476	\$ 0.0439	\$ 1.2915	\$ (0.2496)	\$ 0.4724	\$ 1.5143	\$ 1.4867	\$ 0.0276
	QUART	\$ 0.2942	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.7497	\$ 0.0264	\$ 0.7761	\$ (0.1248)	\$ 0.2362	\$ 0.8875	\$ 0.8441	\$ 0.0434
	PINT	\$ 0.1471	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.3905	\$ 0.0137	\$ 0.4042	\$ (0.0624)	\$ 0.1181	\$ 0.4599	\$ 0.4649	\$ (0.0050)
	12 OUNCE	\$ 0.1103	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2757	\$ 0.0097	\$ 0.2854	\$ (0.0468)	\$ 0.0886	\$ 0.3272	\$ 0.3701	\$ (0.0429)
	10 OUNCE	\$ 0.0919	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2360	\$ 0.0083	\$ 0.2443	\$ (0.0390)	\$ 0.0738	\$ 0.2791	\$ 0.3251	\$ (0.0460)
	1/2 PINT	\$ 0.0735	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1843	\$ 0.0065	\$ 0.1908	\$ (0.0312)	\$ 0.0591	\$ 0.2187	\$ 0.2229	\$ (0.0042)
	4 OUNCE	\$ 0.0368	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1086	\$ 0.0038	\$ 0.1124	\$ (0.0156)	\$ 0.0295	\$ 0.1263	\$ 0.1488	\$ (0.0225)
	Bulk per Quart	\$ 0.2942	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6265	\$ 0.0221	\$ 0.6486	\$ (0.1248)	\$ 0.2362	\$ 0.7600	\$ 0.7431	\$ 0.0169
NON FAT (SKIM) MILK	GALLON	\$ 0.9925	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.2454	\$ 0.0790	\$ 2.3244	\$ (0.4992)	\$ 0.9448	\$ 2.7700	\$ 2.7168	\$ 0.0532
	1/2 GALLON	\$ 0.4962	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.1555	\$ 0.0407	\$ 1.1962	\$ (0.2496)	\$ 0.4724	\$ 1.4190	\$ 1.3935	\$ 0.0255
	QUART	\$ 0.2481	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.7036	\$ 0.0248	\$ 0.7284	\$ (0.1248)	\$ 0.2362	\$ 0.8398	\$ 0.7975	\$ 0.0423
	PINT	\$ 0.1241	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.3675	\$ 0.0129	\$ 0.3804	\$ (0.0624)	\$ 0.1181	\$ 0.4361	\$ 0.4416	\$ (0.0055)
	12 OUNCE	\$ 0.0930	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2584	\$ 0.0091	\$ 0.2675	\$ (0.0468)	\$ 0.0886	\$ 0.3093	\$ 0.3527	\$ (0.0434)
	10 OUNCE	\$ 0.0775	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2216	\$ 0.0078	\$ 0.2294	\$ (0.0390)	\$ 0.0738	\$ 0.2642	\$ 0.3105	\$ (0.0463)
	1/2 PINT	\$ 0.0620	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1728	\$ 0.0061	\$ 0.1789	\$ (0.0312)	\$ 0.0591	\$ 0.2068	\$ 0.2113	\$ (0.0045)
	4 OUNCE	\$ 0.0310	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1028	\$ 0.0036	\$ 0.1064	\$ (0.0156)	\$ 0.0295	\$ 0.1203	\$ 0.1430	\$ (0.0227)
	Bulk per Quart	\$ 0.2481	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.5804	\$ 0.0204	\$ 0.6008	\$ (0.1248)	\$ 0.2362	\$ 0.7122	\$ 0.6965	\$ 0.0157

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0004) per quart equivalent.

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

**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	\$ 1.9136	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 3.1665	\$ 0.1114	\$ 3.2779	\$ (0.4992)	\$ 0.9448	\$ 3.7235	\$ 3.6351	\$ 0.0884
	1/2 GALLON	\$ 0.9568	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.6161	\$ 0.0569	\$ 1.6730	\$ (0.2496)	\$ 0.4724	\$ 1.8958	\$ 1.8527	\$ 0.0431
	QUART	\$ 0.4784	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.9339	\$ 0.0329	\$ 0.9668	\$ (0.1248)	\$ 0.2362	\$ 1.0782	\$ 1.0271	\$ 0.0511
	PINT	\$ 0.2392	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4826	\$ 0.0170	\$ 0.4996	\$ (0.0624)	\$ 0.1181	\$ 0.5553	\$ 0.5564	\$ (0.0011)
	12 OUNCE	\$ 0.1794	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.3448	\$ 0.0121	\$ 0.3569	\$ (0.0468)	\$ 0.0886	\$ 0.3987	\$ 0.4387	\$ (0.0400)
	10 OUNCE	\$ 0.1495	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2936	\$ 0.0103	\$ 0.3039	\$ (0.0390)	\$ 0.0738	\$ 0.3387	\$ 0.3822	\$ (0.0435)
	1/2 PINT	\$ 0.1196	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.2304	\$ 0.0081	\$ 0.2385	\$ (0.0312)	\$ 0.0591	\$ 0.2664	\$ 0.2688	\$ (0.0024)
	4 OUNCE	\$ 0.0598	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1316	\$ 0.0046	\$ 0.1362	\$ (0.0156)	\$ 0.0295	\$ 0.1501	\$ 0.1717	\$ (0.0216)
	Bulk per Quart	\$ 0.4784	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.8107	\$ 0.0285	\$ 0.8392	\$ (0.1248)	\$ 0.2362	\$ 0.9506	\$ 0.9261	\$ 0.0245
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.4064	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.6593	\$ 0.0936	\$ 2.7529	\$ (0.4992)	\$ 0.9448	\$ 3.1985	\$ 3.1846	\$ 0.0139
	1/2 GALLON	\$ 0.7032	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.3625	\$ 0.0480	\$ 1.4105	\$ (0.2496)	\$ 0.4724	\$ 1.6333	\$ 1.6275	\$ 0.0058
	QUART	\$ 0.3516	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.8071	\$ 0.0284	\$ 0.8355	\$ (0.1248)	\$ 0.2362	\$ 0.9469	\$ 0.9145	\$ 0.0324
	PINT	\$ 0.1758	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4192	\$ 0.0148	\$ 0.4340	\$ (0.0624)	\$ 0.1181	\$ 0.4897	\$ 0.5001	\$ (0.0104)
	12 OUNCE	\$ 0.1319	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2973	\$ 0.0105	\$ 0.3078	\$ (0.0468)	\$ 0.0886	\$ 0.3496	\$ 0.3965	\$ (0.0469)
	10 OUNCE	\$ 0.1099	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2540	\$ 0.0089	\$ 0.2629	\$ (0.0390)	\$ 0.0738	\$ 0.2977	\$ 0.3470	\$ (0.0493)
	1/2 PINT	\$ 0.0879	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1987	\$ 0.0070	\$ 0.2057	\$ (0.0312)	\$ 0.0591	\$ 0.2336	\$ 0.2406	\$ (0.0070)
	4 OUNCE	\$ 0.0440	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1158	\$ 0.0041	\$ 0.1199	\$ (0.0156)	\$ 0.0295	\$ 0.1338	\$ 0.1576	\$ (0.0238)
	Bulk per Quart	\$ 0.3516	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6839	\$ 0.0241	\$ 0.7080	\$ (0.1248)	\$ 0.2362	\$ 0.8194	\$ 0.8135	\$ 0.0059
FLAVORED NONFAT MILK	GALLON	\$ 1.1496	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.4025	\$ 0.0846	\$ 2.4871	\$ (0.4992)	\$ 0.9448	\$ 2.9327	\$ 2.8931	\$ 0.0396
	1/2 GALLON	\$ 0.5748	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.2341	\$ 0.0434	\$ 1.2775	\$ (0.2496)	\$ 0.4724	\$ 1.5003	\$ 1.4817	\$ 0.0186
	QUART	\$ 0.2874	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.7429	\$ 0.0261	\$ 0.7690	\$ (0.1248)	\$ 0.2362	\$ 0.8804	\$ 0.8416	\$ 0.0388
	PINT	\$ 0.1437	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.3871	\$ 0.0136	\$ 0.4007	\$ (0.0624)	\$ 0.1181	\$ 0.4564	\$ 0.4637	\$ (0.0073)
	12 OUNCE	\$ 0.1078	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.2732	\$ 0.0096	\$ 0.2828	\$ (0.0468)	\$ 0.0886	\$ 0.3246	\$ 0.3691	\$ (0.0445)
	10 OUNCE	\$ 0.0898	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2339	\$ 0.0082	\$ 0.2421	\$ (0.0390)	\$ 0.0738	\$ 0.2769	\$ 0.3242	\$ (0.0473)
	1/2 PINT	\$ 0.0719	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.1827	\$ 0.0064	\$ 0.1891	\$ (0.0312)	\$ 0.0591	\$ 0.2170	\$ 0.2224	\$ (0.0054)
	4 OUNCE	\$ 0.0359	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1077	\$ 0.0038	\$ 0.1115	\$ (0.0156)	\$ 0.0295	\$ 0.1254	\$ 0.1485	\$ (0.0231)
	Bulk per Quart	\$ 0.2874	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6197	\$ 0.0218	\$ 0.6415	\$ (0.1248)	\$ 0.2362	\$ 0.7529	\$ 0.7406	\$ 0.0123
BUTTERMILK	GALLON	\$ 1.4671	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 2.7200	\$ 0.0957	\$ 2.8157	\$ (0.4992)	\$ 0.9448	\$ 3.2613	\$ 3.6213	\$ (0.3600)
	1/2 GALLON	\$ 0.7336	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 1.3929	\$ 0.0490	\$ 1.4419	\$ (0.2496)	\$ 0.4724	\$ 1.6647	\$ 1.8458	\$ (0.1811)
	QUART	\$ 0.3668	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 0.8223	\$ 0.0289	\$ 0.8512	\$ (0.1248)	\$ 0.2362	\$ 0.9626	\$ 1.0237	\$ (0.0611)
	PINT	\$ 0.1834	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.4268	\$ 0.0150	\$ 0.4418	\$ (0.0624)	\$ 0.1181	\$ 0.4975	\$ 0.5547	\$ (0.0572)
	12 OUNCE	\$ 0.1375	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.3029	\$ 0.0107	\$ 0.3136	\$ (0.0468)	\$ 0.0886	\$ 0.3554	\$ 0.4375	\$ (0.0821)
	10 OUNCE	\$ 0.1146	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.2587	\$ 0.0091	\$ 0.2678	\$ (0.0390)	\$ 0.0738	\$ 0.3026	\$ 0.3812	\$ (0.0786)
	1/2 PINT	\$ 0.0917	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.2025	\$ 0.0071	\$ 0.2096	\$ (0.0312)	\$ 0.0591	\$ 0.2375	\$ 0.2679	\$ (0.0304)
	4 OUNCE	\$ 0.0458	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1176	\$ 0.0041	\$ 0.1217	\$ (0.0156)	\$ 0.0295	\$ 0.1356	\$ 0.1712	\$ (0.0356)
	Bulk per Quart	\$ 0.3668	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 0.6991	\$ 0.0246	\$ 0.7237	\$ (0.1248)	\$ 0.2362	\$ 0.8351	\$ 0.9227	\$ (0.0876)

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0004) per quart equivalent.

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

**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	\$ 3.3360	\$ 0.2133	\$ 0.0280	\$ (0.0532)	\$ 1.0648	\$ 4.5889	\$ 0.1615	\$ 4.7504	\$ (0.4992)	\$ 0.9448	\$ 5.1960	\$ 5.1755	\$ 0.0205
	1/2 GALLON	\$ 1.6680	\$ 0.1428	\$ 0.0140	\$ (0.0299)	\$ 0.5324	\$ 2.3273	\$ 0.0819	\$ 2.4092	\$ (0.2496)	\$ 0.4724	\$ 2.6320	\$ 2.6229	\$ 0.0091
	QUART	\$ 0.8340	\$ 0.1422	\$ 0.0070	\$ 0.0401	\$ 0.2662	\$ 1.2895	\$ 0.0454	\$ 1.3349	\$ (0.1248)	\$ 0.2362	\$ 1.4463	\$ 1.4122	\$ 0.0341
	PINT	\$ 0.4170	\$ 0.0812	\$ 0.0035	\$ 0.0256	\$ 0.1331	\$ 0.6604	\$ 0.0232	\$ 0.6836	\$ (0.0624)	\$ 0.1181	\$ 0.7393	\$ 0.7490	\$ (0.0097)
	12 OUNCE	\$ 0.3128	\$ 0.0630	\$ 0.0026	\$ -	\$ 0.0998	\$ 0.4782	\$ 0.0168	\$ 0.4950	\$ (0.0468)	\$ 0.0886	\$ 0.5368	\$ 0.5831	\$ (0.0463)
	10 OUNCE	\$ 0.2606	\$ 0.0587	\$ 0.0022	\$ -	\$ 0.0832	\$ 0.4047	\$ 0.0142	\$ 0.4189	\$ (0.0390)	\$ 0.0738	\$ 0.4537	\$ 0.5026	\$ (0.0489)
	1/2 PINT	\$ 0.2085	\$ 0.0278	\$ 0.0018	\$ 0.0146	\$ 0.0666	\$ 0.3193	\$ 0.0112	\$ 0.3305	\$ (0.0312)	\$ 0.0591	\$ 0.3584	\$ 0.3651	\$ (0.0067)
	4 OUNCE	\$ 0.1043	\$ 0.0195	\$ 0.0009	\$ 0.0181	\$ 0.0333	\$ 0.1761	\$ 0.0062	\$ 0.1823	\$ (0.0156)	\$ 0.0295	\$ 0.1962	\$ 0.2198	\$ (0.0236)
	Bulk per Quart	\$ 0.8340	\$ 0.0374	\$ 0.0070	\$ 0.0217	\$ 0.2662	\$ 1.1663	\$ 0.0410	\$ 1.2073	\$ (0.1248)	\$ 0.2362	\$ 1.3187	\$ 1.3112	\$ 0.0075

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of (-\$0.0004) per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

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 13.00%	In-Store Handling \$ 0.1365	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.4608	\$ (0.4499)	\$ 0.5460	\$ 0.0987	\$ 3.66	\$ 3.60	\$ 0.06
	1/2 GALLON	\$ 1.7644	\$ (0.2294)	\$ 0.2730	\$ 0.0502	\$ 1.86	\$ 1.83	\$ 0.03
	QUART	\$ 1.0125	\$ (0.1316)	\$ 0.1365	\$ 0.0282	\$ 1.05	\$ 1.01	\$ 0.04
	PINT	\$ 0.5225	\$ (0.0679)	\$ 0.0683	\$ 0.0145	\$ 0.54	\$ 0.54	\$ -
	12 OUNCE	\$ 0.3741	\$ (0.0486)	\$ 0.0512	\$ 0.0105	\$ 0.39	\$ 0.43	\$ (0.04)
	10 OUNCE	\$ 0.3182	\$ (0.0414)	\$ 0.0427	\$ 0.0089	\$ 0.33	\$ 0.37	\$ (0.04)
	1/2 PINT	\$ 0.2500	\$ (0.0325)	\$ 0.0341	\$ 0.0070	\$ 0.26	\$ 0.26	\$ -
	4 OUNCE	\$ 0.1420	\$ (0.0185)	\$ 0.0171	\$ 0.0039	\$ 0.15	\$ 0.17	\$ (0.02)
	Bulk per Quart	\$ 0.8850	\$ (0.1151)	\$ 0.1365	\$ 0.0252	\$ 0.93	\$ 0.92	\$ 0.01
REDUCED FAT (2%) MILK	GALLON	\$ 3.1792	\$ (0.4133)	\$ 0.5460	\$ 0.0919	\$ 3.40	\$ 3.35	\$ 0.05
	1/2 GALLON	\$ 1.6236	\$ (0.2111)	\$ 0.2730	\$ 0.0468	\$ 1.73	\$ 1.71	\$ 0.02
	QUART	\$ 0.9421	\$ (0.1225)	\$ 0.1365	\$ 0.0265	\$ 0.98	\$ 0.94	\$ 0.04
	PINT	\$ 0.4873	\$ (0.0633)	\$ 0.0683	\$ 0.0137	\$ 0.51	\$ 0.51	\$ -
	12 OUNCE	\$ 0.3477	\$ (0.0452)	\$ 0.0512	\$ 0.0098	\$ 0.36	\$ 0.40	\$ (0.04)
	10 OUNCE	\$ 0.2962	\$ (0.0385)	\$ 0.0427	\$ 0.0083	\$ 0.31	\$ 0.35	\$ (0.04)
	1/2 PINT	\$ 0.2324	\$ (0.0302)	\$ 0.0341	\$ 0.0066	\$ 0.24	\$ 0.25	\$ (0.01)
	4 OUNCE	\$ 0.1332	\$ (0.0173)	\$ 0.0171	\$ 0.0037	\$ 0.14	\$ 0.16	\$ (0.02)
	Bulk per Quart	\$ 0.8146	\$ (0.1059)	\$ 0.1365	\$ 0.0235	\$ 0.87	\$ 0.85	\$ 0.02
LOW FAT (1%) MILK	GALLON	\$ 2.9606	\$ (0.3849)	\$ 0.5460	\$ 0.0866	\$ 3.21	\$ 3.16	\$ 0.05
	1/2 GALLON	\$ 1.5143	\$ (0.1969)	\$ 0.2730	\$ 0.0441	\$ 1.63	\$ 1.61	\$ 0.02
	QUART	\$ 0.8875	\$ (0.1154)	\$ 0.1365	\$ 0.0252	\$ 0.93	\$ 0.90	\$ 0.03
	PINT	\$ 0.4599	\$ (0.0598)	\$ 0.0683	\$ 0.0130	\$ 0.48	\$ 0.49	\$ (0.01)
	12 OUNCE	\$ 0.3272	\$ (0.0425)	\$ 0.0512	\$ 0.0093	\$ 0.35	\$ 0.38	\$ (0.03)
	10 OUNCE	\$ 0.2791	\$ (0.0363)	\$ 0.0427	\$ 0.0079	\$ 0.29	\$ 0.33	\$ (0.04)
	1/2 PINT	\$ 0.2187	\$ (0.0284)	\$ 0.0341	\$ 0.0062	\$ 0.23	\$ 0.23	\$ -
	4 OUNCE	\$ 0.1263	\$ (0.0164)	\$ 0.0171	\$ 0.0035	\$ 0.13	\$ 0.15	\$ (0.02)
	Bulk per Quart	\$ 0.7600	\$ (0.0988)	\$ 0.1365	\$ 0.0221	\$ 0.82	\$ 0.80	\$ 0.02
NON FAT (SKIM) MILK	GALLON	\$ 2.7700	\$ (0.3601)	\$ 0.5460	\$ 0.0820	\$ 3.04	\$ 2.99	\$ 0.05
	1/2 GALLON	\$ 1.4190	\$ (0.1845)	\$ 0.2730	\$ 0.0418	\$ 1.55	\$ 1.53	\$ 0.02
	QUART	\$ 0.8398	\$ (0.1092)	\$ 0.1365	\$ 0.0241	\$ 0.89	\$ 0.85	\$ 0.04
	PINT	\$ 0.4361	\$ (0.0567)	\$ 0.0683	\$ 0.0124	\$ 0.46	\$ 0.47	\$ (0.01)
	12 OUNCE	\$ 0.3093	\$ (0.0402)	\$ 0.0512	\$ 0.0089	\$ 0.33	\$ 0.37	\$ (0.04)
	10 OUNCE	\$ 0.2642	\$ (0.0343)	\$ 0.0427	\$ 0.0076	\$ 0.28	\$ 0.32	\$ (0.04)
	1/2 PINT	\$ 0.2068	\$ (0.0269)	\$ 0.0341	\$ 0.0059	\$ 0.22	\$ 0.22	\$ -
	4 OUNCE	\$ 0.1203	\$ (0.0156)	\$ 0.0171	\$ 0.0034	\$ 0.13	\$ 0.15	\$ (0.02)
	Bulk per Quart	\$ 0.7122	\$ (0.0926)	\$ 0.1365	\$ 0.0210	\$ 0.78	\$ 0.76	\$ 0.02

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

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 13.00%	In-Store Handling \$ 0.1365	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 3.7235	\$ (0.4841)	\$ 0.5460	\$ 0.1050	\$ 3.89	\$ 3.81 \$ 0.08
	1/2 GALLON	\$ 1.8958	\$ (0.2465)	\$ 0.2730	\$ 0.0533	\$ 1.98	\$ 1.94 \$ 0.04
	QUART	\$ 1.0782	\$ (0.1402)	\$ 0.1365	\$ 0.0298	\$ 1.10	\$ 1.06 \$ 0.04
	PINT	\$ 0.5553	\$ (0.0722)	\$ 0.0683	\$ 0.0153	\$ 0.57	\$ 0.57 \$ -
	12 OUNCE	\$ 0.3987	\$ (0.0518)	\$ 0.0512	\$ 0.0110	\$ 0.41	\$ 0.44 \$ (0.03)
	10 OUNCE	\$ 0.3387	\$ (0.0440)	\$ 0.0427	\$ 0.0094	\$ 0.35	\$ 0.39 \$ (0.04)
	1/2 PINT	\$ 0.2664	\$ (0.0346)	\$ 0.0341	\$ 0.0074	\$ 0.27	\$ 0.28 \$ (0.01)
	4 OUNCE	\$ 0.1501	\$ (0.0195)	\$ 0.0171	\$ 0.0041	\$ 0.16	\$ 0.18 \$ (0.02)
	Bulk per Quart	\$ 0.9506	\$ (0.1236)	\$ 0.1365	\$ 0.0267	\$ 0.99	\$ 0.97 \$ 0.02
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.1985	\$ (0.4158)	\$ 0.5460	\$ 0.0924	\$ 3.42	\$ 3.41 \$ 0.01
	1/2 GALLON	\$ 1.6333	\$ (0.2123)	\$ 0.2730	\$ 0.0470	\$ 1.74	\$ 1.74 \$ -
	QUART	\$ 0.9469	\$ (0.1231)	\$ 0.1365	\$ 0.0266	\$ 0.99	\$ 0.96 \$ 0.03
	PINT	\$ 0.4897	\$ (0.0637)	\$ 0.0683	\$ 0.0137	\$ 0.51	\$ 0.52 \$ (0.01)
	12 OUNCE	\$ 0.3496	\$ (0.0454)	\$ 0.0512	\$ 0.0099	\$ 0.37	\$ 0.41 \$ (0.04)
	10 OUNCE	\$ 0.2977	\$ (0.0387)	\$ 0.0427	\$ 0.0084	\$ 0.31	\$ 0.35 \$ (0.04)
	1/2 PINT	\$ 0.2336	\$ (0.0304)	\$ 0.0341	\$ 0.0066	\$ 0.24	\$ 0.25 \$ (0.01)
	4 OUNCE	\$ 0.1338	\$ (0.0174)	\$ 0.0171	\$ 0.0037	\$ 0.14	\$ 0.16 \$ (0.02)
	Bulk per Quart	\$ 0.8194	\$ (0.1065)	\$ 0.1365	\$ 0.0236	\$ 0.87	\$ 0.87 \$ -
FLAVORED NONFAT MILK	GALLON	\$ 2.9327	\$ (0.3813)	\$ 0.5460	\$ 0.0860	\$ 3.18	\$ 3.15 \$ 0.03
	1/2 GALLON	\$ 1.5003	\$ (0.1950)	\$ 0.2730	\$ 0.0438	\$ 1.62	\$ 1.61 \$ 0.01
	QUART	\$ 0.8804	\$ (0.1145)	\$ 0.1365	\$ 0.0250	\$ 0.93	\$ 0.89 \$ 0.04
	PINT	\$ 0.4564	\$ (0.0593)	\$ 0.0683	\$ 0.0129	\$ 0.48	\$ 0.48 \$ -
	12 OUNCE	\$ 0.3246	\$ (0.0422)	\$ 0.0512	\$ 0.0093	\$ 0.34	\$ 0.38 \$ (0.04)
	10 OUNCE	\$ 0.2769	\$ (0.0360)	\$ 0.0427	\$ 0.0079	\$ 0.29	\$ 0.33 \$ (0.04)
	1/2 PINT	\$ 0.2170	\$ (0.0282)	\$ 0.0341	\$ 0.0062	\$ 0.23	\$ 0.23 \$ -
	4 OUNCE	\$ 0.1254	\$ (0.0163)	\$ 0.0171	\$ 0.0035	\$ 0.13	\$ 0.15 \$ (0.02)
	Bulk per Quart	\$ 0.7529	\$ (0.0979)	\$ 0.1365	\$ 0.0220	\$ 0.81	\$ 0.80 \$ 0.01
BUTTERMILK	GALLON	\$ 3.2613	\$ (0.4240)	\$ 0.5460	\$ 0.0939	\$ 3.48	\$ 3.80 \$ (0.32)
	1/2 GALLON	\$ 1.6647	\$ (0.2164)	\$ 0.2730	\$ 0.0478	\$ 1.77	\$ 1.93 \$ (0.16)
	QUART	\$ 0.9626	\$ (0.1251)	\$ 0.1365	\$ 0.0270	\$ 1.00	\$ 1.06 \$ (0.06)
	PINT	\$ 0.4975	\$ (0.0647)	\$ 0.0683	\$ 0.0139	\$ 0.52	\$ 0.57 \$ (0.05)
	12 OUNCE	\$ 0.3554	\$ (0.0462)	\$ 0.0512	\$ 0.0100	\$ 0.37	\$ 0.44 \$ (0.07)
	10 OUNCE	\$ 0.3026	\$ (0.0393)	\$ 0.0427	\$ 0.0085	\$ 0.31	\$ 0.39 \$ (0.08)
	1/2 PINT	\$ 0.2375	\$ (0.0309)	\$ 0.0341	\$ 0.0067	\$ 0.25	\$ 0.27 \$ (0.02)
	4 OUNCE	\$ 0.1356	\$ (0.0176)	\$ 0.0171	\$ 0.0037	\$ 0.14	\$ 0.18 \$ (0.04)
	Bulk per Quart	\$ 0.8351	\$ (0.1086)	\$ 0.1365	\$ 0.0239	\$ 0.89	\$ 0.97 \$ (0.08)

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

**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 13.00%	In-Store Handling \$ 0.1365	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 5.1960	\$ (0.6755)	\$ 0.5460	\$ 0.1406	\$ 5.21	\$ 5.19	\$ 0.02
	1/2 GALLON	\$ 2.6320	\$ (0.3422)	\$ 0.2730	\$ 0.0711	\$ 2.64	\$ 2.63	\$ 0.01
	QUART	\$ 1.4463	\$ (0.1880)	\$ 0.1365	\$ 0.0387	\$ 1.46	\$ 1.42	\$ 0.04
	PINT	\$ 0.7393	\$ (0.0961)	\$ 0.0683	\$ 0.0197	\$ 0.75	\$ 0.76	\$ (0.01)
	12 OUNCE	\$ 0.5368	\$ (0.0698)	\$ 0.0512	\$ 0.0144	\$ 0.55	\$ 0.59	\$ (0.04)
	10 OUNCE	\$ 0.4537	\$ (0.0590)	\$ 0.0427	\$ 0.0121	\$ 0.46	\$ 0.51	\$ (0.05)
	1/2 PINT	\$ 0.3584	\$ (0.0466)	\$ 0.0341	\$ 0.0096	\$ 0.36	\$ 0.38	\$ (0.02)
	4 OUNCE	\$ 0.1962	\$ (0.0255)	\$ 0.0171	\$ 0.0052	\$ 0.21	\$ 0.23	\$ (0.02)
	Bulk per Quart	\$ 1.3187	\$ (0.1714)	\$ 0.1365	\$ 0.0356	\$ 1.32	\$ 1.32	\$ -

PENNSYLVANIA MILK MARKETING BOARD MILK MARKETING AREA 3

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
STANDARD (WHOLE) MILK	GALLON	\$ 0.0576	\$ 0.0280	\$ (0.0272)	\$ 0.0488	\$ 0.0496
	1/2 GALLON	\$ 0.0276	\$ 0.0173	\$ (0.0136)	\$ 0.0244	\$ 0.0281
	QUART	\$ 0.0433	\$ 0.0181	\$ (0.0068)	\$ 0.0122	\$ 0.0235
	PINT	\$ (0.0049)	\$ (0.0166)	\$ (0.0034)	\$ 0.0061	\$ (0.0139)
	12 OUNCE	\$ (0.0429)	\$ (0.0435)	\$ (0.0025)	\$ 0.0046	\$ (0.0414)
	10 OUNCE	\$ (0.0459)	\$ (0.0462)	\$ (0.0021)	\$ 0.0038	\$ (0.0445)
	1/2 PINT	\$ (0.0042)	\$ (0.0056)	\$ (0.0017)	\$ 0.0031	\$ (0.0042)
	4 OUNCE	\$ (0.0224)	\$ (0.0122)	\$ (0.0008)	\$ 0.0015	\$ (0.0115)
	Bulk per Quart	\$ 0.0169	\$ 0.0190	\$ (0.0068)	\$ 0.0122	\$ 0.0244